



Foreign and Commonwealth Office

London SW1A 2AH

WJ/M

From The Minister of State

28 December 1984

Dear Mr Rees,

ECGD COVER FOR TURKEY

I have been following the exchanges between you and Paul Channon resting with Paul's letter of 17 December.

Like Paul I was very pleased that you were able to agree to ECGD cover on the sale of seven Airbus Aircraft. I am now writing to let you know that I strongly support his request that ECGD's ceiling on Turkey should be increased by £6 million. Timothy Raison is considering the ATP question in the light of changed specifications for the Bosphorus Bridge required by the Turks.

I do not need to repeat the other arguments in Paul's letter with which I entirely agree. But I should like to emphasise that the second Bosphorus Bridge is significantly more important politically than the other projects in the civil engineering sector in Turkey. I think that we should support Cleveland Bridge in their bid to win this contract even if their success would preclude British participation in other projects.

We must not underestimate the impact which success in this proposal would have, not only for Cleveland Bridge worldwide, but also for the prestige of British engineering. Conversely failure, when the odds will have been seen to have been clearly stacked in favour of the British company will have a correspondingly adverse effect. This seems to me to be a contract that we cannot afford to lose.

I am sending copies of this letter to the Prime Minister and Paul Channon.

*Yours sincerely,
Helen M Unsworth*

Baroness Young

The Rt Hon Peter Rees Esq QC MP
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(Approved by the Minister and
signed in her absence by her
Assistant Private Secretary)

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