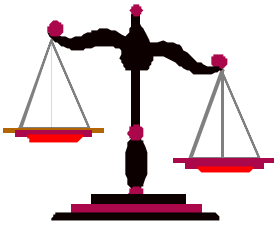
CENTER FOR INTERNATIONAL LEGAL STUDIES



INTERNATIONAL DISTRIBUTION LAW

6-12 FEBRUARY 2000, CRESTED BUTTE, COLORADO

In cooperation with The John Marshall Law School of Chicago and the American Bar Association Section of International Law and Practice

SCHEDULE

MONDAY, 7 FEBRUARY 2000

International Distribution Agreements I

07:15 - 09:30

Moderator Robert A. Solomon, Solomon, Pearl, Blum & Quinn LLP, New York, New York, United States

Speaker 1 Jose Rafael Bustamante, Bustamante & Bustamante, Quito Ecuador
Negotiation of Distribution Agreements

Speaker 2 Michael Hallock, Tsar & Tsai Law Firm, Taipei, Taiwan
Legal Considerations in International Distribution Contracts

Speaker 3 Marina Bellon, Galileo Consulting, Bergamo, Italy
Distribution and Retention of Title

Speaker 4 Jose Luis Gutierrez-Azpe, Capin Calderon Ramirez & Gutierrez-Azpe, Mexico DF, Mexico
Legal Aspects of International Distribution Law

International Distribution Agreements II

16:00 - 18:30

Moderator Stephen Boatwright, Gammage & Burnham, Phoenix, Arizona, United States

Speaker 1 Jorge Gonzalez, McConnell Valdes, San Juan, Puerto Rico
Dealing with Distributors and Representatives in the Latin American Context

Speaker 2 Yoav Salomon, Avniel, Salomon & Co, Haifa, Israel
Termination of Distribution and Agency Agreements and Termination Costs

Speaker 3 Hariram Jayaram, Ram Rais & Partners, Kuala Lumpur, Malaysia
Negotiation of Confidentiality Agreements and Letters of Intent

Speaker 4 Luis Fernando Gonzalez, Solorzano, Carvajal, Gonzalez & Perez-Correa, Mexico DF, Mexico
Distribution Issues under NAFTA

Speaker 5 Laura Osidach Igartura, Noriega y Escobedo, Mexico DF, Mexico
Distribution Agreements in Mexico

TUESDAY, 8 FEBRUARY 2000

Internet and Intellectual Property Issues I

07:15 - 09:30

Moderator Hilary Coles, Maitland-Walker Solicitors, Minehead, Somerset, England

Speaker 1 Curtis Porterfield, Troop Steuber Pasich Reddick & Tobey, Los Angeles, California
Y2K in the Year 2000: Update on Year 2000 Computer Issues

Speaker 2 Lawrence Robins, Hinckley, Allen & Snyder, Boston, Massachusetts, United States
Recent Developments in Internet Intellectual Property Law

Speaker 3 David Szafran, Loeff Claeys Verbeke, Brussels, Belgium
Recent Developments (Internet) in International Distribution of Financial Services

Speaker 4 Eric Cowman, Greenberg, Traurig, Tysons Corner, Virginia, United States
Regulation of Internet Transactions under Traditional Law

Speaker 5 Lawrence McNaughton, Corporate Branding, Stamford, Connecticut, United States
Internet: A New Way to Think About Brands

Internet and Intellectual Property Issues II

16:00 - 18:30

Moderator Michael Drzal, LeClair Ryan, Richmond, Virginia, United States

Speaker 1 William O'Brien, Walter, Conston, Alexander & Green, New York, New York, United States
Licensing and the Internet

Speaker 2 Samuel Maruca, Miller & Chevalier, Washington DC, United States
Taxation of Internet Commerce

Speaker 3 Dale Stackhouse, Ice, Miller, Donadio & Ryan, Indianapolis, Indiana, United States
Electronic Battle of the Forms: Use of Terms and Conditions with Internet Orders

Speaker 4 Kevin C. Trock, Laff, Whitesel & Saret, Chicago, Illinois, United States
Internet Jurisdiction

WEDNESDAY, 9 FEBRUARY 2000

International Franchising I

07:15 - 09:30

Moderator Philip Jenkinson, Triplet & Associes, Paris, France

Speaker 1 Andrew P. Loewinger, Buchanan Ingersoll, Washington DC, United States
Salient Issues in International Franchising, Licensing and Distribution

Speaker 2 Mark A. Nadeau, Squire, Sanders & Dempsey, Phoenix, Arizona, United States
Terminating the Franchisee or Distributor – Liability for the Franchiser/Manufacturer

Speaker 3 Yanos Gramatidis, Bahas, Gramatidis & Associates, Athens, Greece
Franchising and the European Regulation on Vertical Agreements and Concerted Practices

International Franchising II

16:00 - 18:30

Moderator Carlos Ramos-Miranda, Barrera, Siqueiros y Torres Landa, Mexico DF, Mexico

Speaker 1 Michael A Walker, Brainpower International, Denver, Colorado, United States
Human Capital

Speaker 2 David Acheson, Acheson Franchise Advisors, Marcus Beach, Queensland, Australia
Franchising in Australia

Speaker 3 Miguel Angel De Dios, Le Pera & Lessa, Buenos Aires, Argentina
Franchising and Distribution Agreements in the Mercosur Argentine Case

Speaker 4 Allen E. F. Rozansky, Solomon Plear Blum & Quinn, Denver, Colorado, United States
Franchise Taxation in the United States

THURSDAY, 10 FEBRUARY 2000

Antitrust and European Issues in International Distribution I

07:15 - 09:30

Moderator Mark H. Miller, Jackson Walker LLP, San Antonio, Texas, United States

Speaker 1 Jeffrey M. Cross, Freeborn & Peters, Chicago, Illinois, United States
The Antitrust Issues of Tying Restraints

Speaker 2 Rolf Trittmann, Bruckhaus Westrick Heller Löber, Frankfurt, Germany
EU Block Exemption 1475/95 on the Distribution of Vehicles, Its Contents, Application, and Future

Speaker 3 Geoffrey Hiltonm, Henry Davis York, Sydney, New South Wales, Australia
Parallel Importation of Branded Goods in Australia
Speaker 4 Sinem Erel Mugla, Postacioglu Law Firm Izmir, Turkey
Distribution Contracts and Competition Law in Turkey

Antitrust and European Issues in International Distribution II

16:00 - 18:30
Moderator Perry M. Chappano, Chappano Wood, Columbus, Ohio, United States

Speaker 1 Egbert Wilms, Advocaat, Zurich, Switzerland
International Distribution Law (Swiss Law/EU Law)
Speaker 2 Marco Francetti, Studio Legale Jacobacci e Perani, Milan, Italy
Selective Distribution in Italy
Speaker 3 Julian Maitland-Walker, Maitland-Walker Solicitors, Minehead, Somerset, England
UK and EC Distribution Law
Speaker 4 Andrew Trotter, Shadbolt & Co, Reigate, Surrey, England
Exclusive Arrangements in the UK: Are They Enforceable?
Speaker 5 David Bristol, Miller Nash Wiener Hager & Carlsen, Portland, Oregon, United States
US Competition Law and Its Effect on Agency and Distribution Agreements
Speaker 6 Eckhard Flohr, Bender Zahn Tigges, Düsseldof, Germany
The EC Block Exemption for Vertical Restraints and Drafting Distribution Agreements

FRIDAY, 11 FEBRUARY 2000

Jurisdiction, Arbitration, and Procedural Issues

07:15 - 09:30
Moderator Douglas Roberts, Graydon Head & Ritchey, Cincinnati, Ohio, United States

Speaker 1 Michael Lee, Norton Rose, Paris, France
Arbitration of International Distribution Disputes
Speaker 2 Raymond Werbicki, Masons Solicitors, London, England
Resolution of Disputes Arising out of International Distribution Agreements
Speaker 3 Gerald Ghikas, Ladner Downs, Vancouver, BC, Canada
The Qualifications of Arbitrators in International Distribution Disputes
Speaker 4 David Wilson, Holme Roberts & Owen, Denver, Colorado, United States
How United States Courts Interpret Arbitration Agreements
Speaker 5 Matthew Adler, Pepper Hamilton Sheetz, Philadelphia, Pennsylvania, United States
The Hague Conference's Consideration of a Treaty on Civil Monetary Judgments' One Year Later

Tax Issues in International Distribution

16:00 - 18:30
Moderator Carlos Rodriguez Vidal, Goldman Antonetti & Cordova, Hato Rey, Puerto Rico

Speaker 1 David Flynn, Duane, Morris & Heckscher, Philadelphia, Pennsylvania, United States
Taxation of International Distributorships – Permanent Establishment and Beyond
Speaker 2 Maurice Agresta, UPS, Atlanta, Georgia, United States
Advanced Pricing Agreements – How A Bilateral Agreement Delivered the Goods
Speaker 3 Richard Silpe, Schnader Harrison Segal & Lewis, Philadelphia, Pennsylvania, United States
Tax Aspects of Foreign Corporations Engaged in a US Trade or Business