



ICC Training | Paris, 11 October 2013

ICC MODEL INTERNATIONAL SALE CONTRACT 2013

Date: 11 October 2013

Venue: ICC Hearing Centre
10, avenue Raymond Poincaré
75016 Paris

Learn how to use this brand new tool and get firsthand advice from two of the co-authors of the ICC Model International Sale Contract. Benefit from interactive sessions and recent real life scenarios.

Highlights

ICC's series of model contracts is a unique set of trade tools, invaluable for experts and lawyers alike. Succinct and practical, they are fair and balanced for all parties, clearly presenting comprehensive sets of rights and obligations.

The ICC Model International Sale Contract is the latest time-saving tool for traders, business people and lawyers involved in important import/export- and sales transactions applies mainly to the sale of manufactured goods but can serve as an example to work on for other types of products as well.

Providing clear directions to sellers and buyers, the contract takes the parties step-by-step through the process – from A to Z covering

- general characteristics of the contract
- scope of application
- dispute resolution.
- termination of the contract

The ICC Model International Sale Contract incorporates the latest trade rules, ICC's Incoterms® 2010, as well as the new Bank Payment Obligation (BPO) rules developed jointly by the ICC Banking Commission and SWIFT.

Who should attend

- Legal directors and corporate counsel from companies involved in international trade
- Practicing lawyers
- Business people involved in international trade and dispute resolution
- Legal practitioners advising international trading companies



International Chamber of Commerce

The world business organization





PROGRAMME AND SPEAKERS

Friday 11 October 2013

9am – 5.30pm

Morning sessions

What is the purpose of model contracts?

- The purpose of ICC model contracts in general
- Who/what is this model intended for?

How was this model drafted?

A short overview of the drafting process and the input received from ICC national committees

What does the model say?

- The differences from the previous model
- Points of discussion that evolved during the drafting process
- How does the ICC International Model Sale Contract differ from the CISG?

Afternoon sessions

How does the model work?

- Interactive session: participants will be guided through the printed version and the digital model.
- Real life scenarios: working in small groups, participants will work on real cases, guided by the trainers, followed by a discussion on the solutions found.

Speakers

Emily O'Connor, Executive Director, ICC Commission on Commercial Law and Practice, Paris

Emily O'Connor is the executive director of the ICC Commission on Commercial Law and Practice and oversaw the development of the Incoterms® 2010 rules. She joined the ICC International Secretariat in Paris in 2006, after several years at the US Council for International Business in New York, where she managed intellectual property and competition law issues.

She graduated from Columbia Law School in New York, first practicing in the US State Department's Office of the Legal Adviser, focusing on International Court of Justice cases on the US application of the death penalty to foreign nationals. She then practiced international corporate law at Debevoise & Plimpton, working on future flow equity issuances, mergers and acquisitions and a range of media deals, before moving to the international policy arena.

Christoph Martin Radtke, Partner, Lamy & Associés, France; Co-Chair, Incoterms® 2010 Drafting Group; Member, ICC Commission on Commercial Law and Practice

Christoph Martin Radtke is Avocat à la Cour and Rechtsanwalt admitted to the French and German Bars. He is Partner of Lamy & Associés, France, where he is in charge of the international trade department.

Mr Radtke's activities include International Trade Law, Agency and Distribution, EC Law, French and German Business Law, International Arbitration and International Litigation. He acts as counsel and arbitrator in numerous international arbitration proceedings.

Mr Radtke is Chair of the Commission on Commercial Law and Practice of ICC France and member of the Arbitration Commission of ICC France. He is also member of the ICC Commission on Commercial Law and Practice and of various ICC Task Forces.

Mr Radtke is co-author of several ICC model contracts including the ICC Model International Sale Contract 2013 Revision.

Koen Vanheusden, Legal Director, Belgian Foreign Trade Agency, Belgium

Koen Vanheusden is a Director at the Belgian Foreign Trade Agency. In this quality he advises (mainly Belgian) companies on the regulatory (customs, VAT, product requirements, documents, services) and legal (contracts, distributorship, investment, intellectual property) aspects of their international commercial transactions and relations (import – export-investment).

He was a member of the Belgian ICC group of experts, preparing the revisions of Incoterms 1990 and 2000 and he is the chair of the Task Force which prepared the ICC Model International Sale Contract 2013.

Koen has written many publications on different aspects of international trade (sales contract, agency and distribution law, Incoterms, customs and VAT, international payment techniques) and lectures at several Belgian universities.



LOGISTICAL NOTE

Registration fees

The registration fee includes all training documentation, lunch and coffee breaks. Travel and hotel expenses are not included.

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|---------------------------------------|--------------|-----------|
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Working languages

English.

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Partnership opportunities

This training offers you an unrivalled opportunity to build worldwide partnerships. Partnering will get you visibility with the major decision makers in global business and advocacy. For further information, please contact Ms Rodriguez at: **luz.rodriguez@iccwbo.org**



REGISTRATION FORM S 1315 ICC Model International Sale Contract Training

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Date
Venue

Friday 11 October 2013
ICC Hearing Centre
10, avenue Raymond Poincaré, 75016 Paris – France

**Participant
information**
(Please print
or type)

Title (Mr/Dr/Mrs/etc.) _____
Family name _____ First/given name _____
Position _____
Company _____
Address _____
City/state _____ CEP/postal code _____
Country _____ E-mail _____
Tel (_____) _____ Fax (_____) _____

**Registration
fees**
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Special code (NC, etc.)

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