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# Internationale Einkaufsverträge

2. Auflage



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## Book review “Internationale Einkaufsverträge” (International Purchase Contracts)

(3rd edition to be published at the start of 2016)

This 52-page brochure describes a model international purchase contract. The preliminary remarks discuss the particular aspects involved in international purchasing and global sourcing in general. The model contract contains specimen clauses, which are then commented on in the remarks on its individual clauses.

International procurement comprises not only the purchase process itself, but also the logistical aspects and the systematic procurement marketing under consideration of corporate strategies and the prevalent conditions of the procurement market.

Compared with the domestic commercial marketplace, German companies who purchase their goods and services on the international market are susceptible to additional risks, which is why it is important that such contracts should be drafted in a diligent and anticipatory manner. In the area of foreign commerce, there are generally two legal systems that may be applied (not only private-law regulations, but also public-law ones, which must be carefully kept in mind in all circumstances and for which it is not possible to choose the legal system that will be applied).

In the case of legal disputes, the German businessman may have to contest a lawsuit in another country or, wherever he has been able to obtain a judgment in his favour before a German court, to invest considerable effort in asserting his claim before a foreign court. Since the recognition of German court decisions by foreign courts is far more the exception than the rule, in many cases he will have to settle for protracted arbitration proceedings.

- Dr. Hans-Jörg Stadler -