

Joint Ventures - Advice to Soviets from a Canadian Counsellor

Joint enterprises are nothing new in the Soviet Union. Many of them have now also made their appearance in the timber industry and several articles by Soviet specialists have analyzed them. But what do representatives of the developed countries think of these joint enterprises? Our correspondent discusses this question with David Taylor, a Minister and advisor to the Canadian Embassy in the USSR.

"Recently you and I witnessed an important event. The large Canadian firms "Hymac" and Noranda Forest Sales" conducted a symposium in Moscow, during which it was proposed that a joint enterprise be established in the Soviet Union. How much faith do you have in this type of collaboration?"

"I suppose any activity in this field has a good chance of being successful: in the case of our countries the prospects are good. There have been trade relations between the USSR and Canada for a long time. We know each other and that's already something.

"The firms "Hymac" and "Noranda Forest Sales" are two of the largest pulp and paper concerns not only in Canada, but in the entire world. They are reliable, experienced and solid partners. It's true that in order to set up a joint enterprise, particularly in such a capital-intensive industry as pulp and paper, western firms have to be fully convinced that perestroika will continue to develop in the USSR. Unfortunately, at the moment there are still doubts on that score. The sooner firms become convinced that some other policy won't come along to replace current Soviet policy, the sooner capital investments will start to be made in your country."