

CONFIDENTIAL



10 DOWNING STREET

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cc Sir P Cadogan

From the Private Secretary

10 June 1985

BOSPHORUS BRIDGE

Richard Needham, M.P., came to see me today, following a recent visit to Tokyo, to discuss the Bosphorus Bridge contract. You will recall that he is active in the 2000 Group and a strong proponent of strengthening relations with Japan.

Most of what he had to say was of the water-over-the-dam variety, but there were two specific points which might be followed up:-

- (a) his information, from talking to various Government agencies and to IHI in Tokyo was that Cleveland Bridge's recent efforts to secure some part of the work on the Bosphorus Bridge as a sub-contractor had been clumsily handled and were proving counter-productive. He talked of "intimidating" and "threatening" telexes. I am not sure how closely DTI are monitoring the company's activities: but if you are in touch, it might be worth urging a bit more tact.
- (b) He claimed to have firm information that British firms would have a good chance of getting the contract for the bridge cables. I am not sure whether Cleveland Bridge supply cable. If not, it might be worth encouraging appropriate British firms to bid.

I am copying this letter to Colin Budd (Foreign and Commonwealth office).

CHARLES POWELL

John Mogg, Esq.,  
Department of Trade and Industry.

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DEPARTMENT OF TRADE AND INDUSTRY  
1-19 VICTORIA STREET  
LONDON SW1H 0ET  
TELEPHONE DIRECT LINE 01-215 5422  
SWITCHBOARD 01-215 7877

DW72  
Secretary of State for Trade and Industry

24 June 1985

Charles Powell Esq  
Private Secretary to the  
Prime Minister  
10 Downing Street  
London  
SW1

CDP  
3/7.

Dear Charles,

BOSPHORUS BRIDGE

You wrote to John Mogg on 10 June, reporting on an approach by Richard Needham MP following his recent visit to Tokyo. He suggested that Cleveland Bridge had been tactless, and that there was an opportunity for UK cable manufacturers. As you know, it now looks clear that Cleveland Bridge will secure no sub-contract work from the Japanese for this subject.

2. First, we have no reason to believe that Cleveland Bridge have been 'tactless', even if the Japanese have been surprised by the strength of Government reaction. We have been in close contact with the company, and there has been nothing in their approaches that we have seen which suggest any stronger reaction than has been taken at Governmental level. Indeed, Cleveland Bridge's approach, in the last few weeks, has deliberately been one of conciliation and attempts to begin detailed discussions. This has failed.

3. Second, Cleveland Bridge's bid did ~~not~~ include some £6-9 million of cables to be sourced from a separate UK company, Ryland Whitecross (Warrington). Once Cleveland Bridge have been informed by IHI that they will not be receiving any sub-contract work, we will encourage the Warrington company to make an approach to the Japanese. But I must say, we are not confident : the Japanese consortium already seems to have ample in-house capability.



4. In short, we do not altogether accept the interpretation and optimism conveyed back from Tokyo to Mr Needham.

5. I am copying this to Colin Budd (FCO).

*Yours sincerely,  
Maureen Dodsworth.*

MAUREEN DODSWORTH  
Private Secretary

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