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Secretary of State for Trade and Industry

RESTRICTED

Note: Told NT's office that
PM content. AT 1/12

cc NO

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29 November 1983

The Rt Hon James Prior MP
Secretary of State
Northern Ireland Office
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Prime Minister ②

To note Mr Tebbitt's proposal
for a small meeting of Ministers
to develop proposals for E(A)

Agreed. mfb
AT 29/11

D Jim,

INWARD INVESTMENT PROMOTION : CO-ORDINATION

I have inherited the E(A) remit of 6 October to consult colleagues and bring forward proposals for improving the co-ordination throughout the United Kingdom among central Government, local authorities and other public sector bodies engaged in promotional activity to attract inward investment.

2 The Prime Minister's subsequently expressed wish that this exercise be kept as small and efficient as possible and the essentially political, rather than organisational, nature of the problem which remains with us lead me to think that we should not ask officials to run yet again round a well worn track. I suggest that we should meet, together with the colleagues to whom I am copying this letter but without supporting officials, to discuss what proposals I should put to E(A).

3 Cecil Parkinson's minute of 4 August and the subsequent correspondence, including his further minute of 29 September, provide the necessary background for our discussion.

4 It is my hope that we shall be able to reach agreement on the following issues.

- (i) whether anything more can usefully and sensibly be done to improve co-ordination within the United Kingdom ahead of the July 1984 review (agreed in E(EA) on 14 July 1982) of the arrangements for promoting inward investment from the United States into the United Kingdom.

/(ii) whether ...



- (ii) whether, unless there were to be fundamental changes in our present promotional arrangements, legislation to control the overseas promotional activities of local authorities (and perhaps New Towns also) is ever likely to be a practicable and effective way in which to deal with the problem in England.
- (iii) whether, in principle, we can see a way forward towards establishing, perhaps in 1985, an integrated United Kingdom inward investment promotional effort overseas which would operate through a single network of representatives overseas either within, or very closely linked with, the Diplomatic Service Posts.

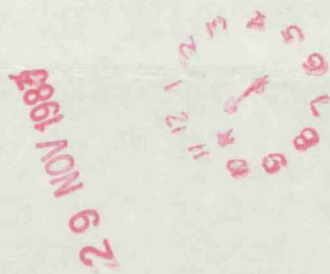
5 I recognise that the last of these issues presents difficulties for you and other colleagues. But I do believe that we should discuss those difficulties and possible ways in which they might be overcome: I should like to be able to reach agreement on specific, useful work which we could instruct officials to undertake. I have no doubt that an integrated operation would offer substantial efficiency benefits. For example, it would release resources presently devoted to co-ordination of promotional activity for redeployment on active promotional work. Another advantage is that it would be likely to have the effect of discouraging individual local authorities from undertaking promotional campaigns overseas on their own account. And it would make it a much more feasible and less unattractive proposition to legislate in respect of English (and Welsh) local authority promotional activities overseas should such action still prove to be necessary.

6 I am copying this letter to George Younger, Nick Edwards and Peter Rees. Additionally, I am sending copies to Geoffrey Howe and Patrick Jenkin whose Departmental interests suggest that they may wish to attend the meeting or to be represented at it. My office will be in touch to arrange a date and time for the proposed meeting.

A handwritten signature in dark ink, appearing to read 'Norman Tebbit'.

NORMAN TEBBIT

THADE : Inward Movement
Per 81





SECRETARY OF STATE
FOR
NORTHERN IRELAND

The Rt Hon Norman Tebbit
Secretary of State for Trade
and Industry
1-19 Victoria Street
LONDON
SW1E 0ET

NBPM
AT 17/10
CC NO
NORTHERN IRELAND OFFICE
GREAT GEORGE STREET,
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18 October 1983

OVERSEAS PROMOTION BY LOCAL AUTHORITIES

I am replying to Cecil Parkinson's minute to the Prime Minister on this subject.

I am pleased to note your Department's agreement to the original mid-1984 timing of the review of overseas representation. I hope that any review will take full account of the particular problems which Northern Ireland faces in attracting inward investment and of its position as the region within the UK which has the greatest need for such investment. For that reason, I believe that the review body should be drawn up on an inter-Departmental basis, formed of officials from those Departments most directly involved in overseas representation who are familiar with problems encountered in this field. Nonetheless, whatever form the review eventually takes, I am in total agreement with the view that it should be a searching one.

I am copying this letter to recipients of Cecil Parkinson's minute.

TRADE : Inward Investment
Feb 81



18 JUL 1981