

PRIME MINISTER'S  
PERSONAL MESSAGE



SERIAL No. T82/85 10 DOWNING STREET

cc Master  
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THE PRIME MINISTER

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M/S DTT  
8 May 1985

My dear Prime Minister,

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 you intend to award the contract to a consortium led by a Japanese firm.

It is of course for your Government to consider the various offers, and decide what is 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 also, I understand, offered the lowest price for the bridge itself. If Cleveland Bridge's capability could still be harnessed to the new project, this 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.

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

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

Yours sincerely  
Nagant Khalifa

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His Excellency Mr. Turgut Ozal

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TO IMMEDIATE ANKARA

TELEGRAM NUMBER 158 OF 8 MAY

INFO IMMEDIATE TOKYO

SECOND BOSPHORUS BRIDGE

1. PLEASE PASS THE FOLLOWING MESSAGE FROM THE PRIME MINISTER TO OZAL.

BEGINS. 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 YOU INTEND TO AWARD THE CONTRACT TO A CONSORTIUM LED BY A JAPANESE FIRM.

IT IS OF COURSE FOR YOUR GOVERNMENT TO CONSIDER THE VARIOUS OFFERS, AND DECIDE WHAT IS 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 ALSO, I UNDERSTAND, OFFERED THE LOWEST PRICE FOR THE BRIDGE ITSELF. IF CLEVELAND BRIDGE'S CAPABILITY COULD STILL BE HARNESSSED TO THE NEW PROJECT, THIS 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.

IF YOU WERE TO FAVOUR THIS APPROACH AND WERE PREPARED TO SPEAK TO THE JAPANESE AUTHORITIES AND, IN PARTICULAR, TO OUR

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COLLEAGUE, MR NAKASONE, DURING YOUR FORTHCOMING VISIT, I AM SURE THAT THIS COULD SECURE A RESULT WHICH WOULD BE MOST ADVANTAGEOUS FOR TURKEY.

I VERY MUCH HOPE THAT YOU WILL BE ABLE TO GIVE THIS PROPOSAL FAVOURABLE CONSIDERATION. ENDS.

HOWE

NNNN

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MR JENKINS

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10 DOWNING STREET

*From the Private Secretary*

8 May 1985

BOSPHORUS BRIDGE

The Minister for Trade minuted the Prime Minister this evening proposing that she send a message to Mr. Ozal to support the efforts of Cleveland Bridge to win back some part of the Bosphorus Bridge project. The Prime Minister has signed the message in slightly amended form. I enclose it with this letter and should be grateful if it could be telegraphed overnight to Ankara for delivery.

The Prime Minister thinks that the message should also be copied to our Embassy in Tokyo as background to the instructions which I understand are being sent to them to pursue the matter with the Japanese Government. She also thinks that she should in the fairly near future send a message to Mr. Nakasone to follow up their conversation in Bonn. But it would be better to see first how the discussions between Cleveland Bridge and the successful Japanese consortium develop over the next day or so.

I am sending copies of this letter and enclosure to John Mogg (Department of Trade and Industry) and Paul Haston (Minister of State's Office, DTI).

(CHARLES POWELL)

C R Budd Esq  
Foreign and Commonwealth Office

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