

'Hard cash from Russia'

Russia is willing to pay for South African capital goods in hard cash, according to the organiser of the SA firms at the recent Moscow trade fair.

Edward Pinshow of Edhill International Marketing Services said Russia's main concern was to get its industrial infrastructure going and many imports from the West were coming through East European middlemen.

Russia was interested in products that South Africa could supply direct without incurring these add-on costs. *[Local reports]*