

IN ACTION

DEPARTMENT OF STATE

## 17 AIRGRAM

461-6341/7-2762  
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	NSC 2	

A-136

CONFIDENTIAL

PRIORITY 661-63  
HANDLING INDICATOR

NO.

TO : Department of State 1962 JUL 31 PM 4 05

INFO : BERN, BONN, BRUSSELS, THE HAGUE, LONDON, PARIS, ROME, STOCKHOLM,  
TEL AVIVRMAN  
ANALYSIS & DISTRIBUTION  
BRANCH

FROM : Amembassy VIENNA

DATE: JULY 27, 1962

SUBJECT: European Integration

EUR INDEX  
RV

REF :

Re Brussels' Tel. 106, July 17 noting Kreisky reportedly stated Soviets have promised Austria ten percent increase in trade in lieu of EEC association.

Without mentioning source Charge repeated Kreisky statement as rumor he had heard to Foreign Office Secretary General Bielka. Bielka denied this emphatically and offered to give Embassy copy of transcript of Moscow talks.

Transcript being forwarded separately.

For the Charge d'Affaires ad interim:

R. O. Waring  
First Secretary of Embassy

JUL 10  
EUR/RCPE  
8/13/62  
RC/EG/JAN

Air 14 207 PM

FILED

FORM 4-62 DS-323

CONFIDENTIAL

FOR DEPT. USE ONLY  
 In  Out

Drafted by:

E. Rowaring: rej - 7/25/62

Clearances:

Contents and Classification Approved by:  
AMB D. Dwight J. Porter P

JRC

*bx*  
INCOMING TELEGRAM

Department of State

ACTION COPY

PERMANENT RECORD COPY

47

CONFIDENTIAL

Action

Control: 15307

FE

Rec'd: SEPTEMBER 19, 1962  
11:32 PM

Info

FROM: BANGKOK

SS

TO: Secretary of State

SR

NO: 535, SEPTEMBER 20, 9 AM

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ACTION DEPARTMENT 535, INFORMATION CINCPAC POLAD 140, MOSCOW 7,  
SAIGON 158, PHNOM PENH 107, VIENNA 4, VIENTIANE 140.

SEPT 19 PRESS REPORTS CABINET HAS APPROVED OPENING NEGOTIATIONS  
ESTABLISH TRADE RELATIONS WITH USSR AND AUSTRIA. REPORTED  
CABINET ACTION RE USSR IS APPARENTLY RESPONSE TO SOVIET TRADE  
PROPOSAL MADE BY SOVIET AMB NIKOLAYEV TO FONMIN THANAT IN  
NOVEMBER 1961 AND SOVIET EMB'S PRODDING FONMIN TO SET DATE  
FOR ESTABLISHMENT THAI-SOVIET COMMITTEE TO DRAFT TRADE  
AGREEMENT.

PLANS FOR NEGOTIATIONS TO FORMALIZE TRADE RELATIONS WITH USSR  
WERE REPORTEDLY CANCELLED BY PRIMIN SARIT LAST FEB ON ADVICE  
SPECIAL COMMITTEE TO STUDY SOVIET PROPOSAL BECAUSE IT WAS FELT  
THAT SOVIETS WOULD USE TRADE AGREEMENT FOR SUBVERSIVE PURPOSES  
IN THAILAND. HOWEVER, MATTER WAS REPORTEDLY REOPENED BY  
THANAT SEVERAL WEEKS AGO IN REACTION TO DEVELOPMENTS ON  
CAMBODIAN ISSUES WHICH CAUSED THAI RESENTMENT AT US.

CABINET DECISION AT THIS TIME IS THUS EVIDENTLY INTENDED PRIMARILY  
TO DEMONSTRATE MORE INDEPENDENT RTG FOREIGN POLICY.

YOUNG

Oct 5  
03 PM '62  
FILED  
663-9241

XR 661-9241  
663-9241

SJR  
microfilmed by RM/R

(3)

• This copy must be returned to RM/R central files with notation of action taken.

ACTION	ACTION TAKEN	CONFIDENTIAL	REPRODUCTION FROM THIS COPY IS PROHIBITED UNLESS "UNCLASSIFIED"
ASSIGNED TO:	EEM		
NAME OF OFFICER			
OFFICE SYMBOL	8 Masters SFA	DATE OF ACTION	9/20/62
		DIRECTIONS TO RM/R	File

EUR-6

50

DEPARTMENT OF STATE

**AIRGRAM**

461-6341/9-2162

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AEF  
FL  
JLC  
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WA  
(RT  
GHS)

A-392  
NO.

CONFIDENTIAL

FOR RM USE ONLY

TO : Department of State

RMR 1962 SEP 25 AM 10 35

INFO : Moscow, Paris

9/28/62 No action needed  
EUR INDEX ANALYSIS & DISTRIBUTION BRANCH AEP

RM/AN-MEG-1

FROM : Amembassy VIENNA

DATE: SEPTEMBER 21, 1962

SUBJECT: Vice Chancellor Pittermann Returns from Moscow - Developments  
on Sale of LD-Steel Plant to Soviets

REF : BIWER Item No. 3 of A-358 of September 14, 1962 and Previous

PARIS FOR USRO

Vice Chancellor Pittermann, who is also Chairman of the Socialist Party, returned to Vienna on September 18 after a five-day visit to the Soviet Union where he and top officials from the nationalized industries had discussions with Soviet officials. They were expected to advance the sales of the nationalized industries and in particular to push negotiations on the sale of an LD-steel plant to the Soviets. Pittermann went to the Soviet Union in his capacity as Minister of Nationalized Industries on the invitation of Soviet First Deputy Premier Kosygin.

In Moscow, Pittermann was quoted as saying, he exchanged experiences with Kosygin on organizational questions of nationalized industries and found this conversation especially interesting in the light of the opinions of "our common friend" Enrico Mattei of Italy's state-owned oil industry. After a discussion with Khruschev which lasted more than two hours, Pittermann stated before the press in Moscow that he was on a courtesy visit to the USSR and that he was not authorized to discuss trade. Pittermann was quoted as saying that the Soviet Premier had shown interest in the purchase of an Austrian LD-steel plant but conditions of payment could not be agreed upon. Upon his return to Vienna, Pittermann told the press that even though the matter is outside his powers, he was in a position to say that progress has been made in the Moscow talks of VoeEST representatives and Soviet officials about the sale of a steel plant to the Soviets.

Comment: We understand from fairly reliable sources that notwithstanding Pittermann's statement that progress was made, there actually has been no change in the status of the LD negotiations which we understand might be resumed in Moscow next month, even though both Khruschev

FORM 4-62 DS-323

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 In  Out

Drafted by:

E:FLFoley:rej - 9/21/62

Clearances:

E - J. A. Silberstein - P - H. T. Skofield *167*

Contents and Classification Approved by:  
E - Clinton D. Olson

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and the Soviet technicians reportedly did not commit themselves on the eventual outcome of the negotiations. Specifically, no agreement was reached in Moscow on the essentials of the negotiations, namely, price (including the payment of the so-called "development cost" in lieu of licensing fees) and the share of the payment to be made in Soviet goods. It will be recalled that negotiations on the sale of an LD steel plant to the Soviets have taken place intermittently since shortly after the Khruschev visit to Austria in June 1960 when the Soviet Premier expressed an interest in obtaining the LD-process. Negotiations have floundered over agreement on the method of payment, with the Austrians seeking as high a payment as possible in convertible currencies, while the Soviets are holding out for higher payment in commodities.

We understand that Soviet technicians in their talks in Moscow with VOeEST representatives in the delegation from the nationalized industries headed by Pittermann attempted to minimize the effectiveness of Austrian LD steel-making process with arguments that Soviet techniques were similar or better than Austrian technology in this field. The VOeEST representatives were unconvinced since their tests of samples of steel produced in India under Soviet technology showed product not comparable to Austrian counterpart.

People's Party press has already started to attack the Vice Chancellor charging a lack of results from the Moscow trip which they allege Pittermann had desperately counted on to produce favorable publicity for the upcoming elections in November. The criticism so far is rather mild compared to that earlier this year on the occasion of his visit to Poland where he was said to have discussed foreign trade with the Poles much to the chagrin of Trade Minister Bock (People's Party) and the private business sector.

For the Charge d'Affaires ad interim:

*Francis L. Foley*

Francis L. Foley  
Second Secretary of Embassy

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ORIGIN/ACTION

EUR-6

DEPARTMENT OF STATE

## AIRGRAM

4616341/11-3062

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A-767

CONFIDENTIAL

NO.

HANDLING INDICATOR

TO : Department of State

1962 DEC 8 AM 9 40

INFO : Vienna

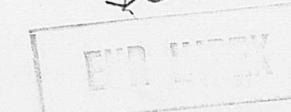
RM/AN  
ANALYSIS & DISTRIBUTION  
BRANCH

FROM : American Embassy, Moscow

DATE: November 30, 1962

SUBJECT: Soviet-Austrian Trade Negotiations

REF : Vienna's A-659, Nov. 11, 1962



According to Anton RENNER, Austrian Commercial Attaché, little progress was made during the first two days of the Soviet-Austrian trade negotiations which began in Moscow on November 26. The expected Soviet payments deficit for 1962 is \$15 million, representing a carry-over of \$5 million from 1961 and an additional \$10 million for 1962. Soviet imports from Austria for 1962 are estimated at \$65 million and exports at \$55 million.

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Renner stated that his government no longer can or wishes to allow this imbalance to continue. At present, the Austrian government is said to be holding out for settlement of the deficit by Soviet payment in convertible currency and is opposed to any increase of Austrian purchases of Soviet goods as suggested by the Soviets. To the latter end, the Austrian central bank is reportedly prepared, in accordance with the trade agreement, to refuse to sell rubles to Austrian importers.

Renner stated his hope that the Soviets will find convertible currency with which to conclude the settlement. If so, Austria plans to raise its exports to the Soviet Union to about \$80 million by 1965. This \$15 million increase over the 1962 estimate would be represented primarily by oxygen converters, which are gradually to replace open-hearth furnaces in Soviet steel-processing.

For the Ambassador:

Richard Funkhouser  
Counselor for Economic Affairs

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FORM 4-62 DS-323

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mjmContents and Classification Approved by:  
JMMcSweeney

Clearances:

784

ORIGIN/A

DEPARTMENT OF STATE

## AIRGRAM

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ARMY	CIA	NAVY
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A-865  
NO. CONFIDENTIAL  
(Unless Otherwise Indicated)

461-6344/1-463

FOR RM USE ONLY

XK-861-331  
HANDLING INDICATOR

TO : Department of State 1963 JAN 8 AM 9 10

INFO : Bucharest, Moscow, Paris, Bonn, Brussels, Luxembourg

RM/R ANALYSIS & DISTRIBUTION  
ANCH

FROM : Amembassy VIENNA

JULY INDEX  
AEF

DATE: January 4, 1963

SUBJECT : Sale of LD-Steel Plant to Soviet Union

Eur 461-6344/9-2762

TW

REF : Emb A-392 of September 21, 1962, Emb A-845 of December 28, 1962  
(Joint Weeka No. 52)

Paris for USRO ; Brussels and Luxembourg for USEC

Begin CONFIDENTIAL

Much to the surprise of almost everyone, and after negotiations extending over a period of almost two and a half years, agreement has been reached with the Soviets on the sale to the Soviet Union by nationalized VOEST of an oxygen converter (LD) steel plant with an annual capacity of two million metric tons. Agreement was reached with the Soviets after what can best be described as secret negotiations which were concluded in Moscow about December 21 by a delegation headed by Director General Koller and Director Lukesch of the nationalized VOEST steel company. Unlike previous journeys to Moscow for LD talks, the recent trip took place without any newspaper fanfare and even Trade Ministry and other GOA circles concerned with the matter were unaware that negotiations had taken place in Moscow until after the return to Austria of the VOEST delegation. Going along with the VOEST directors was Dr. Haill who works in the Eastern Department of the VOEST operation in Linz. Dr. Haill, who reportedly played an important role in concluding the negotiations, is said to be a card-carrying Communist. Lukesch is also a Director of the Soviet insurance company in Vienna GARANT Versicherungs Aktiengesellschaft.

Official details have not yet been released on the terms of sale. However, from what we can piece together from GOA and other sources, including newspaper accounts, the selling price of the LD steel plant is from about AS 900 million (approximately \$34.6 million) to about AS one billion (approximately \$38.4 million), payable 75 per cent in convertible currency and the balance in Soviet pig iron to be purchased

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FORM 4-62 DS-323

Drafted by: E:FLFoley:des 1/3/63

Contents and Classification Approved by:  
E: Robert O. Waring

Clearances:

Page 2 of  
Airgram No. A-865  
From Vienna

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(Unless Otherwise Indicated)

by VOeEST over a three-year period (50 thousand metric tons in 1963, 90 thousand tons in 1964, and 60 thousand in 1965, for a total of 200 thousand tons). Participating with VOeEST in the construction of the Soviet plant, which will take about two years, will be a number of Austrian firms and a few foreign firms including the West German firms of Linde of Munich and Mannesmann of Duesseldorf. The Linde firm will construct an oxygen plant as well as a nitrogen and a rare gas operation. Mannesmann (steel company) will apparently cooperate in the design of a continuous steel casting plant which, according to newspaper reports, will be established instead of the conventional slabbing mill. It is understood that the new Soviet plant will be erected on a site about 450 kilometers southeast from Moscow in Lepezk (District of Voronesch).

From a private American source close to Director Lukesch we learned that as a result of a personal decision by Premier Khruschev, the Soviets agreed to pay to VOeEST an unspecified annual "license fee" (royalties) based on an output of up to two million metric tons a year of crude steel to be settled in keeping with international rates. (It will be recalled that negotiations on the sale of the LD steel plant to the Soviets stemmed from the Khruschev visit to Austria in June 1960 when the Soviet Premier expressed an interest in obtaining the LD-process.) This source also said that the written agreement governing the terms of sale made provision for the sale of one plant only and the Soviets agreed to negotiate separately with VOeEST in the event another plant would be involved.

Our informant said, in commenting on the possibility that the Soviets could eventually copy the process, that the Soviets will be highly dependent for some time on Austrian technical competence in operating the plant. He said that the Soviets will carry out the agreement on the licensing fees and in evidence thereof pointed to the trouble that even the Americans have had in operating the LD type of steel plant.

VOeEST has forwarded copies of the agreement with the Soviets to the GOA (Federal Chancellery, Ministries of Foreign Affairs, Trade, etc.) for approval. The Federal Government rules independently on international agreements of the nationalized industries. A copy of the agreement is also being made available to President Olah of the Austrian Trade Union Federation. End CONFIDENTIAL

Begin UNCLASSIFIED

In the Austrian political arena the People's Party took the opportunity to attack Socialist Vice Chancellor (and Minister for Nationalized Industries) Pittermann, pointing out that he had been willing to accept only 50 per cent in foreign exchange. Only the insistence of Trade Minister Bock (People's Party) on a 75-25 payment system prevented Austria from concluding a less advantageous agreement, the party press claimed. Socialist Foreign Minister Kreisky was also blamed by the People's Party papers for not having warned his party colleague Pittermann against the 50-50 proposal. This proposal was advanced by the Soviets at one time. End UNCLASSIFIED

CONFIDENTIAL  
(Unless Otherwise Indicated)

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Airgram No. A-865

CONFIDENTIAL

From Vienna

(Unless Otherwise Indicated)

Begin CONFIDENTIAL

Not surprisingly, Minister Bock is claiming a personal victory in his long tug of war with Vice Chancellor Pittermann over the terms of sale of the LD-plant. Bock reportedly feels that the apparently favorable settlement has served to buttress his endeavors to retain his position in the new government. He had indicated in conversation that he will remain as Trade Minister and has also cited top-level League of Industrialist insistence that he retain the post.

There are reports that a group of Chinese steel industry experts will visit Austria sometime this month to inspect Austrian steel plants. According to the Communist "Volkstimme" the Chinese delegation is expected to be headed by the Secretary General of the Chinese Steel Industry Association and has expressed interest in the Austrian oxygen converter steel patent. It is recalled that overtures were made to VOEST last April by the Communist Chinese for the construction of an LD plant in Red China (Embtel 1715 of April 17, 1962 and Deptel 1912 of April 20, 1962). Up until now we came across no concrete reports that the Communist Chinese were following up their original interest. End CONFIDENTIAL

Begin UNCLASSIFIED

The success of the LD process in steel production is evidenced by the fact that at the beginning of 1962 there were all told 35 steel plants throughout the world with an annual capacity of 23 million metric tons using this method. An additional 47 plants with a combined annual capacity of 45 million tons are in the process of being constructed. It is estimated that after their completion - by 1965 - between 20 and 25 per cent of world steel production will come from LD plants. End UNCLASSIFIED

For the Ambassador:

*Francis L. Foley*  
Francis L. Foley  
Second Secretary of Embassy

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(Unless Otherwise Indicated)

OPFER/ACTION

EUR-6

(18)

DEPARTMENT OF STATE

## AIRGRAM

4616341/1-1163

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A-904

CONFIDENTIAL

NO.

TO : Department of State

1963 JAN 15 AM 7 50

HANDLING INDICATOR

INFO : Bonn, Brussels, Bucharest, Luxembourg, Moscow, Paris

ANALYSIS & DISTRIBUTION  
BRANCHEUR INDEX  
AEF

FROM : Amembassy VIENNA

DATE: January 11, 1963

SUBJECT : Sale of LD-Steel Plant to Soviet Union

REF : Emb A-865 of January 4, 1963

Brussels and Luxembourg for USEC - Paris for USRO

This Airgram supplements the Embassy's A-865 of January 4, 1963 on the subject of the sale to the Soviet Union by nationalized VOeEST steel company of an oxygen converter (LD) steel plant.

The Embassy has received in confidence from a source in the Ministry of Trade a copy of a letter dated December 28, 1962 from VOeEST Directors Dr. Josef Walk (affiliated with People's Party) and Rudolf Lukesch (affiliated with Socialist Party) addressed to Trade Minister Bock (People's Party) giving some details on the terms of sale of the LD-steel plant to the Soviets. Enclosed is a translation of this letter. The fact that we obtained this letter should be kept confidential.

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RV

(6 HS)

QA

Using a conversion rate of 26 Austrian schillings equals US\$1, the total selling price of the LD-plant amounts to AS 822.7 million (\$31.6 million) and includes a license payment specified in both US dollars and Austrian schillings: \$2 million and AS 51.6 million. Since the annual capacity of the new Soviet plant is placed at two million metric tons, it appears that the "license fee" (royalty) is at the rate of \$1 per metric ton. It is our understanding that the Soviets have agreed to pay to VOeEST annual "license fees" based on an output of up to two million tons a year of crude steel. (see A-865)

On January 4, 1963, Minister Bock gave his consent to the LD deal and thus cleared the way for the execution of the agreement.

Enclosure:

Translation.

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FORM DS-323  
4-62

FOR DEPT. USE ONLY

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Drafted by:

E:FLFoley:des

1-11-63

Contents and Classification Approved by:

E: Clinton L. Olson

Clearances:

Page 2 of  
Airgram No **A-904**  
From Vienna

CONFIDENTIAL

of December 21, 1962 between the Soviet's STANKOIMPORT and Austria's  
VOeEST.

For the Ambassador:

*Francis L. Foley*  
Francis L. Foley  
Second Secretary of Embassy

CONFIDENTIAL

*MLF*

CONFIDENTIAL

Page 1 of Enclosure 1  
Airgram No A-904  
From Vienna

TRANSLATION

TO: The Federal Ministry  
of Trade and Reconstruction,  
Att: Minister Dr. F. Bock,  
Stubenring 1,  
Vienna I.

December 28, 1962

Dear Mister Minister:

We take the liberty of informing you of the following: On December 21, 1962, at Moscow, we concluded the LD-Steel Mill sales contract with the firm STANKOIMPORT. In very difficult negotiations, we succeeded in enforcing the principal point of view of your Ministry by obtaining agreement to a 25% commodity quota. VOEST decided to utilize this quota for importing pig iron for internal consumption; the total amount of 200,000 metric tons will be distributed as follows:

1963	50,000	m.t.
1964	90,000	m.t.
1965	60,000	m.t.

The transaction does not interfere with the commodity lists of the trade agreement. As previously agreed upon with Section Chief Dr. Augenthaler, we noted in the final protocol that VOEST needs the final approval of the Trade Ministry for this transaction.

Today STANKOIMPORT sent us from Moscow the enclosed telegram and we therefore request you, Mister Minister, to grant your approval so that we will be able to answer the telegram on January 3, 1963.

As is known, several discussions concerning this transaction were conducted with Section Chief Dr. Augenthaler during which it was declared that the approval of your very esteemed Ministry may be taken for granted provided a 25% commodity quota can be achieved. Since we have fully complied with all these view points in the course of difficult negotiations, we request that you assist us in finalizing this transaction.

For your information we are enclosing a short survey on the most significant data of this transaction which will show you that the extent of the transaction has been decreased from the original AS 1.2 billion to AS 822 million, due to various technical changes and partial deliveries from Soviet sources.

Our Soviet customers decided to connect the LD-steel converters with a continuous steel casting plant instead of a slabbing mill. This steel mill will therefore be the first large plant with LD-steel converters in connection with continuous steel casting. This will be of greatest interest to all steel producers of the world and thus of

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highest importance for future Austrian business.

Very truly yours,  
United Austrian Iron and Steel, Inc.  
(Walk) (Lukesch)

Annex to VOEST's letter of December 28, 1962 to the Federal Ministry of Trade and Reconstruction, Att: Minister Dr. Bock.

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Principal data of the order concerning the delivery of an LD steel mill to the USSR.

Value of the order, including license fees	AS 822.7 million
including license payments of \$ 2 million	AS 51.6 million

Deliveries start in the fourth quarter of 1963 and will end in the last quarter of 1964.

Payments will be effected in Austrian Schillings as follows:

4th quarter of 1963	5%
1st through 4th quarter 1964	85%
1st and 2nd quarter 1965	10%

75% will be paid in currency, 25% in commodities.

It was agreed that the Soviets will supply 200,000 metric tons of pig iron to cover the payment by commodities, which will be used by VOEST in their own plants.

2nd to 4th quarter 1963	50,000 m.t.
1st to 4th quarter 1964	90,000 m.t.
1st and 2nd quarter 1965	60,000 m.t.

(Shipment will be made on the Danube. Since Soviet cargo boats are used to full capacity, it seems possible that DDSG <sup>1/</sup> will get a larger share of the coal and raw steel iron transports.)

Delivery contracts expressly provide that shipments connected with the delivery of the LD-steel mill as well as reciprocal shipments of pig iron will be effected outside of the framework of the existing Soviet-Austrian trade agreement.

1/ Danube Shipping Company controlled by the Austrian Government.

## Distribution of Deliveries (excluding licensing arrangements):

1. VOEST 37%  
2. Wiener Brueckenbau 8.8%

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Total sum for VOEST and Wiener Brueckenbau 45.8%

3. Waagner-Biro 13.2%  
4. Alpine-Montan 0.5%  
5. Austrian Electrical Firms 8.8%  
6. Other domestic enterprises 5.7%

Total sum for domestic enterprises 74%

7. Linde Munich (oxygen plant) 14.6%  
8. Gute Hoffnungshuette (GHH) 2.5%  
9. Other foreign firms 8.9%

Total sum for foreign enterprises 26%

Total deliveries 100%

Note: The above list does not show small sub-contractors for the supply of small parts, etc.

Central File: Decimal File 461.6341, International Trade And Commerce. Trade Relations, Treaties, Agreements. Customs Administration., Import Tariff. Import Duty., Union Of Soviet Socialist Republics And Austria, Trade Relations. Trade Agreements, Treaties, Conventions. Commercial Relations., July 27, 1962 - December 28, 1962. July 27 - December 28, 1962. MS Commercial and Trade Relations Between Tsarist Russia, the Soviet Union and the U.S., 1910-1963: RG 59, State Department, Central Files, Commercial Relations (411.61 and 461.11), United States-Soviet Union, 1950-1963. National Archives (United States). Archives Unbound, [link.gale.com/apps/doc/SC5106467118/GDSC?](http://link.gale.com/apps/doc/SC5106467118/GDSC?u=camb55135&sid=bookmark-GDSC&pg=1) Accessed 1 May 2024.