



10 DOWNING STREET
LONDON SW1A 2AA

From the Private Secretary

13 April 1988


Thank you for your mufax of 30 March in which you asked whether the Prime Minister could raise with President Vassiliou of Cyprus Cossor Electronics interest in supplying secondary radar for Larnaca Airport.

I am afraid that the agenda for the Prime Minister's meeting with the President did not allow for this subject to be raised. However we have noted with interest your initiative in bidding for this contract in competition with the French, and wish you every success.

I am copying this exchange to the Department of Trade and Industry for their information.

(C.D. POWELL)

Richard Barber, Esq.



DRAFT REPLY FOR THE PS/PRIME MINISTER TO SEND TO:

Richard Barber Esq
Regional Sales Manager
(Cyprus)
Cossor Electronics
The Pinnacles
Harlow
Essex CM19 5BB

(52)

RADAR FOR CYPRUS

Thank you for your mufax of 30 March in which you asked whether the Prime Minister could raise with President Vassiliou of Cyprus Cossor Electronics interest in supplying secondary radar for Lanarca Airport.

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CB.

BACKGROUND NOTE ON COSSOR ELECTRONICS MUFAX OF 30 MARCH TO THE
PRIME MINISTER

Company Background

Cossor Electronics Ltd were formed in 1896. They are now part of the A C Cossor Group who in turn have been since 1981 part of the Raytheon Corporation, the fifth largest company in the USA. Cossor's annual turnover upto November 1986 was £45m, with £14m in exports. They employ some 1700 in the UK.

The Cyprus Project

Cossor Electronics have been advised by their local agent that the Cyprus Civil Aviation Department were in the market for a secondary radar system for Cyprus. The company has now demonstrated its Monopulse Secondary Surveillance Radar (MSSR) to the Civil Aviation Department, Air Traffic Controllers and other interested authorities in Cyprus.

Cossor claim 80 per cent of the world market for this equipment, and excellent back-up facilities. Their competition for this contract comes from the French company, Thomson - CSF, who supplied MSSR equipment to Cyprus in 1983; Cossor claim that Thomson's won the 1983 contract because of a soft loan facility offered by the French Government.

The company was in contact with the British High Commission in Nicosia on 23 February about this project and have agreed to keep in close contact, as the project develops, to ensure appropriate Diplomatic of Government support for their efforts.

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11 April 1988

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