

PRIME MINISTER

c.c. Mr. Cartledge

Visit of Henry Ford

Sir Terence Beckett has written you a congratulatory letter (flag A) and followed it up with a letter (flag B) proposing that you should meet Henry Ford and the rest of the Board of the Ford Motor Company when they come to Britain in June.

Ford of course have a massive investment programme in the UK - over £1 billion over the next four years - and they did not cut it back following last Autumn's strike. The Company's performance has been very good since the strike.

Sir Keith Joseph thinks it would be excellent if you would agree to see Henry Ford and his Board. He has an assurance from Beckett that they will not be coming to ask for additional government aid, but rather to express their enthusiasm for developing their business in the UK under a Conservative administration.

Of the dates offered, your diary would allow you to see them on Monday evening 11 June or Thursday evening 14 June. You could either have them in for an hour at 1730; alternatively you could <sup>No</sup> offer them dinner. On the whole, I would have thought a simple meeting would be preferable.

Shall we fix this up? And do you have a preference as between the Monday and the Thursday? On the Monday afternoon you at present have nothing after your lunch with Mr. Muldoon; on the Thursday, you of course will have Prime Minister's Questions (but nothing after that).

I will let you have drafts for you to send to Beckett and to Henry Ford (he has also sent a congratulatory letter) when you have decided what you want to do.

16 May 1979

Monday evening  
5.30 drinks

TL

020



**Ford Motor Company Limited**

Sir Terence Beckett CBE DSc  
Chairman and Managing Director

Brentwood Essex CM13 3BW  
England

May 15, 1979

T Lankester Esq  
Office of the Prime Minister  
10 Downing Street  
London SW1 2AL

*Dear Mr. Lankester,*

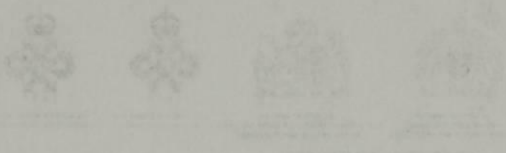
Following our conversation yesterday, I am enclosing my letter to the Prime Minister inviting her to a meeting with Mr Ford and the U.S. Ford Board during the week commencing June 10th.

This meeting could be of benefit to Britain as well as Ford of Britain, in terms of future investment and the members of the U.S. Ford Board, as you will see, are an important group of opinion formers in the States, including the Chairman of the Los Angeles Times, and Directors of the New York Times and the Washington Post.

Thank you for your help in what could be an important opportunity for us all.

*Yours sincerely,  
L. Ford.*





11 25 MAY 1979



Ford Motor Company Limited  
25, Abchurch Lane, London EC4N 3DF  
General Manager, London

The enclosed copy of the letterhead document is being sent to you for your information. It is a copy of the letterhead document which was sent to you on 11th May 1979. It contains details of the proposed changes to the terms and conditions of the contract for the supply of spare parts to the Ford Motor Company Limited. It is requested that you should return the enclosed copy of the letterhead document to the undersigned as soon as possible.



10 DOWNING STREET

*From the Private Secretary*

14 May 1979

S/F 18.5.79

I enclose a copy of a congratulatory message which has been addressed to the Prime Minister by Henry Ford II.

I should be grateful for advice on a reply which the Prime Minister might send to Mr. Ford. It would be helpful if a draft could reach me not later than 18 May.

I am sending a copy of this letter and enclosure to Stephen Wall, (FCO).

E. G. CARTLEDGE

Peter Mason, Esq.,  
Department of Industry.

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**Ford Motor Company Limited**

Sir Terence Beckett CBE DSc  
Chairman and Managing Director

Brentwood Essex CM13 3BW  
England

May 14, 1979

The Rt. Hon. Margaret Thatcher, MP  
10 Downing Street  
London SW1 2AL

B

*Dear Prime Minister,*

Further to my letter of May 8th I have just heard from Mr Henry Ford II and other members of the Board of Ford Motor Company and they are most anxious to meet you, if this is at all possible, during their visit to London in June when they will be reviewing future investments in Europe.

In common with many, many other people they have been most heartened by what has been happening in Great Britain recently and in view of Ford's growing commitment to the British economy, I believe an exchange of views would be most helpful.

Mr Ford and the Directors appreciate, of course, that you must be snowed under at this moment and they asked me to say that they would be delighted to meet with you either for dinner or at a location of your choice on either:

- Sunday evening, June 10th ✕
- Monday evening, June 11th ✓
- Thursday, June 14th - any time after 12.30 including dinner. ✓

On Wednesday, June 13th, they have a major reception at the Royal Academy of Arts at 7 p.m., which will go on until 9.30 p.m. and you would be very welcome there or afterwards.

Continued.....



May 14, 1979

The Rt. Hon. Margaret Thatcher, MP

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The Board of Directors of the Ford Motor Company includes a number of outside Directors, whose views are also important where European investment is concerned. They include:

George F Bennett, President of the State Street Investment Corporation.

Carter L Burgess, Chairman of the Foreign Policy Association and Director of J P Morgan and Company.

Joseph F Cullman III, Chairman of the Executive Committee of Philip Morris and member of the Boards of IBM and Commissioner of the Port Authority of New York.

Henry W Gadsden, Director of Merck and Company and a member of President Carter's Business Council.

Marian S Heiskell, Director of the New York Times Company.

Arjay Miller, Dean of Stanford University Graduate School of Business and Director of the Washington Post.

Franklin D Murphy, Chairman of the Los Angeles Times Mirror Company.

Robert S Oelman, Chairman of the Executive Committee of the National Cash Register Corporation and a Director of Procter and Gamble.

Clifton R Wharton, Chancellor of the State University of New York and a Trustee of the Carnegie Foundation and the Rockefeller Foundation and Chairman of the Board of International Development.

Continued.....

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The Rt. Hon. Margaret Thatcher, MP

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I would only say that many of these whom I met seem to me to have an entirely positive attitude towards this country as a result of your election victory and I cannot but believe that if you could find time, albeit in a busy program, it really would be very helpful. I should also add that if you feel that any of the Ministers in your Government should participate in any affair on any of the dates I mentioned, they will, of course, be very welcome.

Mr Henry Ford desires to make a personal invitation to you, but recognising the enormous weight of work that you have on your desk at the moment, wanted me to ascertain first of all if you might be available.

Yours sincerely,  
L. Brent.





BY APPOINTMENT TO  
HER MAJESTY THE QUEEN  
MOTOR VEHICLE MANUFACTURERS



BY APPOINTMENT TO  
H. M. QUEEN ELIZABETH THE QUEEN MOTHER  
MOTOR VEHICLE MANUFACTURERS



THE QUEEN'S AWARD FOR  
EXPORT ACHIEVEMENT  
1978



THE QUEEN'S AWARD FOR  
TECHNOLOGICAL ACHIEVEMENT  
1978

FORD MOTOR COMPANY LIMITED, BRENTWOOD ESSEX

**Ford Motor Company Limited**

Sir Terence Beckett CBE DSc  
Chairman and Managing Director

Brentwood Essex CM13 3BW  
England

May 8, 1979

The Rt. Hon. Margaret Thatcher, MP  
10 Downing Street  
London SW1 2AL

*Dear Prime Minister,*

May I add my own congratulations to those already conveyed by Mr Henry Ford II upon the success of your election campaign and wish you well in the leadership of the Government you have now formed.

The result of the election was strong testimony that this country still recognises those values which you represented and articulated with such courage and determination.

Our belief that Britain now has real opportunities for growth in the Eighties - a belief we have already backed with an investment programme of £1,058 million in the next four years - has been correspondingly strengthened by events.

Next month Mr Henry Ford II is making a short visit to this country and I know he would very much like to meet you. Would it be possible for you to have dinner with us on Monday, June 11th?

*Yours sincerely,*

*L Beckett*