



Treasury Chambers, Parliament Street, SW1P 3AG  
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24 March 1986

The Rt Hon Paul Channon MP  
Secretary of State for Trade and Industry  
Department of Trade and Industry  
1 Victoria Street  
LONDON SW1

*Paul Channon*

*NBS 17*

**EWBANK REPORT: FOLLOW UP ACTION**

I have read your letter of 5 March <sup>at time</sup> and the other responses to my letter of 19 July to Norman Tebbit which asked sponsor Departments to make year-end progress reports on action stemming from the Ewbank Report.

I agree with your conclusion that some useful progress has been made though I accept that six months is a short period in which to see results. The reports understandably dwell upon the arrangements which have been set up rather than the specific benefits which have resulted. As you say, however, areas have been identified where more progress could be made, for example the shift you mention in NCB procurement policies towards orders of larger integrated equipment packages. I agree therefore that it would be useful to have a further follow up report by the end of September.

Although my officials can provide support, I think it is for your export promotion people in the first instance to ensure that departments are pressing their industries for results. The most appropriate way for their concerns to be raised is during sponsor departments' annual scrutiny of corporate plans. I would be grateful if your officials could keep mine informed of progress. I very much doubt, however, if any more general discussions between officials would be productive at this stage.

I am sending copies of this letter to the Prime Minister, the Secretaries of State for Energy, Defence, Scotland, the Environment, Social Services, Transport, Northern Ireland and to Sir Robert Armstrong.

*Nigel Lawson*

NIGEL LAWSON

NATIND Policy PT10

