

Organized by



Licensing Executives Society Italia

INDICAM

Istituto di Centromarca per la lotta alla contraffazione

Supported by

CONFINDUSTRIA MODA

RECENT TRENDS IN SELECTIVE DISTRIBUTION

A comparison between Europe, US and China

MILANO, 11 APRILE 2018

WESTIN PALACE

Piazza della Repubblica 20, Milano

h. 9.00 – 18.00



Organized by LES Italy and INDICAM the seminar will bring together international speakers from industry, university and legal practice to provide an overall perspective on selective distribution in Europe, US and China as well as explain how to avoid potential pitfalls in luxury goods industry

Morning Session

9.00 – 9.30	Registration
9.30 – 9.45	Opening remarks Mattia Dalla Costa (President, LES Italy, CBA Studio Legale e Tributario, Italy) Claudio Bergonzi (Secretary General, Indicam, Italy)
9.45 – 10.30	Selective distribution in Europe Fabio Bortolotti (International Chamber of Commerce (ICC) Italia, Italy)
10.30 – 11.00	Online sales and the impact of the ECJ decision “Coty” (C-230/16 of December 6, 2017) Aldo Frignani (University of Turin, Italy)
11.00 – 11.30	Coffee break
11.30 – 12.00	Qualification criteria of the selective distribution and refusals to supply Corinne Hovnanian (Fidal, France)
12.00 – 12.30	Selective distribution system in the Fashion industry Sara Citterio (Trussardi, Italy)
12.30 – 13.00	Luxottica’s selective distribution: online rules and enforcement focus Alessandro Farris e Silvia Roggero (Luxottica Group, Italy)

Afternoon Session

14.00 – 14.30	Selective distribution: the US point of view Shanti Sadtler Conway (Kirkland & Ellis LLP, USA)
14.30 – 15.00	Selective distribution: the Chinese point of view Zhaohui Wang (JunHe, China)
15.00 – 15.30	Our best approach to the Chinese market Marie Laure Bonnaffous (Fendi, Italy)
15.30 – 16.00	A new model of selective distribution in the field of cosmetics Valentina Ranno (L’Oréal, Italy)
16.00 – 16.30	Digital enforcement Romain Dourlen (Richemont International Ltd, UK)
16.30 – 17.00	The use of social media and digital marketing Simon Chalkley (Wiggin, UK)
17.00 – 17.30	Selective distribution in the Sport Goods Industry Jochen Schäfer (Legal Counsel of the World and European Federation of the Sporting Goods Industry WFSGI-FESI, Germany,)
17.30 – 18.00	Closing remarks Cesare Galli (Studio IP Law Galli, Italy)
18.00	Cocktail reception

REGISTRATION FEE

The registration fee is 180 Euro (VAT included); complimentary for LES Italy and INDICAM* Members; 20% discount for companies associated to Confindustria Moda.

* Only 1 representative per institution (company/IP firm/ law firm...) associated to INDICAM can benefit of a complimentary pass to participate to the event

PROFESSIONAL EDUCATION CREDITS

The event is recognized by the Italian Association of Industrial Property Consultant and by the Lawyers Institute of Milan.

- Italian IP Consultants taking part to the event will receive n. 6 credits relating to trademarks
- Italian Attorney-at-law taking part to the event will receive n. 4 credits

MORE INFORMATION

For additional information, please contact media@les-italy.org

