



10 DOWNING STREET

THE PRIME MINISTER

7 May 1985

Dear Basil,

Thank you for drawing my attention to your pursuit of the Information System for Changi airport before my visit to Singapore.

Although my stay was very short, I took the opportunity to underline our strength in communications and system technology and, in a country where the provision of services is a crucial element for their future economic development, there are inevitably very good prospects for you and other British companies.

The question of air services was put into the context of normal inter-Government discussions, and there is no suggestion that the Singapore Government are put out by this procedure. Our High Commissioner knows of your case, and is very ready to help in any way he can.

Yours sincerely
Margaret Thatcher

Basil de Ferranti, Esq., M.E.P.

FERRANTI plc
TEL: 01-834 6611

RIS
PPS

Pine Minister ④
CDP 16/5

MILLBANK TOWER,
MILLBANK,
LONDON, SW1P 4QS.

13 May 1985

CF

The Rt Hon Margaret Thatcher MP
Prime Minister
10 Downing Street
LONDON SW1

Could we have a
folder of "business"
following the far-eastern
low? jrb

Dear Prime Minister

Your letter of 17 April, prior to your visit to Singapore, and your further letter of 7 May are most encouraging.

As a Manchester-based Company trying to trade with Singapore, a satisfactory solution to the question of Singapore Airlines and Manchester Airport was of great importance to us.

Your latest letter reassures us that the Manchester Airport question will not affect other commercial issues and now, thanks to you, I believe our chances of beating international competition and getting the Changi Airport order are more than fifty fifty.

Yours sincerely
Basil de Ferranti.

Basil de Ferranti
Chairman

Foreign PI PT3

File sent to SE ASIA

1985

UNITED STATES DEPARTMENT OF JUSTICE
FEDERAL BUREAU OF INVESTIGATION
WASHINGTON, D.C. 20535

Dear Sir:

CONFIDENTIAL

Very truly yours,
Special Agent in Charge

DG27HV

DRAFT REPLY FOR THE PRIME MINISTER TO SEND TO:

Basil de Ferranti Esq *MEP*
Chairman
Ferranti Computer Systems Ltd
Wythenshawe Division
Millbank Tower
Millbank
LONDON
SW1P 4QS

Thank you for drawing my attention to your pursuit of the Information System for Changi airport before my visit to Singapore.

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DEPARTMENT OF TRADE AND INDUSTRY
1-19 VICTORIA STREET
LONDON SW1H 0ET
TELEPHONE DIRECT LINE 01-215 5422
SWITCHBOARD 01-215 7877

Secretary of State for Trade and Industry

19 April 1985

C D Powell Esq
Private Secretary to the
Prime Minister
10 Downing Street
London SW1

CPW 2/4

Dear Charles,

*Reply letter already sent
- a bit late this!*

Thank you for sending to me a copy of your letter of 1 April to Peter Ricketts and the enclosure from Mr Basil de Ferranti about Singapore Airlines' application for flights to Manchester.

2 I have now seen a copy of Peter Ricketts' letter to you of 15 April with which he enclosed a draft reply and write now to say that I have nothing to add.

*Yours sincerely,
Maureen Dodsworth.*

MAUREEN DODSWORTH
Private Secretary

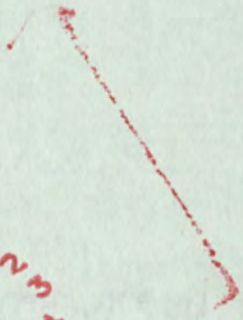
JH5AYG

DEPARTMENT OF STATE
1600 PENNSYLVANIA AVENUE
WASHINGTON, D.C. 20520
TELEPHONE (202) 462-2000



19 APR 1985

2R 1985





DEPARTMENT OF TRANSPORT
2 MARSHAM STREET LONDON SW1P 3EB

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Charles Powell Esq
Private Secretary
10 Downing Street
LONDON SW1

Print limited

CDP
11/5

8 May 1985

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Dear Charles

AIR SERVICE CONSULTATIONS WITH SINGAPORE

Officials from this Department and their counterparts from the Singaporean Government have, as you will know, been discussing Singapore Airlines' request to operate services between Singapore and Manchester.

The discussions reached a conclusion rather earlier than expected: late in the evening of Friday, 3 May.

I attach a copy of the DTP press statement which was read over to journalists the following morning, for your information. The speed of conclusion of the negotiations was due to the Singaporeans putting forward an attractive offer at an early stage. The agreement is a good one, from the point of view of satisfying interests in Manchester that the Government is committed to developing international air services out of Manchester airport. To underline this, we have written to a selection of Manchester MPs: I also attach a copy of that letter.

I am sending a copy of this letter and attachments to Peter Ricketts in the Foreign Secretary's office.

yours sincerely,

Henry Derwent

H C S DERWENT
Private Secretary

SINGAPORE AIRLINES - AGREED STATEMENT BETWEEN UK AND
SINGAPORE GOVERNMENTS (ISSUED 10 AM SATURDAY 4 MAY)

"Air Service consultations took place between the aeronautical authorities of Singapore and the United Kingdom from 1-3 May 1985.

These consultations had been called to discuss the request by Singapore Airlines to operate services between Singapore and Manchester.

The agreement reached allows for both British Airways and SIA to operate up to 3 services a week each in due course. SIA will begin with 2 services from April 1986.

In addition the route schedules and traffic rights have been liberalised so that both airlines will be free to adopt any routing between the UK and Singapore; and both Governments are now free to designate more than one airline if they so wish."

Commenting on the agreement, Nicholas Ridley, Secretary of State for Transport said:

"This is a clear demonstration of the Governments commitment to the development of international air services at Manchester.

The formal request from the Singapore Government was received only on 18 March; these new arrangements, which also include valuable new rights for British Airlines, have therefore been negotiated with commendable speed."



DEPARTMENT OF TRANSPORT
2 MARSHAM STREET LONDON SW1P 3EB

01-212 3434

House of Commons
LONDON
SW1A 0AA

May 1985

I am sure you will have been pleased to learn of the agreement we reached with the Government of Singapore last week about services to Manchester by Singapore Airlines, but I thought you might like to have a little more background.

The Agreement reached allows for both British Airways and Singapore Airlines to operate up to three services a week in due course, but SIA will begin with two services from April 1986. In addition we have secured the right to designate a second British airline on services between the UK and Singapore, and we have swept away a number of outdated restrictions on the routes and rights available to the airlines of both sides which will give them enhanced opportunities to improve their services to the travelling public. Considering that the request for consultations from the Singapore Government only reached us on 18 March, we have moved fast to reach such a satisfactory agreement so quickly.

In all this we have paid particularly close attention to the interests of Manchester Airport and the travelling public in the North West. After consulting the Manchester Airport authorities we judged that the introduction of the two BA services to Hong Kong from November, with these two SIA services to Singapore from next April, was the best way to develop the Far East market from Manchester without putting at risk the existing QANTAS services. Not only should these services offer a wide spread of destinations on these important routes, but a healthy dose of indirect competition too between the three airlines whose markets overlap very substantially.

I hope you will welcome this important development which is good for competition and good for Manchester and the North West.

NICHOLAS RIDLEY

for POL. Singapore TRIP.
S. ENTIA

DEPARTMENT OF TRANSPORT
2 MARSHAM STREET LONDON SW1P 3EN

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10 DOWNING STREET

THE PRIME MINISTER

17 April 1985

file *LO2ABB*
CCFLO
TRANS
DTI
(LPD)

Dear Basil

Thank you for your letter of 29 March about Ferranti's interest in bidding to supply a Flight Information System in Singapore and the application made by Singapore Airlines to fly to Manchester.

I well understand that as a Northern company, you would find it most useful to have direct flights from Singapore to Manchester. As you say Singapore Airlines stimulated a good deal of publicity before my visit, although we have only recently received a formal request from the Singapore Government. Mr. Lee Kuan Yew did not in fact raise the subject with me in Singapore. But the aviation authorities of our two countries are to meet soon for formal consultations on the request. We must see what emerges from these.

I did my best in Singapore to put the record straight on Britain's economic performance in the belief that this was the most effective way to improve confidence in our products. I also made a point of mentioning the outstanding record of British firms in the field of computers and information technology and their wish to do business with Singapore in this area. I hope that this will support your efforts to secure business for Ferranti and the UK in Singapore.

Yours ever
Raymond

Basil de Ferranti, Esq., M.E.P.

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RESTRICTED



Foreign and Commonwealth Office

London SW1A 2AH

15 April, 1985

Dear Charles,

Letter from Mr Basil De Ferranti

Thank you for your letter of 1 April, enclosing a letter to the Prime Minister from Mr Basil de Ferranti about Ferranti's bid for a contract in Singapore and about the application of SIA for flights to Manchester.

I enclose a draft reply.

I am copying this letter to Henry Derwent (Department of Transport) and Callum McCarthy (DTI).

Yours ever,
Peter Ricketts

(P F Ricketts)
Private Secretary

C D Powell Esq
10 Downing Street

RESTRICTED

DRAFT: minute/letter/teleletter/despatch/note

TYPE: Draft/Final 1+

FROM: Prime Minister

Reference

DEPARTMENT: TEL. NO:

SECURITY CLASSIFICATION

- Top Secret
- Secret
- Confidential
- Restricted
- Unclassified

TO: Mr Basil de Ferranti
 Ferranti plc
 Millbank Tower
 Millbank
 LONDON SW1P 4QS

Your Reference

Copies to:

Lo 2 ABB

PRIVACY MARKING

.....In Confidence

CAVEAT.....

SUBJECT:

Thank you for your letter of 29 March about Ferranti's interest in bidding to supply a Flight Information System in Singapore and the application made by Singapore Airlines to fly to Manchester.

I well understand that as a Northern company, you would find it most useful to have direct flights from Singapore to Manchester. As you say Singapore Airlines stimulated a good deal of publicity before my visit, although we have only recently received a formal request from the Singapore Government. Mr Lee Kuan Yew did not in fact raise the subject with me in Singapore. But the aviation authorities of our two countries are to meet soon for formal consultations on the request. ~~I hope that these discussions will reach an early and satisfactory request.~~

I did better in Singapore to get the record straight on

Enclosures—flag(s).....

hope that this will support you
 I wish you well with your efforts to secure such valuable business for Ferranti and the UK in Singapore. I know from my visit there the high priority the Singapore Government place on the most up to date technology.

Britain's economic is the belief that this was the most effective way to improve our products. I also made a point of meeting

reference in this order. We had of business with Singapore in this order. We had of business with Singapore in this order. We had of business with Singapore in this order.

OPR interest in the... outstanding record

13 APR 1985