



I U C A B

## SPEAKERS LIST

March 2024

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IUCAB  
**SPEAKERS LIST**

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## IUCAB SPEAKERS LIST

Austria



**Mr. Gustav BREITER**  
**LAWYER**



<b>MEMBER OF NAMED BY:</b>	Bundesgremium der Handelsagenten Wiedner Hauptstrasse 57, 1040 Vienna - Austria E salesagents@wko.at
<b>TOPIC(S):</b>	Austrian Commercial Agency Law Austrian Distribution Law
<b>LANGUAGES:</b>	English, German
<b>EXPENSES – PAID BY:</b>	Inviting organisation
TRAVEL	Flight or railway 1. class
HOTEL	4 Stars or equal
COSTS PER DIEM	None
SPEAKER'S FEE	For IUCAB organisations: none For NON-IUCAB organisations: on request
<b>CONTACT:</b>	Mr. Gustav BREITER Viehböck Breiter Schenk, Nau & Linder Rechtsanwälte OEG Bahnhofsplatz 1a/1/5, 2340 Mödling – Austria T +43 (0)2236 22050 F +43 (0)2236 49239 E gustav.breiter@vbsn.at W <a href="http://www.vbsn.at">http://www.vbsn.at</a>

## IUCAB SPEAKERS LIST

France



**Ms. Rachel DETAIN**  
**LAWYER**



<b>MEMBER OF NAMED BY:</b>	APAC – Alliance Professionnelle des Agents Commerciaux de France 71, Rue Pierre Corneille, 69006 Lyon
<b>TOPIC(S):</b>	On request
<b>LANGUAGES:</b>	French, English
<b>EXPENSES – PAID BY:</b>	Inviting organisation
TRAVEL	Flight or railway 1. class
HOTEL	4 Stars or equal
COSTS PER DIEM	None
SPEAKER’S FEE	For IUCAB organisations: none For NON-IUCAB organisations: on request
<b>CONTACT:</b>	Ms. 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 <a href="http://www.apacfrance.com">http://www.apacfrance.com</a>

## IUCAB SPEAKERS LIST

France



**Mr. Gaël GRIGNON DUMOULIN**  
**LAWYER**



<b>MEMBER OF NAMED BY:</b>	FNAC – Fédération Nationale des Agents Commerciaux 30, Avenue de l’Opéra, 75002 Paris - France E fnac@comagent.com
<b>TOPIC(S):</b>	On request
<b>LANGUAGES:</b>	French, English, Spanish
<b>EXPENSES – PAID BY:</b>	Inviting organisation
TRAVEL	Flight or railway 1. Class
HOTEL	4 Stars or equal
COSTS PER DIEM	None
SPEAKER’S FEE	For IUCAB organisations: none For NON-IUCAB organisations: on request
<b>CONTACT:</b>	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



<b>MEMBER OF NAMED BY:</b>	CDH – Centralvereinigung Deutscher Wirtschaftsverbände für Handelsvermittlung und Vertrieb e.V. Am Weidendamm 1 A, 10117 Berlin - Germany
<b>TOPIC(S):</b>	Manufacturer's benefits by working with commercial agents The future factors of performance of the commercial agent
<b>LANGUAGES:</b>	German, English
<b>EXPENSES – PAID BY:</b>	Inviting organisation
TRAVEL	Flight or railway 1. Class
HOTEL	4 Stars or equal
COSTS PER DIEM	None
SPEAKER'S FEE	For IUCAB organisations: none For NON-IUCAB organisations: on request
<b>CONTACT:</b>	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 <a href="mailto:centralvereinigung@cdh.de">centralvereinigung@cdh.de</a> W <a href="http://www.cdh.de">http://www.cdh.de</a>

## IUCAB SPEAKERS LIST

Great Britain



**Mr. Matthew TICKLE**  
**SECRETARY GENERAL MAA**



<b>MEMBER OF NAMED BY:</b>	The Manufacturers' Agents' Association of GB & Ireland Village House, 13-15 Swakeleys Rd, Ickenham, Uxbridge, UB10 8DF United Kingdom.
<b>TOPIC(S):</b>	Finding and using commercial agents in the UK & Ireland
<b>LANGUAGES:</b>	English (UK)
<b>EXPENSES – PAID BY:</b>	Inviting organisation
TRAVEL	Flight or railway 1. Class
HOTEL	4 Stars or equal
COSTS PER DIEM	None
SPEAKER'S FEE	For IUCAB organisations:                   none For NON-IUCAB organisations:           on request
<b>CONTACT:</b>	Mr. Matthew TICKLE c/o The Manufacturers' Agents' Association of GB & Ireland Village House, 13-15 Swakeleys Rd, Ickenham, Uxbridge, UB10 8DF United Kingdom T/F +44 7973 253 669 E info@themaa.co.uk W <a href="http://www.themaa.co.uk">http://www.themaa.co.uk</a>

## IUCAB SPEAKERS LIST

Italy



**Mr. Carlo TABELLINI**  
**LAWYER**



<b>MEMBER OF NAMED BY:</b>	USARCI – Unione Sindacati Agenti e Rappresentanti Commercio Italiani Via della Sette Chiesa 144, 00186 Roma - Italy E federusarci@usarci.it
<b>TOPIC(S):</b>	<b>The legal Situation of Italian Commercial Agents</b> The Italian law on commercial agency contracts The collective agreements Case law
<b>LANGUAGES:</b>	Italian, English
<b>EXPENSES – PAID BY:</b>	Inviting organisation
TRAVEL	Flight or railway 1. Class
HOTEL	4 Stars or equal
COSTS PER DIEM	None
SPEAKER'S FEE	For IUCAB organisations: none For NON-IUCAB organisations: on request
<b>CONTACT:</b>	Mr. Carlo TABELLINI T +39 (0)11 562 3977 F +39 (0)11 517 6197 E tabellini@studio-tabellini.it W <a href="http://www.studio-tabellini.it">http://www.studio-tabellini.it</a>



## IUCAB SPEAKERS LIST

I U C A B



**Mr. Olivier MAZOYER**  
**IUCAB PRESIDENT**



<b>MEMBER OF NAMED BY:</b>	Internationally United Commercial Agents and Brokers Wiedner Hauptstrasse 57, 1040 Vienna - Austria
<b>TOPIC(S):</b>	<b>Commercial Agent and Formation</b> The experience of formation continues for commercial agents <b>Commercial Agent and Principal</b> Study of Price Waterhouse Coopers about commercial agents and principals
<b>LANGUAGES:</b>	French, English
<b>EXPENSES – PAID BY:</b>	Inviting organisation
TRAVEL	Flight or railway 1. Class
HOTEL	4 Stars or equal
COSTS PER DIEM	None
SPEAKER'S FEE	For IUCAB organisations: none For NON-IUCAB organisations: on request
<b>CONTACT:</b>	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 <a href="http://www.iucab.com">http://www.iucab.com</a>

## IUCAB SPEAKERS LIST

IUCAB



**Mr. Christian REBERNIG**  
**IUCAB SECRETARY GENERAL**



<b>MEMBER OF NAMED BY:</b>	Internationally United Commercial Agents and Brokers Wiedner Hauptstrasse 57, 1040 Vienna - Austria
<b>TOPIC(S):</b>	The IUCAB organisation Finding and using commercial agents IUCAB B2B Platform On request
<b>LANGUAGES:</b>	English, German, Italian
<b>EXPENSES – PAID BY:</b>	Inviting organisation
TRAVEL	Flight or railway 1. Class
HOTEL	4 Stars or equal
COSTS PER DIEM	None
SPEAKER'S FEE	For IUCAB organisations: none For NON-IUCAB organisations: on request
<b>CONTACT:</b>	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 <a href="http://www.iucab.com">http://www.iucab.com</a>

## IUCAB SPEAKERS LIST

Netherlands



**Mr. Paul HOLTROP**  
**SECRETARY GENERAL VNHI**



<b>MEMBER OF NAMED BY:</b>	VNHI – Verbond van Nederlandse Handelsagenten en Importeurs De Lairessestraat 131 – 135, 1075 HJ Amsterdam - NL E info@vnhi.nl
<b>TOPIC(S):</b>	<b>Legal Aspects of the Commercial Agents</b> - Exclusivity - Obligations agent/principal - Goodwill <b>Start as an Agent</b> - Practical/legal aspects of the commercial agent. This lecture can be given together with an agent, the professional <b>Agent or Distributor?</b> - (Legal) differences between the agent and distributor.
<b>LANGUAGES:</b>	Dutch, English
<b>EXPENSES – PAID BY:</b>	Inviting organisation
TRAVEL	Flight or railway 1. Class
HOTEL	4 stars or equal
COSTS PER DIEM	€ 100,- per day
SPEAKER'S FEE	For IUCAB organisations: on request For NON-IUCAB organisations: on request
<b>CONTACT:</b>	Mr. Paul HOLTROP c/o VNHI De Lairessestraat 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 <a href="http://www.vnhi.nl">http://www.vnhi.nl</a>