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Foreign and Commonwealth Office

London SW1A 2AH

7 October 1983

Dear John,

Visit of New Zealand Minister for Foreign Affairs and Overseas
Trade

/ I enclose briefing for the Prime Minister's talk with
/ Mr Warren Cooper on 10 October, together with a personality
note.

This is Mr Cooper's second visit to Britain in the course of this year. He will be visiting all the Community capitals before the end of the month. He will also talk to the Commission: President Thorn, Vice-President Haferkamp and Commissioner Dalsager.

Mr Cooper, who will be coming to London from Geneva on 10 October where he is seeing the Secretary General of GATT, has attached the highest importance to seeing the Prime Minister. The New Zealand High Commission propose that in his call on the Prime Minister Mr Cooper should be accompanied by the High Commissioner, Mr W L (Bill) Young, Mr H H Francis (Deputy Secretary, Ministry of Foreign Affairs), Mr E A Woodfield (Deputy Secretary, Department of Trade and Industry) and Mr Bruce Brown, Deputy High Commissioner. (We can of course advise the High Commission accordingly if you think this is too many.) You will no doubt let me know if you would like anyone from here.

Yes - Jan
for many
for a brief
call

Following his call on the Prime Minister, Mr Cooper will see Mr Channon on 12 October, the Foreign Secretary and Mr Jopling on 13 October.

The New Zealand High Commission tell us that Mr Cooper will wish to discuss in particular New Zealand's relations with the European Community. He is concerned that the Commission's latest proposals for butter will undermine the basis of a satisfactory relationship. The Department of Trade and Industry recommend that the Prime Minister should refer to the British interest in supplying plant for a major New Zealand steel project.

/I am

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I am copying this to Jonathan Spencer (DTI).

You ever
J E Holmes

(J E Holmes)
Private Secretary

A J Coles Esq
10 Downing Street

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COOPER, HON WARREN ERNEST MP

(National, Otago), Minister of Foreign Affairs, Minister of Overseas Trade.

Born in Dunedin 1933 and educated at King's High School. He worked in a family retail business, as a wool presser, a seasonal worker, in the hotel and building trades, and as a contract painter and signwriter before establishing his own motel business in Queenstown. After a term as a Borough Councillor he was elected Mayor of Queenstown where he remained for three terms.

Elected to Parliament in 1975. Appointed Postmaster-General, Minister of Tourism and Minister of Regional Development in 1978. His appointment to his present positions after the 1981 General Election was a considerable surprise as he has little experience in Foreign Affairs and has a reputation for bluntness and trenchancy, rather than intellect and subtlety. These attributes were deemed suitable for the Overseas Trade portfolio and the Prime Minister did not consider the two portfolios should be split. Seems to be learning fast.

A strong opponent in National Party ranks of Government intervention. Relaxed and affable in manner.

Plays golf and jogs.

Married with five children.

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NEW ZEALAND BUTTER

Points to Make

1. We too were very disappointed by the Commission's inadequate proposals, which fall a long way short of your wish for continued access at 1983 levels. No reason why New Zealand farmers should be penalised for persistence of EC butter surpluses - which we are working to curb.
2. We did what we could to get a better result - Geoffrey Howe spoke to Gaston Thorn before the Commission met. Michael Jopling spoke earlier to Commissioner Dalsager.
3. We shall keep on working to get a deal acceptable to you when the proposals reach the Council; but we must be prepared for a hard slog - some of our EC partners will push for more drastic cuts. We must continue to co-ordinate our efforts closely.
4. Share your view on the need for trading arrangements between New Zealand and the Community which will provide for continued access at acceptable levels in butter and sheepmeat.

Essential Facts

1. The EC's original commitment in the UK Treaty of Accession to admit New Zealand butter on special terms was reaffirmed by EC Heads of Government in Dublin in 1975. Current arrangements expire at the end of the year. The quota for 1983 is 87,000 tonnes.
2. The Commission are under great pressure from the dairy lobby, from France and Ireland in particular, to impose further reductions on New Zealand. They have proposed an initial quota for 1984 of 83,000 tonnes reducing by 2,000 tonnes each year to 75,000 tonnes in 1988.

3. New Zealand (while welcoming the prospect of a five-year agreement) has argued that the quota should not fall beyond the present figure of 87,000 tonnes: but they appear resigned to the inevitability of annual reduction.

4. Mr Jopling lobbied Commissioner Dalsager on 27 September and Sir Geoffrey Howe spoke to President Thorn on 4 October. The Commission subsequently raised the quota proposed to 83,000 from Dalsager's original proposal of 80,000.

MAJOR NEW ZEALAND STEEL PLANT CONTRACT (GLENBROOK, STAGE II - ROLLING MILLS)

Points to Make

1. Delighted that the New Zealand Government have decided to make their own thorough examination and comparison, like for like, of the Japanese (IHI) and British (Davy) bids before coming to any decision on final awarding of the contract.

2. The New Zealand Government may need and wish to invite Davy representatives to a meeting at a level at which the issues can be fully explored.

Essential Facts

1. We were disappointed and surprised to be informed on 9 September that New Zealand Steel had conditionally awarded a contract for rolling mills to IHI. Business is worth £250 million (25% UK content in Davy bid). Although the Japanese price was lower, Davy total bid was highly competitive, particularly in relation to the important New Zealand content (involving 21,000 tonnes of New Zealand supplies and around 40 New Zealand suppliers). We felt that the two bids had not been fully evaluated on a comparative basis and took action to inform the New Zealand Government of this and get Davy back in the race. This included Minister for Trade writing to New Zealand Minister, Templeton; Mr Whitney meeting



New Zealand Ministers (including Mr Cooper in Wellington and Davy sending written brief to Mr Templeton. New Zealand manufacturers' association said to have expressed concern about New Zealand content of Japanese bid. New Zealand Government have now decided to make their own evaluation of bids.

South Pacific Department
October 1983

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South Pacific Department
October 1983

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Handwritten signature or initials, possibly 'P. H. S.'

10 DOWNING STREET

From the Private Secretary

6 October 1983

The Prime Minister has asked me to thank you for your letter of 5 October enclosing a booklet about New Zealand's relationship with the European Community. She will hope to have an opportunity to read this shortly.

A. J. COLES

His Excellency
The Honourable William L. Young.

Handwritten signature or initials, possibly 'L. Young'



File K6

10 DOWNING STREET

From the Private Secretary

6 October 1983

NEW ZEALAND MINISTER OF FOREIGN
AFFAIRS AND OVERSEAS TRADE

Thank you for your letter of 5 October.

As I told you on the telephone this evening, the Prime Minister could receive Mr. Cooper at 1615 hours on Monday, 10 October. I know from contacts which the New Zealand High Commission have made with me that this would be a possible time for Mr. Cooper. I should be grateful if you could confirm to the High Commission that this is now a firm engagement.

A. L. COLES

John Holmes Esq
Foreign and Commonwealth Office.

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NEW ZEALAND HIGH COMMISSION

NEW ZEALAND HOUSE · HAYMARKET · LONDON SW1Y 4TQ

Telephone: 01-930 8422 Telex: 24368

From the High Commissioner
H.E. The Hon W. L. Young

5 October 1983

Dear Prime Minister

in pencil opposite.

I enclose a copy of a booklet which we have recently produced which sets out the substance of New Zealand's relationship with the European Community and summarises the economic questions and difficulties that have been involved for us. I hope that you will find it of interest.

Thank you for your continued support

Kindest regards

Yours sincerely

Bill Young

The Rt. Hon. Margaret Thatcher, MP
Prime Minister,
No. 10 Downing Street,
Whitehall,
LONDON SW1.



Prime Minister

Foreign and Commonwealth Office

The New Zealand Foreign

London SW1A 2AH

Minister is very keen to see you.

He could manage 5.00 p.m. on

5 October, 1983

Monday which would be more
convenient for you. Agree?

- No - I am going
up to Blackpool Wed
evening.

A. & C. $\frac{5}{12}$

Dear John,

Visit by New Zealand Minister of Foreign Affairs and Overseas

Trade, 11-14 October

As you know, the New Zealand High Commission have asked whether their Minister of Foreign Affairs and Overseas Trade, Mr Warren Cooper, might call on the Prime Minister. He is in any case calling on Mr Jopling and Mr Channon, as well as the ~~Prime Minister~~ Foreign Secretary.

Last month, Michael Scholar told Sir David Steel, Chairman of the London Chamber of Commerce and Industry, that because of the Conservative Party Conference the Prime Minister was unable to see the High Level New Zealand Trade Mission coming to this country at the invitation of the London Chamber. Mr Cooper is accompanying the Mission.

There are two particular reasons why the Prime Minister might agree to see Mr Cooper, although unable to see the Mission as a whole. First, following the Prime Minister's inability to see Mr Muldoon in Washington last week, a meeting would demonstrate publicly the closeness and importance of our ties with New Zealand. Secondly, the Prime Minister could assure Mr Cooper of our strong support for New Zealand's continuing access to the Community's butter market at a reasonable level after the expiry of the present arrangements at the end of this year (the New Zealanders are, justifiably, very worried).

Mr Cooper would be willing to travel to Blackpool and could re-arrange his programme to suit the Prime Minister's convenience. At present he is free throughout the day of 11 October and on the afternoons of 12 and 13 October.

The Foreign Secretary appreciates the Prime Minister's diary difficulties but hopes that she will agree to see Mr Cooper. New Zealand is a staunch friend whom we should not appear to take for granted.

(J E Holmes)
Private Secretary

A J Coles Esq
10 Downing Street