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Subject: New Zealand
Feb 1981: Relations

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TO IMMEDIATE WELLINGTON

TELEGRAM NUMBER 175 OF 8 JULY

PRIME MINISTER'S
PERSONAL MESSAGE
SERIAL No. T1200184

FROM RESIDENT CLERK

YOUR TELNO 211 OF 8 JULY: CIVIL AVIATION SALES.

1. PLEASE PASS FOLLOWING MESSAGE FROM THE PRIME MINISTER
TO SIR ROBERT MULDOON:

BEGINS

DEAR PRIME MINISTER,

I UNDERSTAND THAT YOU AND YOUR COLLEAGUES WILL VERY SHORTLY
DECIDE WHETHER AIR NEW ZEALAND SHOULD BUY THREE BOEING 767'S OR
THREE AIRBUS A310'S: AND THAT THE TECHNICAL, OPERATIONAL AND
FINANCIAL ARGUMENTS ARE CLOSELY BALANCED.

THERE IS ANOTHER DIMENSION TO THIS DECISION WHICH GREATLY
CONCERNS MICHAEL JOPLING AND MYSELF. WE ARE AS YOU KNOW MOST
ANXIOUS TO SECURE FINAL AGREEMENT WITHIN THE EUROPEAN COMMUNITY
ON THE ARRANGEMENTS FOR CONTINUED ACCESS FOR NEW ZEALAND BUTTER.
IT WOULD GREATLY EASE OUR TASK IF YOUR DECISION WERE TO GO IN
FAVOUR OF AIRBUS INDUSTRIE SINCE THIS WOULD GIVE A VERY CLEAR
SIGNAL THAT NEW ZEALAND DOES WISH, WHEN POSSIBLE, TO PROMOTE THE
TRADING INTERESTS OF HER FRIENDS IN THE COMMUNITY.

I AM SURE THAT THIS CONSIDERATION WILL ALREADY HAVE OCCURRED
TO YOU. BUT I WANTED YOU TO KNOW THAT IT IS ALSO VERY MUCH IN
OUR MINDS AS WE NEGOTIATE TO DEFEND NEW ZEALAND'S INTERESTS IN
EUROPE.

YOUR SINCERELY,
MARGARET THATCHER

ENDS

HOWE