

From: C. Hewertson, DS13e



MINISTRY OF DEFENCE
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Our reference: DS13/900/6
Your reference: *MS/5*

4th May, 1967

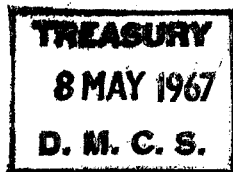
Mr Walker my ph A?
Dear John

I mentioned to you on the telephone the general question that had arisen of employment of agents in our export activities. I said that from my own experience there appeared to be no bar to Government departments who engaged in trading employing agents - indeed, without them they could not effectively trade.

2. Subject to any advice you may be able to give on any decisions or pronouncements on this subject, the line I propose to take is that we may employ agents to promote exports where it is clear that the market could not be exploited without their help; that we must see that the agents are persons or firms of repute; and that they are remunerated on a basis which reflects the services rendered and can be defended as fair and reasonable. It would be understood that the principles of control under which defence equipment is exported would not be prejudiced by the use of agents.

3. I hope you will be able to agree with the above approach. We shall, of course, have to deal with each case on its merits and work in close association with the Embassies whenever the question of a local agent arises.

Yours sincerely
Cyril Hewertson



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