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Foreign and Commonwealth Office

London SW1A 2AH

2 March 1988

*Dear Charles,*

Prime Minister's Visit to Turkey

I attach copies of an exchange of telegrams with the Ambassador in Ankara following your letter of 25 February about outstanding points in the Prime Minister's programme for Turkey.

Mr Daunt points up the difficulty we would face in trying to get out of the lunch which the Mayor of Istanbul is to host; and indeed demonstrates that there would be no alternative which could bring the Prime Minister into contact with so many leaders of Turkish business. He also makes a good case for some sort of speech at that lunch. But we can see that the drafting presents problems. If it would help, I would suggest that the bulk of the drafting (60-70 per cent), dealing with the economic and commercial links between Britain and Turkey, with a plug for the sectors here with most potential business in Turkey, could be done by the FCO in conjunction with the DTI and other interested departments. This would leave a relatively small chunk - on the Prime Minister's approach to government and economic management, as Mr Daunt suggests - to be added by No 10. The Prime Minister might at the end of the speech invite questions from her high-powered audience to fill up the balance of the time available. If you agree, I should be grateful if you would let me know your deadline for receipt of a draft.

We can look at the balance of the programme for Istanbul when we receive the further report promised in Mr Daunt's telno 109.

*Yours ever,* *L Parker*

(L Parker)  
Private Secretary

C P Powell Esq  
PS/10 Downing Street

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*Handwritten marks and initials, including a large 'A' and '29-11'.*

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FM FCO  
TO IMMEDIATE ANKARA  
TELNO 62  
OF 291000Z FEBRUARY 88  
INFO PRIORITY ISTANBUL

YOUR TELS 83 AND 92: PRIME MINISTER'S VISIT TO TURKEY: PROGRAMME

1. NUMBER 10 ARE CONTENT WITH THE REVISED ARRANGEMENTS FOR THE FIRST DAY IN ANKARA, WHICH MAY NOW BE REGARDED AS FIRM. THEY UNDERSTAND THE PROBLEMS WITH A WALKABOUT AND AGREE THAT THIS SHOULD BE LEFT TO BE DECIDED ON THE SPOT.

2. HOWEVER THEY HAVE 2 RESERVATIONS ABOUT THE CONTENT OF THE PROGRAMME FOR ISTANBUL. FIRST, THEY DO NOT/NOT SEE A REQUIREMENT FOR A SECOND MAJOR SPEECH DURING THE PRIME MINISTER'S VISIT. HER INTERVIEWS WITH THE TURKISH PRESS AND TELEVISION BEFORE DEPARTURE FROM LONDON WILL HAVE GIVEN HER AN OPPORTUNITY TO GET OVER THE MAIN POINTS OF THE SORT OF SPEECH YOU DISCUSSED WITH HENDERSON, SED, DURING HIS FAMILIARISATION VISIT. NUMBER 10 HAVE THEREFORE ASKED US TO CONSIDER ALTERNATIVES. GIVEN THAT WE MAY NOW BE COMMITTED TO A LUNCH HOSTED BY THE MAYOR OF ISTANBUL, ONE MIGHT BE FOR THE PRIME MINISTER TO MAKE SOME BRIEF REMARKS (GRATITUDE FOR THE MAYOR'S HOSPITALITY, OBEISANCE TO ISTANBUL'S PLACE AS THE BUSINESS CAPITAL OF TURKEY, ETC) AND THEN INVITE HER AUDIENCE TO PUT QUESTIONS TO HER. GRATEFUL FOR YOUR VIEWS ON WHETHER THIS WOULD BE MANAGEABLE. IF WE ARE NOT IN FACT COMMITTED TO THAT LUNCH, ANOTHER ALTERNATIVE WOULD BE TO USE THE TIME TO MAKE ADDITIONAL VISITS OR TO MEET MORE PEOPLE. BUT CLEARLY THERE WOULD STILL BE A REQUIREMENT FOR A LUNCH OF SOME SORT. PERHAPS A STAND UP BUFFET OR RECEPTION WITH A SIMILAR GUEST LIST TO THAT PROPOSED FOR THE MORE FORMAL MEAL, GIVING THE PRIME MINISTER THE OPPORTUNITY TO CIRCULATE AND HOLD CONVERSATIONS WITH INDIVIDUAL OR GROUPS OF BUSINESSMEN, WOULD FIT THE BILL. GRATEFUL FOR YOUR URGENT VIEWS.

3. SECONDLY, NUMBER 10 HAVE RESERVATIONS ABOUT MAKING A VISIT TO THE SEWAGE PLANT THE HIGH POINT OF THE PRIME MINISTER'S AFTERNOON PROGRAMME. THEY COMMENT THAT THE BRITISH INVESTMENT DOES NOT SEEM TO BE THAT BIG AND WOULD LIKE TO HAVE YOUR ALTERNATIVE SUGGESTIONS. WE UNDERSTAND THE LIMITS OF TIME AND DISTANCE WITHIN WHICH A PROGRAMME FOR THE AFTERNOON HAS



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YOUR TEL NO 62: PRIME MINISTER'S VISIT TO TURKEY:

PROGRAMME

1. IT WOULD INDEED BE VERY DIFFICULT AT THIS STAGE TO GET OUT OF MAYOR DALAN'S LUNCH. IN ANY CASE I RECOMMEND AGAINST TRYING, AS IT WILL OFFER THE OPPORTUNITY, WHICH NO ALTERNATIVE COULD DO AT ALL ADEQUATELY, OF CONTACT WITH THE TOP HAMPER OF THE TURKISH BUSINESS COMMUNITY. WHILST I APPRECIATE NO 10'S RESERVATIONS ABOUT A SECOND MAJOR SPEECH, SOME SORT OF SPEECH AT LUNCH SEEMS INESCAPABLE. IN FACT, THE SPEECH AT OZAL'S DINNER ON 7 APRIL IS ONLY SUPPOSED TO LAST 8 MINUTES AND MUST CERTAINLY NOT EXCEED TEN. IT SHOULD, IN OUR VIEW, DEAL NECESSARILY BRIEFLY WITH BILATERAL RELATIONS, EC/TURKEY, AND TURKEY AND BRITAIN IN NATO. THIS LEAVES AN OPPORTUNITY ON 8 APRIL, TO THE MAJOR BUSINESS AUDIENCE, FOR THE PRIME MINISTER TO SAY SOMETHING ABOUT ECONOMIC AND COMMERCIAL LINKS, AND ABOUT HER OWN APPROACH TO GOVERNMENT AND ECONOMIC MANAGEMENT - SUBJECT IN WHICH, AS I EXPLAINED TO CHARLES POWELL ON 23 FEBRUARY, THERE IS A GREAT DEAL OF INTEREST HERE. IF NO 10, UNDERSTANDABLY ENOUGH, DO NOT WANT THIS TO BE A FULL LENGTH SPEECH, I SUGGEST THAT THE PRIME MINISTER SHOULD SPEAK FOR 10-15 MINUTES ON THESE THEMES. SHE MIGHT THEN TAKE SOME 20 MINUTES OF QUESTION AND ANSWER. THIS WOULD MEAN THE TWO SPEECHES TOGETHER TOTALLING 20-25 MINUTES.

2. I AM NOT ATTRACTED BY THE OTHER ALTERNATIVE IN YOUR PARA 2: A STAND-UP BUFFET OR RECEPTION WOULD

- (A) MEAN DRASTICALLY ALTERING DALAN'S LUNCH PLANS,
- (B) BE VERY LIKELY TO DEGENERATE INTO A SCRUM, RATHER THAN A WORTHWHILE OCCASION FOR THE PRIME MINISTER.

CONTROL OF THE PRESS IN PARTICULAR WOULD CAUSE PROBLEMS.

3. ON PARA 3 OF TUR, ISTANBUL ARE TODAY VISTING ALTERNATIVE SITES. POSSIBLES INCLUDE THE OTOSAN (FORD) PLANT (WHICH RECEIVES



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COMPONENTS FROM DAGENHAM) AND THE SOMEWHAT RUDIMENTARY LANDROVER ASSEMBLY PLANT (WHICH RUNS THE DANGER OF BEING SHUT DOWN IN APRIL IF THE CURRENT STRIKE IN BRITAIN CONTINUES) HAVING LOOKED AT THE YENIKAPI TREATMENT PLANT WITH THE NO 10 RECCE TEAM, WE CONTINUE TO THINK THAT IT WOULD BE APPROPRIATE FOR A VISIT BY THE PRIME MINISTER, AND COULD CERTAINLY BE PRESENTED AS A VISIT TO A WATER TREATMENT PLANT WITH AN INTEGRAL ROLE IN THE CLEANING UP OF THE GOLDEN HORN/BOSPHORUS, RATHER THAN AS A MERE SEWAGE PLANT. I SHALL OFFER A MORE CONSIDERED VIEW ON 2 MARCH WHEN ISTANBUL HAVE EXAMINED THE ALTERNATIVES

DAUNT

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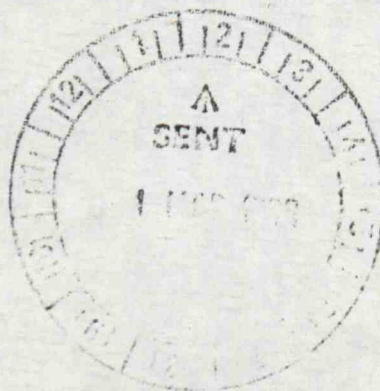
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OF 021515Z MAR 88  
INFO ROUTINE ISTANBUL

MY TELNO 109: PRIME MINISTER'S VISIT TO TURKEY: PROGRAMME

1. I HAVE NOW RECEIVED A REPORT FROM ISTANBUL ON ALTERNATIVES FOR THE AFTERNOON OF 8 APRIL IN ISTANBUL.

2. THE ONLY OTHER PLANT WHICH IT WOULD BE FEASIBLE FOR THE PRIME MINISTER TO VISIT IS THE OTOKAR LAND ROVER ASSEMBLY PLANT (WHICH ALSO PRODUCES BUSES WITH A SIGNIFICANT BRITISH CONTENT). THE ASSEMBLY PROCESS LOOKS REASONABLY IMPRESSIVE. THE METAL GRID STAIRS AND WALKWAYS IN THE FACTORY (PROVIDED THEY ARE ADEQUATELY BOARDED) WOULD BE NEGOTIABLE BY THE PRIME MINISTER AND HER PARTY, AND THE BRITISH ASPECT IS FULLY VISIBLE. A FURTHER REASON FOR INCLUDING OTOKAR IS THAT THE PUBLICITY WOULD HELP LAND ROVER IN THEIR BID TO OBTAIN MAJOR ORDERS THIS YEAR FROM THE TURKISH GENDARMARIE AND THE ARMED FORCES.

3. HAVING DISCUSSED THE OPTIONS WITH ISTANBUL, I RECOMMEND THAT WE INCLUDE THE LAND ROVER VISIT AS WELL AS, NOT INSTEAD OF, THE YENIKAPI TREATMENT PLANT. THERE ARE GOOD REASONS FOR GOING AHEAD WITH THIS VISIT (PARA 3 OF TUR) AND THE CLEAN-UP OF THE ISTANBUL WATERWAYS IS CLOSE TO DALAN'S HEART. THE LAND ROVER PLANT IS IN THE SAME BROAD AREA AS YENIKAPI (IE CONVENIENT FOR THE AIRPORT) AND COULD BE SQUEEZED IN WITHOUT DELAYING THE PRIME MINISTER'S DEPARTURE, BY:

(A) SHORTENING THE LUNCH ENGAGEMENT BY 15 MINUTES, WHICH MAKES SENSE IF THE PRIME MINISTER IS TO MAKE A SHORTER SPEECH - SEE TUR SEMI-CLN AND

(B) ALLOWING 15 RATHER THAN 30 MINUTES FOR THE DRIVE FROM THE SHERATON TO THE TOPKAPI WITH MAYOR DALAN. (THIS TOO MAKES SENSE IF, AS I UNDERSTAND, NO 10 WOULD PREFER THE WALK-ABOUT TO BE AFTER THE VISIT TO THE PRIMARY SCHOOL IN ANKARA RATHER THAN ON THE GALATA BRIDGE.

4. ON THIS BASIS, THE AFTERNOON PROGRAMME WOULD READ AS FOLLOWS:

1300 LUNCH AT SHERATON HOTEL

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1430 DEPART FOR TOKPAI PALACE  
 1445-1545 VISIT TOPKAPI AND AYA SOFIA  
 1600 VISIT YENIKAPI TREATMENT PLANT  
 1620 LEAVE FOR OTOKAR LAND ROVER ASSEMBLY PLANT  
 1630-1650 TOUR FACTORY  
 1700 ARRIVE ISTANBUL AIRPORT  
 1715 TAKE OFF

5. GRATEFUL FOR EARLY VIEWS.

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