Contents

FOR	DREWORD	3
CON	ONTENTS	5
INTE	TRODUCTION	7
1	1 A UNIFORM MODEL FORM FOR INTERNATIONAL TRADE	7
2	2 SCOPE OF APPLICATION	7
	2.1 International agreements	7
	2.2 Agent acting as reseller	8
	2.3 Contracts with employed agents	8
	2.4 Buying agents	8
	2.5 "Service" agents	8
	2.6 Consignment of the goods	8
	2.7 Agency as primary activity	8
3	3 THE APPLICABLE LAW	9
4	4 ANTITRUST RULES AND AGENCY	9
5	5 SALES THROUGH THE INTERNET	10
6	6 PROVISIONS ON INDEMNITY	10
7	7 RESOLUTION OF DISPUTES: ADR, ARBITRATION, NATIONAL COURTS	
-	7.1 Arbitration	
	7.2 Jurisdiction of national courts	
	7.3 ADR/Mediation	12
8	8 PRECAUTIONS FOR USE OF THE MODEL FORM	12
МОГ	ODEL FORM OF INTERNATIONAL AGENCY CONTRACT	17
А	PRODUCTS, TERRITORY AND CUSTOMERS	22
^	ANNEX II	
^	PRODUCTS AND PRINCIPALS REPRESENTED BY THE AGENT	23
Α	ANNEX III	
	ADVERTISING AND OTHER MARKETING ACTIVITIES	24
А	ANNEX IV GUARANTEED MINIMUM TARGET	25
А	ANNEX V COMMISSIONS	26
А	ANNEX VI CHANGE OF CONTROL, OWNERSHIP AND/OR MANAGEMENT IN THE AG	GENT-COMPANY27
А	ANNEX VII ICC MODEL CONFIDENTIALITY CLAUSE 2006	28
А	APPENDIX 1 EEC DIRECTIVE 86/653	30
А	APPENDIX 2 ICC ANTI-CORRUPTION CLAUSE	36
А	APPENDIX 3 ICC PRINCIPLES TO FACILITATE COMMERCIAL NEGOTIATION	46

ICC'S INTERNATIONAL CONTRACTS SERIES	4
RELATED READING	4
ICC AT A GLANCE	5