

The rapidly expanding activities of Yugoslav companies abroad can provide opportunities for Canadian firms which offer special expertise and equipment not readily available in Yugoslavia. Areas of possible co-operation include airport facilities, metallurgy and mining, hospitals, communications, and food processing and storage facilities. Co-operation can take the form of sub-contracts for equipment or services (or both) and exchanges of specialized technology. Canadian participation in such projects may well qualify for Export Development Corporation (EDC) financing. Such co-operation may also permit a Canadian company to expand the scope of its activities in Yugoslavia proper, or enter into new markets in third countries, often at less risk and cost.

Of course, co-operative ventures of this type must be carefully studied, since they often are based on an existing close relationship with a Yugoslav firm. In particular, the partner's potential and reliability must be evaluated.

Taxation

Yugoslav taxation laws have been changing rapidly in recent years, and they vary from republic to republic. It is best to consult local attorneys for details on tax legislation.

Government Procurement

Except in defence procurement, Yugoslavia has no government purchasing agencies. Government purchases are channelled through foreign trade enterprises specializing in items which interest the government. Public tenders are published in *Sluzbeni List SFRJ*, the official Yugoslav gazette. Often, the interested government agency also extends invitations to bid to known foreign suppliers.