



MINISTRY OF DEFENCE  
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MO 11/10/4

29th November 1982

*May we have the  
review of the  
decision you  
completed  
by 1st Dec.*

Prime Minute

To note.

A.J.C. <sup>29.</sup>/<sub>11</sub>

Thank you for your letter of 15 November recording the Prime Minister's comment on Amman telegram 497 of 11 November.

Comparisons in price between our training courses and those of our competitors are notoriously difficult to make because of differences in course content and length. A recent study made by our financiers showed no clear pattern as between our own and US courses: although some UK courses were more expensive, there were many which were, in fact, cheaper than their US equivalents. We have no independent information about the cost of the US gunnery course, which is indeed, if accurate, strikingly different from that of our own. But we do aim to charge full costs for ammunition used on such courses, which in the case of the Gunnery course accounts for some 2/3 of the total (we recover only about 60% of the full cost of tuition). And we know that the Americans heavily subsidize countries in which they have an interest. Together, these factors may account for the large discrepancy. As you know, Mr Nott has asked for an overall review of UK policy on training charges to be carried out, and comparative costs as between us and our competitors will form one element of that study.

In the meantime, we had already taken steps to try to ensure that such complaints were not made by the Jordanians again: Jordan has been included as a priority target this year for subsidy from the Defence Policy Fund, about which, inter alia, Mr Nott minuted the Prime Minister on 1st March. This is in addition to the funds already being provided from UKMTAS (which I understand provided a 100% subsidy for a place for Jordan on the 1980/81 Gunnery course). The good news does not appear to have penetrated to the Jordanians, and we are taking steps to ensure that all those concerned are fully briefed to pass the message on.

Since you wrote to me we have received a request from the Jordanians to send a team to this country to study our Gunnery

A J Coles Esq

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course, with a view to setting up a similar course in Jordan. We plan to respond by offering them every possible assistance including subsidising this visit and, if they would like it, the provision of advisory personnel at a subsidized price (funded from the Defence Policy Fund) to help them set up the course. We shall also be offering them a place on the 1983/84 Gunnery course, again at a subsidised price.

I am copying this to John Holmes (FCO).

*Yours ever,*

*Jane Ridley*

(J E RIDLEY)(MISS)

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