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Confidential filing

Prime Minister's presentation on  
Information Technology

Science and  
Technology  
February 1982

Referred to	Date	Referred to	Date	Referred to	Date	Referred to	Date
<del>27-4-82</del>							
<del>17-5-82</del>							
<del>12-5-82</del>							
20-5-82							
PREM 19/				[REDACTED]		904	



JR

10 DOWNING STREET

THE PRIME MINISTER

20 May 1982

Dear Kenneth,

Thank you for your letter, and for the presentation you gave, which was fascinating. I hope the guests will help get the message across that the wider use of IT is important to industry, and essential if we are to reduce unemployment. I was happy to spend some time away from the more immediate problems in the Falklands.

Yours sincerely

Ronald Reagan

Kenneth Baker, Esq., MP.

Sub



FROM THE  
MINISTER OF STATE  
FOR INDUSTRY AND  
INFORMATION TECHNOLOGY

DEPARTMENT OF INDUSTRY  
ASHDOWN HOUSE  
123 VICTORIA STREET  
LONDON SW1E 6RB

TELEPHONE DIRECT LINE 01-212  
SWITCHBOARD 01-212 7676

Wednesday 19 May

Dear Prime Minister,

Many of those who attended the IT Seminar have asked me to thank you most warmly for spending so much time at the seminar on Monday, 17/5 when the Falklands crisis must have been uppermost in your mind - Frank Chapple was particularly impressed.

It was a great morale boost for all the IT industries; Many thanks.

Norman Lamb

c. Mr. Mount  
Mr. Rickett

*Mr. Parkins*  
*To see*

MR. SCHOLAR

INFORMATION TECHNOLOGY SEMINAR

I thought the Seminar last night was valuable, but I am sure that many people must have felt that a lot of the points raised in the discussion needed much fuller treatment. A particular case was the striking remark by Clive Sinclair about the need for a programme of investment into new microchip technology if we were to maintain an information technology industry at all, and I questioned him about it afterwards.

He explained that he has ~~gone~~<sup>written</sup> to the Avery Committee (on fifth generation computers) recommending a programme of publicly funded investment, to the tune of some £200 million, in microchip R&D; and he sounded pretty convincing to me about the need for this to be done at public expense. The Avery Committee will, I understand from the Department of Industry, probably report before the Summer Recess - and will raise some difficult questions (I note in passing the tendency to commission awkward reports with a deadline of the Summer Recess: we shall also have in our laps at the beginning of August the Megaw Inquiry and the Serpell Inquiry).

*↓*

18 May 1982

17 May 1982

MR SCHOLAR

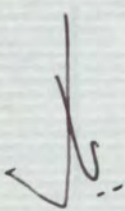
cc Mr Mount

PM'S RECEPTION FOR IT: BT, AND THE POST OFFICE

*Sir &  
Fred*

The Prime Minister will be meeting Sir George Jefferson of BT, and Mr Ron Dearing of the Post Office, at the Seminar/Reception this evening. She may want to be reminded of these recent developments, which are likely to crop up in conversation:

1. Sir George Jefferson wrote to Patrick Jenkin last week - and sent a copy to the Prime Minister - justifying his intention to offer BT staff a 9-month pay settlement, costed by BT at 7%, but costed by us at over 10% on average earnings over a full year. We do not know the outcome.
2. DoI Ministers have taken BT liberalisation a little further since the meeting of E(TP) earlier this month, at which the Prime Minister instructed that it was to take priority over privatisation. Kenneth Baker wrote to Jefferson asking for various measures to speed up the availability of non-BT supplied apparatus, and John Butcher wrote seeking a more flexible regime for private mobile radio licences. But yesterday and today there have been newspaper stories about BT expanding its manufacturing capacity in the cable and video sectors, where we would not want them to have a dominant market share.
3. In the Post Office, our pressure on Mr Dearing to stick on his 5% pay offer proved ineffective, and he insisted on going to what he described as 7% - the Treasury calculate it to be worth 7.7% on average earnings. The offer was accepted.

  
JOHN VEREKER



DEPARTMENT OF INDUSTRY  
ASHDOWN HOUSE  
123 VICTORIA STREET  
LONDON SW1E 6RB

FROM THE  
MINISTER OF STATE  
FOR INDUSTRY AND  
INFORMATION TECHNOLOGY

TELEPHONE DIRECT LINE 01-212 6401  
SWITCHBOARD 01-212 7676

KENNETH BAKER'S OFFICE

Willie Rickett Esq  
10 Downing Street

14 May 1982

*Dear Willie,*

INFORMATION TECHNOLOGY PRESENTATION  
ON 17 MAY

Your letter of 15 April asked for a suitable  
brief for the Prime Minister covering the IT  
Presentation to be held at No.10 on Monday,  
17 May.

I now attach a brief.

*Yours ever,*

*N M*

N M McMILLAN  
PRIVATE SECRETARY

M41/M41ABM



## PRESENTATION ON INFORMATION TECHNOLOGY

10 DOWNING STREET : MONDAY 17 MAY 1982

## PROGRAMME

- 1800      Arrival of guests.
- 1810      Introduction by the Prime Minister.  
Where the UK stands in Information Technology  
Presentation by Mr Kenneth Baker.
- 1825      IT : Joint Opportunities for the User and Supplier  
Presentation by Mr Philip Hughes, Chairman, Logica Ltd.
- 1830      Questions.
- 1845      IT, Education and Jobs  
Mr Baker will introduce the subject and  
Professor John Heath, Director of Master's Programme,  
London Business School.  
Presentation by Professor Heath.
- 1855      Questions.
- 1910      Summing up by the Prime Minister.
- 1915      Discussion over drinks in Pillared Room.
- 2000      END



IT PRESENTATION 10 DOWNING STREET 17 MAY 1982  
BRIEF FOR THE PRIME MINISTER

Purpose of the presentation

To stimulate discussion on:-

- i. how the UK can improve its international competitiveness in IT; and
- ii. employment effects of IT: education and training needs. A copy of the letter sent to guests with the invitation is at Annex A.

Programme for the presentation

An outline programme with details of speakers is attached at Annex B.

Mr Baker will introduce Mr Hughes and Professor Heath before each begins his talk. Mr Hughes' talk will follow directly on from Mr Baker's, with no pause for questions. This is to avoid having to put off any questions which may have been anticipated by Mr Hughes.

All three talks will be accompanied by viewdata slides.

Content of talks

The main points which will be made by each speaker are as follows:-

i. IT INDUSTRY AND MARKETS

Mr Baker

- definition of information technology;
- size and nature of world IT market;
- where the UK stands, its strengths and weaknesses;
- Government initiatives to help UK industry improve its position.





Mr Hughes - importance of research in IT;

- need for major development projects, eg teletext and viewdata;
- rapid growth of small companies;
- need for large scale, imaginative, directed purchasing by private and public sector.

ii. IT, EMPLOYMENT AND EDUCATION

Mr Baker

- information related jobs have grown in parallel with advent of computing;
- employment growth in IT manufacturing depends on flexibility in switching to new products.

Professor Heath

- in long term IT will benefit employment if opportunities are grasped;
- training and management ~~skills~~ for IT are crucial;
- level of education of UK managers low compared with other countries, as is proportion of young people in higher education;
- give priority to education: expand current Government initiatives and private sector activity.

Introduction and Summing up

The Prime Minister will wish to give a brief introduction to the presentation and sum up proceedings at the end. Some suggested points to make:-

Introduction:

- stress importance of IT to future growth of UK economy;
- IT is relevant to every sector of the economy: hence the wide spread of interests represented tonight;
- communication vital in rapidly evolving field: this evening brings range of different interests together to exchange views on the major issues of competitiveness and education, training and employment.



Summing up:

- we must all make efforts in our own field to bring the UK to the forefront in making and using IT products and services;
- we must also be ready to look at ways of coordinating our efforts with those of others to achieve a better net result.

DEPARTMENT OF INDUSTRY

14 May 1982



FROM THE  
MINISTER OF STATE  
FOR INDUSTRY AND  
INFORMATION TECHNOLOGY  
KENNETH BAKER MP

DEPARTMENT OF INDUSTRY  
ASHDOWN HOUSE  
123 VICTORIA STREET  
LONDON SW1E 6RB 6401  
TELEPHONE DIRECT LINE 01-212  
SWITCHBOARD 01-212 7676

April 1982

Information Technology Year is highlighting the importance of IT to the future growth of our economy and the vital issues which will determine the shape that growth will take. We need to get to grips with these issues now if the UK is to benefit to the full from the 'IT revolution'.

In the presentation to which you are invited we shall examine the prospects for UK industry and the effect the spread of IT will have on the economy, against the background of the facts about the performance of the UK industry, current trends in the world IT market and changing patterns of employment. Those attending will represent a wide range of interests, from Government, the IT industry and trades unions to financial and academic experts, as well as many users of IT.

The evening will start with a brief presentation setting out the subject and the issues to be tackled. This will be followed by two short talks, one from a leading industrialist on the joint opportunities offered to the user and supplier by IT, and the second on IT and jobs, to be led by an economist. After a brief summing-up by the Prime Minister, there will be an opportunity for further, informal discussion.

I am sure you will wish to contribute to the exchange of views.

*Kenneth Baker*

M39 M39ABG

KENNETH BAKER

LIST OF GUESTS ATTENDING THE INFORMATION TECHNOLOGY PRESENTATION AND RECEPTION ON MONDAY, 17 MAY 1982 FROM 6.00 PM TO 8.00 PM

- The Prime Minister
- IT industry, including users and nationalised industries
- Sir Robert Telford Chairman, GEC Marconi Electronics
- Mr. D. Alun-Jones Ferranti Ltd.
- Mr. D.L. Davies Group Managing Director, Racal-Milgo Ltd.
- Mr. R.W. Wilmot Managing Director, ICL plc
- Sir Raymond Pennock BICC Ltd.
- Mr. Hamish Orr-Ewing Rank Xerox
- ? Dr. P. ...
- Mr. Jonathan Gestetner Gestetner Holdings
- Mr. T. Matthews Mitel Corporation
- Mr. J. Griffiths Director, Philips Electronics
- Mr. J.G. Cottrell STC Ltd.
- Mr. Peter Laister Thorn EMI Ltd.
- Mr. R. Marriott IBM (UK) Ltd.
- Mr. D. Broad Managing Director, Comart
- Mr. C. Sinclair Sinclair Research Ltd.
- Mr. I. Barron Inmos
- Mr. K. Walkenden British Olivetti
- Sir George Jefferson British Telecom
- Mr. John Alvey British Telecom
- Mr. W.B. Willott British Technology Group
- Mr. R.E. Dearing The Post Office
- Mr. R.M. Denny Rediffusion Ltd.
- Mr. J. Ockenden CAP-CPP Group Ltd.
- Mr. D. Harris Tesco Stores (Holdings)
- Mr. J.G. Grindle Departmental Director, Branch Services, Sainsbury PLC
- Mr. R.J. Kelly American Express
- Mr. C. Bradley Publishers Association

Mr. J.P. Leighfield	Managing Director, BL Systems
Mr. P. Hughes	Logica
Sir Raymond Lygo	British Aerospace Dynamics Group
Mr. Bryan Cowgill	Thames TV Headquarters
Mr. J. McHugh	British Gas Corporation
Mr. B. Rigby	Confederation of British Industry
The Lord Flowers	
Mr. J.J. Salisse	Marks and Spencer
Mr. G.P.K. Miller	Director of Management Services, John Lewis Partnership
Ms. Rachel Waterhouse	Consumers Association
Mr. Chris Webb	Notting Dale Urban Studies Centre
<u>Trades Unions</u>	
Mr. David Lea	TUC
Mr. Frank Chapple	Electrical, Electronic, Telecommuni- cations and Plumbing Union
Mr. E. Hammond	" " "
Mr. B. Stanley	POEU
Mr. B. Sherman	ASTMS
<u>Others</u>	
Dr. P. Stoneman	Warwick University
Professor J. Heath	London Business School
Mr. M. Harrison	Director of Education, City of Sheffield
Sir Henry Chilver	Cranfield Institute of Technology
Mr. David Young	Manpower Services Commission
<u>Financial/Economic</u>	
Mr. J.G. Quinton	Barclays Bank
Mr. R.R. Amos	Deputy Chief General Manager, Lloyds Bank
Mr. T.M. Rybczynski	Lazard Bros.
Mr. André Villeneuve	European Manager, Reuters
Mr. J.R. Heugh	Clydesdale Bank

? Sir Derek Rayner

Mr. A.J. Macdonald

Under Secretary, IT Division,  
Department of Industry

Mr. J.C.J. Thynne

Assistant Secretary, IT Division

Mr. N.M. Macmillan

Private Secretary to Mr. Kenneth Baker

10 Downing Street

Mr. Ian Gow, MP

Professor Alan Walters

Mr. Michael Scholar

Mr. John Vereker

Mr. William Rickett

Miss Sheenagh Wallace

CONQUEROR

Financial/Economic (continued<sup>3</sup>)

Mr. B. Fireman Charterhouse Japhet Ltd.

Mr. D.G. Scholey S.G. Warburg & Co. Ltd.

IT Advisers

Mr. C. Read IBRO

Mr. C. Southgate Thorn-EMI

Mr. I. Cohen Mullard Ltd.

Members of Parliament

Mr. Kenneth Warren, MP

Mr. John Lee, MP

Mr. Gerry Neale, MP

Mr. Ian Lloyd, MP

Journalists

Mr. Guy de Jonquieres Technology Correspondent, Financial Times

? Mr. Bill Johnstone Electronics Correspondent, Times

Mr. Peter Large Technology Correspondent, Guardian

Mr. Roland Gribben Business Editor, Daily Telegraph

Mr. Richard Brooks Technology Correspondent, Sunday Times

Mr. Steve Vines Observer

Mr. Nick Measham Economist

HM Government

Rt. Hon. Patrick Jenkin, MP

Mr. Kenneth Baker, MP

Mr. John Butcher, MP

Mr. John Wakeham, MP

Officials

Mr. R.H.F. Croft Deputy Secretary, Department of Industry

Mr. W.N. Hyde Deputy Secretary, Home Office

Mr. Terry Burns Chief Economic Adviser, Treasury

Mr. J.B. Unwin Under Secretary, Cabinet Office

Dr. R.B. Nicholson CPRS

Mr. John Sparrow , CPRS



CF ✓

DEPARTMENT OF INDUSTRY  
Ashdown House  
123 Victoria Street  
London SW1E 6RB

Tel: 01 212 6401  
Switchboard 01 212 7676

WM  
29/4

*With the Compliments of the*  
Office of the Minister of State  
for Industry and Information  
Technology

Mr. Rickett  
to see



G.R.?

RECEIVED IN  
28 APR 1982  
OFFICE OF THE  
MINISTER OF STATE  
KENNETH BAKER



London  
Business  
School

Sussex Place  
Regent's Park  
London NW1 4SA

JBH/san

Kenneth Baker, M.P.  
Minister for State for Industry  
and Information Technology,  
Department of Industry  
Ashdown House  
123 Victoria Street,  
London SW1E 6RB.

*Science + Technology*

27th April 1982

*Dear Mr Baker,*

Thank you very much for your letter of 23rd April. I shall be very pleased to talk at the presentation on Information Technology at 10 Downing Street on 17th May. I have recently undertaken quite a lot of work on the subject you propose, and of course I shall be extending my understanding for the purposes of the discussion.

*Yours sincerely  
John Heath*

Professor John Heath  
Director, Master's Programme.

*Dr Thynne  
Copied for info  
PS/Sec of State  
PS/Mr Butcher  
Mr Croft  
Mr Macdonald*

*PS/Prime Minister*



FROM THE  
MINISTER OF STATE  
FOR INDUSTRY AND  
INFORMATION TECHNOLOGY  
KENNETH BAKER MP

DEPARTMENT OF INDUSTRY  
ASHDOWN HOUSE  
123 VICTORIA STREET  
LONDON SW1E 6RB 6401  
TELEPHONE DIRECT LINE 01-212  
SWITCHBOARD 01-212 7676

26 April 1982

Information Technology Year is highlighting the importance of IT to the future growth of our economy and the vital issues which will determine the shape that growth will take. We need to get to grips with these issues now if the UK is to benefit to the full from the 'IT revolution'.

In the presentation to which you are invited we shall examine the prospects for UK industry and the effect the spread of IT will have on the economy, against the background of the facts about the performance of the UK industry, current trends in the world IT market and changing patterns of employment. Those attending will represent a wide range of interests, from Government, the IT industry and trades unions to financial and academic experts, as well as many users of IT.

The evening will start with a brief presentation setting out the subject and the issues to be tackled. This will be followed by two short talks, one from a leading industrialist on the joint opportunities offered to the user and supplier by IT, and the second on IT and jobs, to be led by an economist. After a brief summing-up by the Prime Minister, there will be an opportunity for further, informal discussion.

I am sure you will wish to contribute to the exchange of views.

*Kenneth Baker*

M39 M39ABG

KENNETH BAKER

1

Please wear the enclosed lapel label on the evening



FROM THE  
MINISTER OF STATE  
FOR INDUSTRY AND  
INFORMATION TECHNOLOGY

KENNETH BAKER MP

P Hughes Esq CBE  
Chairman  
Logica  
64 Newman Street  
LONDON W1

DEPARTMENT OF INDUSTRY  
ASHDOWN HOUSE  
123 VICTORIA STREET  
LONDON SW1E 6RB

6401

TELEPHONE DIRECT LINE 01-212  
SWITCHBOARD 01-212 7676

22 April 1982

*My Dear Phyllis,*

The Prime Minister has decided to hold a presentation on Information Technology at 10 Downing Street on 17 May in order to present a wide range of guests with the facts about the UK Information Technology industry and to examine the efforts which will have to be made to improve its international competitiveness, as well as the effect which the spread of IT will have on the future shape of the economy. Those invited will cover a wide range of interests, from Government, the IT industry and trades unions to financial and academic experts, as well as many users of IT.

The presentation will be split into three sections - a video presentation giving the context for discussion, and two 15 minute sessions on IT: Joint Opportunities for the User and Supplier and IT and Jobs. There will be an opportunity for further (informal) discussion following this.

I shall be taking the video presentation, which will illustrate the position of UK industry and the way that IT is already changing the shape of the economy and patterns of employment. I have asked John Heath of the London Business School to talk on IT and jobs. I should be delighted if you would agree to take the session on the opportunities for user and supplier.

If you agree, the sort of thing envisaged would be say, a short presentation followed by a discussion led by you. The background set by the video presentation will be that of a prospective trade deficit of £1000M in IT products by 1990 and a tiny 1.5% of non-UK markets held by UK-owed IT companies: there are opportunities, but enormous challenges too.

If you are able to accept this invitation to speak, John Thynne of IT Division (212 6293) will be ready to discuss arrangements in greater detail with you.

M39/M39ABH

KENNETH BAKER

*Kenneth Baker*



DEPARTMENT OF INDUSTRY  
ASHDOWN HOUSE  
123 VICTORIA STREET  
LONDON SW1E 6RB

6401

TELEPHONE DIRECT LINE 01-212  
SWITCHBOARD 01-212 7676

FROM THE  
MINISTER OF STATE  
FOR INDUSTRY AND  
INFORMATION TECHNOLOGY  
KENNETH BAKER MP

Professor J B Heath  
Masters Programme Director  
London Business School  
Sussex Place  
Regent's Park  
LONDON NW1 4SA

22 April 1982

*Dear Professor Heath,*

The Prime Minister has decided to hold a presentation on Information Technology at 10 Downing Street on 17 May in order to present a wide range of guests with the facts about the UK Information Technology industry and to examine the efforts which will have to be made to improve its international competitiveness, as well as the effect which the spread of IT will have on the future shape of the economy. Those invited will cover a wide range of interests, from Government, the IT industry and trades unions to financial and academic experts, as well as many users of IT.

The presentation will be split into three sections - a video presentation giving the context for discussion, and two 15 minute sessions on IT: Joint Opportunities for the User and Supplier and IT and Jobs. There will be an opportunity for further (informal) discussions following this.

I shall be taking the video presentation, which will illustrate the position of UK industry and the way that IT is already changing the shape of the economy and patterns of employment. I have asked Philip Hughes of Logica to talk on the theme of joint opportunities. I should be delighted if you would agree to take the session on IT and Jobs.

If you agree, the sort of thing envisaged would be say, a short presentation followed by a discussion led by you. The suggested title for this session is not in any way meant to limit the discussion and I hope that you would feel free to refer, within the limited time available, to the broader aspects of the economic impact of IT and the issues of education and training.

If you are able to accept this invitation to speak, John Thynne of IT Division (212 6293) will be ready to discuss arrangements in greater detail with you.

*Yours sincerely*  
*Kenneth Baker*

M39/M39ABF

KENNETH BAKER



FROM THE  
MINISTER OF STATE  
FOR INDUSTRY AND  
INFORMATION TECHNOLOGY

KENNETH BAKER'S OFFICE

W Rickett Esq  
Private Secretary  
10 Downing Street

*See Goodchild/OK, although I had  
envisaged 2 or 3 minute  
discussions. W/M 22/4* *GH*  
*See Goodchild.*

DEPARTMENT OF INDUSTRY  
ASHDOWN HOUSE  
123 VICTORIA STREET  
LONDON SW1E 6RB

TELEPHONE DIRECT LINE 01-212 6401  
SWITCHBOARD 01-212 7676

22 April 1982

*Dear Willie,*

INFORMATION TECHNOLOGY PRESENTATION: 17 MAY 1982

Thank you for your letter of 15 April asking for a letter from Mr Baker to accompany the invitations to the presentation. This is enclosed.

Mr Baker would like to invite Philip Hughes (Logica) to give the talk on IT: Joint Opportunities for the User and Supplier and Professor John Heath (London Business School) to lead the IT and Jobs discussion. Both have indicated that they would be willing to take this on. Separate letters from Mr Baker to accompany their invitations are also enclosed.

*Yours ever,  
NMB*

N M McMILLAN  
PRIVATE SECRETARY

M39/M39ABE



FILE

14/5 RM

cc: Mrs. Goodchild  
Ian Gow  
Liz Drummond

## 10 DOWNING STREET

From the Private Secretary

15 April, 1982

INFORMATION TECHNOLOGY PRESENTATION:  
17 May, 1982

Thank you for your letter of 13 April.

The Prime Minister has agreed the guest list for this presentation, with the addition of the seven journalists that I mentioned on the telephone. The final version is attached.

The presentation will be held from 1800 - 2000 hours on 17 May. The guests will be given a drink on arrival, and will then proceed to the large dining room for the presentation. This will start with a 15-minute video presentation by your Minister using Prestel sets spread around the room. This will be followed by two discussions of half an hour: one on "Opportunities for Industry", introduced by an industrialist; and one on "IT and Jobs", led by an economist. The Prime Minister will then sum up briefly before leading the guests to drinks in the Pillared Room for the remaining 45 minutes or so. We will arrange for a COI photographer to be present.

We will issue the invitations from here. It would be useful if we could include a short letter from your Minister putting the presentation in perspective, and describing some of the arrangements set out above. I hope it will be possible for you to provide us with this letter by 21 April, since the invitations should clearly issue soon. If this is not possible, we will have to issue the invitations, and send on the letter later.

The Prime Minister will also need a suitable brief which should reach us by Friday, 14 May at the latest.

W. F. S. RICKETT

N. M. McMillan, Esq.,  
Department of Industry

255

PRIME MINISTER

You will remember that you agreed with Kenneth Baker that he should give a presentation here on IT to Ministers, industrialists, trade union officials and financiers. This has been fixed for 1800-2000 on 17 May.

I suggest that the guests should be given a drink on arrival, and that they should then proceed to the large Dining Room for the presentation. This will start with a 15 minute video presentation by Kenneth Baker using five or six Prestel television sets spread round the room. This would be followed by two discussion sessions of half an hour: one on "Opportunities for Industry", introduced by an industrialist; and one on "IT and Jobs", led by an economist. You could then sum up briefly before leading the guests to drinks in the Pillared Room for the remaining 45 minutes or so.

- Yes*
1. Agree that we should proceed in this way?
  2. And are you content:
    - a) with the guest list at Flag A? This totals about 80 people, and includes seven journalists from the "heavies";
    - b) that we should arrange for a COI photographer to be present;
    - c) that we should ask Kenneth Baker to send each of the guests a short letter putting the presentation in perspective, and describing some of the arrangements set out above?
- Yes*
- Yes*
- Yes*
- WR*      *mb*

14 April, 1982

Suggested Guest List

IT industry, including users and nationalised industries

Sir Robert Telford	Chairman GEC Marconi Electronics Marconi House Chelmsford Essex
D Alun-Jones	Ferranti Ltd Millbank Tower London SW1P 4QS
D Elsbury	Director Racal Electronics Western Road Bracknell RG12 1RG
R Wilmot	Managing Director ICL PLC ICL House London SW15 1SW
Sir Raymond Pennock	BICC Ltd 21 Bloomsbury Street London WC1
H Orr-Ewing	Rank Xerox 338 Euston Road London NW1 3BH
Dr P Strassman	Vice President Xerox Corporation Stamford Connecticut 06094 USA
D Gestetner	Gestetner Holdings PO Box 466 London N17 9LT
T Matthews	Mitel Corporation 350 Legget Drive PO Box 13089 Kanata, Ontario Canada K2K 1X3



J Griffiths	Director Philips Electronics Arundel Great Court 8 Arundel Street London WC2
J G Cottrell	STC Ltd STC House 190 The Strand London WC2
P Laister	Thorn EMI Ltd Thorn House Upper St Martins Lane London WC2H 9ED
R Marriott	IBM (UK) Ltd 103 Wigmore Street London W1H 0AB
D Broad	Managing Director Comart Little End Rd Eaton Socon, St Neots Huntingdon Cambs PE19 3JG
C Sinclair	Sinclair Research Ltd 6 King's Parade Cambridge CB2 1SN
I Barron	Inmos Whitefriars Lewins Mead Bristol BS1 2NP
K Walkenden	British Olivetti 30 Berkeley Sq London W1
Sir George Jefferson) J Alvey )	British Telecom 2-12 Gresham Street London EC2V 7AG
W B Willott	BTG 12-18 Grosvenor Gardens London SW1

R E Dearing

The Post Office  
Postal Headquarters  
St Martins le Grand  
London EC1A 1HQ

A Milne

BBC  
Broadcasting House  
Portland Place  
London W1

R M Denny

Rediffusion Ltd  
PO Box 451  
Carlton House  
Lower Regent Street  
London SW1Y 4LS

J Ockenden

CAP-CPP Group Ltd  
20 Lambs Conduit St  
London WC1

D Harris

Tesco Stores (Holdings)  
Tesco House  
Delamare Road  
Cheshunt  
Waltham Cross  
Herts

J G Grindle

Departmental Director  
Branch Services  
Sainsbury PLC  
Stamford House  
Stamford St  
Blackfriars SE1

R J Kelly

American Express Co  
PO Box 70  
Edward St  
Brighton  
Sussex

C Bradley

Publishers Association  
19 Bedford Sq  
London WC1B 3HJ

L P Leighfield

Managing Director  
BL Systems  
PO Box 5  
Redditch  
Worcester

P Hughes CBE

Logica  
64 Newman Street  
London W1

M37ACI

Sir Raymond Lygo

British Aerospace PLC  
Dynamics Group  
PO Box 19  
Six Hills Way  
Stevenage  
Herts

B Cowgill

Thames TV Headquarters  
306 Euston Rd  
London NW1

J McHugh

British Gas Corporation  
Rivermill House  
152 Grosvenor Road  
London SW1

B Rigby

Confederation of British  
Industry  
Centre Point  
New Oxford St  
London WC1

A Duncanson

ICI PLC  
Fulshaw Hall  
Wilmslow  
SK9 1QB

Lord Flowers

House of Lords  
London SW1

J J Salisse

Marks and Spencer PLC  
Michael House  
Baker St  
London W1

M J K Miller

Director of Management  
Services  
The John Lewis Partner-  
ship  
Oxford St  
London W1

Ms Rachel Waterhouse

National Consumer  
Council  
18 Queen Anne's Gate  
London SW1

Trades Unions

Len Murray

TUC  
Congress House  
Great Russell St  
London WC1

F Chapple )  
E Hammond )

EETPU  
Hayes Court  
West Common Road  
Bromley BR2 7AU

B Stanley

POEU  
Greystoke House  
Brunswick Road  
Ealing W5

B Sherman

ASTMS  
10-26a Jamestown Road  
London NW1

R Grantham

APEX  
22 Worple Road  
London SW19

Others

Dr P Stoneman

Warwick University  
Coventry CV4 7AL

Prof J Heath

LSE, Houghton St, WC2

M Harrison

Director of Education  
City of Sheffield  
PO Box 67  
Leopold Street  
Sheffield S1 1RJ

Sir Henry Chilver

Vice-Chancellor  
Cranfield Institute of  
Technology, Cranfield  
Bedford MK43 0AL

D Young

Manpower Services  
Commission  
Selkirk House  
166 High Holborn  
London WC1V 6PF

Financial/Economic

J G Quinton	Barclays Bank 54 Lombard Street, EC3
F W Crawley	Lloyds Bank 71 Lombard Street, EC3
T M Rybczynski	Lazard Bros 21 Moorfields, EC2
M E Nelson	Reuters 85 Fleet Street EC4
A R Cole-Hamilton	Clydesdale Bank 43 Brunswick Street Glasgow G1 1TJ
B Fireman	Charterhouse Japhet Ltd 1 Paternoster Row, EC4
D Scholey	S G Warburg & Co Ltd 30 Gresham Street, EC2

IT Advisers

C Read	IBRO 32 City Road, ECLY 1AA
C Southgate	BOC DataSolve Abbey House 282-292 Farnborough Road Farnborough Hants GU14 7NB
I Cohen	Mullard Ltd Mullard House Torrington Place London WC1E 7HO

Government

P Jenkin	DoI
K Baker	DoI
J Butcher	DoI

Members of Parliament

K Warren

Hastings

J Lee

Nelson & Colne

G Neale

Cornwall, N

I Lloyd

Havant

Officials

R H F Croft

Deputy Secretary, DoI

W Hyde

Deputy Secretary, Home  
Office

T Burns

Chief Economic Adviser  
Treasury

Dr O Roith

Chief Scientist, DoI

J B Unwin

Under-Secretary, Cabinet  
Office

A J Macdonald

Under-Secretary, IT  
Division, DoI Dean  
Bradley House Horseferry  
Rd

J C J Thynne

Assistant Secretary, IT  
Division, DoI Dean  
Bradley House Horseferry  
Rd

Journalists

Guy de Jonquieres

Technology Correspondent,  
Financial Times

Bill Johnstone

Electronics Correspondent, Times

Peter Large

Technology Correspondent, Guardian

Roland Gribben

Business Editor, Daily Telegraph

Richard Brooks

Technology Correspondent, Sunday  
Times

Steve Vines

Observer

Nick Measham

Economist





FROM THE  
MINISTER OF STATE  
FOR INDUSTRY AND  
INFORMATION TECHNOLOGY

Kenneth Baker's Office

W Rickett Esq  
10 Downing Street  
SW1

DEPARTMENT OF INDUSTRY  
ASHDOWN HOUSE  
123 VICTORIA STREET  
LONDON SW1E 6RB

TELEPHONE DIRECT LINE 01-212  
SWITCHBOARD 01-212 7676

6401

13 April 1982

Dear Willie,

INFORMATION TECHNOLOGY PRESENTATION : NO 10

Further to our telephone conversation, I now enclose a revised guest list for the presentation on 17 May. You will see that we have eliminated more than 10 names - this was in order to accommodate both the press and four people who were recommended to us subsequently and whom we would definitely wish to see included. They are Lord Flowers, Mr Salisse of Marks and Spencer, Mr Miller of the John Lewis Partnership and Ms Waterhouse of the NCC. Finally we have changed the names of those we recommend should represent Philips and Sainsburys.

You also mentioned that the Prime Minister would prefer to have two rather than three discussion sessions. I have consulted Mr Baker about this and he would be quite content to keep to:

- (i) Opportunities for industry
- (ii) IT and jobs.

Mr Baker feels that discussion on cable can be brought in to (i) above.

Yours ever,  
*N M McMILLAN*

N M McMILLAN  
PRIVATE SECRETARY

M37/M37ACH





10 DOWNING STREET

① Financial Times

- Guy de Jonquieres  
Technology Correspondent

② Times

- Bill Johnstone  
Electronics Correspondent

③ Guardian

- Peter Large  
Technology Correspondent

④ Daily Telegraph

- Roland Gribben  
Business Editor

⑤ Sunday Times

- Richard Brooks  
Technology Correspondent



10 DOWNING STREET

⑥ Observer  
- Steve Vines

⑦ Economist  
- Nick Measham.

- Names suggested  
by D/Industry press  
office.

Liz Drummond  
7 April 1982.



As Document  
Randy

10 DOWNING STREET

6/4

~~Mr. Leighton~~

I think we should have  
some journalists present  
at this presentation, and  
do I agree. Perhaps

You could suggest about  
half a dozen names by  
tomorrow evening.

WM

6/4

*L. S. Coakchild*



DEPARTMENT OF INDUSTRY  
ASHDOWN HOUSE  
123 VICTORIA STREET  
LONDON SW1E 6RB

6401

FROM THE  
MINISTER OF STATE  
FOR INDUSTRY AND  
INFORMATION TECHNOLOGY

TELEPHONE DIRECT LINE 01-212  
SWITCHBOARD 01-212 7676

KENNETH BAKER'S OFFICE

W Rickett Esq  
10 Downing Street  
WHITEHALL SW1

*1 letter to  
guests.*

*2 Press*

*2 April 1982 3 Subject 3*

*Dear Willie*

**INFORMATION TECHNOLOGY PRESENTATION : NO.10**

Your letter of 8 March asked for our thoughts on the presentation on information technology which is to take place at No.10 on 17 May together with a suggested guest list.

Purpose

The purpose of the presentation will be, through discussion, to get over the message and generate a threefold commitment on the part of industry, trades unions and the finance sector:

- to use IT;
- to train people in IT; and
- to invest in IT (both as suppliers and users).

Audience

The audience of ca 85 people will represent:-

Ministers	3
IT industry, including users	40
Financial interests	10
Trades Unions	6
MPs	6
IT Advisers	3
Others (academic, economists)	7
Officials	10

A suggested invitation list is attached.



### Format

In the two hours available our thoughts are that there should be three discussion sessions, each of  $\frac{1}{2}$  hour, with a speaker to introduce each item. These discussion sessions would be put in perspective by a brief video presentation (ca 15 minutes) by the Minister of Information and Technology using 5-6 Prestel television sets spread around the room rather than a screen. The session would end with a summing-up by the Prime Minister.

The themes of the discussion sessions would be:

- (i) Opportunities for industry (introduced by an industrialist)
- (ii) IT and jobs (led by an economist)
- (iii) Cable

Should you feel that the latter topic is already being very fully discussed, then I would suggest as the third topic - IT and training.

I should be grateful for your advice and comments on these suggestions and on the guest list, but in particular whether you have any names of people you would like to include.

Yours ever,  
*N M McMillan*

N M McMILLAN  
PRIVATE SECRETARY

## Suggested Guest List

### IT industry, including users and nationalised industries

Sir Robert Telford	GEC
D Alun-Jones	Ferranti
D Elsbury	Racal-Decca
R Wilmot	ICL
Sir Raymond Pennock	BICC
H Orr-Ewing	Rank Xerox
Dr P Strassman	Xerox
J Gestetner	Gestetner
T Matthews	Mitel
B Manley	Philips
J G Cottrell	BICC
D Morgan	Dowty
P Laister	Thorn-EMI
R Marriott	IBM
D Broad	Comart
C Sinclair	Sinclair Electronics
I Barron	Inmos
K Walkerden	British Olivetti
A Chandor	Aregon
Sir George Jefferson	BT
J Alvey	BT
D Head	Rolls Royce
W B Willott	BTG
R Dearing	PO
D Fairbairn	NCC
A Milne	BBC
R Denny	Rediffusion
D Firmberg	Eoysos
J Ockenden	CAP
D Harris	Tesco
Sir John Sainsbury	Sainsbury
B J Perry	British Library
R J Kelly	American Express
C Bradley	Publishers Association
J Leighfield	BL Systems Ltd

P Hughes  
Sir R Lygo  
B Cowgill  
J McHugh  
B Rigby  
A Duncanson

Logica  
British Aerospace  
Thames Television  
BGC  
CBI  
ICI, Fulshaw Hall,  
Wilmslow SK9 1QB

Trades Unions

L Murray  
F Chapple  
B Stanley  
B Sherman  
E Hammond  
R Grantham

TUC  
EEPTU  
POEU  
ASTMS  
EEPTU  
APEX

Others

Prof R Needham  
R Fothergill  
Dr P Stoneman  
Prof J Heath  
M Harrison  
  
Sir Henry Chilver  
  
D Young

Cambridge University  
MEP  
Warwick University  
LSE  
Director of Education,  
Sheffield  
Vice-Chancellor,  
Cranfield Institute of  
Technology  
MSC

Financial/Economic

J G Quinton  
F W Crawley  
T M Rybczynski  
R Galpin  
M E Nelson  
A R Cole-Hamilton

Barclays Bank  
54 Lombard Street, EC3  
Lloyds Bank  
71 Lombard Street, EC3  
Lazard Bros  
21 Moorfields, EC2  
Bank of England EC2  
Reuters  
85 Fleet Street, EC4  
Clydesdale Bank  
43 Brunswick Street, Glasgow  
G1 1TJ

S G Errington

Mercantile Credit Co  
Elizabeth House  
Gt Queen Street WC2  
Charterhouse Japhet

B Fireman

Warburgs

D Scholey

IT Advisers

C Read

IBRO

C Southgate

BOC DataSolve

I Cohen

Mullard

Government

Mr P Jenkin

DoI

Mr K Baker

DoI

Mr J Wakeham

DoI

Members of Parliament

Mr J Butcher

Coventry, SW

Mr K Warren

Hastings

Mr G Johnson-Smith

East Grinstead

Mr J Lee

Nelson & Colne

Mr G Neale

Cornwall, N

Mr I Lloyd

Havant

Officials

R H F Croft

Deputy Secretary, DoI

W Hyde

Deputy Secretary, Home Office

T Burns

Chief Economic Adviser,  
Treasury

Dr O Raith

Chief Scientist, DoI

J B Unwin

Under-Secretary, Cabinet Office

G Watson

Under-Secretary, CCTA

A J Macdonald

Under-Secretary, IT Division DoI

J H M Solomon

Under-Secretary, PT Division DoI

J C J Thynne

Assistant Secretary, IT Division  
DoI

R Courtney

SPSO, Cabinet Office



Memorable Credit Co  
Elizabeth House  
11 Queen Street West  
Charterhouse Street

Printer

Printers

TRHO

100 Waterloo

Ontario

Doi

Doi

Doi

Government, PW

Building

East-End

Nelson & Colne

Corwall, W

Hayes

Deputy Secretary, Doi

Deputy Secretary, Home Office

Chief Economic Adviser

Treasurer

Chief Scientist, Doi

Under-Secretary, Cabinet Office

Under-Secretary, CETA

Under-Secretary, IT Division Doi

Under-Secretary, PT Division Doi

Assistant Secretary, IT Division

Doi

Proc. Cabinet Office

Mr G Richardson

Mr P. B. ...

Mr. ...

IT Adviser

C. Reed

C. ...

I. Cohen

Government

Mr. I. ...

Mr. W. ...

Mr. J. ...

Members of Parliament

Mr. J. ...

Mr. K. ...

Mr. G. ...

Mr. J. ...

Mr. G. ...

Mr. I. ...

Officials

Mr. H. ...

W. ...

T. ...

Mr. O. ...

J. ...

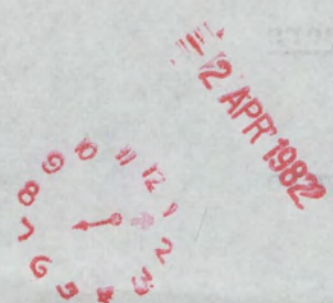
C. ...

A. ...

Mr. H. ...

J. C. J. ...

Mr. R. ...



vb

bc Mrs Goodchild  
Miss Stephens

29/3  
no. purchase.

nm  
29/3

Willis

Have you received  
a reply Kay 29/3

26/3

closed 29/3

8 March 1982

Sue. Did you have any luck today?  
Kay 30/3

We spoke this afternoon about your Minister's suggestion that the Prime Minister should hold a reception at which he would make a presentation to the guests on information technology. I understand that Mr. Baker had in mind that senior representatives of both Government and industry and perhaps the world of education should be invited.

The Prime Minister has agreed in principle to hold such a reception, and we have two hours free from 1800-2000 on Monday 17 May. I should be grateful if you could let me have, by 26 March, your suggested guest list, as well as your thoughts on how the presentation and reception should be arranged.

WFSR

Neil McMillan, Esq.,  
Department of Industry.

MR. RICKETT

c.c. Mrs. Goodchild  
Mr. Taylor

I sent you a minute last night about the seminar on the subject of Information Technology. The date was incorrect.

But we have decided to go for Monday, 17 May. The time will be the same - 1800 - 2000.

es.

25 February, 1982.

✓

cc: Mrs. Goodchild  
Mr. Taylor

MR. RICKETT

You asked me to look out a date for you when the Prime Minister could host a seminar here at No. 10 on the subject of Information Technology.

This will take place on Tuesday 7 April from 1800 hours to 2000 hours.

CAROLINE STEPHENS

24 February 1982

Willie over to you

• We're not DOI

(1)

K. B.'s office  
in general terms



Caroline

I need an  
evening for  
this

10 DOWNING STREET

Prime Minister

Kenneth Baker suggested, during  
his audio-visual LT briefing  
for NEDC for you, that he  
might do an extended version,  
with better displays, for a  
Downing St reception; with senior  
industrialists, city and commerce  
representatives, and opinion-formers  
present — together with some senior  
Ministers. His talk would be, say,  
about 30 minutes, followed by a  
discussion.

OVER

Do you wish such an  
occasion to be arranged?

MLS 18/2

I would like it -

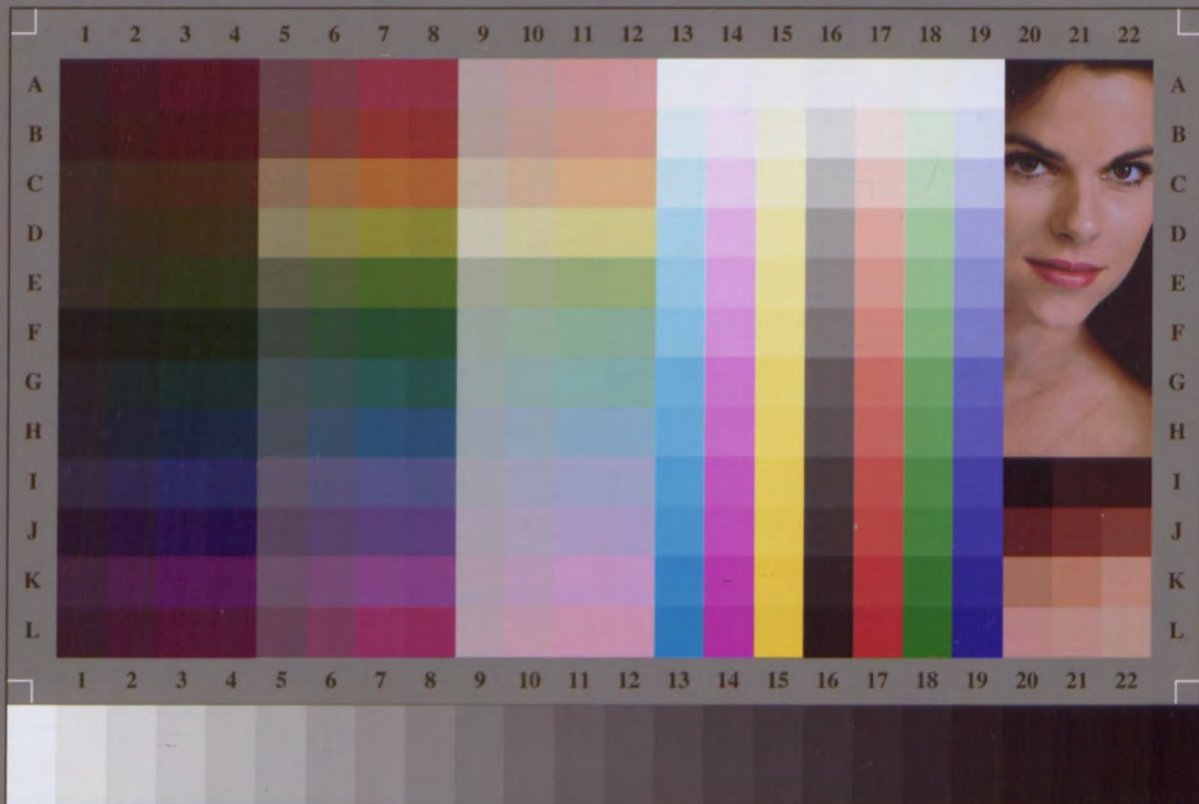
perhaps someone to

assist in it. -not

before. not.

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C M Y



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Professional Papers

