



IUCAB

SPEAKERS LIST

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IUCAB SPEAKERS LIST

Austria



Dr. Gustav BREITER
LAWYER



MEMBER OF NAMED BY:	Bundesgremium der Handelsagenten Wiedner Hauptstrasse 63, 1045 Wien E handel5@wko.at
TOPIC(S):	Austrian Commercial Agency Law Austrian Distribution Law
LANGUAGES:	English, German
EXPENSES - PAID BY:	inviting organization
TRAVEL	Flight or railway 1. class
HOTEL	4 stars or equal
COSTS PER DIEM	none
SPEAKERS'S FEE	for IUCAB organizations: none for NON-IUCAB organizations: EUR 700,--
CONTACT:	Dr. Gustav BREITER Viehböck Breiter Schenk & Nau Rechtsanwälte OEG Bahnhofplatz 1a/1/5, 2340 Mödling - Austria T +43 (0)2236 22050 F +43 (0)2236 49239 E gustav.breiter@viehboeck.at W http://www.viehboeck.at

IUCAB SPEAKERS LIST



France

Rachel DETAIN
LAWYER



MEMBER OF NAMED BY:	APAC - Association Professionnelle des Agents Commerciaux de France 71, rue Pierre Corneille, 69006 Lyon
TOPIC(S):	on request
LANGUAGES:	French, English
EXPENSES - PAID BY:	inviting organization
TRAVEL	Flight or railway 1. class
HOTEL	4 stars or equal
COSTS PER DIEM	none
SPEAKERS'S FEE	for IUCAB organizations: none for NON-IUCAB organizations: EUR 700,--
CONTACT:	Rachel DETAIN c/o APAC 71, rue Pierre Corneille, 69006 Lyon - France T +33 478526175 F +33 478526174 E info@apacfrance.com W http://www.apacfrance.com

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France



Patricia KELTNER
LAWYER



MEMBER OF NAMED BY:	APAC - Association Professionnelle des Agents Commerciaux de France 71, rue Pierre Corneille, 69006 Lyon
TOPIC(S):	Commercial Agent and French Law French law, case law, remuneration, compensation Commercial Agent and other European Law Differences and similarities between the different European laws
LANGUAGES:	French, English
EXPENSES - PAID BY:	inviting organization
TRAVEL	Flight or railway 1. class
HOTEL	4 stars or equal
COSTS PER DIEM	none
SPEAKERS'S FEE	for IUCAB organizations: none for NON-IUCAB organizations: EUR 700,--
CONTACT:	Patricia KELTNER c/o APAC 71, rue Pierre Corneille, 69006 Lyon - France T +33 478526175 F +33 478526174 E info@apacfrance.com W http://www.apacfrance.com

IUCAB SPEAKERS LIST

France



Olivier MAZOYER
PRESIDENT



MEMBER OF NAMED BY:	APAC - Association Professionnelle des Agents Commerciaux de France 71, rue Pierre Corneille, 69006 Lyon
TOPIC(S):	Commercial Agent and Formation The experience of formation continue for commercial agents Commercial Agent and Principal Study of Price WaterHouse Coopers about commercial agents and principals
LANGUAGES:	French, English
EXPENSES - PAID BY:	inviting organization
TRAVEL	Flight or railway 1. class
HOTEL	4 stars or equal
COSTS PER DIEM	none
SPEAKERS'S FEE	for IUCAB organizations: none for NON-IUCAB organizations: EUR 700,--
CONTACT:	Olivier MAZOYER c/o APAC 71, rue Pierre Corneille, 69006 Lyon - France T +33 478526175 F +33 478526174 E info@apacfrance.com W http://www.apacfrance.com

IUCAB SPEAKERS LIST

France



Dr. Gaël GRIGNON DUMOULIN
LAWYER



MEMBER OF NAMED BY:	FNAC - Fédération Nationale des Agents Commerciaux 30, Avenue de l'Opéra, 75002 Paris - France E fnac@comagent.com
TOPIC(S):	on request
LANGUAGES:	French, English, Spanish
EXPENSES - PAID BY:	inviting organization
TRAVEL	Flight or railway 1. class
HOTEL	4 stars or equal
COSTS PER DIEM	none
SPEAKERS'S FEE	for IUCAB organizations: none for NON-IUCAB organizations: EUR 700,--
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France

Yves LACAILLE
PRESIDENT



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TOPIC(S):	on request
LANGUAGES:	French
EXPENSES - PAID BY:	inviting organization
TRAVEL	Flight or railway 1. class
HOTEL	4 stars or equal
COSTS PER DIEM	none
SPEAKERS'S FEE	for IUCAB organizations: none for NON-IUCAB organizations: EUR 700,--
CONTACT:	Yves LACAILLE c/o FNAC 30, Avenue de l'Opéra, 75002 Paris - France T +33 1 44940500 F +33 1 44940510 E gestion.lacaille@wanadoo.fr

IUCAB SPEAKERS LIST

Germany



Kerstin BERCHEM
MANAGING DIRECTOR - INTERN. DEPARTMENT



MEMBER OF NAMED BY:	CDH - Centralvereinigung Deutscher Wirtschaftsverbände für Handelsvermittlung und Vertrieb (CDH) e.V. Am Weidendamm 1 A, 10117 Berlin - Deutschland
TOPIC(S):	German Commercial Agencies - reliable business partners for foreign producers Lecture of role and services as well as advantages in working together with German commercial agencies Legal Situation of German Commercial Agencies Summary of legal aspects of German Commercial Agency Law
LANGUAGES:	German, English
EXPENSES - PAID BY:	inviting organization
TRAVEL	Flight or railway 1. class
HOTEL	4 stars or equal
COSTS PER DIEM	None
SPEAKERS'S FEE	for IUCAB organizations: on request for NON-IUCAB organizations: on request
CONTACT:	Kerstin BERCHEM c/o CDH Am Weidendamm 1 A, 10117 Berlin - Deutschland T +49 30 726 25 600 F +49 30 726 25 699 E berchem@cdh.de W http://www.cdh.de

IUCAB SPEAKERS LIST

Germany



Wolfgang HINDERER



MEMBER OF NAMED BY:	CDH - Centralvereinigung Deutscher Wirtschaftsverbände für Handelsvermittlung und Vertrieb (CDH) e.V. Am Weidendamm 1 A, 10117 Berlin - Deutschland E centralvereinigung@cdh.de
TOPIC(S):	The IUCAB Organization
LANGUAGES:	German, English, French
EXPENSES - PAID BY:	inviting organization
TRAVEL	Flight or railway 1. class
HOTEL	4 stars or equal
COSTS PER DIEM	None
SPEAKERS'S FEE	for IUCAB organizations: none for NON-IUCAB organizations: on request
CONTACT:	Wolfgang HINDERER c/o Firma W. Hinderer GmbH Fritz-Wendt-Straße 16, 40670 Meerbusch - Deutschland T +49 2159 965 0 F +49 2159 965 222 E hinderer.papier@whinderer.de

IUCAB SPEAKERS LIST

Germany



Dr. Andreas PAFFHAUSEN
CEO



MEMBER OF NAMED BY:	CDH - Centralvereinigung Deutscher Wirtschaftsverbände für Handelsvermittlung und Vertrieb (CDH) e.V. Am Weidendamm 1 A, 10117 Berlin - Deutschland
TOPIC(S):	Manufacturer's benefits by working with commercial agents. The future factors of performance of the commercial agent.
LANGUAGES:	German
EXPENSES - PAID BY:	inviting organization
TRAVEL	Flight or railway 1. class
HOTEL	4 stars or equal
COSTS PER DIEM	none
SPEAKERS'S FEE	for IUCAB organizations: on request for NON-IUCAB organizations: on request
CONTACT:	Dr. Andreas PAFFHAUSEN c/o CDH Am Weidendamm 1 A, 10117 Berlin - Deutschland T +49 30 726 25 600 F +49 30 726 25 699 E paffhausen@cdh.de W http://www.cdh.de

IUCAB SPEAKERS LIST

Great Britain



Paul WAKELING
SECRETARY GENERAL



MEMBER OF NAMED BY:	MAA - The Manufacturers' Agents' Association of Great Britain and Ireland Unit 16 Thrales End Harpenden Herts AL5 3NS - UK
TOPIC(S):	Finding and Using Commercial Agents in the UK & Ireland
LANGUAGES:	English (UK)
EXPENSES - PAID BY:	inviting organization
TRAVEL	Flight or railway 1. class
HOTEL	4 stars or equal
COSTS PER DIEM	None
SPEAKERS'S FEE	for IUCAB organizations: none for NON-IUCAB organizations: on request
CONTACT:	Paul WAKELING c/o MAA of UK & Ireland Unit 16 Thrales End Harpenden Herts AL5 3NS - UK T +44 (0)1582 767618 F +44 (0)1582 766092 E prw@thema.co.uk W http://www.thema.co.uk

IUCAB SPEAKERS LIST



Italy

Dr. Simonetta MAFFIZZOLI
VICE PRESIDENT



MEMBER OF NAMED BY:	FNAARC - Federazione Nazionale Associazioni Agenti e Rappresentanti di Commercio Corso Venezia 51, 20121 Milano - Italy E fnaarc@tin.it
TOPIC(S):	on request
LANGUAGES:	Italian, English, French, German, Spanish
EXPENSES - PAID BY:	inviting organization
TRAVEL	Flight or railway 1. class
HOTEL	4 stars or equal
COSTS PER DIEM	None
SPEAKERS'S FEE	for IUCAB organizations: none for NON-IUCAB organizations: EUR 700,--
CONTACT:	Dr. Simonetta MAFFIZZOLI T ++39 348 2812363 F ++39 02 39195044 E cervesato@cervesato.com W http://www.cervesato.com

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Italy

Avv. Carlo TABELLINI
LAWYER



MEMBER OF / NAMED BY:	USARCI - Unione Sindacati Agenti e Rappresentanti Commercio Italiani Via della Sette Chiesa 144, 00186 Roma - Italy E federusarci@usarci.it
TOPIC(S):	The Legal Situation of Italian Commercial Agents The Italian Law on commercial agency contracts; the Collective Agreements; Case Law
LANGUAGES:	Italian, English
EXPENSES - PAID BY:	inviting organization
TRAVEL	Flight or railway 1. class
HOTEL	4 stars or equal
COSTS PER DIEM	None
SPEAKERS'S FEE	for IUCAB organizations: none for NON-IUCAB organizations: EUR 700,--
CONTACT:	Avvocato Carlo TABELLINI T ++39 011 5623977 F ++39 011 5176197 E tabbellini@studio-tabellini.it W http://www.studio-tabellini.it

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IUCAB



Jaap Baron van TILL
IUCAB SECRETARY GENERAL

MEMBER OF NAMED BY:	International Union of Commercial Agents and Brokers De Lairesestraat 131 - 135, 1075 HJ Amsterdam - NL
TOPIC(S):	The IUCAB organization, Commercial Agency law and Distribution law
LANGUAGES:	Dutch, English, German, French
EXPENSES - PAID BY:	inviting organization
TRAVEL	Flight or railway 1. class
HOTEL	4 stars or equal
COSTS PER DIEM	None
SPEAKERS'S FEE	for IUCAB organizations: none for NON-IUCAB organizations: on request
CONTACT:	Jaap Baron van TILL c/o IUCAB Secretariat De Lairesestraat 131-135, 1075 HJ Amsterdam - NL T +31 20 470 01 77 F +31 20 671 09 74 E info@iucab.nl or j.vantill@vantill.nl W http://www.iucab.org

IUCAB SPEAKERS LIST

Netherlands



Paul HOLTROP
SECRETARY GENERAL



MEMBER OF NAMED BY:	VNT - Verbond Nederlandse Tussenpersonen De Lairesestraat 131 - 135, 1075 HJ Amsterdam - NL E info@vnt.org
TOPIC(S):	Legal Aspects of the Commercial Agents - exclusivity - obligations agent / principal - goodwill Start as an Agent Practical / legal aspects of the commercial agent. This lecture can be given together with an agent, who is the professional. Agent or distributor? (Legal) differences between the agent and distributor.
LANGUAGES:	Dutch, English
EXPENSES - PAID BY:	inviting organization
TRAVEL	Flight or railway 1. class
HOTEL	4 stars or equal
COSTS PER DIEM	EUR 100,-- per day
SPEAKERS'S FEE	for IUCAB organizations: EUR 1.400,-- for NON-IUCAB organizations: EUR 1.400,--
CONTACT:	Paul HOLTROP c/o VNT - Verbond Nederlandse Tussenpersonen De Lairesestraat 131 - 135, 1075 HJ Amsterdam - NL T ++31 20 3057732 F ++31 20 6710974 E p.holtrop@vantill.nl W http://www.vnt.org

IUCAB SPEAKERS LIST

Netherlands



Drs. Nico van WIERINGEN
PRESIDENT



MEMBER OF NAMED BY:	VNT - Verbond Nederlandse Tussenpersonen De Lairesestraat 131 - 135, 1075 HJ Amsterdam - NL
TOPIC(S):	Agents' role in past, present and future
LANGUAGES:	Dutch, English, German
EXPENSES - PAID BY:	inviting organization
TRAVEL	Flight or railway 1. class
HOTEL	4 stars or equal
COSTS PER DIEM	EUR 100,-- per day
SPEAKERS'S FEE	for IUCAB organizations: none for NON-IUCAB organizations: EUR 1.000,--
CONTACT:	Drs. Nico Van WIERINGEN P.O. Box 1521, 3430 BM Nieuwegein - NL T ++31 30 6084250 F ++31 30 6081769 E nico@ruro.nl

IUCAB SPEAKERS LIST

Sweden



Jan BJÖRNUM
PRESIDENT



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TOPIC(S):	on request
LANGUAGES:	English, Swedish
EXPENSES - PAID BY:	inviting organization
TRAVEL	Flight or railway 1. class
HOTEL	4 stars or equal
COSTS PER DIEM	None
SPEAKERS'S FEE	for IUCAB organizations: on request for NON-IUCAB organizations: on request
CONTACT:	Jan BJÖRNUM Lambarudds Gard, 17893 Drottningholm - Sweden T +46 87 59 06 68 F +46 87 59 06 58 E jan.bjornum@brommatrade.se