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Item n° 14 on the agenda : *Uniform Law Review / Revue de droit uniforme* and other publications

(prepared by the Secretariat)

<i>Summary</i>	<i>Information on the Review and other publications</i>
<i>Related Documents</i>	<i>Unif. L. Rev. / Rev. dr. unif. 2005 – 2006-1</i> <i>Unif. L. Rev. / Rev. dr. unif. Online Collection</i> <i>Other Publications</i>

PRINCIPAL PARAMETERS FOR DISCUSSION PROPOSED BY THE SECRETARIAT

Priority	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	high	medium	Low

I. Strategic Plan

Strategic Objective 2 : Pro-active use of outreach resources (in particular paras. 21, 22, 23(b));

II. 2006-2008 Work Programme

Yes

III. Current assessment

Schedule	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Yes	slightly delayed	No

Objectives

- Quality of content (choice of subjects, relevance to UNIDROIT work) and form (editorial, punctuality);
- Balance between institutional (promotion) and commercial (product) imperatives;
- Increased circulation and on-line access

Staff Implications	<ul style="list-style-type: none"> • One research officer (in charge of the publications and editor of <i>Uniform Law Review</i>) – this officer is also responsible for legal co-operation, <i>cf.</i> C.D. (85)12); • One editorial secretary (editing, lay-out, subscriptions) • <i>Ad hoc</i> participation (depending on the publication) of other Secretariat officials
Budgetary Implications	<ul style="list-style-type: none"> • 2005 Accounts – Credit balance between Receipts Chap 2(3) (74,148.02) and Expenditure Chap. 5 (36,123.10) = € 38.000 • 2006 Budget – Forecast Credit balance between Receipts (57.445) and Expenditure (36.500) = € 21.000
Recommendations/ Decisions to be taken	Priority to be confirmed

Cf. the document prepared by the Secretariat in view of the 83rd session of the Governing Council (G.C. (83) 15) for an in-depth overview of all publications, in particular as regards proposals for a publications development strategy. The publications page (full list with links to each title and an order form) may be accessed on Internet page <http://www.unidroit.org/english/publications/list.pdf>.

I – UNIFORM LAW REVIEW

1. 10 years of the New Series 1996-2005: The publication of volume X marked the tenth anniversary of the “new” Review, launched in 1996 (total 10,076 pages). It has over the years grown into an instrument of:

- **reflection and information:** with in-depth contributions on legal harmonisation in general or on specific subjects regarding which uniform rules are under preparation, the Review has gained a scholarly reputation amply borne out by the many citations referring to it. It is a key vehicle for publicising UNIDROIT’s own work, but also provides extensive coverage of the activities of other international organisations. It reports on recently adopted international instruments, scholarly events, bibliographical news and recent case law. It aims at a broad readership: academics, researchers and a growing number of legal practitioners.
- **scientific and institutional dissemination and promotion:** the Review is supplied free of charge to depository libraries, to governmental bodies in member and non member States of the Institute and to partner organisations, thus helping to achieve the Institute’s legal cooperation objectives by means of donations to institutions in developing countries and countries in economic transition. A large number of complimentary copies are also distributed to persons associated with the Institute’s work.
The Review has a part to play in all the Institute’s activities and resources : the Library (for which it is an instrument of exchange with other legal publications worldwide), the Internet website, UNILAW (which uses relevant case law references and summaries).

2. Volume X, 2005 contained a total of 962 pages. Issue 2005-4 featured the annual general index (reproduced in Annex I, attached), as well as the consolidated case law index (40 case law summaries covering six uniform law instruments). The double issue 2005-1/2 devoted to UNIDROIT’s work in the field of intermediated securities was of special interest and was put

together in anticipation of the intergovernmental negotiations on the subject in May 2005; the other two issues published in 2005 were in the usual format with its regular sections, focusing, in particular, on the harmonisation work underway at UNIDROIT and in other organisations.

Budgetary implications: in 2005, receipts were higher than in previous years (€ 44.000) thanks to an increase in direct sales (in particular of the special issue on intermediated securities which sold well in specialised circles, and also of several past issues of the Review). These takings were well in excess of printing costs (€ 29.000). The credit balance is expected to grow further in 2006 when UNIDROIT will start distributing the review directly ¹, its contract with *Giuffrè Editore* (Milan) having now expired.

3. Development

In 2006: among the various subjects due to be discussed in the Review, a special focus is planned for issue 2006-1 on the International Registry for aircraft equipment (including articles by Mr J. Standell and Professor R. Cuming). This will form part of the campaign to explain and promote the Registry, with the support of ICAO; that same issue also features two articles reproducing the papers presented (by Professor P. Lagarde and Mr G. Carducci) at the UNESCO Colloquium to commemorate the first ten years of the UNIDROIT Convention on Stolen or Illicitly Exported Cultural Objects, an event to which the Review also pays tribute in that issue. In addition, the Review will publish the Acts of the Symposium organised by IDIT and IRU at Deauville in May 2006 to commemorate 50 years of CMR.

Distribution of the Review in electronic format

- External distribution: under a contract with Hein-on-Line (www.heinonline.org) (an on-line legal publisher), the Review was placed on-line in November 2005 – featuring all issues up to two years preceding the current issue – and may now be consulted there by subscription. It is too soon to assess the income likely to be generated under this arrangement.
- Direct distribution: technological progress and market-related constraints (storage, cost, ease of consultation) have now made on-line access to the Review a must (bearing in mind also that this was one of the objectives listed in the Strategic Plan).

1 – Full-text access to the entire collection of the Review from the first issue (1948) onwards. Initial programming was completed in 2004, and work on the system has continued apace. 20 years' worth of issues have now been processed, ten of which with full-text links. Roughly, this material encompasses 400 articles, 900 case law decisions (summaries and/or full text covering 22 conventions), 536 international instruments, 250 bibliographical notices and a range of news and other items in the other sections of the Review. An index offers a general as well as an advanced search facility.

This database includes a substantial mass of material for use in the framework of the future UNIDROIT Information Centre. Public access is scheduled pending the requisite checks both of content and performance and the establishment of appropriate access and marketing conditions.

2 – Access (by subscription, whether or not as a supplement to the paper-based version) to the current issue: in addition to decisions regarding distribution policy, appropriate software and payment conditions are now under consideration.

¹ A total of 350 copies are distributed free of charge (gifts and exchanges); paying subscriptions now stand at around 300. The annual subscription rate was adjusted starting in 2006, as follows: North America, Australia, Japan: € 150; all other countries, including the European Union: € 115. Special rates are applicable to academics (teaching staff and students), and of course to booksellers.

II – UNIDROIT PRINCIPLES OF INTERNATIONAL COMMERCIAL CONTRACTS 2004

The *Principles 2004* were published in English in June and in French in September 2004. As of 13 March 2006, the English version had sold 968 copies and the French version 100. These sales generated substantial income for the UNIDROIT publications chapter in the 2005 budget (€ 20.000).

It should be noted that, as of the end of March 2006, the integral version of the UNIDROIT Principles 2004 was available in Italian (distributed by Giuffrè, Milan), Chinese (edition and translation by the Department of Treaties and Legislation of the Ministry of Commerce (MOFCOM), Beijing, Law Press – China, 2004. ISBN 7-5036-5166-0; edition and translation by Mr Zhang Yuqing, member of the UNIDROIT Governing Council – Beijing, China Commerce and Trade Press, 2005. ISBN 7-80181-324-3), as well as Korean (edition and translation by Professor Won-Suk Oh, 2005. ISBN 89-18-15090-3). Translations into the Persian, Romanian, Russian, Slovak, Thai, Turkish and Vietnamese languages have now been undertaken by persons with whom the Institute has concluded an agreement covering the translation, printing and distribution of these different language versions. The Spanish-language version is scheduled to be printed and marketed by UNIDROIT in 2006, while the preparation of an Arabic version will be entrusted to a team of Egyptian academics and will probably be published by UNIDROIT.

III – PUBLICATIONS CONNECTED WITH THE CAPE TOWN CONVENTION AND PROTOCOL

- **Official Commentary** by Sir Roy Goode (*ad honorem* member of the Governing Council), published by UNIDROIT (in the original English version and its French translation) in September 2002. Since the announcement of the entry into force of these instruments, sales of the English-language version have soared. The author has most generously donated the proceeds to the Uniform Law Foundation.
- **Acts of the Cape Town Diplomatic Conference:** the preparation of these Acts has now been completed and printing has commenced. The Acts will appear as a single volume totalling almost 950 pages, and will be distributed at the conclusion of a comprehensive publicity campaign aimed at potential buyers. Printing of this publication will have considerably budgetary implications which should, however, be offset by sales. It is difficult at this time to gauge the commercial impact of this volume which will be of predominantly institutional use.

IV – OTHER PUBLICATIONS

The following comments are in order in connection with three publications:

- The English-language version of the ***Guide to International Master Franchise Arrangements*** which appeared in 1998 is now sold out. A reprint is scheduled for 2007, including an updated Annex (Laws and regulations in the field of franchising).
- ***UNIDROIT Proceedings & Papers:*** this publication, hitherto distributed by Oceana Publications Inc., reproduces, both in electronic format (cd-rom containing the material published since 1997), and on paper (with a new cover page), the documents produced by UNIDROIT (studies and reports of study groups and governmental expert committees as well as institutional papers) each year. As the electronic storage of this material progresses, it may be possible to offer study-by-study collections soon. However, since all these documents are freely accessible at no cost on the UNIDROIT Internet website, this publication cannot be expected to yield

any income of note; however, it is extremely cheap to produce (the paper-based version is, moreover, only printed on request).

- **ALI/UNIDROIT Principles of Transnational Civil Procedure:** this joint project of the American Law Institute and UNIDROIT formed the subject of a volume published by the *Cambridge University Press* in March 2006. As agreed between the two organisations, the joint copyright to these *Principles* will not involve any remuneration for UNIDROIT.

V – CONCLUDING REMARKS

The following brief comments are in order:

– Given the current technological word processing facilities at our disposal (encompassing graphics, layout, presentation, paper and on-screen reproduction, and distribution), there can be no doubt that the concept of “publication” now potentially extends to the full range of electronic documentation.

– It should be noted that it has always been assumed that the on-line information on the UNIDROIT Internet website would, by its very nature, be made available free of charge, reflecting political choices dictating broad-ranging, free access to even the more elaborate, scholarly papers so as to achieve the widest possible dissemination of the Organisation’s work and to ensure that it carries out its institutional functions. This policy, one that the Institute has in common with its sister organisations, contrasts with the view held by some that there is a case for some of the Organisation’s activities to produce income (this is actually put into practice by several intergovernmental organisations). The Institute has adopted a case-by-case approach which has generally enabled it to strike a balance between these two positions.

– The foregoing considerations take on particular significance in light of the use that may be made by third parties of freely accessible material and which it is not possible to check, let alone penalize. It would, however, be wise to protect the UNIDROIT fund of publications – include those freely accessible on site – from commercial use by third parties.

– Another subject for reflection is paying, on-line access to all publications currently distributed commercially in paper-based form, with copyright protection in mind. In this connection, *cf.* the comments on the *Uniform Law Review*, above.

- Steps have been taken – means permitting – to improve the brand image of UNIDROIT publications and to improve their distribution, both direct and by specialised booksellers. Work on this will continue in 2006.

– As to the financial implications (sales revenue vs production/printing costs): for the reasons set out in the foregoing, it is difficult to make reliable annual forecasts for the publications chapter as a whole. Some publications do generate income (usually several years after they were first published), others, less widely distributed, do not (some even show a loss) – for example the French-language versions of the *Franchising Guide*, the *Official Commentary on the Cape Town instruments*, and indeed the *Principles*.

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INDEX 2005

A. Articles

AFRELL, Lars WALLIN-NORMAN, Karin	Nordic countries – Direct or Indirect Holdings: a Nordic Perspective	277
BAZINAS, Spiros V.	The UNCITRAL Draft Legislative Guide on Secured Transactions	141
BERNASCONI, Christophe SIGMAN, Harry C.	The Hague Convention on the Law Applicable to Certain Rights in Respect of Securities held with an Intermediary (Hague Securities Convention)	117
COURT DE FONTMICHEL, Alexandre	La sanction des fautes lucratives par des dommages-intérêts punitifs et le droit français <i>Punitive damages for “fautes lucratives” and French Law (Abstract)</i>	737
DESCHAMPS, Michel	Les sûretés sur des titres détenus auprès d’un intermédiaire en droit canadien	189
DONG Ansheng HAN Liyu	How Law Reform Enhances Trading on the Chinese Capital Market	225
EINSELE, Dorothée	Modernising German Law: Can the UNIDROIT Project on Intermediated Securities Provide Guidance ?	251
GOLDRING, John	Civil Liability Law Reform in Australia: the “King of Torts” Is Dead <i>La réforme du droit de la responsabilité civile en Australie (Résumé)</i>	447
JENNISON, Michael	Rescuing the Rome Convention of 1952: Six Decades of Effort to Make a Workable Regime for Damage Caused by Foreign Aircraft to Third Parties <i>Le sauvetage de la Convention de Rome de 1952: soixante années d’efforts pour élaborer un régime pour les dommages causés aux tiers par les aéronefs étrangers (Résumé)</i>	785
KANDA, Hideki	Legal Rules on Indirectly Held Investment Securities: The Japanese Situation, Common Problems, and the UNIDROIT Approach	271
LÖBER, Klaus M.	The Changing Legal Landscape for Clearing and Settlement in the European Union	155
MAFFEI, Antoine	De la nature juridique des titres dématérialisés intermédiaires en droit français	237
MAYR, Vincent	Une obligation de sécurité est-elle concevable au sein des Principes d’UNIDROIT ? <i>Is a safety obligation possible within the ambit of the UNIDROIT Principles ? (Abstract)</i>	485
ONANA ETOUNDI, Félix	Les Principes d’UNIDROIT et la sécurité juridique des transactions commerciales dans l’avant-projet d’Acte uniforme OHADA sur le droit des contrats <i>The UNIDROIT Principles and Legal Certainty of Commercial Transactions in the Preliminary Draft OHADA Uniform Act on Contract Law (Abstract)</i>	683
PAULUS, Christoph G.	Do “Odious Debts” Free Over-indebted States from the Debt Trap ? <i>Les “dettes odieuses” libèrent-elles les Etats surendettés du piège de la dette ? (Résumé)</i>	469
PEROVIĆ Jelena	Financial Leasing in Serbia: an Overview of Recent Legislation <i>La nouvelle loi régissant le crédit-bail en Serbie (résumé)</i>	503
REITZ, Curtis	Reflections on the Drafting of the 1994 Revision of Article 8 of the US Uniform Commercial Code	357
ROMANOWSKI, Michal	Is a Reform of the Polish Legal Framework regarding Intermediated Securities Useful ?	285
RUIZ ABOU-NIGM, Verónica	Ancillary Jurisdiction for Interim Measures of Protection in Support of Cross-Border Litigation <i>La compétence en matière de mesures provisoires ou conservatoires à l’appui des litiges transfrontaliers (Résumé)</i>	759

SEN, B.	Preface to the Special Issue on “Enhancing Legal Certainty over Investment Securities Held with an Intermediary”	4
	<i>Préface au Numéro spécial “Vers une sécurité juridique accrue pour les titres financiers détenus auprès d’un intermédiaire</i>	5
THAN, Jürgen	The Preliminary Draft UNIDROIT Convention and Capital Market Practice in Germany	263
THÉVENOZ, Luc	New Legal Concepts regarding the Holding of Investment Securities for a Civil Law Jurisdiction: The Swiss Draft Act	301
UK Financial Markets Law Committee	The FMLC Report on Property Interests in Indirectly Held Investment Securities: an Analysis of the Need for and Nature of Legislation in the United Kingdom	339
ZIMMERMANN, Reinhard	<i>Restitutio in Integrum: The Unwinding of Failed Contracts under the Principles of European Contract Law, the UNIDROIT Principles and the Avant-projet d’un Code Européen des Contrats</i>	719
	<i>Restitutio in integrum: Les conséquences de l’annulation du contrat dans les Principes européens du contrat, dans les Principes d’UNIDROIT et dans l’avant-projet d’un Code européen des contrats (Résumé)</i>	

B. UNIDROIT Activities / Activités d’UNIDROIT

Harmonised Substantive Rules regarding Intermediated Securities – Two Seminars on the UNIDROIT Project:	824
• Bern (Switzerland), 15-17 September 2005	824
• São Paulo (Brazil), 13-14 October 2005	827
Preliminary Draft UNIDROIT Convention on Harmonised Substantive Rules regarding Securities Held with an Intermediary (prepared by a UNIDROIT Study Group; publication authorised by the UNIDROIT Governing Council on 23 December 2004)	10
<i>Avant-projet de Convention d’UNIDROIT sur l’harmonisation des règles de droit matériel applicables aux titres détenus auprès d’un intermédiaire (préparé par un Comité d’étude d’UNIDROIT; publication autorisée le 23 décembre 2004 par le Conseil de Direction d’UNIDROIT)</i>	
Explanatory Notes to the Preliminary Draft UNIDROIT Convention on Harmonised Substantive Rules regarding Securities Held with an Intermediary (prepared by the UNIDROIT Secretariat)	36
<i>Notes explicatives sur l’avant-projet de Convention d’UNIDROIT sur l’harmonisation des règles de droit matériel applicables aux titres détenus auprès d’un intermédiaire (préparées par le Secrétariat d’UNIDROIT)</i>	
UNIDROIT News / Actualités d’UNIDROIT	522
84 th Session of the Governing Council (Rome, 18-20 April 2005) / 84 ^{ème} Session du Conseil de Direction (Rome, 18-20 avril 2005)	522
Aircraft Equipment Protocol to enter into force on 1 March 2006 / Entrée en vigueur du Protocole aéronautique le 1 ^{er} mars 2006	832
Implementation of the 2002-2005 Work Programme / Mise en œuvre du Programme de travail 2002-2005	526, 832
• International Interests In Mobile Equipment / Les garanties internationales portant sur des matériels d’équipement mobiles	528
• Harmonised Substantive Rules regarding Intermediated Securities / Les règles harmonisées de droit matériel relatives aux titres intermédiés	530, 834
Implementation of UNIDROIT Instruments / Mise en œuvre des instruments d’UNIDROIT	530, 834
UNIDROIT Research Programme / Programme de recherches d’UNIDROIT	530

C. International Developments / Activités internationales

LANNAN, Kate	UNCITRAL: Colloquium on International Commercial Fraud and Ongoing Work / Colloque de la CNUDCI sur la fraude commerciale internationale et travaux en cours	838
--------------	--	-----

ROCA-HACHEM, Rochelle	The 10 th Anniversary of the UNIDROIT Convention on Stolen or Illegally Exported Cultural Objects – UNESCO and UNIDROIT cooperation in the fight against illicit traffic in cultural property – Paris (France) – 24 June 2005	536
PUTZEYS, Jacques	Preparation of a Protocol Additional to the CMR concerning the Electronic Consignment Note / <i>Préparation d'un Protocole additionnel à la CMR concernant la lettre de voiture électronique</i>	532
CONGRESSES & COLLOQUIA / CONGRÈS & COLLOQUES		543, 858
•	Organising Distribution in the Enlarged EU – A New Challenge for Business – First Conference of the International Distribution Institute (IDI) – 13 May 2005, Paris (France)	543
•	L'éthique dans les relations économiques internationales – Colloque en hommage au Professeur Philippe Fouchard – 28 avril 2005, Alexandrie (Egypte)	
•	Modern Trends and Perspectives of the Development of Contemporary Civil Law – 14-16 September 2005, Vilnius (Lithuania)	
•	Recent and forthcoming events / Annonces	546, 864

D. Uniform Law Instruments / *Instruments de droit uniforme*

RECENTLY ADOPTED INTERNATIONAL INSTRUMENTS <i>INSTRUMENTS INTERNATIONAUX RECEMMENT ADOPTES</i>		552, 868
Directive 1998/26/EC of the European Parliament and of the Council of 19 May 1998 on Settlement Finality in Payment and Securities Settlement Systems <i>Directive 1998/26/CE du Parlement européen et du Conseil du 19 mai 1998 concernant le caractère définitif du règlement dans les systèmes de paiement et de règlement des opérations sur titres</i>		390
Directive 2002/47/EC of the European Parliament and of the Council of 6 June 2002 on financial collateral arrangements <i>Directive 2002/47/CE du Parlement européen et du Conseil du 6 juin 2002 concernant les contrats de garantie financière</i>		406
Hague Convention on the Law Applicable to Certain Rights in respect of Securities Held with an Intermediary <i>Convention de La Haye sur la loi applicable à certains droits sur des titres détenus auprès d'un intermédiaire</i>		368
United Nations Convention on Jurisdictional Immunities of States and Their Property <i>Convention des Nations Unies sur les immunités juridictionnelles des Etats et de leurs biens</i> (New York, 2 December 2004)		554
Convention on Choice of Court Agreements (The Hague, 30 June 2005) <i>Convention sur les accords d'élection de for</i> (La Haye, 30 juin 2005)		870

E. Implementation of Uniform Law Instruments *Mise en oeuvre des instruments de droit uniforme*

CURRENT EVENTS / <i>ACTUALITÉS</i>		581, 895
------------------------------------	--	----------

F. Case Law / *Jurisprudence*

BERLINGIERI, Francesco	The Maritime Lien for "Necessaries" in the 1926 Brussels Convention on Maritime Liens and Mortgages	587
JANSSEN, André	The Dutch Supreme Court and the Incorporation of Standard Contract Terms in International Sales Contracts	901

SUMMARIES OF CASES APPLYING AND INTERPRETING INTERNATIONAL INSTRUMENTS <i>RESUMES DE DECISIONS APPLIQUANT ET INTERPRETANT DES INSTRUMENTS INTERNATIONAUX</i>	592, 906
• International Convention of 1924 for the Unification of Certain Rules relating to Bills of Lading / <i>Convention internationale de 1924 pour l'unification de certaines règles en matière de connaissance</i>	592, 906
• International Convention of 1952 for the Unification of Certain Rules relating to the Arrest of Sea-going Ships / <i>Convention internationale de 1952 pour l'unification de certaines règles sur la saisie conservatoire des navires de mer</i>	600
• Warsaw Convention of 1929 for the Unification of Certain Rules relating to International Carriage by Air / <i>Convention de Varsovie de 1929 pour l'unification de certaines règles relatives au transport aérien international</i>	602, 908
• Geneva Convention of 1956 on the Contract for the International Carriage of Goods by Road (CMR) / <i>Convention de Genève de 1956 relative au contrat de transport international de marchandises par route (CMR)</i>	624, 920
• International Convention of 1970 on Travel Contracts (CCV) / <i>Convention internationale de 1970 relative au contrat de voyage (CCV)</i>	644
• COTIF 1980 – Uniform Rules concerning the Contract for International Carriage of Goods by Rail (CIM) / <i>Règles uniformes concernant le contrat de transport international ferroviaire des marchandises (CIM)</i>	926
CONSOLIDATED INDEX OF CASE LAW SUMMARIES PUBLISHED IN VOLUME X (2005) <i>INDEX CUMULATIF DES RESUMES DE JURISPRUDENCE PUBLIES DANS LE VOLUME X (2005)</i>	959

G. Bibliography / *Bibliographie*

BOOK REVIEWS AND NOTICES / <i>COMPTES RENDUS BIBLIOGRAPHIQUES</i>	
• T. Einhorn / K. Siehr (Eds.), <i>Intercontinental Cooperation Through Private International Law. Essays in Memory of Peter E. Nygh</i> (The Hague 2004) – by: Diego P. FERNÁNDEZ ARROYO	649
• Eva-Maria Kieninger (Ed.), <i>Security Rights in Movable Property in European Private Law</i> , (Cambridge 2004) – by: Julia RAKOB	654
• Centre d'Etudes des Droits du Monde Arabe (Beyrouth) / Société de Législation Comparée (éd.), <i>L'Équité ou les Équités – Confrontation Occident et Monde arabe</i> (Paris 2004) – by: Vincent MAYR	659
• Hartkamp / M. Hesselink / E. Hondius / C. Joustra / E. du Perron / M. Veldman (eds.), <i>Towards a European Civil Code (Third Fully Revised and Expanded Edition)</i> (Nijmegen 2004) – by: Miklós KIRALY,	661
• Heinz-Peter Mansel et al. (eds.), <i>Festschrift für Erik Jayme</i> (Munich 2004) – by: Franco FERRARI	930
• <i>Liber Amicorum en Homenaje al Profesor Dr. Didier Opertti Badán</i> (Montevideo, 2005) – by: Cecilia FRESNEDO DE AGUIRRE	935
• Mark M. Boguslavskii, <i>Kul'turnye tsennosti v mezhunarodnom oborote. Pravovye aspekty (Cultural Goods in International Circulation. Legal Aspects)</i> (Moscow 2005) – by: Tim SCHRÖDER	938
SELECT BIBLIOGRAPHY (relating to Securities Held with an Intermediary) <i>BIBLIOGRAPHIE SELECTIONNEE (ayant trait aux titres détenus auprès d'un intermédiaire)</i>	433
UNIFORM LAW BIBLIOGRAPHY / <i>BIBLIOGRAPHIE DE DROIT UNIFORME</i>	664, 941