



# PILKINGTON

◀ Elect ◀ Optronics ▶

Pilkington PE Limited  
Glascoed Road St Asaph Clwyd LL17 0LL U.K.  
Telephone St Asaph (0745) 583301  
Fax 0745 584258 Telex 61430

MD/JA/jav

12th May, 1988.

Prime Minister,  
10 Downing Street,  
LONDON.  
SW1A 2AA

Dear *Prime Minister,*

Thank you for your letter of 5th May. We were very pleased to hear that you were able to support our defence sales efforts in Turkey in your discussions with the Turkish Prime Minister. This particular prospective order for sights for their new fighting vehicle is the largest and most important export prospect for us at present, and we are of course fighting hard to win against strong competition from the American companies whose equipment we intend to displace.

I am pleased to report we are expecting to be called back to Turkey shortly for further discussions and that the Head of the Turkish Defence Ministry (DIDA) Mr. Erdem, is visiting Pilkington today.

We have indicated our willingness to assist local manufacture and were pleased that Aselsan drew this to your attention.

We are both delighted at, and grateful for, your strong support, and of course also for the support of the Secretary of State for Wales and of the British Embassy.

With many thanks.

Yours sincerely,

J. Arbuthnott  
Chief Executive



pm TOURS : Turkey Jan '88

Special Agent  
William J. ...  
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