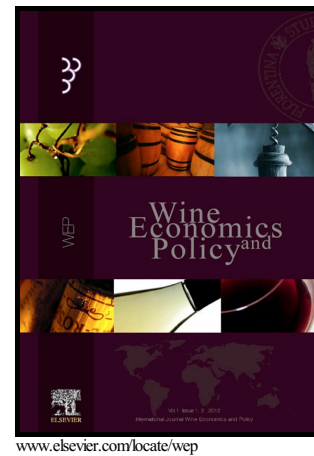


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## EFFICIENCY ANALYSIS OF ITALIAN WINE PRODUCERS

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**Abstract**

An analysis of the efficiency of wine and grapevine producers in Italy was performed. Data for 2005 and 2010 from the Farm Accountancy Data Network were used; this network records the balance sheets of a representative sample of farms. The data were analyzed using data envelopment analysis, which is a method for estimating the comparative efficiency of a group of farms. We investigated the determinants of the estimated levels of efficiency through an econometric model, aiming to understand which farm and area characteristics affect the differences in efficiency levels. The results indicate that between 2005 and 2010, a reduction in grape prices led to an increase in the efficiency of companies producing wine compared with a significant reduction among companies that are dedicated exclusively to the production of grapes.

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**Keywords:** Data envelopment analysis; Tobit model; Italian wine and grapevine production

**1. Introduction**

European Union policy has long recognized that the competitiveness of the wine production chain is largely based on the grape production stage. With the 1999 CAP (Common Agricultural Policy) reform, the wine sector had a specific financial endowment at its disposal. The aim of the reform was to convert and restructure vineyards to encourage the

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