

contracts with foreign companies are signed and carried out, the Ministry acts in the role of "customer", while the "buyer" is the foreign trade organization and the plant appears in the contract just as the "consigné". The agents in the technical negotiations are designers from the State Design and Planning Institute for the Pulp and Paper Industry. Often the customer, buyer and the Institute solve the principal questions without consulting the mill. This has a detrimental effect on the final results.

I think the mill has to be granted more of a free hand in contacting the foreign companies as well as in building and in contracting equipment supplies. It should organize a joint office on its premises for equipment servicing, spare parts and raw material supplies, and for assistance in selling our products abroad.

Now a few words on the future development of the mill. Having undertaken a course of reconstruction and expansion, we cannot stop just half-way. When the first phase of construction is complete only 50% of our chemical pulp will be used to make paper. The other half of the pulp will be sent to other enterprises as a semi-finished product. I think we should plan a second paper machine in the second construction phase and expand the paper processing facilities. We should arrange for wallpaper production, expand the range of lable-packaging and silicon-treated paper, sticky material and consumer goods, which were "forgotten" in the first phase, produced.

I should mention that the builders and designers, when putting up the first phase, included all the prerequisites for further development: there is room to expand the power plant and environmental