



**International Section Chair**  
**Andre R. Jaglom**  
Tannenbaum Helpert Syracuse  
& Hirschtritt LLP,  
New York City

**Czech Republic Chapter**  
**Co-Chairs**

**Andrea Carska-Sheppard**  
Smith Moore Leatherwood LLP  
Hruby & Buchvaldek, Prague

**Jiri Hornik**  
Kocian Solc Balastik, Advocates,  
Prague

# NYSBA

## International Section

*Building Bridges  
Between the  
United States  
and Czech  
Republic*

**Prague Regional Meeting**  
Czech Bar Association  
Danube Palace,  
Vorsilska 14, Prague  
March 8-9, 2012

With the support of:



**United Nations**  
UNCITRAL

You will learn about diverse issues in International commercial transactions, including:

- Hot topics in international distribution
- CISG issues and latest developments
- Bribery and corruption legislation



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*We would like to recognize the generous support of the following without which this program would not have been possible.*



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# SCHEDULE OF EVENTS

## Thursday, March 8

- 3:00 – 5:00 pm** **International Section Executive Committee Meeting**  
*Sponsored and hosted by: Kocián Šolc Balaščík, law firm  
Jungmannova 24, 2nd floor, Prague*
- 7:00 – 9:00 pm** **Optional Dinner**  
Venue to be determined

## Friday, March 9

### Diverse Issues in International Commercial Transactions

*Hosted by: Czech Bar Association, Danube Palace, Voršilská 14, Prague*

**Moderator of the event:**

**Jiří Horník** (*Senior Associate, Kocián Šolc Balaščík, Prague*)

**9:00 – 9:15 am**

**Welcome Speech**

Representative of the Czech Bar Association – **Antonín Mokrý** (*CBA Vice-Chairman, Prague*)

Representative of NYSBA - **Andre R. Jaglom** (*NYSBA International Law Section Chairman, New York*)

**9:15 – 10:30 am**

**Hot Topics in International Distribution**

*Distribution industry includes all parts of the supply chain that begins with the supply of raw materials and components to the manufacturing industry and ends with the purchase of finished products by the consumer. This panel will focus on the most critical issues the stakeholders are currently facing, such as:*

- *the latest trends in negotiating distribution contracts*
- *advertising and selling products and services over the internet*

**Panel Chair:** **Andre R. Jaglom** (*Partner, Tannenbaum Helpert Syracuse & Hirschtritt LLP, New York*)

**Panelists** **Adrian Barger** (*Partner, Barger & Prekop, Bratislava*) - "How does EU Competition Law Affect Distribution Business?"

**Gerald Ferguson** (*Partner, Baker Hostetler, New York*) - "Data transfers and redistribution - New York law perspective"

**Jitka Součková** (*Director Legal Affairs, TESCO, Prague*) - "Critical distribution issues from the perspective of a retail chain"

**Christian Hammerl** (*Partner, WolfTheiss, Vienna*) - "Vertical Restraints and Resale Price Maintenance - Recent Developments and Basic Policy Differences Between the EU and the U.S."

**10:30 – 10:45 pm**

**Coffee Break**

**10:45 – 12:00 pm**

**Selected Issues and Considerations related to the United Nations Convention on Contracts for the International Sale of (CISG)**

*Many lawyers only mention the CISG when excluding its applicability in the contract. Is this approach correct in view of the divergent benefits of the CISG for the seller and buyer? The discussion will expose fundamental understanding of the CISG and will also focus on the latest trends in interpreting the CISG, its benefits and perils, and its assessment on the backdrop of the US Uniform Commercial Code as well as the applicable European regulations.*

**Panel Chair:** **Luca Castellani** (*Legal Officer, UNCITRAL, Vienna*)

# SCHEDULE OF EVENTS

- Panelists** **Luca Castellani** (*Legal Officer, UNCITRAL, Vienna*) – “Interpretation of the CISG: Tools and Cultural Trends”
- Prof. Monika Pauknerová** (*Law Faculty, Charles University, Prague*) – “Relationship between CISG, Rome I Regulation and Common European Sales Law”
- Andrea Čárska-Sheppard** (*Hrubý & Buchvaldek, Prague/Smith Moore Leatherwood LLP, Raleigh*) – “Practical issues and considerations related to the CISG”
- Szymon Gostynski** (*Partner, Gostynski, law firm, Krakow*) – “Application of the CISG in the Polish commercial disputes”

**12:00 – 1:30 pm** **Luncheon**

**1:30 – 3:15 pm** **Bribery & Corruption - the need to get it right and the business case behind good practice**

*This session will look at the increasing reach of foreign anti-corruption laws including the US Foreign Corrupt Practices Act and the UK Bribery Act 2010. We will also hear from the CEO of Siemens in Hungary on the cost to a business in falling afoul of a corruption investigation and the business advantages in doing business the right way.*

**Panel Chair:** **Jonathan Armstrong** (*Duane Morris LLP, London*)

**Panelists:** **Otto Waechter** (*Partner, Graf & Pitkowicz, Vienna*) – “FCPA, UK Bribery Act interpreted from a EU non-US/UK perspective”

**Beth Hansen** (*Senior Counsel, Goodrich, North Carolina*) – “Recent developments in the FCPA implementation - Just How Fat is the FCPA's Reach?”

**Andrea Novosedliková** (*Manager, Deloitte, Bratislava*) - “How Does the FCPA Apply in the Context of Third-Party Relationships”

**Dale Martin** (*CEO, Siemens, Budapest*) – “Bribery & Corruption - businessman's perspective”

**3:30 – 5:00 PM** **Chapter Chairs Reception**  
Sponsored and hosted by: *Hrubý & Buchvaldek, Prague*  
Ovocný trh 2/580, Prague

**Accommodations for Persons with Disabilities:** NYSBA welcomes participation by individuals with disabilities. NYSBA is committed to complying with all applicable laws that prohibit discrimination against individuals on the basis of disability in the full and equal enjoyment of its goods, services, programs, activities, facilities, privileges, advantages, or accommodations. To request auxiliary aids or services or if you have any questions regarding accessibility, please contact Tiffany Bardwell at [tbardwell@nysba.org](mailto:tbardwell@nysba.org) or 518-487-5675.

We recommend the **Hotel Eurostars Thalia** as most conveniently located to the meetings. Please note that attendees must make their own reservations directly with the hotel.

## **Hotel Eurostars Thalia**

Address: Narodni Trida 13, Prague 1, 110 00 Prague Rates from 113 USD /per night/double room  
1 minute walk to the CBA building  
<http://eurostarsthaliaprague.hotel-rez.com/>

## **Alternative hotel options are as follows:**

**Hotel Perla** - <http://www.perlahotel.cz/en/> **Unitas Hotel** - <http://www.unitas.cz/> **Hotel Jalta** - [www.hoteljalta.com](http://www.hoteljalta.com) **Radisson Blu Alcron Hotel** - <http://www.radissonblu.com/hotel-prague>  
**Four Seasons** - <http://www.preview.fourseasons.com/prague/>