INTERNATIONAL ENCYCLOPEDIA OF AGENCY DISTRIBUTION AGREEMENTS

Author Guide

[A] Aim of the Publication

This authoritative reference work examines the laws, procedures, and practice relating to commercial agency and distribution agreements in 57 national jurisdictions worldwide. Having created a sold-out first edition, the editor has responded to popular demand with this new, looseleaf edition which provides both updates on countries covered in the first edition and materials on countries not previously covered.

For each country, the Encyclopedia defines the concepts of agency and distribution and identifies and analyses the basic aspects of agency and distribution agreements. The detailed systematic and comparative analyzes facilitate ease of reference and comparison.

The looseleaf format permits quick and easy updating and the addition of new jurisdictions. The tabbed country-by-country analysis and detailed tables of contents also enhance the accessibility of this work. Updates follow on a regular basis.

Its currency and accessibility make the Encyclopedia essential reading for all those involved in the practice of agency and distribution agreements in an international context. It proves a practical and useful reference for practitioners and business people planning and executing international transactions.

This work has been developed and published in association with Committee M (International Sales and Related Commercial Transactions) of the Section on Business Law of the International Bar Association.

[B] Contact Details

For questions and comments please contact: Miriam Weemhoff, Miriam.Weemhoff@kluwerlaw.com.

[C] Outline

PART 1: AGENCY
1.1. DEFINITION OF VARIOUS TYPES OF AGENCY AND CRITERIA TO DISTINGUISH
1.1.1. Independent commercial agents
1.1.2. Sales Representatives

1.2. BASIC ASPECTS OF COMMERCIAL AGENCY AGREEMENTS UNDER _____ LAW AND COURT PRACTICE

1.2.1. Formalities
1.2.2. Exclusivity
1.2.3. Consideration of agent (commissions)
1.2.4. Territory
1.2.5. Main obligations of principal
1.2.6. Main obligations of agent
1.2.7. Duration
1.2.8. Indemnification upon termination
1.2.9. Non-competition after termination

PART 2: DISTRIBUTION

2.1. DEFINITIONS

2.2. BASIC ASPECTS OF DISTRIBUTION AGREEMENTS UNDER_____ LAW AND COURT PRACTICE

2.2.1. Formalities
2.2.2. Exclusivity
2.2.3. Territory
2.2.4. Obligations of supplier
2.2.5. Obligations of distributor
2.2.6. Term
2.2.7. Indemnification upon termination
2.2.8. Non-competition after termination