

- NEGOTIATIONS**
- 1 Normal - Standard preliminary give and take
  - 2 Difficult but progressing - some hope for settlement
  - 3 Very difficult - major concession required to move
  - 4 Impossible - pulling out tactfully
  - 5 Impossible - intend to return soonest
- SETTLEMENT**
- 6 At our maximum
  - 7 Under our maximum
  - 8 Substantially under our maximum
  - 9 Exceeds maximum but have received additional concessions
- CONCESSIONS**
- 10 Will accept commodities in lieu money
  - 11 Willing include prisoners other than 17 April POW's
  - 12 Other - will advise (In my opinion well worth cost)
- TEAM MEETING**
- 13 Fidel
  - 14 Che
  - 15 Minister of Interior
  - 16 Immigration Officials
- Cannot See**
- 17 Fidel
  - 18 Che
- PERSONAL STATUS**
- 19 Fine, cordial treatment
  - 20 OK, treatment cool but businesslike
  - 21 OK, somewhat hostile atmosphere
  - 22 Uncomfortable, very hostile atmosphere
  - 23 Tenuous, subject to some harassment
  - 24 Impossible, coming out
  - 25 Appears dangerous - subject threats - coming out
  - 26 Might take refuge
- COMPANION'S STATUS**
- 27 Received coolly but everything in order
  - 28 Completely ignored
  - 29 Openly insulted
  - 30 Receiving threats - accused as traitors
  - 31 Sending them out - their situation dangerous
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- 1 Return soonest
  - 2 Keep Going
  - 3 Return for consultation - leave negotiations open for further discussion
  - 4 Your last message understood
  - 5 Your last message not understood



PERSONAL STATUS

ALBANY Fine, cordial treatment  
ALLEGHANY OK, treatment cool but businesslike  
BRONX OK, somewhat hostile atmosphere  
CATARAUGUS Tenuous, subject some harassment  
CAYUGA Impossible, coming out  
CHATAUQUA Appears dangerous, coming out  
CHEMING Might take refuge

COMPANION'S STATUS

CHEMANGO Appear OK, have been treated decently  
CLINTON Appear OK, have been subject some harassment  
~~COLUMBIA~~ ~~OK, now have been treated poorly~~  
CORTLAND Subject to insults, threats, no immediate danger  
DELAWARE Sending them out, their situation dangerous  
DUTCHESS Advising them take refuge

I AM DEALING WITH

ERIE Fidel  
ESSEX Fidel and Che  
FRANKLIN Fidel, Che and Raul  
FULTON Che  
GENESEE Che and Raul

NEGOTIATIONS

GREENE Normal, good progress  
HAMILTON Difficult, progressing, some hope for settlement  
HERKIMER Very difficult, major concession required  
JEFFERSON Impossible, pulling out for present  
KINGS Impossible, intend return soonest

DIFFICULTIES  
CAUSED BY

LEWIS Terms our offer (not consistent our original proposal)  
LIVINGSTON Personal efforts of Che (or Raul or others)  
MADISON Change of mind of Fidel

SETTLEMENT

MONROE (initial shipment accepted as "earnest")  
MONTGOMERY Certificate for future shipments accepted  
NASSAU Percentage of pharmaceuticals acceptable  
NEW YORK Percentage of pharmaceuticals not acceptable  
NIAGRA All terms acceptable  
ONEIDA Bank of Canada certificate received here  
ONONDAGA Bank of Canada certificate not received  
ONTARIO Foodstuffs in our amount acceptable  
ORANGE Require foodstuffs in excess our offer  
YATES Require clothing in addition our basic offer

LOGISTICS

STEUBEN Hosts hedging - hold shipments  
St. Lawrence Hold further shipments  
en clair Ship complete initial order - POW's being held until received  
~~en clair~~ Execute operation MERCY

THE "22"

ULSTER Do not feel appropriate to mention subject  
RENSSELAER Have mentioned - hosts not willing discuss  
WESTCHESTER Have mentioned - hosts reacted adversely  
RICHMOND Have mentioned - hosts appear willing discuss  
PUTNAM Have mentioned - hosts desire negotiate  
ROCKLAND Have mentioned - hosts willing include as part present deal  
SUFFOLK Have mentioned - coming out for consultation  
SCHOHARIE Hosts took initiative



1-2

UPSTATE

COUNTY

WESTERN

CITY

DONATIONS

Wards

Your last message understood

Your last message not understood

Continue negotiations

Willing increase foodstuffs @ %

Willing ship clothing in amount of \$ \_\_\_\_\_ \*

Come out for consultation

@ We have picked up CITY votes by x %

\* We have received DONATIONS of \$ x .00 (Multiply by 1,000)

