



Foreign and Commonwealth Office

London SW1A 2AH

18 March 1988

Dear Charles,

Prime Minister's visit to Turkey

Thank you for your letter of 15 March concerning Mr Harry Goodman's offer to put one of Air Europe's aircraft at the Prime Minister's disposal for her visit to Turkey.

As you may recall we have already had an approach about this from Mr Nirj Deva on behalf of Mr Goodman's International Leisure Group. We spoke about it on 29 February and agreed it was out of the question. David Ratford subsequently wrote to Mr Deva informing him that the Prime Minister would be unable to take up the offer. Copies of this correspondence are enclosed.

As you have suggested, we have now consulted the Cabinet Office, Department of Transport and DTI. They confirm that it is the practice of Ministers to travel at government expense, and not to take up offers such as that made by Mr Goodman. Apart from the security aspect, it would be undesirable for Ministers to be seen to favour one particular company.

I enclose a draft letter for you to send to Mr Goodman.

I am copying this letter and enclosure to Jenny McCusker (Department of Transport), Alison Brimelow (Department of Trade and Industry) and Trevor Woolley (Cabinet Office).

Yours ever,
L. Parker

(L Parker)
Private Secretary

C D Powell Esq
PS/No 10 Downing Street

DSR 11 (Revised Sept 85)

DRAFT: minute/letter/teleletter/despach/note

TYPE: Draft/Final 1 +

FROM:

PS/No. 10

DEPARTMENT:

TEL. NO:

BUILDING:

ROOM NO:

Reference
PR5AAN

Your Reference

SECURITY CLASSIFICATION

- Top Secret
- Secret
- Confidential
- Restricted
- Unclassified

TO:

Copies to:

Harry Goodman Esq
 International Leisure Group
 The Galleria, Station Road

SUBJECT; West Sussex RH 10 1HY

PRIVACY MARKING

..... In Confidence

CAVEAT

The Prime Minister has asked me to thank you for your letter of 14 March and your ^{very} kind offer to put one of Air Europe's aircraft at her disposal during her forthcoming visit to Turkey.

Much as we appreciate the offer,

I regret the Prime Minister is unable to take up this offer. As you know, the Prime Minister normally uses an aircraft provided by the Royal Air Force for overseas visits, ^{travels by} arrangements are well in hand for her to use an RAF VC 10 ^{air} on this occasion.

has asked me to meet [unclear] & [unclear] she is for your suggestion. She would like to hear

The Prime Minister is aware of the International Leisure Group's plans to expand its activities in Turkey, and ^{has} asks me to wish you well in your venture.

43

Enclosures flag(s)

almost invariably

for reasons which it will be evident, and

53



Foreign and Commonwealth Office

WST 02611

London SW1A 2AH

1 March 1988

Nirj Deva Esq

Temporarily retained by Mr. Jayland M 2/7

Mr Weston 2/3
Mr Cowling P.A. 3/3
We had agreed with Mr Ratford beforehand that this was a non-starter. But he felt No 10 had to be consulted, given Harry Goodwin's involvement.

THIS IS A COPY. THE ORIGINAL IS RETAINED UNDER SECTION 3 (4) OF THE PUBLIC RECORDS ACT

Dear Nirj

Thank you for your letter of 24 February about the Prime Minister's forthcoming visit to Turkey. As I had told you when we spoke on the telephone, there were practical difficulties in your suggestion, despite its evident attractions. We have since consulted No 10 and, to my regret, I have to say that it has been confirmed that the Prime Minister will be unable to adopt your suggestion. But thank you very much for your interest.

With all good wishes

Yours sincerely

Dave

D J E Ratford

Mr Radford
Mr Powell says
definitely not.
Mr Parker
29/ii

APS (Mr. Parker)
This turned up today but says:
little more than I recalled to
you following Deva's telephone
call. My answer from No. 10

D J E Radford CMG CVO
Supt Under-Secretary
CSCE Unit
Foreign and Commonwealth Office
Downing Street
LONDON
SW1A 2AL

24th February 1988

[Signature]
26/2

Dear David

Further to our telephone conversation, please find enclosed a recent letter I sent to Keith Speed MP who, as you know, is very interested in Turkish affairs.

Should we succeed in promoting this idea I feel that we will have achieved a great step forward in Anglo-Turkish relationships.

At the very least, should it prove impossible for the Prime Minister to travel on an Air Europe plane, then we should consider making the same point by including Harry Goodman as a member of the business entourage who will be accompanying the Prime Minister on her forthcoming trip there. Such a gesture would, I think, go down very well with the Turks.

With all good wishes,

As ever,

[Signature]

Nirj Deva DL

Temporarily retained @Wayland, 28/7/16

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OF THE PUBLIC RECORDS ACT

Please reply to:

Nirj Joseph Deva

c/o Hammersmith Conservative Association
9 Lamington Street
London W6 0HU

Keith Speed Esq RD MP
The House of Commons
Westminster
London SW1

SECRET AND MOST CONFIDENTIAL

24th Feb 1988

Dear Keith

It was most enjoyable talking on the phone yesterday about the PM's forth coming visit to Turkey.

It is my understanding that tourism should feature in the Prime Minister's agenda as the Turks are very keen to promote greater Anglo-Turkish friendships through more personal contact between British people and Turkey.

It is in this context that the idea of the PM using a "tourist plane" on her visit emerged as a subtle but very real way of promoting an aspect of Turkish development which would be recognised as such by Ankara.

I discussed this matter in complete confidence with the largest tour operator to Turkey, the International Leisure Group (Chairman, Harry Goodman). I have obtained a resume of their activities in Turkey which I enclose herein. ILG operates Air Europe which has one of the most modern fleet of jets in Europe and they are considering lending a jet to the PM should the opportunity arise; and fix up all the necessary communication equipment, which again, the PM's Head of Security has said is technically possible.

Apart from the boost that this would give to Anglo-Turkish tourism, there would obviously be a large saving for the Prime Minister's Office budget if she does not need to use "public transport". There is a precedent for the PM travelling on a civilian aircraft, as she has flown British Airways whilst in office.

Sir Jim thinks this is a good idea, which would carry weight and goodwill with the Turks. The Turkish Ambassador was sounded out on this by Sir Anthony Kershaw privately, and while Rahmi Bey is unable to initiate such a proposal, he will, if consulted support the idea. Sir Anthony has also consulted the HM Ambassador to Turkey and a formal letter from Harry Goodman to the Prime Minister is being drafted.

However, before such a letter is sent to Charles Powell at Downing Street, I concur that Archie Hamilton's views ought to be sought and I would be very grateful if you could raise this with Archie in support of our initiative.

With many thanks and all good wishes

As an
N

Nirj Deva DL

Please reply to:

Temporarily retained @Wayland 28/7/16

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OF THE PUBLIC RECORDS ACT

cc Sir James Spicer, Chairman Anglo Turkish Parliamentary Group
Harry Goodman Esq, Chairman, International Leisure Group
Sir Anthony Kershaw MC

ENC

IIG'S PRESENCE IN THE TURKEY HOLIDAY MARKET

In line with IIG's general philosophies and tour operating aims, the group has become the leading UK tour operator to Turkey within just 2 years of having been in the market. IIG has overtaken Sunmed, the previous leader, because of our highly price-competitive and varied holiday packages. Intasun is the first major tour operator to feature Turkey as a separate brochure. This is proving very successful - at the expense of our less adventurous rivals, such as Thompsons, the major UK tour operator, who does not yet even feature Turkey in its main brochure. For the first time, holiday-makers are offered the excitement of summer's newest destination with the security of a major tour operator.

Turkey as a holiday product is of growing importance to IIG. In 1987, our first year of operation, 14 staff were based in Turkey. In 1988, 70 staff will be based there. 1987 aviation allocation for Turkey was 21,350 passengers. Contracted airline capacity for summer 1988 to Turkey is currently over 100,000 passengers. Departures are from 9 UK airports, using 8 UK carriers and one Turkish. Total beds contracted so far is nearly 10,000 (8% of all beds in Turkey). Lancaster and Intasun both now feature specialist Turkey products, while Global, Intasun and Club 18-30 feature the country in their main brochures.

After being on sale for just over a week, Intasun's "Turkey Plain and Simple" brochure had achieved massive sales so that already the company has added an additional series from Bristol Airport to Izmir, with an extra capacity of 3,500, bringing Intasun's aviation capacity to 53,500 for the summer. Intasun is offering all types of accommodation and board, and a varied selection of holiday types, from cruising and fly-drive to 21-night stays and 2-centre holidays. 11 resorts are offered with departures from all 9 UK airports. A total of 2,000 beds have been contracted for the "Turkey Plain and Simple" programme, while a further 1,300 beds are offered in Intasun's main brochure. Prices start from £89, and sales are presently running at 45% to 70%. This compares with a total of 5,694 holidays sold by Intasun to Turkey in 1987.

Lancaster Holidays' specialist brochure "Travel Turkey" first came on sale for summer 1987. 11,000 holidays were planned but 15,000 eventually sold. 2 UK departure airports were featured, to 4 resorts. For summer 1988, a third edition of the brochure has already been distributed, sales being anticipated to increase by 200% to 45,000. At present, 11% of all bookings at Lancaster are for Turkey. Ten departure points are featured, and 16 resorts. Accommodation has been increased substantially, both in quantity (5,000 beds) and variety. The range of holiday types has also been extended to give a very large variation in packages offered. Pre-bookable excursions are available at prices 10% cheaper than could be gained by the client independently. Sales for 1989 are expected to rise by approximately 50% to 65,000 - 70,000.

Club 18-30 and Global are featuring Turkey this summer and have 1,330 beds contracted so far. This compares with approximately 120 beds in 1987!

IIG also sells around £30 per head of excursions in Turkey, totalling £3 million. These are varied, ranging from cruises to archaeological sites. They sell well and are organised by IIG, although an agent supplies the guides.

Intasun Skyworld, our seat-only sales specialist, sold 800 seats to Turkey in 1987. For 1988 this is predicted to be 5,000. Air Europe is flying 9 Boeing 737-300 and 12 Boeing 757 - 2 each week during summer 1988 to 4 destination airports in Turkey. This would indicate a capacity of 4,000 passengers per week, a total of 104,000 for the summer season.