

TABLE OF CONTENTS

Preface	V
List of Abbreviations	XI
Literature which has been referred to in a shortened way	XV
Introduction	1
1. Why study the 1980 UN Convention on Contracts for the International Sale of Goods?	1
2. The objective of this research study	3
3. The structure of the thesis	4
 Chapter I - The aim of the CISG: a uniform law for the international sale of goods	 7
1. Introduction	7
2. The scope of application of the Convention	8
3. The importance and relevance of the CISG	9
4. The ICC Model International Sale Contract	12
5. A uniform interpretation?	13
6. Gap-filling	18
7. The role of Principles	19
8. The application of the CISG and the UNIDROIT Principles in arbitration proceedings	22
9. Conclusion	23

Chapter II - (Non-)conformity	25
1. Introduction	25
2. A unitary concept	26
3. Obligation of the seller to deliver	28
4. (Non-)conformity	28
4.1. Conformity with the contract	28
4.2. Fitness for ordinary use	30
4.3. Fitness for a particular purpose	32
4.4. Samples and models	33
4.5. Packaging	34
5. Passing of the risk	35
6. Minor discrepancies	36
7. Aliud	38
8. An obligation on the seller to inform the buyer?	42
9. Public law requirements	43
10. Knowledge of the buyer	52
11. Place of performance	55
12. Conclusion	60
 Chapter III - Notification	 63
1. Introduction	63
2. Inspection	65
2.1. The extent of the buyer's obligation to inspect the goods	65
2.2. Does the buyer have to inspect all the goods?	68
2.3. The influence of a quality certificate on the buyer's obligation to inspect the goods	69
3. When does the buyer have to inspect the goods?	70
3.1. The length of the period of time within which the goods have to be inspected	70
3.2. An average time allowed for inspection?	71
3.3. Appointment of an expert	72
3.4. What if the contract of sale involves the transportation of the goods?	73
3.5. What if the goods are redirected in transit or redispached by the buyer? ..	75
4. When does the buyer have to give notice of any non-conformity?	76
4.1. A reasonable time for the buyer to give notice of any non-conformity	76
4.2. Nature of the goods: perishable or not?	79
4.3. An average reasonable time?	81
5. Specifying the nature of the defects	89
5.1. Indicating the defective goods	90
5.2. Indicating the nature of the lack of conformity	90
5.3. Complex goods	93
5.4. Indicating the preferred remedy?	95
6. The risk in transmitting the notice	95
6.1. To whom should a notice be addressed?	96

7.	Art. 39(2) CISG	98
8.	Limitation periods in the applicable law	99
9.	Waiver by the seller of the right to rely on a late or insufficient notice	104
10.	The seller was aware or could not have been unaware of the defects	110
11.	The buyer has a reasonable excuse for not giving notice in good time	117
12.	Conclusion	121
 Chapter IV - Force majeure		123
1.	Introduction	123
2.	Exemption from liability in the CISG	125
3.	Exemption from liability when defective goods have been delivered?	127
4.	Impediment beyond the seller's control?	133
5.	Impediments to be taken into account by a contracting party	135
5.1.	Price fluctuations	136
6.	Impediments attributable to suppliers	138
7.	Third persons within the meaning of art. 79(2) CISG	143
8.	Does art. 79 CISG exclude remedies based on domestic law?	145
9.	Force majeure in the UNIDROIT Principles of International Commercial Contracts	150
10.	Force majeure in the Principles of European Contract Law	153
11.	Conclusion	154
 Chapter V - Burden of proof		157
1.	Introduction	157
2.	Is the issue of the burden of proof governed by the CISG or by national law?	158
3.	Does the CISG really provide for any division of the burden of proof?	163
4.	Does this mean that the CISG deals with questions of evidence?	165
5.	Burden of proof as to the conformity of the goods	168
6.	The burden of proof may be reversed	176
7.	A particular use for the goods or a sale by sample	177
8.	Burden of proof as to the obligation to inspect the goods and to give notice	179
9.	Burden of proof as to arts. 40 and 44 CISG	184
10.	Conclusion	186
 Chapter VI - Concurrent claims		187
1.	Introduction	187
2.	History	189
3.	Defining validity	189
4.	May a contract that is governed by the CISG be annulled because of an error?	191
5.	Case law	197

6.	Can a contract which is governed by the CISG, never be annulled because of mistake?	201
7.	May a contract, which is governed by the CISG, be annulled because of an error by the seller?	202
8.	Fraud	203
9.	What about claims under tort law? Are they allowed?	205
10.	The ICC model contract for the international sale of goods	209
11.	The situation in the Netherlands	210
12.	Conclusion	212
Conclusion		215
1.	The importance and relevance of the CISG	215
2.	The interpretation of the CISG	216
3.	(Non-)conformity	217
4.	A uniform reasonable time?	219
5.	Exemption from liability?	220
6.	Burden of proof	221
7.	Concurrent claims	221
8.	Towards a coherent system of international sales law?	223
Samenvatting		225
Annex I		235
Annex II		263
Annex III		267
Case law		271
Literature		283
Index		295
Curriculum vitae		299