



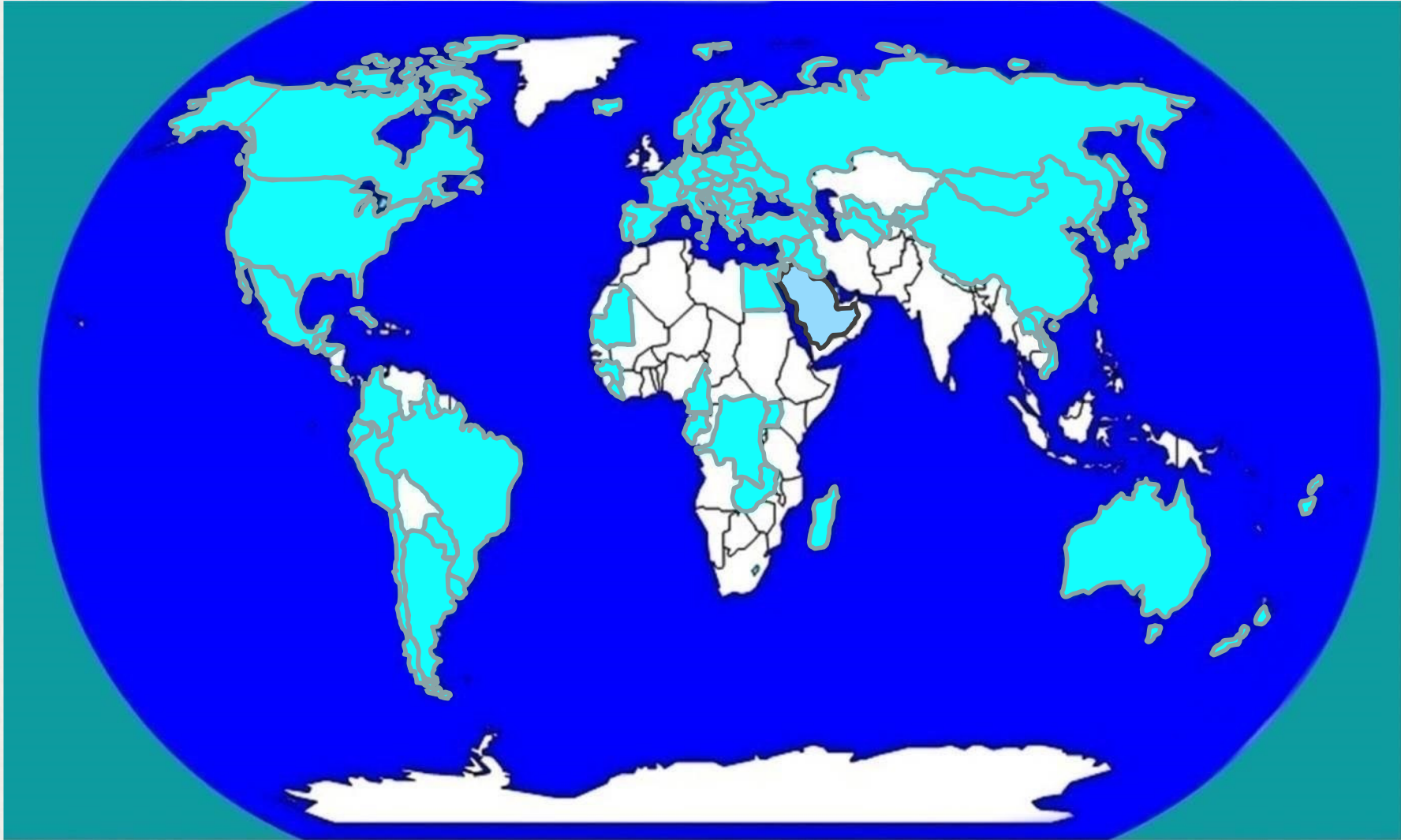
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The 1980 Vienna Sales Convention (CISG) in general

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CISG – Contracting States



CISG – Salient Characteristics

- international law for international contracts
vs. national law for international contracts
- impartial basis for consensus (international bridge-building),
cost-saving
- designed for international business, e.g. Art. 29(2), 31(a), 38(2), 42,
79 CISG
- use of flexible terms (*reasonable, a short a period as practical, etc*)
almost no mandatory provisions
- available in practically all languages, unified legal terminology
- more than 40 years of experience, abundant case law

CISG – Appraisal by a Practitioner

- eliminates the need to deal with Private International Law (PIL) (not standardized, not simple to apply, not unalterable)
- supersedes effective exclusion of the CISG
- automatic and priority application, often thwarts opposing choice of law clauses in general terms and conditions
- solid and at the same time dispositive framework for global supply chains (export/import)
- priority of the CISG state treaty shields against national alterations



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Conclusion: It's worthwhile looking at the CISG

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