

# INFORMATION REPORT

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**SECRET**

COUNTRY	East Germany	REPORT	
SUBJECT	Export Drive by Zeiss Jena	DATE DISTR.	7 April 1955
DATE OF INFO.		NO. OF PAGES	2 25X1
PLACE ACQUIRED		REQUIREMENT	
DATE ACQUIRED		REFERENCES	25X1

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1. Negotiations were carried out recently between VEB Carl Zeiss Jena and the pertinent DIA authorities on what steps could be taken to increase exports of Zeiss Jena products, especially to non-Satellite countries. For the last two years or so, the export negotiations concerning Zeiss products, as for all other VEBs in East Germany, were the responsibility of DIA, which, however, did not have the required number of trained technical ~~sals~~ personnel at its disposal to handle the more complicated items of Zeiss equipment. Although DIA realized that the trained Zeiss personnel were more familiar with the equipment and were in a much better position to push these items for export, DIA had resisted all efforts to let Zeiss Jena handle its own exports so as not to set a precedent with respect to the other VEBs. However, DIA reportedly is now willing to let Zeiss Jena personnel travel abroad more frequently to visit their old trade representatives and conclude tentative contracts which would then be submitted to DIA as a matter of form for approval.

2. In this connection, [redacted] trips are planned for the Spring and summer of 1955 [redacted]

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