

~~SECRET~~

c. M. A. H.

Pl. ensure that a copy of this is taken with us.

A. J. C. 15.9

CONFIDENTIAL - STAFF IN CONFIDENCE

Note for the file

Lord Trenchard called on the Prime Minister this evening.

He said that he wished to explain why he had been unable to make progress in the field of defence sales in Japan. On the face of it, Japan offered obvious opportunities. It was one of the very few sophisticated countries which presented no security problem as regards sales. Defence equipment was an area where our high technology firms far outstripped the Japanese. Despite his efforts, our present Ambassador in Tokyo had opposed the idea of a major defence sales drive being conducted at a Ministerial level. He argued that the subject was very sensitive in Japan, that Japan lacked a Cabinet Minister to handle these matters, and that it would only respond to a Service to Service approach. He had studied what had happened in the case of Rapier, and had been told that details had not been passed to the Japanese at the Ministerial level. It now looked as though we would not sell Sting Ray - Marconi had told him that we are not securing access at the right level in Tokyo. The Prime Minister commented that Marconi had told her that they were not getting enough help from the Ministry of Defence.

Lord Trenchard said that he hoped to visit Japan early next year. The Head of Defence Sales had now managed to interest Thorn EMI, Marconi and British Aerospace in the market. The Japanese Defence Minister had been due to visit Britain, but had now had to cancel the visit.

He hoped that when the Prime Minister visited Japan she would:-

- (a) Persuade Mr. Ito to fix a new date for his visit when he could see all our naval electronic equipment.
- (b) Jog Sir Hugh Cortazzi, if he resisted these ideas.
- (c) Stress, in her conversations with the Japanese, the British capacity to sell:

/ Maritime led

CONFIDENTIAL - STAFF IN CONFIDENCE

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Maritime led equipment for the Navy.

Harriers, A.V.8.B.

Searchwater

Torpedoes

Sea Wolf

Sonar Buoys

Minesweeping equipment

14 September, 1982.

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AIDE MEMOIRE

1. NAVY - PARTITIONED
LED EQUIPMENT. ~~LED~~
 2. Can WE RE-INSTATE
MR ITO'S VISIT?
 3. Our defence/maritime
led applied Electronic
skills.
-

{ Harriers, A.V. 8. B. }

Searchwater

Torpedoes

Sea Wolf

Sea Eagle

Towed array?

Sonar buoys

Minesweeping Equipment



**MINISTER OF STATE
FOR DEFENCE
PROCUREMENT**