

## Global Conference on

# International Sales Contracts

**Meet + discuss with leading  
international experts on contract law**

## Legal issues within and around international contracts

- How to avoid expensive pitfalls
- Optimize sales contracts across different jurisdictions
- Align applicable law, dispute resolution, payment, Incoterms ...
- How to deal properly with damages clauses
- UN Convention on Contracts for the International Sale of Goods (CISG) - bridge between civil law, common law and laws of emerging markets
- Choosing the right forum for resolving disputes
- How to execute your award in practise
- New trends in L/Cs, Guarantees and Incoterms
- Strategic use of Model Contracts – Sales/Distributorship/Confidentiality

**Monday, 10<sup>th</sup> Nov.**

**+ Tuesday, 11<sup>th</sup> Nov. 2008**

**9.00 a.m. - 5.00 p.m.**

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Registration starts at 8.15 a.m.

**Parkhotel Schönbrunn**

**Hietzinger Hauptstraße 10-20, 1130 Vienna, Austria**

## Who should attend

- **Lawyers**
- **In-house counsels**
- **Arbitrators**
- **Legal Advisors**
- **Import- Export Managers involved in contract negotiation**

## Purpose of this conference

In today's complex business environment with a rapidly increasing number of commercial transactions, drafting and negotiating business contracts has become a crucial activity for lawyers, legal advisers and in-house counsels in achieving successful long-term business results. Contract professionals, therefore play an increasingly important role in business. They need to develop contracts and take into consideration changes in the marketplace and comply with new legal requirements imposed by the various authorities concerned.

This conference will bring together international practitioners, who deal with international Contracts every day and will highlight hands-on solutions to problems faced in daily business.

**This conference endeavours to establish an international platform for experts to meet, network, exchange ideas and solve problems. It will be held each year in late fall in Vienna, Austria.**

## Speakers

**Paul Abbiati**, UK, PMMS Consulting Group, lawyer originally from Jersey; after working in the finance industry there he entered legal consultancy and training and has worked in the UK, throughout Europe and in Asia, with private and public sector clients including large international manufacturers and government departments; Vice-Chair, ICC EU Contract Law Task Force

**Maximilian Burger-Scheidlin**, Executive Director of ICC Austria, specialist in anti-corruption, counterfeiting, cross cultural negotiation tactics, international outsourcing, prevention of commercial disputes; member of ICC World Council, Paris, the BIAC and ICC Commissions on Anti-Corruption

**Fabio Bortolotti**, Italy, Lawyer, Partner of Buffa, Bortolotti & Mathis, Turin, Chairman, ICC Commission on Commercial Law and Practices, Chair ICC Task Force on Model contracts for Transfer of Technology, Mergers and Acquisitions; expert on International Sale of Goods, International Joint Ventures, Distribution, Agency, Franchising, Arbitration, Subcontracting; Technology Licensing; Professor, International Commercial Law, University of Turin

**Prof. Charles Debattista**, UK, Professor of Commercial Law and Director of the Institute of Maritime Law, University of Southampton; Associate Member and Arbitrator of Stone Chambers since 2004. Charles specialises in international commercial law with particular expertise in international sale contracts, bills of lading, charter-parties, letters of credit, bank guarantees, and international commercial disputes in general. Charles chaired the ICC Task Forces on Incoterms 2000, the ICC Force Majeure Clause, the ICC Hardship Clause and the ICC 2004 E-Terms

**Ercüment Erdem**, Turkey, Lawyer, Senior Partner Erdem & Erdem Law Office, Izmir – Istanbul; specializes in international commercial law, mergers and acquisitions, privatizations, corporate finance and arbitration; involved in many cross-border project concerning project finance, privatizations or mergers and acquisitions; Professor of commercial law at Galatasaray University Law School (Istanbul)

**Roger Jones**, Chairman, ICC UK Committee on Banking Technique and Practice. Retired Senior Executive of Lloyds TSB Bank; specialist on technical risk, payments, trade finance, letters of credit and bank guarantees

**Andrea Hauptmann**, Austria, Vice President, Raiffeisen Zentralbank Austria AG; delegate to ICC Banking Commission since 1997, founding member of ICC Guarantee Task Force; regular speaker at international conferences since 1991

**Oliver Peltzer**, Germany, Lawyer, Partner of Dabelstein & Passehl, Hamburg; previous five years he worked as head of the department for legal services and risk management of Volkswagen Logistics, the procurement company of shipping-, transport- and logistic services for the Volkswagen Group Germany

**Christoph Martin Radtke**, France, Partner LAMY & ASSOCIÉS, Lyon – Paris; admitted at the French and German Bar; Chair of the ICC Incoterms Revision Drafting Group; Vice Chair of the Commission "Commercial Law and Practise" of ICC France; arbitrator and mediator; co-author of many ICC model sales contract series

**Program**

**Monday, 10<sup>th</sup> November 2008**

<b>Welcome and introduction</b>	Burger-Scheidlin
<b>Managing the contracts in import-export transactions:</b>	Charles Debattista
- Pre Contractual Management	
- Choosing the right applicable law	
- How to deal properly with damages clauses	
- Choosing the right Incoterm	
- Making the right carriage contract	
- Opening the right letter of credit	
- Tips and tricks for daily business	
<b>The role of the Vienna Convention, the CISG, in a globalised trading environment</b>	Fabio Bortolotti - invited
- CISG as bridge between Civil and Common Law	
- Is it still sensible to exclude CISG in principal ?	
- Which articles should you exclude or modify ? Why ? When ?	
- How can you use CISG - without mentioning - strategically in negotiation tactics ?	
<b>How to avoid corruption in daily business</b>	Burger-Scheidlin

**Tuesday, 11<sup>th</sup> November 2008**

<b>Resolving international trade disputes through arbitration</b>	Ercüment Erdem Christoph Liebscher
- Choosing the right forum for resolving disputes	
- What is the practical value of an arbitration clause	
- Meaning and consequences of a "place of arbitration"	
- Can you execute your award in practice	
<b>Transport – Logistics</b>	Debattista Oliver Peltzer - invited
- Making the right carriage contract	
- Expensive pitfalls (general average, ...)	
<b>Actual &amp; Future Trends</b>	
- The Common Frame of Reference Project for EU Contract Law	Paul Abbiati
- Documentary Credits - first practical experience with the new rules (UCP 600)	Roger Jones
- Demand Guarantees – practical aspects for the revision process (URDG)	Andrea Hauptmann
- Incoterms - current moves towards a new edition	Christoph Radtke
<b>International ICC Model Contracts:</b>	Christoph Radtke
- Sale Contract / Confidentiality Agreement	
- Distributorship Contract / Agency Contract	

**Organisation**

**Date/Seminar venue:**

Monday, 10<sup>th</sup> Nov. 2008            9.00 a.m. – 5.00 p.m.  
Tuesday, 11<sup>th</sup> Nov. 2008        9.00 a.m. – 5.00 p.m.

**Location: AUSTRIA TREND PARKHOTEL SCHÖNBRUNN**  
Hietzinger Hauptstrasse 10-20, 1130 Vienna, Austria

**Course Fees:**

**EUR 890,-** + 20 % VAT., includes full documentation, coffee breaks, lunch

**EUR 720,-** + 20 % VAT - for **early bird registration up to September 30, 2008**

- payable upon receipt of invoice

**please transfer the course fees to: Bank Austria, Vienna, Austria**  
**IBAN: AT88 1100 0016 4633 2500 / BIC: BKAUATWW**

**Your registration is only valid after receipt of the course fees**

**Registration up to:** 2 weeks before the conference.

**Cancellation Policy:**

A full refund will only be given for cancellations received up to 12 working days before the event. Cancellations must be made in writing. Should you be unable to attend you can nominate a colleague for replacement.

**Registration:**

☎ Fax: +43-1-50105 – 3703  
✉ E-Mail: [icc@icc-austria.org](mailto:icc@icc-austria.org)  
✉ ICC Austria  
Wiedner Hauptstraße 73  
1040 Vienna - Austria

**Information:**

Organisation: Verena Schaden  
Tel.: +43-1-50105 – 4303

**Registration**

ICC Austria Fax: +43-1-50105 3703

e-mail: [icc@icc-austria.org](mailto:icc@icc-austria.org)

**Yes, I want to register for the**

**Global Conference on  
International Sales  
Contracts**  
10<sup>th</sup> + 11<sup>th</sup> November 2008

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Name, First Name, Title

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Company/Institution (as to read on the invoice)

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Street

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Postcode / City / Country

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Tel.

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Fax:

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E-mail-Address

.....  
Job Title/Position

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Signature

and agree that my name and address are registered electronically by ICC Austria and that ICC Austria will inform me about further programs by mail, fax or e-mail.