

February 12, 1996

Cable from Brazilian Embassy in Washington to Foreign Ministry, 'Brazil-United States. Brazilian space program. Visit of the chairman of CTA to Brazil.'

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Summary:

This document describes the Computer Technology Associates' (CTA) interest in investing in Brazil's space sector. In a scheduled visit to Brasília, Tom Velez, CEO at CTA, would discuss his company's interest in producing 20 communication satellites using Brazilian technology and construction of the proper infrastructures to launch these satellites from CLA.

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DE: BRASEMB WASHINGTON
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DISTRIBUICAO : DMAE/DDS/DCTEC/DCS
DESCRITOR : MESP BRAS EUA
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DE BRASEMB WASHINGTON PARA EXTERIORES EM 12/02/96 (DML-7271834)

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PARTE=PRIMEIRA

DESCLASSIFICADO
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5.301, DE 09/12/2004

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BRASIL-ESTADOS UNIDOS. PROGRAMA ESPACIAL
BRASILEIRO. VISITA AO BRASIL DO CHAIRMAN
DA CTA.
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RESUMO: CONFIRMANDO O INTERESSE CONCRETO DA EMPRESA NAS
POSSIBILIDADES DE ATUACAO NO BRASIL, O PRESIDENTE DA CTA, EMPRESA DO
RAMO AEROSPACIAL, INICIA VISITA AO PAIS NO PROXIMO DIA 12. ESTAO
AGENDADOS ENCONTROS NA AGENCIA ESPACIAL BRASILEIRA, NO DEPED DO
MINISTERIO DA AERONAUTICA, NA TELEBRAS E NA COMISSAO DE CIENCIA,
TECNOLOGIA, INFORMATICA E COMUNICACOES DA CAMARA DOS DEPUTADOS.

223 21300 - REFTTEL 2166. CONFIRMANDO O INTERESSE DA CTA NAS
POSSIBILIDADES DE COLABORACAO COM AS ATIVIDADES DO PROGRAMA ESPACIAL
BRASILEIRO, O DR. TOM VELEZ, PRESIDENTE DA EMPRESA, INICIARAH VISITA
AO BRASIL NO PROXIMO DIA 12. NA PAUTA DOS ENCONTROS QUE MANTERAH COM
AUTORIDADES BRASILEIRAS ESTAO OS AMBICIOSOS PLANOS DA CTA PARA SUA
ATUACAO NO BRASIL, OS QUAIS INCLUEM A FABRICACAO DE 20 SATELITES COM
CONTEUDO TECNOLÓGICO BRASILEIRO, A CRIACAO DA INFRAESTRUTURA NO
CENTRO DE LANÇAMENTOS DE ALCANTARA PARA O LANÇAMENTO DE SATELITES, A
FABRICACAO DE SENSORES SOB LICENCA, EM CURITIBA, BEM COMO O
DESENVOLVIMENTO DE INFRAESTRUTURA DE TELEFONIA PARA AREAS RURAIS.

2. A VIAGEM DO DR. VELEZ SEGUIR-SE-AH A CONTATOS QUE MANTEVE
NOS DIAS 8 E 9 DO CORRENTE NA ARGENTINA E A SUA RECENTE VISITA AA
RUSSIA, DE ONDE REGRESSOU NO ULTIMO DIA 5. OS ENCONTROS DO DR. VELEZ
JAH FORAM AGENDADOS EM BRASILIA PELO ATUAL GERENTE DA CTA PARA O
BRASIL, DR. GIORGIO GIACAGLIA, QUE ATE HAH ALGUNS MESES OCUPARA O
CARGO DE DIRETOR DE DESENVOLVIMENTO CIENTIFICO E TECNOLÓGICO DA
CONTINUA NA 2A. PARTE

CRUSABREM 12/02/96 19:59
DE: BRASEMB WASHINGTON PARA :EXTERIORES
MSG DF00223B 12/02/96 19:55 MINUTA: NORMAL
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CONFIDENCIAL CONFIDENCIAL CONFIDENCIAL
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DE BRASEMB WASHINGTON PARA EXTERIORES EM 12/02/96 (DML-7069812)

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DISTR=DMAE/DDS/DCTEC/DCS/
PARTE=COMPLEMENTAR

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5.301, DE 09/12/2004

2A. PARTE/TEL. 223/MESP BRAS EUA/CONFIDENCIAL/DMAE/DDS/DCTEC/DCS/
BRASIL-ESTADOS UNIDOS. PROGRAMA ESPACIAL BRASILEIRO. VISITA AO
BRASIL DO CHAIRMAN DA CTA.

...TECNOLOGICO DA AGENCIA ESPACIAL BRASILEIRA.

3. OS REPRESENTANTES DA EMPRESA NORTE-AMERICANA AVISTAR-SE-AO
NO DIA 12, NA TELEBRAS, COM O SR. JOAO MELLO, UM DOS RESPONSAVEIS
PELA FORMULACAO DO PROJETO ECO-8. A SEGUIR, DEVERAO ENTREVISTAR-SE
COM O BRIGADEIRO FEROLA E COM O VICE-DIRETOR DO DEPED DO MINISTERIO
DA AERONAUTICA, QUE ENTENDO ESTARIA PREPARANDO-SE PARA ASSUMIR A
CHEFIA DAQUELE DEPARTAMENTO. FINALMENTE, OS VISITANTES TERIAM REUNIAO
NA AEB COM O BRIGADEIRO AJAX DE MELLO. NO DIA SEGUINTE, ESTAH
PREVISTA VISITA AA COMISSAO DE CIENCIA, TECNOLOGIA, INFORMATICA E
COMUNICACOES DA CAMARA DOS DEPUTADOS, A CONVITE DO PRESIDENTE DESTA,
DEPUTADO BARBIERI.

4. ESTIMO QUE O INTERESSE DA CTA EVIDENCIA O CRESCENTE
INTERESSE NO DESENVOLVIMENTO DA UTILIZACAO COMERCIAL DO CLA POR PARTE
DE EMPRESAS DO SETOR AEROESPACIAL DESTE PAIS. OS CONTATOS QUE O DR.
VELEZ MANTERAH EM BRASILIA AFIGURAM-SE IMPORTANTES, AINDA, POIS
PODERAO ENFOCAR AS PERSPECTIVAS DE UMA TRIANGULACAO DE INICIATIVAS
QUE ENVOLVA A NOTAVEL CAPACITACAO RUSSA E UCRANIANA NO SEGMENTO DE
LANCADORES.

5. AS INEGAVEIS COMPETITIVIDADE COMERCIAL E CONFIABILIDADE
TECNICA DOS EQUIPAMENTOS ESPACIAIS RUSSOS E UCRANIANOS VEM
CONSEGUINDO ABRIR ESPACOS NO MERCADO NORTE-AMERICANO, NAO OBSTANTE A
RESISTENCIA DOS SETORES LIGADOS AA SEGURANCA NACIONAL QUE,
GRADATIVAMENTE, TEM PASSADO DA IMPOSICAO DE OBSTACULOS CATEGORICOS AA
UTILIZACAO DE MOTORES E OUTROS COMPONENTES DAQUELES PAISES AA BUSCA
CONTINUA NA 3A. PARTE FINAL

DE: BRASEMB WASHINGTON CRUSABREM 12/02/96 20:33
MSG DF00223CX 12/02/96 20:30 MINUTA: PARA :EXTERIORES
DISTRIBUICAO : DMAE/DDS/DCTEC/DCS
DESCRITOR : MESP BRAS EUA
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COD DST: DCO
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.USABREM 121928 DF00223C TEKA 12
DE BRASEMB WASHINGTON PARA EXTERIORES EM 12/02/96 (DML-7271834)

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PRIOR=NORMAL
DISTR=DMAE/DDS/DCTEC/DCS/
PARTE=ULTIMA

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5.301, DE 09/12/2004

3A. PARTE FINAL/TEL. 223/MESP BRAS EUA/CONFIDENCIAL/DMAE/DDS/DCTEC/
DCS/ BRASIL-ESTADOS UNIDOS. PROGRAMA ESPACIAL BRASILEIRO. VISITA AO
BRASIL DO CHAIRMAN DA CTA.

...AA BUSCA

DE REGRAS QUE CONDICIONEM ESSE USO EM CERTOS PROGRAMAS NORTE-
AMERICANOS. NESSE CONTEXTO, PARECE ATRAENTE A POSSIBILIDADE DE QUE O
BRASIL, GRACAS AAS VANTAGENS GEOGRAFICAS DE ALCANTARA, VENHA A
TORNAR-SE PARTE DO TRIPE COMPETITIVO LANCADOR-CARGA UTIL-BASE DE
LANCAMENTO QUE A ESTRATEGIA DA CTA PARECE ESTAR VISANDO A
ESTABELECEER.

PAULO TARSO

From: Embassy in Washington
MSG OF 00223 A
CONFIDENTIAL
DMAE/DDS/DCTEC/DCS
Classification: MESP BRAS EUA
Date: 12/02/96

To: Exteriores

Brazil-United States. Brazilian
space program. Visit of the
chairman of CTA to Brazil.

Summary: Confirming the concrete interest of the company in the possibilities of working in Brazil, the president of CTA, an aerospace company, will begin a visit to Brazil next on the 12th. Contacts are scheduled at the Brazilian Space Agency, the DEPED of the Ministry of the Air Force, Telebrás and the Committee on Science, Technology, Informatics and Communications of the House of Representatives.

223 21300 - Reference my cable 2166. Confirming concrete interest of CTA in the possibilities of cooperation with the activities of the Brazilian Space program, Dr. Tom Velez, President of the company, will begin a visit to Brazil next on the 12th. The ambitious plans of CTA for its work in Brazil are on the agenda of the meetings to be held with Brazilian authorities, including the manufacture of 20 satellites with Brazilian technological input, the creation of infrastructure at the Alcântara center for the launching of satellites, the manufacture of sensors under license in Curitiba, as well as the development of telephone communications for rural areas.

2. Dr. Velez's trip will follow up the contacts held on the 8th and 9th of this month in Argentina and the recent visit to Russia, from where he returned last on the 5th. Dr. Velez's appointments in Brasilia have already been scheduled by CTA's manager for Brazil, Dr. Giorgio Giacaglia, who until a few months ago was the director of scientific and technological development of the Brazilian Space Agency.

3. The representatives of the American company will meet on the 12th, at Telebrás, with Mr. João Mello, one of the persons in charge of the formulation of Project ECO-8. Next, they should meet with Brigadier-general Perola and the vice-director of CEPED at the Ministry of the Air Force, who I understand is about to become the Head of that Department. Finally, the visitors will attend a meeting at the ACB with Brigadier-general Ajax de Mello. On the following day, they will visit the Committee on Science, Technology, Informatics and Communications of the House of Representatives, at the invitation of its President, Congressman Barbieri.

4. I believe that the interest of CTA is evidence of the growing interest in the development of the commercial utilization of CLA by companies from the aero-space sector of this country. The contacts to be held by Dr. Velez in Brasília seem very important also because they may deal with the prospect for a triangulation of initiatives involving the remarkable Russian and Ukrainian capabilities in the launching sector.

5. The undeniable competitiveness and the technical trustworthiness of Russian and Ukrainian space equipment have been obtaining increased space in the American market, in spite of the resistance of sectors linked to national security which have gradually switched from the raising of categorical obstacles to the use of engines and other components from those countries to the search for norms that may condition that use in certain American programs. In this context, the possibility seems attractive that Brazil, thanks to the geographic advantage of Alcântara, may become a part of the competitive tripod payload-launching base that is apparently contemplated in the strategy of CTA.

PAULO TARSO