The target for the nine months of the current year, even before the transition to the leasing contract, was achieved for all of the main indicators. They were able to reduce the number of workers at the logging sites by 29 and increase the average wage from 247 to 312 roubles. Such results could hardly fail to inspire the collective to take the next step - the development and consolidation of <u>khozraschet</u>. This was the transition to the leasing contract.

For experience - to the Moscow region

The director of the logging enterprise visited the Butovo Building Materials Combine, which by that time had already gone over to the new management method. He familiarised himself with their work, made a copy of their agreement (for which he paid 50 roubles) and returned home confident that his enterprise was fully up to the leasing contract.

After weighing all the "pros and cons", it was decided to put the question to the collective. A committee was formed, which included the director, the chief engineer, the chief of the production-technical department, the chief of planning-economic department, the senior engineer of the labor and wages department, the chief accountant, the supervisor of the Sovetskii logging unit, as well as several of the more active workers. They all paid repeated visits to the crews and explained with actual calculations the essence and advantages of the leasing contract.

Party meetings were held at the logging sites. The annual trade union conference also came along at this time. So as not to assemble the people twice, it was decided to discuss the proposal for the transition to the leasing contract then and there. The opinion of the workers and office personnel was approximately thus: "although we have still not made out just what this 'leasing contract' is, we'll give it a try".

Introduction of the leasing contract

The new system clearly aroused people's interest and inspired them to new heights. A plan of measures was developed to ensure an increase in the proceeds from sales of commercial output. In particular,