

Table of Contents

CHAPTER 1. THE U.N. CONVENTION ON CONTRACTS FOR THE INTERNATIONAL SALE OF GOODS

§ 1:1	History and background
§ 1:2	—Sensitive and controversial issues addressed by the Convention on Contracts for the International Sale of Goods
§ 1:3	—Conflicting positions between common-law and civil-law countries
§ 1:4	—Other problems in drafting the Convention on Contracts for the International Sale of Goods
§ 1:5	Analysis of the Convention on Contracts for the International Sale of Goods and comparison to the Uniform Commercial Code—Introduction to the Convention on Contracts for the International Sale of Goods
§ 1:6	— —International character of the transaction
§ 1:7	— — —Place of business
§ 1:8	— — —Rules of private international law
§ 1:9	— — —Interpretation to promote good faith
§ 1:10	— —“Gap-filling” nature of the Convention
§ 1:11	— —Sale of goods requirement—Treatment of mixed goods/services contracts
§ 1:12	— — —Contracts not for “goods”
§ 1:13	— —Excluded issues
§ 1:14	— — —Validity
§ 1:15	— — —Property and third-party claims
§ 1:16	— — —Personal injury and products liability
§ 1:17	— —Opting out
§ 1:18	—The requirement of a “writing”
§ 1:19	—Contract formation—Offer and acceptance
§ 1:20	— —Additional material and immaterial terms
§ 1:21	— —Price
§ 1:22	— —Conclusion of the contract
§ 1:23	—Interpretation of contracts
§ 1:24	— —Course of dealing
§ 1:25	— —Usage of trade
§ 1:26	—Revocation of acceptance
§ 1:27	—Modification and termination
§ 1:28	—Performance issues
§ 1:29	— —Basic concepts
§ 1:30	— —Obligations of the seller and remedies for breach of contract
§ 1:31	— — —Delivery of the goods and handing over of the documents
§ 1:32	— — —Conformity of the goods and third-party claims
§ 1:33	— — — —Notice
§ 1:34	— — — —Warranties
§ 1:35	— — —Remedies for breach of contract by seller
§ 1:36	— —Obligations of the buyer and remedies for breach of contract
§ 1:37	— — —Payment of the price
§ 1:38	— — —Taking delivery
§ 1:39	— — —Remedies for breach of the contract by the buyer
§ 1:40	— — — —Specific performance remedies
§ 1:41	— — — —Limitations on specific performance
§ 1:42	— — — —Article 28 and the right to specific performance
§ 1:43	— — — —Other CISG remedies which differ from the UCC

- § 1:44 — — —Risk of loss
- § 1:45 — — —Anticipatory breach, damages, and avoidance
- § 1:46 —Interest
- § 1:47 —Procedural requirements
- § 1:48 Decision tree

CHAPTER 2. COMPARISON TABLE OF CISG AND UCC PROVISIONS

- § 2:1 Comparison table of CISG and UCC provisions

CHAPTER 3. UCC/CISG CASE COMPARISONS ON MIXED GOODS AND SERVICES CONTRACTS: A COMPARISON OF CISG ARTICLE 3 WITH U.C.C. ARTICLE 2

- § 3:1 Overview
- § 3:2 Introduction
- § 3:3 Case comparisons

CHAPTER 4. UCC/CISG CASE COMPARISONS ON COURSE OF DEALING AND USAGE OF TRADE: A COMPARISON OF CISG ARTICLES 8 AND 9 WITH U.C.C. § 1-205

- § 4:1 Overview
- § 4:2 Introduction
- § 4:3 Case comparisons—Course of dealing
- § 4:4 —Usage of trade

CHAPTER 5. UCC/CISG CASE COMPARISONS ON MODIFICATION: A COMPARISON OF CISG ARTICLE 29 WITH U.C.C. § 2-209

- § 5:1 Overview
- § 5:2 Introduction
- § 5:3 Case comparisons

CHAPTER 6. UCC/CISG CASE COMPARISONS ON WARRANTIES: A COMPARISON OF CISG ARTICLE 35 WITH U.C.C. §§ 2-313 THROUGH 2-316

- § 6:1 Overview
- § 6:2 Introduction
- § 6:3 Case comparisons—Warranty by description—Warranty created by catalog description
- § 6:4 — —Express warranty created by description in advertisement and by affirmation of seller's representative
- § 6:5 — —Custom-Made goods
- § 6:6 — —Sales talk did not create express warranty
- § 6:7 —Implied warranties
- § 6:9 — —Warranties when buyers examine samples
- § 6:10 — —Warranties from a manufacturer when you buy from a catalog that includes warranty information
- § 6:11 —Assignment of warranties

CHAPTER 7. UCC/CISG CASE COMPARISONS ON THE RIGHT TO CURE: A COMPARISON OF CISG ARTICLES 37 AND 48 WITH U.C.C. § 2-508

- § 7:1 Overview

TABLE OF CONTENTS

- § 7:2 Introduction
- § 7:3 Case comparisons—UCC cases that would relate to Article 37
- § 7:4 —UCC cases that would relate to Article 48

CHAPTER 8. UCC/CISG CASE COMPARISONS ON NOTICE REQUIREMENTS: A COMPARISON OF CISG ARTICLES 38 AND 39 WITH U.C.C. § 2-607(3)

- § 8:1 Overview
- § 8:2 Introduction
- § 8:3 Case comparisons

CHAPTER 9. UCC/CISG CASE COMPARISONS ON RISK OF LOSS: A COMPARISON OF CISG ARTICLES 66 THROUGH 70 WITH U.C.C. §§ 2-509, 2-510, 2-319 THROUGH 2-324

- § 9:1 Overview
- § 9:2 Introduction
- § 9:3 Case comparisons—UCC cases that would relate to Article 66—Risk of loss passed with delivery of goods to buyer
- § 9:4 — —Burden of proof of nonconforming or defective status of goods is on buyer
- § 9:5 —UCC cases that would relate to Article 67—Risk of loss remains with seller for goods damaged in transit
- § 9:6 — —Risk will fall on buyer if contract is silent on risk of loss during shipment
- § 9:7 — —Delivery to common carrier may not take place when goods are put in common carrier's trailer
- § 9:8 — —Undertaking to deliver goods to the buyer implies an obligation to assume the risk of loss until delivery occurs
- § 9:9 —UCC cases that would relate to Article 69
- § 9:10 — —Risk of loss stays with seller when seller fails to tender delivery
- § 9:11 — —Nonconforming goods rejected by buyer
- § 9:12 — —Nonconforming goods returned to seller
- § 9:13 — —Risk of loss passes to buyer when goods are made available and buyer fails to pick up
- § 9:14 —UCC cases that would relate to Article 70

CHAPTER 10. UCC/CISG CASE COMPARISONS ON ANTICIPATORY BREACH AND ADEQUATE ASSURANCES OF PERFORMANCE: A COMPARISON OF ARTICLES 71 AND 72 WITH U.C.C. §§ 2-609 THROUGH 2-611 AND 2-705

- § 10:1 Overview
- § 10:2 Introduction
- § 10:3 Case comparisons—UCC cases that would relate to Article 71—Grounds for insecurity must be reasonable
- § 10:4 — —Buyer's bad credit is a reason to ask for assurances
- § 10:5 — —Refusal to give assurances may end the contract
- § 10:6 — —Right to stop delivery
- § 10:7 — —Demands for assurances should be in writing
- § 10:8 —UCC cases that would relate to Article 72—Buyer may wait a commercially reasonable amount of time for performance following seller's anticipatory repudiation
- § 10:9 — —Adequate assurance must be preceded by reasonable notice
- § 10:10 — —Oral notification can constitute anticipatory repudiation

CHAPTER 11. *[Reserved]*

CHAPTER 12. UCC/CISG CASE COMPARISONS ON PRESERVATION OF GOODS: A COMPARISON OF CISG ARTICLES 85 THROUGH 88 WITH U.C.C. §§ 2-602 THROUGH 2-604

- § 12:1 Overview
- § 12:2 Introduction
- § 12:3 Case comparisons—UCC cases that would relate to Article 85—When goods are made available and buyer fails to pick up, seller does not have duty to preserve once risk of loss has passed
- § 12:4 —UCC cases that would relate to Article 86—Buyer is not liable for losses due to seller's refusal to accept rightfully rejected goods
- § 12:5 — —Buyer may sell nonconforming goods and does not have to return them
- § 12:6 — —Buyer that rejected and returned nonconforming goods without getting refund could not claim security interest in goods when seller went bankrupt
- § 12:7 — —Buyer who has properly stored nonconforming goods with third party may not be liable for risk of loss
- § 12:8 —UCC cases that would relate to Article 88—Buyer is not required to resell rightfully rejected goods that seller refuses to accept
- § 12:9 — —Buyer may discard nonconforming goods and recover cost of hauling

CHAPTER 13. CONTRACT PLANNING AND LITIGATION STRATEGIES UNDER THE U.N. SALES CONVENTION AND THE UNIDROIT PRINCIPLES

- § 13:1 Overview
- § 13:2 Basic information
- § 13:3 —United Nations Sales Convention
- § 13:4 —International Institute for the Unification of Private Law Principles
- § 13:5 —Other texts—INCOTERMS
- § 13:6 — —Limitations Convention
- § 13:7 Why should you know about the Sales Convention and International Institute for the Unification of Private Law Principles?
- § 13:8 Recent developments: Growth of case law
- § 13:9 Planning strategies
- § 13:10 —Choice of governing law by parties (including excluding the Convention)
- § 13:11 —Obligation to make a conforming delivery; disclaimers
- § 13:12 —Notice of nonconformity
- § 13:13 —*Force majeure*
- § 13:14 Planning Strategies—Right to cure
- § 13:15 Planning strategies—Specific performance
- § 13:16 Litigation strategies
- § 13:17 —Jurisdiction
- § 13:18 —Parol evidence
- § 13:19 —Attorneys' fees
- § 13:20 —Interest

Appendix 13-A. Resource Materials

Appendix 13-B. Sales Convention Case Digests—U.S. Cases

CHAPTER 14. *[Reserved]*

CHAPTER 15. RESOLVING INTERNATIONAL CONTRACT DISPUTES

- § 15:1 Introduction

TABLE OF CONTENTS

- § 15:2 Basis in international contract law
- § 15:3 The CISG as *lex mercatoria*
- § 15:4 Arbitral tribunals' use of the CISG as trade usage
- § 15:5 Conclusion

CHAPTER 16. INTERNATIONAL SHIPPING TERMS

- § 16:1 Introduction
- § 16:2 —INCOTERMS
- § 16:3 —The UCC
- § 16:4 Shipping terms
- § 16:5 —FAS
- § 16:6 —FOB
- § 16:7 —C&F
- § 16:8 —CIF
- § 16:9 —Absence of shipping terms in contract
- § 16:10 —Glossary of other shipping terms
- § 16:11 Comparison of terms under the UCC and INCOTERMS—FOB—UCC
- § 16:12 — —INCOTERMS
- § 16:13 —FAS—UCC
- § 16:14 — —INCOTERMS
- § 16:15 —CIF—UCC
- § 16:16 — —INCOTERMS
- § 16:17 —C&F—UCC
- § 16:18 — —INCOTERMS
- § 16:19 Limitation on carrier's liability under the COGSA
- § 16:20 Additional shipping problems: Freight charges when the carrier cannot deliver

CHAPTER 17. GUIDE TO THE U.N. CONVENTION ON THE LIMITATION PERIOD IN THE INTERNATIONAL SALE OF GOODS

- § 17:1 Overview of the Convention
- § 17:2 —Coverage and applicability
- § 17:3 —Commencement of time limits
- § 17:4 —Extension and recommencement of time limits
- § 17:5 —Cessation of the limitation period
- § 17:6 —Effect and status of the adoption of 1974 and 1980 Conventions
- § 17:7 — —Participation in Conventions—Convention on the limitation period in the International Sale of Goods, concluded at New York on June 14, 1974, as amended by the protocol of April 11, 1980
- § 17:8 — —[Unamended] Convention on the limitation period in the International Sale of Goods (New York 1974)
- § 17:9 — —Additional information on the Conventions
- § 17:10 Overview of U.C.C. § 2-725
- § 17:11 —Finding the applicable statute of limitations
- § 17:12 —Commencement of the limitation period
- § 17:13 —Time limits and future performance warranties
- § 17:14 Comparison of the Convention and U.C.C. § 2-725—Scope and coverage
- § 17:15 Comparison of the Convention and UCC—Commencement and length of limitation period
- § 17:16 Illustrative UCC cases
- § 17:17 Comparison of the Convention and UCC—Cessation, extension, and tolling of the limitation period

Appendix 17-A. Text of State Department Notice on Limitations Convention (Including Text of the Convention)

Bibliography

CHAPTER 18. *[Reserved]*

CHAPTER 19. INTERNATIONAL ARBITRATION

- § 19:1 Introduction
- § 19:2 The major arbitration systems
- § 19:3 —The American Arbitration Association
- § 19:4 —The International Chamber of Commerce
- § 19:5 —London Court of International Arbitration
- § 19:6 —A note on the UNCITRAL arbitration rules
- § 19:7 *Ad hoc* arbitration
- § 19:8 Enforcement of arbitral awards
- § 19:9 Drafting arbitration clauses
- § 19:10 Sanctions in international arbitration

Appendix 19-A. Sample Arbitration Clauses

Appendix 19-B. Complex mediation-arbitration clause

Appendix 19-C. Contract provision—United Nations Commission on International Trade Law rules

Chapter 20 Annotated Convention on the International Sale of Goods

U.N. CONVENTION ON CONTRACTS FOR THE INTERNATIONAL SALE OF GOODS—ANNOTATED

PART I SPHERE OF APPLICATION AND GENERAL PROVISIONS (ARTICLES 1-13)

CHAPTER I SPHERE OF APPLICATION (ARTICLES 1-6)

- Article 1 Final Convention
- Article 2 Final Convention
- Article 3 Final Convention
- Article 4 Final Convention
- Article 5 Final Convention
- Article 6 Final Convention

CHAPTER II GENERAL PROVISIONS (ARTICLES 7-13)

- Article 7 Final Convention
- Article 8 Final Convention
- Article 9 Final Convention
- Article 10 Final Convention
- Article 11 Final Convention
- Article 12 Final Convention
- Article 13 Final Convention

PART II FORMATION OF THE CONTRACT (ARTICLES 14-24)

- Article 14 Final Convention
- Article 15 Final Convention
- Article 16 Final Convention
- Article 17 Final Convention
- Article 18 Final Convention
- Article 19 Final Convention
- Article 20 Final Convention
- Article 21 Final Convention

TABLE OF CONTENTS

Article 22	Final Convention
Article 23	Final Convention
Article 24	Final Convention

Table of Contents

Chapter 20 Annotated Convention on the International Sale of Goods (Continued)

PART III SALE OF GOODS (ARTICLES 25-88)

CHAPTER I GENERAL PROVISIONS (ARTICLES 25-29)

Article 25 Final Convention
Article 26 Final Convention
Article 27 Final Convention
Article 28 Final Convention
Article 29 Final Convention

CHAPTER II OBLIGATIONS OF THE SELLER (ARTICLES 30-52)

Article 30 Final Convention
 Section I Delivery of the Goods and Handing over of Documents
Article 31 Final Convention
Article 32 Final Convention
Article 33 Final Convention
Article 34 Final Convention
 Section II Conformity of the Goods and Third-Party Claims
Article 35 Final Convention
Article 36 Final Convention
Article 37 Final Convention
Article 38 Final Convention
Article 39 Final Convention
Article 40 Final Convention
Article 41 Final Convention
Article 42 Final Convention
Article 43 Final Convention
Article 44 Final Convention
 Section III Remedies for Breach of Contract by the Seller
Article 45 Final Convention
Article 46 Final Convention
Article 47 Final Convention
Article 48 Final Convention
Article 49 Final Convention
Article 50 Final Convention
Article 51 Final Convention
Article 52 Final Convention

CHAPTER III OBLIGATIONS OF THE BUYER (ARTICLES 53-65)

Article 53 Final Convention
 Section I Payment of the Price
Article 54 Final Convention
Article 55 Final Convention
Article 56 Final Convention
Article 57 Final Convention
Article 58 Final Convention
Article 59 Final Convention

Section II Taking Delivery

Article 60 Final Convention

Section III Remedies for Breach of Contract by the Buyer

Article 61 Final Convention

Article 62 Final Convention

Article 63 Final Convention

Article 64 Final Convention

Article 65 Final Convention

CHAPTER IV PASSING OF RISK (ARTICLES 66-70)

Article 66 Final Convention

Article 67 Final Convention

Article 68 Final Convention

Article 69 Final Convention

Article 70 Final Convention

CHAPTER V PROVISIONS COMMON TO THE OBLIGATIONS OF THE SELLER AND OF THE BUYER (ARTICLES 71-88)

Section I Anticipatory Breach and Installment Contracts

Article 71 Final Convention

Article 72 Final Convention

Article 73 Final Convention

Section II Damages

Article 74 Final Convention

Article 75 Final Convention

Article 76 Final Convention

Article 77 Final Convention

Section III Interest

Article 78 Final Convention

Section IV Exemptions

Article 79 Final Convention

Article 80 Final Convention

Section V Effects of Avoidance

Article 81 Final Convention

Article 82 Final Convention

Article 83 Final Convention

Article 84 Final Convention

Section VI Preservation of the Goods

Article 85 Final Convention

Article 86 Final Convention

Article 87 Final Convention

Article 88 Final Convention

PART IV FINAL PROVISIONS (ARTICLES 89-101)

Article 89

Article 90

Article 91

Article 92

Article 93

Article 94

Article 95

Article 96

Article 97

TABLE OF CONTENTS

Article 98
Article 99
Article 100
Article 101

ERRATA

CHAPTER 21. UNITED STATES LEGISLATIVE DOCUMENTS

§ 21:1 Senate Hearing No. 98-837
§ 21:2 Letter of Transmittal
§ 21:3 State Department Notices 1987

CHAPTER 22. CISG ADVISORY OPINIONS

§ 22:1 CISG Advisory Council Opinion No. 1: Electronic Communications under CISG
§ 22:2 CISG Advisory Council Opinion No. 2: Examination of the Goods and Notice of Non-Conformity Articles 38 and 39
§ 22:3 CISG Advisory Council Opinion No. 3: Parol Evidence Rule, Plain Meaning Rule, Contractual Merger Clause and the CISG
§ 22:4 CISG Advisory Council Opinion No. 4: Contracts for the Sale of Goods to Be Manufactured or Produced and Mixed Contracts (Article 3 CISG)
§ 22:5 CISG Advisory Council Opinion No. 5: The buyer's right to avoid the contract in case of non-conforming goods or documents
§ 22:6 CISG Advisory Council Opinion No. 6: Calculation of Damages under CISG Article 74
§ 22:7 CISG Advisory Council Opinion No. 7: Exemption of Liability for Damages Under Article 79 of the CISG
§ 22:8 CISG Advisory Council Opinion No. 8: Calculation of Damages under CISG Articles 75 and 76
§ 22:9 CISG Advisory Council Opinion No. 9: Consequences of Avoidance of the Contract
§ 22:10 CISG Advisory Council Opinion No. 10: Agreed Sums Payable upon Breach of an Obligation in CISG Contracts (Art 4)
§ 22:11 CISG Advisory Council Opinion No. 11: Issues Raised by Documents under the CISG Focusing on the Buyer's Payment Duty (Art 58)
§ 22:12 CISG Advisory Council Opinion No. 12: Claims for Damages Caused by Defective Goods or Services Under the CISG
§ 22:13 CISG Advisory Council Opinion No. 13: Inclusion of Standard Terms under the CISG
§ 22:14 CISG Advisory Council Opinion No. 14: Interest under Article 78 CISG
§ 22:15 CISG Advisory Council Opinion No. 15: Reservations under Articles 95 and 96 CISG
§ 22:16 CISG Advisory Council Opinion No. 16: Exclusion of the CISG under Article 6

CHAPTER 23. CISG ADVISORY COUNCIL DECLARATIONS

§ 23:1 CISG Advisory Council Declaration No. 1: The CISG and Regional Harmonization
§ 23:2 CISG Advisory Council Declaration No. 2: Use of Reservations under the CISG

CHAPTER 24. CORPORATE COUNSEL'S GUIDE TO CISG RESOURCES ON THE INTERNET

§ 24:1 Introduction
§ 24:2 The treaty, cases, and commentary
§ 24:3 —The treaty—How do I get a copy of the CISG?
§ 24:4 — — —CISG in English
§ 24:5 — — —CISG in other languages
§ 24:6 —The cases: Pace and CLOUT
§ 24:7 —The commentary—UNCITRAL
§ 24:8 — —Pace Electronic CISG Library

- § 24:9 The CISG around the World Wide Web—Starting points and Web guides
- § 24:10 —Mega CISG resource sites
- § 24:11 —International organizations
- § 24:12 —Autonomous network of CISG Web sites
- § 24:13 —International commercial arbitration
- § 24:14 Miscellanea

APPENDICES

- Appendix A. Table of Countries Adopting the CISG
- Appendix A1. Numbering of the Articles of the U.N. Convention Compared with the Numbering of the Articles of the Draft Convention
- Appendix A2. Listing of Countries Adhering to The Hague Uniform Laws
- Appendix B. UNCITRAL Supplemental Index
- Appendix C. UNCITRAL Index of the U.N. Convention on Contracts for the International Sale of Goods
- Appendix D. UNCITRAL Thesaurus of the U.N. Convention on Contracts for the International Sale of Goods
- Appendix F. Introduction to Cases

Bibliography

Table of Laws and Rules

Table of Cases

Index