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Item No. 16 on the agenda: UNIDROIT information resources and policy

(prepared by the Secretariat)

<i>Summary</i>	<i>Description of the sources of information ON UNIDROIT, including both paper-based publications and electronic means</i>
<i>Action to be taken</i>	<i>Take note of the activities and support the initiatives of the Secretariat</i>
<i>Related documents</i>	<i>Annual Report 2020 (C.D. (100) B.2); UNIDROIT 2013 - C.D. (92) 12; UNIDROIT 2014 - C.D. (93) 11; UNIDROIT 2015 - C.D. (94) 11; UNIDROIT 2016 - C.D. (95) 12; UNIDROIT 2017 - C.D. (96) 12; UNIDROIT 2018 - C.D. (97) 14; UNIDROIT 2019 - C.D. (98) 13 rev.; UNIDROIT 2020 - C.D. (99) 18</i>

I. INTRODUCTION

1. The COVID-19 pandemic caused havoc in most activities in 2020, and publications were no exception. Problems with lockdown resulted in few sales being made as compared to previous years, although more than one publication was prepared for printing. The Uniform Law Review was also erratic in publication: at the time of writing (20 June 2021) only the first issue of 2020 has been published, despite all issues having been timely sent to Oxford University Press (OUP) and articles of subsequent issues having been posted under [Advance Articles](#) on the Uniform Law Review page of the OUP website.

II. PAPER-BASED PUBLICATIONS

A. Uniform Law Review

2. In 2020 the Uniform Law Review, which it will be recalled is published by OUP following the five-year renewable contract concluded in 2013 and renewed in 2018,¹ was erratic in publication.

¹ The Editorial Board is composed of Mr Ignacio Tirado, *ex officio* Editor-in-Chief, as Secretary-General of the organisation; Ms Anna Veneziano, Deputy Secretary-General of the organisation; Mr Michael Joachim Bonell, consultant to UNIDROIT and coordinator of the Working Group that prepared the *Principles of International Commercial Contracts*; and Mr Stefan Vogenauer on the part of OUP, Director of the Max Planck Institute for Legal History and Legal Theory in Frankfurt (Germany). In addition to the Editorial Board, there is an Advisory

While Issue 1 of 2020 was published more or less according to schedule, Issues 2/3 and 4 were very seriously delayed. They are, in fact being finalised only in June 2021. In view of the problems caused by the COVID-19 pandemic, especially in India where the production team is located, it is likely that the publication dates will be back to normal only in 2022.

3. The Uniform Law Review is available for subscription either in print or online or both, data on subscriptions indicating that print subscriptions have steadily decreased. At the same time, subscriptions to online copies have increased, the greatest increase being to collection subscriptions, i.e. subscriptions through the OUP collection of journals available online. In 2020, there were a total of 1,874 collection customers with access to the journal via the OUP collection, to which a further 115 that had migrated from other forms of subscription must be added.² Conventional academic subscriptions were 74 in 2020, a decrease from 90 in 2018. The total number of subscriptions in 2020 was 2,068, an increase from the 1,781 of 2019. In addition, the OUP has a special arrangement for developing countries, which offers online subscriptions to journals at lower rates and, in some cases, for free.

4. As regards online usage, the visits to the Uniform Law Review pages on the OUP site which include at least one downloaded article have increased steadily. The average monthly visits increased from 1,044 in 2017 to 3,083 in 2020. In the first months of 2021, the average number of monthly visits was 3,902. The geographical breakdown of the visits indicates that the majority of the visitors came from Europe (36.2% in the first months of 2021, 35.4% in 2020), followed by North America (14.5% in 2021, 14.6% in 2020), East and South-East Asia (10.8% in 2021, 12.3% in 2020), Central and South Asia (9.0% in 2021, 8.6% in 2020), Africa (8.3% in 2021, 8.4% in 2020), Oceania (2.0% in 2021, 4.6% in 2020), West Asia (4.9% in 2021, 2.2% in 2020) Central and South America (12.4% in 2021, 11.7% in 2020) and others of unknown provenance (12.4% in 2021 and 11.7% in 2020). Interestingly, most users accessed the site from Google (51.6% in 2021, 47.4% in 2020), followed by direct access (21.9% in 2021 in 2021, 32.8% in 2020).

5. The list of the most viewed articles shows quite a large margin between the first and the rest:

Top 10 Articles by Full-Text Views in the last 12 Months – Which articles had the most full-text views (html – pdf) during the last 12 months.			
Title	First Listed Author	Article Details	Views
The law governing international commercial contracts and the actual role of the UNIDROIT Principles	Michael Joachim Bonell	Vol:23, Iss:1, Pub Date:2018-03-20	13,075
La réforme du droit Camerounais 1 des entreprises publiques et le droit des sociétés commerciales de l'espace OHADA	Salifou Mouhouain	Vol:24, Iss:1, Pub Date:2019-04-23	3,228
Modernizing and harmonizing international contract law: the CISG and the UNIDROIT Principles continue to provide the best way forward	Michael J. Dennis	Vol:19, Iss:1, Pub Date:2014-02-12	2,615
The impact of blockchain technologies and smart contracts on dispute resolution: arbitration and court litigation at the crossroads	Pietro Ortolani	Vol:24, Iss:2, Pub Date:2019-05-16	2,097

Board with 19 members. Sir Roy Goode is President of this Advisory Board. Managing Editor of the Review is Ms Lena Peters, Principal Legal Officer of the organisation.

² The data is provided by Oxford University Press.

Préservation de la sécurité juridique et judiciaire des affaires à travers les formations : cas de l'ERSUMA et des commissions nationales OHADA	Anaclet Nzohabonayo	Vol:23, Iss:1, Pub Date:2018-03-19	1,669
Mediation and arbitration: the process of enforcement	Bruno Zeller	Vol:24, Iss:2, Pub Date:2019-06-05	935
Application et interprétation de la Convention CMR à la lumière du droit international	Waldemar Czapski	Vol:11, Iss:3, Pub Date:2006-08-01	829
Legal challenges of artificial intelligence: modelling the disruptive features of emerging technologies and assessing their possible legal impact	Teresa Rodriguez de las Heras Ballell	Vol:24, Iss:2, Pub Date:2019-07-01	705
The significance of the qualifying declarations under the Cape Town Convention	Thomas Traschler	Vol:24, Iss:1, Pub Date:2019-04-23	648
Law harmonization and local specificities – a case study: OHADA and the law of contracts	Marcel Fontaine	Vol:18, Iss:1, Pub Date:2013-03-14	628

6. The Accounts provisionally presented by OUP for 2020 (1 January - 31 December 2020), show that the Uniform Law Review in 2020 made a profit of € 59,393, with royalties due to UNIDROIT for € 8,909.

7. Users of the Uniform Law Review website are located in a large number of countries, some of which the Review may never have reached without the resources of the OUP. As the Review is a prime awareness raising tool on the Institute, its importance in reaching these countries cannot be overstated. Furthermore, the introduction of the peer review system has meant that academics who need to publish in periodicals of standing for their academic career, can now do so in the Uniform Law Review without hesitation. Furthermore, the number of articles submitted spontaneously has increased, many by authors in African and other developing countries.

B. Monographs

1. Official Commentaries on the Cape Town Convention on International Interests in Mobile Equipment and its Protocols

8. The Official Commentary on the Convention on International Interests in Mobile Equipment and Protocol thereto on Matters specific to Mining, Agricultural and Construction Equipment was published at the end of April 2021. The Official Commentaries on the Cape Town Convention and its protocols are all authored by Sir Roy Goode. The Institute acts as agent for the author, charging 10% in handling costs. Until 2019, Sir Roy Goode donated his royalties to the UNIDROIT Foundation. As these were mostly donated to the Institute by the Foundation, it was decided that the royalties should instead stay with UNIDROIT, funding the newly instituted Sir Roy Goode UNIDROIT Scholarship. The first scholar to benefit from this scholarship (5 October 2020 – 2 July 2021) was Ms Theodora Kostoula, Ph.D. Candidate at the European University Institute in Florence, whose areas of study were information technology, digital assets and insolvency and related UNIDROIT legislative projects.

2. UNIDROIT Principles of International Commercial Contracts 2016

9. No edition of the UNIDROIT Principles 2016 was published by UNIDROIT itself in 2020, the English, French and Spanish editions already having been published. However, the UNIDROIT Principles were published in languages other than the official languages of the Institute, care of the translators:

- the Japanese translation, prepared by Mr Takashi Uchida, Professor at Waseda University and Emeritus Professor at the University of Tokyo, was published in early 2020;
- the Russian translation, prepared by Mr Alexander Komarov, member of the Unidroit Governing Council, was published late in 2020; and
- the Turkish translation, prepared by a team led by Mr Ergun Özsunay, Emeritus Professor of Civil Law, Comparative Law and EU Private Law, Istanbul University Faculty of Law, was published late in December 2020.

3. ELI/UNIDROIT Model Rules of European Civil Procedure

10. The English version of the *ELI/UNIDROIT Model Rules of European Civil Procedure* is expected to be published in autumn 2021, the text having been transmitted to Oxford University Press at the end of December 2020.

4. Reproduction of Unidroit Instruments

11. Of the instruments adopted by UNIDROIT, the legislative texts are freely reproduced: only rarely is the Institute contacted for permission to reproduce the text of an international convention or model law. When we do receive such requests, they normally come from countries that tend to cover every text by copyright, such as the USA. The situation is different when the other, soft law, instruments are considered, such as the Principles of International Commercial Contracts. The awareness of these instruments has grown over time, as can be seen in the number of publications that reproduce the black-letter rules of the Principles (see below). Increasingly, these publications are becoming a source also for the UNIDROIT library: as we do not charge for the reproduction of our texts, authors are requested to send the Institute a copy of their publication once published. Below, a list of the publications in which UNIDROIT instruments for which permission has been requested are reproduced or are being reproduced.

(a) UNIDROIT Principles of International Commercial Contracts (Black-Letter Rules)

First Edition (1994)

Centre for Transnational Law - Transnational Law in Commercial Legal Practice, Quadis, 1999
ICC Model Distribution Contract (2002).

Second edition (2004)

M. Joachim Bonell, *An International Restatement of Contract Law*, 3rd ed, Transnational Juris Publications, 2006

Fabio Bortolotti, *Diritto dei contratti internazionali*, I-III, 3rd ed, Cedam, 2009.

Farnsworth /Young /Sanger /Cohen /Rooks, *Selections for Contracts* (supplement to Farnsworth et al., *Contracts casebook*), Foundation Press, 2007

Henry Gabriel, *Contracts for the Sale of Goods. A Comparison of US and International Law*, 2nd ed., OUP, 2008.

Third edition (2010)

- Carter G. Bishop and Daniel D. Barnhizer, "Contracts: Cases and Theory of Contractual Obligation—Selected Rules for Contracts," 2d ed., WestAcademic, 2016
- Melvin Eisenberg and Steven J. Burton, Documents supplement Contracts, WestAcademic
- Knapp, Crystal, and Prince, School Statutory Supplement to Rules of Contract Law, The Froebe Group, 2015-2016 Edition, Pace University CISG Database
- Reiner Schulze and Matthias Lehmann (eds), Commentary on International and European Business Law, C.H. Beck & Hart Publishing, 2017
- Schlechtriem and Schwenger: Commentary on the UN Convention on the International Sale of Goods (CISG) 4th ed., OUP 2010.

Fourth edition (2016)

- Eckart Brödermann, UNIDROIT Principles of International Commercial Contracts, An Article-by-Article Commentary, Nomos and Wolters Kluwer International 2018
- Melvin Eisenberg and Steven J. Burton, Documents supplement Contracts, WestAcademic, 2020
- Frank Emmert, International Business Transactions, Text, Cases and Materials, Carolina Academic Press, 2nd edition, 2021
- Farnsworth /Young /Sanger /Cohen /Rooks, Selections for Contracts (supplement to Farnsworth et al., Contracts casebook), 9th ed., Foundation Press, 2019
- Farnsworth /Young /Sanger /Cohen /Rooks, Selections for Contracts (supplement to Farnsworth et al., Contracts casebook), 10th ed., Foundation Press, 2021 (forthcoming)
- Folsom, Van Alstine, Ramsey & Schaefer's International Business Transactions: A Problem-Oriented Henry Gabriel, Contracts for the Sale of Goods. A Comparison of US and International Law, 3rd edition, (forthcoming), OUP, 2021
- Lauro Gama, the UNIDROIT Principles and the law applicable to the contract, Collected Courses of The Hague Academy of International Law - Recueil des cours, Volume 406, 2020
- James Klotz, International Sales Agreements, 3rd edition, Kluwer Law International B.V, 2017
- Knapp, Crystal, and Prince, law School Statutory Supplement to Rules of Contract Law, The Froebe Group, 2019 Edition
- Leander D. Loacker (Universität Zürich, Rechtswissenschaftliches Institut), Collection of texts on private international law and civil procedure, 2020
- Giacomo Rojas Elgueta, Anna Veneziano, Pietro Galizzi (eds.), The multiple uses of the UNIDROIT Principles of International Commercial Contracts: Theory and Practice, Giuffrè, 2020
- Schlechtriem and Schwenger: Commentary on the UN Convention on the International Sales of Goods, 4th ed., OUP, 2016 (5th edition in preparation)
- Chris Seppälä, Commentary on a FIDIC Form of Construction Contract (in course of publication)
- Coursebook, 13th edition prepared by Michael Van Alstine, WestAcademic, 2019
- Kenneth Yin, Luca Siliquini-Cinelli, Kelly Green, Lisa Spagnolo, Emmanuel Laryea, and Simon Kozlina, *Contract Law: Cases and Materials*, CUP Australia, 2020.

(b) Article from "*Eppur si muove*", Essays in Honour of Michael Joachim Bonell

Michael Furmston and J W Carter, 'Good Faith in Contract Law: A Commonwealth Survey' in *The Age of Uniform Law: Essays in Honour of Michael Joachim Bonell*, UNIDROIT, Rome, 2016, Vol 2, pp 988-93, 1004-11, reproduced in J W Carter, *Cases and Materials on Contract Law in Australia*, 7th edition, LexisNexis, 2019.

5. Electronic publications

12. Following the positive reaction of the users of the Aviareto electronic registry to the electronic version of the Official Commentary on the Cape Town Convention and Aircraft Protocol, the possibility of preparing electronic versions for sale also of the other UNIDROIT publications was taken up. Considering the nature of the publications, their utility for practicing lawyers and other users would be greatly enhanced by a linked, electronic version. This would be the case not only for users of the four Official Commentaries, but also of publications such as the UNIDROIT Principles, which have a considerable number of internal cross-references, and the Guides prepared specifically with practicing lawyers in mind.

13. An assessment of the possible attractiveness of the electronic format of the different publications must be made before resources are devoted to the preparation of the publications. An examination of the sales figures gives a first indication of the interest of UNIDROIT publications for users.³

14. There are different possibilities when the preparation of an electronic version is considered: a simple pdf, without links, a pdf or EPUB or MOBI file with internal links as well as links to sites outside the publication itself (e.g. a link to an UNCITRAL convention cited in the volume to the relevant page of the UNCITRAL site), with or without bookmarks, and also books in digital format to read online. International organisations are increasingly offering these possibilities, which are of considerable assistance to users as they are accessible via computer, tablet or smartphone. Their preparation is time-consuming, as a selection of what references should be linked must first be made and thereafter a link inserted manually for each reference selected. The return, however, is manifold. The licence agreement with Aviareto for the linked pdf of the third edition of the Official Commentary on the Cape Town Convention and Aircraft Protocol was for USD 20,000 for five years, i.e. a total of 100,000 USD. The agreement for the fourth edition is for 125,000 USD, a clear indication of how useful the users of the electronic version find the publication in this format.

15. The practical difficulties with selling electronic publications must be carefully examined, to ensure that it is possible for acquirers to use their credit cards, and for UNIDROIT to keep track of the contact details of the purchasers, so that any necessary communications can be sent to them via mail (e.g. corrigenda when misprints are discovered). Once the practical details have been worked out, the intention is to make this possibility available on the page of the publications of the UNIDROIT website.

III. ELECTRONIC SOURCES OF INFORMATION ON UNIDROIT

A. UNIDROIT Website

16. The present website is operative since 10 January 2014. The need to revamp the website was first approached in 2019, as it was felt that the fast development of technology and the need to make the website more attractive made the preparation of an up-to-date website necessary, always bearing in mind that the architecture of the website and its aesthetic appearance must always serve its contents. The creation of a new website was postponed in 2019 but taken up again in 2020. The first step was the posting of a call for expressions of interest to prepare a new website on the social media channels on which the Institute is active ([Facebook](#), [LinkedIn](#), and [Twitter](#)). The proposals were considered and discussed to ensure that the requirement of the Institute both as regards the

³ The publication date of the publication is given in brackets in the table which appears at the end of this document.

contents of the site as well as its management were met, and a contracting web design company was selected, together with a new hosting service. The preparation of the new website is underway and it will be presented during the 100th session of the Governing Council.

1. Monitoring of the Website

17. The current website is monitored with Google Analytics. In the preparation of the present document the data examined relates to use of the website from 16 February 2020 to 15 May 2021.

(a) Sources of entry to the UNIDROIT website

18. Of the sources of entry to the UNIDROIT website the browsers most used were Chrome (59.24%), Safari (19.22%), Edge (5.69%), Firefox (5.58%), and Internet Explorer (2.88%). A considerable number of entries were made by referral: e.g. from UNESCO (10.03%), Baidu (5.12.%), and yandex.ru (3.73%). Social media, especially Facebook⁴ were important sources of entry, as were the Wikipedia pages in the different languages: the English Wikipedia (3.12%), the Spanish Wikipedia (1.26%) and the Russian Wikipedia (1.20%). Most commonly the site is entered by means of an organic search (61.75%),⁵ by direct entry by users familiar with the site (71.98%), by referral (9.07%) and through social media (2.68% of users). The total number of users in the period under consideration was 259,684 and the number of pages consulted 918,364.

(b) Countries of origin of users

19. Turning to the countries of origin of the users of the UNIDROIT website, most users in the period examined were located in the France (9.57%), the United States (9.36%), Italy (5.19%), and the United Kingdom (4.49%). The first Latin American country to be listed was Mexico, in 7th position with 3.54% of the users, the first Asian country was China, in 5th position (4.42% of the users), and the first African country Morocco, in 33rd position (0.73%). Continent by continent, of the first 100 countries in which users are located, 34 were European (Russia and Ukraine included), 5 were Eurasian, 20 Asian, 16 American (North and South), 15 African, 7 from the Middle East, and 2 from Oceania. One was unaccounted for.

(c) Website pages consulted

20. As regards the pages of the website consulted, the first 100 entries were examined. Most pages consulted were in English, the French pages consulted starting in 19th position with the UNIDROIT Principles 2016 (0.65% of users). The page most consulted, after the opening page of the site, was the English page on the *UNIDROIT Principles 2016* (2nd position, 7.41% of the pages consulted, but it should be noted that individual chapters are recurrently listed separately), followed by the pages on "*About UNIDROIT*" (3rd position, 3.29%), contracts (4th position, 3.12%), research and internships (5th position, 2.57%), the *Cape Town Convention* (6th position, 2.17%), the status of the Cape Town Convention (7th position, 1.34%), the *UNIDROIT Principles 2010* (9th position, 1.22%), the Aircraft Protocol (10th position, 1.18%), the *1995 Cultural Property Convention* (11th position, 1.14%), the *Model Clauses for Use of the Principles* (12th position, 1.09%), the member States of the organisation (13th position, 1.09%), the main page of civil procedure (14th position, 0.89%), and the MAC Protocol (30th position, 0.42%).

⁴ See below, point B.

⁵ Organic search is a method for entering one or several search terms as a single string of text into a search engine. Organic search results appear as paginated lists, are based on relevance to the search terms, and exclude advertisements (Google definition).

21. As in past years, the pages consulted were varied and included older materials, such as the 1973 *Convention providing a Uniform Law on the form of an International Will* (15th position, 0.79%), the 1988 *Convention on International Factoring* (17th position, 0.68%), the 1964 *Convention relating to a Uniform Law on the International Sale of Goods (ULIS)* (27th position, 0.50%) and the 1988 *Convention on International Financial Leasing* (86th position, 0.17%). The *Model Franchise Disclosure Law* in English came in 46th position (0.27%). The 2009 *Geneva Intermediated Securities Convention* was in 44th position with 0.29% of users. The *ALI-UNIDROIT Principles of Transnational Civil Procedure* came in 32nd position (0.38%), and the *ELI-UNIDROIT Model Rules on Civil Procedure* in 53rd position (0.23%). The work on agricultural land investment contracts came in 54th position (0.23% of users). The work on digital assets came in 31st position with 0.42% of users and the work on a model law on factoring came in 60th position, with 0.22% of users. Publications came in 24th position, with 0.52% of users, and the *Uniform Law Review* in 52nd position (0.24%).

(d) Age Groups of users of the UNIDROIT website

22. Looking at the age groups to which the users of the UNIDROIT website belong, the data of previous years were confirmed: the largest group of users in the period examined were that of 25-34-year-old persons (33.50%), the second largest was the 18-24-year-old group (27.50%), the third largest the 35-44-year-old group (15.5%), the fourth the 45-54-year-old persons (12.5%), the fifth the 55-64-year-old persons (5.5%) and the sixth persons 65 or over (5.5%). Of the users 45.85% were women, whereas 54.15% were men.

B. Social Media

23. UNIDROIT launched its social media program during the Institute's 90th anniversary celebrations in April 2016. The purpose of the Institute's social media program is to promote UNIDROIT's work to a wider audience in an innovative, efficient and cost-effective manner. UNIDROIT currently maintains accounts on LinkedIn (2016), Facebook (2016), Twitter (2018) and YouTube (relaunched in 2019). At the start of 2019 UNIDROIT relaunched its presence on YouTube in order to promote videos of expert presentations made at the Institute by international legal experts and visiting scholars, as well as to share promotional videos about UNIDROIT instruments and events.

24. The three key performance indicators for the Institute's social media program are: (i) number of followers; (ii) the "reach" of the social media program (the total number of people that see UNIDROIT social media content); and (iii) the number of referrals to the UNIDROIT website. As at 2 June 2021, the Institute had 15,925 followers on LinkedIn, 4,497 followers on Facebook, 1,247 followers on Twitter, and 219 subscribers on YouTube, who receive several weekly updates on UNIDROIT activities. These figures represent an annual growth rate of 81% for LinkedIn followers, 31% for Facebook followers, and 87% for Twitter followers. In relation to the Institute's "reach" on social media, over the past twelve months UNIDROIT content was delivered 183,815 times to people on Facebook, while it was displayed on news feeds 535,500 times on LinkedIn, and around 172,400 times on Twitter.

25. Between 16 February 2020 and 15 May 2021, social media referred 9,173 people to the UNIDROIT website, compared to 5,084 people in 2019, retaining social media as the largest source of referrals for the website except search engines. 54% of these referrals came through Facebook, highlighting the continued importance of UNIDROIT's presence on that particular platform, with LinkedIn and Twitter ranking second and third with 32% and 8% respectively.

26. UNIDROIT participates in a social media roundtable organised by the US Mission to the UN Agencies in Rome which brings together the social media officers of the largest Rome-based international agencies to share knowledge and coordinate promotional campaigns. This has allowed UNIDROIT to benefit from the expertise and experience of larger organisations which have entire teams dedicated to digital communication.

27. None of UNIDROIT's social media accounts require subscription fees. UNIDROIT utilises a programme called SocialChamp to simultaneously post content to its different platforms, which significantly lowers the amount of time required to maintain UNIDROIT's social media accounts. Through SocialChamp, posts can be scheduled in advance, which allows UNIDROIT to promote content at strategic times to ensure maximum engagement.

IV. DEPOSITORY LIBRARIES

28. Before the age of websites, UNIDROIT asked member States to appoint specific libraries or other official institutions to act as Depository Libraries for UNIDROIT documentation. They were also asked what materials they would be interested in storing (only documents, or also publications, the Uniform Law Review, etc.). Not all States appointed Depository Libraries and not all of these wanted all materials. With the adoption of the policy to post all documentation on the website, the interest of Depository Libraries waned, but some States are still keen to maintain them. No new Depository Libraries were added to the list in 2020.

V. ACTION TO BE TAKEN

29. *The Governing Council is invited to take note of the activities of the Secretariat and to support its initiatives in this field. The Council is further invited to alert the Secretariat to possible improvements to the organisation's website as evidenced in their utilisation of the website.*

UNIDROIT PUBLICATIONS SALES 2013 – 2020 (in euro)								
TITLE	2013	2014	2015	2016	2017	2018	2019	2020
MONOGRAPHS / MONOGRAPHIES								
UNIDROIT Principles of International Commercial Contracts 2016 Rome, UNIDROIT,					5,165.00	2,734.00	1,240.50	292.00
Principes d'UNIDROIT relatifs aux contrats du commerce international 2016 Rome, UNIDROIT,					240.00		140.00	
Principios UNIDROIT sobre los contratos comerciales internacionales 2016 Roma, UNIDROIT,								
UNIDROIT Principles of International Commercial Contracts 2010 Rome, UNIDROIT,	10,419.64	4,915.00	2,168.86	1,954.00	1,579.99			
Principes d'UNIDROIT relatifs aux contrats du commerce international 2010 Rome, UNIDROIT, 2011								
Official Commentary on the Convention on International Interests in Mobile Equipment and the Protocol thereto on Matters Specific to Space Assets (by Professor Sir Roy Goode) Rome, UNIDROIT, 2013 (reprinted with corrections 2014)*	6,771.00	5,880.00	780.00	700.00	1,120.00	205.00	216.00	216.00
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) (Second edition 2014) Rome, UNIDROIT, 2014, *		10,555.00	568.00	1,179.00	1,308.00		216.00	315.00
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) (Third edition 2013) (reprinted with corrections 2016) (paper) Rome, UNIDROIT, 2013*	72,667.00	19,921.00	14,163.00	22,184.00	8,737.00	7,004.00		
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) (Third edition 2013) (reprinted with corrections 2016) (electronic version) Rome, UNIDROIT, 2017*					17,500.00 (USD 20,000)	17,500.00 (USD 20,000)	17,537.05 (USD 20,000)	17,690,52 (USD 20,000)

UNIDROIT PUBLICATIONS SALES 2013 - 2020								
TITLE	2013	2014	2015	2016	2017	2018	2019	2020
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) (Fourth edition 2019) Rome, UNIDROIT, 2019 †							79,311.00	7,101.50
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) (Fourth edition 2019) (electronic version) Rome, UNIDROIT, 2020),								[2021 20.320,35 (USD 24.960,00)]
Guide to International Master Franchise Arrangements (second edition 2007) Rome, UNIDROIT, 2007	54.00	54.00	54.00		43.20		54.00	
Guide sur les Accords internationaux de franchise principale (first edition) Rome, UNIDROIT, 2000	40.00	40.00						
Guía para los Acuerdos de Franquicia Principal Internacional (first edition) Rome, UNIDROIT, 2005	FREELY AVAILABLE ON THE WEBSITE							
UNIDROIT/FAO/IFAD Legal Guide on Contract Farming Rome, UNIDROIT, 2015			280.00	471.00	22.00		28.00	
Guide juridique sur l'agriculture contractuelle UNIDROIT/FAO/FIDA Rome, UNIDROIT, 2015								
Guía jurídica sobre agricultura por contrato UNIDROIT/FAO/FIDA Rome, UNIDROIT, 2017								
ACTS AND PROCEEDINGS OF DIPLOMATIC CONFERENCES								
Acts and Proceedings of the Diplomatic Conference for the adoption of the draft UNIDROIT Convention on Agency in the International Sale of Goods, February 1983, Geneva Rome, UNIDROIT, Uniform Law Review 1983/I-II	FREELY AVAILABLE ON THE WEBSITE							
Actes de la Conférence diplomatique pour l'adoption du projet d'UNIDROIT de Convention sur la représentation en matière de vente internationale de marchandises,	FREELY AVAILABLE ON THE WEBSITE							

UNIDROIT PUBLICATIONS SALES 2013 - 2020								
TITLE	2013	2014	2015	2016	2017	2018	2019	2020
février 1983, Genève Rome, UNIDROIT, Revue de droit uniforme 1983/I-II								
Acts and Proceedings of the Diplomatic Conference for the adoption of the draft UNIDROIT Conventions on International Factoring and International Financial Leasing, May 1988, Ottawa Rome, UNIDROIT, 1991						FREELY AVAILABLE ON THE WEBSITE		
Actes de la Conférence diplomatique pour l'adoption des projets de Conventions d'UNIDROIT sur l'affacturage international et sur le crédit-bail international, mai 1988, Ottawa Rome, UNIDROIT, 1991						FREELY AVAILABLE ON THE WEBSITE		
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Worldwide Harmonisation of Private Law and Regional Economic Integration. Acts of the Congress to celebrate the 75th Anniversary of the Founding of the International Institute for the Unification of Private Law (UNIDROIT), Rome, 27-28 September 2002 Rome, UNIDROIT, special issue of the Uniform Law Review 2003-1/2								
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