4 & 5 GROSVENOR PLACE LONDON SWIX 7JQ Prime Minister TELEPHONE 01-235 8751/2 TELEX 918257 FROM LORD BOARDMAN Another piece of good 28 October 1981 Mus 4/11 Tean David At Blackpool, at the Prime Minister's tea party, I gave you a copy of a telex which had been sent to me showing that an order for £50 million had been won by a UK Company, the Cam Gears Group, for Ford North America against fierce competition world-wide. I knew that this was likely to arise as their Managing Director is on the Board of Steetley, of which I am Chairman, and I asked that, if it came through in time, it should be transmitted to me at Blackpool. Unfortunately, there was a muddle at the Imperial Hotel and it did not reach me. However, I have confirmed that, if the Prime Minister does wish to quote this as an example of British achievements, she is of course free to do so. I believe these are the sort of "plugs" that will be very good for morale. Jour En Lord Boardman David Wolfson Esq 10 Downing Street London S.W.1

677376 IMPER G 918257 STEECO G OCTOBER 16, 1981 URGENT TELEX FOR LORD BOARDMAN, PARTY TREASURER, PLEASE DOUGLAS LEESE ASKED ME TO TELEX AS FOLLOWS: CAM GEARS WINS FIFTY MILLION POUND EXPORT ORDER A SUBSTANTIAL ORDER FROM FORD NORTH AMERICA WORTH FIFTY MILLION POUNDS HAS BEEN WON BY THE CAM GEARS GROUP IN THE UK AGAINST FIERCE WORLDWIDE COMPETITION, MAINLY JAPAN. THE ORDER IS FOR THE SUPPLY OF 3 MILLION STEERING SYSTEMS STARTING IN 1982 AND MEANS THAT CAM GEARS WILL CONTINUE TO BE THE SOLE SUPPLIER OF MANUAL RACK AND PINION STEERING FOR ALL FOR PASSENGER CARS BUILT IN NORTH AMERICA. CAM GEARS CHAIRMAN, MR DOUGLAS LEESE, AND DEPUTY CHAIRMAN AND FORMER MANAGING DIRECTOR MR ROGER PINNINGTON DIRECTED THE WHOLE OPERATION INCLUDING THE DETAILED AND PAINSTAKING NEGOTIATIONS WHICH CULMINATED IN THE FORMAL SIGNING OF THE CONTRACT IN DETROIT. CAM GEARS, A MAJOR SUBSIDIARY OF TRW INC OF CLEVELAND, OHIO, USA HAVE BEEN DOING BUSINESS WITH FORD NORTH AMERICA SINCE 1970 AND THE NEW CONTRACT UNDERLINES THE USA VEHICLE INDUSTRIES! CONFIDENCE IN THE BRITISH ECONOMY. MR PINNINGTON SAID THAT FLUCTUATING EXCHANGE RATES, NERVOUSNESS ABOUT BRITISH INDUSTRY AND UK INFLATION RATES ALL HINDER EXPORT TRADE FROM THE UK TO NORTH AMERICA, BUT THE MAJOR FACTOR IN FORD'S DECISION TO AWARD THE CONTRACT TO CAM GEARS HAD BEEN CAM GEARS' EXCELLENT RECORD OF SUPPLY, SERVICE AND QUALITY SINCE 1970. EVEN DURING THE PERIOD OF NATIONAL SHORT-TIME WORKING IN THE EARLY 1970S CAM GEARS CONSISTENTLY DELIVERED CUSTOMER REQUIREMENTS ON TIME. CAM GEARS WILL MANUFACTURE THIS PRODUCT AT THEIR RESOLVEN PLANT IN SOUTH WALES FOR WHICH A LARGE INVESTMENT PROGRAMME IS CURRENTLY UNDER WAY. THIS BUSINESS WILL UNDOUBTEDLY IMPROVE THE JOB SECURITY PROSPECTS OF THE COMPANY'S EMPLOYEES. END OF PRESS RELEASE REGARDS PATRICIA IVE 918257 STEECO G 677376 IMPER G

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