

**Convention on the Law Applicable to Contracts for the
International Sale of Goods, The Hague 1986 - [This Convention
has not yet entered into force.]**

Hague Conference on Private International Law

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Contents

Convention on the Law Applicable to Contracts for the International Sale of Goods, The Hague 1986
[This Convention has not yet entered into force.]
[Preamble] 1

CHAPTER 1 - Scope Of The Convention 1
 Article 1 1
 Article 2 1
 Article 3 1
 Article 4 1
 Article 5 1
 Article 6 2

CHAPTER 2 - Applicable Law 2
 Article 7 2
 Article 8 2
 Article 9 3
 Article 10 3
 Article 11 3
 Article 12 3
 Article 13 4

CHAPTER 3 - General Provisions 4
 Article 14 4
 Article 15 4
 Article 16 4
 Article 17 4
 Article 18 4
 Article 19 4
 Article 20 5
 Article 21 5
 Article 22 5
 Article 23 5

Article 24 5

CHAPTER 4 - Final Clauses 6

Article 25 6
 Article 26 6
 Article 27 6
 Article 28 6
 Article 29 6
 Article 30 6
 Article 31 7

[Post Provisions] 7

[Post Clauses (If any: Signed; Witnessed; Done; Authentic Texts; [Post Clauses (If any: Signed; Witnessed; Done; Authentic Texts; & Deposited Clauses)] Deposited Clauses)] 7

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1 **Convention on the Law Applicable to Contracts for
the International Sale of Goods, The Hague 1986**
2 ***[This Convention has not yet entered into
force.]***

3 ***[Preamble]***

4 The States Parties to the Present Conventions
5 Desiring to unify the choice of law rules relating to contracts for
6 the international sale of goods,
7 Bearing in mind the United Nations Convention on contracts for
8 the international sale of goods, concluded at Vienna on 11 April
9 1980,
10 Have agreed upon the following provisions:

11 **CHAPTER 1 - Scope Of The Convention**

12 **Article 1**

13 This Convention determines the law applicable to contracts of
14 sale of goods:
15 (a) between parties having their places of business in different
16 States;
17 (b) in all other cases involving a choice between the laws of dif-
18 ferent States, unless such a choice arises solely from a stipula-
19 tion by the parties as to the applicable law, even if accompanied
20 by a choice of court or arbitration.

21 **Article 2**

22 The Convention does not apply to:
23 (a) sales by way of execution or otherwise by authority of

law;

(b) sales of stocks, shares, investment securities, negotiable 14
instruments or money; it does, however, apply to the sale of
goods based on documents;

(c) sales of goods bought for personal, family or household use; 15
it does, however, apply if the seller at the time of the conclusion
of the contract neither knew nor ought to have known that the
goods were bought for any such use.

16 **Article 3**

17 For the purposes of the Convention, "goods" includes:

- 18 (a) ships, vessels, boats, hovercraft and aircraft;
19 (b) electricity.

20 **Article 4**

21 (1) Contracts for the supply of goods to be manufactured or pro-
22 duced are to be considered contracts of sale unless the party
who orders the goods undertakes to supply a substantial part
of the materials necessary for such manufacture or produc-
23 tion.

(2) Contracts in which the preponderant part of the obligations 22
of the party who furnishes goods consists of the supply of
labour or other services are not to be considered contracts for
23 sale.

24 **Article 5**

25 The Convention does not determine the law applicable to:

- (a) the capacity of the parties or the consequences of nullity

or invalidity of the contract resulting from the incapacity of a party;

26 (b) the question whether an agent is able to bind a principal, or an organ to bind a company or body corporate or unincorporate;

27 (c) the transfer of ownership; nevertheless, the issues specifically mentioned in Article 12 are governed by the law applicable to the contract under the Convention;

28 (d) the effect of the sale in respect of any person other than the parties;

29 (e) agreements on arbitration or on choice of court, even if such an agreement is embodied in the contract of sale.

30 Article 6

31 The law determined under the Convention applies whether or not it is the law of a Contracting State.

32 CHAPTER 2 - Applicable Law

33 Section 1 - Determination of the applicable law

34 Article 7

35 (1) A contract of sale is governed by the law chosen by the parties. The parties' agreement on this choice must be express or be clearly demonstrated by the terms of the contract and the conduct of the parties, viewed in their entirety. Such a choice may be limited to a part of the contract.

36 (2) The parties may at any time agree to subject the contract in whole or in part to a law other than that which previously governed it, whether or not the law previously governing the

contract was chosen by the parties. Any change by the parties of the applicable law made after the conclusion of the contract does not prejudice its formal validity or the rights of third parties.

Article 8

(1) To the extent that the law applicable to a contract of sale has not been chosen by the parties in accordance with Article 7, the contract is governed by the law of the State where the seller has his place of business at the time of conclusion of the contract.

(2) However, the contract is governed by the law of the State where the buyer has his place of business at the time of conclusion of the contract, if:

(a) negotiations were conducted, and the contract concluded by and in the presence of the parties, in that State; or

(b) the contract provides expressly that the seller must perform his obligation to deliver the goods in that State; or

(c) the contract was concluded on terms determined mainly by the buyer and in response to an invitation directed by the buyer to persons invited to bid (a call for tenders).

(3) By way of exception, where, in the light of the circumstances as a whole, for instance any business relations between the parties, the contract is manifestly more closely connected with a law which is not the law which would otherwise be applicable to the contract under paragraphs 1 or 2 of this Article, the contract is governed by that other law.

(4) Paragraph 3 does not apply if, at the time of the conclusion of the contract, the seller and the buyer have their places of business in States having made the reservation under Article 21 paragraph 1 sub-paragraph b.

45 (5) Paragraph 3 does not apply in respect of issues regulated in
the United Nations Convention on contracts for the international
sale of goods (Vienna, 11 April 1980) where, at the time of the
conclusion of the contract, the seller and the buyer have their
places of business in different States both of which are Parties
to that Convention.

46 **Article 9**

47 A sale by auction or on a commodity or other exchange is gov-
erned by the law chosen by the parties in accordance with Ar-
ticle 7 to the extent to which the law of the State where the
auction takes place or the exchange is located does not prohibit
such choice. Failing a choice by the parties, or to the extent that
such choice is prohibited, the law of the State where the auction
takes place or the exchange is located shall apply.

48 **Article 10**

49 (1) Issues concerning the existence and material validity of the
consent of the parties as to the choice of the applicable law
are determined, where the choice satisfies the requirements of
Article 7, by the law chosen. If under that law the choice is in-
valid, the law governing the contract is determined under Article
8.

50 (2) The existence and material validity of a contract of sale,
or of any term thereof, are determined by the law which, un-
der the Convention would govern the contract or term if it were
valid.

51 (3) Nevertheless, to establish that he did not consent to the
choice of law, to the contract itself, or to any term thereof, a
party may rely on the law of the State where he has his place of
business, if in the circumstances it is not reasonable to deter-

mine that issue under the law specified in the preceding para-
graphs.

Article 11

(1) A contract of sale concluded between persons who are in 53
the same State is formally valid if it satisfies the requirements
either of the law which governs it under the Convention or of
the law of the State where it is concluded.

(2) A contract of sale concluded between persons who are in 54
different States is formally valid if it satisfies the requirements
either of the law which governs it under the Convention or of
the law of one of those states.

(3) Where the contract is concluded by an agent, the State in 55
which the agent acts is the relevant State for the purposes of
the preceding paragraphs.

(4) An act intended to have legal effect relating to an existing 56
or contemplated contract of sale is formally valid if it satisfies
the requirements either of the law which under the Convention
governs or would govern the contract, or of the law of the State
where the act was done.

(5) The Convention does not apply to the formal validity of a 57
contract of sale where one of the parties to the contract has, at
the time of its conclusion, his place of business in a State which
has made the reservation provided for in Article 21 paragraph
1 sub-paragraph c.

Section 2 - Scope of the applicable law 58

Article 12

The law applicable to a contract of sale by virtue of Articles 7, 60
8 or 9 governs in particular:

- 61 (a) interpretation of the contract;
- 62 (b) the rights and obligations of the parties and performance of the contract;
- 63 (c) the time at which the buyer becomes entitled to the products, fruits and income deriving from the goods;
- 64 (d) the time from which the buyer bears the risk with respect to the goods;
- 65 (e) the validity and effect as between the parties of clauses reserving title to the goods;
- 66 (f) the consequences of non-performance of the contract, including the categories of loss for which compensation may be recovered, but without prejudice to the procedural law of the forum;
- 67 (g) the various ways of extinguishing obligations, as well as prescription and limitation of actions;
- 68 (h) the consequences of nullity or invalidity of the contract.

69 **Article 13**

70 In the absence of an express clause to the contrary, the law of the State where inspection of the goods take place applies to the modalities and procedural requirements for such inspection.

71 **CHAPTER 3 - General Provisions**

72 **Article 14**

73 (l) If a party has more than one place of business, the relevant place of business is that which has the closest relationship to

the contract and its performance, having regard to the circumstances known to or contemplated by the parties at any time before or at the conclusion of the contract.

(2) If a party does not have a place of business, reference is to be made to his habitual residence. 74

Article 15 75

In the Convention "law" means the law in force in a State other than its choice of law rules. 76

Article 16 77

In the interpretation of the Convention, regard is to be had to its international character and to the need to promote uniformity in its application. 78

Article 17 79

The Convention does not prevent the application of those provisions of the law of the forum that must be applied irrespective of the law that otherwise governs the contract. 80

Article 18 81

The application of a law determined by the Convention may be refused only where such application would be manifestly incompatible with public policy (ordre public). 82

Article 19 83

For the purpose of identifying the law applicable under the Convention, where a State comprises several territorial units each 84

of which has its own system of law or its own rules of law in respect of contracts for the sale of goods, any reference to the law of that State is to be construed as referring to the law in force in the territorial unit in question.

85 **Article 20**

86 A State within which different territorial units have their own systems of law or their own rules of law in respect of contracts of sale is not bound to apply the Convention to conflicts between the laws in force in such units.

87 **Article 21**

88 (1) Any State may, at the time of signature, ratification, acceptance, approval or accession make any of the following reservations:

89 (a) that it will not apply the Convention in the cases covered by sub-paragraph b of Article 1;

90 (b) that it will not apply paragraph 3 of Article 8, except where neither party to the contract has his place of business in a State which has made a reservation provided for under this sub-paragraph;

91 (c) that, for cases where its legislation requires contracts of sale to be concluded in or evidenced by writing, it will not apply the Convention to the formal validity of the contract, where any party has his place of business in its territory at the time of conclusion of the contract

92 (d) that it will not apply sub-paragraph g of Article 12 in so far as that subparagraph relates to prescription and limitation of actions.

93 (2) No other reservation shall be permitted.

(3) Any Contracting State may at any time withdraw a reservation which it has made; the reservation shall cease to have effect on the first day of the month following the expiration of three months after notification of the withdrawal. 94

Article 22 95

(1) This Convention does not prevail over any convention or other international agreement which has been or may be entered into and which contains provisions determining the law applicable to contracts of sale, provided that such instrument applies only if the seller and buyer have their places of business in States Parties to that instrument. 96

(2) This Convention does not prevail over any international convention to which a Contracting State is, or becomes, a Party, regulating the choice of law in regard to any particular category of contracts of sale within the scope of this Convention. 97

Article 23 98

This Convention does not prejudice the application: 99

(a) of the United Nations Conventions on contracts for the international sale of goods (Vienna, 11 April 1980); 100

(b) of the Convention on the limitation period in the international sale of goods (New York, 14 June 1974), or the Protocol amending that Convention (Vienna, 11 April 1980). 101

Article 24 102

The Convention applies in a Contracting State to contracts of sale concluded after its entry into force for that State. 103

104 **CHAPTER 4 - Final Clauses**

105 **Article 25**

- 106 (1) The Convention is open for signature by all States.
- 107 (2) The Convention is subject to ratification, acceptance or approval by the signatory States.
- 108 (3) The Convention is open for accession by all States which are not signatory States as from the date it is open for signature.
- 109 (4) Instruments of ratification, acceptance, approval and accession shall be deposited with the Ministry of Foreign Affairs of the Kingdom of the Netherlands, depositary of the Convention.

110 **Article 26**

- 111 (1) If a State has two or more territorial units in which different systems of law are applicable in relation to matters dealt with in this Convention, it may at the time of signature, ratification, acceptance, approval or accession declare that this Convention shall extend to all its territorial units or only to one or more of them and may modify this declaration by submitting another declaration at any time.
- 112 (2) Any such declaration shall be notified to the depositary and shall state expressly the territorial units to which the Convention applies.
- 113 (3) If a State makes no declaration under this Article, the Convention is to extend to all territorial units of that State.

114 **Article 27**

- 115 (1) The Convention shall enter into force on the first day of the

month following the expiration of three months after the deposit of the fifth instrument of ratification, acceptance, approval or accession referred to in Article 25.

- (2) Thereafter the Convention shall enter into force: 116
- (a) for each State ratifying, accepting, approving or acceding to it subsequently, on the first day of the month following the expiration of three months after the deposit of its instrument of ratification, acceptance, approval or accession; 117
- (b) for a territorial unit to which the Convention has been extended in conformity with Article 26 on the first day of the month following the expiration of three months after the notification referred to in that Article. 118

Article 28 119

For each State Party to the Convention on the Law Applicable to International Sales of Goods, done at The Hague on 15 June 1955, which has consented to be bound by this Convention and for which this Convention is in force, this Convention shall replace the said Convention of 1955. 120

Article 29 121

Any State which becomes a Party to this Convention after the entry into force of an instrument revising it shall be considered to be a Party to the Convention as revised. 122

Article 30 123

- (1) A State Party to this Convention may denounce it by a notification in writing addressed to the depositary. 124
- (2) The denunciation takes effect on the first day of the month 125

following the expiration of three months after the notification is received by the depositary. Where a longer period for the denunciation to take effect is specified in the notification, the denunciation takes effect upon the expiration of such longer period after the notification is received by the depositary.

the archives of the Government of the Kingdom of the Netherlands, and of which a certified copy shall be sent, through diplomatic channels, to each of the States Members of the Hague Conference on Private International Law as of the date of its Extraordinary Session of October 1985, and to each State which participated in that Session.

126 **Article 31**

127 The depositary shall notify the States Members of the Hague Conference on Private International Law and the States which have signed, ratified, accepted, approved or acceded in accordance with Article 25, of the following:

128 (a) the signatures and ratifications, acceptances, approvals and accessions referred to in Article 25;

129 (b) the date on which the Convention enters into force in accordance with Article 27;

130 (c) the declarations referred to in Article 26;

131 (d) the reservations and the withdrawals of reservations referred to in Article 21; e the denunciations referred to in Article 30.

[Post Provisions]

[Post Clauses (If any: Signed; Witnessed; Done; Authentic Texts; & Deposited Clauses)]

132 IN WITNESS WHEREOF the undersigned, being duly authorised thereto, have signed this Convention.

133 DONE at The Hague, on the twenty-second day of December 1986, in the English and French languages, both texts being equally authentic, in a single copy which shall be deposited in

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