

# Statement of Work

Consultant: Wile E. Coyote  
Date: 17 September 1949  
Reference number: 0cbf24b5  
Client: Acme Anvils  
Client Representative: Jebediah Springfield  
Project Title: Roadrunner Crushing Proof of Concept

## Background

The Client is a leading manufacturer of high-quality steel anvils. Recent academic research indicates that the density of a falling anvil may serve as an effective means to control fast-moving land-based pests.

The Consultant estimates, using conservative assumptions, that expansion of the Client’s marketing into a new pest control segment may accrete an additional \$2 billion in annual revenue to the Client. However, without a definitive proof of concept, this opportunity remains speculative.

As a highly experienced pursuer of roadrunners, the Consultant is ideally suited to supply a proof of concept of anvil usage in pest control by crushing a roadrunner with an Acme anvil.

## Goals

The Consultant shall crush a roadrunner by dropping a 500-pound anvil produced by the Client (“the Anvil”) on the roadrunner from an elevated position, providing documentary film evidence (“the Deliverable”) of the use of anvils in pest control.

## Project Details

Crushing of the Roadrunner will be achieved via the following steps:

- The Client shall supply the Anvil to the Consultant free of charge.
- The Consultant shall, at his discretion and expense, select an elevated position (such as a cliff or hot air balloon) from which to drop the Anvil.
- The Consultant shall wait for a roadrunner to pass underneath the elevated position.
- The Consultant shall drop the Anvil on the roadrunner, killing it.

Production of the Deliverable will be achieved by a professional film crew selected by the Consultant at his discretion and expense.

The Consultant shall transmit the Deliverable to the Client within **30 calendar days** of receipt of the Anvil.

## Responsibilities

The Client is responsible for reasonably prompt delivery of the Anvil.

The Consultant is responsible for crushing a roadrunner with the Anvil, production of the Deliverable, and timely transmission of the Deliverable to the Client. However, the Consultant explicitly disclaims responsibility for loss or damage to the Anvil after it is dropped.

## Pricing and Terms

The Client shall pay the Consultant a firm flat fee of **\$123,000** as consideration for the Deliverable.

Payment shall consist of two installments: \$61,500 upon full execution of this Statement of Work and \$61,500 upon satisfactory receipt of the Deliverable. The Consultant shall furnish an invoice to the Client for each of these installments.

## Acceptance

The parties hereto verify that the terms of this Statement of Work are acceptable. The Client Representative verifies that he or she is authorized by the Client to execute this agreement on the Client's behalf.

Acme Anvils

Client

Wile E. Coyote

Consultant

Jebediah Springfield

Client Representative

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Signature

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Signature

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Date

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Date