

PERSONAL AND CONFIDENTIAL



10 DOWNING STREET

LONDON SW1A 2AA

From the Private Secretary

23 December 1987

PRIME MINISTER: VISIT TO GERMANY

Thank you for your letter of 22 December, covering one from Julian Bullard, about the possibility of the Prime Minister addressing 15-20 leading German businessmen and bankers at a lunch in the Embassy in Bonn.

I am afraid that I cannot give Julian Bullard encouragement on this, desirable as the proposal is. The Prime Minister has already taken on an unusually heavy programme of foreign visits next year. She is very anxious to avoid going to Bonn for the bilateral with Chancellor Kohl before the additional European Council: we must continue to work on the assumption that he will come here.

If in the event it became absolutely unavoidable for her to visit Bonn to see Chancellor Kohl before the European Council, we might reconsider the idea of the lunch. But nothing should be said to the Germans to encourage the expectation that the Prime Minister will come.

I am returning Julian Bullard's letter.

CHARLES POWELL

A. C. Galsworthy, Esq., C.M.G.,
Foreign and Commonwealth Office.

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File Vho
cc'd PC
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Foreign and Commonwealth Office

London SW1A 2AH

22 December 1987

CDP

Dear Charles,

Prime Minister: Visit to Germany?

/ I have just received the attached letter from Julian Bullard. I have no doubt that what he proposes would be thought to be generally "a good thing". Clearly it could not be said to be a necessary thing. If you think that the Prime Minister might be interested in doing it (enjoying doing it might probably be asking too much!), I could pursue it. Otherwise it might be better to stifle it at birth. What do you think?

Yours ever,
A C Galsworthy

(A C Galsworthy)
Private Secretary

C D Powell Esq
10 Downing Street

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If the Summit is in Bonn - I will add ①

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LONDON SW1A 2AA

Prime Minister

If not - represents time not

In the attached letter, Tuhian

Bullock suggests that you should
address a lunch of 15-20 leading

German industrialists in Bonn. If
possible he would like you to do
so before he leaves on 7 Nov.
He sees it as informed with no

prepared text.

Desirable as this might be, I
simply do not think you can
take on more. The only possibility
might be if your bilateral with

Kohl were to be in Bonn
rather than here. But we are
still hoping he will come
to London: and I really
don't think you should voluntarily
take on more foreign travel
unless absolutely necessary.

Agree a generally discouraging
response for now, with just a
glimmer of a hope in the event
you have to go to Bonn
anyway?

CDP

22/11/74



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BRITISH EMBASSY,
Bonn.

18 December 1987

A C Galsworthy Esq CMG
Private Secretary to
Secretary of State
FCO

Dear Anthony,

A VISIT TO GERMANY BY THE PRIME MINISTER?

1. I think you know of the enormous admiration felt for the Prime Minister among the business and financial community in the FRG. I notice this everywhere I go. The feeling has if anything gained in strength during the last 12 months as the improvements in British industry have started to come through and as the German achievement has appeared to tail off.
2. Some of the German businessmen and bankers tell me how vividly they remember the lunch for the Prime Minister organised by Oliver Wright at the Residence here in (I think) 1979 or 1980, when the Prime Minister described the transformation she was resolved to achieve in the British economy. I remember the occasion too, having had the good luck to be present as a member of the Prime Minister's delegation from London.
3. I have been wondering whether this might not be a good moment to repeat this formula, ie to organise a lunch or dinner party here for top German businessmen, with the Prime Minister as speaker and guest of honour. If I say that I should very much like to fit this in before my time here runs out on 7 March, it is not for the sake of the honour and glory attached,

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although it would be very nice for me to be there as host, but because I do now know personally most of the people whom one would want to invite from the German side, a situation which it will take my successor a little time to establish.

4. I would envisage a lunch or dinner for 15-20 representatives of major banks and firms, plus the heads of the BDI (CBI equivalent) and the Employers' Federation. I am sure that we could expect a very good turnout, even at short notice, though it would obviously be better to issue the invitations a month or more ahead, since those concerned have very full diaries and travel a lot. The format would be the same as last time, one long table with the Prime Minister sitting in the middle and speaking from her place, either standing up or seated, as she preferred. The great difference would be that last time she could do no more than outline her plans, whereas now she can demonstrate with facts and figures how they have succeeded. This would also be a chance to get across to an influential audience such points as the requirement for higher growth rates in Europe; the importance of developing enterprise economies; the need to open up the single market; and the FRG's leading role in all of this.

5. The question is how to fit such an event into the Prime Minister's programme. The most convenient thing would obviously be to choose a day when she is going to be in Bonn anyway. The next Anglo-German Summit consultations in Bonn are not likely to be held until 1989, too late to cash in on the mood I described at the start of this letter. I could certainly stimulate an invitation to the Prime Minister from eg the BDI, but they would then want to take over the arrangements, and they might ask for an on-the-record speech to a

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large audience, which would make it harder for the Prime Minister to speak frankly and say all that needs to be said. A possible plan, if the Prime Minister were willing to consider it, would be to tack my proposed lunch/dinner party on to the private meeting which the Prime Minister hopes to have with Kohl in late January or early February, before the Brussels Summit (FCO telno 603 to Bonn). This would require the Prime Minister's office, either when Kohl replies to her message or even without waiting for this, to indicate to him that she would be ready to hold that meeting in Germany, perhaps giving the reason that this would make things easier for him in his first weeks as holder of the Presidency and with so many contacts to manage.

6. I should be grateful to know what you think of this idea, and if you like it, how you think it might be put into practice. I shall of course quite understand if it turns out to be impossible to get something on these lines organised before my own time is up: Christopher Mallaby can simply take the suggestion over if he likes it or discard it if he does not. But if you agree with me that we could grasp the opportunity of the meeting with Kohl which the Prime Minister has already asked for, there is obviously no time to be lost.

*Yours ever
Julian*

J L Bullard

cc D J M Dain Esq, WED, FCO

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