

**U. Verweyen/v. Foerster/O. Toufar: HANDBUCH DES INTERNATIONALEN
WARENKAUFS – UN KAUFRECHT**

Until about World War II, what was taught at American law schools was not American law. Professors at Harvard Law School taught Massachusetts law, while at Berkeley professors focused on Californian law. When American law became the subject matter of the curricula it was not yet full reality (as a matter of fact it is not a full reality today either). Yet it made sense to be taught, because it was perceived as a reality in legal practice. Federal legislation was an important vehicle, but not the only vehicle which has brought the concept of “American law” closer to reality. Uniform laws (like the Uniform Commercial Code, or the Uniform Foreign Money-Judgments Recognition Act), an increasing harmonization, as well as the development of patterns of behavior in practice, have also played a critical role.

The reason I am mentioning this is to draw attention at a comparable line of development. What we are facing today is the emergence of a “world law” as a distinct phenomenon. It is not a full reality yet – and it will probably never replace all national legislation – but in some areas (like that of the international sale of goods or international commercial arbitration) it has been perceived as reality in practice, and it has become teachable.

The book of Verweyen, Foerster and Toufar *Das Handbuch des Internationalen Warenkaufs- UN Kaufrecht* - together with a CD-Rom and Toolbox represents an important contribution to the shaping of this new reality.

The subject-matter of the book is well known and it has many times been addressed: the international sale of goods. What is specific in this books is the approach. Having read the book, one may raise some questions in hindsight about the title. It is true that the backbone of the book is, indeed, the CISG. What makes the book and the CD specific, however, is a broader reality, the interface between the CISG and other regulators of the behavior of the parties in international sales transactions. Special attention has been devoted to the 2000 INCOTERMS, to boilerplates, general conditions which are undeniably part of the reality of international sales. One may ask whether this angle could have received some recognition in the title.

One of the distinct advantages of the book is an excellent analysis of the cohabitation of various regulatory approaches (those designed by States, those prepared by associations like the ICC, or those drafted by the parties themselves). The approach is a problem-oriented approach, and the problems are well chosen, reflecting typical contemporary issues. It is important to mention that practice is often a part of the analysis. (At this point one could observe that it would have been helpful to provide references to the cases which are discussed or mentioned.) Model clauses, checklists, and diagrams are offering an added tool for the reader – and for practitioners in particular.

As a closing remark, I would like to repeat that the book *Handbuch des Internationalen Warenkaufs, UN Kaufrecht* is a significant contribution in coping with a new phenomenon which is becoming a practical reality – a world law of international sales.

October 23, 2006,

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