

From:

The Chief Executive's Office

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Our Ref:RJA/EC

25th March, 1988

Mr Charles Powell
Private Secretary
10 Downing Street
London

Dear Mr Powell

I understand that the Prime Minister will be visiting Turkey during the second week of April 1988. Among those items on her Agenda, for discussion with the Turkish Authorities I assume will be the opportunities for trade between our two Countries.

The Turkish Economy is planning to invest very heavily in the further development of their infra-structure and the international competition for the capital equipment and construction contracts will be very fierce.

May I, through this letter, bring to your attention and the advisors to the Prime Minister of the development of the new sewage system for Izmir. Contracts for this project will be placed by the Izmir Metropolitan Municipality and bids for the work must be presented by the middle of April at the latest.

My company has a very significant amount of experience in the Electrical Control Equipment for this type of work, that is pump control systems for water and sewage, and in association with other British Companies will be making a very competitive bid for the Contracts. I am aware that our competitors in the USA are using their local political representatives to "lobby" the Turkish authorities with the object of enhancing the prospect of the Contracts being awarded to American Companies.

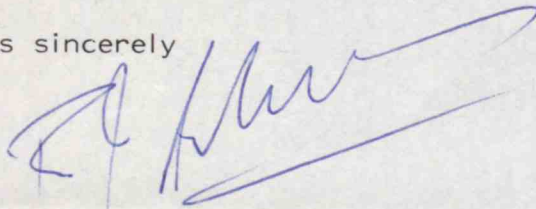
With this as a back ground, there seems every reason why I should make our position known to the Prime Minister and humbly request that she raises the subject as part of her trade discussions and mention the strength of British Companies in this area, in particular the efforts which Harland Simon is prepared to make to satisfy the needs of the Izmir Municipality and the credentials which the Company has to undertake this type of work.

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Should further information be helpful to the advisors to the Prime Minister I would be glad to supply them.

Thank you in anticipation of your kind assistance.

Yours sincerely



R J ASHMAN
GROUP CHIEF EXECUTIVE

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The Great Lakes & Ohio



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