

(goods and services). The I.N.A. insures directly in the case of medium-term credit and in the form of reinsurance for short-term credit.

Export Promotion

Italian Institute for Foreign Trade

This is a government organization which provides information on foreign markets, foreign customs duties, foreign trade regulations and currency controls, foreign trade statistics, trade lists and the Italian equivalent of World Trade Directory Reports on foreign firms. In addition, the organization handles reports on foreign procurement projects.

Trade Fairs

The Italian Institute for Foreign Trade coordinates the activities of Italian firms related to Italian Government participation in international trade fairs, and solo exhibits held abroad, and in shows held in Italian trade centers in London and Stockholm. It organizes trade missions abroad as well as missions of foreign businessmen to Italian industrial plants to meet interested exporters.

Foreign Marketing Education

Foreign trade courses for university graduates and scholarships to foreign trade specialists for commercial practice in foreign markets of special interest to Italy are also government-subsidized.