

CLASSIFICATION SECRET SECURITY INFORMATION
 - CENTRAL INTELLIGENCE AGENCY

INFORMATION REPORT

REPORT

CD

COUNTRY East Germany
 SUBJECT Zeiss Jena Export Plans for 1954

50X1-HUM
 DATE DISTR. 19 October 1953

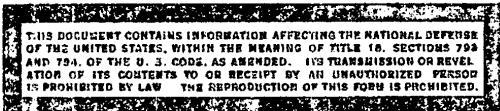
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NO. OF ENCLS. (LISTED BELOW)

DATE OF INFO.

SUPPLEMENT TO 50X1-HUM REPORT NO.



THIS IS UNEVALUATED INFORMATION

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From 28 to 30 July 1953, DIA Feinmechanik und Optik held a conference with representatives of VLL Carl Zeiss, Jena, at which the Zeiss export plan for 1954 was to be established, pending ultimate approval by the State Planning Commission. The following Zeiss personnel were present:

- a. Dr. Guenther Berg, Dist. DDR (head of the East German Sales Office), who at the same time acted as representative of Zeiss Sales Director Lorenz Fromm (S.D.), who was on a vacation.
- b. Steffried Kessler, Dist. KA¹ (head of the Sales Office for Capitalist Countries).
- c. Rudolf Starke, Dist. VD² (head of the Sales Office for Russia and the Satellites).

Among the DIA personnel present were Technical Director for Optics Dussacker (fnu); Chief of the Planning Department Kaiser (fnu); and Lorach (fnu), a member of the DIA Directorate.

2. Prior to the meeting with DIA, Zeiss, at the insistence of the Ministry for General Machine Construction, had agreed to manufacture in 1954 a total of 110 million DEM worth of products. The export share of this total production was at the same time fixed at 78 million DEM; products amounting to that sum were to be exported to the USSR and Soviet satellites, to non-Communist countries and to West Germany. Twenty million of the 78 million DEM is for A-1 aerial training devices. An order for delivery of A-1 devices in 1954 has not yet been placed with Zeiss. On 24 July 1953, however, Zeiss received a teletype letter from DIA Feinmechanik und Optik indicating that the Russians would probably order for delivery in 1954 more than 150 A-1 devices. Minister of Foreign and Domestic Trade Kurt Grogler is now in Moscow, where he is attempting to find out exactly how many A-1 devices are to be produced and delivered in 1954.
3. The chief purpose of the meeting of 28 to 30 July 1953 was to divide up the remaining 58 million DEM of 1954 Zeiss exports. DIA representatives generally tended to be rather skeptical, since Zeiss has already incurred considerable difficulties in marketing its planned 1953 exports. DIA refused to guarantee acceptance and disposal of 58 million DEM worth of Zeiss products in 1954. A provisory agreement was reached, however, on

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export under EIA guarantee of the following items:

2,000	L ₁ Microscopes
500	Lumipan research microscopes
200	L ₁ universal microscopes
100	L ₁ ignost microscopes
100	Neo-phot microscopes for investigation of the structure of metals
400	Citoplast Steroc-microscopes
400	II XVA Stereo-microscopes
90	Vertical standard cameras
300	Riflex cameras
90	Micro devices for measurement of hardness
1,100	Theodelites Thec 030
2,000	Engineering levels 030
40	Reduction tachymeters Redta
80	Reduction tachymeters Bahlia
350	Vulfrich photometers
40	quartz spectrographs 24 with accessories
25	laboratory interferrometers
150	Konimeters

4. The number of other Zeiss products to be exported in 1954 will be established between DIA and the Zeiss plant at a conference which is to take place after the Leipzig Fall Fair.

Comments:

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1. Kapitalistisches Ausland
2. Volks - Demokratien

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