



Contract Basics

What you need to know from the Contractor's Perspective.



What is a Contract?

- A Contract is an agreement between 2 or more parties for either goods or services
- Contracts can be either oral or written
- Written Contracts are Preferred
- Contracts are governed by the Statute of Frauds



What is a Contract?

- Contracts are legally binding
- Contracts can not be unconscionable nor illegal
- Signatories must be able to bind or enter into the Contract: They need to have authority.



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Contracts

1. Uniform Commercial Code Applies.
2. Statute of Frauds Applies.
3. Consideration is needed.
4. Contracts can be Implied based on performance.
5. Bilateral versus Unilateral



Breach of Contract

- 1: A breach of contract occurs when one or both of the parties fails to perform.
- 2: What Happens when there is a breach?
- 3: Parties may renegotiate.
- 4: Parties may sue.

BREACH
of
CONTRACT



Contract Law-Suits

- 1: The Plaintiff or aggrieved party must prove damages.
- 2: Damages are normally remedied via Money.
- 3: Specific Performance is also a remedy.
- 4: Be Smart: Get a bid bond prior to signing!!



What do Incineration Companies Want?

- 1. Who.
- Are we Dealing with The Federal Government?
- Are We Dealing with a State?
- Are We Dealing with a State Agency?
- Who is The Generator?
- Who has the EPA Id numbers?



What do Incineration Companies Want?



- 2. What.
- What is getting collected?
- Will it be Farm?
- Will it be Home?
- Will Industrial?
- Will it be a combination of all of the above?



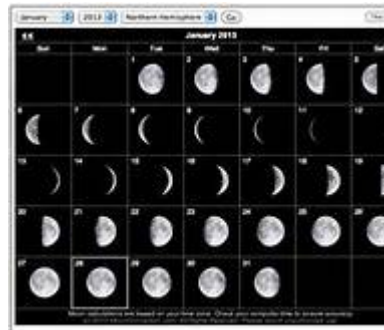
What do Incineration Companies Want?

- 3. Where?
- Location of Contractual Entity.
- Location of Sites.
- Location of Site Facilities, ie Docks, Shelter, Bathrooms, Electricity.



What do Incineration Companies Want?

- 4. When
- Contract Deadlines / Time Lines.
- Collection Dates and Times.



What do Incineration Companies Want?

- 5. How?
- How do you want the collection event to take place?
- Equipment: Tractor / Trailer, Straight Trucks, Fork Lifts, Lift Gates.
- Personnel / Past History.



What do Incineration Companies Want?



- 6. Why
- Why are we doing this?
- To Protect the Environment.
- To Educate
- To Encourage Conversation



What do Incineration Companies Want?

- We like Caveats. Certain Wastes Cost More to Process.
- Cylinders.
- Mercury Compounds.
- Oxidizers.
- Unknowns due to extra lab analysis.



What do you want?

- Do You Want a Single Site Pickup?
- Do You Want Multiple Site Pickups?
- Do You Want Farm Site Pickups?
- Do You Want House Hold Hazardous Waste Site Pickups?
- Do You Want Community Outreach Events?
- Do You Want Facility / Chemical Processor Pickups?
- Do You Want Help Suggestions with Advertising?

Questions

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