

File

MR PEDDER JJ 77

HP/R

NOTE OF MEETING AT DESO, 24 JANUARY 1985

Present: Trevor Knapp DG/Mktg
Dick Douglas SPO
Mr Benjamin PEP
Mr Baker PEP
Mr Richards PEP

JJ149

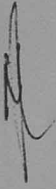
1 Saudi/Tornado

Already the Saudis had paid £50m, some of which had reached BAe. The MOD expected to be ready to sign up on the aircraft and weapons on 15 February. The oil situation was under control; tankers would begin discharging by the end of February. The aircraft themselves were coming off the production line - not diverted RAF planes

The proposed mechanism for covering the overdraft was a good one, given the need not to crowd out other business from the scope of S.2 cover. ECGD hoped to find a way to profit from the so-called "swinger".

2 Other

- PEP would send DESO the DTI paper "ATP and consequential employment effects" and Mr Benjamin's paper on UK risk aversion.
- DESO would send Mr Baker a draft paper on the benefits (including employment effects) of project work abroad.
- David Jones or Colin Chandler might be approached to give a talk on negotiating techniques.
- MOD would give thought to the advantages of capital market funding; Philip Curry of Morgan Grenfell was coming to the MOD in February and would make contact with Mr Pedder.


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February 1986
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cc Mr Benjamin
Mr Baker
Mr Pedder
Mr Khanna OT4