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**Item No. 14 on the agenda: Uniform Law Review / *Revue de droit uniforme*  
and other publications**

(Secretariat memorandum)

<i>Summary</i>	<i>Report on progress made</i>
<i>Action to be taken</i>	<i>Take note of the progress made and the work underway</i>
<i>Mandate</i>	<i>Resolution of the Governing Council No. 2 (B)(5) adopted at its 34<sup>th</sup> session (15 April 1954); Decision of the Governing Council at its 51<sup>st</sup> session (29 - 31 May 1972)</i>
<i>Priority level</i>	<i>Medium/High</i>
<i>Status</i>	<i>On time</i>
<i>Related documents</i>	<i>C.D.(88) 14; C.D.(89) 12</i>

**A. THE UNIFORM LAW REVIEW / *REVUE DE DROIT UNIFORME***

***Introduction – A new Editorial Board***

1. In 2011 a new Editorial Board was set up for the Review, with the new President, Professor Alberto Mazzoni, as Director in place of the late President, Professor Libonati, the Secretary-General and Ms Lena Peters, Senior Officer, as joint Editors-in-Chief and with the participation of all the officers and the Head of the library. Ms Patricia de Seume is responsible for the editing of contributions in English, translations into English and the actual production of the Review (formatting). The publication of the Review is possible thanks to the joint effort of all those who collaborate, each of whom collaborates in the different stages of the production of the Review as corresponds to his or her sphere of competence (editing, translating, formatting, mailing, sale and promotion).

### **Contents of the Review in 2010**

2. The volume published in 2010 closed with a double number with a focus on The Law of Securities Trading in Emerging Markets. This focus contained the acts of the colloquium on “*The Law of securities Trading in Emerging Markets: Lessons Learned from the Financial Crisis and Long-term Trends*” held at the Institute on 6 and 7 September 2010. The second issue of the year also contained a special focus, i.e. on Secured Transactions, and contained a certain number of the contributions presented at a colloquium on secured transactions held at UNCITRAL in March 2010, in which the Secretary-General participated.<sup>1</sup> This special focus examined the work of both UNCITRAL and UNIDROIT in this area. Issue 1 was instead a general issue, with a variety of different articles.

3. As regards uniform law instruments, Issue 2 published the Official Commentary to the *UNIDROIT Model Law on Leasing* and Issue 1 published the final text of the *2009 UNIDROIT Convention on Substantive Rules Regarding Intermediated Securities* (the “Geneva Securities Convention”).

### **Contents of the Review in 2011**

4. In 2011, thanks to the good offices of Professor Herbert Kronke, former Secretary-General of UNIDROIT, the Editorial Board intends, in a double issue, to publish the General Report and National Reports on the subject of the “*Harmonization of Finance Leases by UNIDROIT*” which were presented at the XVIII<sup>th</sup> Congress of the International Academy of Comparative Law, held in Washington 25 July – 1 August 2010 (Issue 1 / 2). A special issue devoted to the third edition of the *Principles of International Commercial Contracts* will follow, and the year will close with a general issue.

### **Distribution of the Review**

5. As regards **subscriptions** to the Review, these have decreased constantly in the last few years. The number of **exchanges** has also seen a decrease, but more due to the fact that the library is in the process of checking the regularity of the periodicals that the library is supposed to receive in exchange for the Review, and has therefore already cancelled a number of exchanges. Other reviews are no longer exchanges, but are bought by the library. The number of **Depository Libraries** has instead remained constant. The number of **complimentary copies (gifts)** varies from year to year, with some remaining constant. Also in this case a review of the complimentary copies is being conducted, to consider whether or not to maintain or re-instate the offering of a complimentary copy. In this context the value of the Review as promotional material needs to be taken into account.

6. The trends in the distribution can be seen in the tables in Annex 1 to this report. The first table shows the data for the total distribution of the Review, the second distribution by country, indicating also whether the copies distributed are sold, exchanges, Depository Libraries or complimentary copies (gifts). The third table shows distribution by category of recipient (lawyer, university, bank, etc.). The latter two tables permit an evaluation of the penetration of the Review in the different countries, and how this is done. What is clear, is that it is above all the universities that receive the Review, often as exchanges, that only in some countries is there any significant sale of the Review.

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<sup>1</sup> [Third International Colloquium on Secured Transactions](#), Vienna 1-3 March 2010

7. There are a number of categories that receive complimentary copies but are not calculated in the tables in Annex 1. These include the members of the Governing Council, the members of the Council *ad honorem*, the Advisory Board and the regular collaborators of the Review. The tables update those submitted to the Council in 2009 (see document C.D. (88) 14). Readers should however bear in mind that the data on exchanges and complimentary copies for 2010 is only indicative by reason of the review underway, and is therefore subject to revision.

8. It should be recalled that a certain number of subscriptions could have ceased as a result of the agreement with HeinOnline, which permits the consultation of the Review on-line, even if with two years delay with respect to its publication. The royalties paid by HeinOnline to the Institute increased to US\$ 4,323.58 in 2008 (referring to 2007). The royalties for 2008 were € 2,899.08 and for 2009 € 2,309.72. The royalties for 2010 had not arrived at the time of writing.

### **Revenue from sales of the Review**

9. The table below gives the total revenue derived from sales of the Review. To these figures must be added the value of the exchanges for the library. In 2010, the value is estimated at € 14,000.00. which corresponds to the figure for 2009. The reason for this is that although numerous exchanges have been cancelled, others have been initiated, several for publications that are considerably more expensive than the exchanges cancelled. A factor that should also be added, although it is very difficult to estimate in monetary terms as it is non-monetary in nature, is the value of the Review as promotional material.

<b>REVENUE FROM SALES (IN EURO)</b>		
<b>2008</b> Subscriptions	22,442.00	Residue: 983.00
Sales of back copies	3,316.00	Residue: 515.00
<b>2009</b> Subscriptions	24,474.72	
Sales of back copies	2,259.00	
<b>2010</b> Subscriptions	21,343.00	Residue: 207.00
Sales of back copies	2,521.00	

### **The On-Line Version of the Review**

10. Members of the Council are reminded that an electronic version of the Uniform Law Review is accessible on-line. Access to basic information, the Table of Contents, as well as to a certain number of leading articles, is free, whereas for a complete consultation a password is necessary. The question of the commercial utilisation of the on-line version of the Review is still open.

## **B. OTHER PUBLICATIONS**

### **UNIDROIT Principles of International Commercial Contracts – 3rd Edition**

11. With a view to the publication of the third edition of the Principles, the Secretariat finalised the English and French versions in the course of the second half of 2010. The final versions will be submitted to the Council at its 90<sup>th</sup> session in May 2011. Other language versions are under preparation (Arabic, Chinese, Dutch, Japanese, Persian, Portuguese, Russian, Slovak, Spanish).<sup>2</sup>

<sup>2</sup> For a report on the Principles of International Commercial Contracts, see document C.D.(90) 3.

***ALI/UNIDROIT Principles of Transnational Civil Procedure (2004)***

12. The English volume published by Cambridge University Press containing the text of the *ALI/UNIDROIT Principles of Transnational Civil Procedure* with comments, as well as the ALI Rules with comments, is being translated into different languages (the text of the Principles is available on the UNIDROIT website in Chinese, German, Japanese and Turkish, as well as in English and French).

13. Following the publication in 2008 of the volume in Persian (translated by Professor Majid Pour-Ostad and published by The S.D. Institute of Law (Research & Study), Tehran), two other linguistic versions have now been released:

1) the Russian version, prepared by Professor Elena Vinogradova, Principal Researcher of the Institute of State and Law of the Russian Academy of Sciences, and by Dr Maria Filatova, Associate Professor at the Russian Foreign Trade Academy, under the supervision of Professor Alexander Komarov, Director of the Department of Private Law of the Russian Foreign Trade Academy (Moscow) and honorary member of the UNIDROIT Governing Council is published by Infotropic media LLC (Moscow) for distribution in Russia and in the CIS States;

2) the Spanish version which was prepared by Dr Inés de San Martín (Attorney, Assistant Professor at the University of Buenos Aires, Argentina) and reviewed by Dr Aída Kemelmajer de Carlucci, Judge of the Supreme Court of Mendoza (Argentina), and member of the ALI-UNIDROIT Study Group on the preparation of the Principles of Transnational Civil Procedure, has been published in Colombia by the Departamento de Publicaciones, Universidad Externado de Colombia (Bogotá) for distribution in the Andean and Caribbean countries; in Mexico by the Instituto de Investigaciones Jurídicas (Universidad Nacional Autónoma de México) and the Centro Mexicano de Derecho Uniforme (Mexico) for Mexico and Central America; and in Argentina by Rubinzal Culzoni Editores (Buenos Aires) for the Southern countries of Latin America and possibly Spain.

***Model Law on Leasing (2007)***

14. It will be recalled that the Official Commentary to the *Model Law on Leasing* was prepared by the Secretariat in close co-operation with Mr R.M. DeKoven, Reporter to the Joint Session of the UNIDROIT General Assembly and the UNIDROIT Committee of governmental experts for the finalisation and adoption of the draft model law, Mr N.J. Makhubele (South Africa), Chairman of the UNIDROIT Committee of governmental experts, and Ms M. Allouch and Ms C. Walsh (Canada), Mr E.M. Bey (France) and Messrs M.J. Dennis, H.D. Gabriel, W. Henning and S. Weise (United States of America), as members of the Drafting Committee of the Joint Session. The publication of this Official Commentary was authorised by the Council at its 89<sup>th</sup> session, subject to minor amendments that were left to the Secretariat. Unofficial versions of the Model Law in Arabic, Chinese, Russian and Spanish were prepared under the authority of the Secretariat. All language versions are accessible on the UNIDROIT website.

***Geneva Convention on Intermediated Securities (2009)***

15. The final version of the Official Commentary to the *Geneva Convention on Intermediated Securities* is expected to be published in the course of the year 2011 (see UNIDROIT 2011 – C.D.(90)5a)).

### **Guide to International Master Franchise Arrangements (1998; 2007 (2ed))**

16. The year 2010/2011 saw the increase in number of translations of the *Guide to International Master Franchise Arrangements*, in recognition of its value for those engaged in franchising. In July 2010 the Korean version of the Guide was published. It was translated by Professor Young-Hong Choi of Korea University Law School in Seoul. In March 2011, the Serbian version was published. It was translated by Professor Tamara Milenkovic Kerkovic of the State Faculty of Economics of the University of Niš.

### **UNIDROIT Proceedings & Papers / Actes et Documents d'UNIDROIT**

17. The *UNIDROIT Proceedings & Papers 1997 – 2009* on CD-ROM are under preparation by the Secretariat and will be distributed free of charge to Depository Libraries for UNIDROIT documentation, as well as to the members of the Governing Council.

### **Booklets containing the UNIDROIT Instruments**

18. In 2010 the Secretariat informed the Council of its intention to publish a series of booklets, each of which will contain the text of an UNIDROIT instrument, with a view to the promotion of those instruments. Financial restraints have however forced the Secretariat to postpone the publication of the booklets, despite their utility in publicising the Institute and its instruments.

## **C. MAILING**

19. The situation as regards mailing differs depending on whether the Review is concerned, or other publications. The reason for this is that as a result of an agreement concluded with the *Poste Italiane*, made possible as a result of the privatisation of its management, the cost of the mailing of each issue of the Review decreased considerably. The Review is sent out to all addressees together, and the special discount negotiated applies to mailings of more than 500 pieces at the same time. Thus, in 2008 mailing of the Review totalled approximately 14,000 euro (it must however be recalled that one issue of 2008 was particularly heavy), in 2009 it totalled 6,000 euro and in 2010 it totalled 3,650 euro for two single issues (the double issue 2010-3/4 will be sent out in April, 2011).

20. This special discount available for large quantities does not apply to the mailing of the other publications, which are never sent out 500 or more at the same time. For these other publications the mailing rates in the table below apply. As can be seen, the situation is difficult, as in certain cases tariffs have doubled. The necessity of charging separately for handling and postage should be considered.

	ZONE 1: EUROPE		ZONE 2: AMERICAS, ASIA, AFRICA		ZONE 3: OCEANIA	
	OLD TARIFF	NEW TARIFF	OLD TARIFF	NEW TARIFF	OLD TARIFF	NEW TARIFF
NORMAL FORMAT						
Up to 20 gr.	0.65	0.75	0.85	1.60	1.00	2.00
COMPACT FORMAT						
Up to 50 gr.	1.45	2.40	1.50	3.30	1.80	4.00
50 – 100 gr.	1.70	3.00	1.85	4.00	2.10	5.00
100 – 250 gr.	2.50	4.50	4.20	7.00	4.70	8.00
250 – 350 gr.	3.20	5.50	5.20	8.50	5.50	12.00

BULKY FORMAT						
Up to 350 gr.	3.90	7.00	5.80	10.00	7.30	15.00
350 – 1,000 gr.	5.70	9.00	8.70	14.00	11.70	20.00
1,000 – 2,000 gr.	9.20	15.00	16.70	25.00	21.70	30.00

Formats for mailing abroad:

	<b>NORMAL</b>	<b>COMPACT</b>	<b>BULKY</b>
Maximum length	245 mm	381 mm	(*)
Maximum width	165 mm	305 mm	(*)
Maximum thickness	5 mm	20 mm	(*)
Limit of weight	20 gr.	350 gr.	2 kg

(\*) For the bulky format the sum of the three measurements must not be greater than 900 mm and the greater of the three must not be greater than 600 mm.

#### **D. PROGRAMME 2011 – 2012**

21. It is necessary to take action on a number of fronts.

##### **(a) Funds**

22. The number of publications that the Institute publishes each year differs. A certain flexibility would therefore be necessary in determining the amount to allocate to the printing of publications in the yearly budget. For example, it has just been ascertained that the *Model Franchise Disclosure Law* (English version) is sold out. It would therefore be necessary to re-print it, but the funds allocated are insufficient. It is true that it is a publication that dates to 2004 (it was published two years after it had been adopted because of a lack of funds), but it should definitely be re-issued. The *Model Franchise Disclosure Law* has always been treated as a step-child, despite the fact that potentially it is one of the more important of the instruments of the Institute. Not surprisingly, no publicity has ever been made for this publication.

##### **(b) Marketing and Distribution**

23. A strategy for the marketing of UNIDROIT publications should be elaborated, with periodical mailings to universities and university institutes, university libraries, professional associations and law firms. The mailings should be electronic, with attractively designed electronic publicity attached. In order to do this, it is necessary to identify the addressees, by contacting, for example, professional associations such as the IBA to ask for the e-mails of their members. In this context the contribution of the members of the Council would be much appreciated.

24. Part of marketing is of course promotion in the form of the writing of articles or papers on the instruments adopted by the Institute. It is therefore necessary for staff members to have the time to write: there are few outsiders who know an instrument as well as the member of staff who took care of its development, in most cases accompanying the text over a number of years, through numerous amendments and difficulties.

25. The physical distribution of the publications, especially the Uniform Law Review, takes time and involves several members of staff. Understandably, the option of having at least the Review published (and distributed) by a commercial publisher, is one that is examined periodically. A variety of possibilities can be (and are) examined, such as sending the material to the publisher who takes care of everything, or having the publication printed by the printer of the Institute with the logo of both the Institute and the commercial publisher and subsequently distributed by the publisher.

26. In the years that have passed since 1996, when the Review began its new series, it has been distributed by the Institute itself, but also by commercial publishers (Giuffrè, Kluwer). The experience was mixed. While it is true that the publisher took care of distribution, thus sparing UNIDROIT staff from the need to print labels, buy envelopes, etc., the marketing and consequent distribution was disappointing. One factor which led to a less effective distribution than hoped, is certainly the nature of the Review. The publishers indicated that they found the Review difficult to promote, as it was not sufficiently specialised (e.g. a review on transport or trade law) and they did not know with whom to promote it. Furthermore, the publishers (especially Kluwer) increased the price of the Review to a level that would make most subscribers think twice about whether they needed such a general review or not. There is also the added problem of the number of complimentary copies the Institute needs to be able to distribute, including the exchanges for the library (which from the point of view of the commercial publisher are complimentary copies), and the need of the Institute to use the Review as promotional material. For example, when an issue is monothematic, it is normally printed in more copies than a general issue, as it is also sold separately from actual subscriptions and complimentary copies are given to contacts that the Institute deems useful. The flexibility needed in the distribution of the publications of the Institute speaks for maintaining both production and distribution in-house, even if the time needed is considerable and the time devoted to marketing insufficient.

### **(c) *Integrated Information Systems***

27. An integrated “*UNIDROIT Information Systems*” should be developed. In fact, not only the publications / information services should be integrated among themselves, other activities, such as the promotion of UNIDROIT instruments, should be coordinated with the information services *strictu sensu*.

28. Thus, for example, in connection with meetings held at the Institute (e.g. the Governing Council) a talk by one of the participants on a subject linked to one of our projects or instruments could be arranged, and the members of, e.g., the Italian association of comparative law be invited, together with other persons likely to be interested. The text of that talk could then be posted on the UNIDROIT website in a new section on “*Uniform Law Talks*” (or with a similar title), possibly published in the Uniform Law Review or in a series collecting all such talks. These talks could also be used as materials to distribute when the instrument concerned is treated in a conference or needs to be promoted in any other way.

29. In addition, the electronic instruments at the disposal of the Institute should be better coordinated and should all be promoted, as the electronic information instruments are those that potentially reach most people around the world (see, for example, the visits to the UNILAW website, document C.D.(90) 16).

**E. CONCLUSION**

30. *The Council is kindly invited to check the data relating to the sale of the Uniform Law Review in their countries, with a view to the promotion of the Review.*

31. *The Council is also invited to confirm the importance of the publications programme as a tool for the promotion of the work of UNIDROIT and for increasing awareness of UNIDROIT instruments.*

32. *The Council may further wish to invite the Secretariat to develop proposals for a strategy for the promotion of UNIDROIT publications, seeking also the contribution of correspondents and Council members past and present, and to examine the possibility of setting up a Sub-Committee of the Governing Council on publications policy.*



**ANNEX 1****DISTRIBUTION OF THE UNIFORM LAW REVIEW****(a) Total distribution**

<b>DISTRIBUTION</b>					
Year \ Item	Total	Sales	Exchanges	Depository Libraries	Complimentary copies
2006	459	276	151	27	5
2007	507	270	190	27	20
2008	462	215	197	27	23
2009	482	235	197	27	23
2010	371	217	125	27	2

**(b) Distribution by country**

<b>COUNTRY</b>	<b>2008</b>		<b>2009</b>		<b>2010</b>	
Argentina	5	5 Exchanges	5	5 Exchanges	3	3 Exchanges
Armenia	1	1 Gift	1	1 Gift		
Australia	10	1 Sale 1 Depository library 8 Exchanges	9	1 Depository library 8 Exchanges	6	1 Sale 1 Depository library 4 Exchanges
Austria	4	2 Sales 2 Exchanges	6	4 Sales 2 Exchanges	3	2 Sales 1 Exchange
Belgium	13	6 Sales 1 Depository library 4 Exchanges 2 Gifts	11	6 Sales 1 Depository library 4 Exchanges	9	6 Sales 1 Depository library 2 Exchanges
Benin	1	1 Gift	1	1 Gift		
Bosnia and Herzegovina	1	1 Exchange	1	1 Exchange	1	1 Exchange
Brazil	7	4 Exchanges 3 Gifts	7	4 Exchanges 3 Gifts	2	2 Exchanges
Bulgaria	3	1 Depository library 1 Exchange 1 Gift	3	1 Depository library 1 Exchange 1 Gift	2	1 Depository library 1 Exchange
Byelorussia	1	1 Exchange	1	1 Exchange	1	1 Exchange
Cameroun	2	1 Exchange 1 Gift	2	1 Exchange 1 Gift	1	1 Exchange
Canada	10	4 Sales 1 Depository library 3 Exchanges 2 Gifts	11	6 Sales 1 Depository library 4 Exchanges	8	5 Sales 1 Depository library 2 Exchanges
Chile	6	1 Depository library 5 Exchanges	6	1 Depository library 5 Exchanges	3	1 Depository library 2 Exchanges
Colombia	5	1 Depository library 4 Exchanges	5	1 Depository library 4 Exchanges	2	1 Depository library 1 Exchange
Croatia	1	1 Gift	1	1 Exchange	1	1 Exchange
Denmark	2	2 Sales	2	2 Sales	3	3 Sales
Egypt	1	1 Exchange	2	1 Sale 1 Exchange	1	1 Exchange
Estonia	2	1 Depository library 1 Exchange	2	1 Depository library 1 Exchange	2	1 Depository library 1 Exchange
Finland	5	1 Depository library 3 Exchanges 1 Gift	5	1 Depository library 3 Exchanges 1 Gift	4	1 Depository library 3 Exchanges
France	25	13 Sales 11 Exchanges 1 Gift	25	12 Sales 12 Exchanges 1 Gift	18	13 Sales 5 Exchanges

Germany	18	11 Sales 1 Depository library 5 Exchanges 1 Gift	26	19 Sales 1 Depository library 5 Exchanges 1 Gift	18	15 Sales 1 Depository library 2 Exchanges
Greece	3	1 Depository library 1 Exchange 1 Gift	4	1 Sale 1 Depository library 1 Exchange 1 Gift	3	1 Sale 1 Depository library 1 Exchange
Holy See	2	1 Depository library 1 Exchange	2	1 Depository library 1 Exchange	2	1 Depository library 1 Exchange
Hong Kong	1	Sale				
Hungary	8	1 Depository library 6 Exchanges 1 Gift	7	1 Depository library 5 Exchanges 1 Gift	3	1 Depository library 2 Exchanges
India	5	1 Depository library 4 Exchanges	4	1 Depository library 3 Exchanges		
Iran	1	1 Gift	1	1 Gift		
Ireland	1	1 Depository library	1	1 Depository library	1	1 Depository library
Israel	3	1 Sale 2 Exchanges	3	1 Sale 2 Exchanges	2	1 Sale 1 Exchange
Italy	70	50 Sales 19 Exchanges 1 Gift	72	52 Sales 19 Exchanges 1 Gift	54	49 Sales 4 Exchanges 1 Gift
Japan	8	4 Sales 1 Depository library 3 Exchanges	9	5 Sales 1 Depository Library 3 Exchanges	7	5 Sales 1 Depository Library 1 Exchange
Latvia	2	1 Depository Library 1 Sale	1	1 Depository Library	1	1 Depository Library
Lebanon	1	1 Exchange	1	1 Exchange	1	1 Exchange
Lithuania	1	1 Sale	1	1 Sale	1	1 Sale
Luxembourg	3	1 Sale 2 Exchanges	3	1 Sale 2 Exchanges	1	1 Exchange
Macau			1	1 Sale		
Malta	1	1 Depository library	1	1 Depository library	1	1 Depository library
Mexico	7	1 Sale 3 Depository libraries 3 Exchanges (2 same as Depository libraries)	7	1 Sale 3 Depository libraries 3 Exchanges	7	1 Sale 3 Depository libraries 3 Exchanges
Netherlands	22	19 Sales 3 Exchanges	19	16 Sales 3 Exchanges	19	18 Sales 1 Exchange
Netherlands Antilles	1	1 Exchange	1	1 Exchange	1	1 Exchange
New Zealand	2	2 Exchanges	2	2 Exchanges	2	2 Exchanges
Norway	4	3 Sales 1 Exchange	3	2 Sales 1 Exchange	3	2 Sales 1 Exchange
Peru	1	1 Exchange	1	1 Exchange	1	1 Exchange
Philippines	1	1 Exchange	1	1 Exchange		
Poland	5	1 Sale 1 Depository library 3 Exchanges	6	2 Sales 1 Depository library 3 Exchanges	3	1 Sale 1 Depository library 1 Exchange
Portugal	5	3 Sales 2 Exchanges	6	4 Sales 2 Exchanges	5	4 Sales 1 Exchange
Puerto Rico	2	2 Exchanges	2	2 Exchanges	2	2 Exchanges
Rep. of Korea	4	3 Sales 1 Exchange	4	3 Sales 1 Exchange	4	3 Sales 1 Exchange
Romania	3	1 Sale 2 Exchanges	3	1 Sale 2 Exchanges		
Russian Federation	5	1 Depository library 2 Exchanges 2 Gifts	5	1 Depository library 2 Exchanges 2 Gifts	1	Depository library
San Marino	1	1 Sale	1	1 Sale	1	1 Sale
Serbia	6	4 Sales 2 Exchanges	4	2 Sales 2 Exchanges	1	Exchange
Slovakia	4	1 Depository library 3 Exchanges	4	1 Depository library 3 Exchanges	2	1 Depository library 1 Exchange

Slovenia	2	1 Sale 1 Depository library	2	1 Sale 1 Depository library	2	1 Sale 1 Depository library
South Africa	4	3 Exchanges 1 Gift	4	3 Exchanges 1 Gift	2	2 Exchanges
Spain	23	9 Sales 1 Depository library 13 Exchanges	26	15 Sales 1 Depository library 10 Exchanges	22	14 Sales 1 Depository library 7 Exchanges
Sweden	4	1 Sale 1 Depository library 2 Exchange	5	2 Sales 1 Depository library 2 Exchanges	3	1 Sale 1 Depository library 1 Exchange
Switzerland	20	7 Sales 1 Depository library 11 Exchanges (1 same as Depository library) 1 Gift	21	8 Sales 1 Depository library 11 Exchanges 1 Gift	11	8 Sales 1 Depository library 2 Exchanges
Taiwan	2	1 Sale 1 Exchange	1	1 Exchange	2	1 Sale 1 Exchange
Tunisia	4	2 Sales 2 Exchanges	4	2 Sales 2 Exchanges	3	2 Sales 1 Exchange
Turkey	7	1 Sale 1 Depository library 5 Exchanges (1 same as Depository library)	7	2 Sales 1 Depository library 4 Exchanges	4	2 Sales 1 Depository library 1 Exchange
United Kingdom	20	15 Sales 1 Depository library 4 Exchanges	18	13 Sales 1 Depository library 4 Exchanges	18	14 Sales 1 Depository library 3 Exchanges
Uruguay	6	1 Depository library 4 Exchanges 1 Gift	6	1 Depository library 4 Exchanges 1 Gift	2	1 Depository library 1 Exchange
USA	77	49 Sales + Hein 2 Depository libraries 25 Exchanges 1 Gift	88	49 Sales 2 Depository libraries 27 Exchanges	57	40 Sales 2 Depository libraries 15 Exchanges
Venezuela	1	1 Exchange	1	1 Exchange		
Vietnam	1	1 Exchange	1	1 Exchange		

**(c) Distribution by category of recipient**

CATEGORY	2008		2009		2010	
Unidentified	1	1 Sale	2	2 Sales	2	2 Sales
Associations	10	2 Depository Library + Exchanges 6 Exchanges 2 Gifts	10	2 Depository Library + Exchanges 6 Exchanges 2 Gifts	6	2 Depository Library + Exchanges 4 Exchanges
Academy	3	1 Depository Library 2 Exchanges	3	1 Depository Library 2 Exchanges	2	1 Depository Library 1 Exchange
Bookshop	37 + Hein	All Sales	50 + Hein	All sales	44 + Hein	All sales
Banks	5	1 Depository library 4 Sales	6	1 Depository library 5 Sales	6	1 Depository library 5 Sales
Court	13	3 Sales 9 Exchanges 1 Gift	12	3 Sales 8 Exchanges 1 Gift	5	1 Sale 4 Exchanges
Chamber of Commerce	1	1 Gift	1	1 Gift		
Company			1	1 Sale	1	1 Sale
Government	22	5 Sales 7 Depository libraries 1 Depository library + Exchange 5 Exchanges 4 Gifts	21	4 Sales 8 Depository libraries 5 Exchanges 4 Gifts	11	2 Sales 8 Depository libraries 1 Gift

In-house Counsel	3	Sales	2	2 Sales	2	2 Sales
Institutes	7	1 Depository library + Exchange) 5 Exchanges 1 Gift	7	1 Depository library + Exchange) 5 Exchanges 1 Gift	6	1 Depository library + Exchange) 5 Exchanges
Lawyer/Law Firm	23	8 Sales 13 Exchanges 2 Gifts	23	10 Sales 12 Exchanges 1 Gift	16	6 Sales 10 Exchanges
Organisation	30	4 Sales 20 Exchanges 6 Gifts	26	2 Sales 20 Exchanges 4 Gifts	7	3 Sales 4 Exchanges
Professional Association	8	All exchanges	9	1 Sale 8 Exchanges	5	5 Exchanges
Public Library	12	3 Sales 5 Depository libraries 4 Exchanges	12	3 Sales 5 Depository libraries 4 Exchanges	9	3 Sales 5 Depository libraries 1 Exchanges
Publication	7	All exchanges	6	All exchanges	3	All exchanges
University	282	146 Sales 1 Sale + Depository library 10 Depository libraries 3 Depository library + Exchange 114 Exchanges 8 Gifts	289	152 Sales 12 Depository libraries 2 Depository library + Exchange 117 Exchanges 6 Gifts	217	146 Sales 13 Depository libraries 1 Depository library + Exchange 57 Exchanges

## ANNEX 2

## SALES OF OTHER PUBLICATIONS

<b>Title</b>	<b>Price</b>	<b>2009</b>	<b>2010</b>
Official Commentary on the Convention on International Interests in Mobile Equipment and the Protocol thereto on Matters Specific to Aircraft Equipment (by Professor Sir Roy Goode) (Revised edition 2008)	€ 150	172	88
Official Commentary on the Convention on International Interests in Mobile Equipment and the Luxembourg Protocol on Matters Specific to Railway Rolling Stock (by Professor Sir Roy Goode)	€ 150	77	9
Acts and Proceedings of the Diplomatic Conference to adopt a mobile equipment Convention and a Protocol thereto on Matters specific to Aircraft Protocol, November 2001, Cape Town	€ 160	3	0
UNIDROIT Principles of International Commercial Contracts 2004	€ 70	9	15
Principes d'UNIDROIT relatifs aux contrats du commerce international 2004	€ 70	1	0
Model Franchise Disclosure Law	€ 10	1	1
Loi type sur la divulgation des informations en matière de franchise	€ 10	0	0
Guide to International Master Franchise Arrangements (second edition 2007)	€ 54	10	8
Guide sur les Accords internationaux de franchise principale (first edition 2000)	€ 50	1	1

## ANNEX 3

REVENUE SALES OF PUBLICATIONS 2010<sup>3</sup>

PUBLICATION	NUMBER OF COPIES SOLD 2010	TOTAL SALES 2010	PRICE
Official Commentary on the Convention on International Interests in Mobile Equipment and the Protocol thereto on Matters Specific to Aircraft Equipment (by Professor Sir Roy Goode) (Revised edition 2008)	88	€ 1,140.50 <sup>4</sup>	€ 150
Official Commentary on the Convention on International Interests in Mobile Equipment and the Luxembourg Protocol on Matters Specific to Railway Rolling Stock (by Professor Sir Roy Goode)	9	€ 132.00 <sup>5</sup>	€ 150
Guide to International Master Franchise Arrangements (2ed 2007)	8	€ 457.60	€ 54
Guide sur les Accords internationaux de franchise principale (1ed 2000)	1		
Model Franchise Disclosure Law	1		€ 10
UNIDROIT Principles of International Commercial Contracts 2004	15	€ 1,036	€ 70
Uniform Law Review	217	€ 21,343	<b>2010:</b> N. America / Australia / Japan: € 150 All others: € 115 <b>2011:</b> N. America / Australia / Japan: € 175 All others: € 130
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<sup>3</sup> It should be recalled that certain categories receive a discount, such as booksellers and university libraries. The revenue therefore does not necessarily correspond to a simple multiplication of the number of copies sold by the unitary price.

<sup>4</sup> This figure is 10% of the total sales (€ 11,405). UNIDROIT charges 10% as reimbursement for handling and postage, 90% are the royalties that Sir Roy Goode donates to the Uniform Law Foundation.

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<sup>6</sup> This includes mailing charges.