

## **MINUTES**

T.R.A.D.E. Commission Meeting

Held at the Parco dei Principi Grand Hotel & Spa, Via Gerolamo Frescobaldi 5, 00198 ROME (ITALY)

On Thursday, 5 September 2019, from 4pm-5pm

### **1. Welcome**

By the T.R.A.D.E. Commission Presidency (Babak Tabeshian, Benedikt Rohrssen and Janine Reudt-Demont)

### **2. List of Attendees**

- To follow the Rome Sustainability umbrella topic, a laptop with an attendance list is passed around where the members present write down their names
- The respective attendance list is attached to these Minutes

### **3. Short introduction of the Commission to new members and introduction of the present participants**

- Babak shortly introduces the T.R.A.D.E. Commission to the new members
- Every member present shortly introduces himself / herself
- There are approximately 13 new members / members who attend a T.R.A.D.E. Commission Meeting for the first time – they are warmly welcomed by the Presidency

### **4. A great "THANK YOU" to Babak Tabeshian who steps down as Commission President and a warm welcome to the new VP Jelle Blom**

- Ben and Janine thank Babak for all his hard work for the Commission
- Ben is introduced as new President of the Commission
- Jelle Blom, who is unfortunately not present, is introduced as new Vice President

### **5. Approval of the Commission Minutes (Half-Year Conference Hong Kong of 24 May 2019)**

- The Minutes are approved

### **6. Feedback on the Commission's recent activities**

- Janine reports on the Annual T.R.A.D.E. Conference held in Athens in April 2019:
  - o overall-topic: e-commerce
  - o well attended, very high-quality content

- subjects discussed included: effects of the Coty-case, dynamic and personalized pricing, geo-blocking, impact of the GDPR
- also financially a success which is great and not a given with stand-alone seminars
- Janine reports on the Working Session at the Annual Congress in Rome on "Sustainability in the Fashion Industry: Is Green the new Black":
  - workshop took place on Thursday, 5 September 2019, from 9am-12pm
  - was organized together with the IP/TMT Commission, the Labour Law Commission and the E&E Commission
  - great moderation by IP/TMT and T.R.A.D.E. (Cristina Hernández-Martí and Ben Rohrsen) and great speakers, particularly including inhouse counsels / entrepreneurs / managers like Giorgio Ravasio from Vivienne Westwood, Stephan Rosenkilde from Underprotection, Anda Mize from European Lingerie Group, Sergio Calderara from Green Network and Rikke Mynster Johansen from Dansk Mode & Textil
  - well attended, particularly considering that the M&A Commission held their workshop at the same time

## 7. Update on the Commission's activities for 2019 and 2020

- Babak and Ben report on the HYC Miami
  - will be held from **30 October – 2 November 2019**
  - contributions of T.R.A.D.E.-member speakers required for **two sessions**:
    - 1) Doing business in LATAM 2020 – Do's and Don't's of agency, distribution and franchise agreements in Latin America and
    - 2) Doing business in LATAM 2020 – Legal framework for inbound and outbound e-commerce in/to LATAM
  - we already recruited the two speakers for the first panel (Jose Miguel Algorta and Felipe Katz) and one speaker for the second panel (Chiara Caliendo). Another speaker slot is currently available for the second panel
  - Gustavo Papeschi (Argentina), a new member, raises his hand and considers applying for the open speaker slot – he is referred to Miami OC-member Pablo Vinageras Cobielles
- Ben and Janine report on the next Annual T.R.A.D.E. Conference:
  - will be held in **Porto** from **19-21 March 2020**
  - double (and joint) seminar organized together with the IP/TMT Commission and the IBL Commission
  - T.R.A.D.E. topic is "**Retail Tech – How technology influences retail business and the underlying contracts**"
  - sub-topics covered will circle around digitalization and its impact on distribution, including geo-blocking

- our OC consists of Bruno de Zezere Barradas as local OC-member and Manish Bahl, Renato Bucher, Giuliano Stasio as well as Hendrikje Herrmann as scientific OC-members
  - a call for speakers with the details on the intended program was sent out recently before the Rome Annual Congress
  - please contact the OC or the T.R.A.D.E. Presidency if interested to act as speaker
  - OC-member Giuliano Stasio presents flyers, stickers, the draft program and informs that a call for speakers will be sent out again; Giuliano also presents the sponsoring options and informs on the availability of a certain budget also for external industry speakers
- Next Annual Congress in Rio de Janeiro:
    - work coordinators Clara Poglia and Mark Beardsworth present the overall topic for the next Annual Congress to be held in Rio de Janeiro, which is "**Diversity**"
    - deadline to apply for the working sessions lapses already on **15 October 2019**
    - Commissions are required to submit a general concept for a workshop of either 2 hours or 3 hours – always a good idea is to team up with other Commissions
    - members of the T.R.A.D.E. Commission are called to action to present ideas for a workshop

#### **8. Discussion about the intent of the T.R.A.D.E. Presidency to organize a seminar in Moscow in 2021**

- Babak and Ben present the idea of the T.R.A.D.E. Presidency to organize a seminar in Moscow in 2021
- provisionally reserved in the AIJA Calendar is a slot in April 2021
- possible local OC-members are: Boris Ostroukhov (ALRUD), Timur Akhundov (ALRUD) and Alexander Katzendorn (Moscow-City Consulting LLC) as well as Anna Zabrotskaya (BORENIUS)
- Boris Ostroukhov explains that his firm (ALRUD) and his colleagues would be happy to help organizing the seminar and that they are ready to start with the preparation work
- Anna Zabrotskay, although based in St. Petersburg, is happy to help
- Isabel Oest (Vice-President Antitrust Commission) informs that her colleagues from Finland who operate an office in Moscow could help as well and brings up the idea to do a **double or joint seminar with the Antitrust Commission**, in which the Antitrust Commission is generally interested
- it is agreed that, as a first step, Boris and/or Anna check whether the **intended dates in April 2021 could work** and they will also verify the **travelling requirements** (visa etc.)
- Arpad Gered (President IP & TMT Commission) informs that the IP & TMT Commission would also have one member present in Moscow who could support the local efforts – he, however, also points out that plan A of the IP & TMT Commission for spring 2021 is probably the Half Year Conference intended to be held in Gothenburg, Sweden (see below) – Plan B would be joining T.R.A.D.E. (and possibly the Antitrust Commission) in Moscow
- members are called to action to present topics for the Moscow seminar

#### **9. Brainstorming for future seminars and topics:**

- Maria Jennerholm informs on the intention of some members to organize the Half Year Conference in spring 2021 in **Gothenburg, Sweden** –the local OC is currently evaluating which Commissions could be interested in supporting the event – umbrella topic shall be "Mobility" – dates: last weekend of May 2021 (start: Wednesday, end: Saturday) – in view of T.R.A.D.E.'s first plan for spring 2021 being Moscow, Maria is informed that T.R.A.D.E. will focus on this plan, but is still willing to support Gothenburg with a panel
- Alessandro Paci mentions that, in the future, a seminar could be held in **Bologna, Italy**
- Alex Watt mentions the possibility to do a seminar in **Edinburgh** in the future
- Alessandro Paci mentions as possible future umbrella topic "**International Sales**", under which topics the Vienna Sales Convention and the Incoterms could be discussed – the idea is generally well received, but Babak informs that, in the past, the T.R.A.D.E. Commission tried to focus on more specific topics
- Gustavo Papeschi brings up the idea to discuss **regulatory aspects of trade**, such as the sanctions against Russia, investment controls, etc. – also this idea is generally well received and it might be a sub-topic for Moscow, but the Presidency informs that the T.R.A.D.E. Commission focuses more on the private than on the public law side

#### **10. Feedback on the Commission's Newsletters and encouragement to send in interesting articles, comments, etc.**

#### **11. Encouragement to be active in the Commission's Social Media network on LinkedIn**

No further points to be discussed, nor raised. Meeting is closed at 5.05 pm.

All present are warmly invited to a **Port wine tasting** in the foyer in order to get into the right mood for the upcoming Porto seminar.

#### **The T.R.A.D.E. Commission Presidency**

Babak Tabeshian, Janine Reudt-Demont, Benedikt Rohrssen

## T.R.A.D.E. (TRADE, RETAIL, AGENCY, DISTRIBUTION, E-COMMERCE) COMMISSION MEETING

**Wednesday 05 September 2019**  
 Sforza A (Level B-C (-2 floor))

President: Babak TABESHIAN

Vice-Presidents: Benedikt ROHRSSSEN, Janine REUDT-DEMONT

Firstname	Lastname
Alessandro	Paci
Anna	Zabrotskaya
Giuliano	Stasio
Delphine	Poidatz Kerjean
Stefanie	Swatek
Isabel	Oest
Rebekka	Stumpfrock
Gustavo	Papeschi
Benedetta	Marsicola
Jocelynn	Tetelepta
Giorgia	Carandente
John Newa	Herrman
Chloe	Lapoujade
Mercé	





Christopher	Wolters
Boris	Ostroukhov
Rickard	Vernet
Benedetta	Mazzotti
Elena	Kadelburger
Marie	Davy
David	Roche
Kathryn	Charles
Annie	Blake
Maria	Jennerholm
Merce	Ribatallada
Kazuma	Higuchi
Árpád	Geréd
David	Areias
Olivier	Hayat
Stepan	Starha
Tamas Mihaly	Balogh
Aniko	Kapi
Antonio	Varas
Chloé	Taylor
Alex	Watt
<b>TOTAL: 35</b>	