

lives in Great Britain (before his defection in Paris in 1971 he was a high-ranking Soviet radar scientist). There is, in addition, a useful map of Russia's space-launching sites—and prisons where Korolev and his staff once worked!

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SUPERGESCHÄFT OST-WEST: DER SCHLÜSSEL ZUM WELTFRIEDEN. By *Samuel Pisar*. Translated from English by *Uwe Bahnson*. Foreword by *J. J. Servan-Schreiber*. Hamburg: Hoffmann und Campe, 1970. 377 pp. DM 25.

In this book, written two to three years before Nixon went to Peking and Moscow and before the people of West Germany gave Willy Brandt a mandate for his liberal *Ostpolitik*, Pisar makes his case for maximum expansion of East-West trade as the only hope for lasting peace.

The author argues convincingly that an expansion of economic relations is highly desirable, mutually beneficial, and an important step on the road to peaceful coexistence if not peaceful cooperation, and that nuclear equilibrium and trade embargoes are unacceptable alternatives for securing peace (the former is too costly and too risky, the latter has proved to be unenforceable and worthless). But he does not fully substantiate his thesis, suggested by the title of his book, that "super-business East-West" provides the *sole* "key to world peace," for he fails to give due consideration to some other alternatives such as negotiated treaties (which would settle border disputes, restrict armed forces and weapons, and allow for free international travel), United Nations peace-keeping forces, or supranational political organizations (there are those who advocate world government as the *only* solution).

Pisar is no utopian. He is fully aware that it is no mean task to free East-West trade from artificial restrictions and encumbrances. Decades of bitter controversy have left their mark; there are still two camps facing each other with IBM's pointed at each other's cities and with armies standing in readiness on each other's frontiers. And the Western businessman in his dealings with Communist countries finds himself confronted not by competitive enterprises operating in a familiar market environment but by state monopolies, and in his negotiations he needs, in Pisar's words, "the patience of a saint, the constitution of an athlete, and the well-trained liver of an alcoholic" (p. 235).

European by birth, a graduate of leading universities in the United States, England, and France, a U.S. citizen by special act of Congress, international lawyer, member of the board of directors of various multinational organizations, and former economic adviser to President Kennedy, Pisar has had extensive dealings with Soviet and East European enterprises, party officials, and governments, and is considered one of the West's outstanding experts on East-West trade. Yet the book does not contain new or unique insights, nor does it disseminate heretofore unknown information. What may be of importance is the author's attempt to discuss and analyze all or most of the often vexing and frequently controversial issues that underlie East-West economic relations. Successes and shortcomings of Comecon integration, the trustworthiness of Eastern business counterparts, the establishment of mutually beneficial commercial relations that would not substantially strengthen either side's military capability, price formation not necessarily related to relative

scarcity—these and many other problems are examined, making it apparent to the reader that it is often difficult to arrive at definitive conclusions. For instance, Pizar states frequently that Eastern export enterprises can be depended upon to keep contractual agreements to the letter, and he gives plausible reasons for their reliability (e.g., pp. 239–40, 325, and 329). Yet he points to cases where the Soviets have broken contractual agreements for political reasons, such as Stalin's denial of agreed-upon credits to Yugoslavia or the discontinuation of contractually confirmed oil deliveries to Israel after the 1956 Sinai campaign (pp. 257 and 334); and he warns that the Soviet state might on occasion effectively invalidate contracts signed by state enterprises (p. 360). The author ends the book with "fifty guiding principles" aimed at giving East-West trade the scope it needs to fulfill the peace-keeping functions he envisages for it. Most of Pizar's recommendations are obvious: allow the other side equal access to markets, unencumbered by political, diplomatic, and ideological considerations other than national security; eliminate discriminatory import duties; publish all laws, decrees, and court decisions pertinent to international economic relations; and so forth. Hence it is not the level of sophistication but rather the range and scope of these guidelines (subdivided into sections on "What the West Must Do," "What the East Must Do," "Accessibility to Eastern Markets," "Legal Protection," "Formulation and Fulfillment of Contracts," and "Cooperation of Governments") that make them of interest to the reader.

This is a book aimed at improving East-West relations. It is therefore regrettable that the author found it necessary to intersperse the text with statements of at least questionable validity intended to disparage communism or Communist countries. It makes little sense, for instance, to call communism an economic failure (p. 22) or to assert that Soviet aid to Hanoi and Havana is used for "obstinate attempts to undermine the governmental system of neighboring countries or even openly to subjugate them" (p. 198). The omission of such comments from future printings and editions would enable the work to serve more effectively the purposes for which it was intended.

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SOVIET FOREIGN TRADE: ORGANIZATION, OPERATIONS, AND POLICY, 1918–1971. By *Glen Alden Smith*. Praeger Special Studies in International Economics and Development. New York, Washington, London: Praeger Publishers, 1973. xviii, 370 pp. \$21.50.

Dr. Smith's book was written primarily for the use of businessmen interested in trade with the Soviet Union. Half of the text deals with the organizations involved in the conduct of foreign trade, and with such foreign trade operations as trade promotion and financing. The other half deals with Soviet trade policies and practices, both in general and specifically with the other socialist countries, the developing countries, and the West. To this broad range of topics the author adds a time dimension: the typical chapter starts with the first organizations established after the 1917 revolution and traces the history of organizational changes up to the present time.

Because of the broad scope of the book, the treatment of the material is fairly thin. A large part of the text is devoted to descriptions of the structure and functions of the various organizations that have been responsible for the conduct of