

The conclusions from all that has been said are obvious: a difficult year lies ahead for our exports-oriented organizations and firms and for their workers' collectives. On world markets "the customer is always right", but in a time of economic recession he is "right" twice over: when the market capacity is contracting there is an inevitable increase in the stringency of his requirements for product quality and adherence to the terms of contracts. The fact that our enterprises, unfortunately, became accustomed - in the years which are now called the period of stagnation - to making changes in specifications, shipping unordered products, delaying deliveries and committing other violations of contracts concluded with capitalist firms, simply will not do in a time of recession. The exporter who is capable of satisfying customers' requirements is the one who will be able to hold his ground in the marketplace and sell all of the product on hand without loss of prices.

In conclusion I would like to mention that each cubic metre of assorted lumber that has not been shipped abroad represents three tonnes of bread or 150 kilogrammes of meat or 50 kilogrammes of butter which has not been purchased. Indeed, they have not even been delivered to our stores. The latter can hardly be said to be suffering from an over abundance of goods. The substitution of no more than one cubic metre of assorted pine planks by fourth grade material means a direct loss of the currency with which it is possible to obtain a ton of bread, or 15 kilogrammes of butter, or 50 kilogrammes of meat. This is to say nothing of a reputation, which will not be bought on external markets, however much money is available.

(Article signed by Candidate of Economic Sciences V. Statiev)

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