



10 DOWNING STREET

THE PRIME MINISTER

26 November 1984

Dear Mr. Knight

Thank you for your letter of 19 November. I am delighted to hear that your Stirling plant is to be officially opened next month by His Royal Highness, the Prince of Wales. The speed with which this facility has been developed has been most impressive.

I was interested to learn of the degree of UK sourcing of components. British firms will, of course, have to compete on price and quality for Wang business. Nevertheless, I hope the company will do all within its power to encourage local suppliers. In this way the benefits of inward investment such as the Wang facility can be spread more widely through the economy.

Yours sincerely

Margaret Thatcher

Stanley J. Knight, Esq.

[Handwritten mark]

cc P.W.

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19th November 1984

The Right Honourable Margaret Thatcher MP
10 Downing Street
London S.W.1

En c/f PWS

Dear Prime Minister,

In October 1982 Wang had the pleasure of announcing the intention to build a manufacturing plant in Stirling. You were kind enough to write to us congratulating us on our investment.

In October 1983 Dr. An Wang had a meeting with you at 10 Downing Street at which, I believe, a number of related topics were discussed ranging from productivity to the necessity to adapt technology to the needs of customers.

I am pleased to be able to tell you that the Stirling plant is to be opened officially on 18th December 1984 by His Royal Highness, The Prince of Wales. Mr. John Redwood of your Policy Unit has accepted an invitation to attend the opening ceremony. Although the plant is not yet operating at full capacity its construction is ahead of schedule. In our financial year ended 30th June 1984 the plant produced approximately £28M worth of computers of which £16M worth were exported to other countries in Europe. The current financial year's goal is a production level of £135M and £80M in exports.

Of the components used at Stirling some 23% by value are sourced from within the United Kingdom and a total of 30% from within the E.E.C. British suppliers are on track to increase their share to 40% of the total by mid 1985. Our manufacturing planners expect that 80% by value of our component requirements will eventually come from within the E.E.C., all of that amount being available for British firms' bids. Sourcing for the remaining 20% has currently been identified as being available only from outside Great Britain and the other European countries.

I thought that you might be interested to know the current state of our progress in Scotland.

Yours faithfully,

Stan Knight

Stanley J. Knight
Director,
Business Planning, Europe

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Pm: My note Dr Wang
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