



the department for Enterprise

The Rt. Hon. Lord Young of Graffham
Secretary of State for Trade and Industry

C D Powell Esq
Private Secretary to the Prime Minister
10 Downing Street
LONDON
SW1A 0AA

Department of
Trade and Industry

1-19 Victoria Street
London SW1H 0ET

Switchboard
01-215 7877

Telex 8811074/5 DTHQ G
Fax 01-222 2629

Direct line 215 5422
Our ref DW2AAG
Your ref
Date 13 April 1988

Dear Charles,

CYPRUS : COSSOR ELECTRONICS

Thank you for your letter of 30 March about Cossor Electronics' Mufax in which they asked if the Prime Minister could raise with the President of Cyprus the firm's interest in supporting secondary radar to Lanarca Airport. Alison Brimelow telephoned you the same day to recommend that the Prime Minister should not be briefed to raise the topic with President Vassiliou. *flap*

Our reasons for this advice were:

- (a) at a value of only £750,000 the contract was not of a size that would normally be raised at Head of Government level;
- (b) there had been no previous Government to Government exchanges about the contract and it would have been inappropriate to raise it for the first time at the highest level; it would possibly have been disconcerting to the President too, since he would not have been briefed that this was an important British interest;
- (c) as far as we were aware, there were no bilateral commercial topics on the agenda - the meeting was mainly political - and this item could not have been easily introduced in the discussion.



dti

the department for Enterprise

I enclose a background note and a draft reply to the company for your consideration.

Yours sincerely

Stephen Ratcliffe

STEPHEN RATCLIFFE
Private Secretary