

## Message Text

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50  
ACTION EB-11

INFO OCT-01 ARA-16 ISO-00 AID-20 CIAE-00 COME-00 FRB-02

INR-10 NSAE-00 RSC-01 TRSE-00 XMB-07 OPIC-12 SP-03

CIEP-02 LAB-06 SIL-01 OMB-01 STR-08 DRC-01 AGR-20

/122 W  
----- 061662

R 071236Z MAY 74  
FM AMEMBASSY LA PAZ  
TO SECSTATE WASHDC 3008

LIMITED OFFICIAL USE LA PAZ 2898

E.O. 11652: N/A  
TAGS: BEXP, BL  
SUBJECT: EXPORT COMPETITION: LARGE TRACTORS

REF: LA PAZ A87

1. EMBASSY JUST COMPLETED BUSINESS AND ECONOMIC SURVEY OF 36 BOLIVIAN FIRMS WHICH REVEALED THAT ONE OF MAIN OBSTACLES TO U.S. EXPORTS TO BOLIVIA IS GROWING DELIVERY DELAY.
2. TRADE SOURCE RECENTLY POINTED UP THIS PROBLEM BY SUGGESTING THAT RECENT ARRANGEMENT BY LOCAL REP AT FIAT OF ITALY MAY RESULT IN LOSS TO U.S. OF LARGE PART OF GROWING BOLIVIAN MARKET FOR EARTH-MOVING TRACTORS OF D-6 AND D-7 SIZE. MAIN ELEMENT OF ARRANGEMENT IS GOB DECREE AUTHORIZING BANCO AGRICOLA GUARANTEE 75 PERCENT OF FINANCING COST OF IMPORTING 50 FIAT AD-20 TRACTORS FROM ITALY. GUARANTEED AMOUNT PUT AT NEARLY US\$2 MILLION.

3. LOCAL TRADE SOURCE SEES DECREE AS DEVICE TO ASSURE FIAT OF LARGE SALE IF DELIVERY MADE WITHIN 90 DAYS AS SPECIFIED IN DECREE. NOTES U.S. SUPPLIERS INDICATING DELIVERY TIME OF ABOUT 18 MONTHS AND CONCLUDES U.S. MAY LOSE MARKET DUE LONGER DELIVERY

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TIME.

STEDMAN

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NNN

## Message Attributes

**Automatic Decaptoning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 07 MAY 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** GarlanWA  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
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**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D740110-0414  
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**Office:** ACTION EB  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
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**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** LA PAZ A87  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** GarlanWA  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 09 SEP 2002  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <09 SEP 2002 by cunninfx>; APPROVED <04 FEB 2003 by GarlanWA>  
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**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
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**Status:** NATIVE  
**Subject:** EXPORT COMPETITION: LARGE TRACTORS  
**TAGS:** BEXP, BL  
**To:** STATE  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005