

c.c. D/T (with encs)  
D/I " "



10 DOWNING STREET

*From the Private Secretary*

13 September, 1982.

The Prime Minister has asked me to thank you for your letter of 9 September enclosing details of a number of initiatives which Robinson Design Partnership is taking in order to obtain business in Japan, China and Hong Kong. I am bringing this information to the attention of the Departments of Trade and Industry.

A. J. COLES

C. Gibb, Esq.

HU

# Robinson Design Partnership

ARCHITECT SURVEYORS

H C Robinson, B.Eng. Ph.D. C.Eng. MICE  
G Brown, RIBA  
P Bradley, FCSI  
C Gibb, AFS, FFB, MBIM  
A Griffin, LIOB  
A P Hughes, FFS  
A Raper, FFS

Telex 51385 ROBRING

Grantham House Laisteridge Lane Bradford BD7 1QT

Tel: 0274 24185-7

OUR REF CG/CS

YOUR REF

9th September 1982

Margaret Thatcher M.P.,  
10, Downing Street,  
LONDON. SW1

Dear Prime Minister,

We would like to wish you an enjoyable and successful visit to Japan, China and Hong Kong between the 16th and 29th September.

May we please draw to your attention some initiatives we are taking in an attempt to obtain business in these Countries.

We enclose copies of our correspondence to the following :-

Japan.

1. Employers Associations - Tokyo.
2. Japan Chamber of Commerce and Industry - Tokyo.
3. Midland Bank Ltd. - Fagin Building, Tokyo.
4. British Embassy - Tokyo.
5. United Nations Organisation - Tokyo.
6. Association of Management Consultants in Japan - Tokyo.

China.

1. China Council for the promotion of International Trade - Beijing.
2. British Embassy - Beijing.

Hong Kong.

1. Employers Federation of Hong Kong - Asian House,
2. Midland Bank Group Representative Officer - Gammon House,
3. British Embassy.
4. Hong Kong Trade Development Council - London.

/Cont....

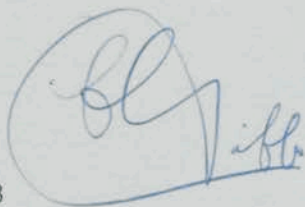
Margaret Thatcher M.P.

9th September 1982

/Cont....

You may be interested to learn that following your visit to the Middle East last April we also visited the area with the Leeds Chamber of Commerce Trade Mission and pleased to say we aquired some business in Saudi Arabia. Let us hope you have the same good fortune for us in the Far East.

Yours faithfully,  
Per pro. ROBINSON DESIGN PARTNERSHIP.

A handwritten signature in blue ink, appearing to be 'C. Gibb', written over a circular scribble.

C. GIBB

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9th September 1982

British Overseas Trade Board,  
Export Services and Promotion Division,  
Department of Trade,  
Export House,  
50, Ludgate Hill,  
LONDON. EC4M 7UH

Dear Sirs,

We are hoping to expand our overseas Architectural/Engineering professional consultancy work either directly or through a new U.K. based company called ROBINCO INTERNATIONAL LTD.

For your information we attach an outline of the practices giving a list of the types of commissions carried out. Other disciplines can be provided as required and if necessary ROBINCO will also be able to undertake a complete design/build package or turn-key operation.

Would it be possible for you to let us have some general literature and publicity material together with any contacts or specific information that you consider would be of particular interest to us.

We would welcome your advice about which parts of the world we could be best devoting our efforts.

We would also be grateful if you could please send us relevant details of any organisations in the U.K. or abroad which you might suggest it would be worth while the new Company or certain of its directors joining or being associated with.

We also enclose a copy of <sup>a</sup> letter which we have sent to the Prime Minister in connection with her visit to the Far East between the 16th and 29th September and wonder if you can be of any assistance with these enquiries, particularly at this time.

Yours faithfully,  
Per pro. ROBINSON DESIGN PARTNERSHIP.

C. GIBB

c.c. Mr. Baddens - BOTB, Leeds.  
Mr. C. Wilson - Leeds Chamber of Commerce & Industry

with compliments



JAPAN.

Robinson Design Partnership

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9th September 1982

Employers Associations.,  
Nihon Keieisha Dantai Renmei,  
Keidanren Kaihan,  
1-9-4 Otemachi,  
Chiyoda-ku,  
TOKYO,  
Japan.

Dear Sirs,

Our Prime Minister, Margaret Thatcher is to visit your Country between 17th and 22nd of September and amongst a number of important questions which we understand she hopes to discuss with your government will be trade relations and opportunities for British business.

Bearing this in mind we should like you to know that we are hoping to expand our overseas Architectural/Engineering professional consultancy work either directly or through a new U.K. based company called ROBINCO INTERNATIONAL LTD.

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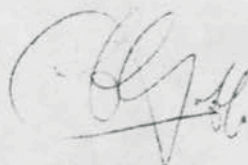
Would it be possible for you to let us have some general literature and publicity material on your activities together with any contacts or specific information that you consider would be of particular interest to us.

We would welcome your advice about any specific locations and situations within your areas of operation where there may be a need of our services.

We would also be grateful if you could please send us a set of membership application forms and relevant details of any organisations in your area which you might suggest it would be worth while the new company joining or being associated with.

Yours faithfully,  
Per pro. ROBINSON DESIGN PARTNERSHIP.

C. GIBB



c.c. Prime Minister - Margaret Thatcher. M.P., 10, Downing Street, London. SW1

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OUR REF CG/CS

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9th September 1982

Japan Chamber of Commerce & Industry.,  
2-2 Marunouchi 3-chome,  
Chiyoda-ku,  
Tokyo,  
Japan.

Dear Sirs,

Our Prime Minister, Margaret Thatcher is to visit your Country between 17th and 22nd of September and amongst a number of important questions which we understand she hopes to discuss with your government will be trade relations and opportunities for British business.

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Would it be possible for you to let us have some general literature and publicity material on your Chamber together with any contacts or information that you consider would be of particular interest to us.

We would welcome your advice about which specific locations within the areas you cover we would be best devoting our efforts.

We would also be grateful if you could please send us a set of membership application forms and relevant details of the chamber with also the names and addresses of any other organisation in either the UK or abroad which you might suggest it would be worthwhile the new Company or certain of its directors joining or being associated with.

Yours faithfully,  
Per pro. ROBINSON DESIGN PARTNERSHIP.

C. GIBB

c.c. Prime Minister - Margaret Thatcher. M.P., 10, Downing Street, London. SW1

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9th September 1982

Midland Bank Ltd.,  
Tokyo Branch,  
Fogin Building,  
4-2, Marunouchi 1-Chome,  
Chiyoda-ku,  
CPO Box 994,  
Tokyo 100-91,  
JAPAN.

Dear Sirs,

Our Prime Minister, Margaret Thatcher is to visit your Country between 17th and 22nd of September and amongst a number of important questions which we understand she hopes to discuss with your government will be trade relations and opportunities for British business.

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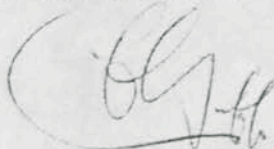
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Would it be possible for you to let us have some general literature and publicity material on the Bank and its promotional activities, together with any contacts or specific information that you consider would be of particular interest to us.

We would also be grateful if you could please send us a set of membership forms or relevant details of any organisations etc. which you might suggest it would be worth while the new company joining or being associated with.

Yours faithfully,  
Per pro. ROBINSON DESIGN PARTNERSHIP.

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c.c. Prime Minister - Margaret Thatcher. M.P., 10, Downing Street, London. SW1



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OUR REF CG/CS

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10th September 1982

British Embassy,  
Commercial Department,  
1, Ichebancho,  
Chiyoda-Ku,  
Toyko,  
JAPAN.

Dear Sirs,

Our Prime Minister, Margaret Thatcher is to visit your Country between 17th and 22nd of September and amongst a number of important questions which we understand she hopes to discuss with your government will be trade relations and opportunities for British business.

Bearing this in mind we should like you to know that we are hoping to expand our overseas Architectural/Engineering professional consultancy work either directly or through a new U.K. based company called ROBINCO INTERNATIONAL LTD.

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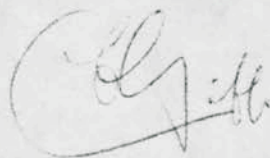
Would it be possible for you to let us have some guidance notes and publicity material on the promotional work and activities of your commercial section together with any contacts or general information that you consider would be of particular interest and assistance to us.

We would welcome your advice about any specific locations and situations within your areas of operation where there may be a need of our services.

We would also be grateful if you could please send us a set of membership application forms or relevant details of any organisations, clubs or other bodies which you might suggest it would be worth while the new company joining or being associated with.

Yours faithfully,  
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c.c. Prime Minister - Margaret Thatcher. M.P., 10, Downing Street, London. SW1

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10th September 1982

United Nations Organisation,  
Information Office,  
Shin Ohtemachi Building,  
Rm, 450,  
2-1 Ohtemachi 2-Chome,  
Chufoda-Ku,  
Tokyo,  
JAPAN.

Dear Sirs,

Our Prime Minister, Margaret Thatcher is to visit Japan between 17th and 22nd of September and amongst a number of important questions which we understand she hopes to discuss with the government will be trade relations and opportunities for British business.

Bearing this in mind we should like you to know that we are hoping to expand our overseas Architectural/Engineering professional consultancy work either directly or through a new U.K. based company called ROBINCO INTERNATIONAL LTD.

For your information we attach an outline of the practices giving a list of the type of commissions carried out. Other disciplines can be provided as required and if necessary ROBINCO will also be able to undertake a complete design/build package or turn-key operation.

Would it be possible for you to let us have some general literature and publicity material on both U.N.O. and U.N.E.S.C.O. together with any contacts or specific information that you consider would be of particular interest to us.

If you are able to do so we would welcome your advice about who to contact within U.N.O. and U.N.E.S.C.O. about the possibility of engaging our services.

We would also be grateful if you could please send us a set of membership application forms and relevant details of any associated bodies or organisations which you might suggest it would be worth while the new company or certain of its directors joining or being associated with.

Yours faithfully,

Per pro. ROBINSON DESIGN PARTNERSHIP.

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c.c. Prime Minister - Margaret Thatcher. M.P., 10, Downing Street, London. SW1

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10th September 1982

Association of Management Consultants in Japan.,  
1;22, Shiba Koen 3-Chome,  
Minato-Ku,  
TOKYO,  
Japan.

Dear Sirs,

Our Prime Minister, Margaret Thatcher is to visit your country between 17th and 22nd of September and amongst a number of important questions which we understand she hopes to discuss with your government will be trade relations and opportunities for British business.

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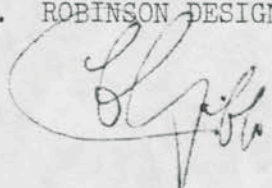
Would it be possible for you to let us have some general literature and publicity material on your activities together with any contacts or information that you consider would be of mutual interest to us.

We would welcome your advice about any specific locations and situations within your areas of operation where there may be a need of our services.

We would also be grateful if you could please send us relevant details of any organisations which you might suggest it would be worth while the new company joining or being associated with.

Yours faithfully,  
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c.c. Prime Minister - Margaret Thatcher. M.P., 10, Downing Street, LONDON. SW1

with compliments

CHINA.

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OUR REF CG/CS

YOUR REF

9th September 1982

China Council for the Promotion of International Trade,  
4, Fai Ping Qiao Street,  
Beijing,  
CHINA.

Dear Sirs,

Our Prime Minister, Margaret Thatcher is to visit your Country between 22nd and 26th of September and amongst a number of important questions which we understand she hopes to discuss with your government will be trade relations and opportunities for British business.

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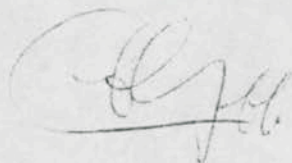
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10th September 1982

British Embassy,  
Commercial Department,  
11, Kuang Hau Lu,  
Jian Gus Man Wai,  
Beijing,  
CHINA.

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c.c. Prime Minister - Margaret Thatcher. M.P., 10, Downing Street, London. SW1

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9th September 1982

Employers Federation of Hong Kong,  
2005, Asian House,  
1, Hennessy Road,  
HONG KONG.

Dear Sirs,

Our Prime Minister, Margaret Thatcher is to stay in Hong Kong from 26th to 28th September towards the end of her visit to the Far East. During this visit we understand that trade relations and opportunities for British business will be included when discussing bilateral questions.

Bearing this in mind we should like you to know that we are hoping to expand our overseas Architectural/Engineering Professional consultancy work either directly or through a new U.K. based company called ROBINCO INTERNATIONAL LTD.

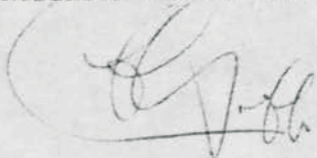
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c.c. Prime Minister, Margaret Thatcher. M.P., 10, Downing Street, London. SW1



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10th September 1982

Midland Bank Group Representative Officer.,  
801, Gammon House,  
12, Harcourt Road,  
HONG KONG.

Dear Sirs,

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10th September 1982

British Embassy,  
Commercial Department,  
British Trade Commission,  
POB 528,  
9th Floor,  
Gammon House,  
12, Harcourt Road,  
HONG KONG.

Dear Sirs,

Our Prime Minister, Margaret Thatcher is to stay in Hong Kong from 26th to 28th of September towards the end of her visit to the Far East. During this visit we understand that trade relations and opportunities for British business will be included when discussing bilateral questions.

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10th September 1982

Hong Kong Trade Development Council.,  
14-16, Cockspur Street,  
LONDON. SW1Y 5DP

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For your information we attach an outline of the practices giving a list of the types of commissions carried out. Other disciplines can be provided as required and if necessary ROBINCO will also be able to undertake a complete design/build package or turn-key operation.

Would it be possible for you to let us have some general literature and publicity material on the activities of the Development Council together with any contacts or specific information that you consider would be of particular interest to us.

We would welcome your advice about which types of work and where in the Crown Colony we would be best devoting our efforts.

We would also be grateful if you could please send us a set of membership application forms and relevant details of any other organisations in London or particularly in Hong Kong which you might suggest it would be worth while the new company or certain of its directors joining or being associated with.

Yours faithfully,  
Per pro. ROBINSON DESIGN PARTNERSHIP.

C. GIBB

c.c. Prime Minister - Margaret Thatcher. M.P., 10, Downing Street, London. SW1

# J. Robinson & Son and Associates

## Consulting Civil and Structural Engineers

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## Robinson Design Partnership

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### Outline of Practices

The practice was established in 1947 by the late Jack Robinson to carry out works of an Engineering and Architectural nature.

As the practice expanded and work became even more technical and specialist, it was decided in 1971 to separate the two professions. Robinson Design Partnership was formed to carry out works of an Architectural nature, with J. Robinson & Son (and Associates) to continue as Consulting Civil and Structural Engineers. They nevertheless operate in close collaboration and offer a joint service.

The Partnership maintains the original principals of J. Robinson & Son, who collectively have more than 150 years worth of experience with the practices.

The practice has always been and continues to be dedicated to the principle of complete partner involvement.

Professional Indemnity Insurance is adequate and details can be provided if requested.

The following schedule of the types of commissions undertaken since 1947 gives some indication of the varied experience and expertise which has been acquired.

1) Textile

Weaving and Spinning Sheds.  
Carpet Factories.  
Dyehouses.  
Dams.  
Power Plant etc.

2) Engineering

Effluent Plants and Land Drainage  
Machine Shops  
Steel Factories.  
Plastic Coated Strip Mill  
Turbo-Generating Plants.  
Steelworks.  
Switchgear & Instrumentation Works.  
Mechanised Iron Foundries.  
General Factory Premises.

3) Warehousing etc

Transport Depots.  
Cash & Carry Warehouses.  
Wholesale Distribution Depots.  
Large and small Industrial Estates.  
Mechanised Storage Units.  
Supermarkets  
Mail Order Depots.

4) Newspapers

Offices  
Works  
Installation of Plant etc.  
Press Halls.

5) Offices

Multi-Storey Office Blocks  
Water Board Offices  
Canteens etc.  
Refurbishing & Conversions.

6) Banks

New Banks  
Refurbishing of Existing Bank Premises

7) Local Authority/Municipal

Commercial Developments  
Roadworks.  
Consultancy Commissions.

8) Milk and Mineral Water

Factories  
Pasteurised Milk Plants  
Depots

Contd....

9) Housing

Flats  
Housing Estate Layouts  
Housing Development Work  
Private Houses.

10) Petroleum

Storage and Distribution Depots  
Filling Stations etc.  
Motorway Service Areas.

11) Manufactured Joinery Works

Factories  
Nation-wide Distribution Depots

12) Hospitals

Nursing Homes  
Burns Units

13) Sundries

Swimming Pools  
Chapels  
Churches  
Social Clubs  
Structural Reports  
Schedules of Dilapidations etc.  
Land & Building Surveys.  
Architectural Illustrations and Models.  
Feasibility Studies