

SECRETChief, Collection and Dissemination Branch, ^{*opc*} ~~66B~~

16 August 1951

ORR/S/TF

Soviet Exports to Western European Countries

Reference: [REDACTED]

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1. Soviet exports to Western Europe have always consisted almost entirely of raw materials and agricultural products, and no change in this pattern is in prospect. No manufactured goods are "featured", and no active sales or promotional campaigns are conducted to sell such items in Western European markets. The closest approach is in the case of automobiles. In 1950, some were exported to Belgium, Finland, and Sweden. However, the number was small, and they were apparently intended primarily for propaganda and publicity purposes. No concerted attempt has been made to build up markets in Western Europe.

2. Official Western European trade statistics for 1950 show imports of manufactured goods from the USSR as follows: Finland, \$3.3 million; Sweden, \$591,000; Belgium, \$138,000; France, \$115,000; Italy, \$21,000, and Norway, \$20,000. Such items accounted for only approximately \$4 million, out of total Soviet Exports to these countries, of \$77 million, or only 5.3%. Exports to Denmark, the Netherlands, and the UK, amounted to \$7 million, \$2 million, and \$96 million respectively, but exports of manufactured goods were negligible if not nonexistent.

3. Soviet manufactured exports did not account for all of the \$4 million worth of such goods exported by the USSR. Out of \$3.3 million worth of manufactured goods exported to Finland, less than \$1.5 million, or approximately 44%, were actually of Soviet origin, the balance coming almost entirely from East Germany. While a similar breakdown is not available for the other countries, and the percentage may well be smaller, it is believed that a substantial part of the manufactures exported to other countries were also of East German origin.

4. The principal manufactured imports from the USSR in 1950 reported by the countries listed in paragraph two were as follows: automotive vehicles, etc. (principally passenger automobiles but also including motorcycles and bicycles), \$2.4 million; non-electrical machinery, \$955,000; precision instruments and tools, \$252,000; iron and steel manufactures, \$201,000; floor or wall tiles, \$163,000, and motion pictures and films, \$108,000. Figures on volume are not published by all countries, and a list of those which are available would entail a disproportionately long tabulation, including items valued at \$100 or less.

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5. Through time-consuming research in the Library and the Industrial Register, it would be possible to list the buyers of many of these items. Information on the date that an item was first marketed by the USSR, the name of the inventor (if he was a Soviet), etc., would be more difficult to obtain -- except perhaps in such a case as the Moscovitch car, which has been given publicity by the USSR, and the details of which are sufficiently known. A list of engineers concerned with a product would also be difficult to obtain -- and, as can be seen from the types of products involved -- would not apply in many cases.

6. A table showing Soviet exports of manufactured goods to Western Europe in 1950 by categories is attached.

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**SOVIET EXPORTS OF MANUFACTURED GOODS
TO WESTERN EUROPE IN 1950
(In 000 U.S. \$)**

	FINLAND		FRANCE	ITALY	NORWAY	SWEDEN	TOTAL
	Belgium	Total Soviet Origin *					
Motion Pictures, Films	21	15	87				108
Books; Other Printed Matter	20	12	28				60
Floor or Wall Tiles	163	55					163
Iron and Steel Mfrs.	18	159					201
Base Metal Mfrs.	15	15			15		30
Ceramics; Glassware						2	2
Non-electrical Mach.	5	875		20	5	50	955
Electrical Machinery		21				1	22
Precision Instruments	3	185		1		63	252
Automotive Vehicles and Parts; Motorcycles, Bicycles, etc.		1,055				475	2,422
TOTAL	138	3,330	115	21	20	591	4,215

* Not available for other countries.

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To [redacted] D/As - 30 July

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to [redacted] 150001-1

Returned to [redacted] to [redacted] to D/S - Trade & Finance

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12 July 1951

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just started work on a Soviet Trade project which will probably not be completed til Oct. However, hopes to have tables ready by middle of Aug. Has a table covering 1950 by value only.

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MEMORANDUM FOR: CHIEF, OFFICE OF RESEARCH AND REPORTS

SUBJECT : Soviet Exports to Western European Countries

REFERENCE : [redacted] 25X1A

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came in 1 Aug & talked to him who agreed to prepare an informal general summary & to have tables photostated.

1. Pursuant to the conversation between [redacted] of this office, it is requested that we be supplied the following information:

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a. What manufactured goods are the Soviets featuring in their exports to Western European countries?

b. What is the yearly volume and value of such exports?

c. Who are the principal buyers (name, address, and, if possible, volume purchased)?

d. Background on products in question to include:

- (1) date first marketed
- (2) inventor
- (3) engineers concerned with product

e. Any information relative to Soviet sales methods and promotional activities.

2. Western Europe, as mentioned here, includes Finland and excludes Germany, Austria and Switzerland.

3. It would be appreciated if information on this request could be supplied by August 15, 1951.

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4. Please refer any questions to [redacted] on extension 3215.

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[redacted]

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