

# Table of Contents

Preface	xi
<b>Chapter 1</b>	
<b>Introduction and Overview</b>	1
§1.1 When Does the CISG Apply?	2
§1.2 Brief Historical Perspective; CISG Ratification and Implementation	4
§1.3 CISG Parts I–IV: A Nutshell Overview	5
§1.4 The CISG in Transnational Perspective: Substance, Procedure and Conflict of Laws	7
<b>Chapter 2</b>	
<b>Field of Application and General Provisions</b>	11
2A Field of Application	11
§2.1 Determining Whether the CISG Applies	11
§2.2 Article 1(1): Internationality	12
§2.3 Article 1(1)(a): Parties in Different Contracting States	12
§2.4 Article 1(1)(b) and Article 95 Declarations	15
§2.5 Articles 1, 2 and 3: Sale of Goods	16
§2.6 Issues Not Governed, Domestic Law and Concurrent Remedies	20
§2.7 Contractual Freedom under Article 6	24
2B General Provisions	27
§2.8 Interpretation of the CISG Treaty Text: Introduction	27
§2.9 Uniform Interpretation and Application: Case Law, Scholarly Opinion	30
§2.10 Interpretation and Good Faith	33
§2.11 Matters Governed but Not Settled by the CISG	34
§2.12 Interpretation of CISG Contracts	39

§2.13	Trade Usage and Party Practices	41
§2.14	Formal Writing Requirements and Declarations under Article 96	42
<b>Chapter 3</b>		
<b>Sales Contract Formation</b>		<b>43</b>
§3.1	Two Substantive Treaties in One	43
§3.2	The Offer: Minimum Requirements	44
§3.3	The Problem of the Open Price Term	46
§3.4	Offer Invitations: Article 14(2)	47
§3.5	Offer Effective; Withdrawal (Article 15)	48
§3.6	Revocation (Article 16) and Rejection (Article 17)	48
§3.7	Acceptance	51
§3.8	Acceptance, Counter-Offer and the Battle of Forms	52
§3.9	Time for Acceptance	57
§3.10	Sales Contract Validity and Defenses to Contract Enforcement	58
§3.11	Formation of E-Commerce Contracts	59
<b>Chapter 4</b>		
<b>Obligations of the Parties</b>		<b>61</b>
§4.1	Introduction: Obligation, Risk and Remedy	61
4A	CISG Obligations in General	62
§4.2	The Convention Hierarchy: Contract, Custom, CISG	62
4B	Obligations of the Seller	64
§4.3	Time and Place of Delivery	64
§4.4	Conformity (Quantity and Quality) of the Goods: Introduction and Express Obligations	65
§4.5	Oral Agreements, Parol Evidence	67
§4.6	Contractual and Non-contractual Claims	69
§4.7	Implied Obligations of Quality: Fitness for Ordinary Purposes	72
§4.8	Particular Purpose; Sample, Model, Packaging; Buyer's Knowledge of Non-conformity	75
§4.9	Time Determination; Examination of Goods; Notice of Non-conformity	77
§4.10	Absolute (2-year) Cut-Off Rule, Etc.	85
§4.11	Obligation to Deliver Free of Third-Party Claims	86
4C	Obligations of the Buyer	88
§4.12	Time and Place of Payment	88
§4.13	Contract with 'Open' Price Term	90
§4.14	Buyer's Obligation to Take Delivery; Seller's Obligation to Preserve the Goods	91



**Chapter 5****Passing of Risk** 93

§5.1	Introduction	93
§5.2	Use of Trade Terms (CIF, CFR, FOB, FAS, CPT, CIP, etc.)	94
§5.3	Goods Not Identified to the Contract	97
§5.4	Goods Sold in Transit	97
§5.5	Non-Carrier Cases	98
§5.6	Seller's Fundamental Breach: Effect on Risk	99

**Chapter 6****Remedies for Breach** 101

6A	Overview of General Principles	101
§6.1	Supplementary Remedial Regime	101
§6.2	Enforceable Contracts and Remedies for Breach	102
6B	Buyer's Remedies for Seller's Breach	104
§6.3	Introduction: Article 45	104
§6.4	Article 46: Buyer's Right to Demand Specific Performance	104
§6.5	Domestic Sales Law as Limitation	106
§6.6	Buyer's Right to Demand Re-Delivery	107
§6.7	Buyer's Right to Demand Repair	108
§6.8	Buyer's Right to Avoid for Seller's Fundamental Breach	109
§6.9	Seller's Right to Cure	115
§6.10	Avoidance for Non-Compliance with 'Nachfrist' Notice	117
§6.11	Anticipatory Breach	118
§6.12	Consequences of Avoidance: Restitution	120
§6.13	Proportionate Price Reduction	121
§6.14	Damages for Breach: A General Introduction	122
§6.15	Expectation Protection for Foreseeable Loss	124
§6.16	Contract/Cover and Contract/Market Differential	128
§6.17	Mitigation: No Recovery for Avoidable Loss	129
§6.18	Interest	131
§6.19	Liability Exemptions for Failure to Perform	133
6C	Seller's Remedies for Buyer's Breach	140
§6.20	Introduction	140
§6.21	Seller's Right to Require (Specific) Performance	140
§6.22	Specific Performance Limited by Forum Law	141
§6.23	Seller's Right to Avoid for Buyer's Breach	142
§6.24	Avoidance for Buyer's Non-Compliance with 'Nachfrist' Notice	143
§6.25	Restitution of Goods Delivered	144
§6.26	Anticipatory Breach	144
§6.27	Seller's Damages for Buyer's Breach: The Basis of Liability	146

§6.28	Expectation Protection for Foreseeable Loss	146
§6.29	Contract/Cover and Contract/Market Differential	148
§6.30	Mitigation: No Recovery for Avoidable Loss	149
§6.31	Interest	149
§6.32	Liability Exemption under Article 79	150
<b>Chapter 7</b>		
<b>Agreed Remedies</b>		153
§7.1	Introduction to Disclaimers, Limitations and Other Agreed Remedies	153
§7.2	Incorporation: The First of Three Tests	155
§7.3	Interpretation	157
§7.4	Validity	161
<b>Chapter 8</b>		
<b>CISG Reservations (and Other Final Provisions)</b>		165
§8.1	Introduction	165
§8.2	Relationship to the 1955 and 1964 Hague Conventions	166
§8.3	Reservations: Generally	167
§8.4	Article 92 Declarations	167
§8.5	Contracting States with Territorial Units	168
§8.6	States Having Closely Related Legal Rules	169
§8.7	Private International Law and Article 1(1)(b)	169
§8.8	Preservation of Formal Requirements	170
<b>Chapter 9</b>		
<b>The Limitation Period in International Sales</b>		173
§9.1	Introduction and Overview	173
§9.2	Field of Application	174
§9.3	The Limitation Period: Duration, Cessation, General Limit, Consequences	176
<b>Appendix I</b>		
<b>Table of CISG Contracting States</b>		179
<b>Appendix II</b>		
<b>United Nations Convention on Contracts for the International Sale of Goods (1980)</b>		183
<b>Appendix III</b>		
<b>Table of Cases and Arbitral Awards</b>		213

**Appendix IV**

**Table of Authorities and Abbreviations**

221

**Appendix V**

**Table of CISG Provisions**

233

**Index**

237