

grounds for Iraqi-Sudanese relations to serve the interests of the

cance of enhancing participation in international fairs held by both countries.

Italian traders come back, this time with bigger share

Baghdad, by Maithem al-Anbari

Italy is one of the leading countries taking part in the 31st session of the Baghdad International Fair.

The representative of the Economic Research Department of the Italian Institute for Foreign Trade Mr. Marco Saladini told *The Baghdad Observer* that the Italian pavilion display products of some 29 firms ranging from big oil extraction enterprises, such as Agip to firms specialized in various fields like mechanical and electric engineering as Ansaldo in addition to water treatment, pharmaceutical companies save agricultural machinery as Fiat, New Holland, etc....

Mr Saladini whose name has an interesting story to be told later in the end, went on to say this year, Italy has the largest pavilion and has been granted the second largest space for exhibition in the

fair. The pavilion is equipped and run by the Italian Interest Section in Iraq and the Italian Trade Commission sponsoring the exhibition.

He said Italian traders and manufacturers believe the Iraqi market can be a good place for lucrative trading and can cope up with the growing demand for goods and transactions, a thing that has been reflected in the growing number of firms and products on display compared to the previous year.

Saladini added that the seven of the firms specialized in the pharmaceutical products, namely Alfa intes, Bruschettini, chiron Vaccines, Lilepharma, medilife, Nova Argentina and Recordati are taking part in the light



Mr. Marco Saladini

of Iraq's growing demand for medical supplies.

This applies to the engineering equipment sector where Ansaldo, Cmb, Ergotecnica, Esmach, Europrocess, Fata engineering, Gestra, IMS, Iteco, Sargen, Technofrigo, TMP and Zurnis are displaying.

In the trade sector, Italian trading companies and international freight forwarders taking part in the fair include Arabital, Consorzio ICME, Eurotrading and contracting, Pegasus international trade and united industries.

Moreover, Mr. Saladini said, there are also one firm specialized in ambulances, Bollanti Veicoli Sanitari, the major Italian oil company, ENI-Agip Division, along with its subsidiary Agip petroli, and a firm specialized in shop windows fittings, olimpionca, besides some agricultural machinery producers.

In reply to a question on how wide Italy sees prospects of cooperation with Iraq can be, Mr. Saladini said during the year 1992, Italian exports to Iraq reached \$2m in value, a very little amount. However, Italian businessmen have come to this fair to finalize contracts, hold trade talks with Iraqi officials and therefore seize every opportunity to re-establish good ties so that both countries can reap as much profits as the market allows.

As regards the Iraqi people's steadfastness in facing up to the long years of embargo, Mr Saladini said it is quite

remarkable that the Iraqi people have managed to beat the biting sanctions in place for eight years now.

Finally, Saladini is an Arabic name, *The Baghdad Observer* inquired as Saladini smiled and cleared his voice to tell the story: "during the crusades, one of my ancestors came to Palestine where later on he was captured by the Arabs and taken as a prisoner of war under Islamic rule he had to stay for a long period of time, during which he decided to change his name to be "Saladini".

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