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the department for Enterprise

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

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Date 19 April 1988

*Dear Charles*

PRIME MINISTER'S VISIT TO TURKEY

I am writing in reply to your letter of 12 April about the Prime Minister's visit to Turkey. *Hay*

In her letter of 5 April to Mr J M K Laing, the Prime Minister promised to consider sending him a contribution to use at a CBI seminar on Turkey he is chairing at the Barbican on 20 April. In view of the time factor I am therefore replying about this company ahead of the others.

The Turks will see the seminar as a culmination of their efforts to interest UK industry in investing in Turkey following the CBI's visit to Turkey, the publicity surrounding the Prime Minister's visit and the exhibition of their products at the Barbican Centre. The seminar will be attended by Dr Yusuf Ozal, Minister of State in Charge of the economy and brother of the Prime Minister.

Perhaps you would let me know by telephone if the Prime Minister is content for the enclosed message to be forwarded to Mr Laing and we will arrange for the text to be conveyed to him for use at the CBI seminar on Wednesday.

With regard to the other approaches covered by your letter of 12 April, there is not a great deal to add to your replies of 14 April to Portals and the International Hospitals Group, but we will provide drafts as soon as possible.

The approaches from Pilkington and GEC related to defence sales possibilities and I suggest that MOD should advise you direct on appropriate replies.

*Your sincere  
Stephen Ratcliffe*

STEPHEN RATCLIFFE  
Private Secretary

the  
Enterprise  
initiative

DRAFT REPLY FOR THE PRIME MINISTER TO SEND TO:

J M K Laing Esq  
John Laing plc  
Page Street  
LONDON  
NW7 2ER

*LOBAN*

In my letter of 5 April I undertook to write to you again following my visit to Turkey if I felt I could contribute in any way to the CBI seminar to be held on 20 April in the presence of H E Dr Yusuf Ozal.

I would be extremely happy if you would convey the following message to those attending:-

"First of all I would like to welcome HE Dr Yusuf Ozal to London, and to offer my good wishes for his visit and the success of the Turkish Industrial Exhibition.

Having returned recently from a visit to Turkey, I would like to say to participants at the seminar how impressed I was with what I saw in that country.

I know the Turkish Government wishes to attract investment and technology. I am confident that they will succeed in investors' equity and intellectual property rights are protected.

*done, provided*

Sixty British companies have shown themselves to be committed to the market by investing £14.5 million in setting up businesses there, either on their own or as joint ventures. Indeed I visited one of the plants - Land Rover with the local firm of Otokar have set up a production line and I am sure it will be profitable for both companies.

Many other British firms are active in Turkey and I see the country having great long term potential. I hope many contacts are made at the seminar which will lead to profitable business".

Turkey - PM's tow. Feb 88

