



“LEGO - Logistics, Export, Growth and Opportunities”

Cod progetto: 1047-2-1284-2016

CONVEGNO INTERNAZIONALE - FOCUS RUSSIA

Logistics, Export, Growth and Opportunities

Venerdì, 22 Giugno 2018 ore 9.00

Quadrante Servizi – Quadrante Europa Interporto ZAI

Via Sommacampagna 59 - Verona

Welcome coffee ore 9.00

Moderatore: Enrico Morgante – CFLI – Consorzio Formazione Logistica Intermodale

- **Matteo Gasparato** – Consorzio ZAI
“l’Interporto Quadrante Europa e i suoi servizi”
- **Stefano Bonaldo** – Autorità di sistema portuale del mare Adriatico Settentrionale
“La via della Seta, collegamento intermodale tra Russia e Italia”
- **Silvano Fornea** – SI TRADE Russia e coord. Progetto LEGO CFLI
“Il mercato russo e le opportunità per le imprese italiane”
- **Alessio Sorio** - FAI Verona
“Possibili scenari futuri di sviluppo dei traffici commerciali verso la Russia”
- **Maurizio Cocciandich** – Elevante Trading and Consulting srl
“La logistica a sostegno dell’import ed export tra i due paesi e i paesi dell’Est Asiatico”
- **Giulio De Girolami** – Autotrasporti De Girolami Spa.
“L’esperienza dell’operatore logistico italiano in Russia”
- **Martin Medrano** - Studio Tagliaferri, agenzia di rappresentanza in Russia aziende settore arredo/marmo
“Commercio e opportunità col mercato russo”
- **Irena Muraveva** – Direttore CCIAA regione di Vladimir
In collegamento video
- **Mr Aleksej Jurevich Belskij** – Presidente di Moscow terminal and Russian Rail Way

Dibattito con le aziende presenti



POR FSE 2014-2020
REGIONE DEL VENETO



CONSORZIO FORMAZIONE
LOGISTICA INTERMODALE

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INTERNATIONAL CONFERENCE – RUSSIA FOCUS

Logistics, Export, Growth and Opportunities

June 22nd 2018 h 9:00

Quadrante servizi – Quadrante Europa Interporto ZAI
Via Sommacampagna 61 – Verona Italy

Goals:

LEGO Project, promoted by CFLI in cooperation with FAI (Federation of Italian Hauliers – Verona area), aims at developing the competences of logistics companies employees in order to increase their business on an international level.

Why is it important to talk about Russia today? Because the Russian market shows a more favorable attitude and a firmer recovery compared to the shaking of the last four years and it shows itself above all with new market rules and needs, very different from those of a few years ago.

Which are the current reasons that make us look at this market?

1. Radically changed market, therefore not MADE IN ITALY but MADE WITH ITALY;
2. Investments with Italian management and quality control, Russian utilities and personnel;
3. Not to produce only for Russia, but also for exports, with greater margins;
4. Economics in recovery. Companies seek foreign know-how to be more competitive;
5. Grants and aid at the federal level;
6. At local level, facilities for investors;
7. Middle class not inclined to save, but to spend



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H 9.00 Welcome coffee

Introductions & Greetings

- **Enrico Morgante** – CFLI

H 9:30

- **Matteo Gasparato** –Consorzio ZAI
The Interporto Quadrante Europa and its services

H 9:45

- **Stefano Bonaldo**– North Adriatic Sea Port Authority
The Silk Road, intermodal connection between Russia and Italy

H 10:00

- **Silvano Fornea** – SI TRADE RUSSIA e coord. Project LEGO CFLI
Russian Market and opportunities for Italian companies

H 10:20

- **Alessio Sorio** - FAI Verona
Forthcoming scenarios of commercial freight trades towards Russia

H 10:45

- **Maurizio Cociancich** – Elevante Trading and Consulting srl
Logistics as support of import/export trades between Russia/Italy and the Far East

H 11:20

- **Giulio De Girolami** – Autotrasporti De Girolami Spa.
The experience of Italian logistics operator in Russia

H 11:40

- **Martin Medrano**- Studio Tagliaferri, representative for italian marble/furnitures in Russia
Trade and opportunities with Russian market

H 12:00

- **Irena Muraveva** – Director CCIAA Vladimir Region
Video Conference call
- **Mr Aleksej Jurevich Belskij** - Chief of Moscow terminal and Russian Rail Way

H 12:30 Debate



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