

Unity and Diversity in the Law of the International Sale of Goods

Monday 16 April & Tuesday 17 April 2018 / Safra Lecture Theatre / Strand Campus

The Dickson Poon School of Law

Monday 16 April

- 08.30-09.15 Registration & welcome coffee and pastries (K0.18 & K0.20)
- 09.30-09.45 Welcome from **Professor Gillian Douglas**, Executive Dean, The Dickson Poon School of Law, King's College London
- 09.45-11.00 **Session One: Shaping the Law of the Sale of Goods. Chaired by Professor Jan Dalhuisen, King's College London**
- 09.50 *Purposes of Modern Sales Law*, **Dr Lisa Spagnolo**, Senior Lecturer, Monash University (Australia)
- 10.10 *The Impact of Arbitration on the Development of International Sales Law*, **Sir Richard Aikens**, formerly Lord Justice of the Court of Appeal of England and Wales; Brick Court Chambers
- 10.30 *Has the UN Sales Convention Achieved its Key Purpose(s)?* **Professor Ulrich Schroeter**, University of Basel (Switzerland)
- 10.50 Discussion
- 11.10-11.30 Morning coffee break (K0.18 & K0.20)
- 11.20-12.50 **Session 2: Trade Associations, their Rules and Standard Form Contracts. Chaired by Mr Andrew Buchmann, Partner, Hill Dickinson LLP**
- 11.50 *Are Commercial Standard Form Sales Contracts Efficient?*, **Professor Clayton Gillette**, New York University (USA)
- 12.10 *The Cocoa Trade*, **Philip Sigley**, The Federation of Cocoa Commerce
- 12.30 Discussion
- 12.50-14.20 Lunch (K0.18 & K0.20)

- 14.20-15.20 Session 2: Trade Associations, their Rules and Standard Form Contracts (continued).
- 14.20 *The Sugar Association of London and The Refined Sugar Association: The Institutional Framework*, Nigel Durham, Secretary, The Sugar Association of London and The Refined Sugar Association
- 14.40 *The Refined Sugar Association: The Contractual Framework*, Philip van Grutten, Chairman, The Refined Sugar Association
- 15.00 Discussion
- 15.20-15.40 Afternoon coffee break (K0.18 & K0.20)
- 15.40-17.00 Session 3: Long Term Sales Contracts. Chaired by Dr Mateja Durovic, Lecturer in Contract and Commercial Law, Dickson Poon School of Law, King's College London
- 15.40 *Long-Term Gas Sales Agreements*, Mr Marc Hammerson, Partner, Akin Gump Strauss Hauer & Feld LLP
- 16.00 *Long-Term Contracts: Japanese Law and the UN Sales Convention*, Professor Hiroo Sono, Hokkaido University (Japan)
- 16.20 *Long Term Power Purchase Agreements*, Patrick Wallace, Partner, Simmons & Simmons
- 16.40 Discussion
- 17.00-18.30 Drinks Reception (Chapters, 2nd floor, King's Building)
- 18.30-21.00 Dinner for speakers & invited guests (River Room, 2nd floor, King's Building)

Tuesday 17 April

- 08.45-09.20 Welcome coffee and pastries (K0.18 & K0.20)
- 09.20-10.20 Session 4: Commercial Contexts - Manufactured Goods and Global Supply Chains. Chaired by Mr James Kennedy, Senior Associate, Clyde & Co LLP
- 09.20 *The ICC Model Sales Contract for Manufactured Goods*, Professor Dr Lorenzo Prats, Professor of Civil Law, Universitat Autònoma de Barcelona, Spain
- 09.40 *Global Supply Chains: Lessons for Sales Laws*, Professor Cafaggi, Italian Council of State (Italy)
- 10:00 Discussion
- 10.20-10.40 Morning coffee break (K0.18 & K0.20)
- 10.40-12.00 Session 5: Looking into the Substance of Sales Law. Chaired by Professor Jonathan Harris QC, King's College London; Serle Court
- 10.40 *Sales Law and Digital Material*, Professor Sarah Green, University of Bristol
- 11.00 *Trade Usages in International Sales Law*, Professor Djahongir Saidov, King's College London
- 11.20 *Abstract Damages in International Sale Contracts: When Should They be Available?* Professor Andrew Tettenborn, Swansea University
- 11.40 Discussion
- 12.00-12.20 Coffee break (K0.18 & K0.20)
- 12.20-13.20 Session 6: Trade Terms. Chaired by Mr Christopher Hancock QC, 20 Essex Street
- 12.20 *CIF and FOB Contracts in English Law: Current Issues and Problems*, Professor Michael Bridge, National University of Singapore
- 12.40 *Incoterms® and the Standardisation of the International Sales Law*, Prof Juana Coetzee, Associate Professor, University of Stellenbosch, South Africa

13.00 *The Grain and Feed Trade Association (GAFTA) and GAFTA Sales Contracts*, **Jonathan Waters**, General Counsel, GAFTA

13.20 Discussion

13.30-14.30 Lunch (K0.18 & K0.20)

14.30-15.50 **Session 7: Sales Law and other Areas - The Intersections. Chaired by Professor Louise Gullifer, University of Oxford**

14.30 *Paperless Trade*, **Dr Miriam Goldby**, Reader in Shipping, Insurance and Commercial Law, Queen Mary, University of London

14.50 The Retention of Title Clauses: A Comparative Analysis, **Professor Michael Schillig**, King's College London

15.10 *Consolidation and Disintegration under the Uniform Customs and Practices for Documentary Credits*, **Mr Christopher Hare**, Travers Smith Associate Professor of Corporate and Commercial Law and Fellow of Somerville College, University of Oxford

15.30 Discussion

15.50-16.10 Coffee break (K0.18 & K0.20)

16.10-17.00 **Keynote Speech - Lord Clarke, former judge of the Supreme Court**

17.00 Event to Close