

MASSACHUSETTS  
**LAWYERS WEEKLY**

JUNE 25, 2001

**The Biggest**  
**Defense**  
**Verdicts**  
**\$0 of The Year**

***Brasso v. Centennial Technologies, Inc.***

**Demand: \$600,000**

An independent manufacturing sales representative claimed that he had lost commissions when a client he had helped acquire for the defendant ordered millions of dollars worth of equipment subsequent to his departure.

The plaintiff, under a one-year contract with the defendant, had brought in Philips Home Service during his tenure at the technology manufacturer, but his contract was not renewed because of performance reasons.

But Christopher R. O'Hara of Boston, defense counsel for the

technology manufacturer, proved to the Middlesex Superior Court jury that there were no unpaid benefits due to the plaintiff, in part because the salesman "was not in any way involved in obtaining orders for the defendant after his one-year contract expired.

The defendant's motion for directed verdict was granted on the plaintiff's quantum meruit claim, and the jury also found in favor of the defendant on a special question as to whether the one-year contract was breached.