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*for a sustainable future*

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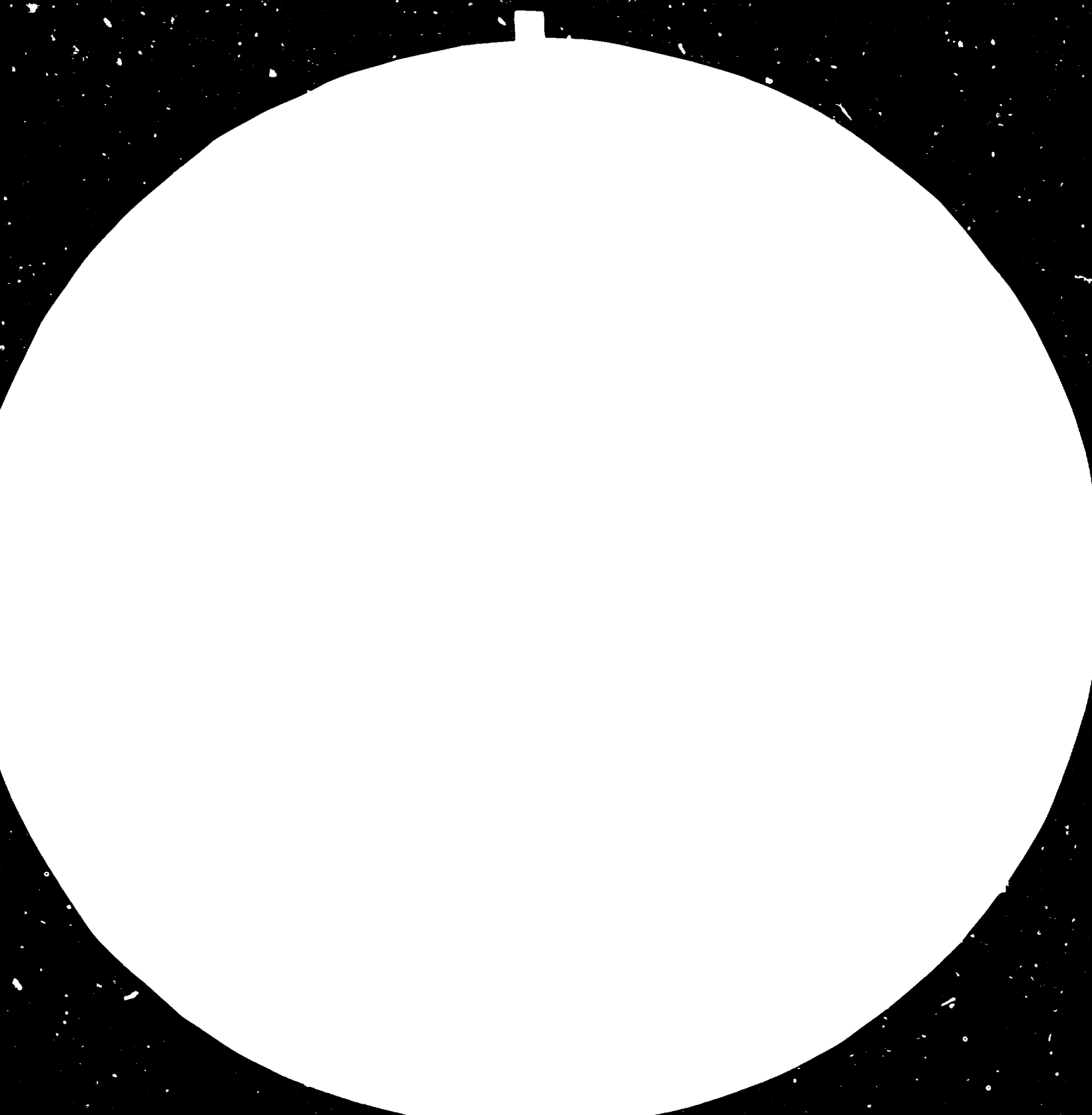
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"The Tenth Round Table of Developing Countries  
Industrial Development and Co-operation among  
Developing Countries from Small-Scale Industry  
to the Transnational Corporations"

Zagreb, Yugoslavia, 15-17 September 1982

Co-operation of "Rade Koncar" with Developing \*  
Countries.

By

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558

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\*\* IDC: Institute for Developing Countries

More than twenty years "Rade Končar" has been co-operating with developing countries (DCs) in construction of various investment projects.

The first hydroelectric power plant for which it supplied equipment in co-operation with Messrs. Litostroj and Metalna, the Yugoslav firms, was put into operation in Pakistan in 1958. Since then "Rade Končar" has supplied about 170 various plants in many DCs of Asia, Africa and Latin America.

The following kinds of plants have been supplied: thermal power plants, hydroelectric power plants, transformer stations, diesel electric power plants, pumping stations, cement mills, oil refineries, coke plants, steel works and rolling mills.

In the manufacture of equipment for the above mentioned plants "Rade Končar" has reached such a stage of development as to be able to offer most up-to-date technical solutions and to compete with manufacturers from industrially developed countries.

A certain number of the plants were manufactured in co-operation with local manufacturers which supplied some components and participated in erection and putting the plants into operation. The local personnel were trained either

in "Rade Končar" factories or at site to be able to carry out maintenance, overhaul and minor repairs. However, in the future, more attention should be paid to technology transfer. Already in the tendering stage the priority should be given to the tenderer who includes local manufacturers, particularly if the tenderer comes from a developing country. In this way the local industry could be engaged step by step and consequently, would reach a higher technology level.

Most of the plants were supplied and constructed on the turn-key basis. For instance, for hydroelectric power plants, turbines were supplied by "Litostroj", hydromechanical equipment by "Metalna", electrical equipment by "Rade Končar"; for cement mills, mechanical part was supplied by "Djuro Djaković", a Yugoslav firm, technology and a part of equipment by "Polysius", a German company, electrical part by "Rade Končar". In such complex plants there are many possibilities for including local manufacturers of equipment, civil engineering contractors, erection contractors, etc.

The following stage of co-operation, which is naturally a continuation of the co-operation in construction of investment projects, is a long-term joint manufacture and industrial co-operation.

It should be noted that in addition to the supply of power and industrial plants, "Rade Končar" also sells considerable quantities of individual products, e.g. transformers, circuit breakers, electric motors, household appliances, etc. Consequently, it is necessary to organize maintenance of such equipment, manufacture of spare parts and joint manufac-

ture of such equipment. It may be expected that various government bodies, banks and other institutions in DCs would fully support such co-operation, because this is the way to develop local industry, to employ people, to achieve self-reliance.

