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## **and ...**

It is a rare international sales agreement that can rely on minor variations of standard terms, as is so often the case in domestic agreements. Foreign laws, export/import and currency exchange controls, treaties, transit issues, inspection of goods, insurance, tariffs and all these and more must be taken into account in contract negotiations.

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JM Klotz and JA Barrett, 'International Sales Agreements: An Annotated Drafting and Negotiating Guide' (Kluwer Law international: Germany, 1998). JM Lookofsky, 'Understanding the CISG in the USA: a compact guide to the 1980 United Nations CISG on Contracts for the International Sale of Goods' (2nd ed., Kluwer Law Publishing: USA).

## **Contracts for International Sale of Goods**

For example, the author's book, International Sales Agreements -- An Annotated Drafting and Negotiation Guide contains over 380 sample clauses to an international sales agreement. 6. For example, a typical negation clause which North American lawyers would add to their standard sales agreement would be as follows:

## **Klotz: Critical Review - Institute of International ...**

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As to respective drafting proposals, cf. James M. Klotz/John A. Barrett, International Sales Agreements, An Annotated Drafting and Negotiating Guide, International Edition, Kluwer Law International, The Hague London Boston 1998, pp. 286-290.

## **Peter Schlechtriem - Institute of International Commercial Law**

International Sales Agreements: An Annotated Drafting and Negotiating Guide (co-authored) (Kluwer 1998); The U.S. Approach to Resolving the Tension Between Environmental Liabilities and Bankruptcy Debt Forgiveness, Environmental Issues in Insolvency Proceedings (book chapter) (Kluwer 1998);

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## **Drafting international contracts; an analysis of contract**

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Klotz, International Sales Agreements: An Annotated Drafting and Negotiating Guide (2nd edn., Kluwer Law International 2008). International Sales Law: A Global Challenge Jan 2014

## **Introduction ISL | Request PDF**

From 2006 onwards, the emphasis temporarily is on exploring and mapping new trends and evolutions in Europe, and on proposal drafting and writing. This focus, rather than carrying out pure methodological research to the extreme, is due to my 50% commitment as a project manager for the Ghent University to the European Network of Excellence ...

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