

legislation before it is sent to the federal, republican or provincial assemblies, collecting and analyzing plans of enterprises, preparing estimates of markets (particularly foreign), undertaking research into new products and providing a general economic service for their members.

A co-ordinating committee within the Federal Chamber of the Economy promotes economic and trade relations with foreign countries. To assist in this promotion, the chamber has representatives in most major foreign countries. Although the Federal Chamber does not have a representative in Canada at present, information about doing business in Yugoslavia can be obtained from the Yugoslav Embassy in Ottawa and Consulates General in Toronto and Vancouver.

There are also various bodies concerned with foreign trade in the republics and autonomous provinces (SIZs). These organizations, which represent enterprises and banks involved in foreign trade, were formed primarily to promote the optimal allocation of foreign exchange between importing and exporting firms, but also guide them in their foreign trade activities.

## Agents

While there is no legal obligation to have a local agent, appointing one should be considered when it is impractical to establish direct contact with the user because of the nature of the product, or if one wishes to sell on an ongoing basis in this market. If an agent is used, it must be a properly constituted Yugoslav enterprise duly registered and licensed to engage in foreign trade, since individuals are forbidden to act as agents. Such enterprises include trading companies, which specialize to some extent in particular areas; agency enterprises that represent foreign firms; manufacturers which import goods for their own requirements and export their own products; business associations that import and export on behalf of their members; and finally, enterprises which combine some of the above activities.

The choice of an agent should be made with the greatest of care. Experience shows that factors such as changes in regulations, poor initial sales, or even the loss of a key person are enough to discourage the agent's marketing effort. An appointment for a trial period of one year, the minimum term for a representative agreement, is recommended, to be confirmed if