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FOIA
F16-011

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71

ID	Doc Type	Document Description	No of Pages	Doc Date	Restrictions
243595	MEMO	DUPLICATE OF #163111; RICHARD ALLEN TO THE PRESIDENT, RE: BILATERAL MEETINGS AND YOUR OBJECTIVES AT CANCUN, OCTOBER 21-24, 1981	3	ND	B1
243596	PAPER	DUPLICATE OF #161113; MEXICO	1	ND	B1

The above documents were not referred for declassification review at time of processing

Freedom of Information Act - [5 U.S.C. 552(b)]

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- B-2 Release would disclose internal personnel rules and practices of an agency [(b)(2) of the FOIA]
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- B-8 Release would disclose information concerning the regulation of financial institutions [(b)(8) of the FOIA]
- B-9 Release would disclose geological or geophysical information concerning wells [(b)(9) of the FOIA]

C. Closed in accordance with restrictions contained in donor's deed of gift.

SCENARIO/SCHEDULES

Skeleton Schedule

TENTATIVE SCHEDULE - CANCUN SUMMIT

<u>DATE</u>	<u>TIME</u>	
<u>October 21</u>	0900	Depart Andrews AFB
	1030	Arrive Cancun Greeted by President Lopez Portillo at Airport
	1100-1130	Bilateral Meeting--Lopez Portillo (confirmed; at airport)
	1140	Arrive Sheraton Hotel by Helicopter
	1230-1330	Bilateral Meeting & Luncheon-- Chinese Premier Zhao Ziyang (requested)
	1400-1430	Bilateral Meeting--Indian Prime Minister Gandhi (confirmed)
	1530-1600	Possible Press Briefing--Secre- tary Haig (driving time to/from briefing site: 15 minutes)
	1730-1800	Bilateral Meeting--Nigerian President Shagari (confirmed)
	1815-1845	Bilateral Meeting--Venezuelan President Herrera Campins (confirmed)
	1900-1930	Possible Press Briefing--Secre- tary Haig
	2015	Dinner (private)
<u>October 22</u> <u>Thursday</u>	0915-0935	Bilateral Meeting--Yugoslav President Kraigher (<u>suggested</u> alternate time)
	0930	Coffee in Delegates' Lounge
	1000-1330	First Plenary Session
	1330 - 1345	Bilateral Meeting--Philippine President Marcos (confirmed)

<u>DATE</u>	<u>TIME</u>		
<u>October 22</u> (continued)	1345	Luncheon (President invited to luncheon hosted by Prime Minsiter Gandhi for all delegation heads; decision pending)	
	1400-1430	Possible Press Briefing--Secretaries Haig and Regan	
	1600-1630	Coffee in Delegates' Lounge	
	1630-1900	Second Plenary Session	
	1900-1930	Possible Press Briefing--Secretaries Haig and Regan	
	2000	Cocktails	
	2030	Dinner hosted by President Lopez Portillo for Heads of State or Government and Foreign Ministers	
	2200	Dinner concludes	
	<u>October 23</u> Friday	0830-0845	Bilateral Meeting--Bangladesh Acting President Abdus Sattar (confirmed)
		0855-0910	Bilateral Meeting--Algerian President Bendjedid (requested)
0915-0930		Bilateral Meeting--Tanzanian President Nyerere (requested)	
0935-0950		Bilateral Meeting--Guyanese President Burnham (confirmed)	
1000-1330		Third Plenary Session	
1330-1400		Free Time	
1400-1500		Bilateral Meeting & Luncheon--Saudi Arabian Crown Prince Fahd (confirmed)	
1500-1530		Possible Press Briefing--Secretaries Haig and Regan	
1630-1900		Fourth Plenary Session	

<u>DATE</u>	<u>TIME</u>	
<u>October 23</u> (continued)	1900	Co-chairmen Joint Press Conference
	2030-2200	Dinner Hosted by Heads of Delegation (Heads of Delegation plus three members)
<u>October 24</u> <u>Saturday</u>	0845-0930	(Tentative*) Breakfast Hosted by President Reagan with: - Prime Minister Trudeau of Canada - Prime Minister Thatcher of the UK - President Mitterrand of France - FRG Delegation Head - Prime Minister Suzuki of Japan - Prime Minister Falldin of Sweden
	1000	Possible Press Briefing--Secretaries Haig and Regan
	1100	Departure from Cancun
	1630	Arrive at Andrews AFB

*N.B. This is tentative. No invitations should be extended until it has been agreed upon after arrival at Cancun.

SCENARIO

MEETINGS, PARTICIPANTS, AND EMPHASIS OF THEMES AND OBJECTIVES

BILATERAL MEETING WITH MEXICAN PRESIDENT LOPEZ PORTILLO

Wednesday, October 21

1100 - 1130 hours

Place: President's Suite

U.S. Participants: The President
 Secretary Haig
 Richard V. Allen, NSC
 Notetaker (to be determined)

Mexican Participants: President Herrera
 Others (to be determined)

Summit-Related Themes and Objectives

- To congratulate Lopez Portillo on his leadership and to note our expectation that the meeting will enhance our bilateral relationship.
- To seek his assurances the conference will permit a free exchange of ideas and to present our own positions on major development issues.
- To assess Mexico's willingness to collaborate with us in encouraging the Salvadoran left to participate in elections.
- To encourage continued, strong Mexican support for the Caribbean Basin Initiative.
- To note satisfaction with the recent trade talks.

SCENARIO

MEETINGS, PARTICIPANTS, AND EMPHASIS OF THEMES AND OBJECTIVES

BILATERAL MEETING WITH INDIAN PRIME MINISTER INDIRA GANDHI

Wednesday, October 21

1400 - 1430 hours

Place: President's Suite

U.S. Participants: The President
 Secretary Haig
 Richard V. Allen, NSC
 Notetaker (to be determined)

Indian Participants: Prime Minister Gandhi
 Foreign Minister Narasimha Rao
 Others (to be determined)

Summit-Related Themes and Objectives

- Establish personal rapport with Prime Minister Gandhi.
- Reassure her that despite policy differences, the U.S. seeks constructive relations with India.
- Emphasize positive U.S. program for addressing problems of developing nations.
- Explain how we see the Summit arriving at a successful conclusion.

- Emphasize that the U.S. is the largest donor of food aid and the largest bilateral donor of agricultural development assistance.
- Point out that food and agricultural problems will remain high on the U.S. list of development priorities.
- Urge other nations to share more equitably in the burden of providing food and, agricultural development assistance by calling for additional pledges to the Food Aid Convention (FAC), the International Emergency Food Reserve (IEFR).
- Encourage the development of grain reserves by other exporters and developed importers.

Issue: Commodities, Trade and Industrialization

- Emphasize the importance of trade and of an open trading system in the development process.
- Underline the strong U.S. record in trade with developing countries.
- Convince others that the GATT is the appropriate forum in which to consider trade liberalization. In that context, we are beginning preparations for the 1982 GATT Ministerial.
- Make it clear that the U.S. has cooperated extensively with international organizations in seeking solutions to problems in commodity markets.

Issue: Energy

- Stress that energy is one of the most important and urgent policy challenges facing developing countries, requiring new approaches to domestic policy by the developing countries.
- Highlight U.S. energy achievements, particularly the decline in oil imports from 8 mmb/d in 1979 to 5.4 mmb/d in 1981. Such savings are having a favorable impact on the availability and price of the petroleum supplied by OPEC to developing countries.
- Urge that developing countries work out acceptable terms to encourage expanded energy development by private companies, foreign and domestic.

- Signal the importance of changing the thrust of multi-lateral energy lending so as to increase its multiplier effect on private investment in energy resource development.
- Reassure participants that the U.S. supports, within the context of currently approved or pledged contributions, the energy development programs of the multilateral lending institutions.
- Express willingness to join energy discussions between producers, consumers and developing countries, but oppose the notion that a global energy "plan" can or should be devised.

Issue: Monetary and Finance

- Present the U.S. approach to economic growth and development: sound domestic economic policies, along with trade, private investment, and commercial capital flows are seen as much more important than official assistance to long-term economic growth in most developing countries.
- Indicate that multilateral development banks must support sound economic policies and catalyze private resources for development; our bilateral assistance will concentrate on: (a) mobilizing their resources and promoting private sector growth; and (b) food, energy and population, with emphasis on institution building and technology transfer.
- Point out clearly that private markets must play the primary role in recycling funds from surplus to deficit countries. The International Monetary Fund's role is to promote sound programs of economic adjustment.
- Emphasize that combating inflation should be the number one economic priority and that short-term costs, such as high interest rates, are far outweighed by the longer term benefits. Premature reflation would reduce growth.

Issue: Global Negotiations

- Insure that any preparatory process for global negotiations that the U.S. may return to is new and therefore not linked to UNGA Resolution 34/138.
- Gain agreement to the U.S. "considerations" for return to preparatory talks on UN Global Negotiations.

- Arrive at an understanding that personal representatives of the needs of state or government represented at Cancun should meet informally from time to time. The representatives would be of sub-ministerial rank. (The U.S. could use such a forum as a control mechanism on the dialogue and to insure that the U.S. "considerations" are being honored in New York.)

SCENARIO

MEETINGS, PARTICIPANTS, AND EMPHASIS OF THEMES AND OBJECTIVES

BILATERAL MEETING WITH NIGERIAN PRESIDENT SHAGARI

Wednesday, October 21

1730 - 1800 hours

Place: President's Suite

U.S. Participants: The President
 Secretary Haig

Richard V. Allen, NSC
Notetaker (to be determined)

Nigerian Participants: President Shagari
 Minister of External Affairs Audu

Summit-Related Themes and Objectives

- Develop a personal relationship with President Shagari and emphasize the positive U.S. program for addressing the problems of developing countries.
- Explain how we see the Summit arriving at a successful conclusion, including how we would handle the issue of Global Negotiations (GNs) in the UN General Assembly (UNGA) and a possible follow-on to the Summit.
- Reaffirm our commitment to an OAU peacekeeping force in Chad.
- Indicate that we are committed to a Namibian settlement in 1982 and will need Nigerian support to attain that goal.
- Reinforce the importance we attach to our bilateral relations, particularly the expansion of our commercial relations.

SCENARIO

MEETINGS, PARTICIPANTS, AND EMPHASIS OF THEMES AND OBJECTIVES

BILATERAL MEETING WITH VENEZUELAN PRESIDENT HERRERA

Wednesday, October 21

1815 - 1845 hours

Place: President's Suite

U.S. Participants: The President
 Secretary Haig
 Richard V. Allen, NSC
 Notetaker (to be determined)

Venezuelan Participants: President Herrera
 Others (to be determined)

Summit-Related Themes and Objectives

- Develop a personal relationship with President Herrera and emphasize the positive U.S. program for addressing the problems of developing countries.
- Explain how we see the Summit arriving at a successful conclusion, including how we would handle the issue of Global Negotiations (GNs) in the UN General Assembly (UNGA) and a possible follow-on to the Summit.
- Recognize the closeness of the U.S.-Venezuelan relationship, emphasizing the mutuality of our interests in the Caribbean Basin region.

SCENARIO

MEETINGS, PARTICIPANTS, AND EMPHASIS OF THEMES AND OBJECTIVES

BILATERAL MEETING WITH YUGOSLAV FOREIGN MINISTER KRAIGHER

Thursday, October 22

0915 - 0935 hours

Place: President's Suite

U.S. Participants: The President
 Secretary Haig
 Richard V. Allen, NSC
 Notetaker (to be determined)
 Interpreter

Yugoslav Participants: Foreign Minister Kraigher
 Others (to be determined)

Summit-Related Themes and Objectives

- Discuss the U.S. position on North-South dialogue and underline our desire to work with Yugoslavia on the issue.
- Declare support for Yugoslavia's efforts to cope with its economic problems and our desire to be helpful in this area.
- Encourage the Yugoslavs to support U.S. efforts to pursue the Middle East peace process following Sadat's death.
- Explain briefly our position on the resumption of disarmament talks with the U.S.S.R.

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SCENARIO

MEETINGS, PARTICIPANTS, AND EMPHASIS OF THEMES AND OBJECTIVES

BILATERAL MEETING WITH PHILIPPINES PRESIDENT MARCOS

Thursday, October 22

1330 - 1345 hours

Place: President's Suite

U.S. Participants: The President
 Secretary Haig
 Richard V. Allen, NSC
 Notetaker (to be determined)

Philippines Participants: President Marcos
 Others (to be determined)

Summit-Related Themes and Objectives

- Emphasize U.S. measures to help LDCs and explain how we see the Summit concluding successfully.
- Express pleasure at the excellent state of relations between our two countries.
- Indicate support for Marcos' start in normalizing the Philippine political process.
- Reiterate the invitation to visit the U.S. extended to Marcos in Manila in June.
- Assure Marcos you intend to send an ambassador to the Philippines before too long.

SCENARIO

MEETINGS, PARTICIPANTS, AND EMPHASIS OF THEMES AND OBJECTIVES

BILATERAL MEETING WITH BANGLADESH ACTING PRESIDENT SATTAR

Friday, October 23

0830 - 0845 hours

Place: President's Suite

U.S. Participants: The President
 Secretary Haig
 Richard V. Allen, NSC
 Notetaker (to be determined)

Bangladesh Participants: Acting President Sattar
 Others (to be determined)

Summit-Related Themes and Objectives

- To offer assurances of our support for the orderly and constitutional transfer of power presently underway.
- To demonstrate our continuing concern for the special needs of the least developed countries.

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SCENARIO

MEETINGS, PARTICIPANTS, AND EMPHASIS OF THEMES AND OBJECTIVES

BILATERAL MEETING WITH ALGERIAN PRESIDENT BENDJEDID

Friday, October 23

0855 - 0910 hours

Place: President's Suite

U.S. Participants: The President
 Secretary Haig
 Richard V. Allen, NSC
 Notetaker (to be determined)

Algerian Participants: President Bendjedid
 Others (to be determined)

Summit-Related Themes and Objectives

- A rapport with Bendjedid.
- A heightened Algerian concern with Qadhafi.
- Algerian flexibility on the Western Sahara.
- Agreement to disagree on Global Negotiations.

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SCENARIO

MEETINGS, PARTICIPANTS, AND EMPHASIS OF THEMES AND OBJECTIVES

BILATERAL MEETING WITH TANZANIAN PRESIDENT NYERERE

Friday, October 23

0915 - 0930 hours

Place: President's Suite

U.S. Participants: The President
 Secretary Haig
 Richard V. Allen, NSC
 Notetaker (to be determined)

Tanzanian Participants: President Nyerere
 Others (to be determined)

Summit-Related Themes and Objectives

- Reaffirm with the Tanzanians that the U.S. remains committed to financially assisting economic development in LDCs and we take North-South issues seriously.
- Stress that the main impetus for development must come from the LDCs themselves and, at a time of limited resource flows, this means encouraging the most efficient possible allocation of existing resources.
- Counter the Tanzanian view that poor LDCs would benefit from a radical restructuring of the existing system, pointing out why we feel such a move would be detrimental to their development goals.
- Reiterate our intention to pursue an internationally acceptable settlement in Namibia.

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MEETINGS, PARTICIPANTS, AND EMPHASIS OF THEMES AND OBJECTIVES

BILATERAL MEETING WITH GUYANESE PRESIDENT BURNHAM

Friday, October 23

0935 - 0950 hours

Place: President's Suite

U.S. Participants: The President
 Secretary Haig
 Richard V. Allen, NSC
 Notetaker (to be determined)

Guyanese Participants: President Burnham
 Others (to be determined)

Summit-Related Themes and Objectives

- Develop a personal relationship with Burnham, reassuring him of U.S. interest in the people of Guyana and emphasizing the positive U.S. program for addressing the problems of developing countries.
- Explain how we see the Summit arriving at a successful conclusion, including how we would handle the issue of Global Negotiations (GNs) in the UN General Assembly (UNGA) and a possible follow-on to the Summit.
- (If raised) Reiterate our policy of strict neutrality in the territorial dispute.

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SCENARIO

MEETINGS, PARTICIPANTS, AND EMPHASIS OF THEMES AND OBJECTIVES

BILATERAL MEETING AND LUNCHEON WITH SAUDI CROWN PRINCE FAHD

Friday, October 23

1400 - 1500 hours

Place: President's Suite

U.S. Participants: The President
Secretary Haig
Richard V. Allen, NSC
Notetaker (to be determined)

Saudi Participants: Crown Prince Fahd
Others (to be determined)

Summit-Related Themes and Objectives

- Establish a personal rapport with Crown Prince Fahd and reassure him of our enduring commitment to the kingdom's security. Build a sense of mutual interest in a broad range of key security, political and economic issues.

- Express our confidence in the continuity of Egyptian policies and U.S. support for Egypt.

- Discuss heightened dangers to regional stability in the wake of President Sadat's assassination and emphasize U.S. determination to deal with these challenges.

- Welcome our complementary assistance efforts for Sudan.

- Assure Fahd we remain committed to achieving a comprehensive Middle East peace and, in this context, note our mixed reaction to Fahd's "eight principles" for Middle East peace.

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List of Delegations



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CANCUN SUMMIT

Consolidated List
of
Foreign Delegation Members

MEXICO

1. President Jose Lopez Portillo
2. Jorge Castaneda, Secretary of External Affairs
3. David Ibarra Munoz, Secretary of Finance
4. Jose Andres Oteyza, Secretary of Patrimony and Industrial Development
5. Dr. Rose Luz Alegria, Secretary of Tourism
6. Hector Hernandez, Under Secretary for International Trade, Commerce Secretariat
7. Jorge Eduardo Navarrete, Under Secretary for Economic Affairs, Foreign Relations Secretariat
8. Horacio Flores de la Pena, Mexican Ambassador to France
9. Miguel Marin Bosch, Prive Secretary to Jorge Castaneda
10. Bernardo Sepulveda, Advisor to Miguel de la Madrid Hurtado (PRI candidate for Mexico's 1982 Presidential elections)
11. Andres Rosental, General Coordinator for the International Meeting on Cooperation and Development
12. Javier Matus Pacheco, Advisor to President Lopez Portillo
13. Mauricio Toussaint, Private Secretary to Jorge Castaneda

VENEZUELA

1. Luis Herrera Campins, President
2. Jose Alberto Zambrano Velasco, Foreign Minister
3. Humberto Calderon Berti, Minister of Energy and Mines
4. Manuel Perez Guerrero, Minister of State for International Economic Affairs
5. Sebastian Alegrett, President of the Foreign Trade Institute
6. Julio Sosa-Rodriguez, Former Venezuelan Ambassador to the U.S.

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GDS, 10/17/87

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BY *dlw* DATE 11/15/2019

BRAZIL

1. Foreign Minister Ramiro Saraiva Guerreiro
2. Carlos Augusto De Proenca Rosa, Chief, Department of Economic Affairs, Foreign Ministry
3. Alvaro Da Costa Franco Filho, Adviser to Chief of the President's Civil Household
4. Ronaldo Mota Sardenberg, Special Adviser on Bilateral Affairs, Foreign Minister's Staff
5. Roberto Abdenur, Coordinator of Economic Affairs, Foreign Minister's Staff
6. Bernardo Pericas Neto, Press Secretary, Foreign Ministry
7. Jose Arthur Denot Medeiros, Chief of Division of Commercial Policy, Foreign Ministry
8. Flavio Miragaia Perri, Coordinator of Political Affairs, Foreign Minister's Staff
9. Fernando Jose De Moura Fagundes, from the Secretariat General of the National Security Council
10. Commander Ernesto Heitor Mello Da Cunha, Special Advisor to Delegation
11. Sergio Silva Do Amaral, Secretariat of Planning in the Presidency
12. Mario-Theresa Lazaro, Foreign Minister's Staff
13. Unnamed Representative of the Finance Ministry

GUYANA

1. President Forbes Burnham
2. Desmond Hoyte, Vice President for Economic Planning
3. Rashleigh Jackson, Foreign Minister
4. Dr. Mohamed Shahabuddeen, Attorney General and Minister of Justice
5. James Matheson, Head of Economic Division of the Ministry of Foreign Affairs
6. Dr. Richard Van West-Charles, Minister of Health
7. Ronald Austin, Assistant Political Adviser to the President
8. Desmond Thomas, Assistant Economic Adviser to the President
9. James Matheson, Chief, Economic Division, Minister of Foreign Affairs

AUSTRIA

1. Willibald Pahr, Foreign Minister
2. Adolf Nussbaumer, Minister of State
3. Georg Reisch, Director of MFA's Economic Policy Bureau
4. Peter Jankowitsch, Ambassador to the OECD
5. Alfred Missong, Ambassador to Mexico
6. Georg Lennkh, Foreign Policy Assistant to the Chancellor
7. Gabriele Holzer, Foreign Policy Assistant to the Chancellor

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YUGOSLAVIA

1. President Sergej Kraigher
2. Josip Vrhovec, Federal Secretary for Foreign Affairs
3. Kazimir Vidas, Assistant Federal Secretary for Foreign Affairs for International Economic Relations

CANADA

1. Prime Minister Trudeau
2. Mark MacGuigan, Foreign Minister
3. Bernard Drabble, Associate Deputy Minister, Ministry of Industry, Trade and Commerce
4. John Paynter, General Economic Relations Division, External Affairs
5. Larry Smith, Assistant Under Secretary of State, External Affairs
6. Marcel Masse, President, Canadian International Development Agency
7. G. Elliot, Director General, Office of General Trade Relations, Industry Trade and Commerce
8. (Unnamed), Representative from the Prime Minister's Office
9. (Unnamed), Representative from the Privy Council

UNITED KINGDOM

1. Prime Minister Thatcher
2. Douglas Hurd, Minister of State, FCO
3. Sir Kenneth Cousins, Second Permanent Secretary of H.M. Treasury
4. Sir Peter Preston, Permanent Secretary, Overseas Development Administration
5. Richard Evans, Assistant Under Secretary, FCO
6. Nicholas Bayne, Head of Financial Relations, FCO

FRANCE

1. President Francois Mitterrand
2. Foreign Minister Claude Cheysson
3. Jean-Pierre Cot, Minister-delegate for Cooperation
4. Jacques Attali, Presidential Advisor
5. Jacques Delors, Minister of Economy and Finance

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SWEDEN

1. Prime Minister Falldin
2. Foreign Minister Ullsten
3. Hans Blix, Under Secretary, MFA, and Personal Representative of the PM for the North/South Summit
4. Ulf Dinkelspiel, Deputy Permanent Under Secretary, MFA
5. Goran Johansson, Under Secretary, Prime Minister's Office
6. Per Jodahl, Director, Multilateral Economic Affairs, MFA
7. Haakon Granquist, Director for Multilateral Trade, MFA/Commerce Ministry Combined Staff
8. Anders Forsse, Director General, Swedish International Development Authority

FRG

1. Hans-Dietrich Genscher, Vice Chancellor and Foreign Minister
2. Hans Werner Lautenschlager, State Secretary, Ministry of Foreign Affairs
3. Rainer Offergeld, Minister of Economic Cooperation
4. Dr. Hans-Dieter Sulimma, Ministry of Foreign Affairs, Ambassador for North/South Issues
5. Dr. Bohnet, Ministry of Economic Cooperation

JAPAN

1. Zenko Suzuki, Prime Minister
2. Sunao Sonoda, Foreign Minister
3. Toshio Komoto, Director General Economic Planning Agency
4. Kiichi Watanabe, Vice Minister of International Trade, Finance Ministry
5. Hiroya Sano, Director General, Economic Affairs Bureau, Ministry of Agriculture, Forestry and Fisheries
6. Tadayoshi Nakazawa, Director General, International Trade Administration Bureau, Ministry of International Trade and Industry
7. Kiyoaki Kikuchi, Deputy Minister, Foreign Ministry
8. Kenichi Yanagi, Director General, Economic Cooperation Bureau, Foreign Ministry
9. Shozo Kadota, Director General, United Nations Bureau, Foreign Ministry
10. Masamichi Hanabusa, Deputy Director General, African Bureau, Foreign Ministry

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JAPAN (continued)

11. Tomio Uchida, United Nations Bureau, Economic Affairs Division, Foreign Ministry
12. Yoji Sugiyama, Director, Economic Affairs Bureau, Second Resources Division, Foreign Ministry
13. Terusuke Terada, Director, Press Division, Foreign Ministry

PRC

1. Zhao Ziyang, Vice Premier
2. Huang Hua, Vice Premier and Foreign Minister
3. Wang Bingqian, Minister of Finance
4. Li Peng, Vice Minister of Finance
5. Pu Shouchang, Vice Minister of Foreign Affairs
6. Han Xu, Director of the Americas and Oceania Department, Ministry of Foreign Affairs
7. Zhang Zai, Deputy Director of the Americas and Oceania Department, MFA
8. Zhang Wenpu, Division Chief (U.S.) of the Americas and Oceania Department, MFA
9. Zhang Zhenxiong, Third Secretary of the Protocol Department, Ministry of Foreign Affairs
10. Gu Huaming, Secretary to the Vice Premier (Mme. Huang Hua)

THE PHILIPPINES

1. Ferdinand E. Marcos, President
2. Mrs. Imelda Romualdez Marcos
3. Cesar Virata, Prime Minister/Finance Minister
4. Manuel Collantes, Acting Foreign Minister
5. Roberto Ongpin, Industry and Trade Minister

NIGERIA

1. Alhaji Shehu Shagari, President
2. Ishaya Audu, Minister of External Affairs
3. B.A. Clark, Director General for Economic and International Organizatin Affairs, Ministry of External Affairs
4. Victor Masi, Minister of Finance
5. Alhaji Bello Maitama Yusuf, Minister of Commerce
6. Al-Haji Yahaya Dikko, Petroleum Advisor to the President
7. E.C. Edozien, President's Special Advisor for Economic Affairs

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TANZANIA

1. President Julius Nyerere
2. Salim Salim, Minister of Foreign Affairs
3. Amir Jamal, Minister of Finance
4. Kighoma Malima, Minister of Planning and Economic Affairs
5. Ben Mkapa, Minister of Information
6. P.M. Rupiah, UN Permanent Representative
7. Paul Bomani, Probable Ambassador to the U.S.
8. Simon Mbilinyi, Presidential Economic Adviser
9. Anthony Daraja, MFA International Organizations Division,
Economic Section Head
10. A.G.K. Mwakabugi, Ministry of Planning
11. E.K. Kamba, Ministry of Finance

IVORY COAST

1. Simeon Ake, Minister of Foreign Affairs
2. Denis Bra Kanon, Minister of Agriculture
3. Adonit Manouan, Director of Political Affairs, Ministry
of Foreign Affairs
4. Timothee N'Guetta Ahoua, Ambassador to the United
States
5. Julien Kakou, Ivory Coast Ambassador to Mexico

INDIA

1. Prime Minister Indira Gandhi
2. Narasimha Rao, Foreign Minister
3. L.K. Jha, Chairman, Economic Administration Reforms
Commission
4. G. Parthasarathi, Chairman, Indian Council of Social
Science Research
5. Dr. Manmohan Singh, Member Secretary, Planning Commission
6. Dr. P.C. Alexander, Secretary to the Prime Minister
7. Romesh Bhandari, Secretary, Ministry of External Affairs
8. N. Krishnan, GOI Resident Representative at UN
9. D.S. Kantekhar, Indian Ambassador to Mexico
10. K.K. Bhargava, Joint Secretary (Economic), Ministry of
External Affairs
11. K.K.S. Rana, Joint Secretary, Office of the Prime Minister

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SAUDI ARABIA

1. Crown Prince Fahd, Deputy Prime Minister
2. Prince Saud-al-Faisal, Minister of Foreign Relations
3. Muhammad Ali Aba al Khayl, Minister of Finance and National Economy
4. Sheik Abdullah Ali Reda, Vice-Minister of Foreign Relations for Economic and Cultural Affairs
5. Sheik Mohammed Shasarah, Ambassador to Mexico
6. Ambassador Ma'amon Kabbani, Chief, West Department, Office of Foreign Relations
7. Ambassador Hassan Al-Shawaf, Director, Office of Foreign Relations
8. Dr. Nizar Madani, Counselor, Ministry of Foreign Relations
9. Ahmad Kattan, Third Secretary, Ministry of Foreign Relations
10. Said Abdul Khaleq Shuwailah, Secretary, Ministry of Foreign Relations
11. Abdullatif Al-Maimani, Counselor, Ministry of Foreign Relations
12. Ma'amon Kourdi, Counselor, Ministry of Foreign Relations
13. Hisham Marzouki, Second Secretary, Ministry of Foreign Relations

ALGERIA

1. Col. Chadli Bendjedid, President
2. Mohamed Seddik Ben Yahia, Minister of Foreign Affairs
3. Abdelaziz Khellef, Minister of Commerce
4. Hadj M'Hamed Yala, Minister of Finance
5. Driss Djazairi, Ambassador to Belgium

BANGLADESH

1. Justice Abdus Sattar, Acting President
2. Professor Shamsul Huq, Minister of Foreign Affairs
3. Humayun Rasheed Chokudhury, Foreign Secretary
4. Tabarak Husain, Ambassador to the United States
5. M. Muhiuddin, Joint Secretary, External Resources Division, Ministry of Finance
6. Farooq Sobhan, DCM, Mission to the United Nations
7. Musud Ahmed, Director General for International Economic Affairs, Ministry of Finance

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THEMES COMMON TO ALL BILATERALS

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243595	MEMO DUPLICATE OF #163111; RICHARD ALLEN TO THE PRESIDENT, RE: BILATERAL MEETINGS AND YOUR OBJECTIVES AT CANCUN, OCTOBER 21-24, 1981	3	ND	B1


The above documents were not referred for declassification review at time of processing
Freedom of Information Act - [5 U.S.C. 552(b)]

- B-1 National security classified information [(b)(1) of the FOIA]
- B-2 Release would disclose internal personnel rules and practices of an agency [(b)(2) of the FOIA]
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THE SECRETARY OF STATE
WASHINGTON

MEMORANDUM FOR: THE PRESIDENT

FROM: Alexander M. Haig, Jr. 

SUBJECT: Your Meetings with Other Heads of State or Government in Cancun, October 21-24

I. THE SETTING

Your bilateral meetings are an extremely important part of our strategy for Cancun. First, the other heads of state or government want to meet you, and we have business to conduct with each of them on non-Summit issues. You have a separate memorandum on the bilateral aspects of each meeting.

Second, the bilaterals are an opportunity to explain your views on growth and development, thereby helping to achieve our objectives for the Summit itself. There are three reasons for this:

-- Most of our Summit objectives are best achieved outside the plenary. Even the objectives which must be achieved in the plenary will benefit from your presentation in a personal meeting.

-- The other heads of state or government, where they differ from you, are less likely to criticize your policies in the plenary if they have talked about them with you in private.

-- The outcome of the Summit will be determined at least as much by press commentary as by actual results; we can use the bilaterals to demonstrate to the public in the US and other countries your interest in and sensitivity to developing countries.

II. COMMON OBJECTIVES FOR ALL BILATERALS

1. Develop a personal relationship with each of the other heads of state or government.

2. Emphasize that you are sensitive to the concerns of developing countries and have a positive, substantive program for addressing their problems.

3. Explain how we see the Summit coming to a successful conclusion, including our position on Global Negotiations and World Bank energy financing.

4. Suggest a possible follow-on from the Summit.

III. ISSUES

1. Personal relationship

You can make use of the fact that the heads of state or government who have not met you are eager to do so, and all want to influence you. In many cases, you may find that the other leaders want to talk about bilateral and regional issues rather than the multilateral economic issues which will dominate the plenary. What you hear in private is probably an accurate reflection of their real priorities. We hope these personal contacts will reinforce the bilateral and regional thrust of our policy and can be reopened later to help achieve our objectives.

2. Your sensitivity and positive program

The US has a positive record of support. And -- as outlined in your Philadelphia speech on October 15 -- your Administration has a substantive program which integrates trade, investment, and international cooperation (especially in the areas of energy, food, and concessional assistance for the poorer countries). In short, we are calling for a "new era of growth." Our objective is to search for a genuine solution to the problems of development and to avoid "North/South" polarization which has too frequently occurred in the past.

3. A Successful Conclusion for the Summit

In order for Cancun to be seen as successful, it is important that all participants adhere to the ministerial agreement of August 2 -- which created an atmosphere free of the necessity to negotiate accords or attain specific agreements on contentious issues. We believe that the informal exchange of views in themselves will be extremely valuable and that the two co-chairmen will have ample opportunity to proclaim a large measure of agreement on broad principles (interdependence, open trade, importance of food and energy problems), without new agreements on certain specific issues.

President Mitterrand has challenged this by advertising his intention to demand unequivocal answers to two questions which he alone has determined will attest to the commitment of all participants to rapid progress in international cooperation. These are:

a. Global Negotiations: The bilaterals can be used selectively to explain our position. This is your best opportunity to solicit the understanding and support of other leaders.

b. World Bank energy facility: Again we need to explain our position that the Bank should increase its efforts but not create a new institution.

4. A Cancun Follow-on

You can also use the bilaterals to argue in favor of your proposal for follow-on meetings of personal representatives at sub-ministerial level. Publically we should say we desire this so the momentum of Cancun is not lost. Privately we see it as a check on the dialogue.

BILATERAL MEETINGS

Mexico

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THE SECRETARY OF STATE
WASHINGTON

MEMORANDUM FOR: The President
FROM: Alexander M. Haig, Jr. (10)
SUBJECT: Your Meeting with Mexican President
Lopez Portillo at Cancun

I. SETTING

You and President Lopez Portillo will be seeking to build upon the warm personal relationship you have established. We are anxious to preserve this atmosphere even in the face of probable differences over North-South issues. Lopez Portillo has just named Planning Secretary Miguel de la Madrid as his successor, and we should be able to work well with him. Cancun is the high point of the Lopez Portillo presidency. He will play to the LDC's, but we assume he will strive to avoid any serious split to ensure a successful meeting. You should review our positions on North-South issues and our expectation that the conference will allow for an open exchange of views. Elections in El Salvador should be raised and Mexico's willingness to cooperate with us to initiate a Duarte-Ungo dialogue on election modalities assessed. Progress on the Caribbean Basin Initiative is an important regional issue to discuss.

I will visit Mexico between Cancun and the end of 1981 and have the opportunity to follow up on these issues.

II. OBJECTIVES

To congratulate Lopez Portillo on his leadership and to note our expectation that the meeting will enhance our bilateral relationship.

To seek his assurances the conference will permit a free exchange of ideas.

To assess Mexico's willingness to collaborate with us in encouraging the Salvadoran left to participate in elections.

To encourage continued, strong Mexican support for the Caribbean Basin Initiative.

To note satisfaction with the recent trade talks.

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BY: [Signature] 11/15/2019

III. ISSUES

1. Cancun - North-South Dialogue

Lopez Portillo is anxious that the conference be viewed as a success, encouraging cooperation and enhancing prospects for Global Negotiations. You will want to emphasize our understanding that the conference will permit an open exchange of views and review our positions on North-South issues.

Secretary Baldrige and Ambassador Brock last month in Mexico City both emphasized our commitment to a more open trading environment. Mexico is a major beneficiary of our open trading regime and GSP. It has a strong private sector with an important role for foreign investment. Lopez Portillo is known for his 1979 "World Energy Plan" calling for international coordination and integration of energy policies but he is not expected to raise the plan itself, which has been criticized by OPEC states as focused too narrowly. He is especially concerned about the impact of excessive population growth on economic development.

2. El Salvador

Duarte's election initiative and the negative Latin American response to the French/Mexican declaration recognizing the left as a "representative political force" temporarily put the FDR/FMLN on the defensive. To keep the Salvadoran government on the offensive and the Mexicans engaged in a positive way, we hope to promote a private dialogue between Duarte and the FDR --through US-Mexican channels -- on issues related to the holding of elections (we do NOT want to promote a broader dialogue on long-range political questions like "restructuring the military"). At Grand Rapids, Lopez Portillo indicated a willingness to approach Ungo on the elections question. Since then, the Salvadorans have told us that he has invited Duarte to Mexico. The Mexicans may be going too far too fast: we believe Mexico should first get the FDR to agree to limit talks to election-related issues; and then, if the talks are successful, to agree to take part peacefully in the elections themselves. Assuming we first get Salvadoran agreement for such a dialogue, you should ask JLP at Cancun whether he can obtain FDR agreement to talk about electoral guarantees and modalities.

3. Caribbean Basin Initiative

Lopez Portillo agreed we need a framework for the CBI to accelerate it and ensure constant communication. Mexico's insistence on Cuban participation in a regional meeting has complicated the task of getting the project organized but Mexico's support, grudging at times, is important in keeping the process moving forward.

Mexico refused to attend a consultative meeting with the Caribbean recipients in Santo Domingo October 7-8 because of Cuban non-attendance, but did attend major meetings in Nassau and San Jose. Mexico is a major donor to the region and also grants limited trade preferences to selected Central American countries. We hope Mexico will consider extending its trade preferences to the Caribbean islands.

4. Trade, Fishing and Border Crossings

There has been some forward movement since Camp David. Secretary Baldrige and USTR Brock co-chaired the first US-Mexico Trade Commission meeting in September. There were no major breakthroughs. We discussed our major trade problems in a forthcoming manner and devised an extensive work program.

Exploratory fisheries talks were resumed in Mexico City October 5-6 with little progress.

With regard to bridges and border crossings, we understand from Congressmen Loeffler and White that JLP may mention that the GOM has decided to proceed with the construction of a new bridge across the Rio Grande.

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243596	PAPER DUPLICATE OF #161113; MEXICO	1	ND	B1

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BRIEFING OF THE PRESIDENT FOR HIS MEETING
WITH MEXICAN PRESIDENT LOPEZ PORTILLO
CANCUN, MEXICO

MAIN OBJECTIVES

1. Seek Lopez Portillo's assurances the conference will permit a free exchange of ideas.
2. Assess Mexico's willingness to encourage the Salvadoran left to participate in elections.
3. Encourage continued Mexican support for the Caribbean Basin Initiative.

BEAR IN MIND

1. Lopez Portillo wants to build upon the warm relationship he has established with President Reagan.
2. We disagree on many North-South issues but JLP will seek to avoid an open split.
3. We want to prevent Mexico from damaging our election strategy in El Salvador.
4. Mexico's support for the Caribbean Basin Initiative is essential.

CHECKLIST

1. Shift emphasis back to electoral process and away from "power-sharing".
2. Warn that discussions which lack the Salvadoran military's consent could seriously harm chances for a democratic outcome.

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