

being earned. There must also be expanded opportunities for transferring a portion of the currency allocations to the secondary suppliers, primarily the suppliers of unprocessed wood. This would place in the hands of the exporting mills an effective lever for influencing both the quality and the volumes of the raw material being delivered to them.

For assorted pine lumber, we are receiving in Western Europe one and a half times more in currency than we do for spruce, and for spruce saw timber in Japan, we are getting almost twice as much as for larch. Accordingly, the Ministry of the Timber Industry and the planning agencies are faced with the task of singling out for the exporting enterprises sources of raw materials, the species composition of which most fully answers the need to increase our currency earnings from timber exports.

Learning to Trade

Since January 1988 the USSR Ministry of the Timber Industry has been given the right to deal directly with foreign markets. The foreign trading association known as "Eksportles" (Timber Exports), the functions and privileges of which are now vastly expanded, has been ceded to it from the former Ministry of Foreign Trade. The perennial tendency of forestry officials to push to one side the majority of the problems that have to do with exports and accordingly, to fall down on their responsibility for dealings in foreign markets, is being relegated to the past. A more effective mechanism of interaction between the enterprises supplying products for export and the industry's foreign trade officials is being established. N.S. Savchenko, Deputy Minister and Head of the Central Directorate for External Economic Relations, will be personally responsible for administering it.