

formalities of paper-pushing than it does about commercial success. Isn't it time to take a closer look at these instructions which have been in effect for donkey's years?

If we examine timber exporting operations from the point of view of existing regulations and instructions, we can uncover an entire set of incongruities in the contract conditions for the delivery and acceptance of timber products.

The inspectors, acting in accordance with instructions, check only 30% of all the loaded railcars. In this way the Nakhodka timber exporting station finds itself in an extremely complicated position: it finds it difficult to keep reliable accounts and to keep track of the claims between the export organizations and the suppliers.

When ruling on these claims the arbitrators are governed by the instructions entitled: "On accepting industrial-technical products" and "Special conditions for exporting timber products". The timber exporting station cannot possibly meet the demands set out in these documents, even if it would dearly like to. As a result, it incurs considerable losses. The station's suits for compensation for losses incurred because of shortages and defects, which come to light during the inspections, are usually waved aside. The station workers are forced to buy a pig in a poke and are then blamed for other people's sloppy work. It would make much better sense to carry out quality controls in the places where the products are produced.

The export cargo processing situation at the ports has become intolerable. Given the new conditions of self-financing and full profit-and-loss