

Daily Program



- 09.00 EFIDA President opening speech :** Mr. BONO
- 09.15 CRISIS AND Economic Focus :** Mr. PAOLAZZI Luca Director of Centro Studi Confindustria
- 09.45 EUROPEAN INDUSTRIAL DISTRIBUTION Market structure**
- Speakers : Mr. REIFF from REIFF GROUP (Germany)
Mr. LANDMANN from LANDMANN S.A. (France)
Mr. VAN LIEMPT (President of Dutch Federation DPRA)
- Moderator : Mr. BONO form FNDI
- 10.30 Coffee break**
- 10.50 SALES STRATEGY : catalogue, salesman or both? Who is the winner?**
- Speakers : Mr. FERRO from CDU (Italy)
Mr. GENTILI from HOFFMANN (Italy/Germany)
Mr. GRUMER form WUERTH (Italy/Germany)
Mr. ALVISI from RS COMPONENTS (Italy/UK)
- Moderator : Mr. BONO from FNDI (Italy)
- 12.30 Lunch time**
- 13.30 BRANDS IN THE AGE OF CRISIS : Suppliers and Distributors vision**
- Podium with suppliers:
Mr. ABBA from SKF (Italy)
Mr. PITTELKOW from OPTIBELT (Germany)
Mr. AROSIO form FESTO (Italy)
- Moderator : Mr REIFF from VTH (Germany)
- 14.30 Coffee break**
- 14:45 Big groups strategy : FROM A NATIONAL TO EUROPEAN concentration ?**
- Podium with the big groups:
Mr. AISEN from ANGST PFISTER (Germany)
Mr. COLLIGNON from OREXAD (France)
Mr. MINETTI form MINETTI (Italy)
Mr. ZIRIUS from BARNES DISTRIBUTION (USA)
- Moderator : Mr. LANDMANN
- 15.50 Debates**
- 16.15 CONCLUSION :** Mr. Alberto Bono