

DISCUSSION DRAFT

MODEL SUPPLEMENTARY ARBITRATION RULES

FOR

COMMERCIAL FINANCE TRANSACTIONS¹

April 10, 2008

These supplementary arbitration rules are intended to amend and supplement commercial arbitration rules selected by the parties in arbitration clauses providing for arbitration of Commercial Finance Disputes (as that term is defined herein), whether such clauses are agreed upon by parties prior to such a dispute or after a dispute has arisen. These model rules are not intended to constitute a ‘stand-alone’ set of rules for arbitrating such disputes but are intended to allow parties to shorten and stream-line arbitration clauses and agreements by adopting these standard provisions and amendments that otherwise must be expressly stated in arbitration clauses or agreements to be effective.²

Commentary

These Model Rules are intended to address the concerns of commercial finance industry lenders (including finance companies and banks) as well as borrowers and other ‘debtors’ under Revised Article 9 of the Uniform Commercial Code, to create a faster, less expensive and informed process for deciding disputes relating solely to commercial lending and borrowing transactions. Concerns and comments of parties relating to use of arbitration to decide such disputes include: (a) a desire for the arbitrators to be knowledgeable in matters of commercial law and lending practices, consistent, of course, with the degree of

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² Some arbitration practitioners have commented that a default set of rules, such as the UNCITRAL arbitration rules, should be specified, so to provide a default in the event parties fail to specify the base rules. This draft intentionally avoids any predisposition toward any particular rules or ADR service provider, so to allow parties to make their own choice and to promote acceptance of a single set of supplementary rules. In the event that base rules are not specified by the parties, an arbitrator may be appointed, under the Federal Arbitration Act (Title 9, United States Code) or any applicable state arbitration act (such as the Revised Uniform Arbitration Act (2000)), and will determine the applicable procedure, in accordance with the parameters of such law.

impartiality required by arbitration law and rules; (b) a requirement that arbitration awards conform with principles of law governing these transactions and disputes (including the Uniform Commercial Code); (c) providing for a relatively fast right of appeal to an independent tribunal, limited solely to review of the law and application of law to the facts found by the initial panel; (d) limiting awards to compensatory damages, unless other awards or penalties are expressly specified in statutory law governing the dispute; (e) limiting unnecessary or abusive discovery, motion practice and dilatory methods to delay an award or enforcement; (f) allowing parties to effectively use provisional remedies until disputes are decided; and (g) permitting arbitration decisions in such transactions to be compiled and reported so to contribute to the development of commercial law and the law of commercial finance arbitration.

These Model Rules are not intended as a comprehensive statement of arbitration rules for the adjudication of a dispute. They are to be used with a set of “base” arbitration rules and an arbitration service provider selected by the parties. No attempt has been made to prefer one set of rules or service provider to some other – however, these Model Rules set the parameters and modify any base arbitration rules to provide the elements desired by the parties in a Commercial Finance Dispute. As with any arbitration scheme these Model Rules are the product of the agreement of the parties and may be modified – samples of a simple draft arbitration clause that allows changes (as well as to simply adopt the Model Rules in their entirety) are included at the end of these materials.

1.0 Definitions:

As used in these Model Supplementary Arbitration Rules, the following capitalized terms shall have the following meanings:

1.1 Arbitration Agreement: The arbitration clause or agreement of the parties providing for arbitration of a Commercial Finance Dispute pursuant to these Model Rules.

1.2 Arbitrator: The arbitrator or arbitration panel, if more than one arbitrator, selected to decide a Commercial Finance Dispute pursuant to these Model Rules.

Commentary

An arbitrator may be selected in a number of different ways. For example, (a) the parties may, in their arbitration agreement, select a particular person or persons to be the arbitrator or panel; (b) the arbitration agreement may provide a particular procedure for the appointment of arbitrators by each party or by an independent party; (c) the arbitration agreement may specify the application of ‘base’ commercial arbitration rules that have a procedure for the selection of arbitrators, or (d) if the arbitration agreement by the parties fails to provide a method for selecting an arbitrator the court (under the Federal Arbitration Act

(Title 9, United States Code) or under a state arbitration statute, such as the Uniform Arbitration Act (1955) or Revised Uniform Arbitration Act (2000)), will designate and appoint an arbitrator.

1.3 Article 9 of the Uniform Commercial Code: Revised Article 9 of the Uniform Commercial Code 1999 Official Text promulgated and approved by the National Conference of Commissioners of Uniform State Laws and the American Law Institute and the comments thereto, as adopted in the jurisdiction whose law is selected or determined to govern the particular issue.

1.4 Award: The final award issued by the Arbitrator in an arbitration proceeding under these Model Rules.

1.5 Base Rules: The commercial arbitration rules selected by the parties to govern the arbitration of disputes as set forth in the arbitration clause or other agreement providing for arbitration.³

1.6 Commercial Finance Dispute: Unless otherwise defined by the parties in the Arbitration Agreement, the term “Commercial Finance Dispute” shall mean any and all controversies or claims between or among the parties, whether arising in contract, tort or by statute, arising from or related to Loan Agreements and any conduct arising from or related to such Loan Agreements. The scope of the term “Commercial Finance Dispute” shall be interpreted broadly to include all controversies or claims between or among the parties relating to lending, borrowing, leasing or other financing transactions between or among them, or the negotiation or closing thereof, whether or not such loans, borrowing, leasing or other financing transactions or negotiations were consummated or completed before or after the date of such Arbitration Agreement; provided, however, that such transactions were permitted in or by the Loan Agreements or contemplated therein.

Commentary

The arbitration clauses and rules of some parties and providers, such as the Arbitration Rules for Commercial Financial Transactions promulgated by the American Arbitration Association (“AAA”) and its associated long-form draft arbitration clause, attempt to limit the kinds of transactions that may be the subject of arbitration. The effect of these clauses is to bind the borrower to arbitrate any claim for monetary relief against a lender while allowing the lender to pursue any and all remedies against a borrower or guarantor in any forum it chooses and requiring the parties to go to a court for specific performance or other non-monetary relief. It is no surprise that these provisions, in particular, and use of arbitration, in general, are often contested by borrowers and their counsel⁴. This clause provides a more ‘standard’ and even-handed approach to

³ See the comment relating to selection of base rules and the effect of failure to select base rules in footnote 2.

⁴ A question may also arise as to whether clauses that go too far are illusory and will not be given effect. *See, for example, Stevens/Leinweber/Sullens, Inc. v. Holm Development and Management, Inc.*, 165 Ariz. 25, 795 P.2d 1308

arbitration of these disputes – permitting arbitrators to hear and determine all disputes relating to the commercial finance agreements and to fashion relief accordingly.

1.7 Consumer Finance Dispute: Any controversies or claims between or among the parties wherein the financing transaction which is the subject of the dispute is: (a) providing financing to an individual for primarily for personal, family or household purposes; (b) a “consumer transaction” as defined in Article 9 of the Uniform Commercial Code; or (c) a “consumer-goods transaction” as that term is defined in Article 9 of the Uniform Commercial Code.

1.8 Loan Agreements: Unless otherwise limited by the parties in the Arbitration Agreement, the term Loan Agreements shall mean: (a) the loan or financing agreements between or among the parties that are the subject of the Arbitration Agreement; (b) any security agreements or documents relating thereto providing for any security for the payment or performance of an obligation, including, without limitation, guaranty agreements by or among parties to the Arbitration Agreement; and (c) any other documents related to any of the foregoing documents (including, but not limited to, any renewals, extensions or modifications of such agreements).

Commentary

The definition of Loan Agreements is broad enough to encompass any and all documents and other agreements evidencing the agreements or rights of the parties in arbitration relating to a commercial finance transaction. Loan Agreements might also include agreements with third parties (for example, investment security control agreements or escrow agreements) that are not parties to the arbitration – however, these model rules cannot alter the fact that the arbitration proceeding cannot bind one that is not a party to the arbitration agreement or that did not consent to participate in the arbitration proceeding. Therefore, although guaranty agreements by third parties may be considered “Loan Agreements” under this definition, third party guarantors cannot be bound by an arbitration award unless they have consented to arbitration, whether by an arbitration clause in the guaranty agreement or by a consent to arbitrate after a dispute has arisen.⁵

1.9 Model Rules: The supplementary arbitration rules set forth herein.

(1990), in which a unilateral right for one party to compel or to reconsider arbitration was held to be unenforceable for lack of mutuality – cases are split on the consideration argument used in this case, but it illustrates the reluctance of courts to enforce one-sided agreements.

⁵ See Section 11.0 of these Model Rules relating to consolidation of arbitration cases. Although one might expect that it would be most efficient to determine the rights of the obligors and guarantors in one arbitration proceeding, unless care is taken in the drafting of arbitration clauses in each of the loan documents this option might not be available.

1.10 Service Provider: The person or organization, or the authorized representative of an organization, selected by the parties in the Arbitration Agreement, whether directly or pursuant to the provisions of the Base Rules, to administer the arbitration proceeding using the Base Rules. In the event of the appointment of the Arbitrator by a court and if the parties have not specified a Service Provider, the Service Provider shall be the person or organization, if any, selected by the to court perform such functions, and, if none is selected the Arbitrator shall be the Service Provider.

1.11 Statement of Amount In Demand: The statement by a party of its good faith estimate of the monetary amount of any claim or counterclaim as required by Section 4.0 of these Model Rules.

2.0 Governing Rules:⁶

The parties to a Commercial Finance Dispute shall be deemed to have made these Model Rules a part of their arbitration agreement whenever they have specified in the Arbitration Agreement that these rules shall apply, in which case, unless otherwise specified in the Arbitration Agreement, these Model Rules shall apply in the form in effect at the time the arbitration is commenced. To the greatest extent possible these Model Rules shall be interpreted to be consistent with the Base Rules and in the event of any irreconcilable inconsistency between these Model Rules and the Base Rules the provisions of these Model Rules shall prevail.

3.0 Non-Applicability to Consumer Finance Disputes:

These Model Rules shall not apply to a Consumer Finance Dispute. If these Model Rules are specified in an Arbitration Agreement relating to any Consumer Finance Dispute the parties shall be deemed to have agreed to arbitration pursuant only to the Base Rules.

Commentary

These rules are only intended for the determination of commercial finance disputes. Consequently, customary provisions in consumer law arbitration rules have not been provided in these Model Rules and they should not be used to determine consumer disputes. These rules are made expressly inapplicable to, and will be void if included in arbitration agreements relating to, consumer transactions. Reference to ‘consumer transactions’ and ‘consumer goods transactions, as defined in Article 9 of the Uniform Commercial Code, are used to define “Consumer Finance Disputes” excepted from these Model Rules.

⁶ Arbitration rules adopted by reference in commercial contracts are as effective as if fully recited in the arbitration agreement. *P&P Indus., Inc. v. Sutter Corp.*, 179 F.3d 861 (10th Cir., 1999).

4.0 Commencement of Arbitration and Counterclaims – Statements of Amounts in Demand:

In the event that the Base Rules do not provide a corresponding requirement, any written notice by a party giving notice of a claim or a counterclaim, and any notice of any new or different claim or counterclaim, pursuant to the Base Rules shall include a statement of such party's good faith estimate of the monetary amount of such claim. The Statement of Amount in Demand by a party under these Model Rules shall not limit the amount or nature of the relief that may be granted by the Arbitrator, however the parties, the Service Provider and/or the Arbitrator may rely upon the Statements of Amount in Demand in determining the number of arbitrators and the applicability of the provisions in Section 5.0 of these Model Rules to 'opt-out' of arbitration. In the event the Arbitrator determines that the Statement of Amount in Demand by any party was incorrect, was not provided in good faith and caused increased costs to another party in the arbitration, the Arbitrator may include in its Award appropriate sanctions for such conduct as may be provided in the Base Rules.

Commentary

As an administrative matter, the parties are required to provide a good-faith estimate of their monetary claims. This is needed for the 'opt-out' option for de minimus claims and to allow the Service Provider to know whether a three-arbitrator panel might be required. The estimate of monetary claims does not constrain the amount that may be recovered by a party. Fee- and cost-shifting provisions have been included, however, to allow the arbitrator to compensate an injured party for increased costs if an incorrect estimate it finds it was provided in bad faith. Most arbitration service providers require similar disclosures for administrative purposes (and to set their fees) from all parties making an affirmative claim– in which case these estimates may be used for the purposes of this Section.

5.0 Small Matter “Opt-Out” of Arbitration:

Unless otherwise provided in the Arbitration Agreement, if the Statements of Amount in Demand sent by all parties requesting monetary relief show that no party is claiming in excess of one hundred thousand dollars (\$100,000.00) from any other party to the arbitration, any party to the arbitration may, by written notice sent within fourteen (14) days after the Statement of Amount in Demand by the last party filing a monetary claim is received by the Service Provider, terminate the Arbitration Agreement and proceed to court or with any other remedy or forum. The written notice of election to terminate the arbitration pursuant to this Section shall be sent to the Service Provider, if an Arbitrator has not yet been appointed and shall be sent to the Arbitrator and to the Service Provider if an arbitrator has been appointed. In the event that the written notice of termination is not sent within said fourteen (14) day period (time being of the essence with respect to such time limit), this option to terminate the arbitration proceeding shall lapse and terminate and the arbitration shall proceed pursuant to the Base Rules and these Model Rules. Notwithstanding a timely termination of the arbitration proceeding pursuant to this

Section 5.0, the fees and costs owing to the Service Provider, and the fees and costs owing to the Arbitrator accrued up to the date such notice of termination is received by the Service Provider and/or the Arbitrator, shall be due and payable by the parties notwithstanding such termination.

Commentary

There is a point where a de minimus claim should not require the time and expense of arbitration under these Model Rules – particularly in light of the increased requirements for Awards and appeal rights set forth herein. These Model Rules allow any party to ‘opt out’ of arbitration if the amount of the estimated claim of any party does not exceed \$100,000.00. Of course, this ‘opt out’ trigger can be adjusted, or the ‘opt-out’ eliminated entirely, in the arbitration agreement.

6.0 Qualifications of the Arbitrator(s):

The arbitrators acting as Arbitrator under the Base Rules and these Model Rules shall be impartial and independent and shall be subject to disqualification as provided in the Base Rules.⁷ Unless otherwise expressly set forth in the Arbitration Agreement, all arbitrators shall be neutral and party appointed arbitrators will not be permitted. The Arbitrator shall have demonstrated knowledge and experience in commercial finance transactions. In the event that a panel of more than one arbitrator is appointed, only the chairperson of the arbitration panel is required to have such demonstrated knowledge and experience in commercial finance transactions. An Arbitrator having the credential of Fellowship in the American College of Commercial Finance Lawyers or selection as a member of a roster of arbitrators with similar credentials prepared by the Service Provider shall be deemed to sufficiently demonstrate the knowledge and experience in commercial finance transactions to be an Arbitrator pursuant to these Model Rules.

Commentary

Specific qualifications or expertise requirements for arbitrators are not required under most arbitration rules unless incorporated into the arbitration agreement or agreed upon by all of the parties. The qualifications and knowledge of an arbitrator are particularly important in Commercial Finance Disputes and are a constantly mentioned concern of the finance industry. This provision requires an arbitrator (or a chair of a panel) with knowledge and experience in such transaction – consistent, of course, with the requirement that the arbitrators be impartial and independent. Fellows of the American College of Commercial Finance Lawyers and membership on rosters of arbitrators with similar

⁷ Awards may be vacated if they result from arbitrators that violate the ‘evident partiality’ standard of the Federal Arbitration Act (Title 9, U.S. Code §10) or §23 of the Revised Uniform Arbitration Act (2000). Arbitrators are required to disclose potential conflicts and much litigation has ensued over the level of disclosure required and degree of partiality to vacate an award. See, for example, *Commonwealth Coatings Corp. v. Continental Casualty Co.*, 393 U.S. 145, 85 S. Ct. 337, 21 L.Ed.2d 301 (1968) and the many resulting cases.

qualifications prepared by a service provider are deemed to have these credentials. For example, the American Arbitration Association has established a National Roster for Commercial Finance Disputes of qualified arbitrators for such disputes.

Some arbitration practitioners have suggested that the chairperson of an arbitration panel should be an attorney, and, if possible, an attorney admitted in the jurisdiction of the forum where the arbitration will be conducted. This draft does not require such a designation, particularly since the forum of the arbitration may not be apparent at the time that the arbitrators are selected. This issue has been left for discussion in the formulation of the final Model Rules.

7.0 Number of Arbitrators:

Unless otherwise provided in the Arbitration Agreement, all claims shall be determined by one (1) arbitrator; however, if the Statements of Amount in Demand indicate that the good faith estimate of the monetary amount of the claim of any party exceeds five million dollars (\$5,000,000.00) (or such other amount as may be specified by the parties in the Arbitration Agreement), upon the written request of any party received by the Service Provider prior to the appointment of an Arbitrator, the Commercial Finance Dispute shall be determined by a panel of three (3) neutral arbitrators.

Commentary

These model rules adopt a threshold standard of \$5 million before the expense of three (3) arbitrators is required and selection of three arbitrators must be requested by one of the parties. This limit was selected to avoid burdening relatively small cases with additional costs. Of course, these limits can be modified in specific arbitration proceedings by agreement of the parties or, in advance for specific transactions, in the Arbitration Agreement.

8.0 Power of Arbitrators to Determine Jurisdiction:

In addition to any authority of the Arbitrator under the Base Rules, the Arbitrator shall have the power to rule on all issues, claims, defenses, questions of conflicts of law, questions of arbitrability and objections relating to the existence, scope and validity of the Loan Agreements, contract, transaction or relationship of the parties to the arbitration. Without limiting the foregoing, the Arbitrator shall have the power to rule on all issues, questions of arbitrability and proper parties to the arbitration proceeding, including, without limitation, objections relating to jurisdiction, unconscionability, contract law and enforceability of the Arbitration Agreement.⁸ The Arbitrator may rule on such matters either as preliminary matter or in the final Award.

⁸ If a challenge is brought to the enforceability of an agreement of which an arbitration clause is a part, as opposed to a challenge specifically to the arbitration clause itself, the enforceability issue is for the arbitrator to decide. *Prima Paint Corp. v. Flood & Conklin Mfg. Co.*, 388 U.S. 315 (1967) (under the Federal Arbitration Act – and

9.0 Conformity to Law:

9.1 Required Application of Substantive Law: The Arbitrator shall follow and apply the applicable substantive law to the facts that it shall find and may grant any legal, equitable or other remedy or relief provided by law in deciding a Commercial Finance Dispute.

Commentary

A number of arbitration rules, such those of the AAA and JAMS, only require the arbitrator to grant relief that the arbitrator deems 'just and equitable'. In Commercial Financial Disputes, however, most disputes are governed by an extensive and well-litigated code (generally the Uniform Commercial Code) on which lenders and borrowers have relied in entering into their transaction. To avoid upsetting the expectations of the parties and to give effect to the expectations of the parties that the Loan Agreements will be interpreted and enforced as they anticipated when they negotiated and entered into them, these Model Rules require the Arbitrator to follow and apply the applicable substantive law to determine the Commercial Finance Dispute and a right of appeal for matters of substantive law has been provided in Section 17.0.

9.2 Effect of Statutes of Limitations: The Arbitrator shall give effect to statutes of limitation in determining any Commercial Finance Dispute and may dismiss the arbitration proceeding on the basis that the Commercial Finance Dispute is barred. For purposes of determining the application of any statute of limitations, the receipt of the written notice of an arbitration claim by the Service Provider shall be the equivalent of the commencement of an action or proceeding in court. Notwithstanding the foregoing sentence, in the event of any earlier commencement of an action or proceeding in a court of competent jurisdiction on such Commercial Finance Dispute prior to an order of such court to proceed with the arbitration of the Commercial Finance Dispute, the date of commencement of such earlier action or proceeding shall be used in such arbitration to determine any statute of limitations issue.

9.3 Conformity to Privilege Rules: Although the Base Rules may not require strict conformity to the rules of evidence, the Arbitrator shall apply applicable law relating to privileges and work product.

incorporated into §6 of the Revised Uniform Arbitration Act (2000). The court, however, must decide challenges to the arbitration clause itself of whether or not the particular controversy is subject to an arbitration clause. §6 Revised Uniform Arbitration Act (2000).

10.0 Provisional and Self-Help Remedies:⁹

10.1 Self-Help and Interim Remedies Generally Permitted: Unless otherwise expressly provided in the Arbitration Agreement, stayed by the Arbitrator pursuant to these Model Rules or enjoined by a court, any party to the arbitration of a Commercial Finance Dispute under these Model Rules may, at any time or from time to time: (a) exercise self-help remedies, if permitted by applicable law, including, but not limited to, setoff, or recoupment, repossession or collection of collateral or the protection and preservation or liquidation and realization of collateral; (b) exercise any judicial or power of sale rights to realize upon any collateral; and (c) institute any maintain an action for judicial relief in a court of law to obtain an interim remedy (such as, but not limited to, injunctive relief, writ of possession, attachment, appointment of a receiver or other provisional or supplementary remedies) prior to the issuance of an Award by the Arbitrator. The institution or maintenance of an action for judicial relief, or other pursuit of the self-help or interim remedies as provided herein, shall not constitute a waiver of the right or obligation of the plaintiff seeking such remedies, or of any other party, to submit the Commercial Finance Dispute to arbitration pursuant to the Arbitration Agreement. The result of any such self-help or interim remedy or the application of any proceeds from such remedy may be considered by the Arbitrator in its Award.

10.2 Arbitrator Stay of Self-Help or Interim Remedies: Upon the written request of any party to the arbitration proceeding, the Arbitrator shall have the power, in its discretion, to require a party to the arbitration proceeding to stay or desist from proceeding with any self-help or interim remedy or exercise of rights otherwise permitted pursuant to Section 10.1 of these Model Rules. The Arbitrator shall issue a written interim award or order to effect such a requirement, stating the reasons for such interim award or order and may require a bond or other security, as the Arbitrator may deem appropriate, as a condition for any such award or order.

10.3 Determination by Arbitrator of Provisional Remedy: Unless otherwise provided in the Arbitration Agreement, the Arbitrator may, upon the written request of a party to the arbitration, take whatever interim measures and grant whatever interim or provisional remedy, including requiring a bond or other security, as the Arbitrator may deem appropriate; provided that such interim measures are permitted under the Base Rules and under the law governing the arbitration proceeding and, if different, the jurisdiction where the provisional remedy would be implemented.

11.0 Consolidation of Arbitration Cases:

Unless otherwise provided in the Arbitration Agreement, arbitration proceedings may not be consolidated unless they relate to the same commercial finance transaction that is the subject

⁹ Courts are divided over whether a provisional remedy such as an injunction may issue under the Federal Arbitration Act. Section 8 of the Revised Uniform Arbitration Act (2000) specifically permits the court or the arbitrator to issue such interim remedies.

of the Commercial Finance Dispute and if, in the opinion of the Arbitrator, resolution of the common elements will result in a more efficient disposition of the issues and claims.¹⁰

12.0 Punitive Damages:

Unless otherwise expressly provided in the Arbitration Agreement, the Arbitrator may award punitive damages or other exemplary relief only if such an award is expressly authorized by statute for a civil action in court involving the same claims and facts and if the facts found by the Arbitrator justify the award under the substantive law applicable to the Commercial Finance Dispute.

Commentary

Some arbitration rules, such as the AAA Commercial Financial Disputes Arbitration Rules, attempt to restrict the ability of the arbitrator to award punitive or exemplary damages. Although the United States Supreme Court has permitted the arbitration of antitrust and RICO cases notwithstanding a limitation on punitive damages, the court took a ‘wait and see’ attitude to determine whether or not arbitration would impermissibly impair the rights of the parties in particular cases.¹¹ In addition, provisions of the Uniform Commercial Code, which will govern most Commercial Finance Disputes, expressly authorize the awarding of statutory fines, penalties or damages in commercial cases under particular circumstances¹². The lesson is to avoid the issue by allowing the arbitrator to grant relief expressly permitted by statute.

13.0 No Class Actions:

Unless otherwise expressly stated in the Arbitration Agreement, the parties, by selecting these Model Rules, are deemed to have agreed that any arbitration pursuant to these Model Rules shall take place on an individual basis between and among the parties and without resort to any form of class or representative action. The provisions of this Section 13.0 may not be limited or abrogated by the Arbitrator. The parties, by selecting these Model Rules, acknowledge and agree that the provisions of this Section 13.0 are a material inducement to the parties to select

¹⁰ Permitted under §10 of the Revised Uniform Arbitration Act (2000).

¹¹ See, for example, *Shearson/American Express, Inc. v. McMahon*, 482 U.S. 220, 107 S. Ct. 2332, 96 L.Ed.2d 185 (1987) (RICO claim and claim under §10b of Securities Act may be arbitrated), *Pacificare Health Systems, Inc. v. Book*, 538 U.S. 401, 123 S. Ct. 1531, 155 L.Ed.2d 578 (2003) (allowing RICO case to be arbitrated despite argument that arbitration clause limited award of treble damages) and *Mitsubishi Motors Corp. v. Soler Chrysler-Plymouth, Inc.*, 473 U.S. 614 105 S. Ct. 3346, 87 L.Ed.2d 444 (1985) (arbitration permitted of case under antitrust laws).

¹² See, for example, UCC §9-625 (permitting award of consequential damages resulting from inability to obtain financing as the result of secured party’s misconduct and imposing a statutory fines of \$500 for secured party’s failure to take certain actions).

these Model Rules and that, if the provisions of this Section 13.0 are held to be ineffective for any Commercial Financial Dispute, the arbitration proceeding relating to said Commercial Finance Dispute shall be dismissed and any class action in a Commercial Financial Dispute shall be litigated in a court of competent jurisdiction and not by arbitration.

14.0 Effect of Mediation:

Notwithstanding the exercise of any right of negotiation or mediation pursuant to the Base Rules, the Loan Documents or the Arbitration Agreement, unless otherwise expressly stated in the Arbitration Agreement, any party to a Commercial Finance Dispute may commence an arbitration proceeding pursuant to the Base Rules and these Model Rules at any time, regardless of whether or not said negotiation or mediation has been completed or terminated, and completion or termination of said negotiations or mediation shall not be a condition precedent to the commencement of an arbitration proceeding under the Base Rules and these Model Rules.

15.0 Award Requirements:

15.1 Statement of Facts and Conclusions of Law Required: The Award by the Arbitrator shall include a written statement of the findings of material and relevant facts found by the Arbitrator and a statement of the application of the applicable substantive law to said facts that support the Award.

Commentary

Unless required by an arbitration agreement, reasoned awards are generally not required in arbitration matters. To permit an effective appeal of matters of law allowed under these Model Rules in Section 17.0, however, the Award should include a statement of the facts found by the arbitrator and the application of the applicable substantive law to the facts found. No appeal is permitted within the arbitration proceeding for matters of fact determined by the arbitrator, however to correct any error that the appeal panel may find in the arbitrator's interpretation or application of the substantive law an appeal panel will have to know what those facts are, so to apply the correct law to the facts of the dispute found by the arbitrator.

15.2 Timing of Award: Unless otherwise agreed by all of the parties to the arbitration proceeding or specified by law, the Arbitrator shall make the award promptly, except in unusual or complex cases no later than thirty (30) days after the arbitration hearing is closed, subject to any provisions in the Base Rules for reopening and reclosing of hearings.

15.3 Power of Arbitrators in Award: Notwithstanding anything to the contrary set forth in the Base Rules, except as may be expressly set forth in the Arbitration Agreement or in these Model Rules, the Arbitrator may grant any remedy or relief that the Arbitrator finds is in

accordance with the applicable substantive law governing the Commercial Finance Dispute, including, without limitation, damages, injunctive relief and specific performance. The Arbitrator may also award and apportion fees, expenses and compensation related to the Award and attorney's fees and costs as provided in the Base Rules, the Loan Documents, the Arbitration Agreement and under the applicable substantive law governing the Commercial Finance Dispute.

Commentary

Some arbitration rules, such as the AAA Commercial Financial Disputes Arbitration Rules, attempt to restrict the ability of the arbitrator to award specific performance or injunctive relief. However, provisions of the Uniform Commercial Code, which will govern many Commercial Finance Disputes, expressly authorize the awarding of specific performance and injunctive relief in commercial cases under particular circumstances¹³.

16.0 Confidentiality of Awards:

Unless otherwise expressly stated in the Arbitration Agreement or otherwise agreed by all parties to the arbitration proceeding, Awards are not confidential and may be disclosed by any party. The Service Provider may publish or distribute written Awards under these Model Rules or may provide copies of such Awards to publishers of case decisions for publication.

Commentary

Some arbitration rules provide that arbitration proceedings and awards are confidential and may not be disclosed by the parties, the service provider or the arbitrator unless necessary for enforcement of the award or if disclosure is required by law. This provision makes clear that, in the absence of an agreement to the contrary by the parties, arbitration awards shall not be confidential and shall be available to be published in case reporters. Publication of the reasoned awards required pursuant to these Model Rules will assist in the development of commercial law and is customary for commercial disputes. Of course, the parties are free to restore confidentiality in particular transactions by including confidentiality provisions in the arbitration agreement.

¹³ See, for example, UCC §2A-507A (specific performance permitted for delivery of unique leased goods or 'in other proper circumstances'); UCC §5-111(a) (allowing specific performance against an issuer of a letter of credit for a non-monetary obligation); UCC §9-601(a)(1) (permitting a secured party to obtain a judgment or enforce the security agreement by "any available judicial procedure"); UCC §9-625(a) (permitting an order to order or restrain collection, enforcement or disposition of collateral in event of secured party's misconduct) and UCC §9-627(c) (making approval of collection, enforcement, disposition or acceptance of collateral in judicial proceeding commercially reasonable).

17.0 Appeal of Legal Matters:¹⁴

Unless expressly excluded in the Arbitration Agreement, the following appeal provisions shall be applicable to Awards rendered pursuant to these Model Rules:

17.1 Stay of Enforcement and Appeal; Appeal Deadline: A final Award by an Arbitrator pursuant to these Model Rules may not be enforced by any party to the arbitration proceeding until the expiration of fifteen (15) days after the Award has been sent to the parties; provided that if said expiration date falls on a weekend or holiday that is not a business day of the Service Provider, the deadline date shall be extended to the end of the next following business day of the Service Provider (the “**Appeal Deadline**”). If, prior to the Appeal Deadline, the Service Provider receives a notice of appeal satisfying the requirements of Section 17.2 the Service Provider shall notify the other parties and the Arbitrator of such appeal and the Award shall no longer be considered final for purposes of judicial enforcement or modification under the Base Rules.

17.2 Notice of Appeal and Cross-Appeal: Any party to an arbitration proceeding under these Model Rules may appeal a final Award provided that the party delivers a written notice of appeal to the Service Provider prior to the Appeal Deadline, which notice of appeal shall specify: (a) those matters of applicable substantive law that the appellant claims are in error, with a brief statement of the basis for the appeal of such matters; and/or (b) those matters regarding the application of applicable substantive law to the facts found by the Arbitrator that the appellant claims are in error, with a brief statement of the appeal of such matters. Upon receipt of a timely notice of appeal pursuant to this Section 17.2 the Service Provider shall notify, and shall provide a copy of such notice of appeal to, the Arbitrator and the other parties to the arbitration. Within seven (7) days after the Service Provider sends the notice to the parties of the appeal, any other parties to the arbitration proceeding may deliver a notice of cross-appeal to the Service Provider, which notice of cross-appeal shall specify (a) those matters of applicable substantive law that the cross-appellant claims are in error, with a brief statement of the basis for the appeal of such matters; and/or (b) those matters regarding the application of applicable substantive law to the facts found by the Arbitrator that the cross-appellant claims are in error, with a brief statement of the appeal of such matters. Upon receipt of a timely notice of cross-appeal pursuant to this Section 17.2 the Service Provider shall notify, and shall provide a copy of such notice of cross-appeal to, the Arbitrator and the other parties to the arbitration. In the event that any notice of appeal or notice of cross-appeal is not received by the Service Provider strictly within the time limits required by Section 17.1 or this Section 17.2, or does not satisfy the minimum requirements for a notice of appeal or a notice of cross-appeal pursuant to this Section 17.2, the Service Provider may reject said appeal or cross-appeal, shall notify the party filing said notice, the other parties and the Arbitrator of the rejection and the Award or appeal thereof shall proceed as if said appeal or cross-appeal had not been filed.

¹⁴ The question of whether parties may contract for expanded judicial review or modify the standards for judicial review under the Federal Arbitration Act is now under consideration by the Supreme Court and a decision is expected shortly. See *Hall Street Associates, LLC v. Mattel, Inc.*, nos. 05-35721, 05-35906, 2006 WL 2193411 (9th Cir., 2006) *cert. granted*, 127 S. Ct. 2875 (2007). These Model Rules create a limited right of appeal within the arbitration forum and before an Award becomes final – therefore, this anticipated Supreme Court decision should not affect the appeal rights in these Model Rules.

17.3 Appeal Panel and Procedure: The appeal panel shall consist of three (3) arbitrators, all of whom shall be impartial, independent and shall have the demonstrated knowledge and experience in commercial finance transactions required of a single arbitrator or the chairperson of the arbitration panel under Section 6.0 of these Model Rules. The Service Provider shall consult with the parties on recommendations for appointments to the appeal panel. If the parties to the arbitration proceeding do not agree as to the selection of the members of the appeal panel within seven (7) days after the Service Provider provides a list of candidates, the Service Provider shall appoint the appeal panel and shall notify the parties of the candidates selected and identify the chairperson of the appeal panel. The chairperson of the appeal panel shall set, and shall notify the parties of, a briefing schedule and of page and format limitations for briefs and other submissions applicable to the appeal. The appeal panel may conduct oral argument if requested by all of the parties to the arbitration or if the appeal panel determines that oral arguments would be helpful in complex or unusual cases and shall notify the parties of the date, time and place that such oral argument will be held.

17.4 Standards for Review on Appeal: The record on appeal shall consist only of the Award and any exhibits that had been entered into the record by the Arbitrator. The sole standard for review is to determine whether the Arbitrator in its Award either: (a) made a material error in the substantive law applicable to the Commercial Financial Dispute or in determining the Award, which error resulted in a adverse decision to the party taking the appeal or cross-appeal; or (b) made a material error in the application of the applicable substantive law to the facts as found by the Arbitrator, which error resulted in a adverse decision to the party taking the appeal or cross-appeal. No evidence will be taken or considered by the appeal panel and the facts as found by the Arbitrator shall be deemed to be correct on appeal.

17.5 Final Award on Appeal – Affirmed or Modified Award: The appeal panel may affirm, vacate or modify an Award and shall, except in complex or unusual cases, render its decision within thirty (30) days after the later of the receipt of the final briefs by the parties or the conclusion of oral argument. Unless otherwise agreed by all of the parties, the appeal panel shall issue a brief written decision. The appeal panel will make its decision by majority vote and the Service Provider will send a copy of the appeal panel decision to the parties. In the event that the appeal panel affirms the Award, the Award shall be final for purposes of enforcement or judicial review. In the event that the appeal panel modifies an Award to correct errors of applicable substantive law and the application of applicable substantive law to the facts found by the Arbitrator, the appeal panel shall issue a revised Award in the form required of the Arbitrator in Section 15.1 of these Model Rules, with the statement of material and relevant facts being those found by the Arbitrator and a corrected statement of the applicable substantive law and the application of the applicable substantive law to said facts as determined by the appeal panel.

17.6 Vacating of Award; Additional Proceedings: In the event that the appeal panel finds that additional facts are required to be found to determine a Commercial Financial Dispute as the result of it finding a material error by the Arbitrator in applicable substantive law, the appeal panel shall vacate the Award. If the appeal panel vacates an Award the Commercial Financial Dispute will usually not be remanded to the original Arbitrator, a new Arbitrator shall be appointed and a new arbitration proceeding will be commenced pursuant to the Base Rules

and these Model Rules. If agreed upon by all of the parties to the arbitration proceeding, in a further arbitration proceeding subsequent to an appeal panel vacating an Award: (a) the facts to be found by an Arbitrator in the subsequent arbitration proceeding may be limited to the additional facts required to determine the Commercial Finance Dispute pursuant to the applicable substantive law found by the appeal panel – in which case, the facts found by the original Arbitrator shall be assumed to be correct in the subsequent arbitration and the new Arbitrator shall conduct the arbitration and issue an Award pursuant to the Base Rules and these Model Rules; (b) the parties may agree that the original Arbitrator shall conduct the subsequent arbitration, and (c) an Award on such subsequent arbitration shall be subject to appeal pursuant to these Model Rules.

17.6 Costs of Appeal: Unless otherwise provided in the Arbitration Agreement, the costs of any appeal shall be established and paid by the parties as set forth in the Base Rules. In the event that neither the Arbitration Agreement nor the Base Rules provide a rule for payment of the costs for an appeal the costs of the appeal, including, without limitation, the fees and costs of the Service Provider and the members of the appeal panel, shall be divided equally and paid by the appellant and any cross-appellants.

**SAMPLE ARBITRATION CLAUSES
USING MODEL SUPPLEMENTARY ARBITRATION RULES
FOR COMMERCIAL FINANCE TRANSACTIONS**

The following sample provisions are provided for illustration of the use of the Model Rules. These provisions are intended as a part of other agreements including identification of the parties, substantive governing law and other provisions not included in the following provisions. Two forms are shown. The first adopting all of the default settings in the Model Rules and the other providing a simple form to vary some of the Model Rules parameters while leaving its overall structure intact. Of course, these clauses are provided only for illustration and should not be used without advice of counsel knowledgeable in the law of the jurisdiction governing these arbitration agreements and their effect – for example, waivers of jury trial in some jurisdiction may have to, or should, be separately stated and be conspicuous and the selection of governing law for the arbitration proceeding may not be effective relating to the particular transaction.

Sample Form 1: Simple adoption of Model Rules

The parties agree that controversies or claims between or among the parties relating to this agreement or documents related thereto or contemplated therein, or the conduct of the parties with respect to transaction contemplated therein, shall be determined by arbitration administered by _____ [*specify the name of the administering agency, to be the “Service Provider” under the Model Rules*] pursuant to the _____ [*specify arbitration rules to be the “Base Rules” under the Model Rules*]¹⁵ and the Model Supplementary Arbitration Rules For Commercial Finance Transactions available from the Business Law Section of the American Bar Association at <http://www.abanet.org/dch/committee.cfm?com=CL190021&edit=0>.¹⁶ Judgment upon the award rendered by the arbitrator(s) may be entered in any court having jurisdiction thereof. The arbitration shall be conducted in the English language in _____ [*specify location if desired, otherwise the Base Rules control*].

Sample Form 2: Adoption and Modification of Parameters of Model Rules.

The parties agree that controversies or claims between or among the parties relating to this agreement or documents related thereto or contemplated therein, or the conduct of the parties with respect to transaction contemplated therein, shall be determined by arbitration administered

¹⁵ Examples include, (a) the American Arbitration Association pursuant to its Commercial Arbitration Rules (including the Optional Rules for Emergency Measures of Protection); (b) the American Arbitration Association pursuant to its Commercial Financial Disputes Arbitration Rules; (c) the National Arbitration Forum pursuant to its Code of Procedure; (c) JAMS pursuant to its Comprehensive Arbitration Rules and Procedures; or (d) UNCITRAL Arbitration Rules with the American Arbitration Rules as the appointing authority.

¹⁶ Reference to where the final Model Rules will be published will be added and corrected as the form is completed for use.

by _____ [*specify the name of the administering agency, to be the “Service Provider” under the Model Rules*] pursuant to the _____ [*specify arbitration rules to be the “Base Rules” under the Model Rules*]¹⁷ (the “Base Rules”) and the Model Supplementary Arbitration Rules For Commercial Finance Transactions (the “Model Rules”) available from the Business Law Section of the American Bar Association at <http://www.abanet.org/dch/committee.cfm?com=CL190021&edit=0>.¹⁸ Judgment upon the award rendered by the arbitrator(s) may be entered in any court having jurisdiction thereof. The arbitration shall be conducted in the English language in _____ [*specify location if desired, otherwise the Base Rules control*].

Notwithstanding, any inconsistent provisions of the Model Rules and the Base Rules, the parties agree to the following revisions to the Model Rules: [*Select and modify any of the following clauses as desired*]

- **Limitation on Commercial Finance Disputes Subject to Arbitration:** The term “Commercial Finance Disputes” as used in the Model Rules shall be limited to the following: [*insert desired limitation – however, note issues of unconscionability, overreaching and question whether the arbitration fails to provide a sufficient remedy.*]
- **Optional Identification of Loan Agreements** The term “Loan Agreements” shall mean, without limitation, the following: [*insert description of loan documents, if desired -- note that the arbitration clause will only be effective for parties that are executing the arbitration agreement, so mere identification of a document in the arbitration agreement will not bind a party that did not sign the arbitration agreement.*]
- **Small Matter “Opt Out” of Arbitration:** Notwithstanding the provisions of Section 5.0 of the Model Rules, [the dollar amount set forth in Section 5.0 of the Model Rules shall be \$_____ (*insert amount for limit on de-minimus ‘opt-out’ of arbitration, if different from \$100,000*)] or [the parties may not terminate the arbitration agreement pursuant to Section 5.0 of the Model Rules.]
- **Number of Arbitrators:** Notwithstanding the provisions of Section 7.0 of the Model Rules, [all claims shall be determined by _____ () arbitrator(s)] or [if the Statements of Amount in Demand indicate that the good faith estimate of the monetary amount of the claim of any party exceeds _____ dollars (\$ _____), upon the written request of any party received by the Service Provider before the appointment of an Arbitrator, the Commercial Finance Dispute shall be determined by a panel of three (3) arbitrators].
- **Restriction on Provisional and Self-Help Remedies:** Notwithstanding the provisions of Section 10.0 of the Model Rules, the parties may not exercise any self-help remedies or any judicial or power of sale rights or institute and maintain any action to obtain an interim remedy relating to the Commercial Finance Dispute prior to the issuance of an Award by the Arbitrator.

¹⁷ See, for example, the suggestions in footnote 15.

¹⁸ See the comment in footnote 16.

- **Restriction on Consolidation of Arbitration of Cases:** Notwithstanding the provisions of Section 11.0 of the Model Rules, the parties agree that no arbitration pursuant to this agreement shall be consolidated with any other arbitration proceeding for any reason without the consent of all parties thereto.
- **No Punitive Damages:** Notwithstanding the provisions of Section 13.0 of the Model Rules, the Arbitrator shall not have the authority to award punitive or exemplary damages, whether or not provided by statute, in addition to compensatory damages and each party hereby irrevocably waives any right to recover any such damages with respect to any Commercial Finance Dispute determined by arbitration.
- **Confidentiality of Award:** Notwithstanding the provisions of Section 16.0 of the Model Rules, any Awards and Exhibits and evidence in the arbitration proceedings shall be confidential unless all parties agree or disclosure is required to enforce, or for judicial review of, an Award or disclosure is otherwise required by law.
- **No Right of Appeal:** Notwithstanding the provisions of Section 17.0 of the Model Rules, there shall be no right of appeal from an Award pursuant to Section 17.0 of the Model Rules and the parties may enforce, or seek judicial review of, an Award immediately upon issuance of the final Award by the Arbitrator.

Unless otherwise defined in this agreement, capitalized terms used in this section of this agreement shall have the meanings ascribed to them in the Model Rules.