

Jon Lang Mediation

Commercial Agency – mediation examples

a claim brought under the Commercial Agents (Council Directive) Regulations 1993, with the manner of calculation of the value of the agency for the purposes of compensation under Regulation 17, the meaning of 'continuing authority to negotiate' for the purposes of Regulation 2(1) and the meaning of 'secondary activities' being at the forefront of the dispute;

a dispute concerning an alleged derogation from Articles 17 and 18 of the Commercial Agents Directive, the discussion focusing on, amongst other issues, Article 19 and the European Court of Justice decision in *Honyvem Informazioni Commerciali Srl v. Mariella De Zotti*;

a mediation in the course of an LCIA arbitration arising out of a sales agency agreement between a US company and a Scandinavian company, the main focus of the dispute being on the commission 'trigger' in the agreement;

a dispute arising out of the termination of an agency agreement in the field of radio advertising;

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