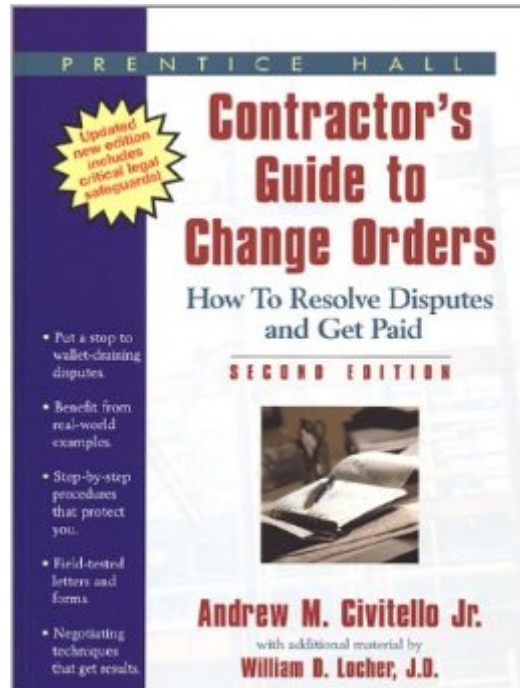


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# Contractor's Guide To Change Orders



## Synopsis

Uncover hidden cost items and receive full compensation for them. Each chapter of this great book contains step-by-step procedures, checklists, full-size forms, and word-for-word letters to help you increase your acceptance rate and get paid for all changes on the job -- without disputes or misunderstandings. Shows how to find, document, and negotiate payment for every added delay and expense that slips past your early warning system. --This text refers to an alternate Paperback edition.

## Book Information

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Average Customer Review: 5.0 out of 5 stars [See all reviews](#) (6 customer reviews)

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## Customer Reviews

I'm guessing that it has a certain degree of value for contractors; but it's real value is for architects and engineers. We have a certain degree of difficulty placing ourselves in the contractor's shoes. This books provides an incredible insight in the mind of the saavy contractor... and provides some elementary advice on how to organize and present contract documents so as to avoid unpleasent issuses like change orders and... worse... lawsuits. Of course, the chapters on how to organize and present claims are not incredibly useful for us, but the chapters on how to mine contract documents for claims is GOLD. I highly recommend this for the engineer and architect.

Knowledgeably written by Andrew M. Civiteloo Jr. (a professional construction project manager and a senior law firm partner) and enhanced with additional material by William D. Ocher (Senior Partner

with Gibbs, Giden, Locher & Turner, and specializing in the construction industry contract law for more than twenty years), Contractor's Guide To Change Orders is a definitive resource that will substantially assist professional contractors in ending money-siphoning contract disputes and staying profitable in their construction projects. Real-life example cases, advice on using the change order practice to one's advantage, the importance of presentation, and other invaluable instructions fill the pages of this first-rate guide which is useful both for self-teaching about the change order process, or as an on-the-spot reference resource during contract negotiations or challenges.

Great book!! Very informative and explains why contractors are so aggressive with submitting change orders (and RFIs). This book articulates the fact that there is a great discrepancy and conflict between the standards that contractors are held to (performing the WORK, and warranting and guaranteeing the WORK) and the standard level of care that architects are legally obligated to deliver to the owner(s)(the client). The underlining message in this book is that owners who receive the majority of the long term benefits from a building project by accepting the lowest competitive bid are pushing off their risks onto the contractor and architect. They simply are not willing to pay the "real" cost of construction and contractors who must remain competitive can bid only "what they see" in the contract documents; in other words, owners want free work by accepting the lowest (unrealistic) bid. This book helps contractors who are in a competitive (lowest) bid environment get compensated for the "real" WORK performed or "real" cost of construction after they are awarded the contract. The other message in this book is that the design-bid-build project delivery system should never be used unless there is a construction project contingency of 10% to 15% included in the owner's budget. This book is a must read for any owner or architect who wants to understand the nature of change orders, unwarranted RFIs, project cost overruns and conflicts on a design-bid-build project.

I expected the book to take advantage of litigation opportunities for contractors, and found the exact opposite. Presented are common problems and solutions on construction sites, and how to prevent costly change orders, litigation, and construction stalls. As an architect and designer, the book is extremely valuable not only in the field, but also when the project is still on the drafting board.

This is the best book I have ever found for construction change orders. It covers many types of changes and provides samples for your change order preparation.

Great read

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