

Neutral Statement of the Case

This case is about disputes concerning commissions and whether a company is entitled to be paid for making an introduction.

Plaintiff J.C. Uni-Tec, Inc. ("Plaintiff") is a company owned by Tom Hasegawa. Plaintiff claims that it was promised payment for introducing Defendant Alugupalli Satyanarayan Naidu ("Dr. Naidu") to decision-makers at a company named Nikken, Inc. ("Nikken"). In exchange for making this introduction, Plaintiff claims that it was promised a 10% commission on Dr. Naidu's sales to Nikken for the first seven years, and then 5% on sales into the future. Plaintiff claims that, without Plaintiff's help, Dr. Naidu would never have signed a contract with Nikken, and never would have made any sales to Nikken. Plaintiff also claims that it made the introduction to Nikken, but that Dr. Naidu then cut Plaintiff out and has never paid any commissions to Plaintiff.

Dr. Naidu denies that Plaintiff is entitled to any money from Dr. Naidu. Dr. Naidu disputes that he ever had any agreement with Plaintiff or its owner, Tom Hasegawa, about payment. Dr. Naidu also denies that he ever made any promises to Plaintiff or Mr. Hasegawa. Dr. Naidu also contends that Plaintiff and its owner forged a written document and are trying to use that document to show promises that were never made. Dr. Naidu claims that he owes nothing to Plaintiff.