

[REDACTED]

Subject: FW: OFFICIAL: INSTITUTE FOR FREE TRADE LAUNCH EVENT: 27 SEPTEMBER: UPDATE
Attachments: Launch - confirmed guests (2).xlsx

From: [REDACTED]
Sent: 26 September 2017 18:46
To: David Frost (SpAd) (Sensitive); [REDACTED]; David Blair (Sensitive) [REDACTED]
[REDACTED]; Simon McGee (Sensitive) [REDACTED]
<Simon.McGee@fco.gsi.gov.uk>; [REDACTED]

Subject: RE: OFFICIAL: INSTITUTE FOR FREE TRADE LAUNCH EVENT: 27 SEPTEMBER: UPDATE

Updated guest list attached, with a few more media attending. All were on IFT's original invite list – despite increased media interest, they're not allowing any new additions.

[REDACTED]

TND

[REDACTED]

Charles Moore

[REDACTED]

[REDACTED]

Falconer	Crawford	Chief negotiation adviser, Department of International Trade
Faulks QC (Lord)	Edward	Member of the House of Lords
Fox	Liam	UK Secretary of State for International Trade
Gove	Michael	UK Secretary of State for Environment, Farming and Rural Affairs
Hannan	Daniel	Member of the European Parliament, IFT President
Howard (Lord) of Lympe	Michael	Member of the House of Lords
Johnson	Boris	UK Secretary of State for Foreign Affairs
Moore	Charles	The Telegraph
Mordaunt	Penny	Minister of State Department of Work and Pensions
Newton Dunn	Tom	The Sun
Sharma	Ajay	HM Ambassador of Doha
Thór Thórdarson	Gudlaugur	Icelandic Foreign Minister

[Redacted]

[REDACTED]

From: [REDACTED]
Sent: 26 September 2017 17:13
To: Liam Parker (Sensitive); Ben Gascoigne (Sensitive); David Frost (SpAd) (Sensitive);
David Blair (Sensitive)
Cc: Simon McGee (Sensitive)
Subject: IFT press release
Importance: High

All – DIT want to send out in the next 10 mins, so please shout if any problems with this. FS quote highlighted below (pulled from speech).

Boris Johnson and Liam Fox make the case for free trade at the 'Institute for Free Trade' launch

Foreign Secretary Boris Johnson and International Trade Secretary Dr Liam Fox will today launch a new think tank making the case for free trade and seize opportunities to forge independent trading arrangements with growing economies around the world as the UK leaves the EU.

Institute for Free Trade President Daniel Hannan describes its mission as making the intellectual and moral case for free trade by educating society, connecting with business and changing policy to promote new trade agreements which benefit consumers.

Statistics that show:

- 96 percent of economists say that freer trade offers consumers better choices, and cheaper prices on goods
- Free and open trade has helped lift millions of people out of poverty as a result of increased economic and social stability.
- During the 1990s, the per capita income grew three times faster in those developing countries that lowered trade barriers, compared to those who did not.

The EU Commission's own website on trade states that 90% of global growth in the next 20 years will be outside the EU, and as one of the world's largest economies, the UK has the chance to work with old and new partners to build a truly Global Britain at the heart of international trade.

Foreign Secretary Boris Johnson said:

“Free trade is not only the key to economic success, it also serves as a force for peace and progress in every sense, giving millions more people the chance to lift themselves out of poverty.

“We must ensure that Global Britain breaks free of the constraints of the EU and becomes the world’s leading proselytiser and agitator for free trade.

“I am delighted to attend the launch of the Institute for Free Trade and to support its noble mission. It is no exaggeration to say that the livelihoods of millions of people depend on its success.”

International Trade Secretary, Dr Liam Fox said:

“Our work as an international economic department has never been more critical in making the moral case for free trade to help provide economic stability and lift millions out of poverty, whilst increasing productivity and offering consumers better choices.

“There are huge opportunities for the UK to be a global leader in helping growing economies realise the benefits of open and fair trade, and the launch of the Institute for Free Trade will further us highlight the importance trade has on the prosperity of the world economy.”

Daniel Hannan MEP, President of the IFT said:

“Leaving the EU is an opportunity to revitalise the global trading system. It’s not every day that a G7 country gets to draw up new tariff schedules. If we open our markets, we can preserve the freest trade with our 27 EU allies while liberalising further with the other 162 WTO members. To succeed, we must convince people that free trade, far from being exploitative, is the ultimate instrument of poverty alleviation, conflict resolution and social justice.

“The Institute for Free Trade will make the case for market liberalisation, both in Britain and with our new trading partners. It will demonstrate the practical advantages of openness and mutual product recognition, and prepare the ground for the trade deals that will follow Brexit. We are in an unfrozen moment. A chance like this won’t come again.”

Secretary of State for International Development Priti Patel said:

“The UK is taking the lead globally in our commitment to increasing trade, investment and economic opportunities in the world’s poorest countries. By generating wealth and much needed jobs - open markets and free trade play a transformative role in lifting people out of poverty while also creating Britain’s future trading partners.

"I welcome the Institute of Free Trade's focus on the formidable power of trade in development, and I look forward to working with them as we build a more prosperous world, which is firmly in all our interests."

The Institute has an International Advisory Panel, comprising individuals, including Tony Abbott – Former Prime Minister of Australia, José María Aznar – Former Prime Minister of Spain, Stephen Harper – Former Prime Minister of Canada, Michael Howard – Former British Home Secretary and leader of the Conservative Party.

[REDACTED]

From: [REDACTED]
Sent: 26 September 2017 15:04
To: David Frost (SpAd) (Sensitive)
Cc: PUS Action (Sensitive); SOSFA Action (Sensitive); Deborah Bronnert (Sensitive); [REDACTED]
[REDACTED] Sam Myers (Sensitive); [REDACTED]
[REDACTED] (Sensitive); Simon McGee (Sensitive); [REDACTED]
[REDACTED] Ajay Sharma (Sensitive); David Blair (Sensitive)
Subject: OFFICIAL: INSTITUTE FOR FREE TRADE LAUNCH EVENT: 27 SEPTEMBER: UPDATE

David,

We thought you would welcome a short update ahead of the launch of the Institute for Free Trade (IFT) on 27 September in the FCO.

Since you agreed with the IFT in the summer that they could host their launch in the FCO's Map Room, the team in EGBD has been working with [REDACTED] at the IFT on the logistics side to ensure the event runs smoothly. The event is being organised and hosted by the IFT. They are in charge of the guest list and have sent out over 350 invitations. As of today there were over 150 confirmed acceptances, including Ministers, parliamentarians, diplomats and business leaders.

The event runs from 17:30- 19:30. IFT and EGBD staff will work with FCO security to ensure guests are escorted quickly and at all times from the Main Entrance to the Map Room. Security will be on the door of Downing Street East and the door of the Map Room to assist. Speeches take place at 18:00. ITF President Daniel Hannan MEP will introduce the speakers. The Foreign Secretary will speak first, followed by the Secretary of State for International Trade and then the Icelandic Foreign Minister. Daniel Hannan will speak at the end. David Blair has drafted a short speech for the Foreign Secretary. We contributed some trade bullet points to David.

The IFT has invited a small number of journalists, including Tom Newton Dunn, [REDACTED] [REDACTED] Our Media Office are aware and linked up with DIT's Media Office. They plan to issue a joint DIT-FCO press release on 27 September about the event with one quote from the International Trade Secretary and one from the Foreign Secretary. FCO and DIT official photographers will be present. In line with your original steer, we do not see this as a major media opportunity and are emphasising this as an IFT not FCO event. You should be aware, however, that we understand that No10 briefed the lobby yesterday morning about the event, so there has been a last-minute surge in media interest. Media Office here have handled that.

Among the foreign guests, the Foreign Secretary should particularly aim to have a few words with [REDACTED] and Ajay Sharma, HMA Doha, plans to attend.

IFT will be covering the costs of security (reimbursing EGBD), catering and AV/PA systems, using FCO approved suppliers where necessary.

Please let me know if you would like to know anything further.

Kind regards,

[REDACTED]

[REDACTED]

Trade Diplomacy Unit
Economic Diplomacy Directorate
Foreign and Commonwealth Office | [REDACTED] | Downing Street (West) | London SW1A 2AH

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

Subject: IFT Speech Draft

From: David Blair (Sensitive)

Sent: 26 September 2017 13:32

To: [REDACTED]

Subject: RE: IFT Speech Draft

Thanks [REDACTED] Go ahead and share.

From: [REDACTED]

Sent: 26 September 2017 13:31

To: David Blair (Sensitive)

Subject: FW: IFT Speech Draft

Fox draft attached here. I'll share latest FS draft with them in return if you're happy.

[REDACTED]

Institute for Free Trade Launch

Secretary of State for International Trade

27/09/17

Good evening,

It is a pleasure to be here this evening, with my friends Dan Hannan and the Foreign Secretary, at the launch of the Institute for Free Trade.

The United Kingdom is opening a new chapter in its history. As globalisation and new technology upset the old economic certainties, the people of this country have recognised the need to free ourselves from the constraints of an outdated trade bloc, and embrace global opportunities.

Their decision means that, for the first time in four decades, the United Kingdom will be able to shape its own economic destiny, with a fully independent trade policy.

It is a pivotal moment, and Britain has been given a starring role. The re-emergence of one of the world's largest economies as an independent commercial force is an opportunity to revitalise the world trading system.

At a time when protectionist sentiments and barriers to trade have gone up across the world, we must be unafraid to lead by example, rejecting economic insularity and showing the world a new path to prosperity.

My own Department for International Trade was created to realise this vision. Yet the defence of free trade is an intellectual struggle, as well as a practical one.

A big, bold case must be made for free trade, domestically as well as internationally. The Institute for Free Trade will make that case, and provide a vital bulwark against the voices of economic isolationism.

There is, of course, a clear macroeconomic incentive for this country to pursue free trade.

Increased competition, economies of scale and global value chains have all contributed to a productivity revolution, boosting output across the globe, while communities and companies alike have been transformed by access to talent, specialisation and innovation.

Internationally, prosperity can weaken the grip of authoritarian leaders, competition can lower prices and reduce want, and the presence of foreign investors – who require a certain level of regulatory assurance before entering a market – can help to eliminate corruption.

Trade, political stability and security are all part of the same continuum. Fundamentally, the realities of the interconnected global economy have removed the incentive, and the advantage, of going to war for many states.

Yet for many consumers, these wider advantages of free trade can seem an abstract concept, far removed from their daily lives.

Yet this is exactly where the true benefits of free trade really lie.

Although it might not always be noticed, the benefits of a liberal trade policy have spread to consumers and households by providing a wider choice of goods at a lower price.

Free trade is not only vital in ensuring that supplies of raw materials and everyday essentials like food and clothing are available in the UK; it also increases the quality of those products, and helps to drive down prices, and brings increasingly advanced technologies to market.

Many of us will, I trust, remember when mobile phones were a £4000-dollar brick. Now they are a computer no larger than the palm of your hand.

Finally, the most emotive case for free trade can be seen in its impact upon the world's poorest nations, where economic liberalisation has lifted millions out of poverty.

As the Secretary of State for International Development has said:

“Free trade has been one of the most important factors in creating jobs, boosting economic growth and alleviating poverty across the world. The Institute of Free Trade can make a vital contribution to the development of our future trade policy, ensuring that the UK can use its standing in the world to continue to boost prosperity across the globe.”

Never has there been a greater emancipator of the world's poor. Those countries, like the United Kingdom, who have benefitted the most from free trade, have a moral obligation to extend those opportunities to developing nations.

This evening I am, of course, preaching to the converted. Yet despite its many benefits, the continued existence of free trade cannot be taken for granted. For each generation, the case must be made anew.

The Institute for Free Trade has been founded to make that case.

The challenges may be great, but the opportunities are vast. Thanks to your efforts, we stand ready to achieve our ambitions.

Thank you.

Words: 720

[REDACTED]

Subject: FW: IFT launch OFFICIAL_SENSITIVE OFFICIAL_SENSITIVE OFFICIAL_SENSITIVE

From: David Frost (SpAd) (Sensitive)

Sent: 26 September 2017 11:03

To: [REDACTED] David Blair (Sensitive)

Cc: Liam Parker (Sensitive); Simon McGee (Sensitive); Ben Gascoigne (Sensitive); [REDACTED]

[REDACTED] (Sensitive); Helen Bower-Easton (Sensitive)

Subject: RE: IFT launch OFFICIAL_SENSITIVE OFFICIAL_SENSITIVE

Thanks [REDACTED]

[REDACTED] can give chapter and verse but basically when an event is under Ministerial auspices the room is not charged for. IFT have to meet costs of food, drink, security etc. This is the standard arrangement.

David Frost CMG | Special Adviser to the Foreign Secretary

Foreign and Commonwealth Office | King Charles Street | London | SW1A 2AH |

[REDACTED]

On 26 September 2017 at 11:46:33 CEST, [REDACTED]

[REDACTED] wrote:

Thanks for this.

DIT have agreed to make it a joint press release. We'll work with them to finalise that today. DIT have already gone back to DFID and said they're happy to include their quote.

No10 just called again to ask about this event. I've reiterated that it's not a speech etc. They've asked specifically why it's being hosted in the FCO and whether IFT are paying for the room – they're worried we could come in for some criticism about that. I'm not sighted on the background as to how this came about, but if there's anything I can say to allay their concerns, please let me know.

Have also asked DIT to share Fox's speaking notes.

[REDACTED]

[REDACTED]

From: David Frost (SpAd) (Sensitive)

Sent: 26 September 2017 08:29

To: [REDACTED] David Blair (Sensitive)

Cc: Liam Parker (Sensitive); [REDACTED] Ben Gascoigne (Sensitive); Simon McGee

(Sensitive); Helen Bower-Easton (Sensitive)

Subject: Re: IFT launch OFFICIAL_SENSITIVE

Thanks [REDACTED]

This all looks good.

If we can achieve it I think it would be better as a joint press release - formally after all we are the hosts and the event was set up via us not DIT.

David (B), could you send us your draft remarks during the day? Would be great if we could see Liam Fox's too or at least get a sense of how long he is going to speak for and roughly on what so the two speeches are in balance.

Thanks

David

David Frost CMG | Special Adviser to the Foreign Secretary
Foreign and Commonwealth Office | King Charles Street | London | SW1A 2AH |

On 25 September 2017 at 19:32:36 CEST, [REDACTED]

[REDACTED] wrote:

Thanks David.

There seems to have been a spike in media interest in this since No10 briefed it out at Lobby this morning. Where I think we've got to:

1. After discussions here and with DIT, I've told IFT "no" to broadcasters attending and filming (requests from Sky & BBC). We're trying to find a helpful solution so they can film the speeches for their own use/social media.
2. I don't think IFT are doing a separate press release – just the DIT one which we're feeding into and will include quotes from FS & Fox. It will go out tomorrow afternoon under embargo to 0001 on Wednesday. It will be a DIT release but agreed with us – let me know if you'd rather it was billed as a joint press release.
3. DFID have been in touch to ask if they could also have a DFID SoFS quote in the press release. This seems over the top so we will push back on that.
4. Just a limited number of journalists attending as guests at IFT's invitation, and no expectation of questions after FS remarks. Have asked for a final list of attendees.

David B – grateful if you could get us a couple of lines to include in the release as an FS quote in the course of tomorrow.)

Thanks,
[REDACTED]

Media handling

- **National press release into the morning 00:01 Wednesday 27 September** (see below) giving support to the IFT and setting out the achievements of the Department post-Brexit for UK papers into Wednesday. FCO SoS will also have an included quote.

- Pre-brief sections of **Sec of State's speech** to friendlies (Brexit Central, Telegraph, Mail, Express, Sun and [REDACTED] into the day (if speech available).
- The IFT have issued invites. Notable media attendees include Tom Newton Dunn, [REDACTED] and [REDACTED]
- **SoS gives speech** on the day with no media Q&A, but a **separate interview with** [REDACTED]
- **Social Media** – we will tweet our support for the formation of IFT (suggested tweet below), and will tweet a GIF on the benefits of free trade
- Daniel Hannan will be doing Newsnight and the Today programme on the day of the event – we will share our DIT briefing with him.

[REDACTED] Media Office |
Foreign and Commonwealth Office

From: David Frost (SpAd) (Sensitive)
Sent: 20 September 2017 18:14
To: Media Planner (Sensitive); [REDACTED]
Subject: RE: No 10 x-govt planning meeting - 20 September
OFFICIAL_SENSITIVE

Hi [REDACTED]

On the IFT launch (highlighted) I have sent No.10 some more details (attached). No media as such, beyond a press release, but there will be media there.

David

David Frost CMG | Foreign Affairs Special Adviser to the Foreign Secretary
Foreign and Commonwealth Office | King Charles Street | London | SW1A 2AH |

[REDACTED]

From: David Blair (Sensitive)
Sent: 25 September 2017 18:14
To: [REDACTED]
Cc: [REDACTED]
Subject: FS speech to launch of Institute for Free Trade OFFICIAL_SENSITIVE
Attachments: Free trade speech 25.9.17.docx

Security Label: OFFICIAL_SENSITIVE

[REDACTED]

See attached a short draft speech for the FS to deliver to the Institute for Free Trade. Grateful for correction / comment by 12 noon tomorrow, Tuesday. Feel free to forward as needed.

Thanks

David

From: [REDACTED]
Sent: 21 September 2017 17:43
To: David Blair (Sensitive)
Cc: [REDACTED]
Subject: RE: Trade Points for the Foreign Secretary's welcoming remarks at the launch of the Institute for Free Trade (IFT): 27 September 2017

Hi David,

Hope you're ok with the information given. Grateful if you could let [REDACTED] know when the speech will be ready so he can use some of the contents for the Foreign Secretary's press statement.

Regards,

[REDACTED]

[REDACTED]
Foreign and Commonwealth Office
King Charles Street SW1A 2AH
[REDACTED]

From: [REDACTED]
Sent: 21 September 2017 14:39
To: David Blair (Sensitive)
Cc: [REDACTED]
Subject: Trade Points for the Foreign Secretary's welcoming remarks at the launch of the Institute for Free Trade (IFT): 27 September 2017

David,

The Foreign Secretary is attending the launch of the Institute for Free Trade in the FCO on Wednesday 27 September from 17:30-19:30. You asked for some bullet points on trade for the Foreign Secretary to draw on in his opening remarks which I attach. You also asked for examples of countries which have benefitted from free trade compared to countries which are protectionist. [REDACTED]

[REDACTED]

The bullets therefore highlight the links between trade, openness and growth without specifically naming any countries. We have also provided some concrete examples of how the UK has benefited.

Background

The IFT, which is headed by Daniel Hannan MEP, has been set up as a not-for-profit research foundation to make the case for unrestricted trade globally. It sees Britain's withdrawal from the EU as a unique opportunity to revitalise the world trading system. The FCO has agreed to host the launch event, although the IFT has organised. Both the Foreign Secretary and the International Trade Secretary will attend and make welcoming remarks. Over 100 diplomats, ambassadors and parliamentarians have been invited to the launch. The Leader of the House of Commons and the Secretary of State for Wales will also attend.

We welcome the role of think tanks in providing public policy research and they have an important role to play on trade, as the UK develops an independent trade policy and looks to reinvigorate the global debate and champion open markets. They can research practical ways to lower trade barriers and provide great insight and vision in the global debate in support of open markets and free and fair trade. The aims of the IFT are to: make the case for free trade; reach out to business groups around the world, including developing countries, to look at ways to eliminate tariff and non-tariff barriers to free trade and to network across government to promote new trade agreements.

FCO Press Office is in touch DIT's Press Office on media for the event.

Please let us know if we can help further.

Regards,

[REDACTED]

[REDACTED]

Foreign and Commonwealth Office
[REDACTED]ing Charles Street SW1A 2AH

DRAFT SPEECH TO INSTITUTE FOR FREE TRADE

Good evening,

These days, Liam presides over a herd of UK trade envoys, who scour the booming markets of Asia with gimlet eyes, hunting for opportunities.

And all of these tireless public servants trace their lineage back to an Elizabethan merchant from Derby called Ralph Fitch,

who was the first trade envoy ever dispatched from London to the Far East.

He set off in 1583 carrying a letter from Elizabeth I to the Emperor of China

and he made it to Aleppo and Baghdad and Basra,

and then he travelled across the Gulf and onwards to India,

where he encountered a temporary setback when he became the first Englishman ever to be arrested in Goa.

But Fitch bought his way out of jail with the aid of two friendly Jesuits and 2,000 ducats

before fleeing the kingdom and pressing on to Burma and Thailand and Malaysia and all the way to Malacca,

where everything went wrong – the locals threatened to lock him up again -

and the monsoon winds were blowing in the wrong direction, so he was forced to turn back and return to England in 1591,



still carrying the letter from the Queen.

And in that letter Elizabeth I wrote that she wanted England and China to have the "*joy and benefit*" which

"consisteth in the transporting outwards of such things whereof we have plenty and in bringing in such things as we have need of."

Those words from almost five centuries ago sum up the eternal case for free trade.

Countries exchange what they have for what they lack, and by so doing, they make more goods and services available to their people,

they unleash competition and drive down prices - which helps the poorest most of all,

they reward innovation and enterprise,

and they create a harmony of interests between nations,


because the richer and more peaceful your trading partner, the more you will be able to sell.

So free trade is not only the key to economic success, it also serves as a force for peace and progress in every sense.

Back in 1990, 37 per cent of human beings lived in absolute poverty;

today that figure has fallen below 10 per cent,

all the more remarkable when you consider that we have added 1.8 billion people to the world's population over the same period.



And that astonishing success – the biggest and fastest reduction in poverty in history – coincided with tariff barriers being torn down across the world,

allowing the volume of global trade to multiply sixfold between 1990 and today.

Our task is to ensure that this benign trend continues and millions more have the chance to lift themselves out of poverty.

We must ensure that Global Britain breaks free of the constraints of the EU and becomes the world's leading proselytiser and agitator for free trade.

And there are no grounds for complacency, for the volume of world trade grew by only 1.3 per cent last year – less than the expansion of global GDP for the first time since 2001.

This year, the WTO says that trade will do better and expand by 2.4 per cent,

but that will be less than the global economy's predicted growth of 2.7 per cent.

After decades of expansion – and huge inroads into poverty - trade is now falling as a share of world GDP.

We must strive together to reverse that decline, remembering that when free trade drives down the price of imported clothes by 38 per cent in a decade – as it did in this country between 1996 and 2006 –

then it is the poorest who gain the most.



So I'm delighted to be here to launch your Institute,
it's no exaggeration to say that the livelihoods of millions of
people depend on your success.

ENDS

