

different sectors of industry. It employs 1,400 people and its annual turnover exceeds 520 million finnmarks.

Lesnaya promyshlennost'

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Page 1 (Abridged)

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A Close Look at Exsportles

An interview with Yury Vardashkin, Executive Director of the Self-Financing Foreign Trade Organization, Exsportles (Timber Exports).

Q. "Exsportles is now in its 62nd year of existence and it is currently undergoing a restructuring process. What new trends in the organization's work have emerged with its transfer to the USSR Ministry for the Timber Industry?"

A. "The main function of Exsportles in the past when it was part of the Ministry for Foreign Trade was the sale and purchase of timber and pulp-and-paper products on the world market. We did everything we could to ensure that the contracts concluded by Exsportles were as profitable as possible for our country. The world timber market is characterized by fierce competition, rapid changes, and fluctuating circumstances and prices. To buy or sell products profitably requires solid commercial experience and stable international business links.