

Saudi Arabia

~~Prime Minister~~

CONFIDENTIAL

GRS 290  
CONFIDENTIAL  
FM JEDDA 300636Z DEC 80  
TO PRIORITY FCO  
TELNO 925 OF 30 DECEMBER 1980

MT To see all:  
encouraging,

MAF 31/ XII

MIPT AND MY TEL NO 920: ROLLS ROYCE AND AIRBUS

1. MY APPOINTMENT WITH THE DEPUTY MINISTER FOR AVIATION CAME THROUGH SHORTLY AFTER I HAD SIGNED OFF MY SECOND TUR. I WAS THUS ABLE TO RAISE THE RB 211 WITHOUT MAKING IT A SPECIAL ISSUE (WHICH I WAS NOT ANXIOUS TO DO FOLLOWING MY MESSAGE TO HIM AND YOUR MESSAGE TO PRINCE SULTAN).
2. SHAIKH KAMEL SINDI SAID THAT PRINCE SULTAN WISHED TO THANK YOU THROUGH ME FOR YOUR MESSAGE WHICH HE HAD RECEIVED AND APPRECIATED. AS A RESULT OF THE MESSAGE PRINCE SULTAN HAD GIVEN HIM INSTRUCTIONS THAT RR SHOULD BE AWARDED THE CONTRACT PROVIDED THAT THEIR ENGINE MATCHED THE OTHER TWO ON TECHNICAL GROUNDS EVEN IF CONCESSIONS BY THE AMERICAN MANUFACTURERS WERE TO MAKE THEIR ENGINES SOMEWHAT MORE ATTRACTIVE ON GROUNDS OF PRICE. I HAVE PASSED THIS NEWS TO RR LOCALLY WHILE CAUTIONING THEM NOT TO GET TOO EXCITED ABOUT IT: IT STILL LEAVES PLENTY OF SCOPE FOR THE SAUDIS TO BUY AMERICAN IF THEY REALLY WANT TO.
3. SHAIKH KAMEL CONFIRMED THAT A DECISION WAS LIKELY TO BE MADE IN THE NEXT WEEK OR TEN DAYS. HE IMPLIED THAT HE HIMSELF HAD THE AUTHORITY TO MAKE IT UNLESS THE RECOMMENDATION FROM THE ADJUDICATING COMMITTEE WAS NOT CLEAR CUT. IN THAT CASE THE EVALUATION PROCESS MIGHT HAVE TO BE REPEATED. IN ANSWER TO MY QUESTION HE SAID THAT THE DELTA DECISION TO BUY PRATT AND WHITNEY WOULD HAVE NO EFFECT ONE WAY OR THE OTHER ON SAUDIA'S DECISION: THEY HAD NEVER EXPECTED THE AMERICANS TO BUY BRITISH AND WOULD MAKE THEIR OWN CHOICE BASED ON WHAT WAS BEST FOR SAUDIA. I ASKED IF THERE WERE ANY LAST-MINUTE PROBLEMS ON WHICH I COULD HELP AND HE SAID THERE WERE NOT.

CRAIG

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LIMITED  
MAED  
MED  
NEWS D  
PS  
PS/LPS  
PS/MR HURD  
PS/PUS  
LORD BRIDGES  
MR BRAITHWAITE  
MR J C MOBERLY  
CABINET OFFICE

THIS TELEGRAM  
WAS NOT  
ADVISED

ADDITIONAL DISTN.  
ROLLS ROYCE

COPIES TO:-  
MR MAYNARD D/IND

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