

PRIME MINISTER

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JOHN E. CARBAUGH

The above asked Caroline some time ago if he could see you. I understand that he met you some years ago. He used to work for Senator Helms but no longer does so. We could not fit him into your diary so I undertook to see him instead. He came today and made the following points.

He and Conservative friends in the United States have considerable experience of using computer technology to help with election campaigning. They have developed techniques for what he calls "list targeting" - a means of ensuring that direct mail reaches the right voters in the right places - e.g. old age pensioners get mail about pension increases but not about abortion legislation. He also says that they have had great success in raising money for political campaigns through direct mailing.

He offered to send a group of people over to this country to explain the techniques, or to receive a group in the United States. He stressed that all such advice and help would be free.

Although he no longer worked for Senator Helms, he wished to explain why Helms had taken the position he had over the Falklands affair. Helms was Chairman of the Sub-Committee on Latin America and thus tended to see things from a Latin American viewpoint. But he had been particularly impressed by evidence, early on in the conflict, that the Russians were offering Argentina intelligence, arms, etc. He thought it important to ensure that these offers were not taken up. Mr. Carbaugh then said that he would be glad to offer his own services to promote a better relationship between Argentina and Britain. Unless the 'impasse' was resolved, he feared that the Russians would obtain a foothold in the South Atlantic. What was required in order to solve the problem? I said that all that

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CONFIDENTIAL

- 2 -

was necessary was that Argentina should recognise the clear and virtually unanimous wish of the Falkland Islanders to stay British forever. We were constantly being asked by American friends to negotiate. The request was based on a misconception. There was nothing to negotiate about.

He then said that he had heard that Sir Anthony Parsons was to take up a post here. In that connection he wished to warn you of a problem which might arise. He referred to a problem in Libya some years ago when Mr. Bunker Hunt had lost \$42 million in a law suit with BP. Hunt remained very angry that he had lost this money and was determined, by one means or another, to recover it. He had the resources to make life unpleasant. He knew that Sir Anthony Parsons was Assistant Under Secretary in the Foreign Office at the time of this dispute. Mr. Carbaugh was not explicit but implied that Bunker Hunt would attempt to make trouble about Anthony Parsons' appointment in the media.

Finally, Mr. Carbaugh said that he had been carrying with him for five years the enclosed photograph of yourself and Senator Helms. He now wished to hand this over.

I report the above simply in the terms which Mr. Carbaugh used. He claimed to know you very well, so I was a little gentler with him than I might otherwise have been, given some of his remarks.

| Have met - A.J.C.  
him twice!  
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22 November 1982