

# TABLE OF CONTENTS

[Indexing and cross-references (except for end-pages) are based on section numbers. These appear at the top and margins of the pages; pages are numbered at the bottom.]

	Page
<b><i>RESEARCH RESOURCES; BIBLIOGRAPHIC NOTES AND ABBREVIATIONS</i></b>	
I. Resources for Research	xxix
II. Bibliographic Notes; Abbreviations	xxix
A. Books and Reports	xxix
B. Conventions, Statutes, Statements of Principles and General Conditions	xxxviii
C. Chapters, Articles and Other	xli
D. Periodicals	xlii

## I. OVERVIEW

	Section
<i>CHAPTER 1.</i>	
<i>THE 1980 CONVENTION: A BRIEF INTRODUCTION</i>	
A. Primary Role of the Contract	2
B. Major Contours of the Convention	3
C. Development of the Convention	4
(1) Origins: The 1964 Hague Conventions	4
(2) Worldwide Sponsorship: UNCITRAL	5
(a) The Commission: Structure and Working Methods	6
(b) The Representatives	7
(c) The Secretariat	8
(3) UNCITRAL and a New Convention	9
(4) The Diplomatic Conference	10

<i>CHAPTER 2.</i>	
<i>SALIENT FEATURES OF THE 1980 CONVENTION</i>	
A. Scope of the Convention	12
(1) The Sale Must Be International	12



## CONTENTS

(a) Reasons for Excluding Domestic Transactions	13
(b) The Convention as a Model for Improving Domestic Law	14
(2) Required Relationship between the Transaction and a Contracting Sale	15
B. Interpretation of the Convention	16
(1) International Character; Uniformity	17
(2) The Convention's Texture: Capacity to Respond to New Circumstances	18
(a) The Contract: Practices of the Parties; Usages	19
(b) "Good Faith"	20
(c) Recourse to "General Principles" of the Convention	21
(d) New Uniform Commercial Law Initiatives	21.1
C. Formation of the Contract: Part II of the Convention	22
D. The Sale of Goods: Part III of the Convention	23
(1) A Unified Contractual Approach to Obligations and Remedies	24
(a) Obligations of the Parties	25
(b) Remedies	26
(2) Preservation of the Contract: Limits on Avoidance; "Cure"	27
(3) Risk of Loss	28
(4) Preservation of the Goods	29
E. An Invisible Gain: The Omission of "Awesome Relics"	30
(1) Domestic Antiquities and International Commerce	30
(2) Factors that Affect the Character of the Convention	31
(a) The Field for Work: The International Sale	32
(b) The Refining Processes of International Collaboration	33



## CONTENTS

### II. COMMENTARY

#### *PART I: SPHERE OF APPLICATION AND GENERAL PROVISIONS*

##### *CHAPTER I: SPHERE OF APPLICATION*

<i>ARTICLE 1. BASIC RULES ON APPLICABILITY: INTERNATIONALITY; RELATION TO CONTRACTING STATE</i>	39
<i>ARTICLE 2. EXCLUSIONS FROM THE CONVENTION</i>	49
<i>ARTICLE 3. GOODS TO BE MANUFACTURED; SERVICES</i>	57
<i>ARTICLE 4. VALIDITY; PROPERTY INTERESTS OF THIRD PERSONS</i>	61
<i>ARTICLE 5. DEATH OR PERSONAL INJURY; “PRODUCT LIABILITY”</i>	71
<i>ARTICLE 6. THE CONTRACT AND THE CONVENTION</i>	74

##### *CHAPTER II: GENERAL PROVISIONS*

<i>ARTICLE 7. INTERPRETATION OF THE CONVENTION</i>	85
<i>ARTICLE 8. INTERPRETATION OF STATEMENTS OR CONDUCT</i>	104
<i>ARTICLE 9. USAGES AND PRACTICES APPLICABLE TO CONTRACT</i>	112
<i>ARTICLE 10. DEFINITION OF “PLACE OF BUSINESS”</i>	123
<i>ARTICLE 11. DOMESTIC FORMAL REQUIREMENTS</i>	126
<i>ARTICLE 12. DECLARATION PRESERVING DOMESTIC FORMAL REQUIREMENTS</i>	128



## CONTENTS

<i>ARTICLE 13. TELEGRAM AND TELEX AS A “WRITING”</i>	130
--	-----

### *PART II: FORMATION OF THE CONTRACT*

<i>ARTICLE 14. CRITERIA FOR AN OFFER</i>	133
<i>ARTICLE 15. WHEN OFFER BECOMES EFFECTIVE; PRIOR WITHDRAWAL</i>	138
<i>ARTICLE 16. REVOCABILITY OF OFFER</i>	139
<i>ARTICLE 17. REJECTION OF OFFER FOLLOWED BY ACCEPTANCE</i>	152
<i>ARTICLE 18. ACCEPTANCE: TIME AND MANNER</i>	157
<i>ARTICLE 19. “ACCEPTANCE” WITH MODIFICATIONS</i>	165
<i>ARTICLE 20. OFFEROR’S TIME LIMITS FOR ACCEPTANCE</i>	171
<i>ARTICLE 21. LATE ACCEPTANCES: RESPONSE BY OFFEROR</i>	172
<i>ARTICLE 22. WITHDRAWAL OF ACCEPTANCE</i>	177
<i>ARTICLE 23. EFFECT OF ACCEPTANCE; TIME OF CONCLUSION OF CONTRACT</i>	178
<i>ARTICLE 24. WHEN COMMUNICATION “REACHES” THE ADDRESSEE</i>	179

### *PART III: SALE OF GOODS*

#### *CHAPTER I: GENERAL PROVISIONS*

<i>ARTICLE 25. DEFINITION OF “FUNDAMENTAL BREACH”</i>	181
<i>ARTICLE 26. NOTICE OF AVOIDANCE</i>	187



## CONTENTS

<i>ARTICLE 27. DELAY OR ERROR IN COMMUNICATIONS</i>	188
<i>ARTICLE 28. REQUIRING PERFORMANCE AND THE RULES OF THE FORUM</i>	191
<i>ARTICLE 29. MODIFICATION OF CONTRACT; REQUIREMENT OF A WRITING</i>	200
 <i>CHAPTER II: OBLIGATIONS OF THE SELLER</i>	
<i>ARTICLE 30. SUMMARY OF SELLER'S OBLIGATIONS</i>	206
 <i>SECTION I: DELIVERY OF THE GOODS AND HANDING OVER OF DOCUMENTS</i>	
<i>ARTICLE 31. PLACE FOR DELIVERY</i>	207
<i>ARTICLE 32. SHIPPING ARRANGEMENTS</i>	212
<i>ARTICLE 33. TIME FOR DELIVERY</i>	216
<i>ARTICLE 34. DOCUMENTS RELATING TO THE GOODS</i>	217
 <i>SECTION II: CONFORMITY OF THE GOODS AND THIRD-PARTY CLAIMS</i>	
<i>ARTICLE 35. CONFORMITY OF THE GOODS</i>	222
<i>ARTICLE 36. DAMAGE TO GOODS: EFFECT ON CONFORMITY</i>	241
<i>ARTICLE 37. CURE UP TO THE DATE FOR DELIVERY</i>	244
<i>ARTICLE 38. TIME FOR EXAMINING THE GOODS</i>	249
<i>ARTICLE 39. NOTICE OF LACK OF CONFORMITY</i>	254
<i>ARTICLE 40. SELLER'S KNOWLEDGE OF NON-CONFORMITY</i>	254
<i>ARTICLE 44. EXCUSE FOR FAILURE TO NOTIFY</i>	254
<i>ARTICLE 41. THIRD-PARTY CLAIMS TO GOODS</i>	262



## CONTENTS

<i>ARTICLE 42. THIRD-PARTY CLAIMS BASED ON A PATENT OR OTHER INTELLECTUAL PROPERTY</i>	267
<i>ARTICLE 43. NOTICE OF THIRD-PARTY CLAIM</i>	271
<i>ARTICLE 44. (See discussion combined with Arts. 39 and 40, at §261)</i>	

### *SECTION III:*

#### *REMEDIES FOR BREACH OF CONTRACT BY THE SELLER*

<i>ARTICLE 45. A ROUND-UP OF REMEDIES AVAILABLE TO BUYER</i>	275
<i>ARTICLE 46. BUYER'S RIGHT TO COMPEL PERFORMANCE</i>	279
<i>ARTICLE 47. BUYER'S NOTICE FIXING ADDITIONAL FINAL PERIOD FOR PERFORMANCE</i>	287
<i>ARTICLE 48. CURE AFTER DATE FOR DELIVERY; REQUESTS FOR CLARIFICATION</i>	292
<i>ARTICLE 49. BUYER'S RIGHT TO AVOID THE CONTRACT</i>	301
<i>ARTICLE 50. REDUCTION OF THE PRICE</i>	309
<i>ARTICLE 51. NON-CONFORMITY OF PART OF THE GOODS</i>	314
<i>ARTICLE 52. EARLY DELIVERY; EXCESS QUANTITY</i>	318

### *CHAPTER III: OBLIGATIONS OF THE BUYER*

<i>ARTICLE 53. SUMMARY OF BUYER'S OBLIGATIONS</i>	322
---	-----

#### *SECTION I:*

#### *PAYMENT OF THE PRICE*

<i>ARTICLE 54. ENABLING STEPS</i>	323
<i>ARTICLE 55. OPEN-PRICE CONTRACTS</i>	324



## CONTENTS

<i>ARTICLE 56. NET WEIGHT</i>	328
<i>ARTICLE 57. PLACE OF PAYMENT</i>	329
<i>ARTICLE 58. TIME FOR PAYMENT; INSPECTION OF THE GOODS</i>	333
<i>ARTICLE 59. PAYMENT DUE WITHOUT REQUEST</i>	340

### *SECTION II: TAKING DELIVERY*

<i>ARTICLE 60. BUYER'S OBLIGATION TO TAKE DELIVERY</i>	341
--	-----

### *SECTION III. REMEDIES FOR BREACH OF CONTRACT BY THE BUYER*

<i>ARTICLE 61. REMEDIES AVAILABLE TO SELLER</i>	344
<i>ARTICLE 62. SELLER'S RIGHT TO COMPEL PERFORMANCE</i>	345
<i>ARTICLE 63. SELLER'S NOTICE FIXING ADDITIONAL FINAL PERIOD FOR PERFORMANCE</i>	350
<i>ARTICLE 64. SELLER'S RIGHT TO AVOID THE CONTRACT</i>	353
<i>ARTICLE 65. SELLER'S NOTICE SUPPLYING MISSING SPECIFICATIONS</i>	357

### *CHAPTER IV: PASSING OF RISK*

<i>ARTICLE 66. LOSS OR DAMAGE AFTER RISK HAS PASSED TO BUYER</i>	360
<i>ARTICLE 67. RISK WHEN CONTRACT INVOLVES CARRIAGE</i>	363
<i>ARTICLE 68. SALE OF GOODS DURING TRANSIT</i>	372
<i>ARTICLE 69. GENERAL RESIDUAL RULES ON RISK</i>	373
<i>ARTICLE 70. RISK WHEN SELLER IS IN BREACH</i>	379



## CONTENTS

### *CHAPTER V: PROVISIONS COMMON TO THE OBLIGATIONS OF THE SELLER AND OF THE BUYER*

#### *SECTION I: ANTICIPATORY BREACH AND INSTALMENT CONTRACTS*

<i>ARTICLE 71. SUSPENSION OF PERFORMANCE</i>	385
<i>ARTICLE 72. AVOIDANCE PRIOR TO THE DATE FOR PERFORMANCE</i>	395
<i>ARTICLE 73. AVOIDANCE IN INSTALMENT CONTRACTS</i>	399

#### *SECTION II: DAMAGES*

<i>ARTICLE 74. GENERAL RULE FOR MEASURING DAMAGES</i>	403
<i>ARTICLES 75 AND 76. MEASUREMENT OF DAMAGES WHEN CONTRACT IS AVOIDED</i>	409
<i>ARTICLE 77. MITIGATION OF DAMAGES</i>	416

#### *SECTION III: INTEREST*

<i>ARTICLE 78. INTEREST ON SUMS IN ARREARS</i>	420
--	-----

#### *SECTION IV: EXEMPTIONS*

<i>ARTICLE 79. IMPEDIMENT EXCUSING PARTY FROM DAMAGES ("FORCE MAJEURE")</i>	423
<i>ARTICLE 80. FAILURE OF PERFORMANCE CAUSED BY OTHER PARTY</i>	436

#### *SECTION V: EFFECTS OF AVOIDANCE*

<i>ARTICLE 81. EFFECT OF AVOIDANCE ON OBLIGATIONS: ARBITRATION; RESTITUTION</i>	439
<i>ARTICLE 82. BUYER'S INABILITY TO RETURN GOODS IN SAME CONDITION</i>	445



CONTENTS

<i>ARTICLE 83. PRESERVATION OF OTHER REMEDIES</i>	449
<i>ARTICLE 84. RESTITUTION OF BENEFITS RECEIVED</i>	450

*SECTION VI:  
PRESERVATION OF THE GOODS*

<i>ARTICLE 85. SELLER'S DUTY TO PRESERVE GOODS</i>	454
<i>ARTICLE 86. BUYER'S DUTY TO PRESERVE GOODS</i>	455
<i>ARTICLE 87. DEPOSIT IN WAREHOUSE</i>	456
<i>ARTICLE 88. SALE OF THE GOODS</i>	457

*PART IV: FINAL PROVISIONS*

<i>Introduction of Part IV of the Convention</i>	
A. <i>Overview of Part IV</i>	458
B. <i>Development of Part IV</i>	459
C. <i>Discussion of Salient Provisions</i>	461

	Page
INDEX	707