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CRIET Incontra è l'attività del Centro di Ricerca Interuniversitario in Economia del Territorio che si propone di far confrontare, su una serie di tematiche di primario interesse per lo sviluppo territoriale, gli studiosi con i decisori delle imprese e delle istituzioni, le idee con i fatti, le teorie con le pratiche. Tramite CRIET Incontra studiosi, esponenti delle maggiori istituzioni pubbliche e private in Italia, mettono a disposizione le loro conoscenze e i risultati dei progetti di ricerca per poter dare un apporto significativo allo sviluppo del territorio, e presentarsi come supporto operativo per lo sviluppo delle economie locali.

L'obiettivo principale di CRIET Incontra è quello di aiutare a spiegare le relazioni che si intrecciano, su un determinato territorio, tra dinamiche delle imprese e dinamiche delle istituzioni affinché esse assumano un ruolo adeguato nell'analisi scientifica e nella valutazione strategica dei singoli decisori.

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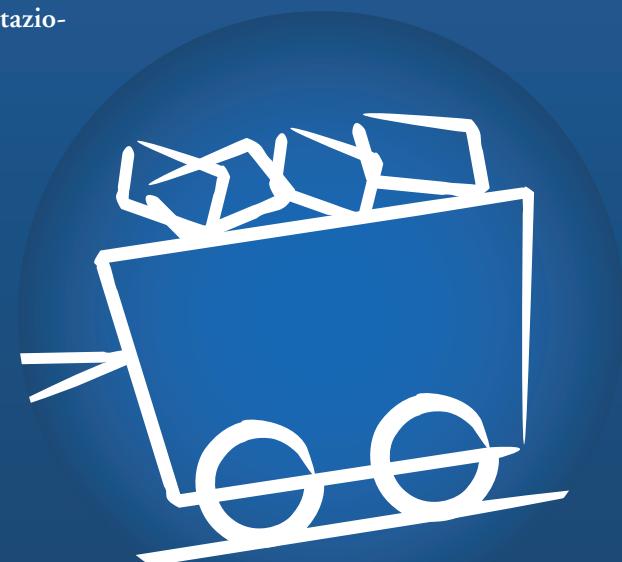
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## CRIET Incontra 2011

**The opportunities  
of internationalization  
in the extractive industries  
for the Italian companies**

MARMOMACCHINE  
46th International Exhibition  
of Stone Design and Technology  
22nd September 2011,  
VERONA, viale del Lavoro 8  
Mozart Hall



## The opportunities of internationalization in the extractive industries for the Italian companies

The Italian Ministry of Economic Development has been involved and it is promoting a supporting program for all the companies showing an economic interest in starting business activities, in the extractive industry, abroad, in order to satisfy the supply of raw materials for internal national purpose.

With this purpose, the first milestone has been the signing of an industrial memorandum of understanding to establish some general guidelines regarding the extractive industry, during the international governmental mission in Afghanistan, last May 2011.

The conference, promoted and managed by the Italian Ministry of Economic Development-General Directorate for Mineral Resources and Energy, CRIET-University Research Center for Economic Development, Eupolis Lombardia, has the aim to screen the current needs of the Italian companies with the purpose to underline the main important actions that could strongly push forward the internationalization process, starting from the international agreement, signed by the Ministry of Economic Development, already in force.

The event presents two different sections:

- during the first part, the Italian institutions such as Ministry of Economic development, ENEA and Regione Lombardia will show the new business opportunities related to the internationalization process in the extractive industry;
- the second part will start with the description of significant business experiences on the field, by some of the major industrial operators in the extractive industry, evaluating the needs of the specific business areas.

The idea is to share knowledge and experience in order to encourage the extractive industry business and its operators to catch new opportunities of internationalization with a collaborative and supportive worldwide business model.

## Program

### The opportunities of the internationalization

#### 10.30 Welcome speech

Invited Relator,  
*Veronafiere*  
 Carlo Zerlia,  
*Marmomacc, President*

#### 10.40 New challenges for the raw material security supply

Franco Terlizzese,  
*Ministry of Economic development, General Director*

#### 10.50 The Italian mining industry: an economic view of its evolution and prospects

Andrea Ketoff,  
*Assomineraria, General Director*

#### 11.00 The internationalization opportunities in the extractive industries for the Italian companies

Arnaldo Vioto,  
*Ministry of Economic development, Manager*

#### 11.10 The innovation and competition in the extractive industry

Domenico Savoca,  
*Lombardia Regional Office, Manager*  
 Laura Gavinelli,  
*CRIET-Bicocca University, Milan, Researcher*

#### 11.25 Raw material supply: from the global scenario to the national Italian case

Giacobbe Braccio,  
*ENEA, Technologies Division Responsible*

#### 11.40 Break

### Business experiences

#### 12.00 The Afghanistan case: experience, industrial activities, new developments

Adam Doost,  
*Equity Capital group - Dubai, Managing Director*

#### 12.15 The business development opportunities in Afghanistan in the stones sector

Manrico Fiore,  
*Protrade srl, Managing Director*

#### 12.30 Ethiopia: a new quarrying opportunity in Central Tigray

Yared Berhane,  
*Bekele Berhane Marble & Granite Factory, Ceo*  
 Orlando Pandolfi,  
*Dimension stone consultant*

#### 12.45 The supply chain as tool to develop industrial integrated solutions "Mine to Costumer" abroad

Vittorio Costa,  
*Mineral resources srl, Director*

#### 13.00 Final Discussion and end activities

#### 13.15 Closing

**Chairman:**  
 Angelo Di Gregorio,  
*CRIET-Bicocca University, Milan, Director*

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