4. § Delivery §

Objective: To specify where and when the goods are to be sent by the seller, received and accepted by the buyer, and determine whether the seller has complied with its duties.

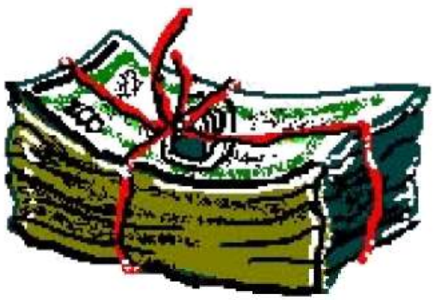
Why: Many different costs are involved. Who covers these as well as the related risks needs to be made clear

Contents: Incoterm, place, time, way of delivery...

7. § Payment conditions §

Objective: To explain how the buyer is to pay for the goods, works or capital investment purchased under the contract.

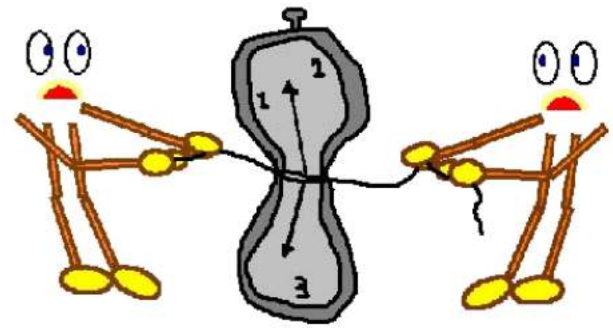
Why: To specify this additional key obligation of the buyer



Contents: When, how, where to pay. Payment discounts, interest/penalty for late delivery...

9. § Liability for late delivery, non-delivery, and remedies §

Objective: Determine how problems with delivery are to be addressed.



Why: To ensure compensation for delays and clarify how to deal with problems

Contents: State how problems will be addressed, notice of delays, when the buyer will have the right to terminate the contract…

20. § Merger §

Objective : To specify that the contract is the complete contract between the parties.

Why: To avoid confusion as to the legal validity of previous documents

Contents: Specify any contractual impact of earlier documents, priorities & annexes to the contract

28. § Intellectual or industrial property §

Objective : To make clear the impact of the sale on any intellectual or industrial property of the seller.

Why: The seller (or the buyer) may not want the other party to acquire any rights in this regard

Contents: State which rights are to be acquired, if any

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