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SECRET 271522Z SEP 71 CITE () 21237

DIRECTOR INFO: [] [] [] ()

27 SEP IN 432514
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1. AT () REQUEST, [] MET WITH () AND () (FOR (): HEADS OF IDEN PUBLISHING COMPANY) ON 27 SEPT. [] SAID THEY ARE CURRENTLY NEGOTIATING WITH PUBLISHER VOLKER HANSEN OF HASE AND KOEHLER (MAINZ) FOR RIGHTS TO GENERAL GEHLEN'S MEMOIRS, EXCERPTS OF WHICH NOW APPEARING IN DIE WELT AND OTHER FRG PUBS.

2. () SAYS MEMOIRS AS NOW WRITTEN ARE UNMARKETABLE ON ANY WORTHWHILE SCALE, BUT THAT IDEN ANXIOUS PURCHASE ALL FOREIGN RIGHTS ON CONDITION THAT GEHLEN WILL DEVOTE TIME AND EFFORT TO MAKING MEMOIRS MORE DRAMATIC (DO NOT READ SENSATIONAL). IDEN WOULD PROVIDE WRITER TO RUN GEHLEN THROUGH RECORDING SESSIONS AND MAKE NECESSARY REVISIONS. OBJECT WOULD BE LARGE-SCALE PRODUCTION IN WEST EUROPE AND U.S. IN BOTH BOOK AND SERIALIZED ARTICLES IN PRESS.

3. HANSEN SAYS GEHLEN (WHO STILL OWNS ALL RIGHTS) IN BASIC AGREEMENT WITH IDEN PROPOSAL BUT THAT WATER BEING MUDDIED BY U.S. PUBLISHERS TALKING IN BIG TERMS (MILLION DOLLARS IN ONE CASE) WITH-

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OUT EVEN HAVING SEEN MANUSCRIPT.

4. REASON FOR () CALLING () IS THAT HANSEN TOLD () THAT GEHLEN QUERIED JKLANCE ON PROPRIETY OF PUBLISHING MEMOIRS AND THAT JKLANCE ASKED TO REVIEW SEVERAL CHAPTERS OR EPISODES, AMONG WHICH WAS BYRMANN STORY. HANSEN, WHO IS IN FREQUENT TELEPHONE CONTACT WITH () AND WHO SEEMS ANXIOUS DO BUSINESS WITH IDZN, SAID ON 25 SEPT THAT WHOLE AFFAIR BEING HELD UP PENDING JKLANCE REACTION TO GEHLEN MATERIAL SUBMITTED. (), WHO WANTS MOVE AHEAD QUICKLY OBVIOUSLY WANTED JKLANCE TO KNOW THAT REPUTABLE AND COOPERATIVE PCO-WEST PUBLISHING HOUSE VYING FOR RIGHTS AND THAT IT WOULD BE WILLING WORK WITH JKLANCE ON ANY PARTICULARLY KNOTTY ASPECTS OF TEXT. HE ALSO STATED HE WOULD "CLEAR" TEXT WITH FRG BEFORE PUBLICATION. HE DID NOT IMPLY, HOWEVER, THAT JKLANCE OR FRG WOULD HAVE VETO POWER OVER PUBLICATION ONCE INVESTMENT MADE.

5. FROM THIS VANTAGE POINT IT WOULD SEEM THAT, SINCE BOOK BOUND TO APPEAR ANYWAY, IT MIGHT BE IN OUR INTEREST TO SEE IT IN HANDS OF COOPERATIVE IF UNCONTROLLED PUBLISHER. IT IN STATION'S PAROCHIAL INTEREST TO APPEAR HELPFUL TO () SINCE RELATION-

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SHIP STILL DEVELOPMENTAL, AND IF OVERALL JKLANCE INTERESTS PERMIT, PERHAPS WE CAN GET SOME CREDIT EVEN WHERE IT NOT DUE AND ULTIMATELY BE IN POSITION OFFER ADVICE ON MANUSCRIPT.

6 AS IDEN/HANSEN NEGOTIATIONS SEEM RATHER ACTIVE, AN EARLY REPLY WOULD BE APPRECIATED.

7. FILE: 200-124-178/3. GP-1.

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