



DEPARTMENT OF INDUSTRY  
ASHDOWN HOUSE  
123 VICTORIA STREET  
LONDON SW1E 6RB

TELEPHONE DIRECT LINE 01-212 3301  
SWITCHBOARD 01-212 7676

Secretary of State for Industry

16 January 1981

The Rt Hon James Prior MP  
Secretary of State for Employment  
Caxton House  
Tothill Street  
London SW1

*Jim*  
QUICKSILVER (i.e. NISSAN) *IL*

You will recall the oral report I gave to E Committee on 18 December about a major inward investment in the car industry. To preserve security we have adopted the code-name "Quicksilver" to describe this project.

2 Subject to a satisfactory outcome to further talks with the company provisionally planned for 27 January, the most likely day for announcement is 29 January, when I would propose to make a statement in the House of Commons. I am naturally giving much thought to handling the presentation of this; it is essential to avoid ill-considered reactions from prominent people which might well influence disproportionately the climate in which the announcement is received. By careful and selective briefing in advance I am sure such reactions can be minimised, if not avoided altogether.

3 Top of the list is the need to ensure that the Trades Unions are properly forewarned and adequately briefed, and it is on this particular aspect that I write to seek your advice and assistance. To my mind the three obvious candidates for such briefing are Mr Murray, Mr Evans and Mr Duffy, though you may well think there are others who might be included.

4 There are two principal constraints. Firstly, security: knowledge of this project has been severely restricted because of the fear that a leak might generate the very kind of criticism we are seeking to avoid, and thus even force the company to back out. Secondly, we cannot be sure that the way is clear until the further talks with the company on 27 January, when we hope to tighten up their assurances on local content and export intentions, the matters on which we can expect the strongest pressure from interested parties in the UK. I do not think general briefing for Mr Evans and Mr Duffy in advance of these talks would be fruitful even if it were not ruled out on security



grounds. However, it might well be sensible to give Mr Murray earlier warning (perhaps on a Privy Counsellor basis) and ask him to arrange a meeting with the others on, say, 28 January. In any case I would think it best for you to take the lead in any such conversations with trade unionists; the Department of Industry would of course provide an appropriate speaking note, and perhaps it would be best for Norman Tebbit and a senior official concerned with the project to be present also.

5 I understand that Mr Derx in your Department has already been consulted on this and feels that approaches to the Unions along these lines would be helpful and constructive. There is no doubt that this announcement is going to be controversial, both domestically and internationally and it is essential that it should be presented in its proper light from the outset.

6 I am sending a copy of this letter to the Prime Minister.

*Lawson*

*Kear*



*Japan*

DEPARTMENT OF INDUSTRY  
ASHDOWN HOUSE  
123 VICTORIA STREET  
LONDON SW1E 6RB

TELEPHONE DIRECT LINE 01-212 3301  
SWITCHBOARD 01-212 7676

PS/ Secretary of State for Industry

3 February 1981

George Walden Esq  
Private Secretary to the  
Foreign and Commonwealth Secretary  
Foreign & Commonwealth Office  
Downing Street  
London SW1

*Dear George,*

NISSAN

Now that a public announcement has been made about Nissan's intentions to invest in the UK, all papers classified "Secret" can be downgraded as appropriate. I should be grateful if you would inform the Tokyo Embassy.

2 I am sending copies of this letter to Nick Sanders (10 Downing Street), John Wiggins (HM Treasury), Robin Birch (Chancellor of the Duchy of Lancaster's Office), Richard Dykes (Department of Employment), Stuart Hampson (Department of Trade), David Wright (Cabinet Office) and Robin Ibbs (CPRS).

*Yours sincerely,  
Iain*

IAIN P MORRIS  
Private Secretary



17

18

19

SW

SECRET



*Japan*

*24*

Caxton House Tothill Street London SW1H 9NA

Telephone Direct Line 01-213.....6400 .....  
Switchboard 01-213 3000

The Rt Hon Sir Keith Joseph Bt MP  
Secretary of State for Industry  
Department of Industry  
Ashdown House  
123 Victoria Street  
LONDON SW1

*Alamy's R*  
*Ant* *207*

19 January 1981

*Keith Joseph*

QUICKSILVER

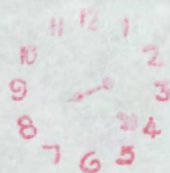
Thank you for your letter of 16 January.

Announcement of this investment may very well trigger some unhelpful reactions and we shall need to see that leading trade unionists concerned are prepared for it and try to get them to receive it constructively. I think that the three names you mention are the most important in this context but I should like Len Murray's advice on this as well as on the handling of the presentation in relation to union susceptibilities. I have made arrangements to see him tomorrow together with Norman Tebbit. I shall of course put it to Murray in strictest confidence which I am sure he will honour. We can go on from there to fix the further meeting for 28 January - subject only to what happens with the company the day before.

I am sending a copy of this letter to the Prime Minister.

*Yours*  
*Keith Joseph*

20 JAN 1981



Michael - to see. I have checked that the DoI have

MODBA  
has seen



ensured  
that fig.  
or fully aware  
of what is going  
on - in view of

10 DOWNING STREET  
likely from  
nation.

TIM

~~Am...  
You might have a  
more with the  
who about the...~~

We have already pencilled

this statement into the Parliamentary

timetable - but let us not forget

that the January unemployment

figures will be coming out on

Tuesday 27 January, and that we

had been thinking that we might

be facing a censure motion. We

shall need to adjust the

business with some care to

fit this statement in.

ms  
16/1