

DISPATCH

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ORIGINATOR'S REQUEST FOR HQS. PROCESSING
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X NO INDEXING
APERTURE CARD REQUESTED

Chief, European Division
INFO. Chief, Soviet East European Division;

FROM *Chief, EA Division*

SUBJECT **CKLEG CATOMIC - The CAMETRIC Technique**

SEARCHED	INDEXED
SERIALIZED	FILED
JUL 10 1975	
FBI - WASHINGTON	
EG/1000	

ACTION REQUIRED - REFERENCES

Action Required: None. For your information.

INTRODUCTION, AND PURPOSE OF TECHNIQUE:

1. The purpose of this dispatch is to make a record of a technique we have been using successfully in the Bonn area and in other parts of Germany since early 1971. (Since the former cryptonym of the asset who has been most active in the use of this technique and from whom we have learned the most about it is CAMETRIC, we are calling this method of operation the CAMETRIC technique.) We hope that much of what is set out below may be of use to other BKHERALD [] and [] in Europe and perhaps elsewhere in the world. Our intention is to record a collection of our experiences, thoughts, and ideas regarding this technique so that the reader may select what may or may not be applicable for use in his own area.

2. The purpose of the technique is to obtain assessment-type information on individuals of operational interest to us, without showing the hand of LNBUZZ and without making the individuals aware that they are the subjects of any investigative interest. The technique has been used for the most part against individuals who are in contact with or have some kind of relationship with a Soviet, a Chinese, an East German, or another East European of priority operational interest. The technique has also been used to provide the basis for follow-up contact by a BKHERALD staff officer for additional assessment of the individual and a possible recruitment attempt. In some cases the technique has been used against the local incompatible target and against target individuals themselves.

(continued)

Attachments:

Herewith as stated in contents

1. Forms used

Distribution:

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CROSS REFERENCE TO	DISPATCH SYMBOL AND NUMBER	DATE
	EGXA-4509	10 July 1975
	CLASSIFICATION	HQS FILE NUMBER
	S E C R E T	32W-006-198/1 32W-006-198/1

3. The technique itself consists of having an asset play the role of someone who has a reason to make door-to-door contacts in a residential area. The asset, either a local national or someone who can pass for a local national, poses as someone who is conducting a survey with questionnaires, conducting market research, or selling something. The asset is generally in alias, for this gives additional protection to the asset and gives us greater flexibility for the follow-up, but in one case the asset was in true name. The important thing here is that the asset have a pretext for making door-to-door contacts in the area and have a pretext to make return visits to the area. In this way the asset establishes contact with the person or persons of interest, or members of their families, and tries to collect assessment-type information on them. Occasionally the asset will even be able to achieve some kind of personal relationship which can be exploited operationally, but in any case if the assessment is favorable the asset tries to establish the basis for later follow-up by a staff officer.

4. The remainder of this report is divided into the following sections: Description of Assets, The Assets Themselves, The Initial Approach, Market Research, Questionnaires, Development of the Contact, Follow-up, Assistance (Mechanisms), and Security. Unfortunately these categories are in no way mutually exclusive, so that there is a lot of overlap among them. The categories are simply an attempt to apply some kind of structure to the information which we feel is worth recording.

DESCRIPTION OF ASSETS:

5. The purpose of this section is to provide a brief description of the specific assets who have had some experience with this technique and with whom we have had experience. The technique has evolved to a large extent as a result of the characteristics and experiences of these individuals, who have been the people we have had available to work with. There are obviously many other types of individuals who could be effective, and the technique could be modified to fit their own characteristics and circumstances. Many of the comments in the following sections should make more sense if one is aware of who the people are who have had the experiences.

6. CATOMIC/84 (formerly CAMETRIC): CATOMIC/84 (C/84) has been our most active asset in the use of this technique since early 1971, and most of what we have learned has come from him and his own experiences. He is actively using this technique at the present time. He is a German male in his early sixties who has many years of experience in door-to-door selling, surveying (questionnaires), and market research.

7. CATOMIC/37: CATOMIC/37 (C/37) is a tall, attractive German female who was originally recruited because of her true-name potential as an "Avon lady" in the Bonn area, and she successfully used this technique in 1971 and 1972 until her marriage curtailed her operational potential.

8. CACHIN/119 and CACHIN/120: These are two German private detectives who are general-purpose investigative assets. In

short period in 1973 until her second pregnancy curtailed her operational potential.

11. In addition to the undersigned, the following case officers have had substantive experience in the operational use of this technique and would be in a position to contribute additional information in specific discussions in the future: []]

THE ASSETS THEMSELVES:

12. Almost everything which could apply to the handling and use of access agents in the classic sense against a recruitment target applies in the handling and use of assets with this technique. The role selected for the asset has to be an appropriate one for the asset and for the target(s). The asset should feel comfortable in the role. C/84 is very comfortable in the roles he carries out, for they are variations of things he has been doing for years as a legitimate business. Our experience with C/57, however, was that the use of this technique was too limiting a role for her in that she felt constricted by it. We quickly learned that she could be much more successful when she was permitted to design her own specific approach for each individual of interest, sometimes drawing on this technique and sometimes not. There would appear to be some correlation, all assets considered, between intellectual ability and comfort with the technique, in that the lower the intellectual ability the more satisfied and comfortable the asset seems to be with the technique, but our sample is too limited to consider this more than a hypothesis.

13. The psychological makeup of the asset is important, both in considering how the initial approach should be made and in analyzing the information which the asset reports. The assets own experiences and prejudices, particularly in the case of an older asset, tend to color the information he (or she) reports. We learned with C/84, for example, that he was usually "on the right track" as far as his characterization of people was concerned, but we found that he was often further along that same track than he should have been.

14. Our experience has been that no matter how well the asset organizes things in his own mind and reports them to us, there is still a great deal more information in the asset's mind that the asset himself is often not aware of. We have found that more extensive debriefings, after the asset has had three or four contacts with the person of operational

is made, all other things being favorable, subsequent contact generally becomes easier to arrange. People generally consider themselves to be busy, no matter whether they are in fact or not, and the asset must overcome this initial reluctance to become involved in something. The personal charm of the asset, including the liberal use of flattery as appropriate, and the offer of free products can be important factors in getting and holding the person's attention. What will titillate a person in a particular situation will often not be apparent until the asset is face-to-face with the person, and the ability to think quickly and take advantage of what the situation has to offer is important.

16. The timing of the initial contact can be important. If the person of interest is a member of a family but works during the day, it may be possible for the asset to establish contact with other family members (wife or children) during the day and eventually parlay this into contact with the person of specific interest. In the meantime in such a situation it is often possible for the asset to learn things about the person from the other family members. If the person lives by himself or if both husband and wife work, it may be necessary to make the initial contact during the evening. The evening is generally more natural but less desirable than the weekend. During the evening people are reluctant to open their doors to strangers and people are often busy with meal preparations and other activities in the evening which they do not wish to have interrupted. Weekend contact is a possibility in some cases, but the asset should then have a ready explanation for why he is working on the weekend. He can say that the particular job is a part-time one which he generally does evenings and weekends, or he can say that he is required, for statistical reasons, to do everything he can to make this particular contact.

17. People are often skeptical when they are confronted with a stranger at their front door. They have perhaps heard the periodic warnings concerning criminals, and the asset has to be ready with a plausible explanation which will overcome their concern. People are in general very protective regarding their property, their own safety, and that of their children, so that the asset should be dressed and conduct himself in such a way as to make a favorable impression and disarm the individual he wishes to contact or the family member he encounters. C/84, for example, has had success in contacting the wife first, particularly if the wife is forty or older. He flatters her and flirts with her a little and eventually "recruits" her to get her husband involved in whatever project he (C/84) is pushing. In some cases when he has not been successful with the wife, C/84 has been able to find a susceptible woman in the same stairwell or in the neighborhood whom he has then caioled

very desirable to make the initial contact in person. It is too easy for someone to say no on the telephone. In person the asset has the opportunity to get immediate visual feedback as well and react quickly if possible to save the situation. In addition, even if the person rejects the idea of future contact with the asset, some minimum information can be obtained from even a short face-to-face encounter. Something else to consider is to avoid making the initial contact during wet weather. A person will generally be more reluctant to invite the asset into the house or apartment if the asset is dripping wet from having been out in the rain or if the asset's shoes are wet. An initial attempt to contact should also generally be avoided if it appears that the person of interest is about to leave the house or apartment. Many people who would say yes at other times might be inclined to say no because they were in a hurry.

20. In general the asset has to have a certain tenacity in many cases to make the initial contact. In some cases it has been necessary for the asset to spend an entire day or two visiting the neighborhood every hour or so looking for a sign that someone is at home. The asset should also be alert for signs that the person of interest is away on a trip, in order not to waste considerable amounts of time for nothing. "Wrong number" telephone calls or contact with the neighbors can be useful in determining whether a person is at home or not. Once the initial contact is made and the asset has been tentatively accepted by the person, follow-up contacts are usually easier to arrange. Telephone calls can be used for this, or general appointments can be made at the preceding meeting.

MARKET RESEARCH:

21. "Market research" is one of the two major activities which the assets have used as a reason for making door-to-door contacts. (The other major activity is "questionnaires" which are the subject of the next section of this report.) The asset claims to be giving products away to people and asking them to answer certain questions after they have used the products for a short period of time. Some advantages of "market research" are that the asset is giving away something for nothing, which generally appeals to people, and there is a built-in reason for additional contact. We have had some limited experience with trying to sell products door-to-door, but we found this to be much less desirable and much less effective. It is too easy for someone not to be interested in what is being sold, while "market research" on the other hand has more flexibility for the products being tested can be varied as desired.

by a large WOLFE firm which is considering introducing a new product line in Germany. The new firm, which obviously prefers to be unnamed, is also testing products which are already on the German market too, in order to have a basis for comparison. Generally the asset has been successful when he has given the person just a little more of this story than the person wants to hear, in order to satisfy the person's curiosity. Our general experience has been that if the person is very loath to accept a more or less vague story, the person is unlikely ultimately to be willing to become involved in what we might have in store for them operationally.

24. After the labels have been removed from the product or obliterated in some way we have applied a sample number label to the product. This lends a certain amount of professionalism to our approach and facilitates resupply of the asset. If the person recognizes the product in spite of our attempts to camouflage it, the asset can compliment the person on his perception and ask him not to pass the word around the neighborhood. If the person says that he has seen the same product on sale in his own local neighborhood stores, the asset can explain that certain existing products are being randomly tested for "control" purposes. Although the free supply of the products is generally regarded by most people as being payment enough for their time, the asset can also provide a small payment after a small number of products have been tested. We have generally left this up to the asset in each situation, in so far as setting the size (within certain limits) and schedule of payments. We have to be careful that it not appear really strange to people, but the asset is usually the best judge of what will work best in a given situation with a given person. Attached to this report is a sample of a form we have had some assets use in connection with their market research activity.

QUESTIONNAIRES:

25. "Questionnaires" is the other major activity which our assets have used during the course of their door-to-door activities. Questionnaires have the advantage of enabling the asset to get to subjects of interest more directly, but they have to be more skillfully used in order to maintain the possibility for continued contact. In general our assets have been able to combine the use of both activities in a manner which takes advantage of the benefits both have to offer. The questionnaires get to subjects of interest and the market research provides the continuity for regular contact.

26. We have generally selected the questionnaire to fit the person we were interested in having the asset talk to. In many

The other firm needs another 500 people in their sample and the asset's firm has agreed to perform the necessary interviews if suitable subjects can be found. Flattery plays a role here also, and if properly used it can lay a good foundation for later follow-up by a staff officer who ostensibly represents the other firm. The asset explains that the person has been selected by whatever means seems to fit the circumstances. If the contact is the initial one, the asset can give a rather elaborate (providing he understands it himself) explanation of random sampling and how this particular person was selected and why he (the asset) has to interview this person or it counts against him (the asset). If there has already been a good deal of market research contact, the asset can simply ask the person to help him out in his current situation, because he needs answers from a certain number of people. Another gimmick which can be built in here is the notion that someone from the other firm may randomly check up on the subcontracting firm, and this has provided the pretext for our staff officer in the past.

28. The following are some examples of questionnaires which have been used successfully in the past: Current events provide a ready source of topics on which public opinion could logically be sampled, and current events also usually provide for the introduction of political questions or politically-related questions. Questionnaires on "foreigners" lend themselves to finding out rather quickly the nature and extent of the persons actual contacts with Soviets, Chinese, East Germans, or others of priority interest. Foreign travel questionnaires also permit this subject to be raised, but more indirectly. Questionnaires on subjects of topical interest, such as air pollution or noise pollution, can attract people's attention and lend themselves to questions with political overtones. The use of an air pollution questionnaire on the edge of an industrial area or a noise pollution questionnaire along a busy street can be just the thing to break the ice during an initial contact.

29. The questionnaire idea can be taken a little further and developed into a specific approach to a particular person of interest in connection with a special report of some sort, staying away from real journalistic cover of course. This was the kind of approach which appealed to C/57's intellect and which would be more suitable and even more desirable for use by an intellectual asset. The legend that one is writing a special report on how one conducts business dealings with Eastern Europeans has been used successfully to contact and assess German business people with extensive Soviet contacts. In one case the preparation of a special report on the subject of death proved to be an excellent

willing to meet someone else later if for no other reason than to do a favor for the asset. Accepting the person's hospitality, in the form of coffee, a drink, etc., is a very important step, and any overture of hospitality should not be rejected. (There are obvious exceptions in the case of young, attractive female assets contacting men at home.) Noting things of possible mutual interest and bringing them into the discussion (rugs, furnishings, art, etc.) can have a beneficial effect. In some cases the person will be willing to accept the hospitality of the asset at a nearby cafe after a few visits, and this has been used to advantage.

32. If appropriate, the asset can attempt to get the person interested in helping the asset with his work, or working for the same firm as a part-time job. This has occasionally been successful with housewives and with retired people on pension. In one case C/84 had arranged with one lady in her early seventies to have the lady keep track of the types and lengths of the coats people were wearing on the sidewalk outside her apartment building. (The idea here was to test her eyesight and recording ability, for one of the jobs being considered for this woman was the noting of the license plates of cars visiting an installation of interest (LHCOVEY) across the street.) The woman not only did an excellent job but added categories to the chart herself in an attempt to make the results more meaningful. Her enthusiasm was an early indication of the kind of asset she could be, and she (LHFINCH/1) later performed well as a camera operator and as a LP keeper.

FOLLOW-UP

33. In many cases the assessment by the asset will be the end of the asset's assignment. Either a decision will be made that the person is no longer of operational interest or a decision will be made to have a staff officer make independent contact with the person. In some cases, however, it may be useful to use the asset's contact with the person to facilitate the introduction of a staff officer.

34. There has been some mention of this earlier in this report. With each contact the asset can mention early in the contact the idea that someone from the parent firm or the hiring firm could check up on him (the asset) in the future. The person checking up could be performing a "control" function to see if the person had in fact answered the questionnaires the asset had said that he had, or the person can be performing an "audit" function to see if the person in fact received the money the asset had said that he did. Within the context of these two possibilities the asset himself has the potential for drawing the person into

... , it is more to become public or semi-public knowledge.

ASSISTANCE (MECHANISMS):

36. Looking back over four and a half years of experience with this technique, it is particularly striking how successful it has been with remarkable little assistance. The provision of preprinted questionnaires has been discussed earlier in this report. We have generally had the asset carry a business card (printed by MKNOVA) with the name of his firm (notional) and his alias. The card does not have any address nor any telephone number for the firm. The asset generally uses the story that he is temporarily assigned to the particular territory he is working, and he has been successful in finessing the idea that he should provide a phone number or address.

37. We have considered from time to time the use of a post office box to represent the firm. This could of course make the asset more efficient, but at the same time it is a fixed traceable point and for that reason as long as we could be successful without it we have avoided using one. A post office box would also enable us to use pre-printed envelopes for people to respond, as real firms do, but this would have to be changed fairly often because of the frequency of use.

38. Our asset has normally carried alias backstopped West German documentation. This documentation is traceable ultimately by the local authorities to LNSLED; but since most of our targets have been compatible ones, we have not viewed this as a deficiency. The use of these documents has the advantage that the asset would appear to be a bona fide individual if a routine police check were made. Our assets have rarely been asked to show any kind of documentation, and it would probably be possible to use an alias without any documentation other than the business cards by claiming that the documents had been left in the car, the office, or the hotel, whatever seemed to be appropriate.

39. We have also considered the use of small hang-on-the-door packets, similar to those actually used by such firms, to initially distribute our products in a given neighborhood. Our asset would then be able to visit the neighborhood a week or so after the packets had been distributed in order to follow-up regarding their use. We have been successful thus far without using these, and again have stayed away from their use because they would have to have a firm name which would then be on something tangible which could lead to checking up on us.

...to prevent getting something for nothing, but this is something one should be aware of. The items we generally use exceed this minimum value.

42. The asset himself is his own best line of defense. He is the one who has to exercise proper countersurveillance techniques after leaving an operational contact. He is the one who has to feel the suspicion on the part of the person he is contacting and sense when we might be better advised not to send him back to a given person.

43. We have generally avoided having the asset contact the priority target himself. In those cases where we have had the asset, for example, contacting the families who live in the same building with a priority Soviet target, we have had the asset avoid meeting the target himself. We have done this because we have not wanted our asset to be noticed by the people who are most suspicious and most sensitive to this kind of thing. Another reason for this decision, however, has been the fact that C/84 is not ideally suited to the long-term development of a target. We have considered trying to get a target involved in some kind of commercial scheme, but we have not yet had the right kind of asset-target fit. We have also not sent our asset into situations where numbers of Eastern Europeans live in order to minimize the likelihood that he might come to the active attention of one of the local intelligence services.

44. In summary, we have attempted to depict a technique which has been successful in the acquisition of access agents and support/investigative assets. Much of the success of this technique is due to the operational environment which obtains in Germany; perhaps addressees will find it useful in the pursuit and achievement of their own operational objectives.

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