

**March 25, 1996**  
**Cable from Brazilian Embassy in Washington to  
Foreign Ministry**

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**Summary:**

This document reports the visit of Kenneth Fisher, Lockheed's representative, to Brasília. During the meeting, Fisher argued that in order for Lockheed to start its operations in Brazil, the company required Brazilian adherence to the Missile Technology Control Regime and the consent of the American government.

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Reference your cable 570. Indeed, during his quick stay in Brasília linked to the Kruchinev mission, Mr. Kenneth Fisher, from Lockheed, kept informal contacts of clear interest with Brazilian government officials and with Ambassador Henrique Valle at the State Secretariat for External Relations.

2. On this occasion, he had already advanced that:

a) In his view, the initiative of the use of the Alcântara Launching Center by third countries could only be realized if Brazil adheres to MCTR;

b) As regards Lockheed, agreement by the American government is essential for its participation in the venture and with this objective he would make the demarches described in the cable of reference.

3. The State Secretariat believes that the presence of Lockheed would have a special significance to the extent that it would contribute to neutralize possible resistances.

4. In the internal sphere, the Special Subcommittee of the Brazilian Commission of Space Activities (EMFA, MAer, MRE and MCT) held a meeting to define the criteria that should guide the use of Alcântara by third parties. Based on the present subsidies and other contributions the Ministers of External Relations, Air Force, Science and Technology and EMFA should meet again shortly in order to define clearly the interest of the Brazilian government in forms of international cooperation at Alcântara.

5. Comments on the internal evolution of the issue shall follow by cable.

EXTERIORES