

# Conference: New Challenges in International Distribution (Venice, 18-19 May 2012)



International Distribution Institute

On 18-19 May 2012, the International Distribution Institute (IDI) will hold its annual conference on international distribution law in Venice: “New Challenges in International Distribution - Distribution contracts with Department Stores and Sales through Internet”. Here’s an excerpt of the event’s presentation (programme in .pdf):

*The conference is addressed to lawyers and businessmen involved in negotiating, drafting and managing international distribution contracts (agency, distributorship, franchising, etc.) and will deal with a number of topical issues which justify an in-depth discussion between the participants and qualified experts in this field. The conference is divided into a main session (on Friday 18 May) and three parallel workshops on specific issues chosen by IDI in collaboration with its members (on Saturday 19 May, morning).*

## *Friday 18 May*

- *Morning Session (9h00 - 13h00): Negotiating agreements for distribution within department stores (concessions, corners, etc.);*
- *Afternoon Session (14h30 - 19h00): Selling through the Internet without jeopardizing the existing network and the supplier’s corporate image.*

## *Saturday 19 May*

- *Workshop 1 (9h00 - 13h00): Critical issues arising in case of termination of a master franchise agreement.*
- *Workshop 2 (9h00 - 13h00): Drafting sales contracts/general conditions for distributors: would the European Common Sales Law be an appropriate tool?*
- *Workshop 3 (9h00 - 13h00): The notion of commercial agency and its*

*borderlines. Are there alternative solutions with other types of contracts?*

For the full list of speakers and further information (including fees), see the conference programme and IDI's website.

*(Many thanks to Prof. Fabrizio Marrella for the tip-off)*