

1. Sylvia
2. Elyse

H/B13/23

(69)

Mr Harley

BEECHAMS AND BPL

As I told you, Mr Hart is concerned at the time it is likely to take to get Ministerial guidance on further negotiations. I have therefore agreed with him that he and I (only) should meet Beechams very informally, probably early in October, for a further exploratory discussion of those aspects of Beecham's proposals - and if desirable, other key matters - which seem to us to be potential causes of major difficulty. The purpose would be to assist us in briefing Ministers. It would be made clear that we would want to discuss/negotiate other matters in due course.

I should be grateful for notes on issues which you and colleagues think should be raised at such a meeting.

GRO-C

19 September 1980

(P J WORMALD)

cc: Mr Hart
Dr Oliver
Dr Walford
Mr Godfrey

buying on the "open market"
agency fee on top revenue charge
option to become "commercial"
restricting sales to other vol. transmission services

Office meeting held 29.9.80. No note was taken but the discussion was reflected in Mr Wormald's subsequent meeting with Beecham.