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FROM ABU DHABI 311620Z DEC 80

TO FLASH FCO

TELEGRAM NUMBER 413 OF 31 DECEMBER

AND TO FLASH MODUK

INFO ROUTINE DUBAI

HAWK SALES.

Middle East

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1. I SAW KHALIFA AT 1900 HRS LOCAL TIME TODAY, THE CHIEF OF STAFF WAS PRESENT. SHAIKH ZTLD AND SHAIKH SULTAN (THE COMMANDER IN CHIEF) ARE OFF TO PAKISTAN TOMORROW.

2. I HANDED KHALIFA A COPY OF THE PRIME MINISTERS MESSAGE WHICH THE CHARGE D'AFFAIRES GAVE TO SHAIKH ZAID ON 22 DECEMBER. I REMINDED KHALIFA THAT SHAIKH ZAID HAD BEEN GOOD ENOUGH TO SAY DURING THE VISIT OF GENERAL PERKINS THAT HE WOULD HELP THE UNITED KINGDOM. WE DID NOT ASK FOR OIL OR MONEY OR CREDIT, ONLY FOR TRADE, AND IN THE HAWK AIRCRAFT WE HAD A BETTER OFFER THAN OUR COMPETITORS. I HAD RETURNED FROM LEAVE ON THE ORDER OF MY GOVERNMENT TO ENSURE THAT HE SAW THE MINISTER OF STATE IN THE FCO BEFORE ANY DECISION WAS MADE. I PINNED HIM DOWN TO AN APPOINTMENT WITH MR HURD ON THE MORNING OF 6 JANUARY.

3. WHILE HE STRESSED THAT HE WAS READY TO SEE MR HURD AT ANY TIME, KHALIFA SUGGESTED THAT IF HE WERE COMING ONLY TO DISCUSS HAWK IT MIGHT BE BETTER IF HE WERE TO DELAY A LITTLE LONGER, THEY WERE STILL UNDECIDED AS TO THE TYPE OF AIRCRAFT THEY NEEDED AND THE ROLE IT WOULD PLAY I.E. TRAINER OR GROUND ATTACK THERE WAS A POSSIBILITY THAT THEY MIGHT START A FLYING SCHOOL OF THEIR OWN. PERHAPS THEY MIGHT ALSO DECIDE TO BUY JAGUAR (EXCLAMATION) THE CHIEF OF STAFF, ADDED THAT HE THOUGH IT UNLIKELY THAT MR HURD COULD BE GIVEN A POSITIVE ANSWER ON HAWK AS SOON AS NEXT WEEK.

4. I SAID THAT MR HURD WOULD OF COURSE WISH TO COVER WIDER POLITICAL ISSUES, BUT HE WOULD CONCENTRATE ON HAWK AND WOULD BRING A SUPPORTING DELEGATION OF EXPERTS FOR THIS PURPOSE.

5. I THEN GAVE KHALIFA THE TEXT OF THE MESSAGE IN YOUR TEL NO 298 ANSWERING ZAID'S POINT ABOUT THE HAWK'S AIRBORNE RADAR. KHALIFA SAID AT ONCE THAT OF COURSE, HAWK HAD NO RADAR.

6. GRATEFUL TO LEARN OF MODALITIES AS SOON AS POSSIBLE. I RECOMMEND ARRIVAL ON 5 JANUARY IN TIME FOR BRIEFING. (THE SECRETARY OF STATE FOR ENERGY ALSO ARRIVES ON THAT DAY.)

7. SEE M.I.F.T.

ROBERTS

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SIR J GRAHAM
MR J MOBERLY
MR P MOBERLY

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M.I.P.T. : HAWK.

1. GIVEN KHALIFA'S REMARKS IN PARA 3 OF MY TUR, IT WOULD BE AS WELL IF THE EXPERTS ACCOMPANYING MR HURD COULD COME PREPARED TO DISCUSS THE UAE AIRFORCE'S WIDER NEEDS INCLUDING THE FEASIBILITY OF PROVIDING SUPPORT FOR A TRAINING SCHOOL AND THE POSSIBILITY OF SELLING JAGUAR.
2. THE TEAM WILL ALSO HAVE TO BE READY TO MEET HEAD ON THE QUESTION OF AIRBORNE RADAR. TO SAY THAT WE CAN SUPPLY AN ADVANCED AVIONICS PACKAGE MAY NOT BE ENOUGH ESPECIALLY IF THE FRENCH ARE READY TO FIT RADAR TO ALPHA JET.

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