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10 DOWNING STREET

From the Private Secretary

9 July, 1984

Civil Aviation Sales to New Zealand

The Prime Minister saw over the weekend a copy of Wellington Telegram 211 about civil aviation sales to New Zealand.

After consultation with your Department and the Department of Trade and Industry, the Prime Minister approved the attached revised personal message to the Prime Minister of New Zealand. As you know, arrangements were made for its despatch last evening.

I am sending a copy of this letter to Ruth Thompson (Department of Trade and Industry).

DAVID BARCLAY

P. F. Ricketts, Esq.,
Foreign and Commonwealth Office
CONFIDENTIAL

Handwritten signature

SUBJECT

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DD 082015Z WELLINGTON

GRS 213
CONFIDENTIAL
DESKBY 082015Z
FM FCO 081745Z JUL 84
TO IMMEDIATE WELLINGTON
TELEGRAM NUMBER 175 OF 8 JULY

PRIME MINISTER'S
PERSONAL MESSAGE
SERIAL No. T1200184

FROM RESIDENT CLERK

YOUR TELNO 211 OF 8 JULY: CIVIL AVIATION SALES.

1. PLEASE PASS FOLLOWING MESSAGE FROM THE PRIME MINISTER
TO SIR ROBERT MULDOON:

BEGINS

DEAR PRIME MINISTER,

I UNDERSTAND THAT YOU AND YOUR COLLEAGUES WILL VERY SHORTLY
DECIDE WHETHER AIR NEW ZEALAND SHOULD BUY THREE BOEING 767'S OR
THREE AIRBUS A310'S: AND THAT THE TECHNICAL, OPERATIONAL AND
FINANCIAL ARGUMENTS ARE CLOSELY BALANCED.

THERE IS ANOTHER DIMENSION TO THIS DECISION WHICH GREATLY
CONCERNS MICHAEL JOPLING AND MYSELF. WE ARE AS YOU KNOW MOST
ANXIOUS TO SECURE FINAL AGREEMENT WITHIN THE EUROPEAN COMMUNITY
ON THE ARRANGEMENTS FOR CONTINUED ACCESS FOR NEW ZEALAND BUTTER.
IT WOULD GREATLY EASE OUR TASK IF YOUR DECISION WERE TO GO IN
FAVOUR OF AIRBUS INDUSTRIE SINCE THIS WOULD GIVE A VERY CLEAR
SIGNAL THAT NEW ZEALAND DOES WISH, WHEN POSSIBLE, TO PROMOTE THE
TRADING INTERESTS OF HER FRIENDS IN THE COMMUNITY.

I AM SURE THAT THIS CONSIDERATION WILL ALREADY HAVE OCCURRED
TO YOU. BUT I WANTED YOU TO KNOW THAT IT IS ALSO VERY MUCH IN
OUR MINDS AS WE NEGOTIATE TO DEFEND NEW ZEALAND'S INTERESTS IN
EUROPE.

YOUR SINCERELY,
MARGARET THATCHER

ENDS

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Charles ^{Good}
✓

The PM agreed
the draft as
amended - copy
attached.

It was despatched
at 1800 on
Sunday.

Nicky.

Message from Prime Minister to Rt Hon
Sir Robert Muldoon GCMG, CH, MP.

I understand that you and your colleagues will very shortly decide whether Air New Zealand should buy three Boeing 767s or three Airbus A310s: and that the technical, operational and financial arguments are closely balanced.

There is another dimension to this decision which greatly concerns Michael Jopling and myself. We are as you know most anxious to secure final agreement within the European Community on the arrangements for continued access for New Zealand butter. It would greatly ease our task if your decision were to go in favour of Airbus Industrie since this would give a very clear signal that New Zealand does wish, when possible, to promote the trading interests of her friends in the Community.

I am sure that this consideration will already have occurred to you. But I wanted you to know that it is also very much in our minds as we negotiate to defend New Zealand's interests in Europe.

8.7.84