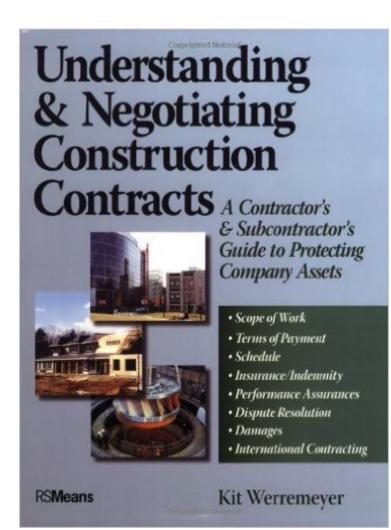
The book was found

Understanding And Negotiating Construction Contracts: A Contractor's And Subcontractor's Guide To Protecting Company Assets





Synopsis

Construction is a complex business. Each project has its own unique physical and commercial considerations. Since thereâ [™]s no such thing as a â œstandardâ • or â œtypicalâ • construction project, construction contracts should also not be considered standard. The contractor must carefully manage both in order to have a successful outcome and protect the companyâ [™]s interests and assets. This book will help you manage all these elements of the contract: Scope of work and schedule Terms of payment and cash flow Assurances of performance Insurance, bonding, indemnity, and warranties Changes to the contract Disputes and their resolution Damages Termination and suspension Force majeure International contracting

Book Information

Paperback: 320 pages Publisher: RSMeans; 1 edition (September 29, 2006) Language: English ISBN-10: 0876298226 ISBN-13: 978-0876298220 Product Dimensions: 8.5 x 0.7 x 10.9 inches Shipping Weight: 2.2 pounds (View shipping rates and policies) Average Customer Review: 4.6 out of 5 stars Â See all reviews (10 customer reviews) Best Sellers Rank: #612,257 in Books (See Top 100 in Books) #53 in Books > Law > Business > Construction #613 in Books > Law > Specialties #1381 in Books > Business & Money > Economics > Environmental Economics

Customer Reviews

Well written on construction contracts by a seasoned Contract Negotiator. Lots of good references and examples. Highly recommend it for anyone who wants to learn more about it without getting bored reading legal terms. This is great for basic reference however regarding actual statutes, current law changes, and different state's contract law then you'll need to do further research. Also a side note, although risks were presented and recommendations were made (and it's good practice to know what your risks are) there are times where you would have to assume some risk in order to get a job. Otherwise, in this competitive industry Owners will move on to the next contractor who will want to assume the risk. As an example, providing Additional Insured Endorsements and Waiver of Subrogation endorsements on Liability insurance. Yes, it's risky but that's part of the "standard" in this industry to provide it. And the author addressed "standard" reference. There are some standard

requirements that limit your negotiation leverage. Just remember regarding risk: you can assume it, transfer it or you can deny it. If you want to assume it then make sure it's part of your "bid" or "quote" to cover your "risk." The author wrote about that too. Definitely a good source for basic contract review and negotiation.

Book is very well written and easy to understand. No legalese is used. The comments on how to negotiate better terms and conditons in construction contracts make sense for contractors. The chapter on indemnities is especially good for contractors.

Some of the most misunderstood, neglected and dangerous aspects of construction contracts are the risk transfer provisions. Mr. Werremeyer explains them clearly and without jargon, and includes sensible alternate wording which your clients will likely accept. This may very well save your company. We have made parts of this book required reading for our sales personnel training.

While the author made some good points and had some good suggestions, quite of bit of what he says is misleading and some is flat out wrong, to the extent that relying on his advice could get you into trouble. A contract is a legal agreement, taking an advice from a non-lawyer is like taking an advice from the guy who happens to be sitting next to you in the doctor's office as to whether you need a hip replacement.

This book was very helpful in understanding how my company can negotiate better terms and conditions in contracts. Mr. Werremeyer's examples of contract language found in construction contracts, and the risk associated with such language, were clearly explained. It was nice to have a book like this written in plain English, rather than a lot of legal-type language.

Download to continue reading...

Understanding and Negotiating Construction Contracts: A Contractor's and Subcontractor's Guide to Protecting Company Assets The Handbook of Alternative Assets: Making money from art, rare books, coins and banknotes, forestry, gold and precious metals, stamps, wine and other alternative assets Helping Out and Staying Safe: The Empowerment Assets (The Adding Assets Series for Kids) Smart Ways To Spend Your Time: The Constructive Use of Time Assets (The Adding Assets Series for Kids) Delay and Disruption in Construction Contracts (Construction Practice Series) Agile Construction For The Electrical Contractor California Contractor's DESKTOP GENERAL COUNSEL What You Need To Know About California Construction Law Harvesting Intangible Assets: Uncover Hidden Revenue in Your Company's Intellectual Property Subcontractor's Operations Manual : Forms, Processes, and Techniques Negotiating Construction Law Disputes: Leading Lawyers on Evaluating Disputes, Assessing Risks, and Deciding the Best Course of Action (Inside the Minds) Intellectual Property in Government Contracts: Protecting and Enforcing IP at the State and Federal Level Company, Crown and Colony: The Hudson's Bay Company and Territorial Endeavour in Western Canada Collecting Early Machine Made Marbles from the M.F. Christensen & Son Company and Christensen Agate Company Chronicles of the Black Company (Chronicles of the Black Company Series Book 1) The Many Deaths of the Black Company (Chronicles of the Black Company Series Book 4) The Return of the Black Company (Chronicles of The Black Company) The Many Deaths of the Black Company (Chronicles of The Black Company) Glannon Guide To Contracts: Learning Contracts Through Multiple-Choice Questions and Analysis (Glannon Guides) Essential Guide to Real Estate Contracts (Complete Book of Real Estate Contracts)

<u>Dmca</u>