



I U C A B

SPEAKERS LIST

January 2018

AUSTRIA	Mr. Gustav BREITER Bundesgremium der Handelsagenten	3
FRANCE	Mrs. Rachel DETAIN APAC – Alliance Professionnelle des Agents Commerciaux	4
	Mrs. Patricia KELTNER-MONTVERNAY APAC – Alliance Professionnelle des Agents Commerciaux	5
	Mr. Gaël GRIGNON DUMOULIN FNAC – Fédération Nationale des Agents Commerciaux	6
GERMANY	Mr. Eckhard DÖPFER CDH – Centralvereinigung Deutscher Wirtschaftsverbände für Handelsvermittlung und Vertrieb e.V.	7
	Mr. Wolfgang HINDERER CDH – Centralvereinigung Deutscher Wirtschaftsverbände für Handelsvermittlung und Vertrieb e.V.	8
GREAT BRITAIN	Mr. David JOHNSON MAA – The Manufacturers’ Agents’ Association	9



IUCAB

SPEAKERS LIST

ITALY	Mr. Carlo TABELLINI USARCI – Unione Sindacati Agenti e Rappresentanti di Commercio Italiani	10
IUCAB	Mr. Olivier MAZOYER , President IUCAB – Internationally United Commercial Agents and Brokers	11
	Mr. Christian REBERNIG , Secretary General IUCAB – Internationally United Commercial Agents and Brokers	12
NETHERLANDS	Mr. Paul HOLTROP VNHI – Dutch Association of Trade Agents and Importers	13
SWEDEN	Mr. Jan BJÖRNUM ATPS – Association of Trade Partners Sweden	14

IUCAB SPEAKERS LIST

Austria



**Mr. Gustav BREITER
LAWYER**



MEMBER OF NAMED BY:	Bundesgremium der Handelsagenten Wiedner Hauptstrasse 57, 1040 Vienna - Austria E handelsagenten@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
SPEAKER'S FEE	For IUCAB organizations: none For NON-IUCAB organizations: on request
CONTACT:	Mr. 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@vbsn.at W http://www.vbsn.at

IUCAB SPEAKERS LIST

France



Mrs. Rachel DETAIN
LAWYER



MEMBER OF NAMED BY:	APAC – Alliance 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
SPEAKER'S FEE	For IUCAB organizations: none For NON-IUCAB organizations: on request
CONTACT:	Mrs. Rachel DETAIN c/o APAC 71, Rue Pierre Corneille, 69006 Lyon - France T +33 (0)478 526 175 F +33 (0)478 526 174 E info@apacfrance.com W http://www.apacfrance.com

IUCAB SPEAKERS LIST

France



**Mrs. Patricia KELTNER-MONTVERNAY
LAWYER**



MEMBER OF NAMED BY:	APAC – Alliance 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
SPEAKER’S FEE	For IUCAB organizations: none For NON-IUCAB organizations: on request
CONTACT:	Mrs. Patricia KELTNER-MONTVERNAY c/o APAC 71, Rue Pierre Corneille, 69006 Lyon - France T +33 (0)478 526 175 F +33 (0)478 526 174 E info@apacfrance.com W http://www.apacfrance.com

IUCAB SPEAKERS LIST

France



**Mr. 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
SPEAKER’S FEE	For IUCAB organizations: none For NON-IUCAB organizations: on request
CONTACT:	Mr. Gaël GRIGNON DUMOULIN 3, Place du Président Mithouard, 75007 Paris - France T +33 (0)1 473 45 001 F +33 (0)1 456 73 809 E inotac@orange.fr

IUCAB SPEAKERS LIST

Germany



Mr. Eckhard DÖPFER
CEO CDH



MEMBER OF NAMED BY:	CDH – Centralvereinigung Deutscher Wirtschaftsverbände für Handelsvermittlung und Vertrieb e.V. Am Weidendamm 1 A, 10117 Berlin - Germany
TOPIC(S):	Manufacturer's benefits by working with commercial agents The future factors of performance of the commercial agent
LANGUAGES:	German, English
EXPENSES – PAID BY:	Inviting organization
TRAVEL	Flight or railway 1. Class
HOTEL	4 Stars or equal
COSTS PER DIEM	None
SPEAKER'S FEE	For IUCAB organizations: none For NON-IUCAB organizations: on request
CONTACT:	Mr. Eckhard DÖPFER c/o CDH Am Weidendamm 1 A, 10117 Berlin - Germany T +49 (0)30 726 25 600 F +49 (0)30 726 25 699 E centralvereinigung@cdh.de W http://www.cdh.de

IUCAB SPEAKERS LIST

Germany



Mr. Wolfgang HINDERER
IUCAB HONORARY PRESIDENT



MEMBER OF NAMED BY:	CDH – Centralvereinigung Deutscher Wirtschaftsverbände für Handelsvermittlung und Vertrieb e.V. Am Weidendamm 1 A, 10117 Berlin - Germany E certralvereinigung@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
SPEAKER’S FEE	For IUCAB organizations: none For NON-IUCAB organizations: on request
CONTACT:	Mr. Wolfgang HINDERER c/o W. Hinderer GmbH Fritz-Wendt-Straße 16, 40670 Meerbusch - Germany T +49 (0)2159 965 0 F +49 (0)2159 965 222 E hinderer.papier@whinderer.de

IUCAB SPEAKERS LIST

Great Britain



Mr. David JOHNSON
SECRETARY GENERAL MAA



MEMBER OF NAMED BY:	The Manufacturers' Agents' Association of GB & Ireland The Ryder Cloisters, 36, Evelyn Road, Dunstable, Bedfordshire, LU5 4NG, United Kingdom.
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
SPEAKER'S FEE	For IUCAB organizations: none For NON-IUCAB organizations: on request
CONTACT:	Mr. David JOHNSON c/o The Manufacturers' Agents' Association of GB & Ireland The Ryder Cloisters, 36, Evelyn Road, Dunstable, Bedfordshire, LU5 4NG, United Kingdom T/F +44 (0)1582 603439 E info@thema.co.uk W http://www.thema.co.uk

IUCAB SPEAKERS LIST

Italy



Mr. 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
SPEAKER'S FEE	For IUCAB organizations: none For NON-IUCAB organizations: on request
CONTACT:	Mr. Carlo TABELLINI T +39 (0)11 562 3977 F +39 (0)11 517 6197 E tabellini@studio-tabellini.it W http://www.studio-tabellini.it

IUCAB SPEAKERS LIST

IUCAB



Mr. Olivier MAZOYER
IUCAB PRESIDENT



MEMBER OF NAMED BY:	Internationally United Commercial Agents and Brokers Wiedner Hauptstrasse 57, 1040 Vienna - Austria
TOPIC(S):	Commercial Agent and Formation The experience of formation continues 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
SPEAKER'S FEE	For IUCAB organizations: none For NON-IUCAB organizations: on request
CONTACT:	Mr. Olivier MAZOYER c/o IUCAB Secretariat Wiedner Hauptstrasse 57, 1040 Vienna - Austria T +43 (0)590 900 3379 F +43 (0)590 900 233 E info@iucab.com W http://www.iucab.com

IUCAB SPEAKERS LIST

IUCAB



Mr. Christian REBERNIG
IUCAB SECRETARY GENERAL



MEMBER OF NAMED BY:	Internationally United Commercial Agents and Brokers Wiedner Hauptstrasse 57, 1040 Vienna - Austria
TOPIC(S):	The IUCAB organization Finding and using commercial agents www.come-into-contact.com On request
LANGUAGES:	English, German, Italian
EXPENSES – PAID BY:	Inviting organization
TRAVEL	Flight or railway 1. Class
HOTEL	4 Stars or equal
COSTS PER DIEM	None
SPEAKER'S FEE	For IUCAB organizations: none For NON-IUCAB organizations: on request
CONTACT:	Mr. Christian REBERNIG c/o IUCAB Secretariat Wiedner Hauptstrasse 57, 1040 Vienna - Austria T +43 (0)590 900 3379 F +43 (0)590 900 233 E info@iucab.com W http://www.iucab.com

IUCAB SPEAKERS LIST

Netherlands



Mr. Paul HOLTROP
GENERAL VNHI



MEMBER OF NAMED BY:	VNHI – Verbond van Nederlandse Handelsagenten en Importeurs De Laïressestraat 131 – 135, 1075 HJ Amsterdam - NL E info@vnhi.nl
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, 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	€ 100,- per day
SPEAKER'S FEE	For IUCAB organizations: on request For NON-IUCAB organizations: on request
CONTACT:	Mr. Paul HOLTROP c/o VNHI De Laïressestraat 131 – 135, 1075 HJ Amsterdam - NL T +43 (0)20 305 77 32 F +43 (0)20 671 09 74 E p.holtrop@vantill.nl W http://www.vnhi.nl

IUCAB SPEAKERS LIST

S w e d e n



Mr. Jan BJÖRNUM
CHAIRMAN ATPS



MEMBER OF NAMED BY:	ATPS - Association of Trade Partner Sweden Vasagatan 46, 5 tr, 10362 Stockholm - Sweden E mail@agenturforetagen.se	
TOPIC(S):	Doing business in Scandinavia, Future & development Commercial Agents and topics on request	
LANGUAGES:	English, Swedish (talkable in German and Spanish)	
EXPENSES – PAID BY:	Inviting organization	
TRAVEL	Flight or railway 1. Class	
HOTEL	4 Stars or equal	
COSTS PER DIEM	None	
SPEAKER'S FEE	For IUCAB organizations:	on request and low
	For NON-IUCAB organizations:	on request
CONTACT:	Mr. Jan BJÖRNUM Gronviksvagen 49, S - 167 71 Bromma – Sweden F + 46 (0) 707 97 81 44 E jan@agenturforetagen.se	