

MR. POWELL

I agree with Mr. Addison's advice.  
CDP 29/1

PRIME MINISTER

Dr. An Wang, founder of Wang Laboratories, would like to meet you when he is in London during the week beginning 7 April. A letter of invitation from Mr. Ian Diery is attached.

You met Dr. Wang when he visited London in October 1983, and when he presented you with a business computer. DTI believe that the reason Dr. Wang would like to see you <sup>you</sup> is probably because he has not been as successful as he hoped in selling his equipment to the Government and the public sector generally. He has also asked to see Mr. Pattie, and DTI recommend that you should decline the invitation and that Mr. Pattie should take it up.

Content?

I think it would have to be

a full SFS  
=

Mark Addison

(MARK ADDISON)

29 January 1986

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Be JD

CDT

10 DOWNING STREET

*From the Private Secretary*

31 January 1986

Thank you for your letter to Michael Alison requesting a meeting between Dr. An Wang and the Prime Minister during his visit to London.

As you will appreciate the Prime Minister has an extremely full diary, and very much regrets that she will not be able to meet Dr. Wang during his visit. However, Mr. Paul Channon, Secretary of State at the Department of Trade and Industry would be very pleased to meet Dr. Wang.

If this is agreeable to Dr. An Wang you should contact the Secretary of State's Office (01-215 5147) to make the necessary arrangements. Could I also ask you to pass on to Dr. An Wang the Prime Minister's warm appreciation for the significant contribution your company is making to the UK economy.

Mark Addison

Ian Diery, Esq.

JD



Secretary of State for Trade and Industry

DEPARTMENT OF TRADE AND INDUSTRY

1-19 VICTORIA STREET

LONDON SW1H 0ET

Telephone (Direct dialling) 01-215

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GTN 215

(Switchboard) 01-215 7877

29 January 1986

Mark Addison Esq  
Private Secretary to the  
Prime Minister  
10 Downing Street  
LONDON  
SW1

*Dear Mark,*

Mr Ian Diery's letter of 16 January asks whether Dr An Wang could meet the Prime Minister to discuss "the progress of the UK Information Technology and the role of WANG within this industry". A similar request has also been made to this Department by Mr Alan Davies, MD of Wang (UK) Limited, to hold discussions with Mr Pattie on the same topics.

2 A significant factor in attracting WANG to invest in the UK was the belief that this would significantly increase their share of Government and Public Sector purchases of IT equipment. These sales have not materialised, as anticipated by the company, and it is believed the invitations are set against this background in conjunction with the current down-turn in the fortunes of many IT sector companies and the market as a whole.

3 Given this background it is suggested the Prime Minister should not renew her acquaintance with Dr An Wang at this time and Mr Pattie is best suited to deal with the issues involved.

... 4 I enclose a draft reply on these lines.

*Yours sincerely,*

*C Bradley*

CATHERINE BRADLEY  
Private Secretary

Encl

JF2AUA

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**86**  
BOARD OF TRADE  
BICENTENARY

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DRAFT REPLY FOR PS/PRIME MINISTER TO SEND TO:

Ian W Diery Esq  
Senior Vice President  
Wang Laboratories Inc  
Wang House  
661 London Road  
ISLEWORTH  
Middlesex  
TW7 4EH

*Copy type*

Thank you for your letter to Michael Alison MP requesting a meeting between Dr An Wang and the Prime Minister during his visit to London.

As you will appreciate the Prime Minister has an extremely full diary and very much regrets that she will not be able to meet Dr Wang during his visit. However, ~~Mr Geoffrey~~ <sup>Mr Paul Chamberlain</sup> Pattie, ~~Minister~~ <sup>Secretary</sup> of State at the Department of Trade and Industry who has special responsibility for Information Technology would be very pleased to meet Dr Wang.

*John office*

If this is agreeable to Dr An Wang you should contact ~~Mr~~ <sup>the Secretary of</sup> Pattie's office (01-215 5147) to make the necessary arrangements. Could I also ask you to pass on to Dr An Wang the Prime Minister's warm appreciation for the significant contribution your company is making to the UK economy.

pm; meetings with Wang; 8/83



LB

10 DOWNING STREET

*From the Private Secretary*

21 January 1986

Thank you for your letter of 16 January addressed to Mr. Alison, M.P., which has been passed to me for action.

Your letter is receiving attention and a reply will be sent to you as soon as possible.

MARK ADDISON

Ian W. Diery, Esq.



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10 DOWNING STREET

*From the Private Secretary*

21 January 1986

I enclose a copy of a letter which the Prime Minister has received from the Senior Vice-President of the European Division of Wang Laboratories.

I should be grateful for your early advice as to whether or not the Prime Minister should renew her acquaintance with Dr. An Wang whom she met in 1983.

MARK ADDISON

Michael Gilbertson, Esq.,  
Department of Trade and Industry.

dg

**WANG**

**I.W. DIERY**

SENIOR VICE-PRESIDENT — EUROPE, MIDDLE EAST & AFRICA

Our Ref: HMS/1451

16th January, 1986

Rt. Hon. Michael Alison, M.P.,  
10 Downing Street,  
LONDON,  
SW1A 2AS

*Dear Mr Alison,*

In October 1983, Dr. An Wang, founder of Wang Laboratories, met the Prime Minister at Downing Street to discuss the expansion of the company in the U.K. and the Information Technology industry generally. The meeting took place shortly after Wang's decision to invest up to £38 million in a manufacturing facility in Stirling, Scotland.

The factory was opened by His Royal Highness The Prince of Wales on 18th December, 1984, and now employs nearly 200 people. Stirling has been designed with expansion in mind to cope with the growing European demand for our products. Currently over 80% of the output, worth approximately £50 million in 1985, is exported to mainland Europe, the remainder is destined for our many customers in the U.K., which include several Government Departments. This export figure is expected to increase significantly.

Local sourcing of the components used in the manufacturing process has progressed rapidly with over 80% procured in the E.E.C. and over 50% in the U.K. Over 30% of Wang Europe's total procurement expenditure is now satisfied by U.K. vendors.

Dr. Wang is planning to visit London during the week beginning 7th April and he has expressed a desire to renew his acquaintance with the Prime Minister in order to discuss the progress of the U.K. Information Technology industry and the role of WANG within this industry.

Dr. Wang and I very much hope that such a meeting is possible, and we look forward to receiving your response.

Yours sincerely,

*Ian W. Diery*

**IAN W. DIERY,**  
Senior Vice President,  
Europe, Middle East and Africa

PM 8/83

MEETING WITH CHAIRMAN OF WPNR