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20 Dec 68 IN 45698

DIRECTOR

RYBAT KOBIRD/CO

REFS A DIRECTOR 54147

B DIRECTOR 45374

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1. REF B, INSOFAR AS WE CAN SEE, CONTAINS NO ALL-INCLUSIVE INJUNCTION AGAINST APPROACHES TO TOP MANAGEMENT WEST GERMAN FIRMS IN EFFORT ACQUIRE ACCESS LEGAL TRAVELLERS. REF B APPEARS APPLY ONLY HENSCHEL WERKE.

2. IN ANY EVENT THERE HAVE BEEN ONLY THREE ACTUAL PREVIOUS ATTEMPTS, OF WHICH WE AWARE, TO GAIN ACCESS TO TOP MANAGEMENT WEST GERMAN FIRMS FOR VARIOUS [ ] PURPOSES, ALL OF WHICH HIGHLY SELECTIVE AND ON BASIS PRIOR FAVORABLE ASSESSMENT OF SPECIFIC INDIVIDUAL IN MANAGEMENT WE WOULD BE CONTACTING, VIZ:

A. ORIGINAL LEAD TO SUBJECT [ ] OF MANNESMANN NEER PASSED [ ] BY IDEN WHO PERSONALLY MADE ARRANGEMENTS FOR [ ] CONTACT SUBJECT. ALTHOUGH SUBJECT LOOKED QUITE INTERESTING [ ] COULD NOT FOLLOW UP OPS OPPORTUNITY WITH SUBJ [ ] BECAUSE OF 515TH CLAIMS TO PRIOR REGISTRATION.

B. ORIGINAL LEAD TO SUBJECT [ ] OF F&G ALSO PASSED

B  
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[ ] BY IDEN WHO ASSESSED SUBJECT AS WELL ORIENTED LNHP AND AS POSSIBLY WILLING COOPERATE WITH WOFIRM. [ ] USED IDEN'S NAME TO INITIATE CONTACT, SUBJECT SUBSEQUENTLY DESIGNATING SIMURAL/1 TO MAINTAIN REGULAR CONTACT WITH [ ]

C. LEAD TO SUBJ [ ] OF SIEMENS CAME THROUGH [ ] OF [ ], [ ] PERSONALLY INTRODUCING [ ] TO SUBJECT IN ERLANGEN. SUBJECT WAS RESPONSIBLE FOR PLACING [ ] IN CONTACT WITH LECKENDORFF WITH WHOM WE HAVE DIALOGUE GOING.

3. PER REF A PARA 3 MANNESMANN-MEER OFFICIAL TO WHOM LETTER SENT IS SUBJECT [ ] COMPATIBLE BGFIGHTER COVER USED BY LETTER SENDER. SINCE 513TH HAS NOW RELINQUISHED INTEREST SUBJECT, WE FELT LOW KEY CONTACT APPROPRIATE IN ORDER TEST POSSIBILITY FUTURE COOPERATIVENESS. IF PRELIMINARY ASSESSMENT FAVORABLE PLANNED REQUEST RENEW POA.

4. CURRENT INTEREST IN SIMURAL PRIMARILY FOR MAINTENANCE GOOD RAPPORT IN EVENT F&G GETS BACK IN CHINA TRADE WHICH IT TRYING TO DO. INTEREST IN LECKENDORFF IS NOT AS BRIDGE TO LEGAL TRAVELLERS BUT PRIMARILY TO OBTAIN CURRENT AND FUTURE SIEMENS STUDIES ON ATOMIC ENERGY DEVELOPMENTS CHINA PREDICATED QUESTIONS CHICOM TECHNICIANS

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HAVE ASKED SIEMENS ENGINEERS AND OBSERVATIONS OF THESE ENGINEERS WHILE ON MAINLAND. LECKENDORFF, WHILE PROMISING SUCH A STUDY AT 6 NOV MEETING, ASKED FOR PATIENCE SINCE DIFFICULT GATHER AND ASSEMBLE BIT AND PIECES OF RELEVANT DATA. OF COURSE, WE CANNOT PROMISE STUDY WILL BE FORTHCOMING.

5. IN TERMS THIS TYPE CONTACT JEOPARDIZING SECURITY THRU MAKING MORE OFFICIALS FULLY WITTING WOFIRM INTERESTS, INTENTIONS AND REQUIREMENTS, WE, IN VIEW MANY PREVIOUS ABORTIVE RECRUITMENT ATTEMPTS WHICH VENTILATED LNHRP INTERESTS AND INTENTIONS, CANNOT SEE THIS AS REALLY EXACERBATING THE SITUATION. BELIEVE OFFICIALS SUCH AS STMURAL/1 AND LECKENDORFF, AS WELL AS THE SENIOR MANAGEMENT THEY REPRESENT, WOULD BE SO ULTRA-SENSITIVE OVER FACT THAT THEY HAVE DIALOGUE WITH WOFIRM THAT THEY WOULD HARDLY BROADCAST INFO IF SO FACTO INJURIOUS. IN TERMS REQUIREMENTS, TO IMAGINE THAT SIEMENS, FOR EXAMPLE, WOULD NOT KNOW LNHRP INTERESTED CHICOM ATOMIC ENERGY OF MISSILE DEVELOPMENT WOULD BE SELF-DELUDING.

6. AS HQS AWARE FROM NUMBER POAS REQUESTED AND NUMBER PEOPLE WITH WHOM WE IN CONTACT ON UNILATERAL BASIS, MAIN THRUST OUR EFFORT IS AND WILL CONTINUE TO CNCENTRATE ON ACQUISITION UNILATERAL LEGAL TRAVELER ASSETS. HOWEVER, TO AMPUTATE DIALOGUE WITH SIEMENS

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AFTER MULTIPLE FAILURES IN PAST GET SOMETHING GOING WITH THIS COMPANY AND TO PREVENT US FROM SEEING SUBJ [ ] JUST BECAUSE HE HAPPENS TO BE WITH MANNESMANN-MEER TOP MANAGEMENT, WOULD APPEAR SHORTSIGHTED.

7. IN LIGHT ABOVE RECOMMEND HQS RECONSIDER REF A PROSCRIPTIONS WHICH SEEM RULE OUT VITAL AREA FOR PROBING AT TIME WHEN OPERATIONAL FLEXIBILITY A NECESSITY. IN TERMS LECKENDORFF THEY SEEM RULE OUT CONTACT FOR ANY WSBIGG REASON. IN THIS CONTEXT, BOTH SUBJECT [ ] WHO HAS TRAVELLED CHINA IN PAST, AND STMURAL/I MAY BE FUTURE LEGAL TRAVELLERS IN THEIR OWN RIGHT. IN OUR CONTACTS WITH MANAGEMENT, WE DO NOT THROW OURSELVES ON THEIR MERCY. WHAT WE DO IS TO TRY TO SHOW THEM THAT IT IS IN THEIR BEST INTERESTS AS WELL AS OURS FOR LNHARP TO HAVE AN ACCURATE PICTURE OF CHICOM DEVELOPMENTS. WHEN WE OCCASIONALLY CONTACT TOP OFFICIALS IT IS ONLY BECAUSE WE HAVE SOME UNIQUE ACCESS AND HAVE ASSESSED LOWER LEVEL LEGAL TRAVELLERS IN COMPANY AS LACKING VULNERABILITY. MORE TIME IS NEEDED TO ASSESS RESULTS CURRENT EFFORTS.

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