

Chairman

c.c. Dr. Francis
Mr. Walker
Mr. Clesow
Professor Morrison
Dr. Hobbs ✓

Industrial Collaboration - CERN Contracts

As you know, in the Nuclear Physics Laboratories and the London Office we are trying, in various ways, to help British firms to secure orders from CERN. CERN staff will hear about our activities, and there will be opportunities for misunderstandings. I think it might be helpful if you could write to Gregory to tell him informally what is going on. If you agree, the following draft may be suitable:

"Many of us in the UK (and many at CERN too, no doubt) have been disappointed by the poor record of British industry in securing contracts from CERN. We feel that we must try to improve our performance in the future, particularly as our Government's attitude to its international subscriptions is likely to be influenced by such matters in present economic conditions. The special position of the SRC and its two nuclear physics laboratories provides a basis for some effective action and, at the same time, for ensuring that the due proprieties are observed. We are only just beginning to develop this activity but I felt I should tell you about our intentions and outline the way we hope to work, in case you hear an incomplete or misleading version from elsewhere:

1. Industry needs a lot of general information from CERN, such as early warning of new requirements, names of persons to contact on particular projects, and comment on past performance. We feel that firms must develop their own contacts with CERN on these and similar matters, but we can help by passing on such of this general information as is not confidential and is acquired naturally by our staff through their normal professional contacts with CERN colleagues.

2. We are offering to advise firms concerning enquiries received by them from CERN, and during their execution of a CERN contract, on technical matters with which we are familiar from our own high energy physics projects.

I wish to emphasise two points, to avoid possible misunderstandings. In no sense do we wish to come between CERN and industry; our aim is to develop that channel so far as U.K. industry is concerned, not to replace it. Also, in order to ensure that the commercial and contractual relationships between CERN and industry are not interfered with, and that the commercial proprieties are preserved, our activities are being supervised closely by senior staff of the S.R.C. in the London Office and at the Rutherford and Daresbury Laboratories who will report to me periodically.

I should be very grateful for any comments you may wish to make, and also if you could make the contents of this letter known to those of your colleagues at CERN who may find them useful."

T. G. Pickavance

1st March, 1968