



cc: DTI

10 DOWNING STREET

From the Private Secretary

6 May 1985

Dear Mr. Hogbin

Thank you for briefing us in your letter of 28 March before the Prime Minister's visit to Malaysia.

You will have seen that the MAS problem was resolved, and Dr. Mahathir gave us a firm assurance that British companies would have fair treatment in future. The field of railway development was specifically mentioned in the Prime Minister's talks with Dr. Mahathir as offering good scope for future co-operation.

Mr. Benjamin of the Department of Trade and Industry had a separate discussion with the Minister for Transport, which happened to coincide with BREL themselves taking forward a number of opportunities, including the rail modernisation programme. The next step is to encourage the Malaysians to proceed to a more detailed definition of their plans, and the way is now open for you to pursue this.

Yours sincerely
Charles Powell

Charles Powell

W. Hogbin, Esq.

SS

Taylor Woodrow International Limited

Building Civil and Mechanical Engineering Contractors

REGISTERED OFFICE:

Western House . Western Avenue . London W5 1EU

INCORPORATED IN ENGLAND REGISTERED NO. 374634

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YOUR REF

OUR REF

WH:sjw

20th May, 1985.

Charles Powell Esq.,
Private Secretary,
10 Downing Street,
London SW1

QDJ
23/5

Dear Mr. Powell,

I write both to thank you for your letter dated 6th May and more particularly for your kind assistance in ensuring that the landing rights issue was effectively dealt with during Mrs. Thatcher's visit to Malaysia.

In requesting your involvement in the first place I was very much aware of the political sensitivity of the matter and am therefore extremely pleased by the result which seems to have satisfied honour on both sides. With the barrier to our negotiations in pursuit of the railway project now removed we are pressing forward urgently with arrangements to make a formal presentation of our study to the Malaysian Minister of Transport and sincerely hope that we may make further effective progress towards securing this important project for Britain.

Thank you once again for your assistance.

Kind regards,

Yours sincerely,

W. Hogbin

W. HOGBIN.

Visit to Asia ; FOR POL 143.

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DRAFT REPLY FOR THE PRIME MINISTER TO SEND TO:

W Hogbin Esq
Taylor Woodrow International Ltd
Western House
Western Avenue
LONDON
W5 1EU

28 March

Thank you for briefing ^{US} me in your letter of 3 April before the Prime Minister's visit to Malaysia.

You will have seen that the MAS problem was resolved, and Dr Mahathir gave us a firm assurance that British companies would have fair treatment in future. The field of railway development was specifically mentioned in the Prime Minister's talks with Dr Mahathir as offering good scope for future co-operation.

Mr. ^{Chris Benjamin} had a separate discussion with the Minister for Transport, which happened to coincide with BREL themselves taking forward a number of opportunities, including the rail modernisation programme. The next step is to encourage the Malaysians to proceed to a more detailed definition of their plans, and the way is now open for you to pursue this.

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YOUR REF

OUR REF WH:sjw

28th March, 1985.

Mr. Michael Allison,
Principal Private Secretary,
10 Downing Street,
London SW1

Dear Mr. Allison,

You will be aware that the current dispute between the Malaysian Airline System and British Airways has stalled negotiations for a major Railway Contract in Malaysia by a Consortium of British companies.

You may not be fully aware however of the extent of the work and the potential value in terms of British jobs that the contract represents, and I attach for your assistance some brief notes on the current situation.

It is our understanding that the Malaysians are likely to withdraw the controversial "tax concession to MAS flights only" in 1986 if they are to be allowed a fifth frequency flight into Heathrow from 1986 and that British Airways will be allowed an additional frequency into Kuala Lumpur, should they so wish. Britain must of course maximise the commercial benefit of any "concession" the Government make and link British Airway's agreement to the reopening of negotiations for the major Railway Contract.

Would you kindly use your influence to bring this matter to an early and commercially acceptable solution.

Yours sincerely,

Walter Hoggins

W. HOGBIN.



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The Lord Taylor of Hadfield
D.Sc. (Hon.) F.C.I.O.B.
Founder and Life President

Our Ref: FT/MO.

9th April, 1985.

The Right Honourable Margaret Thatcher, M.P.,
Prime Minister,
First Lord of the Treasury and Minister for the
Civil Service,

10 Downing Street,
London, S.W.1.

Prime Minister
EDP
15/4

Dear Prime Minister,

Please may I tender my sincere thanks and congratulations on your very wise move in Malaysia. What you have done is great.

Now it is up to British Contractors, including Taylor Woodrow, and British Manufacturers, to really concentrate on obtaining orders and contracts from Malaysia and thus help to reduce unemployment here and improve our own economy.

Every good wish.

Sincerely,

Franky

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*Please don't reply
you have thousands
of demands in no
my decision.*

F.

