

INFORMATION REPORT

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COUNTRY Austria/USSR

SUBJECT Activities in the USIA
Electrical Industry

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Auth: DPA [REDACTED] 7/12/53

Date: 16 MAY 1978 by: 019 SUPPLEMENT TO REPORT NO.

1. The Electrical Industry Section of USIA recently received an order from Moscow to establish a system of tie-in sales when selling electrical equipment within Austria in order to clear USIA stocks of items which normally have a very limited market. The Moscow order specifies that the particular items to be included in any type of sale may be determined by USIA but they must amount to a minimum of 25% of the total value of the sale. IVANOV of the Electrical Industry Section is reported to be doubtful of the advisability of such a step, but is powerless to rescind the Moscow order.
2. IVANOV recently offered non-USIA Siemens-Schuckert, Nibelungengasse, large quantities of high quality imported enamelled wire. IVANOV expressed a willingness to offer Siemens-Nibelungengasse unlimited interest-free credit but, for reasons which are not clear, the offer was not accepted.
3. USIA-cont [REDACTED] resume pr [REDACTED] motives, [REDACTED] increase its present rate of production of these types of locomotives from ten to thirty per year.
4. Siemens-Engerthstrasse recently received an order for the production and delivery to the USSR of 500 direct current and 300 alternating current motors of from 5 to 40 Kw. The direct current motors will be manufactured under the project name "Fischerei" and the alternating current motors, which are to be acid-proofed, under the project name "Chemie". For some unknown reason, the Soviet directors of the plant have been particularly careful to conceal the order from outsiders, particularly the project names "Fischerei" and "Chemie", and have assigned a high priority to its completion. Final delivery is scheduled for early June 1949.

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