

120,000,000 roubles worth of foreign currency. It is easy to calculate that a ton of our paper was sold at a price of approximately 370 roubles. In the same year the country purchased 95,600 tons of newsprint in foreign currency. It is easy to calculate that a ton of our paper was sold at a price of approximately 370 roubles. In the same year the country purchased 95,600 tons of newsprint in foreign countries, for which was paid 43,000,000 rubles worth of foreign currency. On the average, each ton cost 430 roubles in foreign currency. Why are we selling cheaply and purchasing similar products at much higher prices? When are we going to learn to trade?"

A. "This is a question that ought to be put to Exportles. I will say only that foreign paper is whiter than ours and packaged better..."

Q. "What is preventing us from raising the quality and improving the packaging?"

A. "Much depends on the inadequate level of technology and equipment. We are slowly introducing scientists' innovations..."

Q. "The transition to market relations will result in the price of domestically produced paper almost doubling for our consumers also, won't it? Perhaps this will discourage the mills from sending out damaged rolls?"

A. "The papermakers will have little to gain from such a rise in domestic prices. For there will be simultaneous increases in the cost of the raw material and chemicals, and tariffs for shipment of raw materials and products will also be increased. Then again, our enterprises may be able to use paper for barter deals resulting in the acquisition abroad of foodstuffs and industrial goods which cost plenty within the country. We also have another need: in exchange for paper, to purchase for foreign firms the spare parts for our papermaking machines. This is because the machines themselves were bought from foreign firms".