



10 DOWNING STREET
LONDON SW1A 2AA

From the Principal Private Secretary

1 March 1988

Dear Eric,

BUSINESS IN THE COMMUNITY AND TEESIDE

Sir Hector Laing, Chairman of "Business in the Community" (BIC) came to see me the other day about an idea of Stephen O'Brien's, the Chief Executive of BIC, that the Prime Minister should host at No.10 a small reception of southern based business leaders in order to interest them in the investment possibilities of Teeside. Details of what Stephen O'Brien has in mind are in his letter of 22 February, a copy of which I attach.

The Prime Minister recognises that if she holds a reception for Teeside, she may have requests for similar receptions from Tyneside, Merseyside and so on. But she regards Teeside as different, for a variety of historical and economic reasons. She thinks that we have to make a special effort to help that region with its hitherto intractable problems.

She is therefore inclined to give the reception which Stephen O'Brien seeks. I have told her that I understand from Sir Hector that all that is required is some 1½ hours of her time. The Prime Minister would like the Chancellor of the Duchy and the Ministers with particular inner city interest to be present at the reception.

Before informing Sir Hector of the Prime Minister's willingness to give such a reception, I should be glad to know that neither the Chancellor of the Duchy nor your Unit sees any difficulties here.

I should be grateful for advice by Tuesday, 8 March.

I am sending a copy of this letter to Peter Smith (Office of the Chancellor of the Duchy of Lancaster).

N. L. Wicks

(N. L. WICKS)

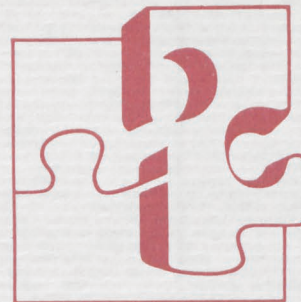
Eric Sorensen, Esq.,
Cabinet Office.

R28/5

Business in the Community

227A City Road
London EC1V 1LX
Telephone: 01-253 3716
Facsimile: 01-253 2309

President: HRH The Prince of Wales



Our Ref: RW/ah/7587Z+
5133z

27th May, 1988

Mr Andrew Bearpark,
10 Downing Street,
London, S.W.1.

Already dealt with on fax.

Sam Army

Teesside Reception 6/6/88.

I enclose some action notes of our planning meeting at the Teesside Development Corporation on May 26th. I would be most grateful if you and Terry Perks could advise us on the particular points raised, and indeed on any strategic matters which you feel need revision.

I shall be in the office today Friday, and on Tuesday 31st May until 16.00 when we travel to Lancashire.

Very many thanks for all your help.

Richard Wade

RICHARD WADE
Director, Marketing & Resources

cc: Terry Perks

ACTION NOTES
26TH MAY 1988

| <u>NAME</u> | <u>ADDRESS</u> | <u>TELEPHONE</u> |
|--|--|------------------|
| Andrew Bearpark Terry Perks Sue Goodchild | No. 10 | 01 930 4433 |
| Eric Sorensen | Cabinet Office | 01 270 0431 |
| John Owen Richard Bell | Dept. of Environment Newcastle | 091 232 7575 |
| Ron Norman Duncan Hall Fiona Blackwell | TDC | 0642 230636 |
| John Bridge | NDC | 091 260 0026 |
| Nigel Clark | ICI | 0642 454144 |
| Albert Dicken | Dickens & Co. | 0642 679701 |
| Roger Lindsey | NE Market Surveys | 0642 370 320 |
| Alex Penman Margie Coldray | Penman & Partners | 01 724 2818 |
| John Reay John Wilkinson | Tyne Tees Television | 091 261 0181 |
| Eleanor Bannister Neville Martin Stephen O'Brien Robert Davies Richard Wade Michaela O'Brien - Trish Evans - | BiC not at No. 10 on 6th June. | 01 253 3716 |

ACTION NOTES
TEESSIDE RECEPTION - 6TH JUNE 1988
10 DOWNING STREET

1. Speakers: It was suggested that, as the video showing is the first item and there is no reception line, the order of speaking should be thus:

| | |
|---------------------|-------------------------|
| The Prime Minister: | a welcome |
| Ron Norman: | about Teesside |
| Nigel Clark: | about BiC and the video |
| The Video | |
| The Prime Minister: | 2 project announcements |

This will take about half an hour. Guests then disperse from the dining room to the reception rooms for refreshment.

2. Guests

We understand some 120 people are expected. BiC will provide Duncan Hall with the names of those who are not attending.

Action: BiC

3. Lapel Labels

We should be grateful, if acceptable at No. 10, for those present to bear lapel badges showing name and provenance, with different coloured badges for Teesside representatives from those of potential investors. Can No. 10 provide these? If not, I'm sure TDC could.

Response: No. 10, please

4. Meeting guests

It is suggested that the PM be flanked by Ron Norman and Nigel Clark during the reception to introduce guests to her. Duncan Hall will act as shepherd and other Teesside representatives as sheepdogs to those guests whom TDC is particularly anxious for the PM to meet. Ministers will be briefed similarly by John Owen and Richard Bell. BiC staff count as Teesside reps. for this purpose.

Response: No. 10

List of sheepdogs and their target guests: Duncan
Ministers: John Owen and Richard Bell.

5. Follow up Events

- a) Dinner: TDC will host a dinner at The House that evening for key guests, Ministers, Teesside representatives etc. to follow up prospects.
- b) Debriefing: A meeting will be sought between TDC, BiC et alii in the week ending 10th June to review guests and their prospective interests.
- c) Marketing: TDC will follow up subsequently by mail to all prospects.

Action: Dinner & marketing - TDC
Debriefing - BiC

6. The Video

John Reay, TV Director of Tyne Tees Television, who directed the 17 minute video has made an altered version appropriate to this reception. On 6/6, at the reception, he would like not only to shoot the PM's speeches, but to use part in a revised version for promotion later. Is this acceptable:

- (a) presence of minimal Tyne Tees crew
- (b) use of material.

This is an addition to TV news coverage assumed in para. 9 below.

Response: Terry Perks No. 10

7. Rigging for the Video

4 monitors, speakers, 2 play back machines and other equipment, needs to be rigged in the dining room and tested. John Reay is responsible. He, with the technician John Wilkinson, asks for access from 14.00 on 6th June together with chaps from the equipment hirer "Viewplan"

Response on timing: Andy Bearpark No. 10

Action: names of viewplan people from John Reay to No. 10 for security.

8. Others' access

May all those to whom this is copied please be allowed access to No. 10 from 16.30 to ensure everything is Bristol fashion.

Response: Andy, No. 10

9) Media Coverage

We understand Terry Perks will be inviting TV, Radio, Press and still photographer. Alex Penman is our TDC/BiC media linkman and will coordinate with Terry (to include good coverage on Teeside itself).

Action: Alex.

10) Publicity Pack

a) Penman & Partners have designed an elegant 2 pocket pack, with material part TDC, part BiC. A sample will be made available in advance to the PM with her briefing material by John Owen.

Action: Alex, John Owen.

b) These packs are for distribution to guests on departure. May Penman deliver these to No 10 at 16.30? Can No. 10 provide people to hand them out as guests leave or shall TDC/BiC do this?

Response: No. 10

Action: Margie Coldray of Penman & Partners.

11) Contents of Pack

- a) TDC is printing their material and, generously, a sheet for BiC. Alex will Fax a proof to Richard Wade before finalising printing.

Action: Alex.

- b) BiC material will be couriered to Penmans on Wednesday 1/6 by Michaela O'Brien, BiC publicity person.

Action: Michaela.

12) Advertising

TDC are planning splendid full page adds in national dailies for 7/6 featuring "Teesside at No. 10" (not just TDC) and including the BiC logo. BiC would be most grateful if it could just see a final rough of the ad. before artwork is irrevocable so that we feel comfortable.

Action: Alex (in my absence to Trish Evans, Stephen O'Brien or Robert Davies, please)

12a) Central Coordination

There are many strands interweaving - please could you keep Richard Wade's office au fait or advise him of omissions. Many thanks.

13) Contacts

Eleanor and Richard (BiC) will be in Blackburn Wednesday 1/6 and Thursday 2/6 for a visit of HRH The Prince of Wales, but back in the office on Friday 3/6. Contactable in Blackburn via 01-253 3716.

14) Next Meeting

A final planning meeting will be held to fine tune arrangements at 12.30 sharp at: ICI HQ., Imperial Chemical House, Millbank, SW1P 3SF. Tel: 01-834 4444.

All those listed on the front sheet will be welcome But victuals will only be provided by ICI for those who confirm their intended presence by 17.30 on Thursday 2 June to Dorette Smith at Penman on 01-724 2818.

Action: all those with an appetite.
(Eleanor to consult with Dorette)

ACTION POINTS - FOLLOW UP 27/5/88

Highspeed follow up from Andy Bearpark and Terry Perks

(para 3)
earlier
notes

Lapel Badges:

No. 10 cannot supply. I have asked TDC if they would supply via Alex Penman. Eleanor can hand out at the door.

Action: TDC

(para 6)

The Video:

Terry agrees the Tyne Tees request.

Action: names of crew to Terry please
by close of play 3/6 - *John R.*

(para 7)

Rigging

Access at 14.00: agreed

2 chaps from Viewplan agreed - names to No. 10
please

Action: John Reay

(para 8)

Others' access

We can get in from 17.30, not 16.30

(para 10b)

Publicity Pack

Okay to deliver at 16.30

We must hand them out to departing guests - we can
arrange handers-out at lunch on 6/6

RW/7591Z
27.9.88

MR. BEARPARK

Teesside Reception on 6 June

With reference to Richard Wade's action notes of 27 May, there are a few names listed on the second page who have not yet been invited on 6 June and presumably will be expecting to come to the Video/Reception. They are:

| | |
|-----------------|-----------------------|
| - Eric Sorensen | Cabinet Office |
| Margie Coldray | Penman & Partners |
| John Wilkinson | Tyne Tees Television. |

Yes.

may
1/6

Should they all be sent invitations?

Sue Goodall, l d

31 May 1988

MR. BEARPARK

MR. PERKS

Teesside Reception
Monday, 6 June

I attach up-to-date copies of the
guest list for the Teesside Reception
on 6 June as of today's date.

Sue

27 May 1988

as at 27 May

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LIST OF GUESTS ATTENDING THE RECEPTION TO BE GIVEN BY THE PRIME MINISTER
TO PROMOTE TEESSIDE ON MONDAY, 6 JUNE 1988 FROM 6.00 PM TO 7.30 PM

| | |
|------------------------|--|
| The Prime Minister | |
| Mr. W.F Madison | President, Marathon Oil (UK) Ltd. |
| Mr. Walter Anderson | Marathon Oil (UK) Ltd. |
| Mr. Vic Leonard | Marathon Oil (UK) Ltd. |
| Mr. Brian Appleton | Chairman, Belasis Hall Technology Park ICI C & P Ltd. |
| Mr. John Ashcroft | Chairman, Coloroll Group plc |
| Mr. Hugh Ashton | Director, Hanson plc |
| Ms Eleanor Bannister | Personal Assistant, Business in the Community |
| Mr. David Barclay | Ellerman Holdings Ltd. |
| Mr. Frederick Barclay | Ellerman Holdings Ltd. |
| Mr. Derek Barron | Chairman/Managing Director, Ford Motor Company Ltd. |
| Mr. Ronald Baukol | Managing Director, 3M United Kingdom plc |
| Mr. Richard Bell | Deputy Director, Department of the Environment, Newcastle |
| Mr. D. Biggins | Sovereign Oil and Gas plc |
| Ms Fiona Blackwell | Public Relations Officer, Teesside Development Corporation |
| ?Mr. H. Boccaccio | President, Coflexip Ironworks Ltd. |
| ?Mr. B. Floris | Managing Director, Coflexip Ironworks Lt |
| Mr. Anthony Booth | Managing Director and Corporate Director, British Telecom International |
| Mr. Hartley Booth | Chief Executive, British Urban Development |
| ?Mr. Michel Bouvard | General Manager, Coflexip UK Ltd. |
| Mr. Godfrey Bradman | Chairman, Rosehaugh plc |
| Dr. John Bridge | Chief Executive, Northern Development Company |
| Mr. Peter Carr | Regional Director, Department of Employment, Newcastle |
| Sir Ralph Carr-Ellison | Chairman, Tyne Tees Television Ltd. |
| Mr. Chang-Sub Um | Director General, Korea Trade Centre |

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| | |
|-------------------------------|--|
| Rt. Hon. Christopher Chataway | Vice Chairman, Orion Royal Bank Ltd. |
| Mr. Dennis Clark | Press Offshore Group |
| Mr. Nigel Clark | Teesside Operations Manager, ICI |
| ?Mr. Tony Cleaver | Chief Executive, IBM United Kingdom Ltd. |
| Mr. Nicholas Clegg | Managing Director, Daiwa Europe Ltd. |
| Mr. Tony Clegg | Chairman, Mountleigh Group plc |
| Mr. Robert Davies | Deputy Chief Executive, Business in the Community |
| ?Mr. Alan Davis | Managing Director, Wang UK Ltd. |
| Mr. Albert Dicken | Dickens & Co. |
| Mr. J. Douglas | Managing Director, ASEA Hagglunds |
| Mr. Shaun Dowling | Managing Director, Guinness plc |
| Mr. B. Elms | Financial Director, United Technologies Ltd. |
| ?Mr. Roy Evans | Managing -Community Affairs Levi Strauss & Co. Europe SA |
| Mr. Roger Fennemore | Chief Executive, Butlers Wharf Ltd. |
| Mr. A. Fielder | Bowey Construction Ltd. |
| Mr. N. Fisher | Intertractor GB Ltd. |
| Mr. Harry Fitzgibbons | Managing Director, Hambros Advanced Technology |
| Mr. Nat Fletcher | Director, Taylor Woodrow Group |
| Mr. Ian Fowler | Company Secretary, Trafalgar House plc |
| Sir Paul Girolami | Chairman, Glaxo Holdings plc |
| Mr. R. Goodfellow | Chairman and Managing Director, Goodfellow Associates |
| Mr. Duncan Hall | Chief Executive, Teesside Development Corporation |
| Mr. John Hall | Cameron Hall Developments Ltd. |
| Mr. B. Hamilton | Managing Director, Murristom Ltd. |
| Mr. David Hardy | Chairman, Globe Investment Trust plc |
| Mr. Jakob Hauga | Deputy Managing Director, International FOKUS Bank |
| Mr. Stephen Hinchcliffe | Chairman/Managing Director, Dexion-Comino International Ltd. |

| | |
|---------------------|--|
| Mr. Bob Hinde | Partner, Jones Lang Wootton |
| Mr. Peter Hobbs | Group Personal Director, Wellcome plc |
| Mr. Roger Hurn | Chief Executive/Managing Director Smiths Industries plc |
| Mr. Roger Kingdon | Chief Executive, Davy Corporation |
| Mr. Young Kwon | Managing Director, Samsung Electronics M |
| Mr. W.S.H. Laidlaw | Managing Director, Amerada Hess Ltd. |
| Sir Hector Laing | Chairman, United Biscuits (Holdings) |
| Mr. Frank Lampl | Chairman, Bovis Construction Ltd. |
| Mr. Geoffrey Leigh | Chairman, Allied London Properties plc |
| ?Mr. M. Lewis | Marshall & Co. (Nottingham) Ltd. |
| ?Mr. Philip Lord | Managing Director, Wates Building Group L |
| Mr. Benjamin Lu | Director, Majestic Trading Co. Ltd. |
| ?Mr. Bobby McAlpine | Chairman, Alfred McAlpine plc |
| Dr. James McGregor | Chairman, Honeywell Control Systems Ltd. |
| Mr. Neville Martin | Regional Director, Business in the Community |
| Mr. Richard Martin | Chairman, Mann Egerton & Co.Ltd. |
| ?Mr. Yosuke Masuda | Chief Executive Officer, Kumagai Gumi UK Ltd. |
| Sir Nigel Mobbs | Chairman, Slough Estates plc |
| Mr. C.M. Mosselmans | Chairman & CEO, Sedgwick group plc |
| Mr. Itaru Nakagawa | Managing Director, SMK UK Ltd. |
| Mr. John Neill | Chief Executive, Unipart Group of Companies |
| Mr. Ron Norman | Chairman, Teesside Development Corporati |
| Mr. Stephen O'Brien | Chief Executive, Business in the Community |
| Mr. Paul Orchard | Senior Partner, Healey & Baker |
| Mr. John Owen | Regional Director, Department of the Environment, Newcastle |
| ?Mr. Robin Packshaw | Chairman, International City Holdings |

| | |
|------------------------|--|
| Mr. Michael Pattemore | Michael Pattemore Associates |
| Mr. Peder Paus | North venture Ltd. |
| Mr. Brian Pearce | Chairman, Pearce Signs Ltd. |
| Mr. Alex Penman | Managing Director, Penman & Partners |
| Mr. N. Pitcher | Director, John Laing Construction Ltd. |
| Mr. R.S. Pitt | Managing Director, Cable & Wireless Marine Ltd. |
| Mr. Duncan Poole | Director, PROBE Ltd. |
| ?Sir John Read | Chairman, TSB Group plc |
| Mr. David Reay | Managing Director, Tyne Tees Television |
| Mr. Alan Redhouse | Chief Executive/Managing Director, Eyetech Group Ltd. |
| Mr. William Rooney | Chairman, Spring Ram Corporation plc |
| Mr. Michael Rose | Vice President and Head of Admin. Bankers Trust Company |
| ?Mr. I. Sato | Managing Director, Mitsumi Electric UKlt |
| ?Mr. W.K. Scholten | Managing Director, Smit Offshore Contractors |
| Mr. Danny Sharpe | Deputy Director, DTI newcastle |
| Mr. Alan Shelley | Senior Partner, Knight Frank & Rutley |
| Mr. Shiro Shibuya | Managing Director, Mitsubishi Group |
| Mr. Jeff Simcox | Industrial Development Officer, Teesside Development Corporation |
| Captain J.A.B. Simkins | BT(Marine) Ltd. |
| Mr. Michael Stoddart | Chairman, Electra Investment Trust plc |
| Mr. Peter Herz | Bosch UK |
| Sir Peter Thompson | Chairman, National Freight Consortium |
| Mr. Hitoshi Tonomura | President/Managing Director, Nomura International Ltd. |
| Peter Tronslin | Managing Director, Statoil London Ltd. |
| Mr. Andreas Ugland | Ugland Brothers Ltd. |
| Mr. John Underwood | Director, City Acre Property Investment Ltd. |
| Mr. Richard Wade | Director Marketing and Resources, Business in the Community |

| | |
|-------------------------|--|
| Mr. Andrew Wadsworth | Managing Director, Jacob Island Company |
| Mr. John Walker | Director of Finance, Teesside Development Corporation |
| Mr. Michael Walsh | Associate, Chemical Bank |
| Mr. Danny Ward | Director Teesside Works, British Steel Corporation |
| The Lord Weinstock | Managing Director, GEC |
| Mr. Roger Wood | Sales Director, ICL (UK) plc |
| Councillor Brian Hanson | Leader of County Council/Board Member of TDC, Cleveland County Council |
| ?Mr. Martin Winch | Managing Director, Avatar Urban Venture Partnership |
| Mr. Brandon Gough | Senior Partner, Coopers & Lybrand |
| Mr. Kent Price | Chief Executive, Chloride Group plc |
| Mr. Allen Sheppard | Chairman, Grand Metropolitan plc |
| The Lord Dormand | |
| Mr. Roger Lindsay | Managing Director, North East Market Surveys |

HM Government

| | |
|-----------------------------|----------------|
| Rt. Hon. Kenneth Clarke, MP | |
| Rt. Hon. Douglas Hurd, MP | Reception only |
| Rt. Hon. Norman Fowler, MP | Reception only |
| ?Rt. Hon. Paul Channon, MP | |
| ?Mr. David Trippier, MP | |

?His Excellency the Ambassador of Japan