

## A BASIC TRAINING COURSE FOR LAWYERS

# Trading in Europe and Internationally: Civil Procedure - Conflict of Laws - Sale of Goods (CISG) – 5<sup>th</sup> Edition

Thursday, September 7 & Friday, September 8, 2017



## TALLINN – ESTONIA

Training course organised by the UIA in cooperation with  
the Estonian Bar Association and the Bundesrechtsanwaltskammer



## INTRODUCTION & GENERAL INFORMATION

The UIA is proud to present this course which is part of the UIA 2017 Training Courses Programme. The objective of our Training Courses is to provide comprehensive tools in specific and/or specialist areas of the law or in specific projects, by offering advanced-level “master classes” held by outstanding expert trainers.

The UIA aims to provide excellence at reasonable cost, given its non-profit nature and institutional role.

The course is held over one and a half day, with 3 trainers.

The sessions will be highly interactive.

**Minimum number of participants: 20**

**Maximum number of participants: 40**

## COURSE VENUE

**Office of the Chancellor of Justice**

Kohtu 8,

Tallinn – Estonia

### Who should attend?

Young lawyers as well as more senior legal practitioners with an interest in the substantive and procedural aspects of cross-border trade, internationally and in Europe (International and European civil procedure, European private international law, international sale of goods) and looking for specialty courses to improve their skills. Participants are expected to possess a level of English sufficient in order to follow specialist presentations made in English.

### Working language

The sessions will be held in **English without simultaneous translation**.

### Accreditation of courses

Every participant attending the entire Training Course programme will receive a “Certificate of Attendance” at the end of the course that may be used for obtaining “Credits” for “Continuing Legal Education” - “Continuing Professional Development” purposes, depending on national rules. For more information, please contact the UIA.

### *Bringing together the world's lawyers*

For over 90 years, the Union Internationale des Avocats (UIA International Association of Lawyers) has been defending the legal profession and facilitating international contacts, cooperation and the exchange of knowledge among lawyers, while respecting their cultural and professional diversity.

Today, the UIA brings together several thousand members – lawyers or law professionals – and hundreds of bars, federations and associations.

### *Join the UIA and become a member of the world's strongest network of lawyers!*

- You will participate in the work of the UIA Commissions in Business Law, Human Rights and General Practice and share your experience with that of professionals from over 110 countries.
- You will also be able to join forces with the UIA, which, each year, provides its support to lawyers who cannot freely practice their profession. Everywhere in the world where rights of defence are threatened or the proper administration of justice is hindered, the UIA will make your voice heard.

[www.uianet.org](http://www.uianet.org)

# GENERAL INFORMATION

## REGISTRATION FEES

	UIA Member		Non Member	
	<= 06.08.2017	> 07.08.2017	<= 06.08.2017	> 07.08.2017
<b>STANDARD REGISTRATION</b> <i>Amounts exclusive of VAT</i>	€ 290.00*	€ 340.00*	€ 340.00*	€ 390.00*
<b>YOUNG LAWYER (&lt;35)**</b> <i>Amounts exclusive of VAT</i>	€ 240.00*	€ 290.00*	€ 290.00*	€ 340.00*
<b>ESTONIAN PARTICIPANTS</b> <i>Amounts exclusive of VAT</i>	€ 200.00*	€ 250.00*	€ 200.00*	€ 250.00*

\* The VAT (20%) can be applied to the amount here above according to the European Directive 2006/112/CE of November 28, 2006. For more information, please contact the UIA. **If you provide an EU VAT ID number, the VAT will not be charged.**

\*\* Please attach proof of age to the registration form to benefit from young lawyer fee.

These fees cover participation in the course, coffee breaks, lunch on Friday, September 8, 2017 as well as the documentation. Please note that the number of places in this training course is limited. The maximum number of participants is 40. Since we expect this training programme to fill up quickly, if you are interested, we suggest that you register immediately. Applications will only be processed upon receipt in full of the registration fees. Admission will be on a first come - first served basis. The organisers reserve the right to refuse admission in the event of excess applications.

## HOTEL RESERVATION

A limited number of rooms have been pre-booked at a preferential rate. Reservations should be made directly through the hotel. Credit card details must be given in order to secure your reservation. Please note that the number of rooms is limited. We recommend that you proceed with your reservations as soon as possible.

Hotel	Rates
<b>Park Inn by Radisson Meriton Conference &amp; Spa Hotel</b> at 800 meters from the venue Toompuiestee 27 / Paldiski mnt 4 Tallinn 10149, Estonia T +372 62 88 100 <a href="mailto:info.meriton.tallinn@rezidorparkinn.com">info.meriton.tallinn@rezidorparkinn.com</a> <a href="mailto:reservations.meriton.tallinn@rezidorparkinn.com">reservations.meriton.tallinn@rezidorparkinn.com</a>	Single room: EUR 90 Double room: EUR 100  per night, including breakfast and use of Aqua Center and Gym and VAT  Booking reference (to indicate to benefit from the preferential rate): <b>UIA-GROUP</b> Please download the hotel reservation form from our Website <a href="http://www.uianet.org">www.uianet.org</a>

*Join the UIA during the training course and benefit from a 50% discount on your membership fee!*

## INFORMATION

# PROGRAMME

Thursday, September 7, 2017

DAY 1

13:30 – 14:00	REGISTRATION OF PARTICIPANTS
	<b>MODULE 1: EUROPEAN PRIVATE INTERNATIONAL LAW – CONFLICT OF LAWS</b> <b>Rome I Regulation – Law applicable to contractual obligations</b> <i>Verena MOLL</i>
14:00 – 16:00	General Introduction 1. Prior to Rome I 2. Overriding international conventions and community law 3. Scope of application of the Regulation 4. Choice of law 5. Absence of choice of law <ul style="list-style-type: none"><li>• Connecting factors</li><li>• Particular types of contracts</li></ul> 6. Consent, material and formal validity of contracts 7. Scope of the applicable law 8. Law applicable to specific legal instruments 9. Overriding mandatory provisions and public order
16:00 – 16:15	COFFEE BREAK
	<b>MODULE 2: INTERNATIONAL SALE OF GOODS</b> <i>Prof. Dr. Burghard PILTZ</i>
16:15 – 17:45	1. Uniform Law versus Private International Law approach 2. Sphere of application of the CISG 3. Formation of contracts
17:45 – 18:00	Questions & Answers
20:00	OPTIONAL DINNER – <i>Venue to be confirmed</i>

Friday, September 8, 2017

DAY 2

	<b>MODULE 2: INTERNATIONAL SALE OF GOODS (continued)</b> <i>Prof. Dr. Burghard PILTZ</i>
09:00 – 10:30	4. Primary obligations of the seller and Incoterms 5. Primary obligations of the buyer and Incoterms 6. Remedies for breach of contract 7. Non-confirming goods and goods with defective title
10:30 – 10:45	COFFEE BREAK
	<b>MODULE 3: INTERNATIONAL CIVIL PROCEDURE, IN PARTICULAR EUROPEAN CIVIL PROCEDURE LAW</b> <i>Prof. Dr. Bernd REINMÜLLER</i>
10:45 – 12:00	1. Introduction 2. Can a foreign contracting partner be sued? 3. Where is an action to be brought? 4. Regulation on the service of judicial and extrajudicial documents
12:00 – 13:30	LUNCH BREAK
	<b>MODULE 3: INTERNATIONAL CIVIL PROCEDURE, IN PARTICULAR EUROPEAN CIVIL PROCEDURE LAW (continued)</b> <i>Prof. Dr. Bernd REINMÜLLER</i>
13:30 – 15:00	5. Regulation on cooperation in the taking of evidence 6. European order for payment procedure 7. Regulation on small claims 8. Regulation on European enforcement order for uncontested claims 9. What needs to be taken into account at the enforcement of a foreign judgment? <ul style="list-style-type: none"><li>• General comments</li><li>• Priority of treaties / European Regulations (Regulation Brussels I / Lugano Convention)</li></ul>
15:00 – 15:15	COFFEE BREAK
15:15 – 16:45	<b>MODULE 4: CASE STUDY</b> <i>Prof. Dr. Bernd REINMÜLLER, Verena MOLL, Prof. Dr. Burghard PILTZ</i>
16:45 – 17:00	Questions & Answers

## THE TRAINING TEAM



**Prof. Dr. Bernd REINMÜLLER**  
BELMONT LEGAL  
Frankfurt am Main, Germany  
E [reinmueller@belmontlegal.de](mailto:reinmueller@belmontlegal.de)

After obtaining a Doctorate in Private International Law and Comparative Law (1976), he studied comparative law for a year at the University of Aix-en-Provence, under Professor René David. On his return to Germany, he did his internship, worked at Deutsche Bank Investment Banking and passed his bar exam (1979).

He then worked for two years as an employee of the Baker Mackenzie law firm in Frankfurt, then left for Paris to spend a year as Assistant Professor in the University of Paris II Assas.

In 1981, he became a partner at the Bauer, Heberer, Gronen law firm in Frankfurt (which later became Heberer Reinmüller & Partner). Over the years, he specialised in national and international civil and commercial litigation as well as in corporate restructuring consultancy and assistance.

In 1998, he participated, as a founding partner, in establishing the Buse Heberer Fromm law firm and, in 2014, the Belmont Legal law firm.

Since 2000, along with working as a lawyer, he has been teaching international civil procedure, European law and international arbitration at the University of Cologne.

In 2008, he rose to the title of Professor (Honorarprofessor) of Cologne University.

The same year, he became President of the International Association of Lawyers (UIA), an NGO accredited in particular to the UN, the European Council and the International Criminal Court, and was designated its President of Honour in 2010.

He authored several articles in the German magazine "Internationale Praxis" and, in 2009, published a work devoted to the international civil and commercial procedure in the European Union, entitled "Internationale Rechtsverfolgung in Zivil- und Handelssachen in der Europäischen Union".

He also co-authors the work « Rechtsanwaltshandbuch », 11th edition, 2016, C.H.BECK Editors, Germany, of which he drafted the chapter devoted to the international civil procedure and the work «Anwaltsbuch "Internationales Wirtschaftsrecht"», 2016, C.H.BECK Editors, of which he drafted the chapter devoted to the law of international civil procedure.



**Verena MOLL**  
ZSCHUNKE AVOCATS / RECHTSANWÄLTE  
Paris, France  
E [v.moll@zschunke.com](mailto:v.moll@zschunke.com)

Verena Moll is a German lawyer admitted to the Berlin and Paris Bars.

Since 2001, she has been partner of the law firm ZSCHUNKE Avocats / Rechtsanwältinnen in Paris.

She practices in international business law, restructuring of companies, employment and corporate law, in particular in transnational transactions and disputes before state courts in France and Germany or arbitration tribunals. She has also developed an expertise advising major contractors on infrastructure construction projects.

She is Past-President of the Private International Law Commission of the International Association of Lawyers (UIA – *Union Internationale des Avocats*) and is a regular speaker at its annual congresses. She is a member of the Executive Committee and Director of training and legal education of the UIA.

Verena is also member of the Executive Committee of the DeutscherAnwaltVerein (DAV) France, member of the DAV International Business Law Commission and a member of the Deutsche Institution für Schiedsgerichtsbarkeit (DIS).



**Prof. Dr. Burghard PILTZ**  
AHLERS & VOGEL / RECHTSANWÄLTE  
Hamburg  
E [piltz@ahlers-vogel.de](mailto:piltz@ahlers-vogel.de)

Partner of the law firm Ahlers & Vogel, Hamburg.

Burghard Piltz looks back on many years of professional experience as a lawyer. Before he joined Ahlers & Vogel as a partner in 2014, he worked in a German transregional law firm whose founding partner he was.

Burghard Piltz is specialized in international business, particularly international sales and related transactions (CISG, Incoterms, international distribution, etc.) and practices law both as a legal counsel and as an arbitrator in the field of international commercial law.

Burghard Piltz is president of the Arbitration Centre established by the German-Argentinean Chamber of Commerce, Buenos Aires, and chairman of the Executive Committee of the European-Latinamerican Arbitration Association (ELArb) in Hamburg. Furthermore, he is the International Distribution Institutes (IDI) country expert for Germany and was chairman of the Committee for European Contract Law, established by the Federal Chamber of German Lawyers (Bundesrechtsanwaltskammer). Currently Prof. Dr. Piltz is counsellor to the president of the International Association of Lawyers (UIA) since 2001 and a member of the international Incoterms® 2020 Drafting Group, established by the International Chamber of Commerce (ICC). Burghard Piltz teaches Private International Law and International Sales Law. In 1997 he was appointed honorary professor.

#### CANCELLATION CONDITIONS

All cancellations will be subject to a 50% deduction and will have to be sent in writing, to be received by the Union Internationale des Avocats **no later than August 7, 2017**. No refund will be made for cancellations received after this date.

**VISAS:** Anyone who requires a visa invitation letter in order to attend the training course should register and pay their registration fees **no later than August 7, 2017** to ensure there is enough time to obtain a visa.

All cancellations due to a visa refusal will be refunded in full, minus €50 + VAT to cover administrative costs, provided that the UIA has received the registration documents and **total registration fees no later than August 7, 2017**.

If you register after this date, only 50% of the amount paid minus €50 + VAT to cover administrative costs will be refunded for cancellations due to visa refusals.

All cancellations due to a visa refusal must be sent in writing and reach the UIA **before the training course**. Cancellations must be accompanied by **a proof of visa refusal**.

If your visa is issued after the training course date or if you do not have proof of visa refusal, you will not be entitled to a refund.

#### GENERAL CONDITIONS

All registrations received by the Union Internationale des Avocats (UIA) along with the full payment of fees corresponding to the events selected will be confirmed in writing.

**The VAT (20%) can be applied to the amount here above according to the European Directive 2006/112/CE of November 28, 2006.**

The UIA reserves the right to cancel or postpone the training course to a later date, change the training course venue and/or programme, make any corrections or modifications in the information published in the training course programme and cancel any invitation to participate in the training course, at any time and at their entire discretion, without having to provide any reasons for the same.

Neither the UIA, nor any of its managers, employees, agents, members or representatives shall be held responsible for any loss or damage, of any nature, suffered (directly or indirectly) by a delegate, accompanying person or a third party following any cancellations, changes, postponements or modifications.

**The UIA strongly advises participants to subscribe to modifiable and/or refundable services, as well as to take out a cancellation insurance.**

Neither the UIA, nor any of its managers, employees, agents, members or representatives shall be held responsible for any loss or damage, of any nature whatever, suffered (directly or indirectly) by a delegate or accompanying person, except in case of death or personal injury due to gross negligence by the UIA.

The contractual relations between the UIA and each participant (delegate or accompanying person) in relation to the training course are subject to French law and jurisdiction, to the exclusion of any other law. Paris is the city of jurisdiction.

#### FORMALITIES

It is the responsibility of participants to ensure compliance with police, customs and health formalities for their journey. Participants unable to take part in the training course because of their inability to take a flight or any other means of transportation due to being unable to provide the documents required (passport, visa, vaccination certificate, etc.) cannot claim any reimbursement.



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

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Thursday, September 7 & Friday, September 8, 2017

TALLINN – ESTONIA

#### REGISTRATION FORM

Register online at [www.uianet.org](http://www.uianet.org)  
or please complete and return this form by email, fax or post, to:

**UNION INTERNATIONALE DES AVOCATS**

25 rue du Jour – 75001 Paris – FRANCE

Tel: +33 1 44 88 55 66 / Fax: +33 1 44 88 55 77 / Email: [uiacentre@uianet.org](mailto:uiacentre@uianet.org)



Register online!

#### UIA INDIVIDUAL MEMBERS

Please specify your membership number (Please check your membership card or membership fees):

MI \_\_\_\_\_

Family Name: .....

First Name: .....

Firm: .....

Address: .....

Post Code: .....

City: .....

Country: .....

Tel: .....

Fax: .....

Email: .....

Date of Birth: .....

EU VAT ID-number: .....

Special requests (special diet, allergies, handicap...): .....

.....

#### A. TRAINING COURSE REGISTRATION FEES

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**B. SOCIAL ACTIVITIES**

Please indicate below whether you plan to attend the following events **included** in the registration fees:

Lunch – Friday, September 8, 2017

**C. OPTIONAL DINNER**

(not included in the registration fees)

Optional dinner – Thursday, September 7, 2017      € 60 (Excl. VAT) x \_\_\_ / pers

**D. TOTAL**

TOTAL (A) Excl. VAT – Registration Fees: ..... €  
TOTAL (C) Excl. VAT – Optional Dinner: ..... €  
VAT if applicable (20%)\*: ..... €  
TOTAL (A+C) Excl. VAT: ..... €  
TOTAL (A+VAT if applicable)\*: ..... €

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**E. COMMITMENT**

I undertake to attend the entire one and half day programme.

A “certificate of attendance” will be delivered to all participants who will attend the entire course.

**F. CANCELLATION CONDITIONS**

I, the Undersigned, confirm that I have read and accepted the **cancellation conditions** as well as the **general conditions** given on **page 6** of the registration programme. My registration will only be taken into account on receipt of the payment.

Participants are aware that their image and/or voice may be photographed, recorded or filmed throughout the duration of the course. They hereby assign to the UIA, with the signature of this form, the right to exploit, reproduce and disseminate the images and recordings by all means, both known and unknown, using all media, for an unlimited term and free of charge.

**G. METHOD OF PAYMENT**

♦ By cheque in € - drawn in a French bank - payable to the UIA, addressed to: UIA – 25 rue du Jour – 75001 Paris – France

♦ By Bank transfer in € – without charges to the payee – in favour of the Union Internationale des Avocats, quoting "F17TAL", to the following bank and account:

Société Générale – Paris Elysées Entreprise  
91 avenue des Champs Elysées – 75008 Paris – France  
**BIC / SWIFT:** SOGEFRPP  
**IBAN:** FR76 3000 3033 9200 0503 4165 164

♦ By credit card:       Visa       Mastercard

Card N°: \_ \_ \_ \_ \_

Expiry date: \_ \_ / \_ \_      3 Digits: \_ \_ \_

Name of card holder: .....

I authorise the Union Internationale des Avocats to debit the above mentioned credit card in the amount of: € (Euros) .....

Date: ...../...../.....      Signature: .....