

8422.30	4.4	
8422.40	3.5	
8423.30	4.4	
8428.39	4.1	(nil for equipment to be used for civil aviation)
8442.30	4.1	
8452.21	4.4	
8465.92	5.8	

Protection of Technology

This information is currently unavailable.

Language Requirements

Italian.

Language for Promotional Materials

Availability of promotional material and technical specs in Italian is a major advantage as it is understood as a clear sign of commitment to the market by the foreign producer.

Canadian Government Initiatives and Trade Shows

It could be useful if this post could be provided with technical product specs from the 28/28 companies in your directory and an assessment of their interest in technology-based ventures with foreign companies, as well as any relevant information on past and current dealings in Italy by these companies so we can verify market possibilities. A mission could subsequently be set up, for instance, during an exhibition in Milan. A quick review of our records showed that only one of these 28 companies is represented in Italy although some have agents in other European countries that may or may not cover Italy.

As always in Italy, trade fairs are a major promotional tool. There are two major trade fairs:

- Packintec International Trade Fair for packing and packaging technologies and processes primarily promoted by UICMA and the Italian Institute of Packaging.

It's held every three years in Milano, next edition will be November 1992.

- Ipak-Ima International Trade Fair on Packing and Packaging, Internal Transportation (inside a production plant) and food processing industry, promoted by ANIMA (Italian Association of General Industrial Machinery). Last edition attracted well over one thousand exhibitors.

It's held every three years and the next edition will be March 1991. Catalog and data to follow in September.