

OF STAFF MENDOZA AND PERHAPS A BUFFET DINNER HOSTED BY CHARGE FOR GENERAL MENDOZA, THE DEFENSE MINISTER, THE G-2, G-3, AIR FORCE COMMANDER, KEY ZONE COMMANDERS AND SELECTED OFFICERS AT THE CEM.

3. TALKING POINTS:

THE PRESIDENT AND

1 SECRETARY HAIG HAS DESIGNATED ME AS HIS PERSONAL EMISSARY TO DISCUSS OUR BILATERAL RELATIONS ON AN URGENT BASIS.

BOTH THE PRESIDENT AND

-- THE SECRETARY RECOGNIZES THAT YOUR COUNTRY IS ENGAGED IN A WAR WITH MARXIST GUERRILLAS.

-- WE ARE ~~AND~~ DEEPLY CONCERNED ABOUT EXTERNALLY SUPPORTED MARXIST SUBVERSION IN GUATEMALA AND OTHER COUNTRIES IN THE REGION.

-- AS YOU ARE AWARE, WE HAVE ALREADY TAKEN STEPS TO ASSIST HONDURAS AND EL SALVADOR RESIST THIS AGGRESSION.

-- THE SECRETARY HAS SENT ME HERE TO SEE IF WE CAN WORK OUT A WAY TO PROVIDE MATERIAL ASSISTANCE TO YOUR GOVERNMENT.

-- TO UNDERSCORE OUR DESIRE TO ESTABLISH A NEW, MUTUALLY BENEFICIAL RELATIONSHIP WITH YOUR GOVERNMENT, WE HAVE ALREADY TAKEN A NUMBER OF ACTIONS ON OUR OWN. YOU MAY BE AWARE OF SOME OF THEM. WE HAVE:

(1) SOUGHT TO INSURE THAT THE SITUATION IN GUATEMALA IS TREATED IN AN UNBIASED AND OBJECTIVE MANNER IN MEETINGS OF INTERNATIONAL ORGANIZATIONS. FOR EXAMPLE, IN COOPERATION WITH YOUR DELEGATION, WE WERE SUCCESSFUL IN OBTAINING A MORE ACCEPTABLE RESOLUTION AT THE RECENT UNITED NATIONS HUMAN RIGHTS COMMISSION SESSION IN GENEVA.

(2) WE HAVE MINIMIZED NEGATIVE PUBLIC STATEMENTS BY US OFFICIALS ON THE SITUATION IN GUATEMALA.

(3) WE HAVE ACTIVELY CONVEYED TO VARIOUS OFFICIALS OF YOUR GOVERNMENT, YOUR MILITARY, GUATEMALAN AND US BUSINESS LEADERS OUR DESIRE FOR FRIENDSHIP AND CLOSER COOPERATION WITH YOUR GOVERNMENT.

(4) WE HAVE INVITED THE COMMANDER OF YOUR AIR FORCE TO PARTICIPATE IN THE CONFERENCE OF THE CHIEFS OF AIR FORCES OF THE AMERICAS (CONJEFEMER XXI) TO TAKE PLACE AT HOMESTEAD AIR FORCE BASE MAY 17-23.

1 GIVES GEN WALTERS MORE LEVERAGE BUT WE WILL NEED HOLY WATER FROM ON HIGH TO SO ADD ANTICIPATE NO PROBLEM IN OBTAINING

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(5) WE HAVE ARRANGED FOR THE COMMERCE DEPARTMENT TO TAKE STEPS THAT WILL PERMIT THE SALE OF \$3 MILLION WORTH OF MILITARY TRUCKS AND JEEPS TO THE GUATEMALAN ARMY.

IN ADDITION, WITH YOUR CONCURRENCE, WE WILL:

(6) INITIATE A NEW DIALOGUE WITH YOUR GOVERNMENT ON US ECONOMIC ASSISTANCE. WE ARE WILLING TO SHARPEN THE FOCUS OF AND EXPAND OUR EXISTING PROGRAMS TO HELP YOUR GOVERNMENT DEAL WITH THE SOCIO-ECONOMIC PRESSURES THAT THE GUERRILLA MOVEMENT IS EXPLOITING IN THE RURAL AREAS.

(7) WE WILL INVITE SENIOR AND MID-LEVEL MEMBERS OF YOUR ARMED FORCES TO WASHINGTON TO DISCUSS WITH THEIR US COUNTERPARTS OUR DESIRE TO RESTORE RELATIONS AS WELL AS THE PROBLEMS OF COUNTERING THE GUERRILLA MOVEMENT IN GUATEMALA.

(8) WE WILL ALSO INVITE THE CHIEF OF STAFF OF THE GUATEMALAN ARMY FOR A CONFERENCE OF AMERICAN ARMIES, CHIEFS OF STAFF TO BE HELD IN WASHINGTON IN NOVEMBER 1981.

(9) WE PROPOSE TO SCHEDULE A US NAVY SHIP VISIT TO GUATEMALA TO TAKE PLACE WITHIN THE NEXT THREE MONTHS.

(10) WITH YOUR CONCURRENCE, WE PROPOSE TO PROVIDE YOU AND ANY OFFICERS YOU MIGHT DESIGNATE AN INTELLIGENCE BRIEFING ON REGIONAL DEVELOPMENTS FROM OUR PERSPECTIVE.

-- OUR DESIRE, HOWEVER, IS TO GO SUBSTANTIALLY BEYOND THE STEPS I HAVE JUST OUTLINED. WE WISH TO REESTABLISH OUR TRADITIONAL MILITARY SUPPLY AND TRAINING RELATIONSHIP AS SOON AS POSSIBLE.

-- AS WE ARE BOTH AWARE, THIS HAS NOT YET BEEN FEASIBLE BECAUSE OF OUR INTERNAL POLITICAL AND LEGAL CONSTRAINTS RELATING TO THE USE BY SOME ELEMENTS OF YOUR SECURITY FORCES OF DELIBERATE AND INDISCRIMINATE KILLING OF PERSONS NOT INVOLVED WITH THE GUERRILLA FORCES OR THEIR CIVILIAN SUPPORT MECHANISMS. I AM NOT REFERRING HERE TO THE REGRETTABLE BUT INEVITABLE DEATH OF INNOCENTS THROUGH ERROR IN COMBAT SITUATIONS, BUT TO WHAT APPEARS TO US A CALCULATED USE OF TERROF TO IMMOBILIZE NON POLITICIZED PEOPLE OR POTENTIAL OPPONENTS.

-- FRANKLY SPEAKING, AS A ~~VETERAN~~ ^{SOLDIER LIKE YOURSELF,} I THINK THE GROWTH AND SPREAD OF THE GUERRILLA MOVEMENT IN GUATEMALA OVER THE PAST YEAR DEMONSTRATES THAT THESE ACTIONS ARE PROVING INHERENTLY COUNTER-PRODUCTIVE AND DRIVING SOME

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(TONE)

PEOPLE TO SUPPORT THE GUERRILLAS OUT OF SELF PRESERVATION AND REVENGE. BUT I WOULD LIKE TO FOCUS HERE ON THE PROBLEMS THESE ACTIONS CAUSE US IN THE US.

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-- LARGE SEGMENTS OF THE US CONGRESS (OF BOTH PARTIES) AND THE AMERICAN PUBLIC BELIEVE THAT THE GUATEMALAN GOVERNMENT IS RESPONSIBLE FOR MUCH OF THE VIOLENCE IN GUATEMALA. *COULD DO MORE TO CONTROL*

3 AS MODIFIED SENTENCE MAKES SAME POINT BUT W/D ALOT OF MORAL CONDEMNATION WHICH WILL COME ACROSS SELF RIGHTEOUS

-- BECAUSE OF THIS WIDESPREAD PERCEPTION, AND BECAUSE OF THE HUMAN RIGHTS LEGISLATION PASSED IN PREVIOUS YEARS, AND WHICH REMAINS IN FORCE, ANY ATTEMPT BY THE CURRENT ADMINISTRATION UNDER PRESENT CIRCUMSTANCES TO APPROVE MILITARY ASSISTANCE OR EVEN THE SALE OF ANY ITEMS WHICH FALL UNDER OUR FOREIGN MILITARY SALES (FMS) SYSTEM COULD TRIGGER CONGRESSIONAL LEGISLATION SPECIFICALLY PROHIBITING ANY SUCH SALES OR ASSISTANCE TO GUATEMALA. ~~THIS COULD ALSO SERIOUSLY COMPLICATE OUR CURRENT EFFORT TO GAIN CONGRESSIONAL SUPPORT FOR OUR ASSISTANCE TO EL SALVADOR~~

4 LUCAS WILL SEE THIS AS IRRELEVANT COULD EASILY RESULT IN CONSERVATION GOING OFF ON TANGENT.

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-- WE NEED YOUR HELP TO OVERCOME THESE REAL AND SERIOUS INTERNAL POLITICAL AND LEGAL IMPEDIMENTS AGAINST OUR MOVING TO REESTABLISH OUR TRADITIONAL POLITICAL AND MILITARY SUPPLY AND TRAINING RELATIONSHIP THAT WE DESIRE.

-- IF YOU COULD GIVE ME YOUR ASSURANCE THAT YOU WILL TAKE STEPS TO HALT OFFICIAL INVOLVEMENT IN THE KILLING OF PERSONS NOT INVOLVED WITH THE GUERRILLA FORCES OR THEIR CIVILIAN SUPPORT MECHANISMS AND TO FOSTER A CLIMATE FAVORABLE TO FAIR PRESIDENTIAL ELECTIONS IN 1982 WE WOULD BE IN A MUCH STRONGER POSITION TO DEFEND SUCCESSFULLY WITH THE CONGRESS A DECISION TO BEGIN TO RESUME OUR MILITARY-SUPPLY RELATIONSHIP WITH YOUR GOVERNMENT.

... (5) (CAUTION ONLY) WE WILL BE FORTUNE TO GET LUCAS TO SINCERELY AGREE TO END VIOLENCE. GON WALTERS OUGHT TO RAISE "EXTRA" TERM OF CONTRACT BUT NOT PERSIST HE ALREADY HAS WORK OUT FOR H

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-- SECRETARY HAIG HAS AUTHORIZED ME TO INFORM YOU THAT IN RESPONSE TO YOUR VERBAL ASSURANCES TO TAKE ACTION ON THESE POINTS OF CONCERN TO US, WE WILL IMMEDIATELY APPROVE SOME LONG PENDING FMS CASES, BEGINNING WITH THE SALE OF HELICOPTER SPARE PARTS, THE OVERHAUL OF HELICOPTER ENGINES AND A NUMBER OF OTHER ITEMS RELATED TO THE SAFE OPERATION OF GUATEMALAN AIRCRAFT. YOU SHOULD KNOW HOWEVER THAT HELICOPTER SPARES ARE IN CRITICALLY SHORT SUPPLY FOR US AND OTHER SUPPORTED NATIONS. SOME DELIVERY TIMES ON CERTAIN LINES ARE -- IN ADDITION, AS YOUR EFFORTS TO CURB THE ILLEGAL ACTIONS BY THE SECURITY FORCES TAKE EFFECT AND BECOME EVIDENT, WE WILL APPROVE ADDITIONAL SALES.

-- MR. PRESIDENT, THE SECRETARY HAS ASKED ME TO CONVEY HIS PERSONAL CONGRATULATIONS FOR YOUR COURAGEOUS AND FAR-SIGHTED DECISIONS ON BELIZE, AS WELL AS HIS DESIRE AND READINESS TO REBUILD OUR TRADITIONAL CLOSE RELATIONSHIP WITH YOUR COUNTRY. WITH YOUR ASSISTANCE, WE CAN BEGIN TO DO SO NOW. !!

NOW UP TO THREE YEARS. WE WOULD DO OUR HONEST BEST (IF WE CAN OBTAIN YOUR ASSURANCES) BUT IF THERE ARE SUBSEQUENT DELAYS DO NOT READ THEM AS A POLICY DISCONNECT.