



**Internationally United  
Commercial Agents  
and Brokers**



## Who we are



- The leading international organisation for Commercial Agents and Brokers
- IUCAB Members consist of 19 national Associations of independent Commercial Agents worldwide
- Umbrella for Associations of Commercial Agents all over Europe, North America and Africa
- Registered in the European Commission's Register of Interest Representatives

## Our profession: we represent/stand for

The interests of 590.000 Commercial Agents in Europe and 30.000 in North America and Canada are institutionally represented by IUCAB:

E.g. in the EU-28:

- 590.000 Commercial Agents generate a turnover of EUR 260 billion (3% of total commerce turnover)
- Between 50% and 90% of all companies use crossover Commercial Agents for their representation
- Mostly SME's (=small and medium sized enterprises) or Micro-enterprises use Commercial Agents



## What we stand for

- Worldwide network for distribution channel Commercial Agents
- Supporting the national Associations of Commercial Agents
- Representing, protecting and promoting the common interests of Commercial Agents worldwide, IUCAB participates in the activities of trade and cooperates with trade and lobbying organisations
- Covering commercial, promotional and legal issues

## Worldwide networking and exchange

- Expert Groups concerning Commercial Agent matters
- Regularly professional exchange of experts of our worldwide network
- Networking between all National Member Associations
- Excellent relations with international trade and manufacturer organisations
- The one and only international voice of Commercial Agents and international stakeholders

## What we do



- Representing the interests of the Commercial Agents' profession on a political level
- Monitoring upcoming initiatives for new legislative measures which may affect commercial agency matters for the IUCAB Member Associations
- Writing position papers to the appropriate policy makers
- Last success: engagement to save the Commercial Agents Directive towards the EU Commission

## Who is acting

### Our Experts:

- Executive Committee  
Head of IUCAB, their Members exchange their expertise to optimize the IUCAB-strategy
- Secretarial Working Group  
The General Secretaries of the IUCAB Member Associations exchange their national experience to improve the international Commercial Agents' activities
- Legal Working Group  
Highly experienced team of international lawyers of various countries specialized in Commercial Agency Law
- Further Expert Groups for Commercial Agent Services, Marketing, Communication, Manufacturer Lobby, Political Lobby, Advisory, Training

# come into contact

## Our benefits



- Close relations between IUCAB Member Associations and national and international trade organisations, manufacturers organisations, Chambers of Commerce and lobbying organisations
- PR for the economic sector distribution channel e.g. information for the manufacturer about the distribution channel
- IUCAB Members nominate their Commercial Agents for the George Hayward Award



## Our platform

[www.come-into-contact.com](http://www.come-into-contact.com)

- Leading International Business Platform for Sales and Distribution for business relations between IUCAB Member Agents and manufacturers

## Contact us

IUCAB  
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[www.iucab.com](http://www.iucab.com)



## Address

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