



10 DOWNING STREET
LONDON SW1A 2AA

From the Private Secretary

30 March, 1988.

I enclose a copy of a mufax received from Cossor Electronics this morning, asking the Prime Minister to raise with President Vassiliou tomorrow the firm's bid to supply radar for Larnaca Airport.

Perhaps you could telephone me if this is something which ought to be included in the Prime Minister's briefing. I should also be grateful for a draft reply.

I am copying this letter and enclosure to Lyn Parker (Foreign and Commonwealth Office).

(C.D. Powell)

Stephen Ratcliffe, Esq.,
Department of Trade and Industry.

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ATTN : DUTY CLERK - PRIME MINISTERS OFFICE

01-270-3000

MANUAL

FROM : RICHARD BARBER
REGIONAL SALES MANAGER (CYPRUS)
COSSOR ELECTRONICS
THE PINNACLES, HARLOW ESSEX CM19 5BB
TEL : 0279 26862. EX : 7190

SUBJECT : RADAR FOR CYPRUS

BRIEF OUTLINE

CYPRUS PURCHASED FRENCH PRIMARY AND SECONDARY RADAR IN 1983. THEY NOW REQUIRE ANOTHER SECONDARY RADAR INSTALLATION FOR LARNACA AIRPORT. COSSOR IS PROPOSING ITS CONDOR 9600 MONOPULSE SECONDARY SURVEILLANCE RADAR (MSSR) AGAINST THE THOMSON-CSF INSTALLATION. VALUE £750K. ORDER JAN 89.

DETAILS

THE COSSOR MSSR IS SUPERIOR TO THE THOMSON-CSF INSTALLATION. OUR MAIN STRENGTHS ARE :

1. COSSOR ARE THE WORLD LEADERS IN SSR WITH 80% OF THE WORLD MARKET.
2. DUE TO OUR SIZE WE CAN SUPPORT WITH A TRAINING AND SPARES POLICY EVOLVED OVER MANY YEARS. (THE CYPRIOTS HAVE BEEN BADLY LET DOWN BY THE FRENCH IN THESE TWO AREAS).
3. RICHARD BARBER IS AVAILABLE TOMORROW IF REQUIRED.

HELP REQUIRED FROM THE PRIME MINISTER

BRING TO THE PRESIDENTS ATTENTION COSSOR'S WORLD LEADERSHIP IN SSR WITH REFERENCE TO HIS COUNTRY'S SSR REQUIREMENT AND EMPHASISE THE BACK UP HE WOULD RECEIVE BY BUYING BRITISH.



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