

Table of Contents

<i>Introduction</i>	1
I. Steps to Take Prior to Signing a Contract.....	3
II. Who Should Draft the Contract?.....	4
III. Securing the Best Payment Terms	5
IV. Protection for Losses for Craftwork Damage to Goods between Shipment and Delivery.....	6
V. Legal Product Title–When Does It Pass from the Manufacturer to the Customer?	7
VI. Specifications–Protection if the Customer Changes Its Mind Midway through the Contract	9
VII. Bankruptcy–Avoiding Losses if the Customer Goes Bankrupt.....	10
VIII. Limited Liability under the Contract.....	10
IX. Resolving Contractual Disputes	11
X. Job Site	
A. Protection when the Job Site Is Not Ready when Promised.....	12
B. Unsafe Job Site Protection	13
XI. Liability Vis-à-Vis the Customer when the Subcontractor Is Negligent.....	13
XII. Presenting a Performance Bond	14
XIII. Preventing the Warehouse from Becoming Overstocked with Products.....	14
XIV. “Shopping” a Price Quote to Gain the Lowest Possible Price.....	15
XV. Americans with Disabilities Act: Impact on the Company’s Business	15
XVI. If Quotes Are Lower when Using Company Employees to Install a Customer’s Craftwork, Is My Company Ever Obligated to Subcontract the Same Work to Organized Labor?.....	16
XVII. Preventing Third Parties from Taking a Company’s Best Employees.....	17
XVIII. Protecting Your Company’s Designs from Third Party Use.....	18
XIX. Protection when the Customer Is Occupying Space Owned by a Third Party.....	18

XX. Contractual Relationships with Subcontractors19

XXI. Conclusion.....19

Appendices

A. Due Diligence List22

B. Pricing Policy.....23

C. Inspection Provision24

D. Specific Performance Provision25

E. Consequential Damages Provision26

F. Indemnification Provisions.....27

G. Bankruptcy Provision29

H. Security Interest Provision.....30

I. Craftwork Warranty Limitation Provision31

J. Limitation of Liability Provision32

K. Arbitration Provision.....33

L. Warehouse Storage Surcharge Provision.....34

M. “No-Shop” and Confidentiality Provision.....35

N. Force Majeure Provision.....36

O. Example of Non-Compete Covenant Provision.....37

Court Cases

1.	<i>Design Plus Store Fixtures vs. Citro Corporation</i>	39
2.	<i>American Laminates Inc. vs. J.S. Latta Company</i>	40
3.	<i>Pliable Veneers Inc. vs. Omni Store Fixtures Corp</i>	41
4.	<i>Columbus Show Case Company vs. Cee Contracting Inc.</i>	42
5.	<i>In Re: Narragansett Clothing Company</i>	44
6.	<i>In the Matter of Federated Department Stores, et al. Debtors</i>	46