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PRIME MINISTER

BOSPHORUS BRIDGE

Cleveland Bridge are trying to win back some part of this project, either by forming a joint venture with the successful Japanese consortium or by being nominated by the Turkish Government as a preferred sub-contractor. We have received advice from our Post in Ankara that a message from you to the Turkish Prime Minister, or from Norman Tebbit to the Deputy Prime Minister, would be necessary if Cleveland Bridge were to receive the support they need from the Turks.  
.. The advice telegram from the Post is attached.

2 If Cleveland Bridge were successful in their efforts they would not only gain a share in this contract but would also retain their position as world leader in the building of long span bridges. We understand that the Turks would be disposed to be helpful but that they need a push in the right direction. In the circumstances, and given Norman's absence in the United States, I recommend that you send a message  
.. along the lines of the attached draft.

P.C.

PAUL CHANNON

8 May 1985

Department of Trade & Industry

Encls

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DRAFT REPLY FOR THE PRIME MINISTER TO SEND TO:

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MR TURGUT OZAL  
PRIME MINISTER  
REPUBLIC OF TURKEY

I have followed very closely the efforts of a leading British company, Cleveland Bridge, to secure in co-operation with Turkish and other companies the contract to build the Second Bosphorus Bridge. So I learned with considerable disappointment that <sup>you intend to award</sup> the bidding had in the event been won by <sup>the contract to</sup> a consortium led by a Japanese firm.

[I fully accept that this decision has been taken in the light of a full assessment of the various offers, <sup>It is of course for your Government to consider</sup> and represents in your Government's <sup>and decide what is</sup> view] the most favourable outcome for Turkey. At the same time, I am

sure you will agree that Cleveland Bridge has very considerable experience gained both from the first bridge and worldwide, and therefore offers <sup>still</sup> proven expertise and technical capability. <sup>(Cleveland Bridge's)</sup> If this capability could <sup>this</sup> be harnessed to the new project, [such a step] would greatly add to the strength of the consortium.

Cleveland Bridge themselves have, I understand, advised your officials that they believe three to four months could be cut off the time required to construct the new bridge. This seems to me to be an important consideration.

In these circumstances, Cleveland Bridge have proposed that they might be included in the consortium either by means of a joint venture with the Japanese firm concerned or perhaps as a sub-contractor nominated by the Turkish Government. Cleveland Bridge are exploring this with the consortium.

[But] If you were to favour this approach and were prepared to speak to the Japanese authorities and, in particular, to our colleague, Mr Nakasone, during your forthcoming visit, I am sure that this would be helpful <sup>make</sup> ~~if I myself touched on this when I saw him recently in Bonn.~~

<sup>very much</sup> I hope you will be able to give this proposal favourable consideration.

It also, I understand, offered the lowest price for the bridge itself

could secure a result which would be most advantageous for Turkey.



DRAFT REPLY FOR THE PRIME MINISTER TO SEND TO:

MR TURGUT OZAL  
PRIME MINISTER  
REPUBLIC OF TURKEY

I have followed very closely the efforts of a leading British company, Cleveland Bridge, to secure in co-operation with Turkish and other companies the contract to build the Second Bosphorus Bridge. So I formed the impression that the bridge had in the event been won by a consortium led by a Japanese firm.

I fully accept that this decision has been taken in the light of a full assessment of the various offers, and respects in your Government's view the most favourable outcome for Turkey. At the same time, I am sure you will agree that Cleveland Bridge has very considerable experience gained both from the first bridge and worldwide, and therefore offers proven expertise and technical capability. It is therefore possible that such a consortium could be formed to the benefit of the country.

MAY 1985

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MAY 1985

Cleveland Bridge themselves have, I understand, advised your officials that they believe there to be four months left to bid on the time required to construct the new bridge. This seems to be an important consideration.

In these circumstances, Cleveland Bridge have proposed that they might be included in the consortium either by means of a joint venture with the Japanese firm concerned or perhaps as a sub-contractor nominated by the Turkish Government. Cleveland Bridge are exploring this with the appropriate authorities.

But if you were to favour this approach and were prepared to speak to the Japanese authorities and, in particular, to our colleagues, Mr Hatsumoto, during your forthcoming visit, I am sure that this would be helpful. I myself touched on this when I saw him recently in Bonn.

I hope you will be able to give this proposal favourable consideration.