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cc FCC

10 DOWNING STREET
LONDON SW1A 2AA

From the Private Secretary

4 May 1990

Dear Ben.

BRITISH DAYS IN THE USSR

Thank you for your letter of 2 May. I enclose a message for the catalogue for the trade exhibition which the Prime Minister has signed.

CHARLES POWELL

Ben Slocock, Esq.,
Department of Trade and Industry

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10 DOWNING STREET
LONDON SW1A 2AA

THE PRIME MINISTER

British Industry Today represents a cross-section of modern British technology and innovation in sectors where British companies are famous throughout the world.

The warm relations now enjoyed between our two countries provide the opportunity both to strengthen existing economic ties and to establish new ones. We hope that the presence of so many leading British companies at this exhibition will help further to develop those links.

It gives me great pleasure to welcome you to the exhibition, British Industry Today.

Rajagopal Shetty

June 1990

MEM



the department for Enterprise

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The Rt. Hon. Nicholas Ridley MP
Secretary of State for Trade and Industry

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See Charles

BRITISH DAYS IN THE USSR, KIEV, JUNE 1990

You will know that, in parallel with the exhibition British Life Today and the numerous cultural and other events taking place at Kiev in June, there is to be a trade exhibition entitled British Industry Today. Indeed, we are sure that the Prime Minister will wish to find time to visit it during her visit (Richard Gozney's letter of 30 April refers).

I am writing to ask whether the Prime Minister would agree to contribute a short message to the catalogue for the trade exhibition, mirroring that which she has provided for British Life Today.

The catalogue will be printed in Russian in A5 format and will be available to visitors to the exhibition. It comprises some 30 pages, containing details of those companies exhibiting, a plan of the exhibition hall, advertising space bought by British companies and a list of the main sponsors of the event. The President of the British Soviet Chamber of Commerce, Dr Norman Wooding, has provided a foreword (copy of text attached) but it would give the event a tremendous boost if the Prime Minister could contribute a personal message, which would be inserted at the front of the catalogue.

I attach a draft message for consideration. We aim to go to print later this week. It would be most helpful to know very soon whether the idea is acceptable in principle so that the printers can make allowances in pagination when type-setting. Agreement on the actual text of the message is not beset with the same degree of urgency.



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the department for Enterprise

I am sending a copy of this letter to Richard Gozney at the Foreign and Commonwealth Office.

Yours ever

Ben

BEN SLOCOCK
Private Secretary

CONSERVATION



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BRITISH INDUSTRY TODAY EXHIBITION CATALOGUE: DRAFT MESSAGE FROM
THE PRIME MINISTER

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It gives me great pleasure to welcome you to the exhibition, British Industry Today.

CM

The exhibition in Kiev in June depicting life in Britain is a unique event in USSR - UK relations. It is of enormous significance in the developing relationship between our two countries at a time when such fundamental changes are taking place in the USSR. This makes the Trade Exhibition which is taking place alongside an event of key importance to all who want to do business with the USSR.

Not only does it benefit from the prestige of the exhibition itself but, as the first British trade event outside Moscow with a truly National character, it signals unmistakably the importance of the decentralisation of foreign trade. No longer is all foreign trade, under one central Ministry, conducted from Moscow. There are now 16,000 enterprises across the USSR empowered to conduct foreign trade - a figure which will grow to 20,000 by the end of this year.

British companies who want to do business with the USSR cannot afford to miss a visit to Kiev. More than ever before opportunities need to be sought, and created, by work on the spot. There can be no better chance of participating in the opening up of the Soviet market than a link with this event - COME to KIEV.

Norman Wooding, President, British Soviet Chamber of Commerce.