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the department for Enterprise

R14/4

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The Rt. Hon. Lord Young of Graffham
Secretary of State for Trade and Industry

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Date 13 April 1988

Dear Charles,

LETTER FROM INTERNATIONAL HOSPITALS GROUP LTD TO MRS THATCHER

Thank you for your letter of 5th April enclosing a letter from Mr Pincombe Managing Director of the above company which registered their interest in the Turkish market and gave detail of the tender for which they intend bidding. We agreed that no action need be taken during the Prime Minister's visit to Turkey.

A second consortium, Shanning International/Minex/NHS Wales are bidding for the same contract as IHG/Coopers & Lybrand, and they also wrote to Mrs Thatcher on the same subject. Our Embassy in Ankara understand that IHG and their competitors are in the same position and therefore we cannot favour either consortia.

A suggested draft reply for you to send to International Hospitals group is enclosed.

Yours sincerely
STEP RATCLIFFE

STEPHEN RATCLIFFE
Private Secretary

the
Enterprise
initiative

DRAFT REPLY FOR THE PRIVATE SECRETARY TO THE PRIME MINISTER TO
SEND TO:

C M W Pincombe Esq
Managing Director
International Hospitals Group Ltd
Stoke Poges
Slough
SL2 4NS

DAIARR

I am writing on behalf of the Prime Minister to thank you for your letter of 29 March. I was interested to learn of your activities in Turkey.

I am aware that a number of British companies are interested in the Turkish Master Plan for the Health Service. Turkey is perceived as an important growth market for healthcare and this is clearly an area where UK exporters should be concentrating their efforts. I am pleased that you have identified this opportunity. My colleagues in the Department of Trade and Industry would be interested to hear more of your work in Turkey, once you have a full picture of the potential for International Hospitals Group, your views on the UK element of the follow-on business would also be useful. You have, I know, briefed the Commercial Section of the British Embassy in Ankara on your involvement in the bid for the Master Plan.

The contacts at the DTI is Mr Gallagher (01-215 5128).

CM