

## **FERGUSON vs. NORTH AMERICAN VAN LINES**

Joe Ferguson had been a major top-producing exclusive agent for North American Van Lines in Broward County for over 20 years. In 1985 North American met secretly with another mover and granted a contract allowing them to compete for Broward business. Unfortunately for Ferguson, he had just completed a major capital expansion and consolidation of his operations requiring substantial capital outlay. Competition for his

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exclusive Broward County business significantly inhibited his cash flow and in turn caused his company to experience losses in 1987 through 1989. Ferguson sold his company at a substantial loss in 1989. Ferguson's claims included breach of the exclusivity provision of his contract and tortious interference with Ferguson's business relationships. Jack Scarola and David Sales received a jury verdict for \$15 million including \$1.3 million in compensatory damages and \$13.7 million in punitive damages. ■