



10 DOWNING STREET

From the Private Secretary

12 December, 1984

Dear Peter,

PRIME MINISTER'S VISIT TO PEKING

A number of points requiring follow-up action emerged at this afternoon's briefing meeting.

For discussion of commercial relations between Britain and China, the Prime Minister requires:

- a. half-a-dozen examples to quote of real success stories by British firms both in and outside China.
- b. a note on successful visits to industrial sites and companies by senior Chinese visitors to the UK, say over the past year.
- c. a list of the principal firms currently pursuing business in China, with the projects in which they have an interest. This should cover firms with solid reputations seeking business for which they are well qualified and have reasonable prospects of securing.

The lists should be prepared by the DTI and Department of Energy and annexed to the briefing being prepared on commercial relations.

It is also important that the brief should deal fully with a number of matters mentioned by Mr. Buchanan-Smith at the briefing. These include Balfour Beatty's interest in power transmission, the activities of Cable and Wireless and Standard Telephones, and possible on-shore exploration by British oil companies.

I assume that the briefing will also include a summary of all the latest information which we can assemble on developments in China, in case the Prime Minister wishes to refer to these in her talks.

It was suggested at the briefing that the Prime Minister might invite Hu Yaobang to visit the United Kingdom.

I am copying this letter to Callum McCarthy (Department of Trade and Industry) and to Michael Reidy (Department of Energy).

Yours sincerely

(C.D. Powell)

P.F. Ricketts, Esq.,
Foreign and Commonwealth Office.