



Ordine degli Avvocati di Verona – Università di Verona

The Conference on International Sale of Goods

Verona – 2012 November, 15-16

(University of Verona, School of Law, Aula Magna - via C. Montanari, 9)

**With the participation of delegates of the Bar Associations of:
Bilbao, Devon and Somerset, Frankfurt Am Main, Nimes, Rennes and Salzburg**

Thursday, November 15th - Afternoon session

Opening Address

Avv. Bruno Piazzola - President Verona Bar Association
Prof. Donata Gottardi - Head of Department of Legal Sciences - University of Verona

Chairman: Prof. Avv. Franco Ferrari

14.30 - 14.45 Welcoming remarks
Prof. Avv. Franco Ferrari (New York/Verona)

14.45 - 15.15 Opening lecture
Applications of the CISG in Italy and other jurisdictions: challenges for lawyers
Prof. Avv. Marco Torsello (Verona)

Foreign lawyers – comparative discussion

15.15 - 15.45 The application of domestic law v. international conventions
Hon. Judge Francesco Cortesi (Tribunale di Forlì)

Foreign lawyers – comparative discussion

15.45 – 16.15 Exclusion of the CISG
Prof. Avv. Franco Ferrari (New York/Verona)

Foreign lawyers – comparative discussion

16.15 - 16.30 - Coffee break

16.30 – 17.00 The CISG's limited sphere of application

- **Sales v. distribution contracts**
Avv. Roberto Luzi Crivellini (Verona)
- **Internet law. Sales of foreign domains name and LTD**
Dott. Francesco Gozzo (Verona)

Foreign lawyers – comparative discussion

17.00 – 17.30 The CISG's limited scope of application

- **Statute of limitations**
Prof. Avv. Tommaso Dalla Massara (Verona)

- **Transfer of title in the goods sold**
Avv. Gian Andrea Chiavegatti (Verona)

Foreign lawyers – comparative discussion

17.30 - 18.00 Form requirements and formation of contracts

- **freedom from form requirements under CISG Article 11 and Italian law**
- **form requirements in domestic sales law**
- **the time of conclusion of the contract**
- **standard contract forms and their inclusion**
- **battle of forms under the CISG and domestic law**
Prof. Avv. Marco Torsello (Verona)

Foreign lawyers – comparative discussion

Friday, November 16th - Morning session

Chairman: Avv. Stefano Dindo (Verona)

09.00 - 09.30 Welcoming remarks and Opening lecture
Avv. Stefano Dindo (Verona)

09.30 – 10.00 Conformity of Goods, examination of goods and notice of non-conformity
Prof. Avv. Franco Ferrari (New York/Verona)

10.00 - 10.30 Fundamental breach – Overview of CISG case law
Avv. Leonardo Graffi (Milano)

Foreign lawyers – comparative discussion

10.30 – 10.45 - Coffee break

11.20 – 11.45 Remedies for breach of contract under CISG and domestic law
Prof. Avv. Marco Torsello (Verona)

11.45 – 12.00 CISG, jurisdiction and arbitration clause. A brief introduction
Avv. Lorenza Ragnolini (Verona)

Foreign lawyers – comparative discussion

12.30 - 14.30 - Lunch break

Friday, November 16th - Afternoon session

Chairman: Avv. Stefano Dindo (Verona)

14.30 – 15.00 CISG and letters of credit
Avv. Paolo Zucconelli (Verona)

15.00 – 15.30 Means of guaranteeing and ensuring performance
Avv. Marco Crema (Verona)

15.30 – 16.00 CISG and INCOTERMS
Prof. Maurizio Favaro (Venezia)

Foreign lawyers – comparative discussion

16.30 - 16.45 - Coffee break

16.45 – 17.10 CISG and insurance contracts
Dr. Simonetta Acri (SACE)

Foreign lawyers – comparative discussion

18.00 - Closing remarks