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PRIORITY DIRECTOR INFO

24 FEB 11 03 0966

RYBAT TYPIC AMECRU

REFS: A. WH/MIAMI 6582 (1029655)

B. DIRECTOR 011496

1. AMSIGH-2 RECEIVED TELEGRAM FROM AMECRU-1 EVENING 22 FEBRUARY ADVISING THAT CUBANS HAD SPECIFIED \$60,000 EACH FOR AMRIPE-2 AND JORGE VILLVERDE. ALSO, THAT NO FIGURE WAS SET FOR AMCALL-1 BUT EVENTUAL PRICE WOULD BE SIGNIFICANTLY HIGHER THAN \$60,000, AND THAT LETTER WITH DETAILS WAS FOLLOWING.

2. MOTHER AMPANIC-7 TELEPHONED AMECRU-1 PER PARA 2 REF B. AMECRU-1 TOLD HER THAT SINCE LOWEST ACCEPTABLE FIGURE GIVEN IN TWO OTHER CASES WAS \$60,000, HE COULD NOT NEGOTIATE AMPANIC-7 CASE AT \$50,000. HE COMMENTED THAT HE HAD NOT PREVIOUSLY SEEN CUBANS LESS INTERESTED IN NEGOTIATIONS.

3. FYI: AMPANIC-7 MOTHER IS UPSET THAT \$70,000 FIGURE WAS NOT IMMEDIATELY ACCEPTED BY RVROCK. HOWEVER, BINIARIS HAS BEEN INSTRUCTED TO CONTINUE DEALING WITH HER ON BASIS THAT \$50,000 IS CEILING UNLESS AND UNTIL

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PAGE 2 WH/MIAMI 6588 S E C R E T

WE ADVISED TO CONTRARY. IF AMECRU-1 BEGINS PRESSING HER ON \$60,000, BINJARIIS WILL SUGGEST SHE REITERATE PLEA TO NEGOTIATE AT \$50,000.

4. WE, OF COURSE, HAVE NO VAY KNOWING WHAT ENSUED CONVERSATION BETWEEN AMPANIC-7 MOTHER AND AMECRU-1 BEYOND WHAT SHE TOLD BINJARIIS; ESPECIALLY WHETHER AMECRU-1 SPECIFIED \$60,000 TO HER AT OUTSET OF CONVERSATION OR IF THEY CONNIVED TO PRESENT WHAT ~~WE~~ MAY HAVE THOUGHT AN ACCEPTABLE FIGURE. HER EMOTIONAL INVOLVEMENT MAY WELL HAVE PREVENTED HER PUSHING \$50,000 FIGURE WITH ANY ENTHUSIASM. GREATEST DIFFICULTY INVOLVED ASSESSING THIS IS THAT WE DO NOT KNOW FIGURE SPECIFIED BY CUBANS; \$20,000 REDUCTION OF ORIGINAL \$70,000 QUOTATION MAY REPRESENT LARGE SLICE IF NOT ALL OF AMECRU-1'S CAKE. IF SO, HE PROBABLY WILL SETTLE FOR LITTLE LESS THAT \$60,000.

5. FILE: 19-6-136/3; 201-061063; 201-276080;
201-314480. GP-1

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