



10 DOWNING STREET

THE PRIME MINISTER

12 January 1984

Dear Sir Arnold

Thank you so much for your letter of 10 January about the Singapore Rapid Transit Project.

I was delighted to learn that you have secured a contract worth some £40 million in connection with this project. My congratulations.

Yours sincerely

Margaret Thatcher

Sir Arnold Hall

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RH
fps
Arnold Hall F.R.S., F.Eng.

Chairman

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10th January 1984

The Rt. Hon. Margaret Thatcher, F.R.S.,
Prime Minister,
10 Downing Street,
LONDON. SW1

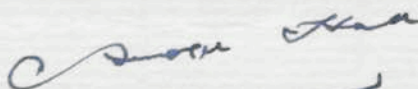
Dear Prime Minister, Part 5

I wrote to you on 17th November 1983 about the Singapore Rapid Transit Project (a copy of the letter is attached for easy reference).

This is just to let you know that we have now been selected as the supplier of the signalling and train control equipment for this project, a contract now valued at some £40 million, and to say that the company is very grateful to you for what you were able to do to assist us.

The value of the contract has risen from the £19 million mentioned in the previous letter, as Singapore decided to place both the first and second stages together, rather than the first stage only.

Yours sincerely,



A. A. HALL.

COMMONWEALTH

CHINA Pt. 7

OFFICE OF THE SECRETARY





10 DOWNING STREET

From the Private Secretary

MR. THOMAS

SINGAPORE

The Prime Minister had a talk with the Prime Minister of Singapore in the margins of CHOGM this afternoon. It was devoted entirely to the question of Hong Kong.

I had let Mrs Thatcher have a note on the problem of Soviet use of Singapore to acquire sophisticated technology and she had this point in her mind. But she told me afterwards that she had felt it necessary to concentrate on the Hong Kong issue.

I therefore very much doubt whether it will now be possible for the Prime Minister to raise the technology question with Mr. Lee Kuan Yew during CHOGM - you may wish to think of other means of bringing the matter to his attention. I have little doubt that, if the Foreign and Commonwealth Secretary so recommended, the Prime Minister would be prepared to send Mr. Lee Kuan Yew a suitable message.

AJC

28 November 1983

JR VC

bc Sir A. Acland
(done in I)

cc Singapore Relations

HAK

17th November 1983

The Rt. Hon. Margaret Thatcher, F.R.S.,
Prime Minister,
10 Downing Street,
LONDON. SW1

The coming meeting in New Delhi of the Commonwealth Heads of Government may perhaps provide opportunities for individual discussions with some of the Prime Ministers present. In the event that your programme does include a private meeting with Mr. Lee Kuan Yew of Singapore, I hope you may feel it useful to mention the export prospects for British companies which could arise out of the Mass Rapid Transit project on the island.

This transport system is one of the few major export projects in the railway area which is likely to go ahead in the immediate future; some contracts for civil works have already been awarded. One of the next contracts to be let will probably be for the section on signalling, for which Westinghouse Signals, which is one of our subsidiary companies, have put in what we believe to be the lowest competitive bid. The capability of Westinghouse Signals, has, I think already been demonstrated convincingly in a number of major installations. If we can obtain the Singapore contract, the United Kingdom will be in a very strong position in terms of experience and reputation to take a major portion of Mass Transit systems which are being planned in other countries.

Technically, the Westinghouse bid for the signalling in Singapore is similar to our Hong Kong contract recently executed, but incorporates further advances in microprocessor technology, in the development of which we received considerable help from the Department of Industry.

The bid, the value of which is about £19 million, covers signalling and automatic train controls, with the content approximately equally divided between work in the

United Kingdom and in Singapore.

Currently, Westinghouse have a team in Singapore engaged in technical discussions. We expect commercial discussions to be completed before Christmas. There is, I think, no doubt that an award of this contract to Westinghouse could help the bid from Metro Cammell for the rolling stock, which is valued between £80 million and £100 million.

We understand and respect the Singapore Government's reputation for the award of the business contracts strictly on commercial and technical merit and therefore appreciate the delicacy of what we are asking of you. Nevertheless, if you feel able to mention to Mr. Lee Kuan Yew your hopes for a successful conclusion of the signalling contract to a British company, namely Westinghouse Signals, we are sure it would help us.

Yours sincerely,

A. A. HALL.

COMMON WEALTH
CHS 11 Pt. 7