

Russian Company Using West's Methods Does Good Business

By KURT NEUBAUER
United Press International

Vienna—UPI—A Russian company using the West's traditional "capitalist" business methods is one of the most successful enterprises in this Austrian capital.

It is Garant, a Russian insurance company founded in this neutral nation only four years ago and already maintaining business relations with enterprises in more than 40 countries.

Garant's main business is to sell export insurance to Western companies which deliver goods to East Bloc countries. It insures against all risks—mainly the non-payment risk—resulting from the export of Western goods to the Soviet Bloc.

Different in Practice

Asked how it is possible for a non-payment risk to arise in business relations with Com-

munist countries where foreign trade is handled exclusively by state-run organizations, Ilya W. Lukin, general manager of Garant, replied:

"One should think so, but in practice it is different."

He admitted that East Bloc countries frequently run short of hard currency, thus delaying payment to Western suppliers.

"If the payment is delayed by more than 60 days then we get stuck with the bill," Lukin said. Sometimes, the "clearing" is blocked and the money also cannot be transferred to the West.

The risks which Western firms undergo by dealing with Communist countries are illustrated by the fact that in 1961 Garant paid to Western firms as compensation for damages more than \$714,000.

Garant also offers policies insuring Western companies

against "political" risks in the Soviet Bloc area, such as civil war, uprisings, revolutions, strike or presumptive loss of goods by confiscation in any of the countries under Communist rule.

Business Possibilities

Garant also is looking for business possibilities in the West.

"We are also participating in purely Western re-insurance transactions in all branches of non-life insurance if it brings a good profit," Lukin said smilingly.

Special government permission is required in most West European countries for carrying out insurance operations, but no permission is necessary for re-insurance transactions.

Garant's premium sales will rise from \$560,000 in 1959 to an estimated \$2.8 million in 1962. Garant already has increased its capitaliza-

tion from \$235,000 to \$1.4 million.

Subsidiaries Possible

Commenting on charges of some Western experts that

Garant is everything else but a harmless insurance company, Lukin denied such reports but added, "in principle, I'm not angry about such stor-

ies because it means a good publicity for us and like any other enterprise we need publicity."

Garant would like to set up

subsidiaries abroad.

"We work exactly as other Western insurance companies," Lukin said. "Therefore, we believe that our admission in other European countries should be granted under the same conditions as for West-

ern firms."

However, Western experts warn against establishment of Garant subsidiaries. They consider Garant as another communist weapon in the Kremlin's campaign of an economic penetration of West-

ern Europe and claim that the profits of Garant and other Soviet enterprises as in the West are being used for financing the propaganda activities of Communist front organizations in the free world.



ATTENDS MEETING — Dr. Robert Turner, Ashland, (center) represented Jackson County at the annual meeting of Oregon division of the American Cancer Society recently at the Village Green near Cottage Grove.

Shown with Dr. Turner are Dr. James P. Cooney, New York, and William D. Gargan, Beverly Hills, Calif., (right), two of the program speakers.

Research Against Cancer Reported at Two-Day Workshop

Promising leads in research against cancer were outlined at the two-day workshop of the Oregon Division of the American Cancer Society recently in Cottage Grove. Approximately 200 delegates attended representing the various county units.

More than 1,000,000 persons today are "cured" of cancer, Maj. Gen. James P. Cooney, vice president for medical affairs for the society, told a luncheon meeting. "One in three is now being saved," he said. "It could be one in two with earlier diagnosis. Much remains to be done by research people who are making great strides and

will someday provide the answer for the 85,000 patients who can't be saved today."

The association of lung cancer and cigarette smoking is "undeniable," Dr. Harvey W. Baker, Portland physician, told a morning session of the delegates. "People who smoke cigarettes for a long period of time," he said, "have a much greater chance of developing lung cancer than those who don't smoke. Most patients of lung cancer are those who smoked heavily for a period of years. It is rare to find lung cancer in a non-smoker."

Dr. William S. Fletcher, an assistant professor of surgery

at the Oregon medical school, spoke of research in drugs for treatment of cancer.

"The reason everyone is interested in using highly toxic compounds," he said, "is that only half of the persons who have cancer are five-year survivors at the present time. When we are better able to understand the way in which genetic information is passed from one generation of cells to another, it should be relatively simple to make the appropriate drugs for treatment of a particular cancer."

Radiation therapy and pre-operative super voltage irradiation, using the 2 million-volt Vandegraaf equipment was described by Dr. Clifford Allen, professor and director of radiation therapy at the Oregon medical school. He said he found the chances of cure of certain tumors greatly enhanced by treating the tumor first with super voltage irradiation, and afterward removing any persisting tumor by surgery. He said this was particularly true of cancer of the lung, rectum and bladder.

Part Viruses Play

Dr. Robert D. Koler, an associate professor of medicine, who is doing research in genetics and hematology, described the interest medical science has in the role that viruses play in cancer.

He said that one of the "exciting new fields" associates viruses with cancer, and it is known that many types of cancer in experimental animals are caused by viruses and can be transmitted from animal to animal. He said it is strongly suspected that viruses at least cause some types of cancer in human beings.

Those attending the meeting from Jackson County were Mrs. John Day, Kenneth Wright, Dr. Orval Eaton, Mrs. B. L. Wood, Mrs. Robert von der Hellen, all of Medford, and Phil Selby, Dr. Robert M. Turner, president of the county unit, and Mrs. Mahr Reynolds, executive secretary, Ashland.

Oregon Farm Loss May Top \$100 Million

Portland—UPI—The state director of the Farmers Home Administration says farm loss from the Oct. 12 windstorm in Oregon probably will exceed \$100 million.

Robert Pierce said it was still too early to assess the complete loss but that he would be surprised if the damage, when counted, did not exceed \$100 million.

Nearly every one of the some 40,000 farms in western Oregon was damaged.

In the famed trout fishing area of Rotorua in New Zealand's North Island, anything caught under 14 inches is thrown back into the water.

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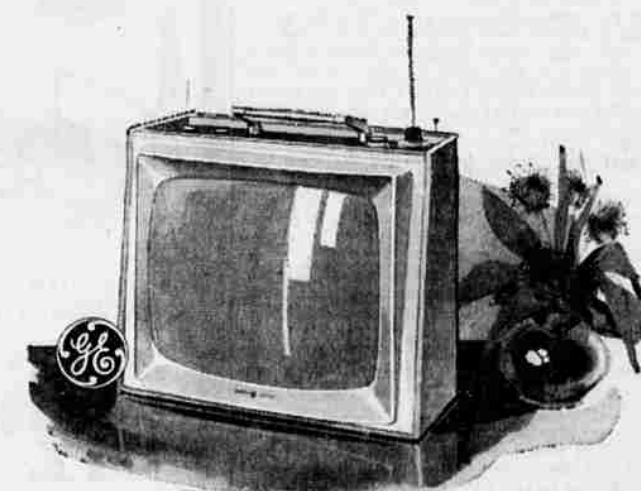
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