

Distribution Law for Practitioners – Use of selected ICC Instruments & Model Contracts

Zurich, 3 November 2016

Venue

ICC Switzerland, Hegibachstrasse 47, 8032 Zürich

Invitation

Dear members,
Dear Sir or Madam,

Distributorship contracts are the most frequently used contracts to distribute goods in a new or market, foreign country or territory. Small or large producers, importers and exporters must understand the functioning of distribution agreements. This understanding facilitates efficient negotiations, drafting and the conclusion of such agreements. The better understanding of the functioning of distribution is one key to success with the contracting business partners. Identifying the right partner requires more and more due diligence skills.

The workshop for suppliers and distributors shall help the practitioners to choose their right partner, identifying the major legal risks and successfully supply the focused markets. Selected ICC publications and instruments are referred as a fruitful source to facilitate distribution.

The workshop is dedicated to importers, product and export managers of small and medium sized companies to receive a survival kit in distribution but also helpful for managers of large companies, to better understand the present legal and compliance issues in distribution notwithstanding their position in the distribution chain.

We hope to see you in Zurich. Feel free to forward this invitation to colleagues. The participation of non-members is also welcome.

Yours sincerely



Thomas Pletscher
Secretary General

Distribution Law for Practitioners

Zurich, 3 November 2016

PROGRAMME

14:00

Registration

14:30

Introduction

Thomas Pletscher, Secretary General ICC Switzerland

14:35

Distribution contracts, introduction to the different types of contracts for distribution. Which contract is when the wisest solution: simple purchase or supply; purchase agreements, agency agreements, distribution agreements. Identification of the right partner, related due diligence. Recent non contractual legal development useful for distribution is mentioned and selected ICC Instruments & Model Contracts are referred. A practical case study shall enrich the discussion among the participants.

Christian Alexander Meyer, Attorney at law, LANTER, Attorneys & Tax Advisers, ZURICH.

15:05

Contact break

15:30

Case study and questions

16:30

End

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LOGISTICS AND REGISTRATION

Venue:

ICC Switzerland, Hegibachstrasse 47, 8032 Zürich

Transportation:

Directions by Public Transport

From Zurich main station, take tram No. 3 towards Klusplatz. Get off at final station (Klusplatz) to walk 2 minutes down the Hegibachstrasse with Nr 47 being located on the right side of the road.

Working language: English

How to register:

Please complete and return the registration form until 13 October 2016 to:

Email: info@icc-switzerland.ch

Post: ICC Switzerland
Hegibachstrasse 47
8032 Zurich

Tel: +41 44 421 34 50

Fax: +41 44 421 34 88

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REGISTRATION FORM

Please return to ICC Switzerland until 13 October 2016 at the latest, Fax **044 421 34 88** or email: **info@icc-switzerland.ch**

I will attend

I will not attend

Participant information: _____

Title (Mr/Dr/Mrs/etc.): _____

Family name: _____

First/given name: _____

Position: _____ Company: _____

Address: _____

Zip/postal code: _____ City/state: _____

Country: _____ Email: _____

Phone: _____ Fax: _____

Registration fee:

80 CHF for members

120 CHF for non-members

By bank transfer: Credit Suisse, Zurich _____

IBAN: CH08 0483 5043 2730 6100 0

Please indicate the title of the conference and the participant's name clearly.

Date: _____ / _____ / Signature: _____