

A Walter Kissinger Enterprise Competes for Soviet Contract

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Walter B. Kissinger, 48-year-old brother of Henry A. Kissinger, the President's adviser on national security affairs, may be on the verge of an international coup of his own.

A West German subsidiary of the Allen Group, Inc., a Long Island company headed by Walter Kissinger, is one of two companies in the final bidding for a possible multi-million-dollar contract to build 500 gasoline stations in Moscow, he said.

The subsidiary — A. Rohe, G.M.B.H., a company that builds gasoline stations for European oil companies — is handling the bargaining alone, Mr. Kissinger said. "I resent some people's suggestion that I am involved and that my brother has something to do with it," he declared.

The talks have been in progress for more than a year, Mr. Kissinger said, and no decision is expected before the middle of next year. In the United States the construction of 500 service stations would cost about \$125-million; the Allen Group declines to disclose the figures being discussed with Soviet officials.

The Allen Group, which was known as the Allen Electric and Equipment Company until recently, was a glamour issue in the mid-1960's, with highly diversified operations. Mr. Kissinger, after being named chair-

man and chief executive in 1969, moved the headquarters from the Middle West to Melville, L.I., and concentrated the company's efforts on the manufacture of truck and automotive parts and accessories and automatic car-wash equipment.

The importance of the Soviet deal, Mr. Kissinger said, lies in the fact that the service stations would become potential purchasers of Allen equipment, such as car lifts, car washers and testing devices.

"We're having fine success in Eastern Europe, mainly because of the boom in automobiles there," Mr. Kissinger said. Through its Rohe arm, Allen is now active in Hungary, Poland, Czechoslovakia and Yugoslavia, he continued. "Our aim is to be the world leader in repairing and servicing automobiles."

Rohe, acquired by the Allen Group in 1970, is now an umbrella company for Allen's overseas operations in 12 countries, including Britain, Australia, South Africa and much of Europe. Allen expects about \$150-million in revenues this year, including \$24-million from Rohe operations.

Mr. Kissinger attended Princeton University and the Harvard Graduate School of Business Administration. He started his career with General Tire and Sperry Rand but has spent most of his career with smaller companies.