

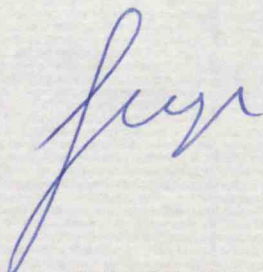
Please b/d on 27 March
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MR POWELL

12 February 1988

PRIME MINISTER'S VISIT TO TURKEY

Marconi have asked that the Prime Minister be made aware of Turkish interest in their Zeus electronic warfare system. You may therefore find the attached briefing from the company helpful.



GEORGE GUISE

Marconi

Defence Systems



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DPH/EM

10th February 1988

George R.J. Guise,
Special Adviser,
Prime Minister's Policy Unit,
10 Downing Street,
London SW1

Dear George,

We discussed recently the export opportunity for this Company's ZEUS electronic warfare equipment in the Turkish Air Force. I attach a couple of paragraphs which represent a factual brief which avoids hyperbole. I believe it would be in the interests of all concerned if this could be incorporated into the Prime Minister's briefing for her forthcoming visit to Turkey. I am conscious that this will include many other important issues and I have therefore restricted the piece on ZEUS to the minimum, but if more detail is required, we can provide it at very short notice.

If, during her visit, the Prime Minister was able to refer to the mutual advantage to Turkey and the UK offered by the ZEUS system, I would be very grateful.

Yours sincerely

Donald Hall

SIR DONALD HALL

ZEUS

Marconi Defence Systems (MDS) are currently developing the ZEUS electronic warfare equipment for the RAF Harrier GR Mk.5 for delivery in 1988. ZEUS will be the first integrated EW suite in service, incorporating both passive and active countermeasures. This represents a considerable advance and the Company claim, with some justification, that their system will be superior to the latest American equipment, the Airborne Self Protection Jammer (ASPJ), which is not an integrated system.

There is therefore a good prospect that ZEUS might be fitted to some American aircraft and the system has already been selected by the US Marines for a Foreign Weapons Evaluation as a possible candidate for the AV8B. A further export opportunity lies in the US Air Force F-16 aircraft, which has been exported to several NATO nations. The Turkish Air Force, in particular, has shown great interest and MDS are working hard, with the approval of MOD, to construct a package which will involve Turkish industrial participation in a programme to fit ZEUS to the Turkish F-16s, and which will also represent a significant British contribution to the development of the Turkish high technology industrial base.

There is no other UK competitor involved.

TURKEY: PM vs J Feb 88