

Withdrawal/Redaction Sheet

Clinton Library

DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
001. cable	Re: [Jordan - PLO Relations] (2 pages)	02/16/1994	P1/b(1)
002. cable	Re: [Iraq] (2 pages)	02/17/1994	P1/b(1)
003. cable	Re: [MEPP] (2 pages)	02/17/1994	P1/b(1)
004. cable	Re: [Drugs] (2 pages)	02/17/1994	P1/b(1)
005. cable	Re: [Jordan - Iraq Relations] (2 pages)	02/17/1994	P1/b(1)
006. cable	Re: [Balkan Crisis] (2 pages)	02/18/1994	P1/b(1)
007. cable	Re: [Mideast Peace Process] (2 pages)	02/18/1994	P1/b(1)
008. cable	Re: [Jordan-Iraq Trade] (3 pages)	02/19/1994	P1/b(1)
009. cable	Re: [Muslim Brotherhood] (7 pages)	02/21/1994	P1/b(1)
010. cable	Re: [Theater Bombing] (2 pages)	02/22/1994	P1/b(1)
011. cable	Re: [Bombings] (4 pages)	02/23/1994	P1/b(1)
012. cable	Re: [Jordan - South Africa Relations] (2 pages)	02/24/1994	P1/b(1)
013. cable	Re: [Yemen] (2 pages)	02/24/1995	P1/b(1)

COLLECTION:

Clinton Presidential Records
NSC Cables
Jan 1993 - Dec 1994 ([Jordan])
OA/Box Number: 505000

FOLDER TITLE:

[02/16/1994 - 02/28/1994]

2008-0732-F

ke1816

RESTRICTION CODES

Presidential Records Act - [44 U.S.C. 2204(a)]

- P1 National Security Classified Information [(a)(1) of the PRA]
- P2 Relating to the appointment to Federal office [(a)(2) of the PRA]
- P3 Release would violate a Federal statute [(a)(3) of the PRA]
- P4 Release would disclose trade secrets or confidential commercial or financial information [(a)(4) of the PRA]
- P5 Release would disclose confidential advice between the President and his advisors, or between such advisors [(a)(5) of the PRA]
- P6 Release would constitute a clearly unwarranted invasion of personal privacy [(a)(6) of the PRA]

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

PRM. Personal record misfile defined in accordance with 44 U.S.C. 2201(3).

RR. Document will be reviewed upon request.

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

- b(1) National security classified information [(b)(1) of the FOIA]
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014. cable	Re: [Appeal] (2 pages)	02/24/1994	P1/b(1)
015. cable	Re: [Muslim Brotherhood] (2 pages)	02/24/1994	P1/b(1)
016. cable	Re: [Mideast Peace Process] (4 pages)	02/24/1994	P1/b(1)
017. cable	Re: [Jordan] (15 pages)	02/25/1994	P1/b(1)
018. cable	Re: [Iraq-Jordan Relations] (2 pages)	02/25/1994	P1/b(1)
019. cable	Re: [Assassination of Jordanian Diplomat] (3 pages)	02/25/1994	P1/b(1)
020. cable	Re: [Jordan and Saudia Arabia] (2 pages)	02/26/1994	P1/b(1)
021. cable	Re: [Hebron Massacre] (6 pages)	02/27/1994	P1/b(1)
022. cable	Re: [Arab-Israeli Talks] (2 pages)	02/28/1994	P1/b(1)
023. cable	Re: [Refugee Camps] (2 pages)	02/28/1994	P1/b(1)

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Cable PREC: ROUTINE CLASS: UNCLASSIFIED LINE1: RAAUZYUW RUEHAMA1944
0470637-UUUU--RHEHAAX. LINE2: ZNR UUUUU ZZH LINE3: R 160637Z FEB 94 LINE4: FM
AMEMBASSY AMMAN OSRI: RUEHAM DTG: 160637Z FEB 94 ORIG: AMEMBASSY AMMAN
TO: RUEHDC/USDOC WASHDC INFO: RUEHEG/AMEMBASSY CAIRO 5007
RUEHC/SECSTATE WASHDC 1881 SUBJ: << JORDAN>> - TRADE FAIRS SCHEDULED IN
AMMAN IN CALENDAR YEAR 1994 TEXT: UNCLAS SECTION 01 OF 03 AMMAN 001944
USDOC FOR 2140/0PA/DCARROLL 3130/USFCS/OIO/ADESARRAN
4520/IEP/ANESA/ONE/PTHANOS DEPT PASS NEA/ARN, EB/CLP-AL WHITE AND INR/IL/RD-
JOHN EILLIS CAIRO FOR COMMERCIAL COUNSELOR LJENSEN E.O. 12356: N/A TAGS:
ETRD, JO SUBJECT: << JORDAN>> - TRADE FAIRS SCHEDULED IN AMMAN IN
CALENDAR YEAR 1994 REF: (A) 93 USDOC 6404, (B) 93 AMMAN 13893 1. THIS CABLE
AMENDS REFTEL B TRANSMITTED ON NOVEMBER 9, 1993. WE WOULD APPRECIATE
REQUESTING BUSINESS AMERICA MAGAZINE TO RELEASE THE NEW SCHEDULE AND
MAKING IT AVAILABLE TO U.S. FIRMS INTERESTED IN PARTICIPATING IN THESE
EVENTS. 2. THE FOLLOWING IS A LIST OF TRADE FAIRS AND EVENTS SCHEDULED IN
AMMAN FOR CALENDAR YEAR 1994: EMBASSY EVENTS ----- FEBRUARY 22-24
AMERICAN EMBASSY - SECOND AMERICAN COMPUTER TRADE PROMOTION SHOW
MARCH 29 USDOC - HOTEL AND RESORT DEVELOPMENT USA CATALOG EXHIBITION
APRIL 20-24 AMERICAN EMBASSY - AMERICAN PROMOTION WEEK MAY 09-10 USDOC -
PRODUCTS FOR DEVELOPMENT USA CATALOG EXHIBITION SEPTEMBER 13 AMERICAN
EMBASSY - ENERGY PRODUCTS AND SERVICES CATALOG SHOW OCTOBER 25
AMERICAN EMBASSY - MEDICAL TECHNOLOGY, EQUIPMENT AND SUPPLIES CATALOG
SHOW NOVEMBER 15 AMERICAN EMBASSY - TELECOMMUNICATIONS EQUIPMENT AND
SERVICES CATALOG SHOW DECEMBER 12 AMERICAN EMBASSY - ENVIRONMENTAL
AND AGRICULTURAL CATALOG SHOW OTHER EVENTS ORGANIZED BY -----
--- LOCAL EXHIBITION ORGANIZERS ----- APRIL 03-08 WORLD
EXHIBITION ON CIVIL PROTECTION (AL MADINA INFORMATION AND BUSINESS) APRIL
04-07 ARAB INTERNATIONAL PACKING AND PACKAGING EXHIBITION (AL MADINA
INFORMATION AND BUSINESS) APRIL 21-25 JOCON - << JORDAN>> INTERNATIONAL
CONSTRUCTION SHOW (HIKMAT INTERNATIONAL) JUNE 18-25 CHILD NEEDS EXPO 94
(REEMAN INTERNATIONAL) OCTOBER 01-06 HOUSING AND BUILDING EXPO 94
(REEMAN INTERNATIONAL) OCTOBER 17-22 PETRA - << JORDAN>> INTERNATIONAL
TRADE FAIR (HIKMAT INTERNATIONAL) OCTOBER 17-22 << JORDAN>>
INTERNATIONAL COMPUTER SHOW (AMMAN COMPUTER EXPO '94) (<< JORDAN>>
COMPUTER SOCIETY) NOVEMBER 17-22 AUTO - << JORDAN>> INTERNATIONAL
AUTOMOTIVE SHOW (HIKMAT INTERNATIONAL) 3. THE AMERICAN EMBASSY SECOND
AMERICAN COMPUTER TRADE PROMOTION SHOW, AMMAN, << JORDAN>> ,
SCHEDULED ON FEBRUARY 22-24, 1994, WILL FEATURE AMERICAN COMPUTER
HARDWARE, SOFTWARE, SHAREWARE AND COMPUTER PERIPHERALS AND
ACCESSORIES. THIS IMPORTANT EVENT REFLECTS THE INCREASING MARKET
INTEREST IN AMERICAN COMPUTER PRODUCTS. THE SHOW WILL BE HELD AT THE <<
JORDAN>> INTERCONTINENTAL HOTEL. ARAMEX INTERNATIONAL, MICROSOFT,
TISGROUP, << JORDAN>> COMPUTER SOCIETY AND AL-ASWAQ BUSINESS DAILY
NEWSPAPER ARE CO-SPONSORING THIS EXHIBITION. 4. THE AMERICAN PROMOTION
WEEK (APRIL 20-24, 1994) WILL FEATURE AMERICAN PRODUCTS DISPLAYED BY
JORDANIAN UNCLAS SECTION 02 OF 03 AMMAN 001944 USDOC FOR
2140/0PA/DCARROLL 3130/USFCS/OIO/ADESARRAN 4520/IEP/ANESA/ONE/PTHANOS DEPT
PASS NEA/ARN, EB/CLP-AL WHITE AND INR/IL/RD-JOHN EILLIS CAIRO FOR
COMMERCIAL COUNSELOR LJENSEN E.O. 12356: N/A TAGS: ETRD, JO SUBJECT: <<
JORDAN>> - TRADE FAIRS SCHEDULED IN AMMAN IN CALENDAR YEAR 1994 AGENTS
OF AMERICAN COMPANIES AND DIRECT PARTICIPANTS FROM THE U.S. THE EMBASSY-

SPONSORED, ONE-WEEK EXHIBITION WILL BE ORGANIZED BY THE AMMAN INTERNATIONAL MOTOR SHOW COMPANY. WE CONSIDER THIS TO BE THE EMBASSY'S MOST IMPORTANT SINGLE EVENT FOR THE DIRECT PROMOTION OF AMERICAN PRODUCTS AND SERVICES IN << JORDAN>> . 5. THE "HOTEL AND RESORT DEVELOPMENT USA CATALOG EXHIBITION", ID 94000308, SCHEDULED IN AMMAN ON MARCH 29, 1994, IS A CATALOG EXHIBITION PROMOTED BY THE U.S. DEPARTMENT OF COMMERCE AND ORGANIZED BY THE COMMERCIAL SECTION OF THE EMBASSY. IT WILL FEATURE PRODUCT LITERATURE FROM U.S. MANUFACTURERS AND SUPPLIERS OF PRO DUCTS AND SERVICES FOR THE HOTEL AND RESORT INDUSTRY. THE EXHIBITION WILL VISIT << JORDAN>> , CYPRUS, EGYPT, FRANCE, GREECE, ISRAEL, MALTA, MOROCCO, PORTUGAL, TUNISIA AND THE UNITED ARAB EMIRATES. 6. THE "PRODUCTS FOR DEVELOPMENT USA", SCHEDULED IN AMMAN ON MAY 09-10, 1994, EVENT I.D. 40413, IS A CATALOG EXHIBITION PROMOTED BY THE U.S. DEPARTMENT OF COMMERCE AND ORGANIZED BY THE COMMERCIAL SECTION OF THE EMBASSY. IT WILL FEATURE PRODUCT LITERATURE FROM U.S. MANUFACTURERS AND SUPPLIERS OF A WIDE VARIETY OF EQUIPMENT, SUPPLIES AND SERVICES. THE EXHIBITION WILL VISIT << JORDAN>> , EGYPT, ETHIOPIA, << JORDAN>> , KENYA, MADAGASCAR, MOROCCO, NAMIBIA, SOUTH AFRICA, ZAMBIA AND ZIMBABWE. 7. THE REMAINING FOUR EMBASSY EVENTS, SCHEDULED IN SEPTEMBER, OCTOBER, NOVEMBER AND DECEMBER, ARE PLANNED AS CATALOG SHOWS. THESE CATALOG SHOWS WILL BE HELD IN THE EMBASSY'S COMMERCIAL LIBRARY DURING OPEN-HOUSE RECEPTION EVENTS. 8. EMBASSY ENCOURAGES ACTIVE AMERICAN BUSINESS PARTICIPATION IN THE FOLLOWING PRIVATE EXHIBITIONS AND, DEPENDING ON THE INTEREST OF U.S. EXPORTERS, WILL SPONSOR AN AMERICAN PAVILION AT EACH SHOW: - JOCON (APRIL 21-25, 1994), PETRA (OCTOBER 17-22, 1994) AND AUTO (NOVEMBER 17-22, 1994), ORGANIZED BY HIKMAT INTERNATIONAL. - THE AMMAN COMPUTER EXPO '94 (OCTOBER 17-22, 1994), SPONSORED AND ORGANIZED BY THE << JORDAN>> COMPUTER SOCIETY. - THE WORLD EXHIBITION ON CIVIL PROTECTION (APRIL 3-8, 1994) AND THE ARAB INTERNATIONAL PACKING AND PACKAGING EXHIBITION (APRIL 4-7, 1994), ORGANIZED BY ALMADINA INFORMATION AND BUSINESS. - THE CHILD NEED EXPO 94 (JUNE 18-25, 1994) AND THE HOUSING AND BUILDING 94 (OCTOBER 1-6, 1994), ORGANIZED BY REEMAN INTERNATIONAL. REEMAN INTERNATIONAL IS ALSO ORGANIZING "THE INTERNATIONAL SAMPLES EXPO 94". A TIME FOR THIS EXHIBITION HAS YET NOT BEEN SCHEDULED; REEMAN INTERNATIONAL IS IN THE MIDST OF A SURVEY OF NUMEROUS INTERNATIONAL FIRMS TO ASSESS THE FEASIBILITY OF HOLDING THIS SHOW. IT WILL FEATURE SAMPLES, BROCHURES AND PRODUCT INFORMATION OF INTERNATIONAL, REGIONAL AND LOCAL FIRMS INTERESTED IN SEARCHING FOR BUYERS AND SELLERS IN THE MIDDLE EAST. 10. POST WILL SEND A SEPARATE TELEGRAM REQUESTING FOR SUPPLEMENTARY FUNDING TO ALLOW US TO BETTER HOST AND PARTICIPATE IN THE ABOVE EVENTS. FUNDS ARE REQUIRED FOR SUCH CAPITAL EXPENDITURES AS COMPUTERS, DATABASE SOFTWARE, TABLES, PROJECTORS AND EXTENSIONS CORDS. 11. U.S. FIRMS WISHING TO PARTICIPATE IN EMBASSY EVENTS SHOULD CONTACT THE COMMERCIAL SECTION OF THE AMERICAN EMBASSY IN AMMAN, << JORDAN>> , AT THE FOLLOWING ADDRESS: COMMERCIAL SECTION AMERICAN EMBASSY UNIT 70200, APO AE 09892-0200 TELEPHONE (DIRECTLY FROM THE U.S.): 011-962-6-820101 FAX (DIRECTLY FROM THE U.S.): 011-962-6-820146 12. U.S. FIRMS FIRMS WISHING TO PARTICIPATE IN OTHER EVENTS SHOULD WRITE DIRECTLY TO THE EXHIBITION ORGANIZER AND INFORM THE COMMERCIAL SECTION OF THE UNCLAS SECTION 03 OF 03 AMMAN 001944 USDOC FOR 2140/0PA/DCARROLL 3130/USFCS/OIO/ADESARRAN 4520/IEP/ANESA/ONE/PTHANOS DEPT PASS NEA/ARN, EB/CLP-AL WHITE AND INR/IL/RD-JOHN EILLIS CAIRO FOR COMMERCIAL COUNSELOR

LJENSEN E.O. 12356: N/A TAGS: ETRD, JO SUBJECT: << JORDAN>> - TRADE FAIRS
SCHEDULED IN AMMAN IN CALENDAR YEAR 1994 EMBASSY OF THEIR INTEREST. THE
LOCAL PRIVATE EXHIBITION ORGANIZERS CAN BE CONTACTED AS FOLLOWS:
HIKMAT INTERNATIONAL CONTACT: MR. WALID HIKMAT, MANAGER P.O. BOX 925028
AMMAN, << JORDAN>> TELEPHONE: (962-) 692536, 676702 FAX: (962-6) 671691, 692491
THE << JORDAN>> COMPUTER SOCIETY CONTACT: MR. WALID ASFAR, MANAGER
P.O. BOX 950813 AMMAN, << JORDAN>> TELEPHONE: (962-6) 683549 FAX: (962-6) 683549
AL MADINA INFORMATION AND BUSINESS CONTACT: MR. BASHIR NAJJAR, MANAGER
P.O. BOX 211360 AMMAN, << JORDAN>> TELEPHONE: (962-6) 688141 FAX: (962-6) 699508
REEMAN INTERNATIONAL TRADING ESTABLISHMENT CONTACT: MS. FIRYAL
BAGHDADI, PUBLIC RELATIONS MANAGER P.O. BOX 1727, AMMAN 11118 <<
JORDAN>> TELEPHONE (962-6) 653854, 653836 FAX: (962-6) 653848 KEENE BT #1944
NNNN SECT: SECTION: 01 OF 03 <^SECT>SECTION: 02 OF 03 <^SECT>SECTION: 03 OF 03
SSN: 1944 <^SSN>1944 <^SSN>1944 TOR: 940216014351 M0883796 <^TOR>940216014454
M0883798 <^TOR>940216014455 M0883799 DIST: SIT: VAX

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Cable

PREC: ROUTINE
CLASS: UNCLASSIFIED
LINE1: RAAUZYUW RUEHAMA2053 0481424-UUUU--RHEHAAX.
LINE2: ZNR UUUUU ZZH
LINE3: R 171424Z FEB 94
LINE4: FM AMEMBASSY AMMAN
OSRI: RUEHAM
DTG: 171424Z FEB 94
ORIG: AMEMBASSY AMMAN
TO: RUEHC/SECSTATE WASHDC 1932
INFO: RUEHLB/AMEMBASSY BEIRUT 0954
RUEHEG/AMEMBASSY CAIRO 5018
RUEHDC/USDOC WASHDC
RUEHTV/AMEMBASSY TEL AVIV 5045
RUEHRH/AMEMBASSY RIYADH 0592
RUEHDM/AMEMBASSY DAMASCUS 2156
SUBJ: PROTECTION OF TRADEMARKS IN JORDAN
TEXT:
UNCLAS SECTION 01 OF 02 AMMAN 002053
USDOC FOR 4520/IEP/ANESA/CNE/THANOS
E.O. 12356: N/A
TAGS: ETRD, SCUL, JO
SUBJECT: PROTECTION OF TRADEMARKS IN JORDAN
1. SUMMARY: THE POPULARITY OF AMERICAN PRODUCTS COUPLED WITH INADEQUATE TRADEMARK PROTECTION MECHANISMS MAKE JORDAN FERTILE GROUND FOR THE TRADEMARK INFRINGER. AMERICAN FIRMS WITH LITTLE EXPERIENCE IN THE REGION ARE ESPECIALLY VULNERABLE TO DEPREDATION OF THEIR CHERISHED TRADEMARKS. RECENTLY, PRIVATE TRADEMARK PROTECTION FIRMS HAVE SUCCESSFULLY ASSISTED AMERICAN COMPANIES IN DEFENDING THEIR TRADEMARKS FROM THIS PIRACY. THE GOVERNMENT HAS YET TO SHOW THAT IT RECOGNIZES THAT A FUTURE OF INCREASED FOREIGN INVESTMENT DEPENDS ON JORDAN'S ABILITY TO PROTECT THE INTERESTS OF FOREIGN BUSINESS. END SUMMARY.
2. JORDAN HAD THE LARGEST PERCENTAGE INCREASE IN AMERICAN IMPORTS IN THE MIDDLE EAST IN 1993. THE RECENT PROGRESS IN THE MIDDLE EAST PEACE PROCESS AND THE SIGNING OF THE DECLARATION OF PRINCIPLES BETWEEN ISRAEL AND THE PLO HAS ALSO REKINDLED BUSINESS INTEREST IN JORDAN. THESE DEVELOPMENTS HAVE CREATED BOTH OPPORTUNITIES AND PROBLEMS FOR AMERICAN COMPANIES. AN ESPECIALLY THORNY PROBLEM FOR AMERICAN FIRMS WITH LITTLE OR NO EXPERIENCE IN THE AREA IS TRADEMARK PROTECTION. THE JORDANIAN MARKET HAS A STRONG DEMAND FOR AMERICAN PRODUCTS. MANY JORDANIANS HAVE BEEN EDUCATED IN THE UNITED STATES AND ARE VERY FAMILIAR WITH AMERICAN PRODUCTS AND SERVICES. AMERICAN BRAND RECOGNITION IS HIGH, AND AS A RESULT THERE IS GREAT TEMPTATION TO TAKE

ADVANTAGE OF THIS POPULARITY BY INFRINGING ON WELL-KNOWN AMERICAN TRADEMARKS. A DRIVE AROUND AMMAN REVEALS PLENTY OF EVIDENCE THAT LOCAL BUSINESSMEN ARE SUCCESSFULLY REGISTERING FOREIGN TRADEMARKS. EXAMPLES OF PIRATED AMERICAN TRADEMARKS RANGE FROM THE ALMOST LAUGHABLE "MAKDONALS" AND "KING BURGER" TO THE QUITE AUTHENTIC LOOKING "DOMINO'S" RESTAURANT.

3. JORDANIAN LAW PROVIDES FOR THE PROTECTION OF TRADEMARKS THROUGH A REGISTRATION SYSTEM. A TRADEMARK APPLICATION IS FILED AND THEN PUBLISHED IN THE JORDANIAN OFFICIAL GAZETTE. IT REMAINS THERE FOR THREE MONTHS TO ALLOW A CONTESTING PARTY TO FILE AN OBJECTION. IN THE ABSENCE OF AN OBJECTION WITHIN THE THREE MONTH PERIOD, THE TRADEMARK IS REGISTERED AND A CERTIFICATE OF REGISTRATION IS ISSUED. ANYONE IN JORDAN CAN REGISTER A TRADEMARK, AND MANY DO. THE PROBLEM IS THAT MOST AMERICAN FIRMS DO NOT ROUTINELY REVIEW THE OFFICIAL GAZETTE AND ARE UNAWARE THAT SOMEONE IN JORDAN HAS REGISTERED THEIR TRADEMARK. THIS IS ESPECIALLY TRUE FOR AMERICAN FIRMS THAT HAVE DONE LITTLE OR NO BUSINESS IN JORDAN. WHEN THEY FINALLY ENTER THE MARKET, THEY DISCOVER THAT THEIR TRADEMARK HAS ALREADY BEEN REGISTERED. THE AMERICAN COMPANY IS FORCED TO "CUT A DEAL" WITH THE TRADEMARK PIRATE IN WHAT HAS BEEN TERMED BY ONE AMERICAN BUSINESSMAN AS A "LEGAL EXTORTION SCAM." THE AMERICAN FIRM DOES HAVE RECOURSE IF THEY FALL VICTIM TO THIS INFRINGEMENT. THEY MUST RETAIN COUNSEL AND SUE IN JORDANIAN COURTS, A LONG PROCESS THAT DOES NOT GUARANTEE SUCCESS. ACCORDING TO TMP AGENTS, A WELL-KNOWN JORDANIAN TRADEMARK PROTECTION FIRM, A SUCCESSFUL CASE OFTEN TURNS ON THE ISSUE OF MARKET PRESENCE IN JORDAN. TWO RECENT EXAMPLES INVOLVING THE INFRINGEMENT OF AMERICAN TRADEMARKS ILLUSTRATE THE IMPORTANCE OF THIS ISSUE.

4. A JORDANIAN CHEMICAL COMPANY TOOK BOTH THE NAME AND DISTINCTIVE LOGO OF A LARGE AMERICAN CHEMICAL COMPANY ADDING ONLY "OF JORDAN" TO THE NAME. THE AMERICAN COMPANY DID NO BUSINESS IN JORDAN AND DID NOT DISCOVER THE INFRINGEMENT FOR SEVERAL YEARS. WHEN THE AMERICAN COMPANY LEARNED OF THE INFRINGEMENT, IT SUED TO PROTECT ITS TRADEMARK AND LOST. THE COURT REASONED THAT THE TRADEMARK AND LOGO WERE IDENTIFIED BY THE JORDANIA
N PUBLIC WITH

THE JORDANIAN COMPANY, AND NOT WITH AN AMERICAN COMPANY THAT HAD NEVER DONE BUSINESS IN JORDAN.

5. AN AMERICAN MANUFACTURER OF SATELLITE DISHES CURRENTLY FACES A SIMILAR INFRINGEMENT. THIS AMERICAN FIRM SOLD THE DISHES IN JORDAN UNDER ITS TRADEMARK, WHICH IT FAILED TO REGISTER LOCALLY. A JORDANIAN BUSINESSMAN RECENTLY REGISTERED THE TRADEMARK AND PUBLISHED NOTICES IN THE LOCAL
UNCLAS SECTION 02 OF 02 AMMAN 002053

USDOC FOR 4520/IEP/ANESA/CNE/THANOS

E.O. 12356: N/A

TAGS: ETRD, SCUL, JO

SUBJECT: PROTECTION OF TRADEMARKS IN JORDAN
NEWSPAPERS THREATENING TO SUE ANYONE USING THE
TRADEMARK. THE ANXIOUS JORDANIAN PURCHASERS OF
THESE DISHES CALLED THE AMERICAN COMPANY, WHO
CONTACTED THE EMBASSY COMMERCIAL SECTION FOR HELP.
ALTHOUGH THE MATTER HAS NOT BEEN RESOLVED, TMP
AGENTS BELIEVE THIS AMERICAN COMPANY STANDS A MUCH
GREATER CHANCE OF PREVAILING BECAUSE IT CAN
DEMONSTRATE THAT IT USED ITS TRADEMARK IN JORDAN
BEFORE IT WAS REGISTERED BY THE INFRINGER.

6. COMMENT: PROGRESS IN THE SEARCH FOR MIDDLE EAST
PEACE AND THE AMERICAN BUSINESS INTEREST IT
ENGENDERS WILL ENSURE THE CONTINUED IMPORTANCE OF
TRADEMARK PROTECTION FOR AMERICAN COMPANIES. IN
RECOGNITION OF THIS NEED, TMP AGENTS RECENTLY
INAUGURATED A SERVICE TO MONITOR PUBLICATIONS LIKE
THE OFFICIAL GAZETTE SO AS TO WARN INTERNATIONAL
FIRMS WHEN THEY DETECT INFRINGEMENTS. THIS EFFORT
HAS ALREADY YIELDED RESULTS; LAST FALL TMP AGENTS
ASSISTED AN AMERICAN FOOD PROCESSING GIANT IN
PREVENTING A LOCAL BUSINESSMAN FROM REGISTERING ITS
TRADEMARK. WE EXPECT THAT OTHER FIRMS WILL OFFER
SIMILAR SERVICES IN THE FUTURE. IF JORDAN HOPES TO
REALIZE ITS "PEACE DIVIDEND" OF INCREASED FOREIGN
INVESTMENT, IT WILL BE COMPELLED TO TAKE STEPS TO
PROTECT THE INTERESTS OF FOREIGN BUSINESS.
SOMETHING THAT, TO DATE, THE GOVERNMENT HAS SHOWN
LITTLE INTEREST IN. IN THE MEANTIME, THE PRICE FOR
TRADEMARK PROTECTION IS ETERNAL VIGILANCE,
ESPECIALLY IN A REGION KNOWN FOR CUT-THROAT
COMPETITION, PIRACY AND INFRINGEMENT.KEENE

BT

#2053

NNNN

SECT: SECTION: 01 OF 02
<^SECT>SECTION: 02 OF 02

SSN: 2053
<^SSN>2053

TOR: 940217102705 M0887652
<^TOR>940217102601 M0887650

DIST: SIT: ALEXANDER SATT VAX

☐

Withdrawal/Redaction Marker

Clinton Library

DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
003. cable	Re: [MEPP] (2 pages)	02/17/1994	P1/b(1)

COLLECTION:

Clinton Presidential Records
NSC Cables
Jan 1993 - Dec 1994 ([Jordan])
OA/Box Number: 505000

FOLDER TITLE:

[02/16/1994 - 02/28/1994]

2008-0732-F

ke1816

RESTRICTION CODES

Presidential Records Act - [44 U.S.C. 2204(a)]

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

- P1 National Security Classified Information [(a)(1) of the PRA]
- P2 Relating to the appointment to Federal office [(a)(2) of the PRA]
- P3 Release would violate a Federal statute [(a)(3) of the PRA]
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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.

PRM. Personal record misfile defined in accordance with 44 U.S.C. 2201(3).

RR. Document will be reviewed upon request.

Withdrawal/Redaction Marker

Clinton Library

DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
004. cable	Re: [Drugs] (2 pages)	02/17/1994	P1/b(1)

COLLECTION:

Clinton Presidential Records
NSC Cables
Jan 1993 - Dec 1994 ([Jordan])
OA/Box Number: 505000

FOLDER TITLE:

[02/16/1994 - 02/28/1994]

2008-0732-F
ke1816

RESTRICTION CODES

Presidential Records Act - [44 U.S.C. 2204(a)]

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Withdrawal/Redaction Marker

Clinton Library

DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
005. cable	Re: [Jordan - Iraq Relations] (2 pages)	02/17/1994	P1/b(1)

COLLECTION:

Clinton Presidential Records
NSC Cables
Jan 1993 - Dec 1994 ([Jordan])
OA/Box Number: 505000

FOLDER TITLE:

[02/16/1994 - 02/28/1994]

2008-0732-F

ke1816

RESTRICTION CODES

Presidential Records Act - [44 U.S.C. 2204(a)]

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Withdrawal/Redaction Marker

Clinton Library

DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
006. cable	Re: [Balkan Crisis] (2 pages)	02/18/1994	P1/b(1)

COLLECTION:

Clinton Presidential Records
NSC Cables
Jan 1993 - Dec 1994 ([Jordan])
OA/Box Number: 505000

FOLDER TITLE:

[02/16/1994 - 02/28/1994]

2008-0732-F
ke1816

RESTRICTION CODES

Presidential Records Act - [44 U.S.C. 2204(a)]

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Withdrawal/Redaction Marker

Clinton Library

DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
007. cable	Re: [Mideast Peace Process] (2 pages)	02/18/1994	P1/b(1)

COLLECTION:

Clinton Presidential Records
NSC Cables
Jan 1993 - Dec 1994 ([Jordan])
OA/Box Number: 505000

FOLDER TITLE:

[02/16/1994 - 02/28/1994]

2008-0732-F
ke1816

RESTRICTION CODES

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Withdrawal/Redaction Marker

Clinton Library

DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
008. cable	Re: [Jordan-Iraq Trade] (3 pages)	02/19/1994	P1/b(1)

COLLECTION:

Clinton Presidential Records
NSC Cables
Jan 1993 - Dec 1994 ([Jordan])
OA/Box Number: 505000

FOLDER TITLE:

[02/16/1994 - 02/28/1994]

2008-0732-F
ke1816

RESTRICTION CODES

Presidential Records Act - [44 U.S.C. 2204(a)]

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Withdrawal/Redaction Marker

Clinton Library

DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
009. cable	Re: [Muslim Brotherhood] (7 pages)	02/21/1994	P1/b(1)

COLLECTION:

Clinton Presidential Records
NSC Cables
Jan 1993 - Dec 1994 ([Jordan])
OA/Box Number: 505000

FOLDER TITLE:

[02/16/1994 - 02/28/1994]

2008-0732-F

ke1816

RESTRICTION CODES

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Withdrawal/Redaction Marker

Clinton Library

DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
010. cable	Re: [Theater Bombing] (2 pages)	02/22/1994	P1/b(1)

COLLECTION:

Clinton Presidential Records
NSC Cables
Jan 1993 - Dec 1994 ([Jordan])
OA/Box Number: 505000

FOLDER TITLE:

[02/16/1994 - 02/28/1994]

2008-0732-F

ke1816

RESTRICTION CODES

Presidential Records Act - [44 U.S.C. 2204(a)]

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Withdrawal/Redaction Marker

Clinton Library

DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
011. cable	Re: [Bombings] (4 pages)	02/23/1994	P1/b(1)

COLLECTION:

Clinton Presidential Records
NSC Cables
Jan 1993 - Dec 1994 ([Jordan])
OA/Box Number: 505000

FOLDER TITLE:

[02/16/1994 - 02/28/1994]

2008-0732-F
ke1816

RESTRICTION CODES

Presidential Records Act - [44 U.S.C. 2204(a)]

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

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RR. Document will be reviewed upon request.

Cable

PREC: ROUTINE
CLASS: UNCLASSIFIED
LINE1: RAAUZYUW RUEHAMA2245 0550711-UUUU--RHEHAAX.
LINE2: ZNR UUUUU ZZH
LINE3: R 240711Z FEB 94
LINE4: FM AMEMBASSY AMMAN
OSRI: RUEHAM
DTG: 240711Z FEB 94
ORIG: AMEMBASSY AMMAN
TO: RUCPCIM/CIMS NTDB WASHDC
RUEHDC/USDOC WASHDC
INFO: RUEHC/SECSTATE WASHDC 2029
SUBJ: INTERNATIONAL MARKET INSIGHT - AN OVERVIEW
OF JORDAN'S CHEMICAL AND RAW MATERIAL SECTOR
TEXT:
UNCLAS SECTION 01 OF 02 AMMAN 002245
USDOC FOR 4520/IEP/ANESA/ONE/TSAMS AND PTHANOS
3131/USFCS/OIO/RD/ANESA/CKESTENBAUM
3310/USFCS/EPS/HWETZELL/MAHONEY
6020/ITA/OPEC/IEPD/TIC/LRIEDERS/
TCOX/DBOWINE
E.O. 12356: N/A
TAGS: KTDB, ETRD, JO
SUBJECT: INTERNATIONAL MARKET INSIGHT - AN OVERVIEW
OF JORDAN'S CHEMICAL AND RAW MATERIAL SECTOR
1. THE CHEMICALS AND RAW MATERIALS SECTOR PLAYS AN
INTEGRAL ROLE IN THE DEVELOPMENT OF JORDANIAN
INDUSTRY AND HAS A SIGNIFICANT IMPACT ON THE
ECONOMY. THE IMPORTANCE OF THIS SECTOR STEMS FROM
ITS ABILITY TO CONTINUOUSLY ATTRACT LOCAL AND
FOREIGN CAPITAL INVESTMENT, ALLOWING FOR GREATER
INDUSTRIALIZATION AND WORK OPPORTUNITIES. MORE
IMPORTANTLY, THIS SECTOR REPRESENTS MORE THAN 55
PERCENT OF JORDAN'S TOTAL EXPORTS.
2. THE MINING INDUSTRY EMPHASIZES THE CRUCIAL ROLE
CHEMICALS AND RAW MATERIALS PLAY IN JORDAN'S
ECONOMY. IN 1992, EXPORTS OF MINED PRODUCTS,
COMBINED WITH EXPORTS OF CEMENT AND CLINKER,
COMPRISED 63 PERCENT OF THIS SECTOR'S TOTAL EXPORTS,
AMOUNTING TO USD 335 MILLION. THIS TOTAL CAN BE
ATTRIBUTED TO THE THREE MAIN NATURAL RESOURCES
EXTRACTED AND PRODUCED IN JORDAN: PHOSPHATES,
POTAH AND CEMENT.
3. POSPHATES ARE JORDAN'S PRINCIPAL NATURAL
RESOURCE. IN ORDER TO ENSURE CONSTANT CUSTOMER
SATISFACTION AND TO MAINTAIN ITS LARGE SHARE IN THE
INTERNATIONAL MARKET, JORDAN EXPORTS ONLY THE
HIGHEST QUALITY PHOSPHATES. AN AGGRESSIVE MARKETING
STRATEGY COMBINED WITH A STEADY GROWING APPROACH
TO OPERATIONS HAS ALLOWED THE PHOSPHATE INDUSTRY TO
IMPROVE PRODUCTIN, INCREASE EFFICIENCY, AND REDUCE

COSTS.

4. THE SUCCESS OF THIS STRATEGY IS DEMONSTRATED BY A RISING TREND IN PRODUCTION, SALES, PROFITS AND EXPORTS. IN 1992, JORDAN'S PHOSPHATE EXPORTS TOTALED SD 178 MILLION, MAKING JORDAN THE THIRD LARGEST PHOSPHATE EXPORTER, PRECEDED ONLY BY THE UNITED STATES AND MOROCCO.

5. POTASH ALSO PLAYS AN IMPORTANT ROLE IN JORDAN'S ECONOMY. THE DEAD SEA HAS THE HIGHEST POTASH RESERVES IN THE WORLD. THESE RESERVES WILL ALLOW ORDAN TO MEET BOTH LOCAL AND INTERNATIONAL DEMAND FOR THE NEXT TWO HUNDRED YEARS. MEASURES ADOPTED BY THE POTASH INDUSTRY TO OPTIMIZE PRODUCTION AND MODIFY POTASH REFINERY PROMISE TO IMPROVE QUALITY AND REDUCE COSTS, ALL OF WHICH CONTRIBUTE TO THE RISE IN INTERNATIONAL DEMAND FOR JORDANIAN OTASH. THIS, VUPLD WITH FAVORABLE EXCHANGE RATES AND JORDAN'S STRATEGIC GEOGRAPHIC LOCATION, ALLOWED POTASH PRODUCTION TO GAIN AN EDGE OVER ITS FOREIGN COMPETITORS. ALL THESE FACTORS CONTRIBUTED TO A TOTAL EXPORT FIGURE OF USD 125 MILLION IN 1992.

6. THE THIRD RESOURCE PRODUCED IN JODAN IS CEMENT. WHILE XPORTS IN 1992 AMOUNTED TO USD 32 MILLION, JORDAN'S GOAL IS TO INCREASE ITS EXPORTS BY MAKING THE PRODUCT MORE COMPTETITIVE IN THE INTERNATIONAL MARKET. SEVERAL MEASURES HAVE BEEN TAKEN IN ORDER TO AHIEVE THIS GOAL. JORDAN IS INSTITUTING TECHNOLOGY THAT WILL CREATE A COMPUTERIZED, INTEGRATED OPERATION THAT PROMISES TO BE THE MOST SOPHISTICATED, EFFICIENT, POLLUTION-FREE STORAGE AND DELIVERY SYSTEM IN THE MIDDLE EAST.

7. EVEN THOUGH NATURL RESOURCES MAKE UP TH LARGEST PERCENTAGE OF EXPORTS IN THIS SECTOR, BASE CHEMICALS ARE PLAYING AN INCREASINGLY SIGNIFICANT ROLE IN ORDAN'S ECONOMY. EXPOTS OF BASE CHEMICALS HAVE SHOWN A STEADY INCREASE IN THE PAST FIVE YEARS. IN 1992, CHEMIAL EXPORTS COMPRISED 3 PERCENT OF THIS SECTOR'S TOTAL EXPORTS, VALUED AT USD 176 MILLION. THE MANUFACTURE OF BASE CHEMICALS INCLUDES SUCH PRODUCTS AS SULPHO CHEMICALS AND PETROCHEMICALS.

8. WHILE PAINTS AND PLASTICS COMPRISED ONE PERCENT AND THREE PERCENT RESPECTIVELY OF TOTAL EXPORTS IN 1992, BOTH PROVIDE HIGH QUALTY PRODUCTS THAT ARE INTERNATIONALLY COMPETITIVE. THE EXPORTS OF PAINTS AND PLASTICS IN 1992 TOTALED USD 3.9 MILLION AND USD 13.8

MILLION RESPECTIVELY.

9. JORDANIAN IMPORTS OF INEDIBLE RAW MATERIALS (EXCLUDING FUEL) TOTALED USD 66 MILLION IN 1992 AND USD 62 MILLION BETWEEN JANUARY AND SEPTEMBER 1993. IMPORTS OF CHEMICALS TOTALED USD 356 MILLION IN 1992 AND USD 257 MILLION BETWEEN JANUARY AND SEPTEMBER

UNCLAS SECTION 02 OF 02 AMMAN 002245

USDOC FOR 4520/IEP/ANESA/ONE/TSAMS AND PTHANOS

3131/USFCS/OIO/RD/ANESA/CKESTENBAUM

3310/USFCS/EPS/HWETZELL/MAHONEY

6020/ITA/OPEC/IEPD/TIC/LRIEDERS/

TCOX/DBOWINE

E.O. 12356: N/A

TAGS: KTDB, ETRD, JO

SUBJECT: INTERNATIONAL MARKET INSIGHT - AN OVERVIEW
OF JORDAN'S CHEMICAL AND RAW MATERIAL SECTOR
1993, AND ARE EXPECTED TO GROW BY 12 PERCENT IN 1994
AND 19 PERCENT IN 1995.

10. THE CHEMICAL AND RAW MATERIAL SECTOR IS THE
LARGEST INDUSTRIAL SECTOR IN JORDAN, REPRESENTING 22
PERCENT OF THE TOTAL IMPORT MARKET. IMPORT TOTALS
IN THIS SECTOR ARE EXPECTED TO REMAIN THE SAME IN
1993 AND GROW BY 8 PERCENT IN 1995.

KEENE

BT

#2245

NNNN

SECT: SECTION: 01 OF 02

<^SECT>SECTION: 02 OF 02

SSN: 2245

<^SSN>2245

TOR: 940224022055 M0898878

<^TOR>940224022056 M0898879

DIST:

SIT: VAX

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Withdrawal/Redaction Marker

Clinton Library

DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
012. cable	Re: [Jordan - South Africa Relations] (2 pages)	02/24/1994	P1/b(1)

COLLECTION:

Clinton Presidential Records
NSC Cables
Jan 1993 - Dec 1994 ([Jordan])
OA/Box Number: 505000

FOLDER TITLE:

[02/16/1994 - 02/28/1994]

2008-0732-F

ke1816

RESTRICTION CODES

Presidential Records Act - [44 U.S.C. 2204(a)]

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

- P1 National Security Classified Information [(a)(1) of the PRA]
- P2 Relating to the appointment to Federal office [(a)(2) of the PRA]
- P3 Release would violate a Federal statute [(a)(3) of the PRA]
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- P5 Release would disclose confidential advice between the President and his advisors, or between such advisors [(a)(5) of the PRA]
- P6 Release would constitute a clearly unwarranted invasion of personal privacy [(a)(6) of the PRA]

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

PRM. Personal record misfile defined in accordance with 44 U.S.C. 2201(3).

RR. Document will be reviewed upon request.

- 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]
- b(3) Release would violate a Federal statute [(b)(3) 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]

Withdrawal/Redaction Marker

Clinton Library

DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
013. cable	Re: [Yemen] (2 pages)	02/24/1995	P1/b(1)

COLLECTION:

Clinton Presidential Records
NSC Cables
Jan 1993 - Dec 1994 ([Jordan])
OA/Box Number: 505000

FOLDER TITLE:

[02/16/1994 - 02/28/1994]

2008-0732-F

ke1816

RESTRICTION CODES

Presidential Records Act - [44 U.S.C. 2204(a)]

- P1 National Security Classified Information [(a)(1) of the PRA]
- P2 Relating to the appointment to Federal office [(a)(2) of the PRA]
- P3 Release would violate a Federal statute [(a)(3) of the PRA]
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RR. Document will be reviewed upon request.

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Withdrawal/Redaction Marker

Clinton Library

DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
014. cable	Re: [Appeal] (2 pages)	02/24/1994	P1/b(1)

COLLECTION:

Clinton Presidential Records
NSC Cables
Jan 1993 - Dec 1994 ([Jordan])
OA/Box Number: 505000

FOLDER TITLE:

[02/16/1994 - 02/28/1994]

2008-0732-F
ke1816

RESTRICTION CODES

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Withdrawal/Redaction Marker

Clinton Library

DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
015. cable	Re: [Muslim Brotherhood] (2 pages)	02/24/1994	P1/b(1)

COLLECTION:

Clinton Presidential Records
NSC Cables
Jan 1993 - Dec 1994 ([Jordan])
OA/Box Number: 505000

FOLDER TITLE:

[02/16/1994 - 02/28/1994]

2008-0732-F

ke1816

RESTRICTION CODES

Presidential Records Act - [44 U.S.C. 2204(a)]

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

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C. Closed in accordance with restrictions contained in donor's deed of gift.
PRM. Personal record misfile defined in accordance with 44 U.S.C. 2201(3).
RR. Document will be reviewed upon request.

Withdrawal/Redaction Marker

Clinton Library

DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
016. cable	Re: [Mideast Peace Process] (4 pages)	02/24/1994	P1/b(1)

COLLECTION:

Clinton Presidential Records
NSC Cables
Jan 1993 - Dec 1994 ([Jordan])
OA/Box Number: 505000

FOLDER TITLE:

[02/16/1994 - 02/28/1994]

2008-0732-F
ke1816

RESTRICTION CODES

Presidential Records Act - [44 U.S.C. 2204(a)]

- P1 National Security Classified Information [(a)(1) of the PRA]
- P2 Relating to the appointment to Federal office [(a)(2) of the PRA]
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Withdrawal/Redaction Marker

Clinton Library

DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
017. cable	Re: [Jordan] (15 pages)	02/25/1994	P1/b(1)

COLLECTION:

Clinton Presidential Records
NSC Cables
Jan 1993 - Dec 1994 ([Jordan])
OA/Box Number: 505000

FOLDER TITLE:

[02/16/1994 - 02/28/1994]

2008-0732-F
ke1816

RESTRICTION CODES

Presidential Records Act - [44 U.S.C. 2204(a)]

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Withdrawal/Redaction Marker

Clinton Library

DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
018. cable	Re: [Iraq-Jordan Relations] (2 pages)	02/25/1994	P1/b(1)

COLLECTION:

Clinton Presidential Records
NSC Cables
Jan 1993 - Dec 1994 ([Jordan])
OA/Box Number: 505000

FOLDER TITLE:

[02/16/1994 - 02/28/1994]

2008-0732-F

ke1816

RESTRICTION CODES

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Withdrawal/Redaction Marker

Clinton Library

DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
019. cable	Re: [Assassination of Jordanian Diplomat] (3 pages)	02/25/1994	P1/b(1)

COLLECTION:

Clinton Presidential Records
NSC Cables
Jan 1993 - Dec 1994 ([Jordan])
OA/Box Number: 505000

FOLDER TITLE:

[02/16/1994 - 02/28/1994]

2008-0732-F
ke1816

RESTRICTION CODES

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Withdrawal/Redaction Marker

Clinton Library

DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
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020. cable	Re: [Jordan and Saudia Arabia] (2 pages)	02/26/1994	P1/b(1)
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COLLECTION:

Clinton Presidential Records
NSC Cables
Jan 1993 - Dec 1994 ([Jordan])
OA/Box Number: 505000

FOLDER TITLE:

[02/16/1994 - 02/28/1994]

2008-0732-F
ke1816

RESTRICTION CODES

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Cable

PREC: ROUTINE
CLASS: UNCLASSIFIED
LINE1: RAAUZYUW RUEHCAA0305 0571819-UUUU--RHEHAAX.
LINE2: ZNR UUUUU ZZH
LINE3: R 261818Z FEB 94
LINE4: FM SECSTATE WASHDC
OSRI: RUEHC
DTG: 261818Z FEB 94
ORIG: SECSTATE WASHDC
TO: AMEMBASSY AMMAN 8056
INFO: *****
SUBJ: ID AL-FITR MESSAGE FROM PRESIDENT CLINTON TO
KING HUSSEIN OF JORDAN

TEXT:
UNCLAS STATE 050305
E.O. 12356: N/A
TAGS: OPDC, JO
SUBJECT: ID AL-FITR MESSAGE FROM PRESIDENT CLINTON TO
KING HUSSEIN OF JORDAN

1. PLEASE DELIVER THE FOLLOWING MESSAGE FROM PRESIDENT
CLINTON TO KING HUSSEIN AT AN APPROPRIATE TIME BEFORE
MARCH 11. THE WHITE HOUSE DOES NOT PLAN TO RELEASE TEXT
OF MESSAGE BUT HAS NO OBJECTION IF GOVERNMENT OF JORDAN
WISHES TO DO SO. THERE WILL BE NO/NO SIGNED ORIGINAL.

2. BEGIN TEXT:

YOUR MAJESTY:

PLEASE ACCEPT MY SINCERE BEST WISHES AS THE HOLY MONTH OF
RAMADAN ENDS AND THE ID AL-FITR HOLIDAYS COMMENCE. I HOPE
YOU, YOUR FAMILY AND THE PEOPLE OF JORDAN ARE ABLE TO
FULLY ENJOY THIS PERIOD OF RENEWAL AND HAPPINESS.

I APPRECIATED THE OPPORTUNITY TO TALK WITH YOU DURING YOUR
RECENT VISIT TO WASHINGTON AND LOOK FORWARD TO REMAINING
IN CLOSE TOUCH ON PEACE PROCESS ISSUES IN THE MONTHS
AHEAD.

WITH BEST WISHES,
WILLIAM J. CLINTON

END TEXT CHRISTOPHER
BT
#0305
NNNN

SECT: SECTION: 01 OF 01
SSN: 0305

TOR: 940226132901 M0904894

DIST: SIT: ALEXANDER GRAY SATT VAX

☐

Cable

PREC: IMMEDIATE
CLASS: UNCLASSIFIED
LINE1: OAAUZYUW RUEHAMA2320 0581233-UUUU--RHEHAAA.
LINE2: ZNR UUUUU ZZH
LINE3: O 271233Z FEB 94
LINE4: FM AMEMBASSY AMMAN
OSRI: RUEHAM
DTG: 271233Z FEB 94
ORIG: AMEMBASSY AMMAN
TO: RUEHIA/USIA WASHDC IMMEDIATE 6999
INFO: RHEHAAA/WHITEHOUSE WASHDC IMMEDIATE
RUEHJM/AMCONSUL JERUSALEM IMMEDIATE 3328
RUEHC/SECSTATE WASHDC IMMEDIATE 2069
RUEHTV/AMEMBASSY TEL AVIV IMMEDIATE 5072
RUEHEG/AMEMBASSY CAIRO PRIORITY 5041
RUEHDM/AMEMBASSY DAMASCUS PRIORITY 2181
RUCJACC/USCINCCENT MACDILL AFB FL PRIORITY
RUEHTU/AMEMBASSY TUNIS PRIORITY 0639
RUEHRH/AMEMBASSY RIYADH PRIORITY 0610
RUEHJI/AMCONSUL JEDDAH PRIORITY 6406
SUBJ: JORDAN MEDIA TREATMENT OF FEBRUARY 25 MASSACRE
AT IBRAHIMI MOSQUE IN HEBRON, FEBRUARY 26-27, 1994
TEXT: UNCLAS SECTION 01 OF 03 AMMAN 002320
USIA
FOR P/M, P/PM, P/P, P/FW, P/FN, B/BXN, B/BAN, NEA
STATE FOR NEA/ARN, NEA/PA, NEA/AIA, INR/NESA
WHITEHOUSE FOR DAVID SATTERFIELD, USCINCCENT//CCPA,
USCENTCOM REAR MACDILL AFB FL
E.O.12356:N/A
SUBJECT: JORDAN MEDIA TREATMENT OF FEBRUARY 25 MASSACRE
AT IBRAHIMI MOSQUE IN HEBRON, FEBRUARY 26-27, 1994
1. SUMMARY: ELECTRONIC AND PRINT MEDIA OUTLETS OVER
THE WEEKEND FOCUS EXCLUSIVELY ON THE "HEINOUS" MASSACRE
PERPETRATED BY "THE SPITEFUL AND RACIST ZIONIST ENEMY."
PROLONGED JORDAN TV AND RADIO NEWSCASTS AS OF FRIDAY,
FEBRUARY 25 REPORT EXCLUSIVELY ON THE TRAGEDY IN HEBRON
AND ON LOCAL OFFICIAL AND PUBLIC REACTION AND
CONDEMNATION; INTERNATIONAL AND ARAB CONDEMNATION AND
PRESIDENT CLINTON'S REMARKS AND REMARKS BY OTHER U.S.
OFFICIALS STRONGLY CONDEMNING THE INCIDENT AND CALLING
FOR RESTRAINT ARE ALSO NOTED ON FRONT PAGES; BANNER
HEADLINES TO VARIOUS WIRE SERVICE REPORTS ARE SPLASHED
IN RED ACROSS FRONT PAGES; INSIDE PAGES ARE FULL OF
PICTURES OF THE VICTIMS AND LIST THEIR NAMES; PAID
OBITUARIES MOURN THE MARTYRS OF THE MASSACRE;
EDITORIALS AND NUMEROUS COMMENTARIES CALL FOR VENGEANCE,
DISARMING OF SETTLERS, DISMANTLEMENT OF SETTLEMENTS,
INTERNATIONAL PROTECTION FOR PALESTINIANS; ONE
COMMENTARY HOLDS THE U.S. "DIRECTLY RESPONSIBLE" IN VIEW
OF BARUCH GOLDSTEIN'S DUAL CITIZENSHIP. END SUMMARY.

2. FOLLOWING IS A REPRESENTATIVE SAMPLE OF THE MOST STRIKING HEADLINES:

AL-RA'Y:

FEBRUARY 26: "NEW ZIONIST MASSACRE IN THE HOLY IBRAHIMI MOSQUE DURING FRIDAY DAWN PRAYERS; 69 MARTYRED, HUNDREDS INJURED; DEMONSTRATIONS OF RAGE THROUGHOUT PALESTINE, 12 MORE MARTYRS AND 150 WOUNDED IN CONFRONTATIONS CONDEMNING THE MASSACRE; OCCUPATION FORCES SEAL OFF GAZA AND THE WEST BANK; A GANG OF SETTLERS PERPETRATED THE CRIME, NOT A LUNATIC AS ISRAEL CLAIMS; UPON KING'S INSTRUCTIONS, CABINET HOLDS EXTRAORDINARY SESSION, PROCLAIMS 3-DAY MOURNING PERIOD AND 2-HOUR WORK STOPPAGE TODAY; POLITICAL GROUPINGS, TRADE UNIONS, YOUTH GROUPS AND WOMEN GROUPS DENOUNCE ISRAELI CRIME IN IBRAHIMI MOSQUE, CALL FOR VENGEANCE; PLO CALLS FOR URGENT UNSC MEETING; ARAB LEAGUE SAYS THE MASSACRE THREATENS THE PEACE PROCESS AND ISRAEL IS TOTALLY RESPONSIBLE; CAIRO'S AL-AZHAR: THE JEWS CANNOT BE TRUSTED; CLINTON: ARAFAT AND RABIN RESPONDED TO REQUEST TO CONVENE CONTINUOUSLY SOON."

FEBRUARY 27: "ANGER AND AGE PERVADE OCCUPIED PALESTINE; 4 MARTYRS, SCORES OF WOUNDED, 90 ARABS DETAINED IN JAFFA AND NAZARETH; ISRAEL REFUSES DISARMING OF SETTLERS AND INTERNATIONAL PROTECTION; ISRAEL EXPECTS RESUMPTION OF TALKS ON WEDNESDAY; UPPER AND LOWER HOUSES OF PARLIAMENT CONDEMN THE MASSACRE; LOWER HOUSE OF PARLIAMENT REJECTS PROPOSAL CALLING ON THE GOVERNMENT TO WITHDRAW FROM THE PEACE NEGOTIATIONS; KING HUSSEIN: WE SHOULD DEAL WITH THE EVENT WITH REASON AND LOGIC AND RALLYING OF RANKS; I RENEW THE CALL FOR AN ARAB SUMMIT MEETING."

AL-DUSTUR:

FEBRUARY 26: "BLOODY FRIDAY; HUNDREDS OF FRIDAY WORSHIPPERS FALL UNDER FIRE OF SETTLERS; WAVE OF WITH AND AGE IN THE WEST BANK AND GAZA; SCORES MORE KILLED OR WOUNDED IN CONFRONTATIONS WITH OCCUPATION SOLDIERS; INTERIOR MINISTRY CALLS ON PUBLIC TO SHOW RESTRAINT, BRITISH TOURIST STABBED IN DOWNTOWN AMMAN; THE IBRAHIMI MOSQUE MASSACRE IS A NEW LINK IN THE CHAIN OF THE ZIONIST CRIMINAL RECORD; POLITICAL GROUPS AND PARTIES EXPRESS RAGE, CALL FOR AN IMMEDIATE ARAB AND ISLAMIC SUMMIT, CALL FOR AVENGING THE BLOOD OF THE MARTYRS, RETURN TO ARMED STRUGGLE AND WITHDRAWAL FROM NEGOTIATIONS; TREACHERY AND CRIME ARE JEWISH TRAITS, COEXI

STENCE WITH JEWS IS IMPOSSIBLE."

FEBRUARY 27: "KING HUSSEIN: LET OUR REACTION BE RESPONSIBLE AND CALCULATED; ARAFAT: WE WILL RESUME NEGOTIATIONS UNDER CERTAIN CONDITIONS; ISRAEL REFUSES TO DISARM SETTLERS; ISRAELI PRESIDENT: THE MASSACRE IN HEBRON IS THE WORST EVENT IN THE HISTORY OF ZIONISM."

UNCLAS SECTION 02 OF 03 AMMAN 002320

USIA

FOR P/M, P/PM, P/P, P/FW, P/FN, B/BXN, B/BAN, NEA
STATE FOR NEA/ARN, NEA/PA, NEA/AIA, INR/NESA
WHITEHOUSE FOR DAVID SATTERFIELD, USCINCCENT//CCPA,
USCENTCOM REAR MACDILL AFB FL
E.O.12356:N/A

SUBJECT: JORDAN MEDIA TREATMENT OF FEBRUARY 25 MASSACRE
AT IBRAHIMI MOSQUE IN HEBRON, FEBRUARY 26-27, 1994

SAWT AL-SHA'B:

FEBRUARY 26: "ZIONISTS PERPETRATE THE SLAUGHTER OF THE
AGE; ZIONIST SETTLERS ATTACK KNEELING WORSHIPPERS AT
DAWN PRAYERS; KING HUSSEIN ;CONDEMNS BARBARIC ZIONIST
MASSACRE; PM MAJALI CALLS THE MASSACRE UNPRECEDENTED IN
HISTORY; THE CRIMINAL WHO PERPETRATED THE MASSACRE
BEATEN TO DEATH BY WORSHIPPERS."

FEBRUARY 27: "STRONG ARAB AND INTERNATIONAL REACTION TO
THE MASSACRE OF THE AGE; UNSC POSTPONES RESOLUTION ON
THE IBRAHIMI MOSQUE MASSACRE; ARABS WANT ISSUANCE OF
RESOLUTION, WASHINGTON WANTS CONDEMNATION STATEMENT
ONLY."

JORDAN TIMES:

FEBRUARY 26: "MASSACRE AT HEBRON MOSQUE; CLINTON
SUMMONS ISRAEL, PLO TO NON-STOP TALKS; ARAFAT BRUSHES
ASIDE RABIN APOLOGY, SAYS MASSACRE WILL BACKFIRE ON
PEACE; MASSACRE GLOBALLY CONDEMNED; JORDAN DEMANDS
SETTLEMENTS BE DISMANTLED;."

FEBRUARY 27: "MASSACRE CASTS GLOOM OVER MIDEAST;
PROTESTS AND DEMAND FOR WORLD ACTION HEARD FROM ARAB
CAPITALS; KING HUSSEIN: JORDAN SHARES GRIEF, REMAINS
STEADFAST IN SUPPORT; AMMAN PROTESTERS PLEDGE
RETRIBUTION; PLO: NO U.S. TALKS UNLESS DEMANDS MET;
QADDOUMI CALLS FOR INTERNATIONAL PROTECTION FOR
PALESTINIANS, DISMANTLING OF SETTLEMENTS; DEPUTIES
CONDEMN ISRAEL, URGE ARAB-ISLAMIC ACTION."

3. BLOCK QUOTES FROM EDITORIALS AND COMMENTARIES ON THE
MASSACRE IN HEBRON:

FEBRUARY 26:

-- AL-RA'Y: "AN EYE FOR AN EYE AND A TOOTH FOR A TOOTH!
NOTHING BUT VENGEANCE WILL EVER QUENCH OUR THIRST OR
HEAL OUR WOUNDS.... THOSE WHO ARE ASKING THE
PALESTINIANS AND ARABS TO SHOW RESTRAINT ARE ASKING THEM
FOR THE LAST DROP OF THEIR BLOOD.... THESE RIVERS OF
BLOOD MAKE THE ARABS AND MUSLIMS THE TARGETS OF THE JEWS
AND MAKE THE JEWS THE TARGETS OF THE ARABS AND MUSLIMS
TILL KINGDOM COME."

-- AL-DUSTUR: "WE ARE LOST FOR WORDS IN DESCRIBING THE
HORRENDOUS MASSACRE PERPETRATED BY THE SPITEFUL AND
CRIMINAL ZIONIST HANDS.... HOW CAN ONE BELIEVE THAT
THERE COULD BE PEACE AND COEXISTENCE AFTER WHAT
HAPPENED....? MISTAKEN IS WHOEVER THINKS THAT THERE CAN
BE PEACE, STABILITY AND SECURITY SO LONG AS ONE STONE OF
ONE ZIONIST SETTLEMENT STAYS ON ARAB LAND AND SO LONG AS
ONE SINGLE SOLDIER STAYS IN THE OCCUPIED ARAB LAND....
THE MASSACRES AND KILLING WILL CONTINUE ... AND WILL
TURN THE CONFLICT INTO A RELIGIOUS WAR THAT WILL BURN
THE LAND AND EVERYTHING ON IT."

-- SAWT AL-SHA'B: "THE HEINOUS CRIME COULD NOT HAVE
BEEN PERPETRATED EXCEPT AT THE BEHEST OR, AT LEAST, THE
KNOWLEDGE OF THE RABIN GOVERNMENT.... THIS UGLY
MASSACRE SHOULD NOT GO UNPUNISHED.... THE PALESTINIAN
AND OTHER ARAB LEADERS AND PEOPLES SHOULD RECONSIDER THE
ENTIRE PEACE PROCESS.... IT HAS BEEN PROVEN BEYOND ANY
DOUBT THAT THERE CAN BE NO COEXISTENCE BETWEEN ARABS AND
JEWS SO LONG AS JEWISH SETTLEMENTS ARE PLANTED IN THE

HEARTS OF GAZA AND THE WEST BANK, AND THERE CAN BE NO REAL PEACE AND STABILITY IN THE REGION WITHOUT A TOTAL, IMMEDIATE AND UNCONDITIONAL ISRAELI WITHDRAWAL FROM ALL THE OCCUPIED PALESTINIAN AND ARAB LANDS."

-- JORDAN TIMES: "MERE CONDEMNATION OF THE UGLY CRIME WILL NOT DO. THE INTERNATIONAL COMMUNITY HAS TO SHOW RESOLVE AND VISION. BUT FIRST IT HAS TO AGREE ON THE FOLLY OF KEEPING JEWISH SETTLERS IN THE MIDST OF THE ARAB COMMUNITIES IN THE OCCUPIED TERRITORIES.... WHILE A HALT TO ARAB-ISRAELI NEGOTIATIONS SHOULD NOT BE BROUGHT ABOUT BY ANY VIOLENT ACT, ... THE ISRAELI GOVERNMENT IS DUTY-BOUND TO TAKE A NUMBER OF IMMEDIATE MEASURES TO HELP HEAL THE DEEP WOUNDS.... THE LABOR-LED GOVERNMENT UNCLAS SECTION 03 OF 03 AMMAN 002320

USIA

FOR P/M, P/PM, P/P, P/FW, P/FN, B/BXN, B/BAN, NEA
STATE FOR NEA/ARN, NEA/PA, NEA/AIA, INR/NESA
WHITEHOUSE FOR DAVID SATTERFIELD, USCINCCENT//CCPA,
USCENTCOM REAR MACDILL AFB FL
E.O.12356:N/A

SUBJECT: JORDAN MEDIA TREATMENT OF FEBRUARY 25 MASSACRE AT IBRAHIMI MOSQUE IN HEBRON, FEBRUARY 26-27, 1994
OF YITZHAK RABIN HAS TO OUTLAW EXTREMIST GROUPS AMONG THE SETTLERS AND HAS TO BEGIN TODAY THE PROCESS OF DISARMING THEM.... EVERYTHING NOW DEPENDS ON THE WAY ISRAEL HANDLES THE AFTERMATH OF THE GROSS AND TERRORIST ACT

AT HARAM AL-IBRAHIMI. THE INTERNATIONAL COMMUNITY CAN HELP HEAL THE WOUNDS, BUT ONLY IF IT BRINGS PRESSURE TO BEAR ON THE ISRAELIS TO DO WHAT IS RIGHT."

FEBRUARY 27

-- ARABIC LANGUAGE EDITORIALS: ALL EDITORIALS PUBLISHED IN ARABIC DAILIES TODAY FEBRUARY 27 FOCUS ON KING HUSSEIN'S VISIT TO THE KHALIL AL-RUHMAN/HEBRON SOCIETY IN AMMAN TO OFFER CONDOLENCES AND EXPRESS SOLIDARITY WITH THE "SUFFERING OF OUR KIN AND THE MEMBERS OF THE ONE JORDANIAN FAMILY."

-- JORDAN TIMES EDITORIAL: "IT IS HIGH TIME TO ADDRESS THE CORE PROBLEM.... THERE IS NO DOUBT THAT ISRAEL'S SETTLEMENT PROGRAM THAT PLANTED THOUSANDS OF JEWISH ZEALOTS IN THE MIDDLE OF PALESTINIAN COMMUNITIES IS THE ROOT CAUSE OF THE UGLY SCENE THAT THE WORLD SAW WITH HORROR AND INDIGNATION OVER THE PAST TWO DAYS.... IT IS ALSO A FACT THAT WASHINGTON AND ITS ALLIES WHICH HAVE RHETORICALLY DEPLORED THIS ISRAELI THREAT TO PEACE HAVE PAID ONLY LIP SERVICE SO FAR TO ADDRESSING THE PROBLEM AT ITS ROOTS. THE U.S. REACTED ONLY TIMIDLY IN RECENT WEEKS TO THE NEWS THAT THE ISRAELI GOVERNMENT WAS EFFECTIVELY CONTINUING IN THE FOOTSTEPS OF THE LIKUD IN ITS SETTLEMENT PROGRAM. INSTEAD OF CUTTING DEEPLY INTO ITS OVER 3 BILLION DOLLAR AID PACKAGE TO ISRAEL, THE CLINTON ADMINISTRATION WAS CONTENT WITH REDUCING THE AMOUNT OF LOAN GUARANTEES THAT PRESIDENT BUSH GAVE TO THE ISRAELIS TO ABSORB NEW JEWISH IMMIGRANTS."

-- COMMENTARY: A COMMENTARY ON THE INTERNATIONAL NEWS PAGE OF AL-RA'Y FEBRUARY 27 ARGUES THAT THE U.S. IS "DIRECTLY" RESPONSIBLE FOR THE MASSACRE IN HEBRON: "WASHINGTON IS DIRECTLY RESPONSIBLE FOR THE MASSACRE OF

BLACK FRIDAY. IT IS RESPONSIBLE NOT ONLY IN VIEW OF ITS STRATEGIC ALLIANCE WITH THE ZIONIST ENTITY AND NOT ONLY IN VIEW OF ITS ROLE IN TRANSFORMING THE GANGS OF ZIONIST TERRORISM INTO A MODERN ARMY AND A STATE ... BUT ALSO IN VIEW OF THE DUAL AMERICAN/ISRAELI CITIZENSHIP OF THE CRIMINAL.... THIS MURDERER AND HIS ILK ARE MEMBERS OF LEGAL AMERICAN ORGANIZATIONS. THEY ARE FINANCED WITH AMERICAN DOLLARS, ARMED WITH AMERICAN WEAPONS AND TRAINED ON AMERICAN SOIL.... MEIR KAHANE AND THE KACH MOVEMENT ARE ONLY THE TIP OF THE ICEBERG. IS IT NOT ODD THAT ISRAEL IS ACTUALLY THINKING OF OUTLAWING THE KACH MOVEMENT WHILE WASHINGTON IS NOT THINKING ALONG THE SAME LINE? WASHINGTON'S DIRECT RESPONSIBILITY MAKES IT INCUMBENT ON THE U.S. ADMINISTRATION TO OUTLAW ALL JEWISH FUNDAMENTALIST MOVEMENTS OF DUAL CITIZENSHIP. THEY SHOULD BE CONSIDERED TERRORIST MOVEMENTS TO BE PERSECUTED BY THE FBI ON AMERICAN SOIL AND BY THE CIA ABROAD. THE AMERICAN CITIZENSHIP SHOULD BE WITHDRAWN FROM ALL MEMBERS OF SUCH TERRORIST ORGANIZATIONS AND MOVEMENTS." KOVACH

BT

#2320

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SECT: SECTION: 01 OF 03
<^SECT>SECTION: 02 OF 03
<^SECT>SECTION: 03 OF 03

SSN: 2320
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DIST: SIT: SATT VAX

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Withdrawal/Redaction Marker

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DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
021. cable	Re: [Hebron Massacre] (6 pages)	02/27/1994	P1/b(1)

COLLECTION:

Clinton Presidential Records
NSC Cables
Jan 1993 - Dec 1994 ([Jordan])
OA/Box Number: 505000

FOLDER TITLE:

[02/16/1994 - 02/28/1994]

2008-0732-F

ke1816

RESTRICTION CODES

Presidential Records Act - [44 U.S.C. 2204(a)]

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

- P1 National Security Classified Information [(a)(1) of the PRA]
- P2 Relating to the appointment to Federal office [(a)(2) of the PRA]
- P3 Release would violate a Federal statute [(a)(3) of the PRA]
- P4 Release would disclose trade secrets or confidential commercial or financial information [(a)(4) of the PRA]
- P5 Release would disclose confidential advice between the President and his advisors, or between such advisors [(a)(5) of the PRA]
- P6 Release would constitute a clearly unwarranted invasion of personal privacy [(a)(6) of the PRA]

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

PRM. Personal record misfile defined in accordance with 44 U.S.C. 2201(3).

RR. Document will be reviewed upon request.

- 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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- b(7) Release would disclose information compiled for law enforcement purposes [(b)(7) of the FOIA]
- 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]

Cable

PREC: ROUTINE
CLASS: UNCLASSIFIED
LINE1: RAAUZYUW RUEHAMA2349 0590856-UUUU--RHEHAAX.
LINE2: ZNR UUUUU ZZH
LINE3: R 280856Z FEB 94
LINE4: FM AMEMBASSY AMMAN
OSRI: RUEHAM
DTG: 280856Z FEB 94
ORIG: AMEMBASSY AMMAN
TO: RUEHDC/USDOC WASHDC
RUCPCIM/CIMS NTDB WASHDC
INFO: RUEHC/SECSTATE WASHDC 2084
SUBJ: INTERNATIONAL MARKET INSIGHT - AN OVERVIEW
OF JORDAN'S AGRICULTURE AND HORTICULTURE SECTOR
TEXT:
UNCLAS SECTION 01 OF 02 AMMAN 002349
USDOC FOR 4520/REP/ANESA/ONE/TSAMS AND PTHANOS
3131/USFCS/OIO/RD/ANESA/CKESTENBAUM
3310/USFCS/EPS/HWETZELL/MAHONEY
6020/ITA/OPEC/IEPD/TIC/LREIDERS/
TCOX/DBOWINE
E.O. 12356: N/A
TAGS: KTDB, ETRD, JO
SUBJECT: INTERNATIONAL MARKET INSIGHT - AN OVERVIEW
OF JORDAN'S AGRICULTURE AND HORTICULTURE SECTOR
1. THE AGRICULTURAL AND HORTICULTURE SECTOR IS ONE
OF THE PILLARS OF JORDAN'S ECONOMY. WHILE
HORTICULTURAL PRODUCTS AND FERTILIZERS MAKE UP THE
LARGEST PERCENTAGES OF TOTAL PRODUCTION IN THE
SECTOR, POULTRY, ANIMAL FEED, AGRICULTURAL EQUIPMENT
AND AGRICULTURAL CHEMICALS ARE BECOMING INCREASINGLY
IMPORTANT.
2. WHILE SOCIAL FACTORS CONTRIBUTE TO THE
IMPORTANCE OF THE SECTOR, THE ROLE AGRICULTURE PLAYS
IN JORDAN'S ECONOMY HAS GIVEN IT EVEN MORE MOMENTUM.
IT HAS A POSITIVE IMPACT ON JORDAN'S INTERNATIONAL
TRADE. IN 1992, TOTAL EXPORTS FOR THE SECTOR
TOTALLED USD 208.5 MILLION, WHICH IS 23 PERCENT OF
THE TOTAL COUNTRY EXPORT RETURN.
3. JORDANIAN PRODUCTS ARE BECOMING INCREASINGLY
ATTRACTIVE IN INTERNATIONAL MARKETS. THIS IS DUE TO
A COMBINATION OF FACTORS, INCLUDING FAVORABLE
EXCHANGE RATES AND EXCELLENT TRANSPORTATION SYSTEMS
AND WAREHOUSING FACILITIES.
4. HORTICULTURE, WHICH COMPRISES 35 PERCENT OF
PRODUCTION AND EXPORTS IN THIS SECTOR, INCLUDES
VEGETABLES, FRUITS, ROOTS, BULBS, LIVE TREES AND
FLOWERS. EXPORTS OF FRESH PRODUCE ARE SECOND ONLY
TO FERTILIZERS. IN 1992, THE VALUE OF EXPORTS OF
FRESH PRODUCE WAS USD 72.5 MILLION, REPRESENTING 35
PERCENT OF EXPORTS IN THIS SECTOR. TRADITIONAL

MARKETS INCLUDE THE MIDDLE EAST AND, ON A SMALLER SCALE, THE UNITED STATES AND CANADA. JORDANIAN GROWERS AND EXPORTERS HAVE RECENTLY EMPLOYED A SERIOUS CAMPAIGN TO PENETRATE EUROPEAN MARKETS. THIS HAS BEEN FACILITATED BY TRADE AGREEMENTS WHICH HAVE BEEN CONCLUDED WITH THE EUROPEAN COMMUNITY TO PROVIDE EASIER ACCESS TO THEIR MARKETS DURING THE WINTER SEASON.

5. THE FERTILIZER INDUSTRY HAS ALSO SHOWN SIGNIFICANT GROWTH DURING THE PAST FIVE YEARS. THE INDUSTRY PROVIDES THE LOCAL MARKET WITH QUALITY GOODS, MEETING DOMESTIC DEMAND REQUIREMENTS AND PROVIDING EXPORT RETURNS TO THE COUNTRY. IN THE PAST FIVE YEARS, FERTILIZER EXPORTS RANGED BETWEEN 50-70 PERCENT OF TOTAL EXPORTS WITHIN THIS SECTOR. DURING 1992, THE EXPORT VALUE OF FERTILIZERS TOTALED USD 105 MILLION. IT IS ANTICIPATED THAT THIS GROWTH TREND WILL CONTINUE DUE TO CONSTANT IMPROVEMENTS AND UPGRADING OF THE MANUFACTURING FACILITIES AND PRODUCTION AND TRADE AGREEMENTS WITH DIFFERENT COUNTRIES.

6. POULTRY AND ANIMAL FEED INDUSTRIES HAVE ALSO GAINED SIGNIFICANT IMPORTANCE DURING PAST YEARS. BETWEEN 1988 AND 1992, EXPORTS OF LIVESTOCK AND ANIMAL FEED INCREASED BY 2624 PERCENT AND 335 PERCENT RESPECTIVELY.

7. INDIRECTLY RELATED TO AGRICULTURE ARE THE PRODUCTION OF AGRICULTURAL CHEMICALS AND EQUIPMENT. THE LATTER MOSTLY CONSTITUTES IRRIGATION SYSTEMS, PLASTIC PIPES, HEATING SYSTEMS, GREENHOUSES, AND PACKAGING MATERIALS. THIS PRODUCTION IS EXTREMELY VITAL AND ACTIVE, ESPECIALLY IN INTERNATIONAL MARKETS OF WHICH THE MIDDLE EAST, AFRICA AND EASTERN EUROPE HAVE BEEN EXTENSIVELY COVERED.

8. EXPORT MARKETS MAINLY INCLUDE THE MIDDLE EAST, AFRICA AND EUROPE, AND, TO A SMALLER DEGREE, CANADA, THE UNITED STATES AND THE FAR EAST. EXPORTERS PLAN TO EXPAND THEIR OPERATIONS IN THESE MARKETS AND ENTER NEW ONES, SUCH AS AUSTRALIA.

9. THE 1992 BREAKDOWN OF EXPORTS IN THIS SECTOR ARE AS FOLLOWS: HORTICULTURE (35 PERCENT); FERTILIZERS (50 PERCENT); LIVESTOCK (11 PERCENT); AND ANIMAL FEED (4 PERCENT).

10. JORDANIAN IMPORTS OF FOOD AND LIVE ANIMALS TOTALED USD 603 MILLION IN 1992 AND USD 407 MILLION FROM JANUARY-SEPTEMBER 1993. IMPORTS OF VEGETABLE OILS AND FATS TOTALED USD 55 MILLION IN 1992 AND USD 35 MILLION BETWEEN JANUARY AND SEPTEMBER 1993.

11. THIS SECTOR HAS GROWN 27 PERCENT BETWEEN 1992 AND 1993, AND IMPORTS ARE EXPECTED TO INCREASE BY 16

UNCLAS SECTION 02 OF 02 AMMAN 002349

USDOC FOR 4520/REP/ANESA/ONE/TSAMS AND PTHANOS
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6020/ITA/OPEC/IEPD/TIC/LREIDERS/
TCOX/DBOWINE

E.O. 12356: N/A

TAGS: KTDB, ETRD, JO

SUBJECT: INTERNATIONAL MARKET INSIGHT - AN OVERVIEW
OF JORDAN'S AGRICULTURE AND HORTICULTURE SECTOR
PERCENT IN 1994 AND 21 PERCENT IN 1995. HOWEVER,
THIS INCREASE WILL DEPEND LARGELY UPON A PEACE
SETTLEMENT IN THE REGION.

12. JORDAN IMPORTS CEREAL PRODUCTS, GRAINS,
AGRICULTURAL SEEDS, AND FARMING EQUIPMENT AND
MACHINERY. THE AGRICULTURAL SECTOR HAS SUFFERED A
DEFICIT IN SUPPLY AND DEMAND DURING RECENT YEARS.
AS JORDAN IMPLEMENTS REFORMS IN THIS SECTOR,
PRIVATIZES DOMESTIC DISTRIBUTION AND PERMITS THE
PRIVATE SECTOR TO IMPORT REQUIREMENTS ON THE OPEN
MARKET, IMPORTS IN THIS SECTOR ARE EXPECTED TO GROW
AT HIGHER RATES IN COMPARISON WITH THE OTHER
COUNTRIES IN THE REGION.

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#2349

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SECT: SECTION: 01 OF 02
<^SECT>SECTION: 02 OF 02

SSN: 2349
<^SSN>2349

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DIST:
SIT: VAX
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Cable

PREC: ROUTINE
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LINE2: ZNR UUUUU ZZH
LINE3: R 281427Z FEB 94
LINE4: FM AMEMBASSY AMMAN
OSRI: RUEHAM
DTG: 281427Z FEB 94
ORIG: AMEMBASSY AMMAN
TO: RUCPCIM/CIMS NTDB WASHDC
RUEHDC/USDOC WASHDC
INFO: RUEHC/SECSTATE WASHDC 2112
SUBJ: INTERNATIONAL MARKET INSIGHT - AN OVERVIEW
OF JORDAN'S INDUSTRIAL AND COMMERCIAL SECTOR
TEXT:
UNCLAS SECTION 01 OF 02 AMMAN 002403
USDOC FOR 4520/IEP/ANESA/ONE/TSAMS AND PTHANOS
3131/USFCS/OIO/RD/ANESA/CKESTENBAUM
3310/USFCS/EPS/HWETZELL/MAHONEY
6020/ITA/OPEC/IEPD/TIC/LREIDERS/
TCOX/DBOWINE
E.O. 12356: N/A
TAGS: KTDB, ETRD, JO
SUBJECT: INTERNATIONAL MARKET INSIGHT - AN OVERVIEW
OF JORDAN'S INDUSTRIAL AND COMMERCIAL SECTOR
1. THE INDUSTRIAL AND COMMERCIAL SECTOR IS
COMPRISED OF SMALL TO MEDIUM SCALE INDUSTRIES THAT
HAVE GREAT POTENTIAL FOR EXPANSION. THE PRIVATE
SECTOR IS DYNAMIC AND QUICK TO RESPOND TO MARKET
NEEDS AND OPPORTUNITIES.
2. THE SCALE OF THE INDUSTRIAL SECTOR AND JORDAN'S
LIMITED DOMESTIC MARKET HAVE MOTIVATED THE NUMEROUS
OPERATORS WITHIN THIS FIELD TO EXPAND THEIR SALES
BASE AND PENETRATE INTERNATIONAL MARKETS, ENABLING
THEM TO SUSTAIN A STEADY GROWTH.
3. THE LARGEST FIELD WITHIN THIS SECTOR IS THE
PRODUCTION OF BUILDING MATERIALS. IN 1992, CAPITAL
INVESTMENT INCREASED 20 PERCENT OVER THE PREVIOUS
YEAR TO USD 7.3 MILLION. COMPANIES IN THIS SECTOR
PRODUCE HIGH QUALITY MATERIALS THAT ENABLE THEM TO
PENETRATE INTERNATIONAL MARKETS. EXPORT RECEIPTS OF
BUILDING MATERIALS INCREASED SHARPLY IN THE PAST
FIVE YEARS. IN 1992 EXPORT REVENUES TOTALED USD
41.4 MILLION.
4. THE SECOND LARGEST FIELD WITHIN THIS SECTOR IS
THE ENGINEERING INDUSTRY WHICH INCLUDES THE
PRODUCTION OF ELECTRICAL, METAL, PLASTIC AND
AUTOMOTIVE PRODUCTS AS WELL AS MACHINES AND HAND
TOOLS. THE ENGINEERING FIELD AND ITS VARIOUS
COMPONENTS HAVE SHOWN A STEADY INCREASE IN EXPORTS
THAT TOTALED USD 32 MILLION IN 1992.

5. THE COMMERCIAL FURNITURE INDUSTRY ALSO WITNESSED AN INCREASE IN GROWTH IN 1992, BOTH IN TERMS OF INVESTMENT AND EXPORTS. THE FURNITURE INDUSTRY IS DOING WELL BY TARGETING SCHOOLS AND OFFICES IN BOTH LOCAL AND INTERNATIONAL MARKETS.

6. FINALLY, THE PAPER AND PACKAGING INDUSTRY HAS BEEN GAINING MOMENTUM. IN 1992, TOTAL CAPITAL INVESTED IN THIS INDUSTRY TOTALED USD 12 MILLION, AN INCREASE OF 38 PERCENT OVER 1991 FIGURES. EXPORT REVENUES TOTALED USD 3.4 MILLION IN 1992.

7. A BREAKDOWN BY SEGMENT OF 1992 INDUSTRIAL SECTOR EXPORTS IS AS FOLLOWS: ELECTRICAL PRODUCTS AND COMPONENTS (4.99 PERCENT); METAL PRODUCTS AND COMPONENTS (16.71 PERCENT); MACHINE AND HAND TOOLS (1.66 PERCENT); PLASTIC PRODUCTS AND COMPONENTS (16.07 PERCENT); BUILDING MATERIALS (53.03 PERCENT); AUTOMOTIVE PRODUCTS (1.69 PERCENT); PAPER AND PACKAGING (4.33 PERCENT); AND OFFICE EQUIPMENT AND STATIONERY (1.25 PERCENT).

8. THE CAPITAL FORMATION OF JORDAN'S INDUSTRIAL AND COMMERCIAL SECTOR IS ESTIMATED AT APPROXIMATELY USD 7 BILLION. UNTIL 1987, APPROXIMATELY USD 2.6 BILLION WAS CONSIDERED TO BE PRODUCTIVE. THIS VALUE DROPPED AFTER THE DEVALUATION OF THE DINAR IN 1988, TO APPROXIMATELY USD 1.7 BILLION, RETURNING TO USD 2.4 BILLION AFTER THE GULF CRISIS.

9. ALTHOUGH THERE HAS BEEN A DECREASE IN PRODUCTIVITY, JORDANIAN RETURNEES ADDED AN ADDITIONAL USD 2.1 BILLION INTO THE GNP. DUE TO THE DECREASE IN THE DINAR'S EXCHANGE RATE AGAINST THE U.S. DOLLAR SINCE 1989, AND AN APPROXIMATE 15 PERCENT INCREASE IN THE RETAIL INFLATION RATE, THE RECENT INCREASE IN PRODUCTIVITY CONTRIBUTED MODESTLY TO THE GDP.

10. THE CAPITAL FORMATION IN THE INDUSTRIAL AND COMMERCIAL SECTOR DID BENEFIT FROM A NET INCREASE OF USD 1.8 BILLION. IT IS WORTH NOTING THAT THE RATE OF EROSION IN JORDAN'S CAPITAL FORMATION IS SEVERE AND DROPS BY A FACTOR OF USD 250 MILLION EACH YEAR. THIS ANNUAL DECREASE IS RESPONSIBLE FOR A 1.3 PERCENT DROP IN THE GROWTH OF JORDAN'S GDP.

11. DESPITE THE ABOVE ECONOMIC ANALYSIS, THE PURCHASING POWER IN THIS SECTOR INCREASES EACH YEAR. ANY INCREASE IN IMPORTS TRANSLATES TO AN ADDITIONAL INCREASE IN THE SECTOR'S CONTRIBUTION TO THE GSP. THIS APPLIES TO THE FOLLOWING ECONOMIC ACTIVITIES:

MINING AND QUARRYING, CONVERTING INDUSTRIES, ELECTRICITY AND WATER, CONSTRUCTION, WHOLESALE AND RETAIL TRADE, RESTAURANT AND HOTELS, TRANSPORT AND COMMUNICATIONS, STORAGE AND WAREHOUSING, FINANCIAL, UNCLAS SECTION 02 OF 02 AMMAN 002403

USDOC FOR 4520/IEP/ANESA/ONE/TSAMS AND PTHANOS
3131/USFCS/OIO/RD/ANESA/CKESTENBAUM
3310/USFCS/EPH/HWETZELL/MAHONEY
6020/ITA/OPEC/IEPD/TIC/LREIDERS/
TCOX/DBOWINE

E.O. 12356: N/A

TAGS: KTDB, ETRD, JO

SUBJECT: INTERNATIONAL MARKET INSIGHT - AN OVERVIEW
OF JORDAN'S INDUSTRIAL AND COMMERCIAL SECTOR
AND BANKING, INSURANCE AND REAL ESTATE. PRODUCERS
OF GOVERNMENT SERVICES SHOULD BE CONSIDERED IN THE
ABOVE ACTIVITIES.

12. IMPORTS IN THIS SECTOR ARE ESTIMATED TO GROW BY
16 PERCENT IN 1994 AND 12 PERCENT IN 1995. THESE
ESTIMATES TRANSLATE INTO AN ADDITIONAL USD 680
MILLION IN IMPORTS. THIS LATTER FIGURE WOULD BE
OFFSET BY A FACTOR OF 25 PERCENT OF TOTAL NATIONAL
EXPORTS, BRINGING DOWN THE IMPORT VALUE TO
APPROXIMATELY USD 400 MILLION. ANY INCREASE IN U.S.
EXPORTS TO JORDAN SHOULD BE ABLE TO CAPITALIZE ON
THIS ADDITIONAL PURCHASING POWER. CUSTOMARILY, THE
U.S. DOES NOT BENEFIT FROM THIS INCREASE IN
PURCHASING POWER; HOWEVER, OPPORTUNITIES EXIST FOR
U.S. GOODS AND SERVICES TO COMPETE IN THIS EXPORT
MARKET.

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#2403

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SECT: SECTION: 01 OF 02

<^SECT>SECTION: 02 OF 02

SSN: 2403

<^SSN>2403

TOR: 940301152030 M0909351

<^TOR>940301152031 M0909352

DIST:

SIT: VAX

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DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
022. cable	Re: [Arab-Israeli Talks] (2 pages)	02/28/1994	P1/b(1)

COLLECTION:

Clinton Presidential Records
NSC Cables
Jan 1993 - Dec 1994 ([Jordan])
OA/Box Number: 505000

FOLDER TITLE:

[02/16/1994 - 02/28/1994]

2008-0732-F
ke1816

RESTRICTION CODES

Presidential Records Act - [44 U.S.C. 2204(a)]

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- P2 Relating to the appointment to Federal office [(a)(2) of the PRA]
- P3 Release would violate a Federal statute [(a)(3) of the PRA]
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RR. Document will be reviewed upon request.

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DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
023. cable	Re: [Refugee Camps] (2 pages)	02/28/1994	P1/b(1)

COLLECTION:

Clinton Presidential Records
NSC Cables
Jan 1993 - Dec 1994 ([Jordan])
OA/Box Number: 505000

FOLDER TITLE:

[02/16/1994 - 02/28/1994]

2008-0732-F

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RESTRICTION CODES

Presidential Records Act - [44 U.S.C. 2204(a)]

- P1 National Security Classified Information [(a)(1) of the PRA]
- P2 Relating to the appointment to Federal office [(a)(2) of the PRA]
- P3 Release would violate a Federal statute [(a)(3) of the PRA]
- P4 Release would disclose trade secrets or confidential commercial or financial information [(a)(4) of the PRA]
- P5 Release would disclose confidential advice between the President and his advisors, or between such advisors [(a)(5) of the PRA]
- P6 Release would constitute a clearly unwarranted invasion of personal privacy [(a)(6) of the PRA]

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

PRM. Personal record misfile defined in accordance with 44 U.S.C. 2201(3).

RR. Document will be reviewed upon request.

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]
- b(3) Release would violate a Federal statute [(b)(3) of the FOIA]
- b(4) Release would disclose trade secrets or confidential or financial information [(b)(4) of the FOIA]
- b(6) Release would constitute a clearly unwarranted invasion of personal privacy [(b)(6) of the FOIA]
- b(7) Release would disclose information compiled for law enforcement purposes [(b)(7) of the FOIA]
- 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]