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SM

10 DOWNING STREET

LONDON SW1A 2AA

From the Private Secretary

10 December 1986

I enclose a copy of a letter to the Prime Minister from the President of Boeing about AWACS.

I should be grateful for a draft reply.

C D POWELL

John Howe, Esq.,
Ministry of Defence

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THE BOEING COMPANY

SEATTLE, WASHINGTON 98124-2207

F. A. SHRONTZ
PRESIDENT
CHIEF EXECUTIVE OFFICER

9 December 1986

Dear Prime Minister

As you know, Boeing has had the opportunity of proposing the E-3 AWACS in competition with the Nimrod programme as the Airborne Early Warning System for the defence of Great Britain. I have been most impressed with the fairness of the competition and the open way in which the Ministry of Defence has dealt with us.

I want to give you my personal assurance that the reputation of The Boeing Company stands behind both our product and our offset commitment. I believe that the E-3 AWACS has already proved in operations with NATO and the U.S. Forces that it offers the best solution to the British AEW requirements for many years to come. I also want to assure you that we will honour to the full our commitment to a 130% offset programme which will offer jobs in British industry, export opportunities and partnership in advanced technology.

Boeing has undertaken offset obligations in more than a dozen countries since 1973. We are meeting or exceeding our obligations in each case. I intend personally to monitor our progress to assure not only that this record remains intact, but that a foundation is established for Boeing cooperation with British industry which will extend well beyond eight years.

If at any stage in the decision-making process it would be helpful to you to discuss the matter personally, I would be happy to come to London to call on you.

Sincerely,

Frank Shrontz

The Rt Hon Margaret Thatcher MP
10 Downing Street
London SW1A 2AA
England

CHARLES

Prime Minister

COO

10/12

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THE BOEING COMPANY

SEATTLE, WASHINGTON 98104

F. A. SMITH
MEMBER
THE BOEING COMPANY



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