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IMMEDIATE

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LXE 847/06

DESKBY

OO FCO DESKBY 061600Z JAN

OO MODUK DESKBY 061600Z JAN

RR DUBAI ( ACTIONED )

RR DOHA ( ACTIONED )

RR BAHRAIN ( ACTIONED )

AD/MED

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PS

PS/MATTERS

Sir J Graham

M JC Moberly

M PH Moberly

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061545Z JAN

FROM COMMCEN HSP

TO MODUK

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SIC

GR 500

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DESKBY FCO 061600Z JAN

DESKBY MODUK 061600Z JAN

FM ABU DHABI 061545Z JAN 81

TO IMMEDIATE FCO

TELNO 006 OF 06 JAN 1981

AND TO IMMEDIATE MODUK DESKBY 061600Z

ROUTINE DUBAI, DOHA AND BAHRAIN

MIPT

HAWK SALES.

1. THE MINISTER OF STATE HAS DISCUSSED THE OUTCOME OF THESE MEETINGS WITH SIR R. ELLIS AND THE BRITISH AEROSPACE REPRESENTATIVES. THE FOLLOWING ASSESSMENT EMERGED.

2. IT IS CLEAR THAT THE UAE HAVE TAKEN NO DECISION ON THEIR NEED FOR AN ADVANCED TRAINER AND A GROUND ATTACK AIRCRAFT. IN PART THEIR DECISION WILL DEPEND ON THE RECOMMENDATIONS MADE BY THE CHIEF OF STAFF ABOUT THE ROLE OF ANY TRAINING SCHOOL AND THE TPE OF AIRCRAFT IT REQUIRES.

3. WE CANNOT BE SURE WHO WILL TAKE THE FINAL DECISION. WE THINK IT WILL PROBABLY BE A COLLECTIVE ONE BY THE RULING FAMILY IN ABU DHABI, INCLUDING SHAIKH ZAID WHO MAY NOT RETURN HERE BEFORE THE END OF THE MONTH. ALTHOUGH TECHNICALLY THEY SHOULD CHOOSE ONE TRAINING AIRCRAFT, THEY MIGHT SEEK SOMEHOW TO DIVIDE THE ORDER FOR POLITICAL REASONS BETWEEN OURSELVES AND THE FRENCH. THE INTEREST EXPRESSED IN JAGUAR IS ALSO SIGNIFICANT.

4. THE REPRESENTATIONS MADE BY MR HURD WILL HAVE MADE OUR POLITICAL INTEREST IN THE DECISION QUITE CLEAR. THE NEWS OF THE PM'S VISIT HERE IN APRIL WILL HAVE SERVED TO UNDERLINE THIS. SHEIKH KHALIFA WAS FRIENDLY AND ATTENTIVE, BUT NON-COMMITTAL.

5. WE SHALL NOW NEED TO FOLLOW VERY CLOSELY THE COURSE OF THE UAE CHIEF OF STAFF'S RECOMMENDATIONS, AND TO BE READY TO MAKE A FURTHER POLITICAL INTRODUCTION WHEN A DECISION APPEARS IMMINENT. THE EMBASSY, BRITISH AEROSPACE AND ROLLS ROYCE WILL MONITOR THE POSITION THROUGH THEIR LOCAL CONTACTS. BRITISH AEROSPACE'S LOCAL REPRESENTATIVES WILL ALSO BE PRIMED TO SUBMIT ALTERNATIVE OFFERS ON HAWK SHOULD THIS SEEM DESIRABLE AS THE UAE REQUIREMENT BECOMES CLEARER. MOD WILL NEED TO BE PREPARED TO RESPOND QUICKLY TO ANY REQUEST FOR A STUDY TEAM ON THE TRAINING SCHOOL ( PARAGRAPH 8 OF MIPT ). IN ORDER TO GET ON BETTER TERMS WITH SHAIKH SULTAN, WHO IS PROBABLY THE CHIEF OBSTACLE TO SUCCESS WE SUGGEST THAT OUR CHIEF OF DEFENCE STAFF SHOULD SEND HIM A RENEWED INVITATION TO VISIT THE UK ASKING HIM TO PROPOSE CONVENIENT DATES. THIS COULD BE DELIVERED AS SOON AS HE RETURNS FROM PAKISTAN WITH HIS FATHER. MR HURD ALSO

5. WE SHALL NOW NEED TO FOLLOW VERY CLOSELY THE COURSE OF THE UAE CHIEF OF STAFF'S RECOMMENDATIONS, AND TO BE READY TO MAKE A FURTHER POLITICAL INTRODUCTION WHEN A DECISION APPEARS IMMINENT. THE EMBASSY, BRITISH AEROSPACE AND ROLLS ROYCE WILL MONITOR THE POSITION THROUGH THEIR LOCAL CONTACTS. BRITISH AEROSPACE'S LOCAL REPRESENTATIVES WILL ALSO BE PRIMED TO SUBMIT ALTERNATIVE OFFERS ON HAWK SHOULD THIS SEEM DESIRABLE AS THE UAE REQUIREMENT BECOMES CLEARER. MOD WILL NEED TO BE PREPARED TO RESPOND QUICKLY TO ANY REQUEST FOR A STUDY TEAM ON THE TRAINING SCHOOL ( PARAGRAPH 8 OF MIPT ). IN ORDER TO GET ON BETTER TERMS WITH SHAIKH SULTAN, WHO IS PROBABLY THE CHIEF OBSTACLE TO SUCCESS WE SUGGEST THAT OUR CHIEF OF DEFENCE STAFF SHOULD SEND HIM A RENEWED INVITATION TO VISIT THE UK ASKING HIM TO PROPOSE CONVENIENT DATES. THIS COULD BE DELIVERED AS SOON AS HE RETURNS FROM PAKISTAN WITH HIS FATHER. MR HURD ALSO CONSIDERS THAT IT COULD HELP OUR POSITION GREATLY IF MR NOTT WERE ABLE TO TAKE UP THE EXISTING PROGRAMME FOR MR PYM AND COME HERE IN FEBRUARY TO REINFORCE OUR POLITICAL PRESSURE. HE IMAGINES THAT MR NOTT WILL ALSO TAKE INTO ACCOUNT THE FACT THAT UNFORTUNATELY THERE HAVE NOW BEEN TWO CANCELLATIONS OF VISITS TO OMAN BY THE SECRETARY OF STATE FOR DEFENSE.

ROBERTS

BT

X A telegram was sent this morning postponing the defence secretary's visit planned for next week. The MOD have not yet begun to consider whether it should be rescheduled for February.

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DESKBY FCO 061600Z JAN

DESKBY MODUK 061600Z JAN

FM ABU DHABI 061515Z JAN 81

TO IMMEDIATE FCO

TELNO 005 OF 06 JAN 1981

AND TO IMMEDIATE MODUK DESKBY 061600Z

ROUTINE DUBAI, DOHA AND BAHRAIN

2 tels : read in full.

ms

HAWK SALES.

1. MR HURD AND MR HOWELL SAW SHAIKH KHALIFA THIS MORNING. MR HURD STRESSED OUR WISH TO GIVE OUR RELATIONS WITH THE UAE A PRACTICAL AND MODERN ASPECT. THIS WAS PART OF THE PRESENT GOVERNMENT'S DETERMINATION TO PLAY A MORE ACTIVE ROLE IN THE MIDDLE EAST. WE HAD DEMONSTRATED OUR FRIENDSHIP AND WISH FOR COOPERATION BY THE VISITS OF PERKINS AND MOBERLY. THE PRIME MINISTER HAD NOW ASKED HIM TO SAY THAT SHE HERSELF WOULD LIKE TO COME TO THE UAE IN APRIL. SHAIKH KHALIFA SAID THAT THE PRIME MINISTER WOULD ALWAYS BE WELCOME. THE UAE WOULD ATTACH GREAT IMPORTANCE TO HER VISIT.
2. MR HURD SAID THAT IN THIS CONTEXT OF TRYING TO DEVELOP OUR FRIENDSHIP ON MODERN LINES WITH PRACTICAL CONTENT, THE PRIME MINISTER HAD ASKED HIM TO RAISE THE SALE OF HAWK. IT MIGHT BECOME DIFFICULT FOR US TO PURSUE IDEAS FOR COOPERATION IF WE FELT THAT ALL THE UAE'S MAIN PROCUREMENT POLICIES WERE DIRECTED TO OTHER COUNTRIES. WE WERE CONFIDENT THAT IN THIS CASE HAWK WAS THE SUPERIOR AIRCRAFT AND THAT THE PROPOSALS WE HAD MADE AND COULD MAKE REGARDING IT WOULD MEET THE UAE'S REQUIREMENTS, WHATEVER THESE TURNED OUT TO BE.
3. SHAIKH KHALIFA REPLIED THAT THE UAE WERE ALSO KEEN THAT COOPERATION WITH THE UK SHOULD CONTINUE AND STRENGTHEN IN ALL FIELDS, ESPECIALLY MILITARY. THEY WERE NOW STUDYING THE PURCHASE OF AIRCRAFT TO MEET BOTH TRAINING AND INTERCEPTOR REQUIREMENTS. THEY APPRECIATED BRITISH INTEREST, AND KNEW THAT THIS WAS BASED ON GENUINE GOODWILL.
4. MR HURD SUGGESTED THAT THE EXPERTS MIGHT GET TOGETHER AFTER THE MEETING TO DISCUSS FURTHER THE UAE'S TECHNICAL REQUIREMENTS. SHAIKH KHALIFA AGREED READILY THAT THE CHIEF OF STAFF SHOULD TALK AT ONCE TO SIR RON ELLIS AND SIR FREDDIE PAGE. ON TRAINING, MR HURD SAID THAT ON TOP OF THE OTHER OFFERS WE WERE MAKING A UNIQUE OFFER OF A PLACE AT OUR CENTRAL FLYING SCHOOL. MOREOVER THE PRIME MINISTER HAD INSTRUCTED THAT WE SHOULD DO OUR BEST TO MEET ANY PARTICULAR SUGGESTIONS WHICH THE UAE MIGHT LIKE TO RAISE ABOUT TRAINING ADDITIONAL TO THOSE ALREADY INCLUDED IN THE OFFER.

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5. SHAIKH KHALIFA AGAIN SHOWED AN INTEREST IN JAGUAR AND THERE WAS SOME DISCUSSION OF ITS PERFORMANCE IN OMAN. MR HURD SAID THAT THE RECENT OMANI ORDER FOR A THIRD SQUADRON OF THE AIRCRAFT WAS THE BEST COMPLIMENT THAT COULD BE PAID IT.

6. SHAIKH KHALIFA SAID THAT A DECISION WOULD BE TAKEN SOON. THE DECISION HAD BEEN DEFERRED UNTIL HIS RETURN FROM PAKISTAN. HIS EXPERTS NEEDED TO CONSIDER THE QUESTION FURTHER SO THAT THE RIGHT DECISION COULD BE MADE. HE WAS PARTICULARLY KEEN ON DEVELOPING THE AIR FORCE INCLUDING TRAINING.

7. IN THE ENSUING DISCUSSION BETWEEN EXPERTS, THE CHIEF OF STAFF REVEALED TO SIR RON ELLIS AND SIR FREDDIE PAGE THAT HE HAD BEEN INSTRUCTED TO PREPARE A SUBMISSION FOR SHAIKH KHALIFA IN ABOUT A FORTNIGHT'S TIME, MAKING RECOMMENDATIONS ON :-

(I) THE ESTABLISHMENT OF A TRAINING SCHOOL FOR THE AIR FORCE :

(II) THE PURCHASE OF TRAINING AIRCRAFT : AND

(III) THE PURCHASE OF A REPLACEMENT FOR THEIR HUNTER GROUND ATTACK AIRCRAFT.

8. THE CHIEF OF STAFF MADE IT CLEAR THAT THEY HAD SUFFICIENT INFORMATION ON WHICH TO BASE THESE RECOMMENDATIONS AND REQUIRED NO FURTHER ASSISTANCE FROM US. HOWEVER, ONE OF THE LIKELY RECOMMENDATIONS TO SHAIKH KHALIFA WAS TO REQUEST OUR HELP IN A STUDY TO LOOK AT THE TRAINING SCHOOL AND ITS EQUIPMENT. SIR RON ELLIS AND SIR FREDDIE PAGE IMMEDIATELY OFFERED FURTHER ASSISTANCE FROM MOD AND BRITISH AEROSPACE. THE CHIEF OF STAFF SAID THAT A JOINT TEAM SUCH AS THIS MIGHT BE VERY WELCOME AND THAT THIS REQUEST, IF AGREED BY SHAIKH KHALIFA, WOULD BE COMMUNICATED TO THE EMBASSY. LIKE KHALIFA, THE CHIEF OF STAFF SHOWED INTEREST IN JAGUAR.

9. SEE MIFT FOR CONCLUSIONS AND RECOMMENDATIONS.

ROBERTS

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DEFENCE D

ACDD

PS

PS/LPS

PS/MR HURD

PS/PUS

SIR J GRAHAM

MR J C MOBERLY

MR P H MOBERLY