

NOR-JOR

Sto. Cabral 647
(1824) Lanús Este - Pcia. de Buenos Aires
Argentina
Tel /Fax: (54-1) 204-7418
President: Mrs. Norma Ferrer

MONDINO

Garibaldi 1212
(2000) Rosario - Pcia. de Santa Fé
Argentina
Tel/Fax: (54-1) 84-8185
President: Norberto Mondino

PROOF HEATERS DISTRIBUTORS

F.L. PADILLA E HIJOS S.A.

Av. Pte. Perón 1200
(1663) Buenos Aires - Argentina
Tel: (54-1) 664-4119/6055
Fax: (54-1) 667-3020
President: Mr. Francisco Padilla

TOTAL AUSTRAL S.A.

San Martín 323 - 10 P.
(1004) Buenos Aires - Argentina
Tel: (54-1) 325-8275/76/77/394-0860/0230/7220/7601
Fax: (54-1) 325-8272
General Manager: Mr. Patrick Rambaud

IMPORT REGULATIONS

Import regulations for HVAC&R products include a 20% import duty rate, plus a 10% statistical tax, plus a 3% minor duties, plus 18% VAT.

Brazil accounts for over 50% of imports in the Argentine market, which makes it the major foreign competitor. Import regulations are the same for Brazil as for other countries, but its cheap labour and freight costs are important advantages over the other countries.

LANGUAGE OF BUSINESS

English is widely spoken in government and business circles, however, Spanish should be used for promotional material.