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10 DOWNING STREET
LONDON SW1A 2AA

From the Private Secretary

15 February 1990

Dear Simon,

VISIT OF THE TURKISH DEFENCE MINISTER

Thank you for your letter of 8 February. The Prime Minister has agreed to see Mr Giray and can do so at 1530 on Monday 5 March.

I am copying this letter to Stephen Wall (Foreign and Commonwealth Office) and Ben Slocock (Department of Trade and Industry).

*Your diary,
Charles Powell*

Charles Powell

Simon Webb Esq
Ministry of Defence

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Chatter

1530 on

Mon 5th March

for 30 min.

AP

15/2



10 DOWNING STREET

Amados

Can you give me
a time please?
I will write
back to you
a

① copy



MINISTRY OF DEFENCE
MAIN BUILDING WHITEHALL LONDON SW1A 2HB

Telephone 01-218 2111/3

MO 14/25L

February 1990

Prime Minister

I don't like asking you to see Defence Ministers. Jan Charles, but you did see the last one. Agree to see him?

VISIT OF TURKISH DEFENCE MINISTER

Jan Charles DP14/12

As you will be aware, the Turkish Defence Minister, Mr Giray, will be visiting London from 4th-8th March as a guest of my Secretary of State. His visit comes at a time when we have just, after a gap of several years, secured a major defence contract in Turkey with the sale of Marconi's HFSSB radios to the Turkish Army. We are now looking to build on this success wherever possible.

Another opportunity for UK defence manufacturers to secure a major defence contract with Turkey has arisen with the procurement by the Turkish Armed Forces of a fire control system for their 35MM air defence guns. The total business under this contract would be worth about £350M. Racal, as prime contractor, together with Marconi as main sub-contractor, have put forward a system called Project Eagle to meet this requirement and we believe this system is currently in the lead, although it faces stiff competition from comparable Dutch and Swiss systems.

The call by Mr Giray's predecessor, Mr Vurulhan, on the Prime Minister in January 1989 did much to get the Marconi HFSSB radio contract moving decisively in our direction and our Ambassador in Ankara and the Head of Defence Exports believe a few words from the Prime Minister now could well be equally effective in the case of Project Eagle. My Secretary of State therefore believes that it would be extremely valuable if the Prime Minister could find the time see Mr Giray for a short courtesy call during his visit although he obviously appreciates that the Prime Minister's diary for this period will already be very full. I should be grateful to know if this would be possible.

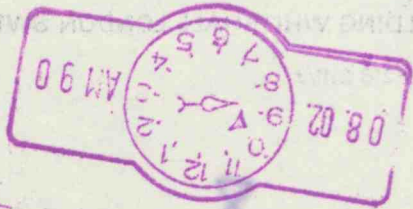
I am copying this letter to Stephen Wall (Foreign Office) and Ben Slocock (DTI).

Very sincerely
Eric Webb

(S WEBB)
Private Secretary

Charles Powell Esq
10 Downing Street

MINISTRY OF DEFENCE
MAIN BUILDING VICTORIA ROAD
LONDON SW8 5NR



Gen. Clarke

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Gen. Clarke