



DEPARTMENT OF TRADE AND INDUSTRY
1-19 VICTORIA STREET
LONDON SW1H 0ET

TELEPHONE DIRECT LINE 01-215 5422
SWITCHBOARD 01-215 7877

PS/ Secretary of State for Trade and Industry

10 August 1983

Tim Flesher Esq
Private Secretary to the
Prime Minister
10 Downing Street
London SW1

Prime Minister:

Will see him

*7 October is the last
working day before the Party Conference
and is already getting filled up. But
do you want to see Dr An Wang?*

Dear Tim

TF 15/8

WANG LABS

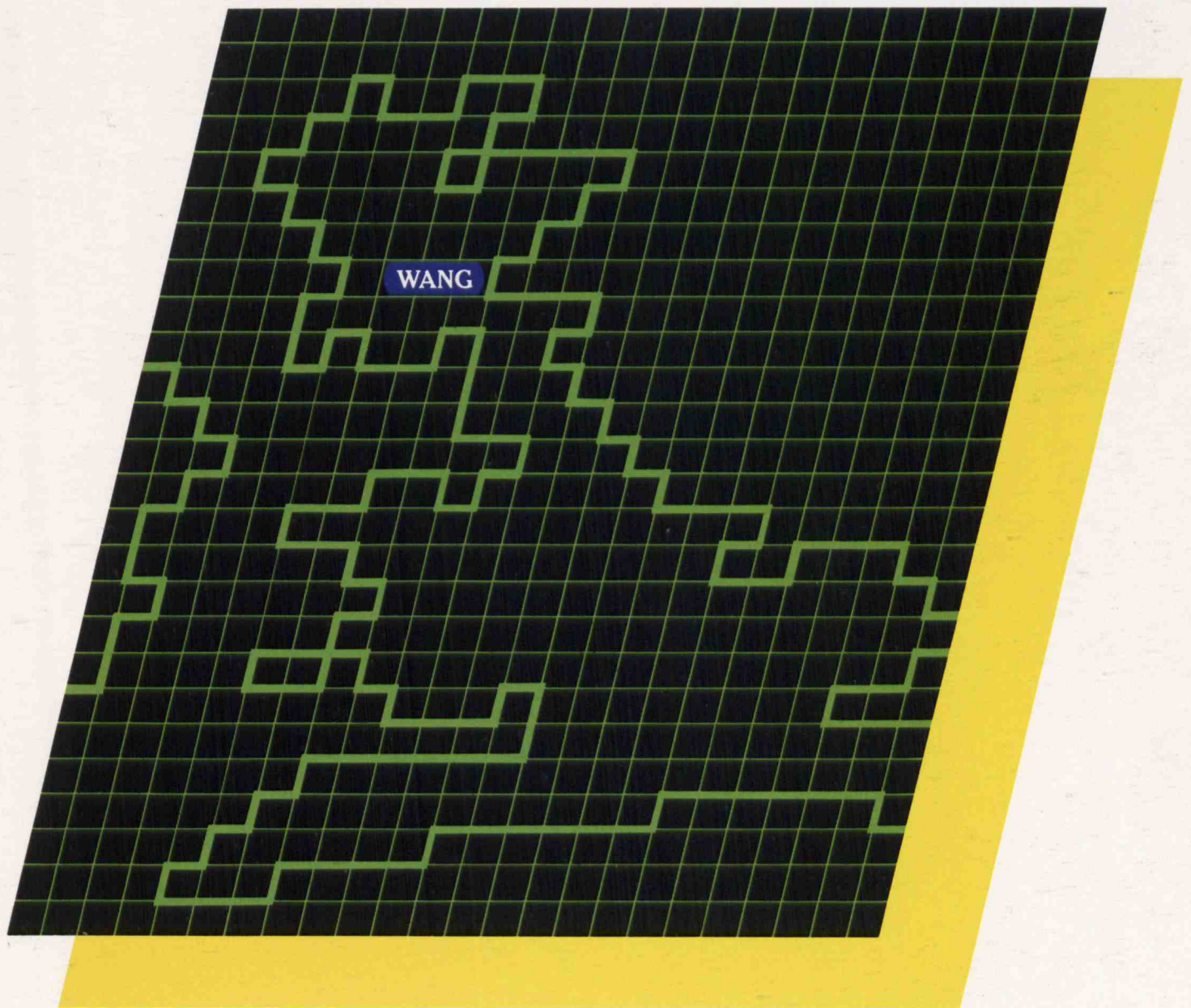
My Secretary of State has asked me to enquire whether the Prime Minister would be available for a short meeting on or about Friday 7 October to see Doctor An Wang the founder and president of Wang Labs - the US office equipment manufacturer. The Prime Minister may recall that on 13 October last year the company announced its decision to locate its main European manufacturing plant at Stirling University in Scotland. The £38 million investment will generate substantial exports and create at least 700 new jobs. Construction of the plant is ahead of schedule and the first business computer to be assembled on a pre-production facility will be produced in the week of 3 October. Doctor Wang would like to present that machine to the Prime Minister.

2 Wang is a very rapidly growing company (the UK operations are expanding at over 40% a year) and is likely to embark on further European expansion including in R&D. Considerable goodwill was generated through Ministerial involvement last year. Whilst realising that the Prime Minister does not normally see visiting Chairmen of US companies, a short goodwill meeting would be much appreciated and is, in our opinion, warranted by the scale of Wang's recent commitment to the UK and the potential for future investment.

Yours ever
Andrew Coop

ANDREW COOP
Private Secretary

THE BRITISH GOVERNMENT AND WANG



PROVIDING A NEW PLANT FOR A GROWTH INDUSTRY

A NEW SUCCESS STORY FOR BRITAIN

Wang Laboratories, a world leader in computers and office automation products has chosen to set up a major European manufacturing facility in Britain.

This decision, falling in Information Technology year, demonstrates the success of the Government's initiatives. Not only in creating a climate in which high technology industries prosper and expand. But also in developing the economic conditions to attract major investment.

The U.K. attaches a high priority to information technology, and is unique in having created a Minister with special responsibilities for IT.

The prestige development area for Wang, at Stirling Science Park in Scotland, was one of many visited throughout the U.K. But the University campus site held special attractions for the company.

Here, Wang could play a full part in the local community and relate to a University with special expertise in the field of electronics and computing.

Britain, with access to a tariff-free European market of 360 million people and strong trading links with the Commonwealth and other countries, provides Wang with a natural base for growth and expansion.

A NEW CHAPTER OF EXPANSION FOR WANG

Since its foundation in 1951, Wang has grown dramatically to assume a leadership position in the field of office automation.

Wang pioneered the first, programmable cassette-based calculator.

In 1976, Wang entered the word processing marketplace and soon became one of the world's leading suppliers.

Then Wang revolutionised computers with Integrated Information Systems. Which offered data processing power and word processing on one system.

From this rapid technological advance, it was just a short step to the exciting concept of office automation.

Today, Wang is the only company with products to handle all forms of business information—words, data, voice and images—and the possibility of combining them on one, resource-sharing network—WangNet.

Wang U.K. is one of the company's most dynamic subsidiaries. This year, turnover increased 65%, the volume of new orders grew to over £40 million, and the company is set to join the elite, 'Times' top 1000.

The facility in Scotland, representing

a £38m. investment, will be utilised for the majority of Wang products. There will be two stages of development. The first 70,000 sq.ft. factory is scheduled for completion in 1983 and will concentrate on final manufacture and systems testing. By 1985, an estimated 200,000 sq.ft. will be producing finished products from raw materials. It's expected that black and white tubes will be the only imported component.

In Stirling, where unemployment is currently running at around 15%, the factory will bring a wide range of new opportunities.

Opportunities for graduates from the University. Opportunities for local mechanical, construction and engineering skills.

The establishment of local management for this project is also a priority with Wang.

To date, Wang has successfully installed some 2,000 systems in the U.K. For clients as diverse as British Airways, Segas, the G.L.C. and Lloyds Bank International.

Their new plant will provide a major contribution to exports, with over 80% of its production destined for markets outside the U.K.



BRITAIN. THE LOCATION FOR THE FRONTIERS OF TECHNOLOGY.

For high technology products, the U.K. market is one of the largest and most sophisticated in Europe.

As a measure of its strength, it's already host to the largest representation of the world's top 50 information technology companies.

Their performance in the U.K. has been more than impressive. Product sales doubled from 1975 to 1979. And it's forecast that the computer

and office equipment sector alone will double again by 1985. Much of this growth has been stimulated by the efforts of a progressive and imaginative Government.

The liberalising of Britain's telecommunications monopoly and the licensing of a new private system has laid the foundation for the modern network information technology needs.

There are plans for Satellite and Cable Television. At the same time, the Department of Industry has allocated over £150m. to help firms develop new IT products and processes.

Government Departments are actively promoting the awareness of this new technology. Projects include putting microcomputers into every single primary and secondary school. While IT year is increasing awareness through systems

demonstrations and advice centres countrywide.

Naturally, the British Government welcomes investment from overseas companies who will expand the country's technology base.

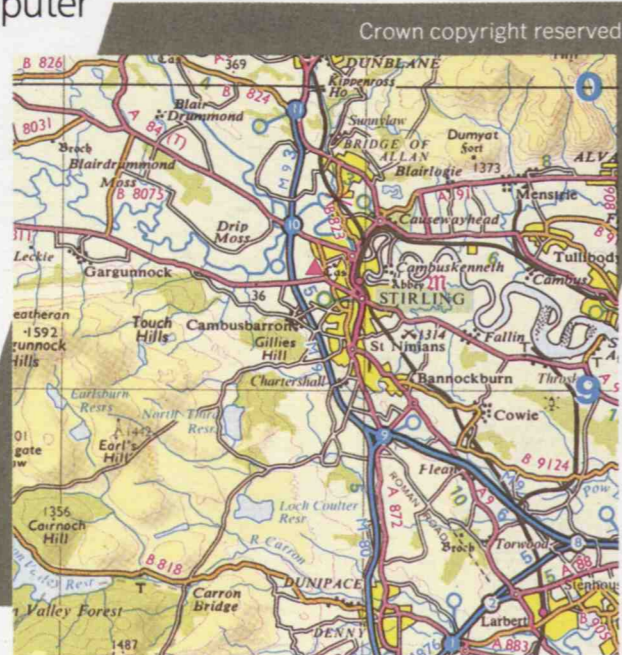
Already, over 2,000 overseas firms have found the U.K. an ideal location. A significant market in itself, Britain affords access to Europe – the world's largest trading area.

Productivity in Britain can be as high as anywhere in Europe, while total labour costs, including employment and social contributions, are amongst the lowest. Through the Invest in Britain Bureau, companies locating anywhere in the U.K. can get advice and financial support.

The IBB, together with its partner agency, Locate in Scotland, helped Wang finally determine its preferred site in the U.K.

Commented IBB's Richard Brown, 'In 1980, nearly 60% of American manufacturing investment in Europe took place in Britain and recent independent surveys confirm that this trend is likely to continue.'

The decision by Wang to join those already here is further proof that Britain is the natural European base for American companies.'





THERE'S A LOT TO BE SAID FOR INVESTING IN BRITAIN

"The location of Wang Laboratories new European plant in the U.K. is a vote of confidence in the Britain of today, confirming the view that this country offers an ideal climate for growth industries.

The U.K.'s technology base will be strengthened by having a company which is at the forefront of technological advance.

This Government has always attached a high priority to the development of information technology, and it's particularly rewarding that this important announcement should be made in IT year."

Patrick Jenkin
Patrick Jenkin
Secretary of State for Industry



"I am delighted by Wang's decision to locate a new manufacturing facility in Stirling. This decision strengthens Scotland's position as a major European electronics centre.

Wang's philosophy of developing close personal involvement with its customers, its workforce and the local community will find ready acceptance in Scotland.

In return we offer a skilled and readily trainable workforce, an unsurpassed educational system increasingly geared to the needs of industry, good communications and an unreserved welcome from Central and Local Government to this development."

George Younger

George Younger,
Secretary of State for Scotland.

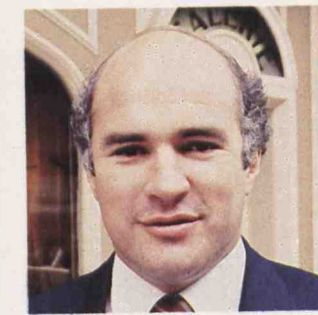


"British businessmen have proved that they can adapt to the new technology of office automation with an enthusiasm which has set the U.K. at the top of demand for Wang systems outside of the United States.

Stirling provided us with the many resources we'll need for this project, and we've had tremendous support from the Department of Industry and Locate in Scotland. The expansion in Scotland implies much more than broadening our

base in the U.K. It's Britain and Wang, in partnership, working to become a major force in the world of technology."

Ian Diery, Managing Director, Wang U.K. Ltd.



"We see the opening of our plant in Stirling as an important part of our long term commitment to the United Kingdom, which has contributed significantly to our growth in Europe.

We are especially proud of our achievements in 1982 having reached two important milestones: our revenues exceeded 1 billion dollars and our net earnings 100 million dollars.

The announcement of the Scottish plant is yet another milestone of which Wang and the British Government can both be proud. I look forward to a happy association with the United Kingdom and with those people whom we will employ in Scotland."

An Wang

Dr. An Wang, President and
Chairman of the Board,
Wang Laboratories, Inc.



INVEST IN BRITAIN BUREAU
Department of Industry
Kingsgate House
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London SW1E 6SJ

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10 DOWNING STREET

From the Private Secretary

26 August 1983

The Prime Minister has seen your letter of 10 August about the forthcoming visit of Dr. An Wang. She would be delighted to see Dr. Wang and to receive the first business computer assembled on Wang's pre-production facility and I have arranged for a meeting at 1215 hours on 7 October. I should be grateful if you could arrange for briefing to arrive here by Wednesday 5 October.

(Timothy Flesher)

Andrew Coop, Esq.,
Department of Trade and Industry

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