



Foreign and Commonwealth Office

London SW1A 2AH

11 September 1990

*Dear Charles,*

Turkish Satellite Communication System

Please refer to Rosalind Cole's letter of 4 September to you. *at top*

We agree that a further approach to President Ozal would be worthwhile. This view is supported by Ankara telno 405 (enclosed). We are now yet in a position to say anything definite to the Turks about economic help. But if she wished to avoid talking only about Turksat, the Prime Minister could thank President Ozal for his message of 4 September, asking for our help in securing a more liberal regime in the EC for Turkish textiles, and say we are working actively on it.

*Towser,*  
*[Signature]*

(S L Gass)  
Private Secretary

C D Powell Esq  
10 Downing Street

RESTRICTED  
FM ANKARA  
TO PRIORITY FCO  
TELNO 405  
OF 100900Z SEPTEMBER 90  
AND TO PRIORITY DTI  
INFO ROUTINE ECGD

*We have nothing further to offer Ozal - see no good coming from a call yet*

*Prime Minister  
I still see little point in your contacting Ozal, at least until we have something*

DTI FOR HEAD OF PEP AND OT4/1B  
MY TEL NO. 390: **TURKSAT**  
SUMMARY

1. **PTT AGAIN SAY AEROSPATIALE HAVE THE CONTRACT. BUT BAE REMAIN OPTIMISTIC: SET GREAT STORE BY FURTHER INTERVENTION BY PM.**

*positive & optimistic to say an aid & on technical quotes.*

DETAIL

2. **BAE CONTINUE TO LOBBY ACTIVELY AND REMAIN CONVINCED THAT THE DIE IS NOT CAST. THEY PLACE GREAT STORE ON A FURTHER INTERVENTION BY THE PRIME MINISTER TO REINFORCE THE CAMPAIGN HERE TO CONVINC OZAL THAT THE HIGHER PRICED AEROSPATIALE BID SHOULD NOT BE ACCEPTED. I CONTINUE TO SUPPORT BAE AS OPPORTUNITY OFFERS, PARTICULARLY WITH THE TREASURY (PARA 5 OF MY TEL NO. 399).**

*CDP 11/9.*

3. **THE DEPUTY DIRECTOR GENERAL OF THE PTT TOLD THE US EMBASSY ON 7 SEPTEMBER THAT THE GAME WAS OVER: THE DECISION FOR AEROSPATIALE WAS FIRM WITH CONTRACT SIGNATURE EXPECTED THIS MONTH: AEROSPATIALE WAS ALWAYS BEST TECHNICALLY, AND PRICE (IN ANY CASE APPROXIMATELY EQUAL FROM ALL THREE BIDDERS) WAS NOT THE MOST IMPORTANT FACTOR.**

COMMENT

4. **BAE MAY BE RIGHT IN SEEING THE APPARENT CHANGE OF LINE - ALLEGING TECHNICAL RATHER THAN PRICE ADVANTAGE FOR AEROSPATIALE AS A HOPEFUL SIGN - THAT PTT AT LEAST ARE RATTLED. BUT THE SHOTS WILL CONTINUE TO BE CALLED BY OZAL HIMSELF.**



TURKEY: Relations  
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ADDITIONAL 3

HD/PEP DTI  
HD/OT4/1B DTI

ECGD

NNNN