

ICC MODEL CONTRACTS



A unique set of trade tools which offer
flexible solutions to cross-border agreements



ICC PUBLICATIONS

The International Chamber of Commerce (ICC)

ICC is the world business organization, a representative body that speaks with authority on behalf of enterprises from all sectors in every part of the world.

ICC Model Contracts Series

ICC's series of Model Contracts is a unique set of trade tools which offer flexible solutions to cross-border agreements. They:

- are succinct and practical.
- are fair and balanced for all parties by clearly presenting comprehensive sets of rights and obligations.
- include a detailed introduction and extensive appendices to explain the scope of each contract and its uses.
- provide valuable information to help draft a wide variety of contracts.
- offer alternative drafting solutions to cover specific cases.

The ICC Model Contracts are a vital resource for lawyers and international trade practitioners wanting to easily draw up and negotiate their own contracts.

Most of our Model Contracts contain a practical and easy-to-use CD-Rom with the text of the contract ready for download.

ICC Services/Publications — Vital information for international business

ICC Publications is the publishing arm of the International Chamber of Commerce. We provide precious resources for international business; invaluable for bankers, lawyers, arbitrators and anyone involved in cross-border trade.

All our Model Contracts and business tools are available from the ICC Store at www.storeiccwbo.org

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Please note: Prices in this catalogue are excluding VAT and shipping charges.



ICC MODEL CONTRACTS



ICC Model International Sale Contract

ICC Pub. No. 738E, €75 (2013 edition) ●

Also available in bilingual English-French

This updated version of ICC's most successful Model Contract takes into account recent developments in international business and trade finance. It incorporates the latest trade rules, ICC's Incoterms® 2010, as well as the new Bank Payment Obligation (BPO) rules developed jointly by the ICC Banking Commission and SWIFT.

PLUS: The CD-Rom containing the text of the contract is now even easier to use with check and choose boxes, and alerts when important fields are not filled in.



ICC Model International Franchising Contract

ICC Pub. No. 712E, €60 ●

This Model responds to a growing need for a simple and user-friendly model contract that reflects the diversity of franchising contracts. An expanded introduction and a helpful commentary offer invaluable explanations and alternative drafting solutions.

PLUS: A new and improved interactive version of the CD-Rom includes the text of the contract.



ICC Model Occasional Intermediary Contract

ICC Pub. No. 619E, €70 ●


The Occasional Intermediary provides certain services to the parties without any continuing obligation to develop the market. Designed for intermediary transactions, this model includes a definition of the services to be provided by the intermediary, a description of the exclusive rights of the intermediary as well as a model **non-circumvention and non-disclosure agreement** (NCND).



ICC MODEL CONTRACTS



ICC Model Subcontract

ICC Pub. No. 706E, €75 

Mainly designed for major turnkey projects, this model is flexible enough to be used as a subcontract to other standard forms as well. It is the answer for all those who seek one reliable and balanced standard contract to keep their desk free from unnecessary paperwork.



ICC Model Turnkey Contract for Major Projects

ICC Pub. No. 659E, €75

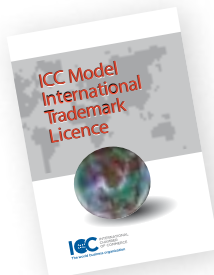
The *ICC Model Turnkey Contract for Major Projects* provides contractors and employers with a unique, balanced platform that is fair to all parties. At the same time, the model accommodates the desire of all parties for price and scope certainty, the need for swift and effective dispute resolution, and the need for complete and informed allocation of risks.




ICC Model Contract for the Turnkey Supply of an Industrial Plant

ICC Pub. No. 653E, €67,50 (e-Book)

Turnkey contracts take a range of forms and at present no single model contract covers them all. This Model covers a wide range of specific issues to the turnkey supply of an industrial plant or production line, whilst leaving the greatest possible space for the parties to work out special situations for themselves.

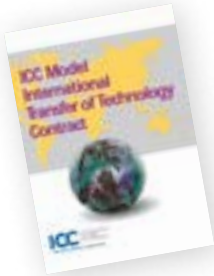


ICC Model International Trademark License

ICC Pub. No. 673E, €75 

This Model addresses the situation where the owner of a well-known trademark licenses the trademark to a company which will use it with respect to other products than those manufactured or sold by the licensor. Attorneys and companies engaged in international trade should use this as a basis when drawing up and negotiating their own contracts.

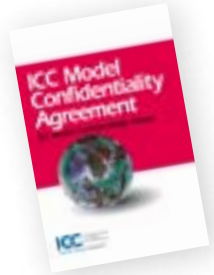
BESTSELLER



ICC Model International Transfer of Technology Contract

ICC Pub. No. 674E, €75 ●

The *ICC Model International Transfer of Technology Contract* provides reliable guidance and an adaptable, balanced contractual framework that covers the situation where a manufacturer licenses a package of information and industrial property rights to a licensee company. A vital tool for international licensors and licensees who seek a form that is fair and balanced for both sides and can be used across a range of industries.



ICC Model Confidentiality Agreement

ICC Pub. No. 664E, €40

The *Model Confidentiality Agreement* and stand-alone Model Confidentiality Clause help business people and lawyers by providing balanced, reliable models that can be used in transactions across sectors and borders. Equally, they are essential tools to help businesses engaged in international transactions protect their competitive edge.



ICC Model Distributorship Contract

ICC Pub. No. 646E, €67.50 (e-Book)

Also available in French

The *ICC Model Distributorship Contract* provides a uniform contractual framework that incorporates the prevailing practice of international trade. It specifically applies to agreements under which the distributors act either as buyers and resellers, or as importers who organize distribution in the country in which they operate.



ICC Model Selective Distributorship Contract

ICC Pub. No. 657E, €70 ●


The *ICC Model Selective Distributorship Contract* provides a sound legal basis upon which parties can quickly establish an even-handed agreement acceptable for both sides. This model is designed to prevent all parties to the contract, including the producer, from selling to non-authorized resellers.



ICC MODEL CONTRACTS



ICC Model Commercial Agency Contract

ICC Pub. No. 644E, €70 

Also available in French

When faced with a lack of uniform rules while negotiating agency agreements, use *ICC's Model Commercial Agency Contract* as a flexible alternative solution. This fully revised edition takes into account recent developments in the laws of agency, including Internet sales.



ICC Short Form Model Contracts


ICC Pub. No. 634E, €54 (e-Book)

Also available in French

The *ICC Short Forms Model Contracts* are perfect working tools for parties making relatively straightforward transactions, and who have no need for detailed provisions. Divided into Special Conditions and General Conditions, and with comments on specific points, the text is adaptable to your business needs.



ICC Model Mergers & Acquisitions Contract 1 — Share Purchase Agreement

ICC Pub. No. 656E, €70 

M&A agreements cover a variety of contracts to transfer businesses or companies. This share purchase agreement becomes especially useful in any situation where the entire issued share capital of a company or business is acquired by another. Buyers, sellers, lawyers and scholars who are not specialized in M&A contracts will find in this model contract a useful companion in their daily work.



ALSO AVAILABLE



- **Drafting and Negotiating International Commercial Contracts**
- **Using Franchising to Take Your Business International**
- **ICC Guide to Export/Import**
- **Incoterms® 2010 Q&A**
- **ICC Ethics and Compliance Training Handbook**
- **Intellectual Property Licensing**



ICC TRAINING AND CONFERENCES

ICC hosts trainings and events designed to bring ICC’s expertise to a wider audience.

We hold annual ICC trainings on a variety of topics aimed at lawyers and international trade practitioners using a number of ICC trade tools including our model contracts, the Incoterms® 2010 rules and others.

Our trainings combine practical group working sessions with high-level technical presentations ensuring the best learning outcome. Participants can also choose from a range of basic and advanced level trainings.

■ **International Contracts Training**

“You will be trained by the best professionals and practitioners in the field of international contracts. Being in a class composed of people representing worldwide countries is priceless, both from a professional and personal point of view.”

— Alessio Santoriello
IMA Industria Macchine Automatiche S.p.A., Italy

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