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10 MULTI-LIDRESSEE CABLE INFO

CITE DIR ASAR

PERUMEN ZRPRIMA

REF: DIR 22218 \*

- THAT EURACE EPPORTS HAVE NOT ACHIEVED ANY SIGNIFICANT RESULTS AND
  CONTINUATION OF PROGRAM AS SUCH NO LONGER WARRANTED. MAIN REASON
  FOR KURARK FAILURE IS THAT CURAN TECHNICIAN RECRUITING PROGRAM
  HAS BEEN MISERABLE PAILURE WHEN BEASURED AGAI. (ORIGINAL
  CRIECTIVE OF 2000 TECHS FROM WESTERN EUROPE ALONE. THOUGH OUR
  FIGURES NOT COMPLETE, WE ESTIMATE PROBABLY LESS THAN FIFTY
  CAMBIDATES HAVE RECEIVED CONTRACT APPROVAL AND WE ABLE CONFIRM
  ABOUT TEN WHO HAVE ACTUALLY MADE IT TO THE ISLAND. KURARK
  SUCCEEDED IN INSERTING ABOUT THATTY RECRUITED TECHS INTO THE
  VAKIOUS HIRING CHANNELS, BUT SO FAR ONLY TWO HAVE RECRIVED CONTRACT
  APPROVAL FROM HAVA.
- 2. CUPAN FAILURE TO RECRUIT IN SIGNIFICANT NUMBERS APPEARS
  DUE LARGELY TO RELUCTANCE FOREIGN MINISTRY AND FOREIGN SERVICE
  OFFICERS PURSUE TECH RECRUITING MISSION ACCRESSIVELY, MUREAUCHATIC
  THOOMPETENCE IN HAVANA, FEAR OF INFILTRATION OF MOSTILE ACENTS

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AND PROBABLE LOSS OF INTER T IN THE PROGRAM ON PART OF CASTED HIMSELF. THESE PACTORS WHICH EMPROR FROM OUR STUDY OF THE CEBAN PERFORMANCE ACCOUNT FOR LACT OF RESPONSE FROM EMBASSIES TO APPLICATIONS, LONG DELAY IN GETTING LONG BACK PRON HAVARA AND BUALL NUMBER OF TROSS ULTIMATELY HIRED. LONG TIET LAG BETTEEN Initial application and ultimate approval prof hava, unice rurs SLX TO HITE MONTES, HAS COST CUBARS NUMBER OF TECHS WED TERE INITIALLY EAGER BUT SUBSEQUENTLY LOST INTEREST OR TOOK OTHER JOBS.

3 IN FACE OF FOREGOING WE DO NOT BELIEVE IT WORTHVEILE TO CONTINUE INTENSIVE SEARCH FOR ZRPRIMA CANDIDATES FOR INSERTION INTO CUBAN HIRING CHANNEL. /STATIONS WITH ACTIVE LEADS SHOULD STAY WITH THEM IN THE HOPE THEY MAY STILL BE HIRED, BUT CEASE EFFORTS TO GENERATE LEADS FROM SCRATCH. ON OTHER HAND, THERE ARE PAIR MULIEER NON BLOC TECHS IN CUBA AND IT LIKELY CUBANS WILL CONTINUE TO RIVE NEED OFCOT ON LIMITED SELECTIVE BASIS AS THEY DID PRICE TO TAPKIHA PROGRAM. STATIONS THEREFORE ALL URAND TO CONTUROL ALTET FOR EUCH OFFORTUNITIES AND TO THE THEE IN SAME HANNER

ALL OTHER OPPORTUNITIES TO PLACE RESIDENT AGENTS IN CURA.

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IN THIS CONNECTION WE NOTE THAT MOST PERUMEN OFFICIALS RESPONSIBLE
FOR RECRUITING TECHS TEND TO RELY HEAVILY ON LOCAL CP STAMP OF
APPROVAL OR OTHER STRONG INDICATION THAT CAMBIDATE IS POLITICALLY
ACCEPTABLE. LACKING THIS THEY MAY EITHER IGNORE THE APPLICATION
OR REJECT IT.

- 4. RESPONSE OF MOST STATIONS IN IMPLEMENTING ZEPRIMA MAS

  BEEN MOST GRATIFYING. WE PROVIDED CUBANE WITH GOOD NUMBER HIGHLY

  QUALIFIED ENGINEERS AND TECHNICIANS WHICH THEY FOR REASONS CITED

  WHABLE OR UNWILLIAG TO ACCEPT. KUBANE HAS MADE A RESPECTABLE

  REPORT TO EXPLOIT THIS OPPORTUNITY AND PACT THAT WE HAVE NOT

  ACCHIEVED SIGNIFICANT RESULTS IS MARKET HEFLECTION CUBAN CONTUSION

  AND INEPTITUDE WITH RESULTANT FAILURE ACRIEVE THEIR OWN GOALS.
  - 5. DISCORTINUE USE ZRPHIMA SLUG AND FILE 200-120-47.

## END OF HESSAGE

C/S COMMENT: \*Cable pre-dates CS files. Copy may be seen in GIA reference file.

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