



DEPARTMENT OF HEALTH AND SOCIAL SECURITY

Richmond House, 79 Whitehall, London SW1A 2NS

Telephone 01-210 3000

From the Minister for Health

ce/pe (2)

*Tim*  
*30/5*

CONFIDENTIAL

Charles Powell Esq  
10 Downing Street  
London SW1

30 May 1990

*MS*

Dear Charles

PRIME MINISTER'S VISIT TO THE SOVIET UNION: 7-10 JUNE  
HEALTH CARE TRADE WITH THE USSR

Department of Health officials have just returned from a meeting of the Anglo-Soviet Healthcare Group in Moscow. Their Russian counterparts approached them with a scheme to develop special access to hospitals for British healthcare equipment and pharmaceutical products.

The purpose of these arrangements is to give companies a head start in the market by getting their products preferentially evaluated in Soviet hospitals and by the appropriate regulatory institutes. Apparently the United States, Italy and West Germany have already negotiated similar arrangements for the Moscow, Kiev and Minsk areas and the suggestion is that the British presence might concentrate on both Moscow and Leningrad.

Officials welcomed the offer but are awaiting the arrival of detailed proposals, which may not be received until after the Prime Minister's visit is over. This is however a clear opportunity to enable British firms to compete in a potentially large market. Officials expect that the Soviets will repeat this offer to the Prime Minister during her visit. They suggest that the Prime Minister could indicate that she was aware of the offer and welcomed it in principle and looked forward to firm proposals being received by us.

*Can't we make proposals for them  
anyway instead  
of just waiting  
until we have the  
opportunity*

Yours

*Tim*

TIMOTHY SANDS  
Private Secretary

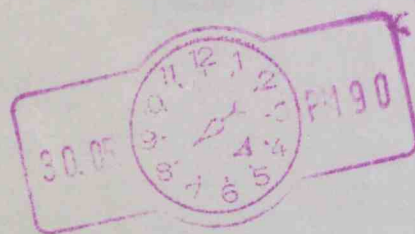
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DEPARTMENT OF HEALTH AND SOCIAL SECURITY

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From the Private Secretary

31 May 1990

Dear Timothy,

PRIME MINISTER'S VISIT TO THE SOVIET UNION:  
HEALTH CARE TRADE WITH THE USSR

Thank you for your letter of 30 May about the possibility that the scheme to develop special access to Soviet hospitals for British health care equipment and pharmaceutical products will be put to the Prime Minister during her visit to the Soviet Union. The Prime Minister has noted that we are awaiting detailed proposals from the Soviet side, but has asked why we cannot make proposals for them to consider, instead of just waiting. She sees a risk that, if we just hang around, we shall lose the opportunity.

I am copying this letter to Richard Gozney (Foreign and Commonwealth Office).

Yours sincerely,

CHARLES POWELL

Timothy Sands, Esq.,  
Department of Health.

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