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SERIES

QATAR

PART:

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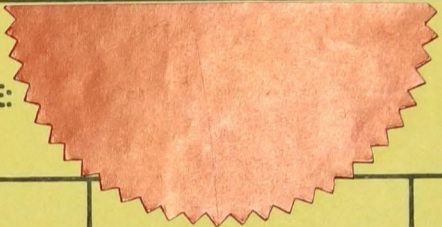
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February 1982

PART ENDS:

December 1993

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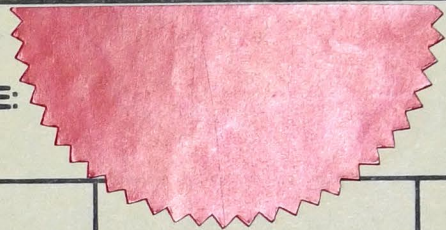
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December 1993

CAB ONE:



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PART

CLOSED

The Rt. Hon. Michael Heseltine MP
President of the Board of Trade



Roderic Lyne Esq
Private Secretary to the
Prime Minister
10 Downing Street
LONDON
SW1A 2AA

File.

Secretary of State
**Department of
Trade and Industry**

Ashdown House
123 Victoria Street
London SW1E 6RB

Direct line
071-215 4440

DTI Enquiries
071-215 5000

14 December 1993

Dear Roderic

Thank you for your letter of 26 November reporting the meeting between the Prime Minister and Terry Dicks MP.

We agree that it is important to maintain and develop contact at Ministerial level and in this context note that both the Minister for Trade and the Minister for Energy visited Qatar earlier this year. It is also good news that the Qatari Minister for the Interior finally managed to visit the United Kingdom recently.

There are no immediate plans for a DTI Minister to visit Qatar but we will bear in mind the point that visits, where possible, should be of a longer duration than some have been in the past.

Yours ever

David

DAVID MELVILLE
Assistant Private Secretary

JW12104

dti

the department for Enterprise





10 DOWNING STREET
LONDON SW1A 2AA

From the Private Secretary

26 November 1993

QATAR

Terry Dicks, M.P., discussed Qatar with the Prime Minister on 23 November. I am sorry that other events have delayed this account. The briefing which DTI and FCO provided was most useful.

Mr. Dicks took the line anticipated in the briefing. He said that there were very large commercial opportunities in Qatar, which would become even larger over the next few years. These mainly stemmed from the gas field. Other countries - particularly the French and the Italians - were being more active than the UK. We needed to raise our profile if we were not to miss out on a lucrative market.

The Prime Minister explained that we had been far from inactive, drawing on his briefing.

Mr. Dicks was pleased to hear of the excellent programme which was being prepared for the visit of the Qatari Minister of the Interior. He thought it particularly important that the Minister should have a meeting with the Home Secretary. However, he said that the postponement of some outward Ministerial visits had done us harm. He also argued that Ministers had a tendency to pass too quickly through Qatar. It was important that they should spend a proper amount of time there, and not just stop over.

Mr. Dicks said that it would be an excellent idea if the Prime Minister could include Qatar on a future overseas tour. He accepted that in the Prime Minister's case a stopover was likely to be all that was possible. That would be much better than no visit at all.

f

Follow-up

The Prime Minister would be grateful for further advice. Given the scale of the Qatari market, he would be interested to know whether you have plans for a trade mission in the coming year, led at a senior Ministerial level (and presumably visiting other places in the Middle East).

It is not yet clear whether any of the Prime Minister's journeys in 1994 are likely to take him near Qatar. Should they do so, I am sure that he will wish to try to spend a few hours there.

I am sending a copy of this letter to Dickie Stagg (Foreign and Commonwealth Office) and Melanie Leech (Cabinet Office).

RODERIC LYNE

Nick Welch, Esq.,
Department of Trade and Industry.

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CBUP

Foreign &
Commonwealth
Office

London SW1A 2AH

Prime Minister

✓
He may urge you
to go to Qatar. A
reasonable candidate for
a stop-over - but no
ready visit that way
on the schedule at the moment.

22 November 1993

Dear Roderic, Roderic

Qatar: Call on the Prime Minister by Terry Dicks MP
Tuesday 23 November

You asked for briefing for Terry Dicks' call on the Prime Minister tomorrow. Terry Dicks called on the Foreign Secretary on 18 November (copy of record enclosed). He will also call on the Defence Secretary tomorrow.

In October Terry Dicks led a four-man parliamentary delegation to Qatar, the second of its kind. The host was the Minister for Amiri Diwan Affairs, Dr Issa al Kuwari who is the Amir's closest adviser. The delegation called on the Amir, the Crown Prince, and a number of Ministers. Mr Dicks is a frequent visitor to Qatar. After his last visit in January he passed on a complaint to the Prime Minister from the Amir about the poor response of British firms to commercial opportunities in Qatar.

Mr Dicks acknowledged to the Foreign Secretary that the UK commercial effort had improved since his last visit but he still thinks that British industry are not taking a long term view of Qatar. He is also critical of the DTI's decision not to offer financial support for a British Water Seminar in Doha on 6 October.

The Prime Minister might like to say that we are trying to counter Qatar's accusations of lack of interest. The FCO, the DTI and our Embassy in Doha have made vigorous efforts to ensure that British companies are aware of the commercial opportunities. Exports this year are up nearly 30% on last year (I enclose a background note). The DTI have deployed extra resources to the market: an Export Promoter has been seconded to the Department from industry and a dedicated Qatar desk has been established. Mr Needham went to Qatar in April to open the "Britain in the Gulf" exhibition, and Mr Eggar visited Doha in May to support our oil, gas, and petrochemical sectors at a Seminar. To follow all this up the Offshore Services Office of the DTI have organised another event for January 1994.

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We are supporting our commercial efforts with other high level visits. We are pulling out all the stops for Sheikh Abdullah bin Khalifa al Thani, the Qatari Minister for the Interior and the third son of the Emir, who will visit London from 5-8 December as a Guest of Government. The Minister will meet HRH the Duke of Gloucester, the Home Secretary, the Foreign Secretary and Mr Aitken. He will also attend lunches hosted by Earl Ferrers (to which Terry Dicks will be invited) and Mr Eggar. Mr Hogg hopes to visit Qatar again as part of a Gulf tour early next year.

The Prime Minister may wish to draw on the above in talking to Mr Dicks and in particular to emphasise the following points:-

- We, the DTI and our Embassy have made vigorous efforts to ensure UK companies are aware of commercial opportunities in Qatar.
- We have tried to counteract Qatar's accusation of lack of interest and to overcome UK unfavourable perceptions of the Qatar market. Exports this year up nearly 30%.
- Rolling out the red carpet for the Amir's third son, Sheikh Abdullah, Qatari Minister of the Interior in December.
- Mr Hogg expects to visit Doha again soon to reinforce political links with the Amir.

There are two other points which Mr Dicks might raise:

- Long interregnum between Ambassadors was regrettably necessary for operational reasons. Gap coincided with long Doha summer holiday period.
- Regrettably that limited funds prevented us offering financial support to British Water Seminar. But does not appear to have affected success of the event. Seminar almost entirely organised by the Embassy. Over 80 Qatari officials from various ministries attended. Studying how we can build on this with future seminars.

I am sending copies of this to John Pitt-Brooke (MOD) and Peter Smith (DTI).

Xmas eve
Dicks

(C R V Stagg)
Private Secretary

Roderic Lyne Esq CMG
10 Downing Street

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Mr Nixon, MED 6

Call on Secretary of State by Terry Dicks MP and
Sir Keith Speed MP, 18 November

Terry Dicks MP and Keith Speed MP called on the Secretary of State in the House late on 18 November, principally to talk about their recent visit to Qatar. Mr Dicks led off by saying that the UK tended to miss tricks by eg not providing suitably warm welcomes for visitors from the Gulf (red carpets etc). This mattered because those involved were in a position to influence important commercial contracts. For example, the Qatari Minister of the Interior (a son of the ruling Amir) was due to visit Britain in December. It was important that he should be seen by Michael Howard and other senior Ministers. Qatar had the biggest single gas field in the world and by 1997 its prospects would have radically improved. He contrasted the energy and determination with which the French, Americans and even Italians (the Italian-built harbour was 18 months ahead of schedule) went after business in Qatar with the British approach. Mr Aitken had recently cancelled a planned visit; the Prince of Wales conspicuously excluded Qatar from his recent tour of the Gulf. He was impressed by Mr Wogan's determination to do something on the commercial side, but there had been no inclination to rush him out to his new post.

Sir Keith Speed said that during their recent visit they had met "everybody". All (whether Qatari or ex-patriate businessmen) were agreed that British industry was losing out. In part this reflected failures on the part of British companies - with certain exceptions including Vosper, Westland and British Gas. He praised Paul Smith (on secondment to our Embassy in Qatar) and Francis Geere who he described as "a bloody good guy". He reiterated Mr Dicks' point about the need to provide meeters and greeters, and escorts.

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Mr Dicks confirmed that this was something that mattered to the Qataris. He added that he was advising Qatar on £2 million worth of Royal housing purchases in Britain (Comment: not entirely clear to me whether this was a single house or a number of properties for use by the Qatari Royal Family). He stressed that a number of big commercial decisions were due to be taken in the next few months. He urged the Secretary of State to go to Qatar on his next visit to the region. It was also important for other Ministers to go - including Mr Hogg and MOD Ministers. He contrasted BA's decision to drop Qatar from its schedule with the continuing commitment of Air France and KLM (although BA was still flying to some of the neighbouring Gulf States).

The Secretary of State said that he entirely agreed about the importance of buttering up the Qataris. He would be seeing the Minister of the Interior in early December, as would the Home Secretary. It was inevitable that Britain's position in Qatar should be subject to some relative decline - given our dominant position in the past. He had visited Qatar frequently as Minister of State and would consider going there again (Mr Dicks intervened to say that this should not be a stop-over). In conclusion, the Secretary of State look again at the commercial prospects in Qatar. *promised to*

R. and Hogg

22 November 1993

(C R V Stagg)

cc : PS
PS/Mr Hogg
PS/PUS
Mr Elliott
Sir M Burton
Mr Mingay
Heads of: PRU
 News Dept
 Special Advisers

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UK/QATAR TRADE RELATIONS

	<u>Visible Trade Figures (£m)</u>					
	1988	1989	1990	1991	1992	1993 (Jan-Aug)
UK exports	89	89	99	109	118	97
UK imports	4	4	5	6	10	18
Balance	+85	+85	+94	+103	+108	+79

1. The UK's trade relations with Qatar are good - there are no particular bilateral problems. In 1992 Qatar was our 60th largest export market worldwide and 14th in the Middle East. In 1992 we were the second largest OECD supplier to Qatar with a market share of 16.4%. Our exports for 1992 increased by 8% over 1991.

2. Qatar's economy is almost exclusively based on oil and gas. Oil accounts for about 75% of GDP, 80% of Government revenues and 90% of export earnings in a typical year. For the foreseeable future oil and gas will dominate Qatar's economic developments. Government efforts to diversify the economy have led to the establishment of industries which utilise the country's natural resources, such as the petrochemicals, oil-refining and fertilizer industries. Manufacturing interests outside the oil and gas sector include state-owned companies producing cement, steel and flour; other local industry includes food processing, engineering works and production of construction materials. However, the Government priority sector for investment is oil and gas, the former to fund the infrastructure needed to exploit fully the latter.

UK Strengths and Weaknesses

3. The UK's trade is broad-based: in 1992 sales of machinery and transport equipment accounted for 54% of our total exports. Consumer goods and electrical equipment are strong sectors. Invisibles also do well (British consultants are well established in the market). The widespread use of British Standards in local industry is advantageous. The present cheapness of sterling is also beneficial. Weaknesses include a failure of major British companies and contractors to bid for high value projects, fearing fierce foreign competition and Qatari preference for lower prices regardless of quality.

Projects

4. Major projects include:

- a) **North Field Gas Project Phase II:** As part of the North Field Gas expansion programme the Qatar General Petroleum Company (QGPC) is hoping to construct four massive LNG plants over the next 4-8 years in a number of partnerships with foreign companies. The location for these is at a new custom-built port presently under construction at Ras Laffan. The four LNG plants proposed are being planned by the following consortia, QGPC being involved in all of them:
1. **QATARGAS** - Mobil 10%, Total 10%, Mitsui 7.5% Marubeni 7.5% and QGPC 65%. Sales of LNG to Chubu Electric of Japan.
 2. **EUROGAS** - Snam 30%, Hunt 5% and QGPC 65%. Proposed sales of LNG to Italy.
 3. **RAS LAFFAN GAS** - Mobil 30% and QGPC 70%. Proposed sales to Korea.
 4. **ELF AND SUMITOMO** - Conducting a study for the offshore Phase 2 development and associated LNG plant and Shipping. Proposed gas sales to Japan.

The value of each of these four proposals and associated upstream, downstream and shipping developments is said to be in excess of \$5 billion in 1992 money. Currently the proposals for each project are at quite different stages of consideration. British, Japanese, US and Korean project management contractors are all competing for the very large project management contracts.

- b) **Qatar Electricity and Water Company (QEWC):** New electricity and water generation facilities are urgently needed in Qatar if not to be plunged into crisis next year. More than \$1 billion has been invested to fund works upon which the company and the Ministry of Electricity and Water will shortly decide.
- c) **New Doha International Airport:** Aeroports de Paris, who have the QR51.6m (\$14.2m) consultancy contract to design the new Doha International Airport is in the process of appointing subconsultants to assist them in the design. UK firms are among those selected. However, the only international tender will be for the terminal building. This will issue in early 1994. It is estimated that the cost of the project will be QR1.2bn and it is expected to be completed by 1997.

- d) **Methanol:** QGPC entertains plans to build two methanol plants with Penspen (UK) and with IOL of Canada. In July 1992 Penspen and QGPC formed a joint venture company, Qatar Clean Energy Company (QACENCO) with Petronas (Malaysia) and Apicorp (Saudi Arabia) to build a methanol plant to produce 660,000 tons per year and, later, an MTBE plant to produce 500,000 tons per year, at Umm Said. Penspen will design and manage the project. The technology has yet to be finalised but ICI are favoured. Schroder Asseilly & Company (UK) will act as financial adviser to QACENCO. The other project - that of IOL - may fail.
- e) Further exploitation of the North Field to support an ambitious programme of downstream industries in both the Umm Said and Ras Laffan Industrial Areas, involving QAPCO extension, QAFCO extension, a new refinery, propylene and polypropylene plants.
- f) **The Qatar Steel Company (QASCO):** is set for a 2-stage expansion to treble output capacity and to expand its range of steel products. 25 international consultants have bid for separate contracts for feasibility and marketing. Awards are to be made before April. In the first phase design capacity will be raised to 470,000 tons pa. The second phase will involve the creation of a new production facility for 500,000 tons pa. Detailed design consultants will be appointed by the end of this year and construction tenders should issue by early 1994.

ECGD Assessment

5. Qatar is a 'B' grade market for premium rating purposes (on a scale of A-D where 'A' = best risk). The full range of ECGD facilities is available. ECGD remain able and keen to cover new business on this market.

Export Promotion

There is also an ongoing programme of DTI supported events which includes support for 3 missions in the financial year 1993/94. The newly formed Qatar British Business Forum has been established in Doha to facilitate contacts for British exporters. In 1992/93 4 missions visited Qatar.

Arabian Peninsula Section (XAAA1a), DTI
October 1993



10 DOWNING STREET
LONDON SW1A 2AA

THE PRIME MINISTER

24 September 1993

file

J. I. Thani. ARM

cc GB
RO

**SUBJECT ✓
MASTER**

Filed on:

Your Highness,

I would like to convey to Your Highness my warm personal good wishes, and thank you for the courtesy extended to Terry Dicks MP and the other members of the Parliamentary delegation during their visit.

Their visit is just one symbol of the strong relationship between our two countries, and of our close ties in so many areas.

I share Terry Dicks' keenness to expand commercial relations between Qatar and the United Kingdom, and I know that British companies are alert to the opportunities to contribute to Qatar's economic development.

Please accept the assurance of my highest respect,

*Yours Sincerely,
Sheik Naji*

His Highness Shaikh Khalifa bin Hamad al Thani

SM



CRS

The Rt. Hon. Michael Heseltine MP
President of the Board of Trade

Roderic Lyne Esq
Private Secretary to
the Prime Minister
10 Downing Street
LONDON
SW1A 2AA

*Spoke to Nick Welch
& Christopher Prentice.*

*No firm person message.
Ans. to speak on
behalf of PM & Hark.*

Secretary of State
Department of
Trade and Industry

Ashdown House
123 Victoria Street
London SW1E 6RB

Direct line
071-215 4440

DTI Enquiries
071-215 5000

26 May 1993

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Emp.

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Dear Roderic

MINISTER FOR ENERGY'S VISIT TO QATAR, 14-15 MAY 1993

The Minister for Energy, Tim Eggar, visited Qatar on 14-15 May. He was made most welcome by the Emir of Qatar and his Minister of Energy with both of whom he held useful and cordial meetings. The discussions led to agreement on regular Government to Government exchanges and provided a very positive background for the 24 UK companies presenting papers at an important oil and gas technical seminar.

The Emir, however, expressed the most grave concerns about the EC carbon/energy tax proposals and the effect he felt they would have on economic growth and the world economy. As a result Mr Eggar and our Ambassador felt that it was appropriate for the strength of the Emir's feelings on this subject to be reported to the Prime Minister. They also agreed that it would be most helpful for the Prime Minister to write to the Emir thanking him for the courtesy with which Mr Eggar had been received, looking forward to greater business co-operation and better commercial relations between us but at the same time acknowledging Qatari concerns about carbon/energy tax proposals.

But events have moved on since then, and timing is now crucial. As you know, in a Scrutiny Debate on 26 May in which the Paymaster General will lead, HMG is set to affirm its position on the tax proposals. We believe it would be helpful therefore that the letter from the Prime Minister to the Emir advising him personally of our new position goes to him so that it can be presented by our Ambassador at the time of the debate. We would like to avoid him learning first about the change of policy from other sources.

dti

the department for Enterprise





I attach therefore a draft letter along these lines to go from the Prime Minister to the Emir. Also attached is a copy of the telegram from HMA dated 15 May which because of problems of distribution was not received in this Department until 20 May.

I am copying this to Jeremy Heywood (HMT), Christopher Prentice (FCO) and Alan Riddell (DoE).

Yus
Nick

NICK WELCH
Private Secretary

PE5250

DRAFT LETTER TO HIS HIGHNESS SHAIKH KHALIFA BIN HAMAD AL
THANI, EMIR OF THE STATE OF QATAR FROM THE PRIME MINISTER

I have the honour to advise you that my Minister for Energy, Tim Eggar, has told me of his recent excellent visit to Qatar and of his most useful and cordial meetings with Your Highness and with you Minister of Energy, HE Abdullah Bin Hamad Al-Attiyah. I know he appreciated very much the way he was made to feel most welcome in your country.

I am greatly encouraged by his report of the visit. Discussions seem to have gone extremely well and I understand that positive steps are now being taken to ensure greater business co-operation between our countries. I very much welcome the prospects of even better commercial relations between us. I am confident that British industry from its position as a world leader in the development of oil and gas technology can do much to help Qatar develop its hydrocarbon resources.

Your Highness will recall your discussions about the European Commission's carbon/energy tax proposals. Tim Eggar has told me of your grave concerns about these proposals. I am of course very much aware of your concerns. It is for this reason that I am writing to inform you personally that the United Kingdom has now concluded that we cannot support the Commission's proposals for a European Community carbon/energy tax. We do not believe that a tax along the lines proposed by the Commission is necessary for the UK to meet our environmental obligations at this stage. We believe that individual Member States of the Community should be free to introduce whatever measures they consider most appropriate - including fiscal measures if necessary - to meet their commitments. We shall be expressing these views to our European Community partners at the meeting of EC Finance Ministers on 7 June; and be suggesting to them that more flexible arrangements within the Community might be

appropriate to enable those countries who wish to introduce such a tax to do so.

Thank you for the courtesy extended to Tim Eggar on his recent visit. I look forward to the ties that already exist between our countries becoming even closer in the future.

Please accept, Your Highness, the assurance of my highest respect

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M. G. [Signature]
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FOR FOREST, 080, ATKINSON, PEP, DEVONSHIRE, DT41A
FCO FOR MED
ABU DHABI FOR PS MR EGGAR

VISIT BY MINISTER FOR ENERGY

SUMMARY

1. AN EXCELLENT VISIT, WITH STRONG SIGNALS TO THE BRITISH, QATARIS AND OUR COMPETITORS THAT QATAR IS SERIOUS ABOUT A NEW BUSINESS RELATIONSHIP WITH THE UK.

DETAIL

2. MR EGGAR VISITED QATAR ON 15 MAY. HE HELD TALKS WITH THE EMIR AND MINISTER OF ENERGY, AND OPENED A SEMINAR ON OIL AND GAS JOINTLY SPONSORED BY THE EIC AND QGPC, AT WHICH HE ALSO GAVE THE OPENING SPEECH.

3. THE EMIR WAS BACK ON FORM, AND HAD AN ANIMATED DISCUSSION WITH MR EGGAR. HE REITERATED HIS KEENNESS TO GET BRITISH FIRMS BACK IN THE GAS, OIL AND POWER SECTORS. MR EGGAR SAID THAT THE EMIRI MESSAGE HAD BEEN HEHEED, AND WE WERE EQUALLY KEEN TO WORK TOGETHER ON FORTHCOMING PROJECTS. THE EMIR COMMENDED THE QATARI AMBASSADOR IN LONDON AS ONE WHOSE EXPERT KNOWLEDGE COULD FURTHER OUR MUTUAL INTERESTS. MOST OF THE DISCUSSION WAS DEVOTED TO THE ENERGY/CARBON TAX, WHICH THE EMIR ARGUED WOULD ONLY BRING SHORT TERM BENEFITS TO CONSUMERS. IN THE LONG TERM IT WOULD DRIVE DOWN ECONOMIC GROWTH AND DEPRESS THE WORLD ECONOMY. MR EGGAR SAID HE HAD USED SIMILAR ARGUMENTS IN THE EC. THE UK WAS ALONE IN NOT HAVING MADE UP ITS MIND YET ON THE PRINCIPLE OF AN ENERGY TAX. HE UNDERTOOK TO REPORT THE STRENGTH OF THE EMIR'S FEELINGS TO THE PRIME MINISTER.

4. THE SEMINAR WAS VERY WELL ATTENDED, WITH ABOUT 400 AT THE OPENING CEREMONY. THESE INCLUDED THE DIPLOMATIC CORPS, AND ALL

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OUR COMPETITORS, WHO HAD TO SIT THROUGH SPEECHES FROM THE QATARIS EULOGIZING OUR TRADITIONAL TIES AND TECHNOLOGICAL LEADERSHIP IN THE FIELD OF OIL AND GAS. THIS WAS A UNIQUELY HIGH PROFILE FOR A BILATERAL EVENT.

5. TALKS WITH THE MINISTER FOR ENERGY, ABDULLAH AL-ATTIYAH, BACKED ONLY BY THE PRODUCTION MANAGER, ABDUL AZIZ DULAIMI, LASTED ONE AND A HALF HOURS. MR EGGAR WAS SUPPORTED BY REPRESENTATIVES OF BRITISH GAS, FOSTER WHEELER AND PENSPEN, AS WELL AS OFFICIALS. THIS WAS A FRANK, ROUND-TABLE DISCUSSION WHICH OPENED UP CLEAR OPPORTUNITIES FOR BRITISH GAS (POWER GENERATION AND PIPELINES) AND GAVE SIGNS OF GROWING QATARI SUPPORT FOR PENSPEN'S METHANOL PROJECT. FOSTER WHEELER PUT FORWARD NEW IDEAS ON PROJECT MANAGEMENT WHICH THE QATARIS WANT TO EXPLORE FURTHER, AND STAKED THE GROUND OUT FOR BIDDING FOR THE NEXT LNG PROJECT. MORE GENERALLY, AL-ATTIYAH WAS CONVINCED THAT THE NEW OPEN TENDERING PROCESS HE HAD INTRODUCED OFFERED SIGNIFICANT NEW OPPORTUNITIES FOR BRITISH SUPPLIERS.

6. APART FROM CRITICISM OF BP'S MANNER OF WITHDRAWING FROM QATAR GAS, AND OUR GENERAL NEGLECT OF THIS MARKET OVER THE YEARS, AL-ATTIYAH PREFERRED TO LOOK FORWARD TO GREATER COOPERATION. HE PROPOSED ANNUAL TALKS BY THE TWO MINISTRIES, AND MR EGGAR, AS A START, OFFERED TO PASS ON OUR THINKING ON HOW LESSONS WE HAD LEARNED ABOUT KEEPING COSTS DOWN IN THE NORTH SEA MIGHT BE APPLIED TO QATAR. THEY ALSO AGREED THAT A FIRST ROUND OF TALKS SHOULD BE HELD IN QATAR IN THE AUTUMN.

COMMENT

7. MR EGGAR WAS GIVEN A REMARKABLY WARM RECEPTION, STARTING WITH QATARI READINESS TO PROVIDE HIM WITH A PLANE TO GET HIM FROM DUBAI TO DOHA IN TIME FOR THE SEMINAR. CLEARLY MR NEEDHAM'S MESSAGE THAT WE WERE NOW TAKING QATAR SERIOUSLY HAD STRUCK HOME. THE FRIENDLINESS AND GOOD HUMOUR WITH WHICH THE EMIR RECEIVED MR EGGAR, AND THE HIGH VISIBILITY GIVEN TO THE SEMINAR WILL HAVE BEEN DESIGNED NOT JUST TO REASSURE US OF QATAR'S DESIRE TO DO MORE BUSINESS WITH THE UK, BUT ALSO TO SHOW QATARIS AND OUR COMPETITORS THAT UK LIMITED WAS BACK IN BUSINESS. THE DISCUSSIONS WITH AL-ATTIYAH AND DULAIMI WERE AT ONCE RELAXED AND BUSINESSLIKE. THERE IS PLENTY OF FOLLOW-UP WORK FOR BRITISH COMPANIES ARISING FROM THE MEETING.

8. AT THE OFFICIAL LEVEL, ANNUAL MEETINGS BETWEEN OBO AND THE

170-93-85-21 15:59

26-MAY-1993 13:01

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DTI 215 4294 100 P.08 BFC04

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061071
MOHIAN 1080

MINISTRY OF ENERGY WOULD BE VALUABLE, PROVIDED THEY ARE NOT INSTITUTIONALISED INTO FORMAL JOINT COMMITTEES. IF TWO OR THREE SENIOR OBO AND PEP OFFICIALS COULD VISIT HERE ANNUALLY THAT COULD PROVIDE A VALUABLE FORUM FOR PROMOTING OUR INTERESTS. MR EGGAR BELIEVES THAT A VISIT TO THE UK BY AL-ATTIYAH WOULD ALSO BE VERY USEFUL, AND ISSUED HIM AN INFORMAL INVITATION ON HIS DEPARTURE. AL-ATTIYAH ASKED IF HE COULD LOOK IN FOR A CHAT DURING HIS JULY HOLIDAY IN LONDON. FINALLY, MR EGGAR RECOMMENDS STRONGLY THAT THE PRIME MINISTER SHOULD WRITE TO THE EMIR, RECORDING THAT HE HAD BEEN TOLD ABOUT THE VISIT AND, IN PARTICULAR, ABOUT THE EMIR'S STRONG VIEWS ABOUT THE CARBON TAX, AND EXPRESSING HIS CONFIDENCE THAT, FOLLOWING THEIR MEETING IN 1992, ANGO-QATARI COMMERCIAL RELATIONS WERE NOW BACK ON TRACK. IF THIS MESSAGE COULD BE SENT QUICKLY (I.E. BEFORE MR EGGAR'S RETURN) ITS IMPACT WOULD BE THE GREATER.

BOYCE

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The Rt. Hon. Michael Heseltine MP
President of the Board of Trade



already faxed.

Roderic Lyne Esq
Private Secretary to
the Prime Minister
10 Downing Street
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SW1A 2AA

Secretary of State
**Department of
Trade and Industry**

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London SW1E 6RB

Direct line
071-215 4440

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26 May 1993

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The Minister for Energy, Tim Eggar, visited Qatar on 14-15 May. He was made most welcome by the Emir of Qatar and his Minister of Energy with both of whom he held useful and cordial meetings. The discussions led to agreement on regular Government to Government exchanges and provided a very positive background for the 24 UK companies presenting papers at an important oil and gas technical seminar.

The Emir, however, expressed the most grave concerns about the EC carbon/energy tax proposals and the effect he felt they would have on economic growth and the world economy. As a result Mr Eggar and our Ambassador felt that it was appropriate for the strength of the Emir's feelings on this subject to be reported to the Prime Minister. They also agreed that it would be most helpful for the Prime Minister to write to the Emir thanking him for the courtesy with which Mr Eggar had been received, looking forward to greater business co-operation and better commercial relations between us but at the same time acknowledging Qatari concerns about carbon/energy tax proposals.

But events have moved on since then, and timing is now crucial. As you know, in a Scrutiny Debate on 26 May in which the Paymaster General will lead, HMG is set to affirm its position on the tax proposals. We believe it would be helpful therefore that the letter from the Prime Minister to the Emir advising him personally of our new position goes to him so that it can be presented by our Ambassador at the time of the debate. We would like to avoid him learning first about the change of policy from other sources.

dti

the department for Enterprise



Recycled Paper



I attach therefore a draft letter along these lines to go from the Prime Minister to the Emir. Also attached is a copy of the telegram from HMA dated 15 May which because of problems of distribution was not received in this Department until 20 May.

I am copying this to Jeremy Heywood (HMT), Christopher Prentice (FCO) and Alan Riddell (DoE).

Yus
Nick

NICK WELCH
Private Secretary

PE5250

DRAFT LETTER TO HIS HIGHNESS SHAIKH KHALIFA BIN HAMAD AL
THANI, EMIR OF THE STATE OF QATAR FROM THE PRIME MINISTER

I have the honour to advise you that my Minister for Energy, Tim Eggar, has told me of his recent excellent visit to Qatar and of his most useful and cordial meetings with Your Highness and with you Minister of Energy, HE Abdullah Bin Hamad Al-Attiyah. I know he appreciated very much the way he was made to feel most welcome in your country.

I am greatly encouraged by his report of the visit. Discussions seem to have gone extremely well and I understand that positive steps are now being taken to ensure greater business co-operation between our countries. I very much welcome the prospects of even better commercial relations between us. I am confident that British industry from its position as a world leader in the development of oil and gas technology can do much to help Qatar develop its hydrocarbon resources.

Your Highness will recall your discussions about the European Commission's carbon/energy tax proposals. Tim Eggar has told me of your grave concerns about these proposals. I am of course very much aware of your concerns. It is for this reason that I am writing to inform you personally that the United Kingdom has now concluded that we cannot support the Commission's proposals for a European Community carbon/energy tax. We do not believe that a tax along the lines proposed by the Commission is necessary for the UK to meet our environmental obligations at this stage. We believe that individual Member States of the Community should be free to introduce whatever measures they consider most appropriate - including fiscal measures if necessary - to meet their commitments. We shall be expressing these views to our European Community partners at the meeting of EC Finance Ministers on 7 June; and be suggesting to them that more flexible arrangements within the Community might be

appropriate to enable those countries who wish to introduce such a tax to do so.

Thank you for the courtesy extended to Tim Eggar on his recent visit. I look forward to the ties that already exist between our countries becoming even closer in the future.

Please accept, Your Highness, the assurance of my highest respect



*file
top with
political*

The Rt. Hon. Michael Heseltine MP
President of the Board of Trade

Secretary of State
Department of
Trade and Industry

Ashdown House
123 Victoria Street
London SW1E 6RH

Direct line
071-215 4440

DTI Enquiries
071-215 5000

Roderic Lyne Esq
Private Secretary to the
Prime Minister
10 Downing Street
LONDON
SW1A 2AA

26 April 1993

Dear Rodeni

TERRY DICKS MP AND QATAR

Since my letter to you of 23 April, I have had the opportunity to see the draft letter from Jim Paice to Mr Dicks, which accurately reflects the advice provided in my letter. However, I have now received further advice from Mr Eggar's office and have amended Jim Paice's draft letter to reflect the latest advice. I attach the revised draft and apologise for any inconvenience caused.

*Yours
Nick*

NICK WELCH
Private Secretary

Jim P.

*If your letter hasn't gone,
you might amend as suggested.
But if it has gone, doesn't
matter.*

Rodeni.

JW4177

dti

the department for Enterprise



DRAFT LETTER FROM JIM PAICE TO TERRY DICKS MP

You wrote to Graham Bright on 2 April about Tim Eggar's seminar in Qatar. I am sorry that it has taken a little time to get you a reply.

We have put in a word on your behalf with DTI, through Michael Heseltine's office. We have no direct knowledge of the seminar here in No. 10, ~~but from this vantage point we of course see no reason in principle why you should not participate in the seminar, given your knowledge of Qatar and contacts with the Amir.~~ I think that the best thing now would be for you to get in touch with Tim Eggar directly, as it must be for him to decide how to organise the seminar. He will be ~~waiting for your call.~~ *although we understand it is to be pitched at a technical level.* *looking out for you in the next few days*

As I am sure you will have heard Richard Needham has just returned from a trade promotion visit to Qatar.

Thank you for your energetic efforts over Anglo/Qatari trade, which the Prime Minister appreciates.

foreign\dicks.kk



10 DOWNING STREET
LONDON SW1A 2AA

From the Private Secretary

26 April 1993

File KK

F/welch.kk

Many thanks for your letter of 23 April, and for your rapid advice.

I enclose a copy of Jim Paice's reply to Terry Dicks.

I do not know whether Terry Dicks has a business interest in Qatar, though this is far from impossible given his close interest in the subject. As you will know from previous correspondence, he knows the Amir and has many other contacts there.

RODERIC LYNE

Nick Welch, Esq.,
Department of Trade and Industry.

DRAFT LETTER FROM JIM PAICE TO TERRY DICKS MP

You wrote to Graham Bright on 2 April about Tim Eggar's seminar in Qatar. I am sorry that it has taken a little time to get you a reply.

We have put in a word on your behalf with DTI, through Michael Heseltine's office. We have no direct knowledge of the seminar here in No. 10, but from this vantage point we of course see no reason in principle why you should not participate in the seminar, given your knowledge of Qatar and contacts with the Amir. I think that the best thing now would be for you to get in touch with Tim Eggar directly, as it must be for him to decide how to organise the seminar. He will be waiting for your call.

As I am sure you will have heard Richard Needham has just returned from a trade promotion visit to Qatar.

Thank you for your energetic efforts over Anglo/Qatari trade, which the Prime Minister appreciates.

foreign\dicks.kk

The Rt. Hon. Michael Heseltine MP
President of the Board of Trade

PERSONAL



Roderic Lyne
Private Secretary to the
Prime Minister
10 Downing Street
LONDON
SW1A 2AA

Secretary of State
**Department of
Trade and Industry**

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071-215 5000

23 April 1993

Dear Rod

Thank you for your letter of 19 April covering the letter from Terry Dicks MP to Graham Bright.

I have now received Mr Eggar's views on this subject. Whilst you certainly can advise the Prime Minister's PPS that you have put in a word on his behalf with the DTI, and that there is no reason in principle why Mr Dicks should not participate in the seminar, you should be aware that Mr Eggar himself has some reservations. Mr Eggar is unclear what role Mr Dicks would play, and wishes to know more about any business interests he may have in Qatar. However, on that basis, you would be able to advise that Mr Dicks should contact Mr Eggar's office direct to discuss the matter further.

Nick
Welch

NICK WELCH
Private Secretary

JW4167

PERSONAL

dti

the department for Enterprise



Dicks MP
22/4

PERSONAL



f/qatar.slh

10 DOWNING STREET
LONDON SW1A 2AA

From the Private Secretary

19 April 1993

QATAR: TERRY DICKS

We had a word today about the attached letter from Terry Dicks MP to Graham Bright, which has now been referred to me for advice.

I should like to be able to advise the Prime Minister's PPS to write back, within the next couple of days, simply telling Mr. Dicks that we have put in a word on his behalf with DTI; that we can see no reason in principle why he should not participate in the seminar on Qatar, given his profound expertise on this subject, etc. etc; but that it is of course for Mr. Eggar, rather than us, to decide. We would then suggest that Mr. Dicks made direct contact with Mr. Eggar's office. You undertook to check that Mr. Eggar's office would be content with this. If they are not content, I should appreciate your advice on an alternative reply to Mr. Dicks which still avoids being or sounding negative.

RODERIC LYNE

Peter Smith, Esq.,
Department of Trade and Industry

PERSONAL



10 DOWNING STREET
LONDON SW1A 2AA

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pledges -100
CCO
DTI

THE PRIME MINISTER

5 April 1993

Dear Terry,

I am very grateful to you for alerting me to potential problems in our relationship with Qatar, when we met on 9 February. I am sorry that it has taken me some time to write back to you, though I know that Graham Bright has been keeping you posted. This is because Michael Heseltine and his colleagues have been looking in detail into the points which you raised.

Michael Heseltine and I agree with you about the importance of the market in Qatar, and indeed in the Gulf as a whole. The potential market for British companies in this area could be worth as much as £100 billion over the next ten years. We are keen to capitalise on our good political relationship with Qatar, and on our contacts with the Amir.

Against this general background, the DTI has drawn up plans for action to achieve our commercial objectives. These plans will focus partly on projects in the liquefied natural gases, power generation and downstream process sectors. We wish to ensure that British companies are well placed to bid successfully for the important engineering procurement contracts which are due to be placed soon.

EM

Close coordination between Government and industry will be essential to our approach. DTI Ministers are therefore planning to hold meetings with relevant companies. I understand that Richard Needham intends to talk to our engineering firms about the prospects for forming a British consortium to build a power station in Qatar. In a separate meeting he will deal with downstream oil and gas plans. Tim Eggar will meet senior representatives of the oil majors to look at procurement.

You will be pleased, I am sure, to hear that Michael Heseltine plans to visit Qatar later this month, taking with him a small team of businessmen. He will see the Amir and the Crown Prince; and will also open the "Britain in the Gulf" exhibition. Tim Eggar will follow up by going there in May, to coincide with a British technical seminar devoted to oil, gas and petrochemicals. Before that visit, Tim will be seeing the Minister for Electricity and Water of Qatar, who is coming here this month.

As you will see, there should be a fairly intensive period in British/Qatari trade relations over the next two months. I hope that this will help to drive home, to the Amir and his people, that we are eager both to follow up the Amir's visit to London last year, and to consolidate our friendly relationship. Your own energetic interest has helped greatly, and I am sure that you will sustain it, and will wish to keep in close touch with Michael and his Ministerial team.

*Yours Ever
John*

Terry Dicks Esq MP

TERRY DICKS, M.P.
Hayes & Harlington



HOUSE OF COMMONS
LONDON SW1A 0AA

2 April 1993

Graham Bright Esq MP,
House of Commons,
London. SW1A 0AA

Dear Graham,

I understand that Tim Eggar, accompanied by some businessmen, is holding a seminar on business opportunities in Qatar in May of this year.

Given my interest in that country and my meeting with the Prime Minister, I am sure it would be helpful to Anglo/Qatari relations if I could be included in this delegation.

I have had meetings with the new Qatari Ambassador in London and we have agreed on the need to further relationships between the two countries. He would, I am sure, support my taking part in the seminar.

Anything you can do to help in this matter would be greatly appreciated.

Yours ever,

Seamus Godwin

Dictated by Mr Dicks
Signed in his absence

The Rt. Hon. Michael Heseltine MP
President of the Board of Trade



Secretary of State
**Department of
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Roderic Lyne Esq
Private Secretary to the
Prime Minister
10 Downing Street
LONDON
SW1A 2AA

29 March 1993

Dear Roderic

*at Pres
(see here)*

Further to your letter of 8 March, I enclose a draft letter for the Prime Minister to send to Terry Dicks MP about UK interest in Qatar.

Following discussions between Ministers and officials, the following recommendations are being actioned:

Mr Needham will meet senior representatives of UK engineering companies to discuss the prospects of forming a UK consortium to build a power station in Qatar. In a similar but separate meeting the subject of downstream oil and gas plants (eg LNG and petrochemical) throughout the Gulf States will be drawn to the attention of UK firms by Mr Needham.

Mr Eggar will meet senior representatives of the oil majors (eg BP, Shell and British Gas) to encourage them to maximise procurement in the UK, where these majors have influence through equity shares or contracts in Gulf projects. It has to be emphasised that such influence is very limited in Qatar since the withdrawal of BP and Shell in 1993. British Gas also failed to be awarded a 10% share of Qatargas in place of BP, as the equity was finally taken up by Mobil.

A strategy paper for Qatar, which may widen to include the Gulf, is being prepared for approval by the President.

The President will open the "Britain in the Gulf" exhibition in April and will visit Qatar along with a small team of key British business executives. He will see the Emir and the Crown Prince while he is there.

POLICY IN CONFIDENCE

dti

the department for Enterprise





Mr Eggar will visit Qatar in May for the UK Oil, Gas and Petrochemical Seminar. He will also host the visit of the Qatari Minister for Electricity and Water on his UK visit in April.

Qatar itself has a considerable amount of work planned which will cover the further development of the huge offshore North gas field and associated with that, 4 large LNG trains, power generation, desalination, downstream petrochemicals and civil work. Qatar plans to spend around \$30bn over the next 10 years once the various operating consortia and finance are in place. This forms part of the \$150bn Gulf market.

I am copying this letter to Christopher Prentice (FCO).

How's ever

David

DAVID MELVILLE
Assistant Private Secretary

JW3350

KRAFT

Terry Dicks MP
House of Commons
London

Following our discussions on Qatar I asked Ministers at the DTI and FCO to investigate further and give me proposals for a way forward. This has taken place and I can now update you with what is proposed.

The Gulf area as a whole is a good existing market and potential market for UK companies with high levels of expenditure on projects and operations expected over the next 10 years, probably as high as £100 billion. Qatar is an important market within the Gulf States and I am most anxious that we should capitalise on any encouragement given by the Qataris for UK industry to take part.

As you know the Qataris have ambitious proposals in the Liquefied Natural Gas, Power Generation and Downstream process sectors. The Department of Trade and Industry, with full support from our Embassy in Qatar, have been working to ensure that British industry is well placed to bid the important engineering and procurement contracts which are due to be placed shortly.

Ministers will continue to give their full support. Arrangements are being made for the President of the Board of Trade to visit Qatar in April with a small team of businessmen. The Minister for Energy has a visit planned to coincide with a UK oil, gas and petrochemicals technical seminar being held in May. Mr Eggar will also be meeting the Minister of Electricity and Water on one of his visits to the UK.

The President of the Board of Trade is paying close attention to our forward planning for the Gulf region and meetings are being arranged between Ministers and industry to ensure a fully co-ordinated approach by Government and Industry to this important market area.

The Rt. Hon. Michael Heseltine MP
President of the Board of Trade

BF 18/m



Roderic Lyne Esq
Private Secretary to
the Prime Minister
10 Downing Street
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Secretary of State
**Department of
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9 March 1993

Dear Roderic,

QATAR

Stephen Wall wrote to me on 9 ^{Feb} February concerning the meeting of Terry Dicks MP with the Prime Minister on 1 February about Qatar. The President is taking a further personal look at this matter and we will be replying more fully as soon as we are able.

Yours

Nick

NICK WELCH
Private Secretary

PE3136





file
A Welch. sm

10 DOWNING STREET
LONDON SW1A 2AA

From the Private Secretary

8 March 1993

QATAR

Please refer to Christopher Prentice's letter of 3 March to Stephen Wall which the Prime Minister has seen.

The Prime Minister thinks it reveals a pretty poor state of affairs with missed opportunities by British companies. He agrees on the importance of encouraging the formation of a British consortium to bid for the power and water project. He strongly agrees that the DTI and FCO should get together on this. He believes that this requires Ministerial as well as official involvement and would be grateful if Mr Needham and Mr Hogg could take a very close interest.

Once Mr Needham and Mr Hogg have discussed the way forward the Prime Minister would like to write to Terry Dicks MP setting out what we are doing. I should be grateful for a draft by Thursday 18 March.

I am copying this letter to Christopher Prentice (Foreign and Commonwealth Office).

RODERIC LYNE

Nick Welch Esq
Department of Trade and Industry

7/2

Prime Minister (F)



uFB

Foreign &
Commonwealth
Office

London SW1A 2AH

3 March 1993

Follow-up to your meeting with
Tony Dicks. If you agree, Rod
might write on the lines
attached.

Prosha 4/2

Dear Stephen,

dot attached 4.6.3.
Pl. refer

QATAR

copy attached

Thank you for copying to us your letter of 9 February to Nick Welch about trade opportunities in Qatar. You asked for a comment from us before the Prime Minister considered what the next steps should be.

We again consulted our Ambassador at Doha, as you suggested. He agrees that Qatar is a difficult market. It suffers from weak financial planning, political dithering in the decision taking process, a tendency to demand that participants in major projects invest heavily without similar Qatari commitment and tough competition from Japan, Italy, France and the US. The withdrawal of Shell and BP from Qatar has not helped to inspire confidence in other British firms. The result has been a series of missed opportunities. British Gas failed to replace BP in the Qatargas consortium in face of a more experienced and aggressive Mobil. No British shipyard appears to be interested in the forthcoming order for seven Liquefied Natural Gas tankers.

The reluctance of British industry to get involved is disappointing. Despite its problems Qatar has the world's largest non-associated gas field, with \$10-20 billion investment planned this decade and an ageing infrastructure which will need massive new investment. It is certainly a market worth taking some trouble over.

To try to overcome the inertia our Embassy have undertaken various initiatives. They arranged the first ever overseas mission by the Qatar Chamber of Commerce in June last year. They are awaiting word from the Committee for Middle East Trade (COMET) on the possibility of a reciprocal visit this year. In their dealings with individual British firms they encourage more visits by senior executives as experience has shown that such high-level visits often result in success.

At present the Embassy are trying to encourage the formation of a British consortium to bid for a major new project designed to solve Qatar's pressing power and water requirements. A report has just been submitted to the Qatari Government which is likely to recommend an addition of over 1100 megawatts in facilities, the first stage being awarded by June this year. The total value of the



contracts is likely to be in the region of \$1 billion. The Qatar Government have told the Embassy that they would like a negotiated contract. The Embassy hope that the DTI and COMET will be able to inspire a consortium to bid for the first stage. If such a consortium is possible, the Foreign Secretary will probably wish to recommend a message of support from the Prime Minister to the Emir.

The Embassy look forward to an early visit by Mr Eggar supported by top figures in the oil and gas field. This would be a particularly effective way to assure the Qataris of high level interest both by ministers and by business.

Douglas Hogg will be writing to Richard Needham in the DTI about trade opportunities in Qatar, suggesting that DTI and FCO officials meet to discuss the way forward.

I am copying this letter to Nick Welch (Department of Trade and Industry)

*Yours ever,
Christopher Prentice*

(C N R Prentice)
Private Secretary

J S Wall Esq
10 Downing Street

SUBJECT
MASTER

Filed on:



file
St Welch. KIC

10 DOWNING STREET
LONDON SW1A 2AA

From the Private Secretary

9 February 1993

Dear Mich,

QATAR

Thank you for your letter of 1 February.

Terry Dicks MP called on the Prime Minister this afternoon. He said that the Emir of Qatar was disappointed and perplexed as to why nothing had happened to follow up the meetings which the Prime Minister had arranged for him during his visit to London in 1992. The line people were taking was that the Qataris were difficult people to do business with. The answer to that was of course that they were but Mr. Dicks' own experience over a period of years was that they were pro-British, wanted to do business with us and that once a relationship was established it would continue to bear fruit over a long period. As it was, the French were increasing their market share because they had been prepared to make the effort which we, both officially and commercially, were not prepared to make.

Mr. Dicks said he quite understood why the Prime Minister had not been able to visit Qatar after his recent visit to Saudi Arabia. He had hoped, however, that Mr. Heseltine might have included Qatar in his itinerary. He was aware from his discussion with Mr. Eggar that there was to be a technical seminar in Qatar in May. Good in its way as that would be, it was no substitute for a high-powered visit and for sustained interest in the market.

The Prime Minister said he would discuss all these issues with the President of the Board of Trade and Mr. Eggar. Before doing so the Prime Minister would be grateful for more information, from the DTI and the FCO, as to what has actually happened. Your brief for the meeting with Mr. Dicks says that the meeting between the Emir and British Ministers last February was taken as a useful springboard for setting up a technical seminar in May 1993. On the face of it, that looks as if very little has actually been done for the best

part of 15 months. The Prime Minister would like to know the facts. If we have left no stone unturned and still the business has not come our way then that is one thing. If, on the other hand, opportunities have been passed up the Prime Minister would like to know so that steps can be taken to put matters right.

I should also be grateful if the Foreign Office could copy this letter to our Ambassador in Qatar so that he can comment.

I should be grateful for advice by Tuesday 2 March.

I am copying this letter to Christopher Prentice (Foreign and Commonwealth Office).

Jane,
Stephen

J. S. WALL

Nick Welch, Esq.,
Department of Trade and Industry.

The Rt. Hon. Michael Heseltine MP
President of the Board of Trade



Stephen Wall Esq
Private Secretary to
the Prime Minister
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| February 1993

Dear Stephen

QATAR

Further to Peter Smith's letter of 14 January, I enclose an updated briefing for the Prime Minister's meeting with Terry Dicks MP, which I understand is set for 2 February.

The major interests continue to be the Qatar gas field projects. In Peter's letter of 14 January he referred specifically to the gas gathering contract worth \$1.3bn in Abu Dhabi. I understand that an award decision is imminent. It is at an extremely sensitive stage therefore and, although two British companies have bid, any form of lobbying would be unwelcome. This is a change in advice to that given in Peter's letter which suggested that we would be writing to ask the Prime Minister to support Babcock's bid.

I am copying this letter to Christopher Prentice (FCO).

*Yas
Nick*

NICK WELCH
Private Secretary

PE1334

dti

the department for Enterprise



QATAR GAS FIELD OPPORTUNITIES

NOTE FOR PRIME MINISTER'S MEETING WITH TERRY DICKS MP, WEEK BEGINNING 1 FEBRUARY

Points to Make

1. Mr Eggar has already had a brief discussion with ~~Mr Terry Dicks MP~~, recently on Qatar matters *ju*
2. The Minister for Energy, Mr Eggar, has sent a letter on 12 January 1993 to the Qatari Minister for Oil requesting formal confirmation of his support for the Technical Seminar.
3. Following the Emir's visit last year, the DTI and FCO have been working towards this major seminar in Qatar covering the oil, gas and petrochemical sectors. This is now planned for 15-16 May.
4. UK companies have already been invited to take part in the event. The post in Doha are discussing final arrangements with the Qatari Minister for Oil and the state oil company.
5. UK companies have already secured some \$150m of business from an earlier phase of the North Field gas development. The next phase has largely been secured by French and Italian companies.
6. The DTI and the FCO stand ready to assist UK companies in securing further profitable business in Qatar. Is there firm evidence that the Qataris would be prepared to consider UK companies favourably for any further contracts? If so, what specific opportunities have they identified?

Background

The meeting between the Emir and the then Secretaries of State for Energy and Industry on 11 February 1992 was taken as a useful springboard for setting up a technical seminar in Qatar covering the oil, gas and petrochemical sectors. This event is planned for 15-16 May 1993. UK companies have been invited to take part in the event. The Offshore Supplies Office of the DTI is working with the Energy Industries Council which is the sponsoring Trade Association. The post in Doha has been in discussion with the Qatari Minister for Oil and state oil company officials. They are receptive to the event but final confirmation is still awaited in reply to Mr Eggar's letter of 12 January 1993.

The Qataris have enormous gas resources to develop in their offshore North Field. The first phase of development was handled by Bechtel in the UK, together with the French company Technip. UK suppliers, including Bechtel, won some \$150m business. The next development phase will concentrate on the liquid natural gas exports and the development of an industrial infrastructure in Qatar for the production of petrochemical

feedstocks. This will take place both in the existing industrial region of Umm Said and a new industrial centre being built around an LNG export terminal being built at Ras Laffan.

The second offshore development phase will be managed by the French company Total, with Technip as their engineering contractor. Italian and French companies have meanwhile signed agreements to take the LNG product. BP and Shell had some interest in the market but have withdrawn in view of what they regard as the disorganised approach of the Qataris. We also believe that the French and Italian companies benefit from significant hidden subsidies but, as always, this is difficult to establish. We are nevertheless keeping UK industry advised of the opportunities and are pushing hard for a successful event in May.

TERRY DICKS, M.P.



HOUSE OF COMMONS
LONDON SW1A 0AA

Dear Graham,

Re our conversation in the lobby.

During my visit to Qatar the Emir's office reminded me that during an official visit to the UK last February the P.M. envisaged for the Emir to meet Peter Hilbery the Sec of State for Trade and Industry and John Wakeham Energy Secretary.

The meeting took place on 11 February at the Dourchester Hotel and the Emir emphasised the major gas find off the Qatar coast and asked that a British delegation be sent



HOUSE OF COMMONS
LONDON SW1A 0AA

to Qatar to investigate investment and
business opportunities. Nothing, not even an
acknowledgement of the meeting, has been
heard from British government sources and
the Qatar government are upset to put it
wildly.

Given that the French are swarming
all over Qatar and the President of the Board
of Trade has just returned from a trade visit
to Saudi Arabia would it be possible for me
to see the P.M. to press the case for
Qatar.

Yours ever,
Yam



The Rt. Hon. Michael Heseltine MP
President of the Board of Trade

Secretary of State
**Department of
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J S Wall Esq
Private Secretary to the
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071-215 5000

14 January 1993

Dear Stephen,

QATAR

Thank you for your letter of earlier today which we have since discussed.

I attach a short note for the Prime Minister on the background to the Qatar gas field projects. As you will see, we have made considerable efforts since the Emir's visit last year to encourage UK companies to pursue opportunities there and hope to hold a major seminar this May. There was some success in the first phase of the North Field project but the Qataris' lack of organisation and the difficulty of competing against hidden subsidies to foreign companies led to a reduction in the UK interest. We remain very willing, however, to re-double our efforts if there is an indication that the Qataris are genuinely prepared to offer profitable business opportunities to our companies.

As always, companies need to focus their efforts on those areas which are likely to prove the most rewarding. You may like to note that Babcock believe they are close to concluding a \$1.3bn gas gathering contract in Abu Dhabi. We will be writing to you shortly to ask whether the Prime Minister would be prepared to support Babcock, possibly by making a visit to Abu Dhabi although I well recognise the difficulties which this might entail.

I am copying this letter to Christopher Prentice (FCO).

*Yours,
Peter*

P J SMITH
Principal Private Secretary

JW1114



QATAR GAS FIELD OPPORTUNITIES

Note for Prime Minister's meeting with Terry Dicks MP,
14 January

Points to Make

- 1 Following the Emir's visit last year, the DTI and FCO have been working towards a major technical seminar in Qatar covering the oil, gas and petrochemical sectors. This is planned for 17-18 May.
- 2 UK companies are being targetted to take part in the event. The post in Doha are discussing final arrangements with the Qatari Minister for Oil and the state oil company.
- 3 UK companies have already secured some \$150m of business from an earlier phase of the gas field development. The next phase has largely been secured by French and Italian companies.
- 4 The DTI and the FCO stand ready to assist UK companies in securing further profitable business in Qatar. Is there firm evidence that the Qataris would be prepared to consider UK companies favourably for any further contracts? If so, what specific opportunities have they identified?
- 5 The Minister for Energy, Tim Eggar, would be pleased to discuss with you how best to follow up any such opportunities.

Background

The meeting between the Emir and the then Secretaries of State for Energy and Industry on 11 February 1992 was taken as a useful springboard for setting up a technical seminar in Qatar covering the oil, gas and petrochemical sectors. This event is planned for 17-18 May 1993. UK companies are being targetted to take part in the event. The Offshore Supplies Office of the DTI is working with the Energy Industries Council which is sponsoring the Trade Association. The post in Doha has been in discussion with the Qatari Minister for Oil and state oil company officials. They are receptive to the event but final confirmation is still awaited.

The Qataris have enormous gas resources to develop in the offshore North Field. The first phase of development was handled by Bechtel in the UK, together with the French company Technip. UK suppliers, including Bechtel, won some \$150m of business. The next development phase will concentrate on the liquid natural gas exports and the development of an industrial infrastructure in Qatar for the production of petrochemical feedstocks. This will take place both in the existing industrial region of Umm Said and a new industrial centre being built around an LNG export terminal being built at Ras Laffan.

The second offshore development phase will be managed by the French company Total, with Technip as their engineering contractor. Italian and French companies have meanwhile signed agreements to take the LNG product. BP and Shell had some interest in the market but have withdrawn in view of what they regard as the disorganised approach of the Qataris. We also believe that the French and Italian companies benefit from significant hidden subsidies but, as always, this is difficult to establish. We are nevertheless keeping UK industry advised of the opportunities and are pushing hard for a successful event in May.

DEPARTMENT OF TRADE AND INDUSTRY

14 JANUARY 1993

JW1114



10 DOWNING STREET
LONDON SW1A 2AA

From the Private Secretary

14 January 1993

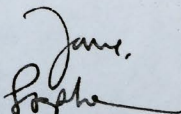
Dear Peter,

QATAR

Terry Dicks, M.P., has asked to call on the Prime Minister today (14 February). Mr Dicks has told Graham Bright that during a recent visit to Qatar the Emir's office reminded him that during the Emir's official visit to the UK last February the Prime Minister arranged for him to meet Mr Lilley, the then Secretary of State for Trade and Industry and Mr Wakeman as Energy Secretary. At a meeting which took place on 11 February in London the Emir apparently emphasised the major gas find off the Qatar coast and asked that a British delegation be sent to Qatar to investigate investment and business opportunities. According to the Qataris nothing, not even an acknowledgement of the meeting, has been heard from British Government sources and the Qatar Government are very upset. Mr Dicks adds that the French are "swarming all over Qatar".

I should be grateful if you could give me a telephone call during the course of this morning to let me know what the situation is. This will need to be followed by a written brief to reach me by lunch-time. The Prime Minister's meeting with Mr Dicks will take place after Questions this afternoon.

I am copying this letter to Christopher Prentice (Foreign and Commonwealth Office).


J. S. WALL

Peter Smith Esq
Department of Trade and Industry

etc.



Foreign &
Commonwealth
Office

London SW1A 2AH

27 February 1992

Dear Stephen, ^{file} J.M.

Message from the Amir of Qatar

/ The Amir of Qatar has sent a message to the Prime Minister (copy enclosed), in reply to his recent message of congratulations on the occasion of the 20th anniversary of the Amir's accession. No reply is necessary.

Yours ever,
Christopher Prentice.

(C N R Prentice)
Private Secretary

J S Wall Esq CMG LVO
10 Downing Street

MESSAGE FROM THE AMIR OF QATAR TO THE PRIME MINISTER

The Right Honourable John Major
Prime Minister of the United Kingdom

Your Excellency

The people and government of the State of Qatar join me in extending deep gratitude to Your Excellency for your warm greetings on the twentieth anniversary of my accession. I would like also to thank you for your sincere feelings towards Qatar and me which I very much appreciate and reciprocate.

It was indeed my pleasure to have met you in London on 10 February and to have had most valuable talks and exchange of views with you. While reassuring Your Excellency of our keen concern to further enhance the excellent ties of friendship and cooperation between our two countries in various fields, I do look forward to meeting you again in the near future.

With the assurances of my highest consideration.

Khalifa Bin Hamad Al Thani
Amir and Prime Minister of the State of Qatar

SUBJECT
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FILED ON:

PRIME MINISTER'S
PERSONAL MESSAGE
SERIAL No. T60192.....



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pa: uk (Qatar Relations)
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FROM MED
TWENTIETH ANNIVERSARY OF SHAIKH KHALIFA'S ACCESSION

1. BUCKINGHAM PALACE HAVE AGREED THE TEXT OF A MESSAGE TO THE AMIR AS FOLLOWS:

BEGINS

I WOULD LIKE TO TAKE THIS OPPORTUNITY TO CONVEY TO YOUR HIGHNESS SINCERE CONGRATULATIONS AND WARM GOOD WISHES FOR YOUR CONTINUED WELL-BEING AND PROGRESS, AND FOR PROSPERITY BETWEEN OUR NATIONS, ON THE OCCASION OF THE TWENTIETH ANNIVERSARY OF YOUR HIGHNESS'S ACCESSION.

ELIZABETH R
ENDS

2. THE PRIME MINISTER HAS ALSO AGREED A MESSAGE AS FOLLOWS:
BEGINS

I AM PLEASED TO OFFER MY WARMEST CONGRATULATIONS TO YOUR HIGHNESS, YOUR GOVERNMENT AND THE PEOPLE OF QATAR ON THIS THE 20TH ANNIVERSARY OF YOUR ACCESSION. UNDER YOUR GUIDANCE, THIS HAS BEEN A DISTINGUISHED AND SUCCESSFUL PERIOD IN THE HISTORY OF QATAR. RELATIONS BETWEEN OUR TWO COUNTRIES HAVE LONG BEEN CLOSE. THEY WERE FURTHER STRENGTHENED BY THE CONTRIBUTIONS WHICH WE BOTH MADE TO THE LIBERATION OF KUWAIT. WE IN BRITAIN WILL CONTINUE TO VALUE THEM HIGHLY.

MAY I ALSO ADD HOW MUCH I VALUED MEETING YOUR HIGHNESS FOR THE FIRST TIME ON 10 FEBRUARY. I LOOK FORWARD TO MEETING YOU AGAIN IN THE FUTURE.

ENDS

3. WE WOULD BE GRATEFUL IF YOU WOULD CONVEY THE MESSAGES TO THE AMIR AS SOON AS POSSIBLE. THERE WILL BE NO SIGNED ORIGINALS.

HURD

YYYY

PRIME MINISTER'S
PERSONAL MESSAGE
SERIAL No. *TS4A/92*

PAGE 1
RESTRICTED

SUBJECT
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OPS
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MT
c: Qatar

10 DOWNING STREET
LONDON SW1A 2AA

From the Private Secretary

18 February 1992

MESSAGE OF CONGRATULATIONS TO THE
AMIR OF QATAR

V Thank you for your letter of 18 February recommending a message to the Amir of Qatar on the twentieth anniversary of his accession. The draft which you sent was fine and can issue.

J.S. Wall

Christopher Prentice Esq
Foreign and Commonwealth Office

21



cc PJ

Foreign &
Commonwealth
Office

London SW1A 2AH

18 February 1992

Dear Stephen,

Message of Congratulations to the Amir of Qatar

The Foreign Secretary recommends that the Prime Minister sends a message to the Amir of Qatar congratulating him on the twentieth anniversary of his accession. I enclose a suitable draft and would be grateful to your agreement for its despatch.

Shaikh Khalifa bin Hamad Al Thani has been Amir of Qatar since 22 February 1972.

The Prime Minister met him for the first time on Monday 10 February. Her Majesty The Queen will also be sending a short message of congratulations.

Yours ever,
Christopher Prentice

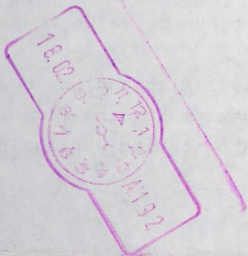
(C N R Prentice)
Private Secretary

Stephen Wall Esq
10 Downing Street

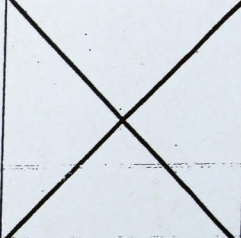
DRAFT MESSAGE FROM THE PRIME MINISTER TO THE AMIR OF
QATAR

I am pleased to offer my warmest congratulations to Your Highness, your Government and the People of Qatar on this the 20th Anniversary of your accession. Under your guidance, this has been a distinguished and successful period in the history of Qatar. Relations between our two countries have long been close. They were further strengthened by the contributions which we both made to the liberation of Kuwait. We in Britain will continue to value them highly.

May I also add how much I valued meeting Your Highness for the first time on 20 February. I look forward to meeting you again in the future.



A The National Archives

DEPARTMENT/SERIES <i>PREM 19</i> PIECE/ITEM <i>4409</i> (one piece/item number)	Date and sign
Extract details: <i>Minute and attachment from Cradock to Wall dated 31 January 1992</i>	
CLOSED UNDER FOI EXEMPTION	
RETAINED UNDER SECTION 3(4) OF THE PUBLIC RECORDS ACT 1958	<i>19/6/14</i> <i>M. M.</i>
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Instructions for completion of Dummy Card

Use black or blue pen to complete form.

Use the card for one piece or for each extract removed from a different place within a piece.

Enter the department and series,
eg. HO 405, J 82.

Enter the piece and item references, .
eg. 28, 1079, 84/1, 107/3

Enter extract details if it is an extract rather than a whole piece.

This should be an indication of what the extract is,

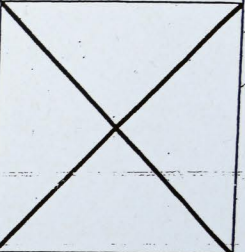
eg. Folio 28, Indictment 840079, E107, Letter dated 22/11/1995.

Do not enter details of why the extract is sensitive.

If closed under the FOI Act, enter the FOI exemption numbers applying to the closure, eg. 27(1), 40(2).

Sign and date next to the reason why the record is not available to the public ie. Closed under FOI exemption; Retained under section 3(4) of the Public Records Act 1958; Temporarily retained; Missing at transfer or Number not used.

A The National Archives

DEPARTMENT/SERIES <i>PREM 19</i> PIECE/ITEM <i>4409</i> (one piece/item number)	Date and sign
Extract details: <i>letter from Wall to Prentice dated 23 January 1992</i>	
CLOSED UNDER FOI EXEMPTION	
RETAINED UNDER SECTION 3(4) OF THE PUBLIC RECORDS ACT 1958	<i>19/6/18</i> <i>M. M.</i>
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CONFIDENTIAL

QATAR: Relations
Feb '82



He PAF
call

10 DOWNING STREET

LONDON SW1A 2AA

From the Private Secretary

Original on:
COMMONWEALTH:
CHOGM PART II.
25 October 1989

Dear Bob,

PRIME MINISTER'S MEETING WITH THE AMIR OF QATAR

The Prime Minister had an hour's talk with the Amir of Qatar in Doha yesterday, on her way back from CHOGM. The Heir Apparent, Shaikh Hamad, was also present together with HM Ambassador Doha. The Amir was in exceptionally jovial form.

The talks began with the Prime Minister congratulating the Amir on the new Amiri Palace which is indeed very fine. The Amir was plainly gratified by this appreciation of his labours and offered to show the Prime Minister some of the rooms, including the hall where he held his Majlis. This led the Amir and the Prime Minister to compare notes on the respective roles of a Majlis and a constituency surgery. The conclusion was that, in Qatar at least, the Majlis gave rise to fewer difficulties since there were no political problems. Nor any political prisoners, added the Amir.

The Prime Minister then referred to the success of the Amir's State Visit in 1985, which was much remembered, and the equally successful visit by the Crown Prince in 1988.

The Amir offered to discuss any subject which the Prime Minister wished, but immediately plunged into Lebanon. The latest news was that the Lebanese MPs had accepted the Arab League's proposals for a political settlement with only relatively few amendments. However, although the Christian Deputies had agreed, General Aoun had not. Nor had Jumblatt. A crucial element was the establishment of a time-table for Syria's withdrawal from Lebanon. The Amir added that it was alleged by some that the Saudis had paid \$1 billion to procure a settlement. The Prime Minister commented that, at that price, it ought to stick. We had throughout supported the Arab League's efforts. The Amir's news about the progress made was very welcome.

At the Amir's invitation, the Prime Minister then spoke at some considerable length about developments in the Soviet Union and Eastern Europe, with the Amir peppering her account with a number of acute questions and observations. The Prime Minister's conclusion was that we were living through fascinating times but

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- 2 -

needed to be very much on our guard. The Amir heartily endorsed this.

The Prime Minister turned to Arab/Israel, commenting that efforts to make progress were not going well. We had nurtured high hopes of the new US Administration but they had not been as active as expected. The Amir commented that the main problem was Mr Shamir. The Prime Minister agreed, adding that any settlement must be based on SCR 242 and the principle of territory for peace. It was very important always to have some plan under discussion, in order to keep the situation in play. She did not foresee an early end to the intifada.

There was a brief exchange on Iran and Iraq. The Prime Minister thought that Rafsanjani would move only slowly to establish contacts with the West. He had many enemies within Iran. The Amir said that he seemed keen to build bridges to everyone. Qatar wanted to see peace between Iran and Iraq.

The Amir expressed appreciation for Britain's naval presence in the Gulf. The Prime Minister referred to the forthcoming visit of HMS Manchester to Doha, and assured the Amir that we would maintain our naval presence for so long as there was a job to be done.

The Prime Minister and the Amir agreed that bilateral relations between Britain and Qatar were excellent. The Amir spoke in very warm terms of our Ambassador and the Prime Minister said how much we had all liked the previous Qatari Ambassador. The Heir Apparent noted - not quite accurately - that Britain remained top of the league among Qatar's commercial partners. The Prime Minister referred to Davy McKee's interest in the aluminium smelter project. This had been under discussion for as long as she could remember. She hoped that one day it would be built. This provoked much laughter and cries of "Inshallah", with which we went down to dinner (four courses served in what may be an all-comers' record time of 32 minutes).

I am copying this letter to Brian Hawtin (Ministry of Defence), Neil Thornton (Department of Trade and Industry) and Trevor Woolley (Cabinet Office).

*Your servant,
C. D. Powell*

C. D. POWELL

R. N. Peirce, Esq.
Foreign and Commonwealth Office

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AND TO ROUTINE MIDDLE EAST POSTS, WASHINGTON

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BAHRAIN TELNOS 123 AND 124 : SECRETARY OF STATE'S VISIT TO QATAR

SUMMARY

1. BRIEF BUT CROWDED PROGRAMME. FRIENDLY ATMOSPHERE AND PROGRESS ON BILATERAL ISSUES, DEMONSTRATION OF OUR COMMITMENT TO CLOSER RELATIONSHIP.

DETAIL

2. ACCOMPANIED BY LADY HOWE YOU VISITED DOHA FOR FOUR HOURS ON 1 APRIL. YOU HAD A MEETING WITH THE AMIR AND THE HEIR APPARENT, SHAIKH HAMAD, PAID A SEPARATE CALL ON THE MINISTER OF STATE FOR FOREIGN AFFAIRS, VISITED THE 'BEST OF BRITAIN' EXHIBITION AT THE SHERATON AND WERE SHAIKH HAMAD'S GUEST AT LUNCH. LADY HOWE VISITED THE WOMEN'S CAMPUS AT THE UNIVERSITY OF QATAR AND WAS THE GUEST OF SHAIKH HAMAD'S SECOND WIFE, SHAIKHA MAUZA, AT LUNCH. IN A SHORT TIME YOU COVERED THE GROUND FULLY.

3. THIS WAS ONLY THE SECOND VISIT BY A BRITISH FOREIGN SECRETARY TO QATAR. NORMALLY PRICKLY ABOUT PROTOCOL, THE QATARIS SHOWED THAT DESPITE ITS BREVITY THIS WAS AN UNUSUALLY IMPORTANT VISIT BY AGREEING TO MY SUGGESTION THAT THE CROWN PRINCE AND HIS WIFE SHOULD BE HOSTS AT LUNCH (THOUGH TO AVOID A PRECEDENT NEITHER LUNCH HAS BEEN REPORTED IN THE PRESS). THE AMIR WAS DISAPPOINTINGLY SUBDUED BUT HIS INTERPRETER HAS NOW CONFIRMED TO ME THAT THE REASON FOR THIS WAS HIS PREOCCUPATION WITH THE CONFRONTATION WITH THE UNITED STATES OVER STINGERS WHICH CAME TO A HEAD ON 31 MARCH. THE INTERPRETER COMMENTED TO ME THAT WE SHOULD NOT REGARD THE AMIR'S ATTITUDE AS UNFRIENDLY : ON THE CONTRARY HE WAS ALL THE MORE GRATEFUL FOR BRITAIN'S FRIENDSHIP AND FULLY SUPPORTED OUR POLICIES ON THE INTERNATIONAL QUESTIONS DISCUSSED. IN THE SHORT TIME AVAILABLE WE WERE ABLE TO COVER A WIDE RANGE OF BILATERAL ISSUES WHICH I SHALL NOW BE ABLE TO FOLLOW UP MUCH MORE EASILY. THE ONLY DISAPPOINTMENT WAS THE UNINTERESTED, EVEN NEGATIVE TONE, OF REMARKS BY BOTH THE AMIR AND SHAIKH HAMAD ON THE ALUMINIUM SMELTER PROJECT.

PAGE 1
CONFIDENTIAL

4. AS THE CULMINATION OF A SERIES OF HIGH LEVEL VISITS TO QATAR OVER THE WINTER YOUR VISIT ADMIRABLY SUCCEEDED IN DEMONSTRATING OUR VIGOROUS INTEREST IN DEVELOPING OUR CLOSE RELATIONSHIP AND IN ASSUAGING ANY LATENT FEELING THAT WE HAVE PAID LESS ATTENTION TO QATAR THAN TO ITS NEIGHBOURS. IN PARTICULAR THE EXCELLENT ATMOSPHERE AND CONSTRUCTIVE DISCUSSION AT SHAIKH HAMAD'S LUNCH IS AN IMPORTANT MILESTONE IN OUR CAMPAIGN TO CULTIVATE THE YOUNGER GENERATION OF THE AL THANI. ON THIS OCCASION HAMAD CAME OVER AS WELL INFORMED AND SYMPATHETIC. YOUR VISIT WAS ALSO WELL TIMED IN ITS COINCIDENCE WITH THE BRITISH EXHIBITION : THE TIME YOU DEVOTED TO VISITING IT WAS WARMLY APPRECIATED BY ALL CONCERNED. I HAVE NODOUBT THAT LADY HOWE'S VISIT TO THE UNIVERSITY WILL HAVE MADE A BIG IMPACT ON THE NEGLECTED HALF OF QATAR'S POPULATION WHO NEED ENCOURAGEMENT.

NIXON

YYYY

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MR TOMKYS
MR GORE-BOOTH

NNNN



PM
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pc

10 DOWNING STREET
LONDON SW1A 2AA


From the Private Secretary

25 February 1988

Thank you for your letter of 23 February enclosing a draft letter for the Prime Minister to the Emir of Qatar to be delivered by Mr. Peter Morrison when he visits Qatar. I enclose a signed version of the letter.

(Charles Powell)

Stephen Haddrill, Esq.,
Department of Energy.





10 DOWNING STREET
LONDON SW1A 2AA

THE PRIME MINISTER

25 February 1988

file
cc D/EN
FCO
PC.

**SUBJECT cc MASTER
OPS**

**PRIME MINISTER'S
PERSONAL MESSAGE
SERIAL No. T26/88**

Your Highness.

I am asking Mr. Peter Morrison, Minister of State for Energy, to bring Your Highness this message together with my warm greetings. He is visiting Doha to discuss energy matters in general and your plans to develop the North Dome gas field in particular. Mr. Morrison will, I know, wish to discuss ways in which our two countries can strengthen their excellent existing links.

The North Dome field itself is obviously of immense significance to Qatar's future and your decision to develop the first part of the field will certainly be read as a very welcome and positive sign. For our part, the UK now has a significant 'state of the art' offshore supplies industry through the development of our own offshore oil and gas resources. I am sure that our experience could benefit Qatar in its current development of Phase I of North Field. Indeed it is already being used to a substantial extent as Bechtel, your Managing Consultant, has developed much of its expertise through UK projects. As you know we have a wealth of UK companies in addition to Bechtel and some of them will be accompanying Mr. Morrison on his visit. I am sure they will be able to offer helpful and sound advice to both the Ministry and QGPC.

GA

I much appreciate the close contacts between our two governments. I am particularly glad that we shall soon be able to welcome to London His Highness, the Heir Apparent. We are greatly looking forward to his visit.

I send my warm regards to Your Highness and the people of Qatar.

Yours sincerely

Raymond Shaker

His Highness Shaikh Khalifa Bin Hamad Al Thani GCB GCMG



SECRETARY OF STATE FOR ENERGY
THAMES HOUSE SOUTH
MILLBANK LONDON SW1P 4QJ

200

01 211 6402

Charles Powell Esq
Private Secretary to
The Prime Minister
10 Downing Street
LONDON
SW1A 2AA

23rd February 1988

Dear Charles,

I attach the text of a letter, agreed by my Secretary of State and Peter Morrison, for the Prime Minister to send to the Emir of Qatar. Mr Morrison will deliver the letter on the Prime Minister's behalf when he is in Qatar this weekend.

I understand that the FCO had originally considered sending a wider ranging message but have reconsidered this, and are content for a specific energy message to go.

I would be grateful to know if the Prime Minister is content for this message to be delivered by Peter Morrison.

I am copying this to Tony Galsworthy.

Yours ever,

S HADDRILL
Principal Private Secretary



ASP

DRAFT LETTER FOR THE PRIME MINISTER TO SEND TO EMIR OF QATAR

No
to
bring
Your
Highness
this
message
together
with
warm
greetings

I am writing ^{asking} ~~to you to~~ introduce Peter Morrison, ^{Mr.} ~~my~~ Minister of State for Energy, (He is visiting Doha to discuss energy matters in general and your plans to develop the North Dome gas field in particular. Mr Morrison will, I know, wish to discuss ways in which our two countries can strengthen their excellent existing links.

The North Dome field itself is obviously of immense significance to Qatar's future and your decision to develop the first part of the field will certainly be read as a very welcome and positive sign. For our part the UK now has a significant 'state of the art' offshore supplies industry through the development of our own offshore oil and gas resources. I am sure that our experience could benefit Qatar in its current development of Phase I of North Field. Indeed it is already being used to a substantial extent as Bechtel your Managing Consultant has developed much of its expertise through UK projects. As you know we have a wealth of UK companies in addition to Bechtel and some of them will be accompanying Mr Morrison on his visit. I am sure they will be able to offer helpful and sound advice to both the Ministry and QGPC.

I much appreciate the close contacts between our two governments. I am particularly glad that we shall soon be able to welcome to London His Highness, the Heir Apparent. We are greatly looking forward to his visit.

I send my ~~best wishes and~~ warm regards to Your Highness and the people of Qatar.

CH

Qatar

4



Foreign and Commonwealth Office

London SW1A 2AH

Prime Minister

10 March 1982

A.J.C. $\frac{10}{3}$

Dear Idan,

ms

p.a.

A.J.C. $\frac{15}{3}$

Qatar: National Day Message

Thank you for your letter of 16 February enclosing a message approved by the Prime Minister to the Amir of Qatar on the occasion of the tenth anniversary of his accession.

/ I enclose the original copy of the Amir's acknowledgement.

Yours ever

John Holmes

(J E Holmes)

Private Secretary

A J Coles Esq
10 Downing St

SUBJECT al Masla
gr



PRIME MINISTER'S
PERSONAL MESSAGE
SERIAL No. T 430/82

REF. :

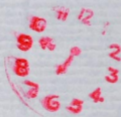
DATE :

Text of Message from His Highness
Shaikh Khalifa Bin Hamad Al-Thani,
Amir of the State of Qatar, to Her
Excellency The Right Honourable
Mrs. Margaret Thatcher, Prime Minister of the U.K.

I received with deep thanks and gratitude your most kind message on the tenth anniversary of my accession. On behalf of the people and government of the State of Qatar and on my own behalf, I wish to extend to Your Excellency our best wishes for your personal well-being and further progress and prosperity for the British people.

KHALIFA BIN HAMAD AL-THANI
AMIR OF THE STATE OF QATAR

10 MAR 1982



file

BK

16 February 1982

Qatar

Thank you for your letter of 15 February.

The Prime Minister agrees to send a message to the Amir on the occasion of the tenth Anniversary of his accession. She has approved the slightly amended version enclosed with this letter.

A J COLES

J.E. Holmes, Esq.,
Foreign and Commonwealth Office

259



T 2
PRIME MINISTER'S
PERSONAL MESSAGE
SERIAL No. T 304/82

10 DOWNING STREET

THE PRIME MINISTER

On your tenth anniversary may I send my congratulations to Your Highness and my best wishes for Qatar's continued progress and prosperity.

During my visit last year I was able to see the remarkable advances Qatar has made in economic and social development during the ten years which Your Highness has just completed as Amir.

I know how much this achievement owes to the unremitting efforts which Your Highness has devoted to your country's government and your people's wellbeing.

PM

February 1982

1



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Foreign and Commonwealth Office

Prime Minister

London SW1A 2AH

Agree to message?

A.J.C. 15/2

Yes mk

15 February 1982

Dear John,

Message of Congratulations to the Amir of Qatar

On 22 February the Amir of Qatar will celebrate the tenth Anniversary of his accession. Our Ambassador in Doha has recommended that The Queen and the Prime Minister should send messages of congratulation.

The Prime Minister sent New Year's greetings to the Amir, as she did to other Gulf rulers. Though her message was not publicised in Doha, we know from the Ambassador, who delivered it personally to the Amir, that it gave him much pleasure. He attaches a great deal of importance to the relationship which he has developed with the Prime Minister over the past two years, and which we hope will be further developed when dates are fixed for the Amir's visit to this country as an official guest of the Prime Minister. (You may recall that the Prime Minister invited the Amir to come to London and offered dates in November which the Amir could not manage; we are looking for new dates).

The celebrations of the Amir's anniversary are likely to be fairly low-key. But Lord Carrington believes that it would be valuable for the Prime Minister to send a message to the Amir which could be delivered by the Ambassador on 22 February. Mr Hurd will be visiting Doha a week later and expects to call on the Amir to discuss political issues facing the Gulf and also the Amir's visit to this country.

I enclose a draft message from the Prime Minister and would be grateful if you would seek her approval. We will arrange delivery.

Yours ever

John Holmes

(J E Holmes)
Private Secretary

A J Coles Esq
10 Downing Street

CONFIDENTIAL

DRAFT: minute/letter/teleletter/despatch/note

TYPE: Draft/Final 1+

FROM:
Prime Minister

Reference

DEPARTMENT: TEL. NO:

SECURITY CLASSIFICATION

TO:

Your Reference

- Top Secret
- Secret
- Confidential
- Restricted
- Unclassified

HH Shaikh Khalifa bin Hamad Al Thani
GCMG
QATAR

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SUBJECT:

.....In Confidence

CAVEAT.....

On your tenth anniversary may I send my congratulations to Your Highness and my best wishes for Qatar's continued progress and prosperity.

During my visit last year I was able to see ^{the} ~~what~~ remarkable advances Qatar has made in economic and social development during the ten years which Your Highness has just completed as Amir.

I know how much this achievement owes to the unremitting efforts which Your Highness has devoted to your country's government. *and your peoples well being.*

Enclosures—flag(s).....

mt,