Prime Minister 1 CONFIDENTIAL Treasury Chambers, Parliament Street, SWIP 3AG Norman Lamont Esq MP Minister of State Department of Industry Ashdown House 123 Victoria Street 21 February 1983 London SWIE 6RB Den Minister SJ St. Fe THE FUTURE OF CONCORDE Thank you for sending me a copy of your letter of 15 February to Iain Sproat. I am content with the terms of the written PQ and the draft letter for Iain Sproat to send to Sir John King. I am also content with your proposal that a small team of officials should have exploratory discussions with BA to establish the amount of flexibility in Sir John King's opening negotiating position. I must say that I found his letter of 13 December laid down completely unrealistic conditions for the handover. We must await the results of officials' discussions and consider then whether an acceptable arrangement could be reached. But I should say now that I regard British Airways' conditions that the Government should continue to pay some of the project support costs beyond March 1984, and that it should accept any redundancy liabilities resulting from future cancellation as completely unacceptable. I understand that officials will be trying to negotiate arrangements without these provisions but I do not believe we should make costly concessions in other areas to British Airways. If we discover that the only conditions on which BA are willing to take over in-service support costs are disproportionately costly to HMG we shall need to review the situation fundamentally. I am copying this letter to the recipients of yours. Yours sinierely Ja. Greve LEON BRITTAN [Approved by the Chief Secreting] CONFIDENTIAL

Por beresonde Sylve Sylve