

The subdivision of exports and imports in 1989 by type of machine is the following (million lire):

Type of machine	Exports		Imports	
		% 89/88		%89/88
Cleaning, drying, labelling filling, carbonating machin.	344,825	+13.6	69,197	+ 7.9
packing and packaging machin.	847,856	+11.6	133,489	+22.5
parts and accessories	262,364	+15.9	55,332	+ 3.1
metering, filling, closing and other weighing machine	6,818	+ 9.5	7,810	+32.1
weigher and scales	733	-31.2	575	-34.0
weighing and labelling equip. for prepacked products	618	-38.1	2,156	-10.7

**BUSINESS ENVIRONMENT:**

**Preferred Distribution Channels**

The distribution channels in Italy of foreign machinery vary depending on the size of the producer and on the importance for the Producer of this market.

There are subsidiaries, agents, representatives: some Companies which do not sell sophisticated equipment and are located not far away from Italy might sell directly. It is important to note that Clients consider a quick and efficient after sales assistance of vital importance. The local market is price sensitive because most of the buyers are small Companies. Great attention should be placed on after sales assistance and spare parts delivery.

**Financial Practices**

Payment conditions common in Italy are characterized by significantly longer payment periods than in North America.

**Standards**

This information is currently unavailable.

**Import Regime**

Non-tariff barriers are virtually non-existent; the local market for this type of equipment is open and the CSA standard is regarded as an excellent one.

Applicable tariffs are the following (to which 19% VAT is to be added):

HS	% duty
8422.20	3.5
8422.30	4.4
8422.40	3.5