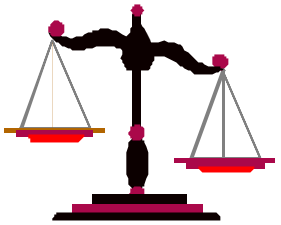
CENTER FOR INTERNATIONAL LEGAL STUDIES



PROVISION OF INTERNATIONAL SERVICES AND SALE OF GOODS

26-29 OCTOBER 2000
HOTEL CROWNE PLAZA
SALZBURG, AUSTRIA

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

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SCHEDULE

THURSDAY, 26 OCTOBER

6.30 p.m. Welcome Reception Hotel Crowne Plaza-Pitter, Foyer Schlossaal

7.30 p.m. Opening Dinner Hotel Crowne Plaza-Pitter, Schlossaal. **Greeting:** *Dennis Campbell*, Director, Center for International Legal Studies, Salzburg, Austria. **Introduction:** *Jacob Potchebutzky*, Daniel Potchebutzky Law Offices, Tel Aviv, Israel.

FRIDAY, 27 OCTOBER (MORNING)

8.30 – 10.30 a.m. (Schlossaal I)

Transportation Law

Subchair and Moderator: *Jacob Potchebutzky*, Daniel Potchebutzky Law Offices, Tel Aviv, Israel.

Speakers:

- *Paul Michael Bugden*, Hardwick Stallards, London, England.
  Transport Law for the Practitioner; Basic Principles and Pitfalls for the Unwary
- *William A. Mullins*, Troutman Sanders LLP, Washington, DC, United States.
  Basic Structure of the Railroad Freight System in the United States Compared to Other Models of Privatization in England, Mexico, and South America
- *Jesper Windahl*, Dragsted Schlüter Hald, Copenhagen, Denmark.
  Recent Developments in the Law of Freight Forwarding, NSAB 2000

8.30 – 10.30 a.m. (Schlossaal II)

International Trade I

Subchair: *Radovan I. Pavelic*, Pavelic & Levites P.C., Zagreb, Croatia.

Moderator: *Georg M. Berrisch,* Gaedertz Rechtsanwälte, Brussels, Belgium.

Speakers:

- *Terence P. Stewart*, Stewart & Stewart, Washington, DC, United States.
  The WTO's New Round on Services - Opportunities in Distribution Services
- *William A. Zeitler*, Verner, Lipfert, Bernhard, McPerson & Hand, Washington, DC, United States.
  WTO: The United States View
- *Paul F. Brinkman*, Kirkland & Ellis, Washington DC, United States.
  United States Customs Service Treatment of Related-Party Transfer Prices.
- *Michael Johnson*, Rodriguez O'Donnell Fürst Gonzalez Williams, Chicago, Illinois, United States.
  United States Customs Penalties and Reasonable Care

10.30 – 11.00 a.m. Coffee Break

11.00 a.m. – 1.00 p.m. (Schlossaal I)

Agents and Distributors

Subchair: *Nicole Van Crombrugghe*, Lafili, Van Crombrugghe & Partners, Brussels, Belgium.

Moderator: *Michael Wukoschitz*, Schmidt Kornfeld Wukoschitz, Vienna, Austria.

Speakers:

- *John D. Davis*, Davis & Company, Tokyo, Japan.
  Agents and Distributors in the Digital Age: A Look at Japan and Canada
- *Peter Stevens*, Manches, London, England.
  Current Issues for United Kingdom Agents and Distributors in Europe
- *Ruth L. Lansner*, Gilbert, Segall and Young LLP, New York City, New York, United States.
  Distributors, Agents, and Representatives in the United States
- *Roberto Marengo*, Studio Legale Lovells, Milan, Italy.
  Recent Development of Agency Contracts and Distribution under Italian Law

11.00 a.m.– 1.00 p.m. (Schlossaal II)

International Trade II

Subchair: *Radovan I. Pavelic*, Pavelic & Levites P.C., Zagreb, Croatia.

Moderator: *William Mock*, The John Marshall Law School, Chicago, Illinois, United States.

Speakers:

- *Andreas Bichlbauer*, World Trade Organization, Vienna, Austria.
  Trade Regulation Relaxation and Concepts of Incremental Improvement: Governing Perspectives from 1970 to Present.
- *Andres Alvarez Cordero*, Gardere & Wynne, Mexico, D.F., Mexico.
  International Trade @ 2000: A Mexican Perspective
- *David Hurtado Badiola*, Jauregui, Navarrete, Nader y Rojas, S.C., Mexico, D.F., Mexico.
  Trade Issues Involved in Mexico's Increasing Role in Regional and Global Manufacturing Strategies
- *John W. Tulac*, Attorney at Law, Claremont, California, United States.
  Employing Mediation Methods to Reach Agreements and Prevent Misunderstandings or Disputes in International Transactions

1.00 – 2.00 p.m. Lunch

FRIDAY, 27 OCTOBER (AFTERNOON)

2.00 – 4.00 p.m. (Schlossaal I)

Sales and Services Contracts I

Subchair and Moderator: *Peter A. Jackson*, Clark Hill P.L.C., Detroit, Michigan, United States.

Speakers:

- *Christian Egger*, Egger & Musey, Salzburg, Austria.
  Commercial Right of Detention in Austria
- *John J. Downes*, Dundee Business School, University of Abertay Dundee, Dundee, Scotland.
  International Harmonization of the Travel and Tourism Contract
- *Kristijan Galic*, Privredna Banka Zagreb, Zagreb, Croatia.
  Remedies Available to International Sellers of Goods under Croatian Law
- *Francis A. Miniter*, Miniter & Associates, Hartford, Connecticut, United States.
  Buyer's Remedies for Non-Conforming Delivery under the Vienna Convention

2.00 – 4.00 p.m. (Schlossaal II)

Advertising and Merchandising

Subchair and Moderator: *R. Bruce Dickson*, Paul, Hastings, Janofsky & Walker LLP, Washington, D.C., United States.

Speakers:

- *R. Bruce Dickson*, Paul, Hastings, Janofsky & Walker LLP, Washington, D.C., United States.
  False or Misleading Advertising on the Internet: Old Dogs and New Tricks
- *W. Lee Webster*, Osler, Hoskin & Harcourt LLP, Toronto, Ontario, Canada.
  Comparative Advertising
- *G. Peter Nagy*, Nagy & Pinter Hogan & Hartson Law Office, Budapest, Hungary.
  Competition Regulations in Central Europe: Limitations on Liberated Markets
- *Ebba Hoogenraad*, Steinhauser Hoogenraad, Amsterdam, The Netherlands.
  Comparative Advertising in the Netherlands after the EC Directive on Comparative Advertising
- *Nick Johnson*, Osborne Clarke, London, England, United Kingdom.
  Online Prize Promotions – A UK Experience

2.00 – 4.00 p.m. (Room Linz)

Tax and Fiscal Aspects I

Subchair and Moderator: *Andreas Neocleous*, Andreas Neocleous & Co, Limassol, Cyprus.

Speakers:

- *Rosemarie Wertschek*, McCarthy Tétrault, Vancouver, British Columbia, Canada.
  A Canadian Perspective on the Taxation of International Services.
- *Donald R. Looper*, Looper, Reed, Mark & McGraw Inc., Houston, Texas, United States.
  Specially Designated Nationals under United States Economic Sanctions: How Designation Can Jeoperdize Your Projects
- *Helena Navrátilová*, Kocian Solc Balastik, Prague, Czech Republic.
  Tax Aspects of International Services and Concept of Deemed Permanent Establishment

4.00 – 4.30 p.m. Coffee Break

4.30 – 5.45 p.m. (Schlossaal I)

Sales and Services Contracts II

Subchair and Moderator: *Peter A. Jackson,* Clark Hill P.L.C., Detroit, Michigan, United States.

Speakers:

- *Christophe Imhoos,* Law Offices of J.P. & C. Imhoos & Partners, Geneva, Switzerland.
  How to Settle Services and Sale of Goods Disputes
- *Jeffrey Perzan,* Fiserv Inc, Brookfield, Wisconsin, United States.
  International Software and Services Agreements Done in an Internet World
- *Brigitta Lurger,* Paris Lodron University of Salzburg, Faculty of Law, Salzburg, Austria.
  The Convention on the International Sale of Goods (CISG): Important Questions and New Decisions

4.30 –5.45 p.m. (Room Linz)

Tax and Fiscal Aspects II

Subchair and Moderator: *Andreas Neocleous,* Andreas Neocleous & Co, Limassol, Cyprus.

Speakers:

- *David L. Walden,* The Walden Law Firm, Atlanta, Georgia, United States.
  United States Federal Income Taxation of Services Rendered in Cyberspace, Outer Space, and Every Other Place
- *Ioannis Stavropoulos,* Stavropoulos Tsiri & Papadopoulou, Athens, Greece.
  Developments in the Jurisprudence of the European Court of Justice on Corporate Income Taxation.
- *Paulhino Brilhante Santos,* Barros, Sobral, G. Gomes & Associados, Lisbon, Portugal.
  For Investments in Central and Eastern Madeira: A Gateway to European Countries

6.30 p.m. Departure Crowne Plaza Hotel to Dinner at Palace Klessheim

7.00 p.m. Dinner Palace Klessheim

10.00 p.m. Bus Returns to Crowne Plaza Hotel

SATURDAY, 28 OCTOBER (MORNING)

8.30 – 10.15 a.m. (Schlossaal II)

E-Commerce

Subchair: *David S. Safran*, Nixon & Peabody, McLean, Virginia, United States.

Moderator: *David Fiske de Gouveia*, Madeira Management Comp. Ltda, Funchal, Madeira, Portugal.

Speakers:

- *Marina Bellon*, Marazzi, Roncoli & Partners, Bergamo, Italy.
  Internet Trading: Consumer Protection
- *Vladimir Miranda Abreu*, Tozzini Freire Teixeira e Silva, New York City, New York, United States.
  Foreign Investment in Brazil from the Perspective of E-Business
- *Christopher K. Larus*, Larkin, Hoffman, Daly & Lindgren, Minneapolis, Minnesota, United States.
  Protecting Brand Identity on the Internet – United States Trade Mark Laws and E-Commerce
- *Dennis J. Gallitano*, Piper Marbury Rudnick & Wolfe, Chicago, Illinois, United States.
  Creating Internet Trading Exchanges
- *Herman Croux*, Marx Van Ranst Vermeersch & Partner, Brussels, Belgium.
  One Never Looks into a Lady's Handbag – Internet and the End of Privacy

10.15 – 10.45 a.m. Coffee Break

10.45 a.m. – 1 p.m. (Schlossaal II)

Construction Law

Subchair and Moderator: *James J. Myers*, Gadsby Hannah LLP, Boston, Massachusetts, United States.

Speakers:

- *James J. Myers*, Gadsby Hannah LLP, Boston, Massachusetts, United States.
  Delivery Method for Construction Services in the United States.
- *Terry P. Gorman*, Jenkens & Gilchrist, Dallas, Texas, United States.
  Arbitration of International Construction Disputes
- *Vera Van Houtte*, Stibbe Simont Monahan Duhot, Brussels, Belgium.
  Procurement Disputes in the New Millennium. A Review of the European Remedy Directive and Its Practice
- *Marshall F. Levine*, Linklaters, London, England.
  PPP Infrastructure Projects in the United Kingdom
- *William A. DeVan*, McCandlish, Kaine & Grant, Richmond, Virginia, United States.
  Avoiding the Pitfalls: Significant Traps Non-United States Contractors Face Entering the United States Market

1.00 – 2.00 p.m. Lunch

SATURDAY, 28 OCTOBER (AFTERNOON)

2.00 – 3.30 p.m. (Schlossaal I)

Employment and Labour Law I

Subchair and Moderator: *Edward De Bock*, Houthoff Buruma, Amsterdam, The Netherlands.

Speakers:

- *David W. Garland*, Sills Cummis Radin Tischman Epstein & Gross, Newark, New Jersey, United States.
  Recent Developments in United States Employment Law
- *Andrew J. Boling*, Baker & McKenzie, Chicago, Illinois, United States.
  Managing Crossborder Employment Exposures
- *Susanne Borch*, Advokat, Charlottenlund, Denmark.
  The European Works Council Directive

2.00 – 3.30 p.m. (Schlossaal II)

Telecommunications Law

Subchair and Moderator: *Jeffrey Robinson*, Baach Robinson & Lewis, Washington, DC, United States.

Speakers:

- *Christopher Huther*, Preston Gates Ellis & Rouvelas Meeds, Washington, D.C., United States.
  Transitioning to Competitive Telecommunications Markets: Lessons Learned in the United States
- *Tadeusz Piatek*, Allen & Overy, Warsaw, Poland.
  Recent Developments in the Polish Legal and Regulatory System
- *Haytham Al-Zuabi*, H. Al-Zuabi Law Offices, Nablus, Palestine.
  Telecommunication in Palestine - A Case Study for Developing Countries Privatization
- *Nigel Feetham*, Hassans, Gibraltar.
  From Public Utility to a Privatized Industry in a Liberalized Environment in a Small Market: The Gibraltar Experience
- *David Känzig*, Thouvenin Stutzer Eggimann & Partner, Zurich, Switzerland.
  Selected Aspects of Swiss Telecommunication Law

3.30 – 4.00 p.m. Coffee Break

4.00 – 5.15 p.m. (Schlossaal II)

Employment and Labour Law II

Subchair and Moderator: *Edward De Bock*, Houthoff Buruma, Amsterdam, The Netherlands.

Speakers:

- *Mark Cohen*, Cohen Darnell & Cohen, Dallas, Texas, United States.
  What Mulitnationals Need to Know About United States Visas and Immigration Law
- *Alfred Stapler*, Volpe and Koenig, Philadelphia, Pennsylvania, United States.
  Employment of Inventors in Germany and in the United States
- *Benjamin Kranc*, Kranc & Associates, Toronto, Ontario, Canada.
  International Personnel Relocation and Migration Issues – a Canadian Perspective

OPTIONAL EVENING PROGRAM (Pre-Registration Required)

6.30 p.m. Bus Departure from Crowne Plaza Hotel to Festival Halls; short walk to Fortress train

7.00 p.m. Renaissance Dinner, Fortress Hohensalzburg

10.30 p.m. (approximate time) Bus Departure from Festival Halls back to Crowne Plaza Hotel

SUNDAY, 29 OCTOBER

9.00 – 10.30 a.m. (Schlossaal II)

Financial Services

Subchair: *Markus Heidinger*, Wolf Theiss & Partners, Vienna, Austria.

Moderator: *Gergely Bartók*, Déri & Lovrecz, Budapest, Hungary.

Speakers:

- *Jana Böhmova*, Wolf Theiss & Partners, Prague, Czech Republic.
  Crossborder Financial Services under Czech Law (E-Commerce and Internet Aspects)
- *Raffaele Lener*, Freshfields Bruckhaus Deringer, Rome, Italy.
  Recent Developments in Crossborder Financial Services under Italian Law
- *Gregor P. Ordon*, Clifford Chance Pünder, Frankfurt, Germany.
  Financial Services through E-Commerce in Germany

10.30 – 11.00 a.m. Coffee Break

11.00 a.m. – 12.30 p.m. (Schlossaal II)

Financial Services II

Subchair and Moderator: *Markus Heidinger*, Wolf Theiss & Partners, Vienna, Austria.

Speakers:

- *Pavle Pensa*, Jadek & Pensa, Ljubljana, Slovenia.
  International Provision of Financial Services in Slovenia
- *Geoffrey Clarkson*, Bond Pearce, Exeter, England.
  Internet - Regulation of the Selling of Financial Services in the Major European Union Jurisdictions
- *Siegbert Lampert*, Advokaturbureau Lampert, Vaduz, Liechtenstein.
  Financial Services in Liechtenstein - Recent Developments

12.30 p.m. Conference Adjourns