

THE GENERAL ELECTRIC COMPANY, pl.c.

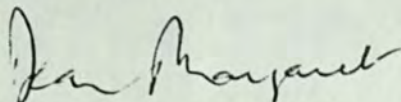
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FROM THE CHAIRMAN
THE RT. HON. JAMES PRIOR, MP

The Rt. Hon. Margaret Thatcher, MP,
Prime Minister,
10 Downing Street,
LONDON S.W.1.

1st April 1985



We had a short talk last Wednesday evening about your forthcoming visit to South East Asia and I mentioned a number of projects in which GEC are deeply interested. I am enclosing these for you in this letter and am most grateful to you for your promise of help.

I also mentioned to you our Teleview project in Singapore. This is worth initially some £15 million but hopefully will be much more. Although I signed the contract in February, the Singapore Telecom authority have so far insisted that no publicity be given to the contract. One of our senior people is out there at present and is trying to persuade the Singaporeans to announce the award of the contract while you are there. I have spoken to him this afternoon and I hope very much their reluctance can be overcome.

(a) Malaysia:

First, there is a C³ (Command Control and Communications) system for which our Easams company is submitting the sole British bid valued at about £220 million for equipment for Marconi, other GEC companies and Plessey. This will maintain an important continuing UK interest in advanced technology in Malaysia and provides for transfer of technology and local manufacture in the Marconi factory in Kedah. There could be a move from our competitors -

Hughes Aircraft of USA and Aeromaritime of FRG - to have this project split up. This would be very damaging to the Malaysians as the system must be fully integrated to be effective.

Second, an international consortium from the UK, Italy and France, comprising Marconi Italiana, Marconi (Malaysia), GEC/Telephone Cables Ltd., and CIT Alcatel, is bidding for the supply of optical fibre telecommunications equipment to Jabatan Telekom Malaysia. Total cost is estimated to be US\$120 million, of which the UK content is \$20 million to \$28 million. HMG has offered aid grant equivalent to 25.1% of this UK contract up to a maximum of £6.275 million. The Italian and French Governments have also offered aid on a similar basis. This is a good EEC collaborative project.

(b)

Sri Lanka:

GEC has a substantial involvement through the supply of power generating and other equipment in the proposals of the consortium led by Balfour Beatty for the next major hydro electric station to follow the Victoria Dam. We very much hope that the British connection with Sri Lanka's power generation programme can be continued, after the completion of the highly successful Victoria Falls project.

(c)

India:

Ruston Gas Turbines is competing for the supply of gas turbines for the HBJ (Hazira Bijayapur Jagdishpur) gas pipeline. Ruston, together with Rolls Royce, have also offered to transfer their technology to the Indians.

The Managing Director of Ruston Gas Turbines wrote to you about this project on 27th March. This could be a £100 million market for Ruston Gas Turbines over the next few years but there is fierce competition from the US. I have also been asked to point out the considerable and continuing business that Marconi have in India.

*Yours
Truly
Dun*

E. R.

ROBIN

TELEPHONE MESSAGE FROM MR JIM PRIOR:

Re: The Prime Minister's visit to S.E. Asia:

Subject: The Marconi contract, Singapore Telecom or Televue:

We have done our best to persuade Singapore Telecom that there should be publicity about the contract. They are still reluctant because it is felt at the highest level that this may give ammunition to the Opposition as it is a lot of money on a rather ambitious project.

It is suggested that Mrs Thatcher expresses great interest in the technical concept of Televue and says to Mr Lee Kuan Yew how pleased she is that Marconi are engaged in discussions about it. It is hoped that, as a result of this, Mr Lee Kuan Yew will say "Go ahead and announce it".

End of message.

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