



Union Internationale des Avocats
International Association of Lawyers
Unión Internacional de Abogados



CONFINDUSTRIA EMILIA
AREA CENTRO
Le imprese di Bologna,
Ferrara e Modena

INTERNATIONAL COMMERCIAL SALES BETWEEN CHALLENGES IN CONTRACT DRAFTING, TRANSPORT RISKS AND DOCUMENTARY FRAUD

June 17th, 2022
3:00 - 6:00 p.m.

*Auditorium Marco Biagi - Confindustria Emilia Area Centro
Via S. Domenico, 4 - 40124, Bologna*



ALMA MATER STUDIORUM
UNIVERSITÀ DI BOLOGNA
DEPARTMENT OF LEGAL STUDIES

Sponsored by the Department of
Legal Studies of the *Alma Mater
Studiorum* - University of Bologna

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ASSOCIAZIONE ITALIANA
GIOVANI AVVOCATI
Sezione di Bologna

PROGRAMME

- 2:30 - 3:00 p.m. CET

Registration of participants

- 3:00 - 3:30 pm CET

Welcome and Opening of the Seminar

- **Tiziana Ferrari** - General Manager, Confindustria Emilia Area Centro
- **Alberto Pasino** - President of the UIA Transport Law Commission, Zunarelli e Associati Law Firm
- **Mariaelena Giorcelli** - President of the UIA International Sale of Goods Commission, BBM Buffa Bortolotti & Mathis
- **Stefano Zunarelli** - Professor in Maritime and Transport Law, University of Bologna
- **Luigi De Fatico** - President, AIGA-Bologna

I SESSION

- 3:30 - 4:45 p.m. CET

Moderators: Alberto Pasino, Mariaelena Giorcelli

- **Francisco Ramos Romeu** - RYA Abogados, Vice President of the UIA Transport Law Commission - *“Interface between the purchase contract and the transportation contract under Spanish law”*
- **Irene Grassi** – Cocuzza & Associati Law Firm, UIA International Sale of Goods Commission - *“Delivery obligations within CISG”*
- **Elena Orrù** – University of Bologna - *“Incoterms rules and contracts of carriage”*
- **Wim Van Hemelen**- Bettens de Cocker Van Hemelen Law Firm, UIA Transport Law Commission - *“Differences between passing of risk and title of goods”*
- **Marilena Bacci** – Dolce Lauda Law Firm, UIA Transport Law Commission - *“Dealing with non-delivery, loss or damage of goods; does the buyer have a direct action against the carrier after German law/ in Germany?”*
- **Benjamin Strauss** – McDermott Will & Emery LLP, UIA International Sale of Goods Commission - *“Delivery rules and obligations under the Uniform Commercial Code”*

- 4:45 – 5:00 p.m. CET

Coffee break

II SESSION

- 5:00 - 5:45 p.m. CET

Moderators: Alberto Pasino, Mariaelena Giorcelli

- **Béatrice Favarel** – Favarel & Associés, UIA Transport Law Commission - *“Issues pertaining to the interaction between the contract of carriage and the sale contract: the container demurrages”*
- **Nathalie Cazeau** - Cazeau & Associés, Vice President of the UIA International Sale of Goods Commission - *“Negotiation of payment conditions, negotiation of price in case of modification, and/or the occurrence of new conditions of execution of the contract”*
- **Anna Montesano** – University of Pisa, UIA Transport Law Commission - *“The role of letters of credit in international transactions and the challenges that may arise from the transport documents’ discrepancies in the light of the risk of documentary fraud”*
- **Antonio Fraticelli** - International Commission of the Council of the Bologna Bar Association, UIA Transport International Sale of Goods Commission - *“CISG and international arbitration: opportunities, pitfalls and open issues”*.

- 5:45 - 6:00 p.m. CET

Closing remarks

Hybrid event organized in Bologna
with the possibility to attend in person or virtually
(<https://us02web.zoom.us/j/88234698772>)

Please note that, for the in-person participation, the number of places are limited.

For attendance in person, please send an email to formazione@aigabologna.it by 15 June for registration.

The seminar is officially recognized by the AIGA Commission under the Agreement Protocol CNF-AIGA dated 14.09.2016 (3 credits will be granted **for participation in person only**). «Evento accreditato con n. 3 crediti formativi ordinari dalla Commissione AIGA in virtù del Protocollo sottoscritto con il CNF il 14.09.2016» (solo per i partecipanti in presenza).

The Seminar, organized by the *International Sale of Goods* and the *Transport Law Commissions* of the UIA - *Union Internationale des Avocats*, in collaboration with *Confindustria Emilia*, *AIGA Bologna* and under the Patronage of the University of Bologna-Department of Legal Studies, will address the main legal issues affecting international sales of goods and their delivery, with a strategic and pragmatic approach.

The debate will involve highly qualified practitioners from different jurisdictions and professors who will discuss the main practical questions related to the drafting of sale contracts and transport documents, starting from the analysis of the most widely used standard forms in international trade, paying particular attention to the risk allocation between the contracting parties.

In this context, the sessions will explore the best practices in drafting effective contract clauses in international sales and transport contracts, offering suggestions for choosing evaluation approaches and appropriate tools to be adopted from the side of each contracting party in order to mitigate the several risks that may occur in international transactions.

ORGANISING COMMITTEE

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