



MINISTRY OF DEFENCE  
MAIN BUILDING WHITEHALL LONDON SW1A 2HB

Telephone 01-218 2111/3

MO 14/25L

3 May 1988

Dear Charles,

PRIME MINISTER'S VISIT TO TURKEY

*at top*  
On 12th April you wrote to Stephen Ratcliffe requesting draft letters that the Prime Minister might send to companies who briefed her prior to the Turkey visit. Since two of the companies, Pilkington and GEC, were concerned about defence sales prospects, Stephen suggested that we should advise on them. Draft letters for the Prime Minister to send to those companies are attached accordingly.

I am sending copies of this letter to Stephen Ratcliffe (DTI) and Trevor Woolley (Cabinet Office).

Yours sincerely  
*Bria Hawtin*

(B R HAWTIN)  
Private Secretary

C D Powell Esq  
10 Downing Street

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DRAFT LETTER FROM THE PRIME MINISTER TO LORD WEINSTOCK

Thank you for the helpful material you gave me on the Zeus electronic warfare suite for Turkey's F16 aircraft prior to my visit there. I had a <sup>very full</sup> ~~wide ranging~~ discussion with the Turkish Prime Minister on defence sales prospects, including the Zeus project, and <sup>He was aware of it, although also</sup> ~~he mentioned to me the strength of the~~ American competition.

I have no doubt that Turkey is an increasingly important market for British defence equipment and, as you well know, if our companies are to succeed they have to participate in joint ventures that help to strengthen the Turkish industrial base. I was very pleased to see that GEC have contributed so much to this process.

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DRAFT LETTER FROM THE PRIME MINISTER TO J ARBUTHNOTT,  
DIRECTOR, PILKINGTON PE LIMITED

The Secretary of State for Wales passed on to me your letter of 5th April prior to my visit to Turkey. I had a ~~wide ranging~~ *full* discussion on defence sales prospects with the Turkish Prime Minister and particularly mentioned your interest in supplying sights for the new Turkish armoured fighting vehicles. *Re point in jointly registered UK Co.*

~~I have no doubt that~~ Turkey is an increasingly important market for British defence equipment and, as you well know, if our companies are to succeed they have to participate in joint ventures that help to strengthen the Turkish industrial base. I was very pleased to see from my visit to the Aselsan factory that Pilkington have contributed ~~so~~ much to this process.

TURKEY: PM's visit Feb 88

SECRETARY OF STATE  
WASHINGTON, D.C. 20520

The Secretary of State has been pleased to learn of your interest in Turkey. I had a very interesting discussion on Turkey with the Turkish Prime Minister and, particularly, with your Excellency in Ankara. Turkey is an increasingly important market for the United States and we will continue to work closely with you to develop this relationship. I was very pleased to see you in Ankara and to discuss the many areas of cooperation between our two countries. I am sure that your visit to the United States will be most fruitful.

