



Union Internationale des Avocats
International Association of Lawyers
Unión Internacional de Abogados

Rassembler les avocats du monde • Bringing Together the World's Lawyers • Reunir a los abogados del mundo

PRESS RELEASE

26 May 2015

Clowns to the left of me, jokers to the right

The UIA's workshop-seminar on International Sales, Agency and Distributorship Contracts on how to avoid being stuck in the middle

The Union Internationale des Avocats (International Association of Lawyers - UIA) organises a workshop-seminar in Rome on 29-30 May with the support of the Cassa Nazionale Forense.

A growing number of companies are expanding internationally. In doing so, they face new issues regarding the negotiation and drafting of international contracts. Even within a common market, such as the European Union, laws differ from country to country. Businesses selling in other countries are forced to deal with the complex issues which arise in international contracts.

The workshop-seminar on international commercial contracts organized will analyze the basic issues of cross-border contracts with reference to three types of contracts more commonly used by those who approach a foreign market (sales, commercial agency, distributorship), and at the same time focus on the drafting of the clauses more commonly used. The seminar intends to give the participants a clear overview of the basic principles governing international contracts, together with a practical discussion and exercise on the implementation of such principles through clear and effective contractual clauses.

In order to attain this goal, a group of highly qualified speakers having at the same time a high-level profile and a practical experience in drafting and negotiating International contracts has been selected.

The main arguments discussed during the seminar will be:

International sales contracts. General conditions of sale and negotiation of the respective clauses. Clauses regarding delivery. Incoterms. Non conformity. Limitation of liability. Arbitration. Choice of court agreement under EU Regulation 1215/2012.

Agency and distribution contracts. Protection of agents in the EU. Exclusivity and non-competition clauses. Recent trends in goodwill indemnity. EU antitrust rules. Internet sales.

Find out more on the seminar: www.uianet.org

More about the UIA

The Union Internationale des Avocats (International Association of Lawyers - UIA) was founded in 1927. It is the oldest worldwide legal association and brings together several thousand lawyers, as well as over 200 bar, federation and association members (which represent around two million lawyers) from more than 110 countries.

The main aims of the UIA are to promote the fundamental principles of the legal profession; to contribute to the establishment of an international legal order based on the principle of justice between nations, through law and in the cause of peace; and, to defend lawyers and their clients.

For more information go to: www.uianet.org - uiacentre@uianet.org



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