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# CIA HISTORICAL REVIEW PROGRAM RELEASE IN FULL

LINCOLN

Chief of Station, Guatemala

INBO: Chief, WFO

**2003**

KUCOWN

HULA-376

Reference: LINC 1635

1. It is our belief that the plan outlined in HULA-376 offers excellent possibilities and should cause a great and desired reaction. The following points, however, are believed worthy of consideration:
  - A. A Dutch representative or agent would probably be preferable to one of any other nationality and especially since the Dutch are known and respected in the radio field because of the publicity given to Phillips and other brand names;
  - B. It is expected that considerable delay might be encountered in bringing the desired fifty radios into the country because of the inefficiency of the customs house employees and procedures;
  - C. Anyone who pays the necessary import duties can import anything he desires within normal reason so this point should not arouse too much comment;
  - D. We can see no difficulties being placed in the path by the government or by rival radio dealers;
  - E. Thievery might constitute a minor problem since some of the individuals to whom the sets are turned over might steal them. However, it is not considered that this would necessarily be of major importance;
  - F. We do not have a cleared PBPRIME business contact at this time who could handle the matter. However, it is believed that we could make such arrangements if such should be desired. The desirability of this is regarded doubtful. We are inclined to believe that the Dutch distributor angle is better than having a local businessman attempt to handle this matter and, in so doing, violate all his normal business practices. Such violation would tend to make him and his activities very conspicuous.
  
2. It is believed that LANGEVIN had sufficient time here and an excellent opportunity to study the situation. I doubt that our comments will tend to add much to the knowledge which he indubitably acquired during his visit.

13 April 1954

ENB/cmh

2→Linc

2-Wash

1-Files

Earle N. Bannister

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