

"I agree but you know, nothing ventured, nothing gained, as they say. In fostering the creation of joint enterprises, you are actually supporting the economic reforms which are under way in our country. And it is quite possible that companies which are willing to take a risk today, will find that in the future, once perestroika has been successful, they will be big winners, far outstripping those who didn't opt for collaboration now."

"That's quite true. That's why we are actually trying to support any reasonable projects, but at the same time, we prefer to proceed with caution. It's the job of firms to reduce their risks to a minimum. For this reason, in-depth analysis is needed and we have to weigh all the "pros" and "cons".

"Hymac" and "Noranda Forest Sales" produce advanced, ecologically clean equipment, their inventory is well known in many countries of the world and they have built up extensive experience in the marketing field. In other words, these are very solid companies, and they can allow themselves a certain amount of risk. Time will tell whether the risk has been worthwhile, whether our joint efforts have been worthwhile."

"You probably know that there have already been several attempts on the part of various companies to set up a joint enterprise in the Soviet pulp and paper industry, but so far none of these has been successful. What do you think is the reason for this failure?"

"The main problem stems from the fact that the pulp and paper industry requires large financial outlays. The question of supplying an enterprise not only with wood, but also with chemical components, transport, equipment, manpower and a huge number of other elements, is an extremely complicated one."

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