

**dti**

the department for Enterprise

*LC/PC*

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

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Date 25 April 1988

*CRB*  
*To issue (3 letters)*  
*cm.*

*Dear Charles,*

**PRIME MINISTER'S VISIT TO TURKEY**

In my recent reply to your letter of 12 April I promised to let you have additional draft letters for despatch to Portals and the International Hospitals Group who had written to the Prime Minister before her departure to Turkey.

These are now enclosed together with a reply to Trafalgar House about their interest in a new Bosphorus Bridge. Events are moving fast on Bosphorus Bridge so the text has been kept simple.

*Yours sincerely*  
*Step Ratcliffe*

STEPHEN RATCLIFFE  
Private Secretary

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**PRIME MINISTER'S VISIT TO TURKEY : THIRD BOSPHORUS BRIDGE**

The Prime Minister found it most useful to have the briefing note which you sent under cover of your letter of 31 March.

*(at some considerable length)*

As you will have heard, the Prime Minister raised the matter both with the Turkish Prime Minister and with the Mayor of Istanbul and alluded in public speeches to the UK's interest in helping Turkey with the Third Bosphorus Bridge. Mr Dalan's attitude to your company's bid was, to put it mildly, disappointing. I understand that you *are* discussing the next step with the Department of Trade and Industry.

*GH*

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#### PRIME MINISTER'S VISIT TO TURKEY

In your letter to Bernard Ingham you enclosed details of your efforts in respect of the Omerli contract in Turkey.

In her talks with Prime Minister Ozal, Mrs Thatcher mentioned UK interest in this water project, stressing our companies qualifications to undertake projects of this sort.

It was evident from the talks that took place that for economic reasons few new infrastructure projects will be approved for direct finance by the Turkish government in the next year or so. It seems likely that they are more inclined to press ahead with projects of the "Build Operate Transfer" type which you will have read about in the press.

*All we can add is that*  
There is no doubt that Turkey has the potential to be a growth market for British goods and services in the long term and that perseverance will eventually pay off.

C M W Pincombe Esq  
Managing Director  
International Hospitals Group Ltd  
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*See above*

I wrote to you recently about your Group's interest in the Turkish Health Master Plan.

You may be interested to know that at a CBI conference on Turkey on 20 April, Dr Yusuf Ozal the Minister of State responsible for the economy stated in reply to a question that Education and Health would be high in the government's priorities over the next 5 years.

This confirms your views that there are distinct opportunities in the Turkish health sector.

*Am*

