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#### **ENVELOPE**

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#### **HEADER**

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INFO RUEADTS/USDP:DTSA

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RUEKJCS/DIA WASHDC

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RUEKJCS/SECDEF WASHDC

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**RUEHIA/USIA WASHDC 4076** 

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#### **CONTROLS**

CONFIDENTIAL SECTION 01 OF 05 BOGOTA 02214

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/\*\*\*\*\*\* THIS IS A COMBINED MESSAGE \*\*\*\*\*\*\*\*/

#### CLASS

CONFIDENTIAL

#### **BODY**

TAGS: PGOV, ECON, PHUM, SNAR, PREL, MASS, CO

SUBJECT: PRESIDENTIAL CONTENDER SAMPER AND AMBASSADOR:

- DISCUSS NARCOTICS, POLITICAL, AND ECONOMIC ISSUES
- (C-AL3-00993)

REFTELS: (A) BOGOTA 1853, (B) BOGOTA 1338

- 1. CONFIDENTIAL ENTIRE TEXT.
- 2. SUMMARY: THE LIBERAL PARTY'S TOP PRESIDENTIAL

CONTENDER ERNESTO SAMPER AND THE AMBASSADOR, IN A CORDIAL EXCHANGE, DISCUSSED A MYRIAD OF ISSUES, FROM HUMAN RIGHTS AND THE ENVIRONMENT TO NARCOTICS AND ECONOMIC POLICY. EXCEPT FOR SAMPER'S COMPLAINTS ABOUT A CONSTRUCTION PROJECT BY **U.S.** ARMY ENGINEERS IN **JUANCHACO**, SAMPER'S VIEWS SEEMED TO COINCIDE WITH THE GAVIRIA'S ADMINISTRATION POLICIES, WITH A FEW MODIFICATIONS ON ECONOMIC AND TRADE ISSUES. END SUMMARY

SAMPER ASSESSES HIS OWN CAMPAIGN

<sup>3.</sup> TOP LIBERAL PRESIDENTIAL CONTENDER ERNESTO SAMPER AND AMBASSADOR BUSBY DISCUSSED A WIDE VARIETY OF ISSUES OVER LUNCH HOSTED BY SAMPER ON FEBRUARY 8. CAMPAIGN DIRECTOR FERNANDO BOTERO HEAD OF COMMUNICATIONS AMBASSADOR RODRIGO PARDO, FINANCIAL DIRECTOR MONICA DE GREIFF, POLCOUNS, AND LABATT (NOTETAKER) ALSO ATTENDED. SAMPER INITIATED THE THREE-HOUR EXCHANGE BY DESCRIBING THE PROGRESS OF HIS CAMPAIGN. SMILING AND RELAXED, HE TALKED ABOUT LIFE ON THE CAMPAIGN TRAIL, REFLECTING ON HIS "NEW" IMAGE (REF. B). SAMPER OUTLINED HIS VOTE-GETTING STRATEGY AS, IN THE FIRST INSTANCE, ACCOMPANYING THE SOME 350 SAMPER-BACKED CONGRESSIONAL CANDIDATES ON THEIR ROUNDS, FOLLOWED BY SMALL TOWN MEETINGS, AND, WHERE POSSIBLE, LARGE RALLIES. HE CLAIMED HE RECENTLY DREW A CROWD OF 10,000 IN THE NORTH COAST CITY OF SANTA MARTA. THE AMBASSADOR AGREED WITH SAMPER THAT TV COVERAGE IS THE KEY TO A SUCCESSFUL CAMPAIGN, PARTICULARLY SINCE IT IS IMPOSSIBLE TO VISIT EACH OF COLOMBIA'S NEARLY 1,000 TOWNS. SELECTING A VICE PRESIDENT

<sup>4.</sup> SAMPER SAID THAT HIS SELECTION OF A RUNNING MATE IS CRITICAL, NOTING THAT THE CHOICE WILL BE DIFFICULT. THINKING ALOUD, WITH HIS STAFF INTERJECTING COMMENTS FROM TIME TO TIME, SAMPER OBSERVED THAT THE CONVENTIONAL WISDOM THAT A CANDIDATE MUST BE SELECTED BECAUSE HE/SHE CARRIES A PARTICULAR REGION OF THE COUNTRY OR SEGMENT OF VOTERS, DOES NOT HOLD TRUE. THE ELECTORATE, HE SAID, WILL EXPECT A VICE PRESIDENT WHO HAS THE QUALITIES TO TAKE OVER AS HEAD OF STATE IF NECESSARY. IN ADDITION, THE VEEP MUST HAVE A GOOD GRASP OF ISSUES WHICH WILL COMPLEMENT THE PRESIDENT'S EXPERTISE. SAMPER COUNTERED RUMORS THAT HE WOULD CONSIDER A VEEP FROM ANOTHER POLITICAL PARTY IN AN

EFFORT TO DRAW VOTES, SAYING THAT THE VICE PRESIDENT MUST BE SOMEONE THE PRESIDENT CAN TRUST, NOT A CO-PRESIDENT WITH HIS OWN CONSTITUENCY.

THE ENVIRONMENT, AND THE PAN-AMERICAN HIGHWAY

5. CAMPAIGN DIRECTOR BOTERO COMMENTED ON THE IMPORTANCE OF A STRONG ENVIRONMENTAL PROGRAM. SAMPER OBSERVED THAT, WHILE HE SUPPORTS PROTECTION OF THE ENVIRONMENT, DECISIONS CANNOT BE MADE WITHOUT TAKING INTO CONSIDERATION OTHER FACTORS. SUSTAINABLE DEVELOPMENT, HE SAID, IS THE ANSWER. TO SUPPORT HIS VIEW, SAMPER CITED THE CONFLICT BETWEEN ENVIRONMENTALISTS AND PROPONENTS OF COMPLETING THE PAN-AMERICAN HIGHWAY ON COLOMBIA'S NORTHERN BORDER WITH PANAMA WHICH WOULD REQUIRE A ROAD THROUGH 85 MILES OF THE DARIEN GAP JUNGLE. THE AMBASSADOR POINTED OUT THAT THERE IS STILL LINGERING CONCERN ABOUT THE SPREAD OF HOOF AND MOUTH (AFTOSA) DISEASE WHICH WOULD HAVE TO BE RESOLVED

/\*\*\*\*\*\* BEGINNING OF SECTION 002 \*\*\*\*\*\*/
BEFORE AND DECISION WERE MADE. HE ALSO QUERIED SAMPER ON
WHO WOULD FINANCE THE ROAD IF AND WHEN IT IS CONSTRUCTED.
SAMPER RESPONDED THAT THE COST WOULD BE RELATIVELY LOW AND
WOULD NOT PRESENT A PROBLEM.
HUMAN RIGHTS

6. THE CONVERSATION TURNED TO HUMAN RIGHTS WHEN AMBASSADOR PARDO COMMENTED ON RECENT PRESS REPORTS ON THE DEPARTMENT'S ANNUAL HUMAN RIGHTS REPORT. THE AMBASSADOR LAUDED PRESIDENT GAVIRIA'S EFFORTS TO CONTROL ABUSES BY THE MILITARY AND POLICE AND SUGGESTED COLOMBIA'S IMAGE ABROAD WOULD BENEFIT FROM INCREASED EFFORTS TO PUBLICIZE GOVERNMENTAL MEASURES TO ADDRESS THE PROBLEM AND A MORE ACTIVE ROLE IN INTERNATIONAL FORA WHERE HUMAN RIGHTS ISSUES ARE ADDRESSED. SAMPER OBSERVED THAT HUMAN RIGHTS HAD NOT BECOME A CAMPAIGN ISSUE BECAUSE MOST COLOMBIANS FEEL THAT NO AMOUNT OF EFFORT WILL CHANGE THE NEGATIVE IMAGE OF COLOMBIA BY FOREIGN HUMAN RIGHTS ORGANIZATIONS. AMNESTY INTERNATIONAL, HE NOTED, HAS CRITICIZED THE GOVERNMENT FOR ABUSES, BUT HAS REFUSED TO CONDEMN GUERRILLA ABUSES WITH EQUAL VIGOR. SAMPER. WHILE ADMITTING THAT THE STATE SHOULD BE HELD TO A HIGHER STANDARD, SAID THAT AMNESTY INTERNATIONAL AND OTHER NGOS

SHOULD APPLY THE SAME STRICT STANDARDS OF CONDUCT TO GUERRILLAS AND OTHER ABUSERS. THESE GROUPS, HE SAID, HAVE LOST ALL CREDIBILITY IN **COLOMBIA**. THE GUERRILLA PROBLEM

7. SAMPER ASSERTED THAT GUERRILLA FRONTS HAVE PROLIFERATED OVER THE LAST YEARS AND CENTRAL CONTROL HAS DECREASED. IT IS NOW IMPOSSIBLE TO NEGOTIATE MEANINGFULLY WITH THE "COORDINADORA" BECAUSE IT COULD NOT ENFORCE CONDITIONS AGREED TO ON THE DIVERSE AND INDEPENDENT FACTIONS WHICH MAKE UP THE "GUERRILLAS." HE POINTED OUT THAT SOME GUERRILLAS HAVE TAKEN CONTROL OF LARGE SECTORS OF THE COUNTRY AND ENTIRE DEPARTMENTS, SUCH AS CESAR AND CASANARE. THERE IS LITTLE DEBATE, HE NOTED, ABOUT THEIR LACK OF IDEOLOGY AND INCREASING INVOLVEMENT IN NARCOTRAFFICKING. THE AMBASSADOR CONCURRED, ADDING THAT IT IS DIFFICULT TO FIND COMMON GROUND TO NEGOTIATE WITH GROUPS THAT HAVE NO POLITICAL AGENDA. THE COLOMBIAN GUERRILLAS WERE MORE LIKE COMMON CRIMINALS. SAMPER SUPPORTED STRONG MILITARY ACTION AGAINST GUERRILLAS EXCEPT WHEN THEY AGREE TO LAY DOWN THEIR ARMS AND INTEGRATE INTO SOCIETY. GIVEN THE FRAGMENTATION OF THE GUERRILLA MOVEMENT INTO SMALLER REGIONAL GROUPINGS, SAMPER WONDERED IF GOVERNORS SHOULD BE PERMITTED TO NEGOTIATE WITH THEM ON A REGIONAL BASIS. IN RESPONSE, THE AMBASSADOR CAUTIONED THAT REGIONAL DIALOGUE COULD LEAD TO GUERILLA-CONTROLLED DEPARTMENTS.

THE ROLE OF INTELLIGENCE

<sup>8.</sup> SAMPER QUERIED THE AMBASSADOR ABOUT **U.S.** INTELLIGENCE SERVICES, LAMENTING THE LACK OF GOOD INTELLIGENCE IN **COLOMBIA**. THE AMBASSADOR OUTLINED THE **U.S.** SYSTEM, UNDERSCORING THE VALUE OF A PROFESSIONAL, WELL-PAID AND TRUST-WORTHLY INTELLIGENCE SERVICE. SAMPER STAFFERS LAMENTED THE LACK OF PROFESSIONALISM, LEVEL OF INCOMPETENCE, AND CORRUPTION IN THE **MILITARY**, POLICE, AND GOC. THEY ILLUSTRATED THEIR POINT BY RECOUNTING ANECDOTES ABOUT TRUSTED HIGH-LEVEL **MILITARY** AND OTHER MEMBERS OF GOVERNMENT WHO WERE LATER FOUND TO BE NARCO INFORMANTS. SAMPER SAID GOOD INTELLIGENCE WOULD BE A TOP PRIORITY OF HIS GOVERNMENT AND WOULD BECOME THE BACKBONE OF HIS

/\*\*\*\*\* BEGINNING OF SECTION 003 \*\*\*\*\*/
GOVERNMENT'S EFFORT TO COMBAT CRIME, NARCOTRAFFICKERS AND GUERRILLAS.

U.S. TROOPS IN JUANCHACO

9. SAMPER COMMENTED ON HIS HIGHLY PUBLICIZED CAMPAIGN SPEECH REJECTING THE PRESENCE OF U.S. "MARINES" IN JUANCHACO (REF A), ASKING THE AMBASSADOR IF THE TROOPS WERE REALLY JUST BUILDING A SCHOOL AND HEALTH CENTER AS CLAIMED BY THE EMBASSY AND GOVERNMENT. POINTING OUT THAT THE TROOPS WERE ARMY ENGINEERS, NOT "MARINES" AS REPORTED IN THE PRESS, THE AMBASSADOR ASSURED SAMPER THAT THEY HAD NO HIDDEN AGENDA. THE AMBASSADOR OUTLINED THE STRATEGY BEHIND THE PROJECT POINTING OUT THAT IT HAD BEEN PLANNED A YEAR AGO AND THAT THE ORIGINAL PLAN CALLED FOR IMPROVING THE AIRSTRIP IN JUANCHACO IN 1995. SAMPER, CONTRARY TO HIS STRONG PUBLIC STATEMENT -- WHEN HE CATEGORICALLY STATED THAT AS PRESIDENT, HE WOULD NEVER PERMIT FOREIGN TROOPS ON COLOMBIA SOIL -- TOLD THE AMBASSADOR THAT U.S. TROOPS INVOLVED IN **MILITARY** ASSISTANCE PROGRAMS OF CLEAR BENEFIT TO COLOMBIANS WOULD BE WELCOMED. SAMPER CLAIMED HE FELT OBLIGED TO SPEAK OUT BECAUSE JUANCHACO HAD BECOME A POLITICAL ISSUE IN A PRE-ELECTION CLIMATE AND NOTED THAT THE TIMING OF THE JUANCHACO DEPLOYMENT I.E. JUST BEFORE THE ELECTONS, WAS ONE OF THE THINGS THAT WAS WRONG WITH IT. IN ADDITION, GIVEN THE HIGH-LEVEL OF UNEMPLOYMENT ON THE PACIFIC COAST, HE AND OTHERS HE HAD SPOKEN WITH IN THE AREA THOUGHT THE USE OF "FOREIGN LABOR" WAS INAPPROPRIATE. COLOMBIANS, HE SAID, COULD HAVE BUILT THE PROJECT JUST AS WELL AND FOR LESS MONEY. ESCOBAR'S DEMISE

10. SHARPLY CONDEMNING THE VIOLENCE PERPETRATED BY DRUG KINGPIN PABLO ESCOBAR, SAMPER RECALLED HOW HE NARROWLY ESCAPED DEATH AT THE HANDS OF ONE OF ESCOBAR'S HENCHMAN. THE DAY ESCOBAR WAS KILLED, SAMPER SAID, "I FELT A TREMENDOUS SENSE OF RELIEF." AMBASSADOR PARDO OBSERVED THAT THE EXPECTED IMPROVEMENT IN **COLOMBIA**'S IMAGE WAS TARNISHED BY PRESS COVERAGE OF ESCOBAR'S FOLLOWERS WEEPING AT HIS FUNERAL. "THIS," HE SAID, "TOOK AWAY FROM THE EUPHORIA WE FELT AS IT BECAME EVIDENT THAT THE REST OF THE WORLD THOUGHT WE WERE ALL IN MOURNING."

### AND NOW ONTO TO THE CALI CARTEL

11. SAMPER LAMENTED THAT THE USG DID NOT "EVEN GIVE US A WEEK TO CELEBRATE BEFORE TALKING ABOUT TAKING ON CALI," BUT SAID THAT TAKING ON THE CALI CARTEL IS IMPERATIVE. AS EVIL AS ESCOBAR WAS, SAMPER SAID, CALI IS WORSE BECAUSE ITS LEVEL OF SOPHISTICATION HAS PERMITTED IT TO PENETRATE COLOMBIAN SOCIETY AT VIRTUALLY ALL LEVELS. SAMPER EXPLAINED THAT, WHEN HE VISITS CALI, HE CAN'T TELL WHO IS CONNECTED TO THE CARTEL. "THEY CAN BE CONSERVATIVES. LIBERALS, IN BUSINESS, GOVERNMENT, POLICE, EVERYWHERE," HE LAMENTED. NOTING THAT THE CHILDREN OF THE CALI CAPOS HAVE RECEIVED EDUCATIONS FROM THE BEST U.S. AND EUROPEAN SCHOOLS, SAMPER WONDERED IF THE CARTEL WAS TRYING TO GAIN RESPECTABILITY FOR THEIR PRODIGY.

A DEAL WITH CALI?

12. SAMPER MAINTAINED THAT THE NEXT GOVERNMENT MUST CONTINUE STRONG PRESSURE AGAINST THE CARTEL AS GAVIRIA HAS DONE, WHILE, AT THE SAME TIME, THE DOOR SHOULD BE KEPT OPEN FOR THOSE WHO WISH TO EXERCISE THE OPTION TO USE LEGAL PROCEDURES, AS OUTLINED BY PROSECUTOR GENERAL DE

/\*\*\*\*\* BEGINNING OF SECTION 004 \*\*\*\*\*/ GREIFF. SAMPER ASKED THE AMBASSADOR'S VIEW ON THE CARTEL'S OFFER TO GIVE UP TRAFFICKING IN EXCHANGE FOR REDUCED OR COMMUTED SENTENCES. MONICA DE GREIFF --EX-MINISTER OF JUSTICE AND DAUGHTER OF PROSECUTOR GENERAL GUSTAVO DE GREIFF -- INTERJECTED HER VIEW THAT THE CARTEL APPEARED READY TO CARRY OUT ITS PROMISE. THEY HAVE AGREED, SHE CLAIMED, TO REDUCE THE AMOUNT OF COCAINE DRASTICALLY ON THE STREETS OF NEW YORK IN THE NEAR FUTURE TO PROVE THEIR POINT. THE AMBASSADOR REPLIED THAT IT IS HIGHLY UNLIKELY THAT THE CARTEL WOULD KEEP ITS PART OF THE BARGAIN, POINTING OUT THAT WHILE IT MAY STOP OPERATING IN COLOMBIA, IT HAS ALREADY BEGUN TO FRANCHIZE OPERATIONS IN NEIGHBORING COUNTRIES. THE AMBASSADOR OBSERVED THAT, WHILE NOT GIVEN TO INDISCRIMINATE TERRORISM, THE CARTEL'S ARMED BRANCH, THE "PEPES" WAS CAPABLE OF ASSASSINATIONS AND VIOLENT CRIME. DE GREIFF REPLIED THAT, WHILE A DEAL WITH THE CARTEL WOULD NOT HELP RESOLVE THE U.S. DRUG PROBLEM, IT WOULD, AT LEAST, ALLEVIATE PROBLEMS WITHIN

**COLOMBIA**. SHE CLAIMED HER SOURCES WITHIN THE CARTEL HAD WARNED HER THAT THE DEAL WOULD GREATLY REDUCE THE POSSIBILITY OF VIOLENCE FROM "DIFFICULT TO CONTROL CARTEL ELEMENTS."

MONICA DE GREIFF: OPIUM POPPIES AND ALTERNATIVE DEVELOPMENT

13. DE GREIFF OFFERED HER SOLUTION TO REDUCE DRUG PRODUCTION IN COLOMBIA: CROP SUBSTITUTION. THE AMBASSADOR POINTED OUT THAT, GIVEN THE NEW DRUG CONSUMER MARKETS IN EASTERN EUROPE NOW BEING DEVELOPED BY THE CAPOS, CONSUMPTION WILL REMAIN HIGH AND SO WILL PRICES. IT WOULD BE HARD TO FIND A CROP WHICH IS LUCRATIVE ENOUGH TO LURE CAMPESINOS AWAY FROM DRUG PRODUCTION. IN ADDITION, HE OBSERVED, THE INADEQUATE INFRASTRUCTURE IN THE RURAL AREAS WHERE COCA AND AMAPOLA ARE GROWN, MAKES IT EXPENSIVE AND DIFFICULT TO BRING TRADITIONAL CROPS TO MARKET. OPIUM AND COCA PASTE, ON THE OTHER HAND, ARE EASY TO TRANSPORT AND THE BUYERS COME TO THE GROWERS TO PICKUP THE PRODUCT. THE DEPTH OF THE PROBLEM, THE AMBASSADOR NOTED, IS ILLUSTRATED BY THE INCREASE FROM 3,000 TO 15,000 HECTARES OF AMAPOLA PRODUCTION IN COLOMBIA IN THE LAST FEW YEARS. SIMPLE CROP SUBSTITUTION WOULD NOT WORK. WHAT WAS NEEDED WAS A STRONG "STICK" WHICH WAS ERADICATION; AND A "CARROT" WHICH WAS BETTER GOC PROGRAMS TO DEVELOP THE ECONOMY IN RURAL AREAS.

"APERTURA"

14. THE CANDIDATE ASSURED THE AMBASSADOR THAT GAVIRIA'S NEO-LIBERAL "APERTURA" MEASURES WOULD CONTINUE UNDER A SAMPER PRESIDENCY. FREE TRADE AND INTEGRATION THROUGH REGIONAL TRADE AGREEMENTS MUST BE CONTINUED. THE NEGATIVE IMPACT THESE POLICIES HAVE HAD ON AGRICULTURE AND EXPORT SECTORS, SAMPER NOTED, WOULD HAVE TO BE ADDRESSED. OVER THE LAST FEW YEARS, FARMERS HAVE SUFFERED FROM LACK OF INFRASTRUCTURE, DROUGHT, AND POOR CREDIT. THEY MUST COMPETE WITH FOREIGN EXPORTS SUCH AS HEAVILY SUBSIDIZED EUROPEAN POWDERED MILK. SAMPER SUGGESTED THAT HE WILL REVIVE THE REGIONAL FARM BANKS TO PROVIDE ACCESS TO CREDIT, ACT AGAINST DUMPING, AND IMPROVE INFRASTRUCTURE TO ASSIST THE BATTERED AGRICULTURAL SECTOR. MODIFICATIONS OF THE CURRENT EXCHANGE RATE CONTROLS, HE SAID, WOULD BE USED TO HELP EXPORTERS WHO HAVE BEEN HIT HARD UNDER

"APERTURA." HE EXPRESSED THE HOPE THAT HIS GOVERNMENT WILL BE ABLE TO ATTRACT INVESTMENT TO FULFILL HIS PLEDGE FOR INCREASED EMPLOYMENT. EDUCATIONAL AND SOCIAL PROGRAMS WILL BE PARTIALLY FINANCED BY AN OVERSEAS DOLLAR FUND SUPPORTED BY EXPECTED INCOME FROM TAXES AND REVENUES FROM

/\*\*\*\*\*\* BEGINNING OF SECTION 005 \*\*\*\*\*\*/
THE CUISIANA OIL FIELDS.
BI-LATERAL RELATIONS WITH THE **U.S**.

15. SAMPER EMPHASIZED A DESIRE TO MAINTAIN THE CLOSE AND CORDIAL RELATIONS THE U.S. HAS ENJOYED WITH THE GAVIRIA ADMINISTRATION. SAMPER SAID HE UNDERSTOOD THAT ANTI-NARCOTICS EFFORTS WOULD REMAIN THE HIGHEST PRIORITY FOR THE U.S. AND LAUDED PRESIDENT CLINTON'S SHIFT IN NARCOTICS POLICY WITH ITS GREATER EMPHASIS ON DEMAND REDUCTION AND ENDING PRODUCTION. THE AMBASSADOR ASSURED SAMPER THAT THE U.S. WILL CONTINUE TO SUPPORT ANTINARCOTICS EFFORTS IN PRODUCER NATIONS AND EXPLAINED THAT THE SHIFT IN FOCUS AWAY FROM TRANSIT ZONE INTERDICTION OF DRUGS TO THE U.S. WAS BADLY NEEDED AND WAS DESIGNED TO FOCUS GREATER RESOURCES FOR FUNDING OF PROJECTS IN THE DRUG-PRODUCING NATIONS. SAMPER SAID THAT ALTHOUGH NARCOTICS WOULD REMAIN A KEY ISSUE, AT THE SAME TIME HE HOPED IT WOULD BE POSSIBLE TO BROADEN AND DIVERSIFY THE RELATIONSHIP THROUGH INCREASED CONTACTS IN MANY DIFFERENT FIELDS. COLOMBIA, HE SAID, REPRESENTS A RICH CULTURAL TRADITION AND THERE ARE MANY WAYS WE CAN EXPAND CONTACTS WITHOUT NEGLECTING KEY PROBLEM AREAS. SAMPER EXPRESSED CONSIDERABLE INTEREST IN ECONOMIC AND COMMERCIAL COOPERATION, PARTICULARLY IN THE AREAS OF ATTRACTING U.S INVESTORS. THE AMBASSADOR AGREED THAT EXPANDING THE BREADTH OF THE RELATIONSHIP WAS IMPORTANT AND THIS NEED NOT DETRACT FROM THE CRITICAL TASK OF WORKING CLOSELY TOGETHER TO DEAL WITH THE NARCOTICS ISSUE. HE POINTED TO EMBASSY EFFORTS TO PROMOTE TRADE AND INVESTMENT AND THE GROWING INTEREST ON THE PART OF U.S. BUSINESS IN COLOMBIA.

16. COMMENT: A SAVY, SELF-ASSURED SAMPER FIELDED QUESTIONS AND EXPRESSED HIS VIEWS WITHOUT HESITATION. HE APPEARED TO LOOK TOWARD A PRESIDENCY WITH STRONG **U.S**. - COLOMBIAN TIES, PARTICULARLY IN THE AREAS OF TRADE AND

COUNTER-NARCOTICS. SAMPER'S STAFF HAD PREPARED HIM WELL FOR THE MEETING OBVIOUSLY PROVIDING HIM WITH AN AGENDA OF POINTS TO COVER. CAMPAIGN INSIDER MONICA DE GREIFF RAISED EYEBROWS ON BOTH SIDES OF THE TABLE, HOWEVER, AS SHE CONSISTENTLY INTERRUPTED SAMPER AS WELL AS THE AMBASSADOR TO INTERJECT HER VIEWS WHICH AT TIMES APPEARED TO BE AT ODDS WITH SAMPER'S. GIVEN HER PERFORMANCE AND SAMPER'S GREAT CONCERN ABOUT SELECTING THE "PERFECT" RUNNING MATE, RUMORS ABOUT HER BEING CHOSEN AS VICE PRESIDENT WOULD SEEM TO BE FALSE.

17. THOUGH QUICK TO EXPLAIN THAT HE UNDERSTOOD THE VALUE OF A U.S. MILITARY PRESENCE IN COLOMBIA IN GENERAL, SAMPER'S CRITIGUE OF THE TIMING AND PURPOSE OF THE JUAN CHACO DEPLOYMENT WAS POINTED AND FORCEFUL. BUT HE STRONGLY EMPHASIZED THAT MILITARY AND OTHER FORMS OF COOPERATION WOULD CONTINUE (CONTRARY TO WHAT HE SAID PUBLICALLY). DESPITE CAMPAIGN UTTERINGS SUGGESTING HE MAY BE "SOFT" ON GUERRILLAS, SAMPER CAME ACROSS AS A LAW AND ORDER CANDIDATE HARD ON GUERRILLAS WHO REFUSE TO LAY DOWN THEIR ARMS. HE APPEARED TO WAIVER, HOWEVER, ON THE QUESTION OF REGIONAL DIALOGUES, ADVOCATED BY MANY GUERRILLA GROUPS, BUT STRONGLY OPPOSED BY THE GAVIRIA ADMINISTRATION.

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