

Message

**From:** Kang, Harjinder (TRADE) [/O=EXCHANGELABS/OU=EXCHANGE ADMINISTRATIVE GROUP (FYDIBOHF23SPDLT)/CN=RECIPIENTS/CN=DB54B88C1C0D410FB4D3FAC37C729E72-KANG, HARJI]  
**Sent:** 26/03/2020 2:28:09 PM  
**To:** TPG Director General (Trade) [tpg-directorgeneral@trade.gov.uk]; I&S NR  
**CC:** Mahon, John (Trade) [john.mahon@trade.gov.uk]; Tierney, Darren (Trade) [darren.tierney@trade.gov.uk]  
**Subject:** Re: Urgent: China procurement update

Hi NR John

It's something that has been discussed a number of times - we have numerous incoming offers of help/stock/supplier etc of all the equipment which the UK is, or perceived to be, short of e.g. PPE, Ventilators, Testing kits etc. Some of the interface with DHSC is direct with our team in China via the FCO and we find out after the event via our HMTCS - this led to the face mask and ventilator orders and to be commended. However, there are many (I suspect I in the thousands) that go to the DHSC inbox directly or via my team who are receiving these on a regular basis, qualifying and then sending on as agreed. These are probably being assessed but too slowly for many - the note below is one example. DIT could act as the global interface for the procurement for all supplies in this crisis and relieve DHSC of the pressures they are under but the point does not resonate for whatever reason - something that the GTI leadership has discussed on a number of occasions.

It's definitely worth a discussion and there may be perfectly valid reasons for the approach - but we have a global and national network poised to go and getting frustrated.

Kind regards

Harjinder



**Harjinder Kang | Director Healthcare, Life Sciences & Bio Economy**

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**From:** "TPG Director General (Trade)" <tpg-directorgeneral@trade.gov.uk> I&S  
**Date:** Thursday, 26 March 2020 at 14:12  
**To:** NR <NR@trade.gov.uk>, "Kang, Harjinder (TRADE)" <Harjinder.Kang@trade.gov.uk>  
**Subject:** Urgent: China procurement update

Hi both,

Apologies now see the email I was referring to: NR needs some advice on this urgently.

Has anything been done about this yet? How best should John respond?

Hajiinder - grateful if you could advise on best way to feed into DoH? Should John mention this to Clara Swinson?

Thanks,

NR



NR

(she/her) | Private Secretary to John Alty |

Trade Policy Group - Director General |

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I&S

[tpg-directorgeneral@trade.gov.uk](mailto:tpg-directorgeneral@trade.gov.uk) |

**From:** Tom Duke \* (BEIJING)(Sensitive) <Tom.Duke@fco.gov.uk>

**Sent:** 23 March 2020 17:31

**To:** Alty, John (Trade) <john.alty@trade.gov.uk>

**Cc:** Edwards, John <john.edwards@fco.gov.uk>; TPG Director General (Trade) <tpg-directorgeneral@trade.gov.uk> I&S

NR

@trade.gov.uk;

NR

@trade.gov.uk>

**Subject:** FW: China procurement update

Hi NR

I hope all is well.

I understand you are taking part in the official meetings that shadow the FS-chaired International Ministerial Implementation Group.

I am currently leading the procurement of ventilators, personal protection equipment (PPE), C-19 test kits and other healthcare supplies from China. We are working closely with DHSC procurement and NHS supply chain. A summary is below (this will increase overnight - we have now secured over 3,500 invasive ventilators, for example).

China is not the only country from which we are securing healthcare supplies. But it is one of the major sources given China's role in the global economy and its ongoing economic re-opening.

**The single most important ask from our team in China is this: London should approve procurement immediately of everything the NHS will need in the coming weeks and months.** Delay will mean we may not be able to secure stock. We understand the need to prioritise, but we must stop our current sequential approach.

To give just one example, last Thursday we informed DHSC we were ready to procure 10s millions of C-19 test kits. Today we have still not received the green light to place orders. And over the weekend the US bought all the stock of C-19 testing kits in China.

We have been consistently behind the curve, but need to get ahead of it. The China network is ready to respond (we have dozens of people working on healthcare procurement, with more on standby). DIT is leading this work. The

expertise and industry connections of DIT teams in China is saving lives in the UK – and we can do more. Please feel confident to strongly make the case in any meetings where the opportunity arises.

Please let myself or **NR** (incoming HMTc, currently in London) know if we can provide further information, or if you would like to receive additional briefings/updates.

Thanks and best regards,

Tom

Tom Duke  
Minister Counsellor  
Department for International Trade  
British Embassy Beijing

Tel: I&S  
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*I work flexibly due to childcare responsibilities. I will occasionally send emails at strange times – please do not feel obliged to respond outside your usual working hours.*

**From:** [REDACTED] [@fco.gov.uk](mailto:[REDACTED]@fco.gov.uk)  
**Sent:** 23 March 2020 15:57  
**To:** [REDACTED] [@fco.gov.uk](mailto:[REDACTED]@fco.gov.uk); [REDACTED] [@fco.gov.uk](mailto:[REDACTED]@fco.gov.uk); [REDACTED] NR  
**Cc:** [REDACTED] [@fco.gov.uk](mailto:[REDACTED]@fco.gov.uk); [REDACTED] NR [@fco.gov.uk](mailto:[REDACTED]@fco.gov.uk); Alex Pinfield (Sensitive) <[Alex.Pinfield@fco.gov.uk](mailto:Alex.Pinfield@fco.gov.uk)>; [REDACTED] NR [@fco.gov.uk](mailto:[REDACTED]@fco.gov.uk); Christina Scott (Sensitive) <[Christina.Scott@fco.gov.uk](mailto:Christina.Scott@fco.gov.uk)>; [REDACTED] NR [@fco.gov.uk](mailto:[REDACTED]@fco.gov.uk); [REDACTED] NR [@fco.gov.uk](mailto:[REDACTED]@fco.gov.uk); [REDACTED] NR [@fco.gov.uk](mailto:[REDACTED]@fco.gov.uk); [REDACTED] NR [@fco.gov.uk](mailto:[REDACTED]@fco.gov.uk); [REDACTED] NR [@trade.gov.uk](mailto:[REDACTED]@trade.gov.uk); [REDACTED] NR [@cabinetoffice.gov.uk](mailto:[REDACTED]@cabinetoffice.gov.uk)  
**Subject:** RE: China procurement update

NR

Very busy weekend and long hours from teams. Working well with DHSC. Headline updates:

- Most activity on **PPE**. Contracts signed on \$40m worth of orders: 51.6m masks; 740k goggles. Moving on to gloves, hand gels, gowns. On masks/goggles, we think we've managed to secure 80% of DHSC's tasking. Working on a further 3 smaller contracts today.
- **Ventilators**. We've been given additional specs, so have been scrubbing through for possible additional stock and capability (beyond the 2.5k identified). The team have found some more possibilities pushing timelines to May - an extra 500 for May 10, and further 300 by May 17. We'll process sign off urgently today.
- **Testing kits**. We had a direction not to try to secure, but meanwhile Cab Office seems to have gone out directly via intermediaries. That has been confusing and not the right route for procurement. We're trying to unpick and make sure we are ready to respond when the ask comes through. But we need to underscore the speed at which supplies are disappearing. We had done the ground work to be ready to purchase on Thursday last week. Over the weekend the US came in and bought up \$100m worth, hoovering up most of the market.
- **Medicines** we've paused. Clear steer from DHSC we have sufficient stock and capacity in the UK (including as part of Brexit preparedness).

In trying to get ahead of the curve: