

**IOD**  
Institute of Directors



NORTHERN IRELAND  
DIVISION  
Chairman  
David Linter CA  
Director  
John Gorman CVO CBE MC DL  
Secretary  
Peggy Gomersall

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Belfast  
BT9 5DU  
Telephone (0232) 381591  
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Rt Hon Peter Brooke MP  
Secretary of State for Northern Ireland  
Northern Ireland Office  
Stormont Castle  
BELFAST BT4 3ST

25th January 1990

My dear Secretary of State,

I attach a copy of a letter which John Gorman sent to the members of the NI Division of the Institute of Directors last week about a Conference which the NI Division and its counterpart in the Irish Republic propose to sponsor on 11th April. Judging by the initial response to the letter, there is considerable support from the membership for the holding of the Conference.

The Committee of the NI Division commended the Conference unanimously to members in the light of the reported outcome of discussions between the Director of the Institute and NIO Officials at the early formative stage of the project. It seems that there may have been some misunderstanding about the position of the NIO - not in regard to the concept, which the NIO finds attractive, but in regard to the political dimension, particularly in view of your subsequent Bangor initiative. You will see that the Institute is sensitive to this aspect and has been scrupulously careful to place the Conference in a strictly industrial context. The first publicity given to the event - an article in Tuesday's Newsletter by John Kenny - also reflected this approach.

It cannot be denied, of course, that the fact of such a Conference might be exploited for political ends, though the Director has taken prior soundings and provided careful explanations designed to avert this risk. I hope that if the Conference secures the necessary support, it may serve, subject to protocols, to demonstrate that business concerns can be pursued by businessmen North and South in a normal, straightforward fashion, to the benefit of both parts of the island.

I need hardly say that the Institute would be delighted that you should be associated in whatever way you deem appropriate with the Conference. The emphasis, as you will see from the attached letter, is on identifying and facilitating private sector relationships, a refreshingly non-dirigiste approach which I am sure you welcome. Alternatively, if you should

feel that your personal involvement in the proceedings would not be appropriate, the Institute would entirely understand. In that event, we would of course be very happy to facilitate you eg: by any social or other arrangement outside the formal proceedings which would be useful.

Telephone (0232) 361551  
FAX (0232) 681792

I hope that you will find this letter helpful and I look forward to hearing from you.

12 January 1990

Yours sincerely,

David Linter  
Chairman

Our International Conference last November was very successful but there is still much to do to get ourselves for 1992 and beyond. How can we capitalise on the interest stimulated by the Conference?

1. Much of the effort now needs to be directed to the sectoral rather than the general level.
2. As the European Community moves towards some form of Economic and Monetary Union, we should make sure that the institutions of the EC are fully briefed by Business, not only on our economic potential, but on the risks posed by our peripheral location. Those occupying a representative role in the European Parliament and on the Economic and Social Committee should be given opportunity to inform themselves on industry's views.
3. The Single Market means precisely what it says - and implies vigorous business activity across frontiers. This will be primarily achieved not by Governments, but by the establishment of mutually beneficial relationships between companies in the different States which make up the Community. Our November Conference was attended by a sizeable and representative group of Northern business people, including Ralph MacDerby, the Chairman of the IOD in the Republic of Ireland. He has identified considerable interest on the part of his members in attending a follow-up Conference focussed on Cross-Border Trade, and Business Co-operation.



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**IMPORTANT - please reply NOW**

Dear Member,

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Putting these points together, it is proposed to hold a Conference jointly sponsored by the IoD (Northern Ireland Division) and the IoD Branch in the Republic. The two key factors would be:

1. The Conference would largely consist of Sectoral Sessions covering subjects of mutual North/South interest such as, Manufacturing and Distribution; Agriculture, Food, and the Environment; High Technology; The Service Sector including Public Procurement; Tourism, Transport, and Leisure; Education and Training.
2. Representatives of all the main institutions of the European Community would be invited to participate alongside representatives of industry and commerce from Northern Ireland and the Republic. Thus, invitations would be extended to the Members of the European Parliament and of the Economic and Social Committee who reside in Northern Ireland or the Republic; to representatives of the European Commission in Brussels who have a particular interest in regional policy or in the sectoral issues; and to the President of the Council of Ministers (Mr Charles Haughey).

The Committee of the IoD (NI Division) is most enthusiastic about this proposal. However, the Conference would only succeed in its purpose to the extent that it is well attended by representatives, both of the EC institutions and of the business community.

It is proposed to hold the Conference in Belfast and the major burden of organisation (which would be considerable) would fall on the IoD (Northern Ireland Division). Before embarking on the project, therefore, we wish to research the market to establish the amount of business support which would be forthcoming for such a Conference.

The idea would be to arrange the Conference for April, probably shortly before Easter. To enable you to decide whether you would attend, I attach a provisional draft outline of the proposed format which may, of course, be changed.

If you would wish to come, please call us at the Arts Council on (0232) 381591, or drop me a note. I should appreciate hearing from you by return, so that we can move ahead rapidly with planning and detailed arrangements if the response is positive.

Yours sincerely,

John Gorman  
Director

PROGRAMME DATES

CONFERENCE CHAIRMAN: **CROSS BORDER TRADE**  
**AND BUSINESS CO-OPERATION**

**AFTER 1992**

Morning: Mr David Linter  
Chairman, IOD Northern Ireland Division

Proposed Programme Mr MacDarby  
Chairman, IOD Republic of Ireland Branch

- 09.30 Introduction by Conference Chairman
- Industry Sector Chairman:  
09.40 Plenary Address  
(Afternoon: Economic and Social Committee of European Community)
- 10.10 Industry Sectors: Parallel session
- Manufacturing:  
11.10 Coffee
- Morning:  
11.30 Address by President of Council of Ministers of European  
Community
- Professional Services:  
12.30 Buffet Luncheon
- Morning: Mr Gordon Burnison, OBE, RL  
14.00 Industry Sectors: Parallel session
- 15.15 Tea
- 15.35 Industry sectors: Parallel session
- 16.30 Reports by Industry Sectors to Plenary Session
- Tourism & Leisure:  
17.20 Summary by Conference Chairman
- Morning: Dr William Hastings  
17.30 Ends
- 18.30 Reception
- 19.30 Theatre evening at Grand Opera House  
- The Bolshoi Ballet
- 22.00 After Theatre Supper at Europa Hotel

Morning: Dr Alistair MacDuckian



**Programme Format**

**Industry Sector Reporters**

**Conference Chairmen:**

A spokesperson from each sector will be elected by participants in plenary session to present a report and recommendations to the plenary session. This will be acceptable, although N.E.P. may be chosen as spokespersons.

Morning: Mr David Linter  
Chairman, IOD Northern Ireland Division

Afternoon: Mr Ralph MacDarby  
Chairman, IOD Republic of Ireland Branch

**Industry Sector Chairmen:**

IOD Northern Ireland Division will host a supper party for (Afternoon Chairmen from Republic of Ireland still to be confirmed) on the evening prior to the conference.

**Manufacturing:**

Morning:

Per Person

**Professional Services:**

Morning: Mr Gordon Burnison, OBE, BL.

**Education & Training:**

Morning: Sir Peter Froggatt

**Tourism & Leisure:**

Morning: Dr William Hastings

**Technology & Communications:**

Morning: Dr. Gordon Beveridge

**Agriculture & Food:**

Morning: Dr. Alistair McGuckian

### Industry Sector Rapporteurs

A spokesperson from each sector will be elected by participants in that session to give a 10 minute report and recommendations to the plenary session. "Political" addresses will not be acceptable, although M.E.P.'s may be chosen as spokespersons.

### Additional Events

IOD Northern Ireland Division will host a supper party for representatives of IOD, Republic of Ireland branch at the Europa Hotel on the evening prior to the conference.

### Costs

### Per Person

Registration Fee including conference, documentation, buffet luncheon, tea and coffee	£50 + VAT
Registration Fee for university students and sixth formers including conference, documentation, buffet luncheon, tea and coffee	£20 + VAT
Theatre Evening and Theatre Supper	£39.50
Accommodation including breakfast (Accommodation for accompanying persons is free)	£33.50
Buffet Luncheon for accompanying persons	£10

All prices are in £ sterling.