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FOCOL 019/12

PP COLOMBO

GRS 270

CONFIDENTIAL

P R 121015Z APR 85
FM MODUK
TO RBDWDFA/BHC COLOMBO
INFO RBDWDFG/BHC NEW DELHI
RBDWDFA/FCO LONDON
RBDWCA/DTI LONDON

BT

C O N F I D E N T I A L

SIC A2P

BHC COLOMBO PLEASE PASS TO PRIME MINISTERS PARTY. FROM APS/DEFENCE SECRETARY

SUBJECT: DEFENCE SALES TO INDIA

ONE. MOD HAS BEEN ASKED TO PROVIDE SUPPLEMENTARY BRIEFING FOR THE PRIME MINISTERS TALKS WITH MR GHANDI, ON TWO DEFENCE SALES PROSPECTS INVOLVING MARCONI. SHOULD AN OPPORTUNITY ARISE, THE COMPANY HAVE REQUESTED THAT THESE BE RAISED. MOD REGARDS THESE ITEMS AS OF LOWER PRIORITY THAN THE OTHER DEFENCE SALES PROSPECTS ON WHICH THE PRIME MINISTER HAS ALREADY BEEN BRIEFED.

TWO. THE CONTRACTS INVOLVE ELECTRONIC WARFARE EQUIPMENT AND LOW LEVEL RADARS. BOTH ARE OF HIGH VALUE BUT INVOLVE NO CREDIT.

PAGE 2 RBDWC 2005 C O N F I D E N T I A L

THREE. ELECTRONIC WARFARE EQUIPMENT.

A. BACKGROUND. A DECISION IS IMMINENT ON AIRBORNE ELECTRONIC WARFARE EQUIPMENT (RADAR WARNING RECEIVERS) FOR IAF JAGUAR AIRCRAFT IN THE ESCORT ROLE. MARCONI ARE OFFERING QUOTE APOLLO UNQUOTE PACKAGE, BUT FACE COMPETITION FROM SWEDISH AND ITALIAN FIRMS. SUCCESS CAN LEAD TO FURTHER PURCHASES OF APOLLO TO BE FITTED TO JAGUAR IN THE SELF PROTECT ROLE. BOTH PROGRAMMES ARE VALUED AT AT LEAST POUNDS 100M, OVER THE NEXT 2-3 YEARS. MARCONI ARE ALSO OFFERING OTHER ELECTRONIC WARFARE PACKAGES FOR VARIOUS PLATFORMS, AND HAVE ALREADY SOLD QUOTE HERMES UNQUOTE FOR SEA KING HELICOPTERS.

B. POINTS TO MAKE. STRESS THAT THE RN AND RAF HAVE BEEN VERY SATISFIED WITH THEIR EXPERIENCE OF MARCONI EW EQUIPMENT.

FOUR. LOW LEVEL RADARS.

A. BACKGROUND. MARCONI ARE OFFERING S711 (SEVEN-ELEVEN) RADARS FOR THE INDIAN AIR FORCE. MAIN COMPETITION IS FROM US FIRMS. THE INITIAL CONTRACT IS IN EXCESS OF POUNDS 25M, WITH TOTAL PROGRAMME VALUE EXCEEDING POUNDS 100M UP TO 1987. MR JOHN LEE, THE UNDER SECRETARY OF STATE FOR DEFENCE PROCUREMENT, WROTE TO THE INDIAN JOINT SECRETARY (AIR) ON 26TH FEBRUARY IN SUPPORT OF MARCONIS ACTIVITIES.

PAGE 3 RBDWC 2005 C O N F I D E N T I A L

B. POINTS TO MAKE. UK SERVICES HAVE TESTED THE MARCONI EQUIPMENT AND CONFIRMED THAT IT WOULD BE A PRIME CONTENDER SHOULD WE HAVE A SIMILAR REQUIREMENT. WE ARE ALSO HAPPY TO PROVIDE RELEVANT TRAINING TO THE IAF.

FIVE. BOTH SETS OF EQUIPMENT HAVE BEEN CLEARED BY THE MOD FOR SALE TO INDIA

BT

NNNN

SENT 121400Z DRF

R

CONFIDENTIAL



MINISTRY OF DEFENCE
MAIN BUILDING WHITEHALL LONDON SW1

Telephone 01-~~430 7822~~ 218 2111/3

MO 25/3/4

12th April 1985

Dear Mark

PRIME MINISTER'S VISIT TO INDIA *act*

Thank you for your letter of 10th April to Richard Mottram here, following the approach to No 10 by Mr Weeks of G J W Government Relations. We subsequently spoke on the telephone and agreed that I should signal Colombo direct.

/ I attach a copy of the signal despatched earlier today, which I fear you will not see by other routes.

Yours ever

Simon Lowe

(S H LOWE)

M Addison Esq
10 Downing Street

CONFIDENTIAL

Security Classification

15 spaces

CONFIDENTIAL

MOD Form 140 (Revised 1/83)

Message Instructions

15 spaces

Precedences

DTG

FROM

*TO

*INFO

TEXT

Security Classification

SIC(s) Only

ACTION

PRIORITY

INFO

ROUTINE

121015

Z

Month

APR 85

MODUK

BHC COLOMBO

3 spaces

BHC NEW DELHI

FCO LONDON

DTI LONDON

Line Feed

CONFIDENTIAL

Special Handling Caveat Only

SIC † ~~ACA~~ A2P

AMRAD

SIGNAL

MESSAGE

FORM

*USE A SEPARATE LINE FOR EACH ADDRESSEE

†DELETE IF FULL DISTRIBUTION REQUIRED

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Special Distribution See note 9

PS/HDS

File Reference MO 6/11

RMD3

DRAFTER'S NAME (Block letters) S H LOWE

Extension 2111/3 Branch S OF S

RELEASING OFFICER'S Signature

Page 1 of 2 Pages

Have you referred to a classified message? (Answer YES or No in box)

YES

Grade/Rank HEO (D)

Name S H LOWE (Block letters)

Security Classification CONFIDENTIAL

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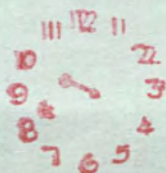
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	Extension	2111/3
	Branch	S OF S
	RELEASING OFFICER'S Signature	<i>S H Lowe</i>
Page.....2 of2.....Pages	Have you referred to a classified message? (Answer YES or NO in box)	YES
	Grade/ Rank	HEO (D)
	Name (Block letters)	S H LOWE

1122 APR 1985





10 DOWNING STREET

From the Private Secretary

10 April 1985

PRIME MINISTER'S VISIT TO INDIA

I attach a letter from Wilf Weeks, of G.J.W. Government Relations. Mr. Weeks 'phoned me yesterday afternoon and was keen to ensure that the attachment to his letter found its way to the Prime Minister's party in the Far East. I subsequently had a word with Peter Ricketts.

I should be grateful if you would consider urgently supplying further briefing to the Prime Minister's party on the two projects for which Marconi are tendering. As you probably know, the Prime Minister arrives in India on Saturday afternoon, (noon our time), having left Colombo at 1215 (0745 our time). We should, therefore, be aiming to get any supplementary briefing telexed over by Friday midday (our time) at the latest. *Done*

I am copying this letter and enclosure to Peter Ricketts (Foreign and Commonwealth Office).

(Mark Addison)

Richard Mottram, Esq.,
Ministry of Defence

There are several major programmes being pursued by the Marconi Company in India. The two below are imminent. They are vital to business and run to a total value of approximately £200m over the next four years. No credit or aid is involved. The competition is all from outside the UK.

Electronic Warfare

Airborne equipment for Jaguar aircraft. Initially the equipment would be fitted to a limited number of aircraft so that they can act in an escort role. Subsequently this would enhance the chances of fitting all Jaguars with the equipment, so that each aircraft is self protected. The value of both programmes exceeds £100m. Competition is from Sweden and Italy.

Low Level Radar

An Indian Airforce requirement. Competition again is from entirely outside the UK. Initial value is more than £25m with a real possibility of further business to the value of more than £75m. The Under Secretary of State for Defence Procurement has written to the Joint Secretary (Air) in support of Marconi's activities.