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21 NOV. 88

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TO: MULTI - ADDRESSEE CABLE SEE BELOW

27 NOV 88 21 58z

FROM: DIRECTOR

CONF: SAS 0

INFO: DCI, C/DCI, DDP, ADOP, CI, CI/OPS, CI/OA, FI, EE 4, WE 4, NE 4, SE 6, WH 7, (POUCH 9, 5, 5, 5)

ATRE 6, ALL OTHER STAFFS 3

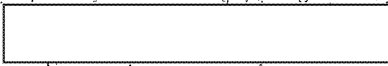
SECRET
ROUTINE

MULTI-ADDRESSEE CABLE

CITE DIA 65387

PERUMEN ZRPRIMA

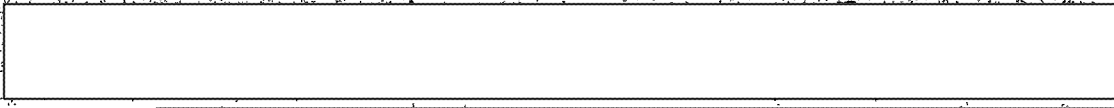
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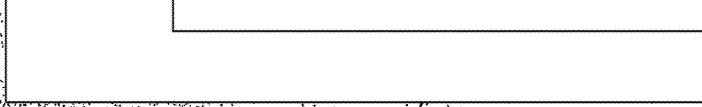
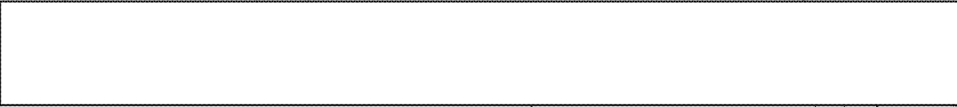
MADR

SOLE

CABLE SEC: (PLS POUCH CABLE TO FOLLOWING:) (WRENCH POUCH)



MEXI



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ORIG: D. KONIS:jd  
UNIT: SAC/102  
EXT: 5155  
DATE: 21 NOV. 63

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**S E C R E T**

200-120-47

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22 NOV 63 17 23 Z

TO: CERTAIN STATIONS AND BASES

FROM: DIRECTOR

CONF:

INFO:

SIG CEN

DEFERRED

ROUTINE

TO: MULTI-ADDRESSEE CABLE INFO

CITE DIR

05307

RRUMEN ZRPRIMA

REF: DIR 22218

1. RECENTLY CONCLUDED HQS REVIEW OF ZRPRIMA PROGRAM SHOWS THAT KUBARK EFFORTS HAVE NOT ACHIEVED ANY SIGNIFICANT RESULTS AND CONTINUATION OF PROGRAM AS SUCH NO LONGER WARRANTED. MAIN REASON FOR KUBARK FAILURE IS THAT CUBAN TECHNICIAN RECRUITING PROGRAM HAS BEEN MISERABLE FAILURE WHEN MEASURED AGAINST FIDEL'S ORIGINAL OBJECTIVE OF 2000 TECHS FROM WESTERN EUROPE ALONE. THOUGH OUR FIGURES NOT COMPLETE, WE ESTIMATE PROBABLY LESS THAN FIFTY CANDIDATES HAVE RECEIVED CONTRACT APPROVAL AND WE ABLE CONFIRM ABOUT TEN WHO HAVE ACTUALLY MADE IT TO THE ISLAND. KUBARK SUCCEEDED IN INSERTING ABOUT THIRTY RECRUITED TECHS INTO THE VARIOUS HIRING CHANNELS, BUT SO FAR ONLY TWO HAVE RECEIVED CONTRACT APPROVAL FROM HAVA.

2. CUBAN FAILURE TO RECRUIT IN SIGNIFICANT NUMBERS APPEARS DUE LARGELY TO RELUCTANCE FOREIGN MINISTRY AND FOREIGN SERVICE OFFICERS PURSUE TECH RECRUITING MISSION AGGRESSIVELY, BUREAUCRATIC INCOMPETENCE IN HAVANA, FEAR OF INFILTRATION OF HOSTILE AGENTS

CONT...

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TO  
FROM: DIRECTOR  
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ROUTINE

P A G E T W O

TO INFO CITE DIR **85387**

AND PROBABLE LOSS OF INTEREST IN THE PROGRAM ON PART OF CASTRO HIMSELF. THESE FACTORS WHICH EMERGE FROM OUR STUDY OF THE CUBAN PERFORMANCE ACCOUNT FOR LACK OF RESPONSE FROM EMBASSIES TO APPLICATIONS, LONG DELAY IN GETTING WORD BACK FROM HAVANA AND SMALL NUMBER OF TECHS ULTIMATELY HIRED. LONG TIME LAG BETWEEN INITIAL APPLICATION AND ULTIMATE APPROVAL FROM HAVA, WHICH RUNS SIX TO NINE MONTHS, HAS COST CUBANS NUMBER OF TECHS WHO WERE INITIALLY EAGER BUT SUBSEQUENTLY LOST INTEREST OR TOOK OTHER JOBS.

3. IN FACE OF FOREGOING WE DO NOT BELIEVE IT WORTHWHILE TO CONTINUE INTENSIVE SEARCH FOR ZEPHYRA CANDIDATES FOR INSERTION INTO CUBAN HIRING CHANNEL. <sup>- WISE STRESS</sup> 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 FAIR NUMBER NON BLOC TECHS IN CUBA AND IT LIKELY CUBANS WILL CONTINUE TO HIRE NEEDS TECHS ON LIMITED SELECTIVE BASIS AS THEY DID PRIOR TO ZEPHYRA PROGRAM. STATIONS THEREFORE ARE URGED TO CONTINUE BE ALERT FOR SUCH OPPORTUNITIES AND TO EXPLOIT THEM IN SAME MANNER AS ALL OTHER OPPORTUNITIES TO PLACE RESIDENT AGENTS IN CUBA.

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IN THIS CONNECTION WE NOTE THAT MOST PERUMEN OFFICIALS<sup>3</sup> RESPONSIBLE FOR RECRUITING TECHS TEND TO RELY HEAVILY ON LOCAL CP STAMP OF APPROVAL OR OTHER STRONG INDICATION THAT CANDIDATE IS POLITICALLY ACCEPTABLE. LACKING THIS THEY MAY EITHER IGNORE THE APPLICATION OR REJECT IT.

4. RESPONSE OF MOST STATIONS IN IMPLEMENTING ZRPRIA<sup>1</sup> HAS BEEN MOST GRATIFYING. WE PROVIDED CUBANS WITH GOOD NUMBER HIGHLY QUALIFIED ENGINEERS AND TECHNICIANS WHICH THEY FOR REASONS CITED UNABLE OR UNWILLING TO ACCEPT. KURARK<sup>2</sup> HAS MADE A RESPECTABLE EFFORT TO EXPLOIT THIS OPPORTUNITY AND FACT THAT WE HAVE NOT ACHIEVED SIGNIFICANT RESULTS IS MERELY REFLECTION CUBAN CONFUSION AND INEPTITUDE WITH RESULTANT FAILURE ACHIEVE THEIR OWN GOALS.

5. DISCONTINUE USE ZRPRIA SLUG AND FILE 200-120-47.<sup>1</sup>

END OF MESSAGE

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

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TO  
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 SAS/BOB Kevin  
 WZ/S RC Locke  
 C/VE Thomas F. Kiehl  
 RC/EE Carl H. ...  
 C/VE John H. ...  
 C/VE W.D. Wood  
 C/VE Chapelle

*William D. O'Hear*  
1700/17

VILLIAM D. O'HEAR  
C/VE

*William D. O'Hear*  
C/VE

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