

1 WO

2

3

4

5

6

7

IN THE UNITED STATES DISTRICT COURT

8

FOR THE DISTRICT OF ARIZONA

9

10

11

12 Harris Technical Sales, Inc.,)
an Arizona corporation,)

13)
14 Plaintiff,)

No. CIV 06-02471-PHX-RCB

15 vs.)

O R D E R

16 Eagle Test Systems, Inc.,)
a Delaware corporation,)

17 Defendant.)
18 _____)

19 Currently pending before the court are three motions for
20 extensions of time (docs. 69, 72 and 74); a motion to compel
21 production of documents by plaintiff, Harris Technical Sales, Inc.
22 ("Harris") (doc. 78); a motion for summary judgment by defendant
23 Eagle Test Systems, Inc. ("Eagle") (doc. 81); a motion for a
24 sealing order by Harris (doc. 90); and Harris' motion to preclude
25 Eagle's expert (doc. 92). Finding oral argument unnecessary, the
26 court denies Eagle's request in this regard.

27 **Background**

28 In Harris Technical Sales, Inc. v. Eagle Test Systems, Inc.,

1 2008 WL 343260 (D.Ariz. 2008), the court set forth the general
2 background of this contract dispute, familiarity with which is
3 assumed. For ease of reference, however, those undisputed facts
4 are repeated below, although not verbatim. Cites have been updated
5 to reflect the current state of the record. Other facts will be
6 more fully developed herein as necessary to resolve a given issue.

7 On November 12, 1998, Harris and Eagle entered into a
8 "Manufacturers Representative Agreement" ("the Agreement"). See
9 Larsen Decl'n (doc. 85), exh. 15 thereto at ET000001. Under that
10 Agreement, Harris was "appoint[ed]" to be Eagle's "Exclusive
11 representative in the geographic area described as Arizona and New
12 Mexico[.]"¹ Id. The compensation structure thereunder was
13 dependent upon several factors, such as where the "order[][was]
14 placed" and the nature of the items ordered. Id., exh. 15 thereto
15 at ET000003, ¶ 4(a). "For orders placed ... directly ... from
16 [Harris'] region," Harris was to receive a commission of "10% of
17 the net system base price as ordered." Id. If a "system" was
18 "purchased from [Eagle] by [a] customer in another region and
19 *directly shipped* to the [Harris'] region," Harris would receive a
20 lesser commission of essentially three percent. Id. (emphasis in
21 original). Harris would receive that same three percent commission
22 for "system[s] ... purchased from the region and shipped to
23 another region[.]" Id.

24 Payment of commissions to Harris was to be "provide[d] . . .
25 within 30 Days of receipt of final payment by [Eagle]." Id., exh.
26 15 thereto at ET000003, ¶ 4(e). "[E]ither party" could terminate

27
28 ¹ For ease of reference, hereinafter the court shall refer to this area
as Harris' "sales territory."

1 the Agreement "on ninety (90) days written notice" without cause.
2 Id., exh. 15 thereto at ET000004, ¶ 7(a). As to termination, the
3 Agreement further states: "In the event of a breach of any material
4 provision of this agreement it may be terminated upon written
5 notice by either party. The notice must specify the breach upon
6 which termination is based." Id., exh. 15 thereto at ET000004, ¶
7 7(b). "Upon termination[,]" the Agreement was explicit: Harris "no
8 longer ha[d] the right to act as" Eagle's representative, but it
9 could "continue selling any items in inventory at the time of
10 termination [.]" Id., exh. 15 thereto at ET000004, ¶ 7(c). The
11 Agreement concluded with an integration clause which will be more
12 fully discussed below in addressing the alleged subsequent oral
13 modification.

14 By letter dated November 29, 2000, plaintiff's president, Mike
15 Harris, advised Eagle's President and Chief Executive Officer, Len
16 Foxman, that "By failing to pay [Harris] for the past 9 months, you
17 have given me no choice but to terminate the [Agreement] effective
18 immediately."² Foxman Decl'n (doc. 83), exh. A thereto at
19 ET000010. Mr. Harris explained: "I have not received a commission
20 check from [Eagle] since April 2000, and have yet to receive any
21 commissions from bookings in the year 2000. In addition, I believe
22 there are other commissions outstanding from 1999." Id. Harris
23 added that he "fe[lt]" that he was "entitled to at least 3% of all
24 business generated by [his] efforts at ON Semiconductor . . . , and
25 per the contract." Id.

26 In that notification letter, Mr. Harris specifically
27

28 ² Hereinafter the court will refer to this as the notification letter.

1 "demand[ed] a full accounting of the commissions due and for
2 [Eagle] to issue a commission check immediately." Id. Mr. Harris
3 also indicated that he was "aware" of "exist[ing] purchase orders
4 which [Eagle] ha[d] yet to deliver against and" that he "expect[ed]
5 those moneys to be paid out in accordance to the terms in the
6 [Agreement]." Id. Evidently in light of the foregoing, Mr.
7 Harris then explicitly informed Eagle that plaintiff was "no longer
8 represent[ing][Eagle]." Id.

9 Eventually, Harris brought the present action against Eagle
10 for breach of contract; unjust enrichment and "demand for
11 accounting[.]" Co. (doc. 1) at 5:23. In Harris, this court granted
12 defendant's motion for partial summary adjudication on the issue of
13 so-called perpetual commissions, finding that Harris was not
14 "allow[ed] . . . to passively collect commissions for sales *after*
15 it terminated the Agreement in 2000 until [defendant] ceases doing
16 business." Harris, 2008 WL 343260, at *18 (internal quotation
17 marks and citation omitted). Eagle is moving for summary judgment
18 on Harris' remaining claims, focusing heavily on the statute of
19 limitations issue. Because that issue is potentially dispositive,
20 the court will first address Eagle's summary judgment motion. If
21 any or all of Harris' claims survive Eagle's statute of limitations
22 defense, the court will address the merits of such claims; and, if
23 necessary, the remaining motions.

24 Discussion

25 I. Eagle's Summary Judgment Motion

26 The court assumes familiarity with its prior decision
27 in Harris, containing a fairly comprehensive overview of summary
28 judgment standards, and sees no need to repeat that discussion

1 herein. See Harris, 2008 WL 343260, at *11 - *12. Instead, the
2 court will highlight particularly relevant standards herein as
3 necessary. The court will likewise, at the appropriate juncture,
4 highlight its prior evidentiary rulings which bear directly on this
5 summary judgment motion.

6 Eagle contends that all three causes of action are time
7 barred. The Agreement expressly provides that Illinois law governs
8 this dispute. Larsen Decl'n (doc. 85), exh. 15 thereto at ET
9 000006, ¶ 11 ("Should any conflicts arise concerning this agreement
10 which cannot be resolved by mutual agreement, action may be brought
11 to resolve the conflict according to the law of the State of
12 Illinois, U.S.A.") Therefore, the court must look to Illinois law
13 to resolve the statute of limitations issues herein.

14 **A. Breach of Contract**

15 **1. Statute of Limitations**

16 Under Illinois law, the statute of limitations is different
17 depending upon whether a contract is written or oral. For "written
18 contracts," an action must be "commenced within 10 years next after
19 the cause of action accrued[,] 735 ILCS 5/13-206; whereas "actions
20 on unwritten contracts[]" must "be commenced within 5 years next
21 after the cause of action accrued." 735 ILCS 5/13-205. What
22 constitutes a "written contract" for statute of limitations
23 purposes under Illinois law is "strictly interpreted." Ramirez v.
24 Palisades Collection LLC, 2008 WL 2512679, at *2 (N.D.Ill. 2008)
25 (citing, *inter alia*, Held v. Held, 137 F.3d 998, 1001 (7th Cir.
26 1998))). "'A contract is considered written for purposes of the
27 statute of limitations if all essential terms are reduced to
28 writing and can be ascertained from the instrument itself.'" Held,

1 137 F.3d at 1001 (quoting Toth v. Mansell, 207 Ill.App.3d 665, 669,
2 (1990)). On the other hand, “[i]f parol evidence is necessary to
3 make the contract complete, then the contract must be treated as
4 oral for purposes of the statute of limitations.” Id. (quoting
5 Toth, 207 Ill.App.3d at 669); see also Ramirez, 2008 WL 2512679, at
6 *2 (citing Armstrong v. Guigler, 174 Ill.2d 281, 294 (1996)) (“If
7 the existence of the contract or an essential term of the contract
8 must be proven by parol evidence, the contract is deemed to be an
9 oral contract; the five-year statute of limitations applies.”)

10 There is no dispute as to the existence of a contract between
11 Harris and Eagle. The dispute centers around whether that
12 Agreement is written or unwritten for statute of limitations
13 purposes. Based upon Harris’ contention that the Agreement was
14 subsequently orally modified to expand the sales territory to
15 include Asia, Eagle maintains that the Agreement is oral, hence the
16 five year statute of limitations applies. In other words, because
17 it believes that “parole evidence is necessary to make the contract
18 complete,” Eagle argues that the Agreement is subject to Illinois’
19 five year statute of limitations for oral contracts. Taking the
20 opposite view, Harris maintains that because the Agreement
21 “include[s] all necessary contractual terms[,]” it is a written
22 contract to which the ten year statute of limitations applies.

23 The Agreement has an integration clause prohibiting oral
24 modification. More specifically, the Agreement required that
25 “[a]ny amendment [thereto] must be authorized in writing by
26 qualified officers of both parties.” Larsen Decl’n (doc. 85), exh.
27 15 thereto at ET000006, ¶ 11. Eagle asserts that as a matter of
28 law this provision has not been waived because Harris has not come

1 forth with clear and convincing evidence of a subsequent oral
2 modification.

3 Agreeing that the standard of proof is clear and convincing
4 evidence, Harris contends that it has met that burden. See Resp.
5 (doc. 139) at 7:9-16; and at 14:25-26. Despite a relatively
6 voluminous record, Harris relies upon only three items to establish
7 a subsequent oral modification: "1) [its] Asian travel
8 instructions given by Defendant, 2) the statement of Defendant's
9 former Managing Director for Asia, William Wu and 3) the affidavit
10 of Douglas C. Domke regarding the [']worldwide' purchases by ON
11 Semiconductor." Id. at 15:1-3 (citing exh. C to PSOF). Eagle
12 succinctly retorts that none of the foregoing is admissible; and
13 even if it were, it does not "pertain[] to" this "purported
14 modification." Reply (doc. 164) at 7:16. Eagle's position is
15 well-taken.

16 "A contract modification is a change in one or more respects
17 which introduces new elements into the details of the contract and
18 cancels others, but leaves the general purpose and effect
19 undisturbed." Household Financial Services, Inc. v. Coastal
20 Mortgage Services, Inc., 152 F.Supp.2d 1015, 1022 (N.D.Ill. 2001)
21 (citation omitted). "In Illinois, oral contract modifications are
22 permissible even if the contract contains a provision banning oral
23 modification." Czapla v. Commerz Futures, LLC, 114 F.Supp.2d 715,
24 718 (N.D.Ill. 2000) (citations omitted). "[B]ecause an oral
25 modification is seen as a waiver of the writing requirement[,] "
26 Harris "has the burden of showing the oral modification by clear
27 and convincing evidence." Shaul Equipment & Supply Co. v. Rand,
28 2004 WL 3406088, at *4 (M.D.Pa. 2004) (citing, *inter alia*, Czapla,

1 114 F.Supp.2d at 718; and Roboserve, Inc. v. Kato Kagaku Co., 78
2 F.3d 266, 277 (7th Cir. 1996)). That standard "requires more
3 evidence than a preponderance but less than that required for proof
4 beyond a reasonable doubt." Shaul Equipment, 2004 WL 3406088, at
5 *4 (citing, *inter alia*, In re. D.T., 212 Ill.2d 347 (2004))
6 (footnote omitted)) (emphasis added). Given that plaintiff Harris
7 has the burden of proof at trial on the oral modification issue, it
8 is appropriate to apply this standard at the summary judgment
9 stage. See Anderson v. Liberty Lobby, Inc., 477 U.S. 242, 252
10 (1986) ("[T]he inquiry involved in a ruling on a motion for summary
11 judgment . . . necessarily implicates the substantive evidentiary
12 standard of proof that would apply at the trial on the merits.")

13 The court has previously considered the sufficiency, albeit in
14 a slightly different context, of the three sources of proof upon
15 which Harris relies to show subsequent oral modification, and
16 concomitant waiver of the integration clause. See Harris, 2008 WL
17 343260, at *5-*8. At this juncture the evidentiary concerns are
18 somewhat different than they were in Harris. Thus to the extent
19 necessary, the court will revisit the sufficiency of plaintiff's
20 evidence in this regard.

21 First, Harris is relying upon "his Asian travel instructions
22 given by Defendant[.]" Resp. (doc. 139) at 15:1. In particular, in
23 its SOF plaintiff states that "[i]n January, 1999, Eagle's
24 President, Len Foxman, sent Harris' President, Mike Harris, to
25 Singapore to meet with Eagle's Managing Director for Asia, William
26 Wu." PSOF (doc. 140), at 2, ¶5 (citing exhs. A and B thereto).
27 Overlooking for the moment the deficiencies in the cited exhibits,
28 this statement does not even come close to showing by "clear and

1 convincing" proof that the parties orally agreed to modify the
2 Agreement to expand Harris' sales territory to include Asia. Mr.
3 Harris could have been sent on that trip for any number of reasons.
4 The court declines to speculate as to the purpose of that trip.
5 Indeed, it would be improper for the court to do so. See Soremekun
6 v. Thrifty Payless, Inc., 509 F.3d 978, 984 (9th Cir. 2007)
7 (internal quotation marks and citation omitted) ("[M]ere allegation
8 and speculation do not create a factual dispute for purposes of
9 summary judgment[.]")

10 Moreover, as just alluded to, the evidence upon which
11 plaintiff is relying to support this claimed "fact" is deficient.
12 Plaintiff first cites to a January 15, 1999, "Facsimile Cover
13 Sheet" apparently from "Miriam F. Becerra," Eagle's "Executive
14 Manager Corporate & Sales Administration[.]" PSOF (doc. 140), exh.
15 A thereto at ET01006. That Cover Sheet provides Mr. Harris with
16 Mr. Wu's contact information in Singapore, such as his telephone
17 and fax numbers, as well as his office address. Id. That Cover
18 Sheet further advises Mr. Harris that Eagle's President would "be
19 speaking with [Mr.] Wu th[at] weekend" and that Ms. Becerra would
20 be "faxing [Mr. Harris'] schedule" to Mr. Wu. Id.

21 The first flaw with this exhibit is that it has not been
22 authenticated. The court will disregard this lack of
23 authentication, as it did previously. See Harris, 2008 WL 343260,
24 at *8 (internal quotation marks and citations omitted) (invoking
25 the "harmless error exception" to the authentication requirement,
26 including with respect to this same fax cover sheet, where the
27 objection was "based purely on procedural grounds"). The court
28 will not disregard the second flaw with that Cover sheet, however,

1 which is that it does not even tend to show, much less by clear and
2 convincing evidence, that the parties agreed to modify the
3 Agreement to include Asia as part of Harris' sales territory.

4 On its face, all this document does is provide Mr. Harris with
5 contact information for Mr. Wu in Singapore. That is all.

6 Plaintiff asserts that "[i]t is important to . . . note" that the
7 Fax Cover Sheet indicates that Mr. Foxman "will be 'speaking with
8 Mr. Wu this weekend[,']" but plaintiff utterly fails to explain the
9 import of that statement. Resp. (doc. 139) at 7:14; and PSOF (doc.
10 140), exh. A thereto at ET1006. Given the general nature of that
11 statement, plaintiff's failure to explain its supposed importance
12 is all the more problematic. Mr. Foxman could have spoken with Mr.
13 Wu about countless matters, not necessarily expansion of Harris'
14 sales territory.

15 Further, despite the fact that in its SOF plaintiff refers to
16 Mr. Wu as "Eagle's Managing Director For Asia," PSOF (doc. 140) at
17 2, ¶ 5, this statement is unsubstantiated, partially because Mr.
18 Wu's statement is not properly before the court. Thus, given the
19 current state of the record, Mr. Wu's affiliation is uncertain.
20 So, once again the court declines to impermissibly speculate. It
21 cannot find, on the basis of this Fax Cover Sheet alluding to a
22 then pending Singapore trip by Mr. Harris, clear and convincing
23 evidence that the parties agreed to expand Harris' sales territory,
24 beyond the scope of the written Agreement, to include Asia.

25 Next, Harris attempts to rely upon Mr. Wu's statement, as it
26 did in response to Eagle's earlier motion on the issue of
27 "perpetual" commissions. As thoroughly explained in Harris,
28 however, that statement was not properly executed in conformity

1 with 28 U.S.C. § 1746. See Harris, 2008 WL 343260 at *5 - *6. As
2 a result, in Harris this court granted Eagle's motion to strike Mr.
3 Wu's statement and declined to consider that "inadmissible evidence
4 in opposition to Eagle's Rule 56 motion." Id. at *6 (citation
5 omitted). Nothing has changed from that time to this. Harris is
6 relying upon the exact same statement by Mr. Wu, making no attempt
7 to remedy the procedural defects outlined in Harris. Thus, the
8 court abides by its prior ruling and will not consider Mr. Wu's
9 statement in connection with Eagle's current summary judgment
10 motion.

11 Third, plaintiff Harris explicitly refers to "the affidavit of
12 Douglas C. Domke regarding the 'worldwide' purchases by ON
13 Semiconductor[]" to show clear and convincing evidence of an oral
14 modification. Resp. (doc. 139) at 15:2-3 (citing exh. C thereto).
15 Plaintiff does not cite to any specific part of Mr. Domke's
16 affidavit though, much less explain how the foregoing statement is
17 indicative of expanding Harris' sales territory to include Asia.
18 Assuming *arguendo* that plaintiff is relying upon paragraph five of
19 the Domke affidavit,³ that paragraph reads as follows:

20 At all times when [defendant] Eagle . . .
21 was engaged in doing business with ON
22 Semiconductor, it was my understanding that
23 [plaintiff] Harris . . . was getting full
24 credit for all Eagle['s] . . . sales worldwide
25 for all ON Semiconductor's facilities.

26
27 PSOF (doc. 140), exh. C thereto (Affidavit of Douglas C. Domke) at
28 12, ¶ 5. This affidavit does not mention Asia at all; nor does it

27 ³ Plaintiff cannot rely upon paragraphs four, six and seven of that
28 affidavit as the court previously granted Eagle's motion to strike those
paragraphs. See Harris, 2008 WL 343260 at *6.

1 mention the Agreement which is the subject of this litigation.
2 Those omissions coupled with the just quoted sweeping averment fall
3 far short of showing by clear and convincing evidence that the
4 parties modified the Agreement to expand Harris' sales territory to
5 include Asia. Nor does this averment, standing alone, create a
6 genuine issue of material fact on that narrow issue of oral
7 modification.

8 Furthermore, the court finds, as it has before, that "Mr.
9 Domke's affidavit does not 'affirmatively' show that he has
10 'personal knowledge' and 'is competent to testify to the matters
11 stated' in th[at] paragraph[]." Harris, 2008 WL 343260, at *6
12 (citing Fed. R. Civ. P. 56(e)). Thus, even if paragraph five of
13 Mr. Domke's affidavit was probative of the oral modification issue,
14 this lack of foundation would preclude the court from considering
15 it in response to this summary judgment motion.

16 Despite Eagle's contrary assertion,⁴ plaintiff did cite to Mr.
17 Harris' deposition testimony (as well as to Mr. Foxman's), to
18 support its oral modification argument. It is true that when
19 enumerating the evidence which plaintiff believes supports such a
20 finding, plaintiff did not mention that deposition testimony.
21 Plaintiff briefly discusses that testimony elsewhere in its
22 response however. See Resp. (doc. 139) at 8:7-15. Therefore, the
23 court is compelled to consider the potential impact of the cited
24 testimony upon Eagle's summary judgment motion.

25 Plaintiff cites to a single comment by Eagle's President, Mr.
26

27 ⁴ Eagle inaccurately states that plaintiff "does not even cite Mr.
28 Harris' own testimony on the issue[]" of oral modification. Reply (doc. 154) at
9:24, n.5.

1 Foxman, that after receiving the November 29, 2000, notification
2 letter, he did not "recall any conversation" with Mr. Harris. Id.
3 at 8:10-11 (citing doc. 115 (Foxman Dep'n) at 77:19-20). Plaintiff
4 contrasts that response with a selected portion of Mr. Harris'
5 deposition wherein he was questioned about a conversation he claims
6 to have had with Mr. Foxman. During that purported conversation,
7 Harris testified that Foxman "asked [him] to go to Singapore to
8 meet with Mr. Wu." Doc. 125 (Harris Dep'n) at 87:19-20. When
9 asked about whether he had any "follow-up discussions with Mr.
10 Foxman about this topic[,] " Mr. Harris further testified:

11 Yes, we had. [Mr. Foxman] was very curious as
12 to how things went over in Asia and how - -
13 who Mr. Wu and I saw. How we did. What other
14 potential opportunities are there. And I've
15 been back to Asia several other time and met
16 with Mr. Wu and had follow-up calls on the
17 accounts that we went to see.

18 Id. at 87:22-88:5. The last excerpt from Mr. Harris' testimony to
19 which plaintiff cites reads as follows:

20 Q. Did you and Mr. Foxman ever document this
21 exchange in writing?

22 A. I wish.

23 Id. at 88:6-8. Simply put, this uncorroborated testimony is
24 insufficient to meet plaintiff's burden of proof on the oral
25 modification issue, even taking into account the procedural posture
26 of this case.

27 Eagle relies primarily upon South Shore Amusements, Inc. v.
28 Supersport Auto Racing Ass'n, 136 Ill.App.3d 284 (1985), to support
its argument that plaintiff "has no admissible evidence" of oral
modification. Mot. (doc. 81) at 11:33. The parties in South Shore
executed a written contract wherein plaintiff agreed to lease a

1 building from defendant to broadcast a closed circuit telecast of a
2 boxing match. Id. at 284. When the match had to be rescheduled
3 due to injury, plaintiff's president claimed that he advised
4 defendant's president of the delay and the former "orally agreed to
5 make [the building] available to show the match on another date."
6 Id. at 286.

7 The court held that that "wholly uncorroborated" testimony of
8 oral modification by plaintiff's president was "insufficient to
9 establish that the original written contract was modified by a
10 subsequent oral agreement." Id. at 287; and 288. Elaborating, the
11 court noted the absence of "cancelled contracts, cancelled checks,
12 written correspondence, evidence of equipment rescheduling, or any
13 other evidence of subsequent acts to support [plaintiff's]
14 contention that the written agreement was later modified by an oral
15 agreement." Id. at 287. The court further reasoned that that
16 uncorroborated testimony was insufficient given that it was
17 "emphatically refuted by" defendant's president and sole
18 shareholder. Id. The court in South Shore also pointed to the
19 lack of record evidence "as to the date on which the boxing match
20 was rescheduled to be shown." Id.

21 As Eagle views it, Harris' oral modification claim "falls
22 squarely within" the holding in South Shore. Mot. (doc. 81) at
23 11:27. Eagle reasons that as in South Shore, plaintiff offers only
24 the "uncorroborated and disputed testimony" of oral modification.
25 Id. at 12:2. Eagle further points out that much like South Shore
26 "there is no specificity" in terms of the purported modification.
27 Id. at 12:4. For example, the record is silent as to the terms of
28 this purported modification, such as the commission structure for

1 sales to Asia. Indeed, Eagle notes that Mr. Harris testified that
2 Mr. Foxman "[d]id not" say "how much the commissions would be[.]"
3 See Doc. 126 (Harris Dep'n) at 159:22-23. Accordingly, Eagle
4 believes that South Shore provides ample authority for finding that
5 Harris cannot, by relying upon the quoted excerpt from Mr. Harris'
6 deposition, defeat summary judgment on the oral modification issue.

7 Plaintiff Harris counters that the South Shore court had the
8 benefit of the "entire trial record," whereas here the parties are
9 only at the summary judgment stage. Resp. (Doc. 139) at 15:6.
10 Accordingly, plaintiff baldly asserts that a trial is necessary to
11 determine whether its evidence of oral modification is "clear and
12 convincing." Id. at 15:7. Plaintiff attempts to buttress this
13 argument by citing to Midwest Enterprises, Inc. v. Generac Corp.,
14 1991 WL 169059 (N.D.Ill. 1991). Plaintiff's argument misses the
15 mark on both counts.

16 Admittedly, South Shore involved a trial; the court was not
17 accessing the sufficiency of the proof on a summary judgment
18 motion. In some circumstances that would be a legally significant
19 distinction, but it is not here. That is because plaintiff Harris
20 misconceives the nature of its burden at this juncture. It is not
21 enough to simply raise the specter of a genuine issue of material
22 fact. Rather, plaintiff must "set forth by affidavit or as
23 otherwise provided in Rule 56, specific facts showing that there is
24 a genuine issue for trial.," Harris, 2008 WL 343260, at *12
25 (quoting Anderson, 477 U.S. at 248). As this court previously
26 explained in Harris:

27 This [e]vidence must be concrete and cannot
28 rely on mere speculation, conjecture, or
fantasy. . . . Similarly, a mere scintilla of

1 evidence is not sufficient to defeat a properly
2 supported motion for summary judgment; instead,
3 the nonmoving party must introduce some significant
4 probative evidence to support the complaint.

4 Id. (internal quotation marks and citations omitted). Plaintiff
5 Harris had not met that burden. At best, it has shown "that there
6 is some metaphysical doubt as to the material facts[,] " but that is
7 not a sufficient basis upon which to oppose summary judgment. See
8 id. (internal quotation marks and citation omitted). Thus, despite
9 the difference in procedural posture, the court finds that South
10 Shore is applicable here. Mr. Harris' wholly uncorroborated
11 testimony, quoted herein, does not rise to the level of clear and
12 convincing evidence necessary to survive a motion for summary
13 judgment on the issue of oral modification.

14 Nor does Midwest Enterprises provide an adequate basis upon
15 which to deny Eagle's motion insofar as it pertains to the issue of
16 oral modification. The court in Midwest Enterprises did partially
17 deny summary judgment, but not because of a factual issue as to
18 oral modification. Indeed, oral modification was not an issue in
19 Midwest Enterprises. Accordingly, Midwest Enterprises is wholly
20 inapposite to the oral modification issue herein, and does not
21 alter the court's view that Harris has not come forth with any
22 evidence, let alone clear and convincing, of oral modification.

23 The court realizes that ordinarily "the existence of an oral
24 modification - as well as its terms, conditions, and the intent of
25 the parties- are all questions of fact that must be determined by a
26 trier of fact." Household Financial Services, Inc. v. Coastal
27 Mortgage Services, Inc., 152 F.Supp.2d 1015, 1022 (N.D.Ill. 2001)
28 (citations omitted). This rule presupposes, however, that in the

1 first instance a plaintiff has come forth with evidence which is
2 sufficient to raise a genuine issue of material fact. As just
3 explained, plaintiff Harris has not done that. As in BMO Capital
4 Markets Corp. v. McKinley Medical LLC, 2007 WL 2757172 (N.D.Ill.
5 2007), plaintiff "makes broad statements regarding a modification,
6 which on their face [may] appear to raise factual issues that
7 cannot be resolved" on summary judgment. Id. at *10.
8 Significantly, however, also as in BMO Capital, "a review of the
9 evidence pointed to in support of [plaintiff's] accusations shows
10 that [plaintiff] lacks support for its statements." See id.

11 Additionally, Harris' "self-serving belief that [the
12 Agreement] was modified is not sufficient to show a modification."
13 See id. at *11 (citation omitted). Consequently, the court finds
14 that, as a matter of law, plaintiff has not shown oral modification
15 by clear and convincing evidence so as to amount to a waiver of the
16 Agreement's integration clause. Based upon this finding, it
17 necessarily follows that the Agreement: (1) was not orally modified
18 to expand Harris' sales territory to include Asia; and (2) it is a
19 written contract to which Illinois' ten year statute of limitations
20 applies.

21 In its complaint Harris alleges that Eagle "failed and refuses
22 to pay sales commissions to [Harris] for sales to [Harris']
23 Accounts for the period of November 1998 to present." Co. (doc. 1)
24 at 3:17-18, ¶ 12. Assuming *arguendo*, based upon that allegation,⁵
25 a November 1998 accrual date, because Harris filed this action on
26

27 ⁵ Given the present state of the record, there are two other possible
28 accrual dates, as more fully discussed below. Those dates are well after November,
1998, however, and thus easily fall within the ten year statute of limitations.

1 October 16, 2006, its breach of contract claim is timely.
2 Therefore, the court denies Eagle's summary judgment motion to the
3 extent it is arguing that count I, breach of contract, is barred by
4 the statute of limitations. Thus, the court must next address the
5 merits of that claim.

6 **2. Merits**

7 Harris alleges that Eagle's "failure and refusal to pay sales
8 commissions due [Harris] on [Harris'] Accounts, constitutes [a]
9 material and unilateral breach of the Agreement[.]" Id. at 5:10-11,
10 ¶ 22. To establish a breach of contract under Illinois law, a
11 plaintiff must show: "(1) the existence of a valid and enforceable
12 contract; (2) performance by the plaintiff; (3) breach of contract
13 by the defendant; and (4) resultant injury to the plaintiff."
14 Smith v. Village of Norridge, 2008 WL 697352, at *3 (N.D.Ill. 2008)
15 (internal quotation marks and citation omitted). Although not
16 framed in terms of those elements, Eagle seems to be arguing that
17 summary judgment is proper on what remains of the breach of
18 contract claim because Harris cannot show a breach in that it "has
19 no specific admissible evidence that Eagle owes it any commissions
20 under the Agreement." Mot. (doc. 81) at 2:1-2.

21 It is undisputed that "Eagle paid Harris \$152,538.34 in
22 commissions for sales in Harris' territory of Arizona and New
23 Mexico that were closed from November 12, 1998 through March 1,
24 2001[.]" DSOF (doc. 82) at 3, ¶ 19:13-16 (citations omitted).
25 Eagle arrived at the March 1, 2001, date by relying upon the
26 provision in the Agreement which allowed "either party," without
27 cause," to "terminate" that Agreement "on ninety (90) days written
28 notice[.]" See Larsen Decl'n (doc. 85), exh. 15 thereto at ¶ 7(a).

1 of termination provision. Construing Harris' November 29, 2000,
2 letter as terminating the Agreement, Eagle then calculated March 1,
3 2001 as being 90 days thereafter. It is also undisputed that
4 Harris received some commission payments after that March 1, 2001,
5 date "because Eagle had not received payments from its customers as
6 of that date, and therefore, commission payments to Harris were not
7 yet due." Aidikonis Decl'n (doc. 84) at 1:21-23, ¶ 3. In fact, as
8 mentioned earlier, Harris received commission payments as late as
9 2003 due to outstanding invoices. Aidikonis Dep'n (doc. 119) at
10 20:13-21:12. Based upon the foregoing, Eagle maintains that it is
11 entitled to summary judgment on the breach of contract claim
12 because it paid Harris in accordance with the Agreement.

13 Harris does not challenge the foregoing in any way. Indeed,
14 it would be hard pressed to do so given that in Harris, 2008 WL
15 343260, it did "not controvert the fact that Eagle paid [it]
16 \$152,538.34 in commissions for sales that were ordered prior to
17 March 1, 2002, which was 90 days after [plaintiff] terminated the
18 Agreement on November 29, 2000." Id. at *13 (internal quotation
19 marks and citation omitted). Instead, Harris broadly declares that
20 "[t]he parties disagree . . . on *many* material factual issues[,]"
21 thus rendering summary judgment inappropriate. Resp. (doc. 139) at
22 4:21 (emphasis added). Despite that sweeping assertion, tellingly,
23 Harris only identifies one disputed issue - "when sales commissions
24 should stop." Id. at 10:18. This dispute arises, according to
25 Harris because of the differing interpretations the parties have as
26 to the significance of the November 29, 2000, notification letter.
27 According to Harris that letter served as "a notice of breach and
28 demand for payment of commissions due[,]" whereas Eagle viewed it

1 as terminating the Agreement. Id. at 4:23-26 (citations omitted).
2 Significantly, Harris does not offer, let alone point to any record
3 evidence, of an alternate date for stopping commission payments.

4 What is more, in highlighting those differing interpretations,
5 Harris refers only to sales to Asia. In particular, Harris
6 contends that because the parties disagree as to the meaning of the
7 November 29th letter, Eagle's "rationale to not pay commission on
8 [Harris'] account's [sic] purchases that were shipped to the same
9 account facilities in Asia, is nonsensical." Id. at 10:2-3. The
10 foregoing leads the court to believe that Harris is arguing that
11 there is a genuine issue of material fact as to commissions
12 purportedly due for sales to Asia. Hence, the court should deny
13 Eagle's summary judgment motion in this regard. Given the court's
14 finding, however, that the Agreement does not encompass sales to
15 Asia, this claimed factual dispute as to the meaning of the
16 notification letter does not preclude summary judgment.

17 To the extent Harris may be asserting that it is due
18 commissions under the Agreement for non-Asia sales, still, it is
19 unable to defeat summary judgment. First, as already explained,
20 there is no dispute that Eagle paid Harris \$152,538.34 in
21 commissions due under the Agreement. Second, Harris had not met
22 its burden, as the non-moving party, of pointing to specific facts
23 demonstrating a genuine issue for trial in terms of commissions
24 allegedly due it under the Agreement.

25 As to any non-Asia commissions allegedly due Harris, Eagle
26 propounded the following interrogatory to Harris:

27 State the total amount of commissions, if any,
28 YOU contend EAGLE . . . did not pay YOU that YOU
 were entitled to during YOUR relationship with

1 EAGLE . . . pursuant to the . . . Agreement[.]
2 Larsen Decln' (doc. 85), exh. F thereto at 4:16-19. Harris
3 responded:

4 [It] is entitled to be paid sales commission on
5 all sales made by Defendant [sic] to Motorola, ON
6 Semiconductor, Freescale, Burr-Brown, Texas
7 Instruments, AIT Batam, Alphatec, ASAT, ASE, Carsem
8 Semiconductor, Fairchild, Microchip Technology and
9 Advanced Test Resources.

10 Id., exh. F thereto at 4 (emphasis added). The obvious flaw with
11 Harris' claim that it is owed commissions on "all sales" made to
12 the listed entities is that it contradicts the plain language of
13 the Agreement. The Agreement is clear that Harris' is to be paid
14 commissions for sales of certain products associated with its
15 "geographic area described as Arizona and New Mexico[.]" Larsen
16 Decl'n (doc. 85), exh. 15 thereto at ET000001. Yet, Harris has not
17 come forth with any evidence that the sales to which it refers in
18 that interrogatory answer were in any way associated with Arizona
19 and New Mexico. In fact as to six of those entities, Mr. Harris
20 testified that he did not know if the products were shipped in or
21 out of Arizona or New Mexico. DSOF (doc. 82) at 47 (citations
22 omitted). In short, Harris has not pointed to anywhere in this
23 fairly extensive record showing, at a minimum, that there are
24 genuine issues of material fact as to whether it is owed
25 commissions under the Agreement.

26 Lastly, Harris mentions the procuring cause doctrine in
27 passing. Harris unsuccessfully invoked that doctrine when
28 responding to Eagle's motion for partial summary adjudication. The
court observed then that the applicability of that doctrine was
"highly doubtful, especially . . . where plaintiff has not

1 'offer[ed] any evidence tying specific invoices to efforts' made by
2 it." Harris, 2008 WL 343260, at *17 n. 12 (quoting Hammond Group,
3 Ltd. v. Spalding & Evenflo Companies, Inc., 69 F.3d 845, 850 (7th
4 Cir. 1995)). Elaborating, the court stated:

5 all that [Harris] has done is to baldly refer
6 to accounts listed by name only i[n] its complaint,
7 without reference to time frame or region. This
8 is an insufficient basis upon which to allow recovery
9 under the procuring cause doctrine. [citing Hammond,
10 69 F.3d at 850] (under Illinois law, procuring
11 cause doctrine did not entitle a manufacturer's
12 representative to recover commissions which arose
13 after contract termination where the representative
14 'did not offer any evidence tying specific invoices
15 to [its] efforts").

16 Id. Harris did not even do that much in response to the current
17 summary judgment motion. Thus, it cannot rely upon the procuring
18 cause doctrine to defeat Eagle's properly supported motion for
19 summary judgment on Harris' breach of contract claim. The court,
20 therefore, finds that although Harris' breach of contract claim is
21 timely, because Harris has not come forth with a genuine issue of
22 material fact as to the merits, summary judgment in Eagle's favor
23 is proper as to this breach of contract claim. The court will
24 turn to Harris' remaining claims for an accounting and unjust
25 enrichment.

26 **B. Accounting**

27 In count III of its complaint, Harris "demands a full
28 accounting from [Eagle] of all sales activity with [Harris']
Accounts, to include a production of all records of same pursuant
to 735 ILCS 5/8-402." Co. (doc. 1) at 6, ¶ 26:1-3. Eagle asserts
two bases for summary judgment as to this count. First, it is time
barred and second, it fails as a matter of law because Harris has
an adequate remedy at law. The court will address these arguments

1 *seriatim*.

2 **1. Statute of Limitations**

3 Relying upon, 735 ILCS 5/13-205, Eagle claims that Harris'
4 accounting claim is untimely as a matter of law because Harris
5 brought this claim "for commissions allegedly owed under the
6 Agreement over 5 years after it had notice such a claim might
7 exist." Mot. (doc. 81) at 14:11-12. This analysis is cursory, to
8 say the least, and hence not particularly enlightening.

9 Harris, in effect, makes a tolling argument in response.
10 Based solely upon American Steel Foundries v. The Railroad Supply
11 Co., 235 Ill.App. 228, 1924 WL 3705 (1924), Harris contends that
12 "the Statute of Limitations for an accounting does not start to run
13 while payments are being made and until the transactions are
14 completed." Resp. (doc. 138) at 14:8-9 (citation omitted).
15 Relying upon the deposition of Eagle's Account Payable Manager, who
16 agreed that she "carr[ied]" some commission payments to Harris
17 "over into 2003[,]" Harris maintains, without explanation, that its
18 accounting cause of action is not barred under the five-year
19 statute of limitations. PSOF (doc. 140), exh. 3 thereto (doc. 119)
20 at 20:23-21:1. It is safe to assume that Harris' reasoning is that
21 the accounting cause of action accrued in 2003, due to those
22 "carry-over" payments, and thus because Harris filed its complaint
23 on October 16, 2006, it is timely.

24 Eagle is correct that "Illinois applies a five-year limitation
25 to an accounting claim." Glovaroma, Inc. v. Maljack Productions,
26 Inc., 71 F.Supp.2d 846, 857 (N.D.Ill. 1999) (citing Kedzierski v.
27 Kedzierski, 899 F.2d 681, 682 (7th Cir. 1990)). In determining the
28 accrual date for an accounting cause of action, Illinois also

1 applies the discovery rule. The discovery rule "provides that the
2 relevant statute of limitations begins to run when a person knows
3 or reasonably should have known of his injury and also knows or
4 reasonably should have known that it was wrongfully caused." Santa
5 Claus Industries, Inc. v. First National Bank of Chicago, 216
6 Ill.App.3d 231, 236 (1991) (citation omitted). Courts have
7 stressed that "'wrongfully caused' does not connote knowledge of
8 the existence of the cause of action." Id. (citation omitted).
9 "Instead, it is a general or generic term, signifying the point at
10 which the injured person has sufficient information concerning his
11 injury and its cause to put a reasonable person on inquiry to
12 determine whether actionable conduct is involved." Id. (citation
13 omitted).

14 Applying the discovery rule in Santa Claus Industries, the
15 court held that plaintiff's accounting cause of action against a
16 bank was barred by section 13-205 because it "accrued in April
17 1980, when the final payment under the . . . Note was due." Id. at
18 237. Reasoning that plaintiff had a "copy of the . . . Note and
19 was on notice as to its terms, which included a payment
20 schedule[,] " the court held that "[e]ven if [plaintiff] did not
21 know in late 1978/early 1979 that [a third-party] had prepaid its
22 obligation under the . . . Note, it knew that [third-party] was
23 obligated to make quarterly interest payments, commencing July 15,
24 1975, and it knew that the . . . Note was due and payable in April
25 1980." Id. at 237-238. Accordingly, "when [plaintiff] never
26 received any interest payments by April 1980, it knew or should
27 have known that it had been injured and that the injury had been
28 wrongfully caused." Id. at 238. Thus, the court affirmed the

1 trial court's holding that plaintiff had five years from that date
2 within which to file its accounting action; and because it did not,
3 dismissal was proper. See also Glovaroma, 71 F.Supp.2d at 857
4 (granting summary judgment on accounting claim because it was
5 untimely in that plaintiff "first became aware" of that claim "on
6 April 1989 when she first protested [defendant's] first royalty
7 report[,] " but she did not commence that action until more than
8 five years later).

9 In arguing that Harris' accounting cause of action is not
10 timely, Eagle did not even hint at what it believes the accrual
11 date should be. The court gleans two possibilities from Eagle's
12 motion overall, however. First, Eagle could be employing November
13 29, 2000, the date of the notification letter. This is one
14 possible accrual date because in that letter, among other things,
15 Harris explicitly "*demand[s] a full accounting of the commissions*
16 *due, and for [Eagle] to issue a commission check immediately.*"
17 Foxman Decl'n (doc. 83), exh. A thereto at 1 (emphasis added).
18 "'In most instances, the time at which a plaintiff knows or
19 reasonably should have known both of the injury and that it was
20 wrongfully caused will be a disputed question of fact.'" Aebischer
21 v. Stryker Corp., 2008 WL 2941172, at *2 (7th Cir. 2008) (quoting
22 Castello v. Kalis, 352 Ill.App.3d 736 (2004)). Given the
23 unequivocal language just quoted, summary judgment is proper on
24 this issue however. That is so because "the jury could draw but
25 one conclusion from the evidence[,] " id. (citation omitted); and
26 that conclusion is that on November 29, 2000, Harris had
27 "sufficient information concerning [its] injury and its cause to
28 put a reasonable person on inquiry to determine whether actionable

1 conduct is involved." See Santa Claus Industries, 216 Ill.App.3d
2 at 236 (citation omitted).

3 Several other statements in that November 29, 2000, letter
4 contribute to this finding. For example, Harris declared that it
5 had "not received a commission check from [Eagle] since April 2000,
6 and ha[s] yet to receive any commissions from bookings in the year
7 2000." Id. Harris continued that it "believe[d] there [we]re
8 other commissions outstanding from 1999." Id. Harris added that
9 it "fe[lt] that there [we]re moneys due [it], from [its] efforts at
10 ON Semiconductor[,]" and that it "fe[lt] [it] [wa]s entitled to at
11 least 3% of all business generated by [those] efforts . . . , and
12 per the [Agreement]." Id. Furthermore, Harris informed Eagle that
13 it was "aware" of the existence of "purchase orders which [Eagle]
14 ha[d] yet to deliver against and [Harris] . . . expect[ed] those
15 moneys to be paid out in accordance" with the Agreement. Id.
16 Before closing, Mr. Harris wrote: "By failing to pay [Harris] for
17 the past 9 months, you have given me no choice but to terminate the
18 [Agreement] effective immediately." Id. To stress that point, Mr.
19 Harris expressly stated, "Please use this letter as your formal
20 notification Harris . . . , no longer represents [Eagle]." Id.
21 These protestations by Harris, including the explicit demand for an
22 accounting, easily support using November 29, 2000, as the accrual
23 date herein. Thus, because the present action was not filed until
24 October 16, 2006, more than five years after that accrual date,
25 Harris' accounting claim is time-barred.

26 Another possible accrual date is less exact, but mandates the
27 same result. Mr. Harris agreed that "Harris stopped working for
28 Eagle . . . [i]n July 2001[.]" PSOF (doc. 140), exh. 3 thereto (doc.

1 126) at 131:22-24. Under that scenario, this accounting cause of
2 action also would be time-barred because this action was filed more
3 than five years later. Accordingly, because the statute of
4 limitations has run, the court grants Eagle's summary judgment as
5 to count III -- the "demand for accounting."

6 Harris' tolling argument is unavailing and thus does not
7 require a different conclusion. Harris' reliance upon American
8 Steel is misplaced because that was an action "in assumpsit[,]"⁶ not
9 for an accounting. American Steel, 235 Ill.App. at ___, 1924 WL
10 3705, at *1. Additionally, the statute there was tolled because
11 "there was an acknowledgment of the debt by the defendant[.]" Id.
12 at ___, 1924 WL 3705, at *9. Obviously Eagle has not made a
13 similar acknowledgment. Thus, American Steel does nothing to
14 advance Harris' tolling argument.

15 2. Merits

16 Even if timely, Eagle contends that because this accounting
17 claim is equitable, and because Harris has an adequate remedy at
18 law, summary judgment is, nonetheless, proper as to this claim.
19 Plaintiff emphatically responds that its "**CLAIM FOR AN ACCOUNTING**
20 **IS STATUTORY[.]**" Resp. (doc. 139) at 16:11 (emphasis in original).
21 To emphasize this point, Harris claims that Eagle is "confus[ing]
22 an equitable action for an accounting with [Harris'] statutory
23 count for an accounting brought under 735 ILCS 5/8-402, as cited in
24 its complaint." Id. at 16:12-13. Continuing to stress this
25 supposed distinction, Harris asserts that the case law discussing
26

27 ⁶ This is "[a] common-law action for breach of [an express or implied
28 promise, not under seal] or for breach of a contract." Blacks Law Dictionary (8th
ed. 2004).

1 equitable accounting claims, upon which Eagle relies, thus is
2 inapplicable.

3 There is no distinction between an equitable and statutory
4 accounting cause of action, Eagle responds, noting Harris' lack of
5 authority to support this claimed distinction. Further, Eagle
6 accurately responds that 735 ICLS 5/8-402, the alleged statutory
7 basis for Harris' accounting claim, is merely a discovery device
8 and does not provide a basis for an accounting claim.

9 Eagle has the stronger argument by far here. First, even
10 accepting Harris at its word, *i.e.* that it is not seeking an
11 equitable accounting, the court cannot ignore the unequivocal
12 "demand[] [for] a full accounting[]" in Harris' complaint. See
13 Co. (doc. 1) at 6:1, ¶ 26. Given that broad demand, to the extent
14 the complaint can be read as alleging a claim for unjust
15 enrichment, the court grants Eagle's motion for summary judgment.
16 See *Surfers Unlimited, L.L.C. v. Telebrands Corp.*, 1997 WL 285875,
17 at *1 (N.D.Ill. 1997) (where defendant "explicitly request[ed] an
18 accounting in its Counterclaim[,] court dismissed such claim for
19 failure to allege no adequate remedy at law, although defendant
20 indicated it had "deliberately" not pled the equitable accounting
21 elements).

22 Second, shifting gears to Harris' purported "statutory"
23 accounting claim, there is no legal basis for that claim. Harris
24 does not provide any legal authority supporting such a claim and
25 the court's research revealed none. Furthermore, on its face the
26 plain language of 735 ILCS 5/8-402, the statute upon which Harris
27 relies as the basis for this accounting claim, pertains to
28 discovery. That statute, entitled "[p]roduction of books and

1 writings[,]” reads in its entirety as follows:

2 The circuit courts shall have power, in any
3 action pending before them, upon motion,
4 and good and sufficient cause shown, and
5 reasonable notice thereof given, to require
6 the parties, or either of them, to produce
7 books or writings in their possession or
8 power which contain evidence pertinent to
9 the issue.

7 735 ILCS 5/8-402. Plainly, that statute does not provide for an
8 accounting cause of action, expressly or impliedly. Rather, that
9 “statute contemplates the production of evidence[.]” Carden v.
10 Ensminger, 329 Ill. 612, 618 (1928). In other words, 5/8-402 is a
11 discovery mechanism - nothing more.

12 Harris’ reliance upon section 5/8-402 to support an
13 independent cause of action is misplaced for another reason. By
14 its terms, that statute grants “circuit courts” the power to act
15 thereunder. “Circuit courts” are Illinois state trial courts - not
16 federal district courts such as this one. Discovery in this United
17 States District Court is governed, obviously, by the Federal Rules
18 of Civil Procedure - not by state court statutes. For these
19 reasons, the court finds no basis for Harris’ statutory accounting
20 claim. As the foregoing shows then, even if Harris’ accounting
21 cause of action was timely, Eagle is entitled to summary judgment
22 on the alternative basis that that cause of action is insufficient
23 as a matter of law.

24 **C. Unjust Enrichment**

25 As with plaintiff’s accounting cause of action, Eagle asserts
26 that plaintiff’s unjust enrichment cause of action is barred by the
27 statute of limitations; and, in any event, is legally insufficient.

28 . . .

1 1. Statute of Limitations

2 Actions for unjust enrichment, like accounting actions, are
3 governed by the five year statute of limitations found in section
4 13-205. Frederickson v. Blumenthal, 271 Ill.App.3d 738, 742
5 (1995). Eagle maintains, as it did with respect to Harris' demand
6 for an accounting, that this cause of action "accrued more than
7 five years before Harris filed suit[,] " and hence it is barred
8 under the applicable statute of limitations. Mot. (doc. 81) at
9 13:14-16. Harris' response is one sentence: "Applying the same
10 authority as cited . . . for breach of contract and an accounting,
11 [its] alternative cause of action for Unjust Enrichment, is not
12 barred by Illinois' five . . . year Statute of Limitations." Resp
13 (doc. 139) at 15:18-20.

14 The court surmises that Harris again is positing that the
15 Eagle's 2003 "carry over" payments tolled the five year statute of
16 limitations. Partial payment will toll the statute of limitations
17 for breach of written contracts, such as in Krajcir v. Egidi, 305
18 Ill.App.3d 613, 622 (1999), to which Harris cites. There, in an
19 action to enforce a non-negotiable promissory note, the court held
20 that the ten year statute of limitations under section 13-206 began
21 when the vendor received a check from the purchasers making partial
22 payment on the amount due under the note. Id. at 622. Harris does
23 not provide any authority for applying that rule in the unjust
24 enrichment context.

25 Of equal if not more import is that in Krajcir the court was
26 applying section 13-206, which expressly permits tolling for
27 partial payment, unlike the five year statute of limitations which
28 governs this unjust enrichment claim. See 735 ILCS 5/13-206

1 (emphasis added) (“[B]ut if *any payment . . . to pay* has been made,
2 . . . , on any bond, note, bill, lease, contract, or other written
3 evidence of indebtedness, within or after the period of 10 years,
4 then an action may be commenced thereon at any time within 10 years
5 after the time for such payment[.]”) Because section 13-205 does
6 not contain a similar partial payment provision, and because Harris
7 does not provide any legal authority for its argument that an
8 unjust enrichment claim can be similarly tolled, the court declines
9 to adopt this view. Therefore, for the same reasons that Harris’
10 accounting cause of action is time-barred, so, too, is its unjust
11 enrichment claim. The court thus grants summary judgment in
12 Eagle’s favor on this claim as well.

13 **2. Merits**

14 Even if Harris’ unjust enrichment claim is timely,
15 nonetheless, summary judgment in Eagle’s favor on that claim is
16 proper. Summary judgment is proper because, as set forth below, as
17 a matter of law that theory of recovery is unavailable to Harris.

18 Under Illinois law, “[w]here the subject matter of a suit is
19 governed by a contract, it is axiomatic that there can be no
20 recovery on the basis of a quasi-contractual theory like unjust
21 enrichment.” Coy Chiropractic Health Center, Inc. v. Travelers
22 Casualty & Surety Co., 2007 WL 2122420, at *8 (S.D.Ill. 2007)
23 (citing, *inter alia*, Borowski v. DePuy, Inc., 850 F.2d 297, 301
24 (7th Cir. 1988) (under Illinois law, “[i]f the parties enter into
25 an agreement, they choose to be bound by its terms . . . [A]n
26 action sounding in quasi-contract will not lie.”) Significantly,
27 the fact that a “specific subject matter is not covered in the
28 express contract[]” does not change this rule. See Borowski, 850

1 F.2d at 301 (citations omitted). Under those circumstances, unjust
2 enrichment still is not a viable theory of recovery.

3 Applying those well-established rules to the present case
4 entitles Eagle to summary judgment as to Harris' unjust enrichment
5 claim. The Agreement between Harris and Eagle is the "real
6 contract" which governs the parties' dealings herein. Therefore,
7 Harris cannot recover on an unjust enrichment theory. See Murray
8 v. Abt Assocs., Inc., 18 F.3d 1376, 1379 (7th Cir. 1994) ("Illinois
9 does not permit recovery on a theory of quasi-contract when a real
10 contract governs the parties' relations.") Significantly, plaintiff
11 cannot avoid that result by asserting that it is entitled to
12 recover based upon unjust enrichment for Asia sales commissions, a
13 subject area not covered in the Agreement. See The Essex Real
14 Estate Group, Ltd. v. River Works, L.L.C., 2002 WL 1822913, at *9
15 (N.D.Ill. 2002) (dismissing quantum meruit claim because plaintiff
16 brought that claim "only to redress an area not discussed in the
17 [parties'] Agreement: breach of the Agreement by 'shopping' the
18 terms of the loan and the damages resulting from such a breach[>").

19 Plaintiff attempts to take refuge in the liberal pleading
20 which Fed. R. Civ. P. 8(e)(2) allows, whereby a party may plead
21 alternative and even inconsistent theories of recovery. See Coy
22 Chiropractic, 2007 WL 2122420, at *8 (citations omitted) ("at the
23 pleading stage a plaintiff may assert alternative and inconsistent
24 claims for relief based on contractual and quasi-contractual
25 theories of recovery"). Plaintiff Harris seems to suggest that if
26 there is a finding, as there has been, that the Agreement was not
27 orally modified to include Asia as part of its sales territory,
28 nonetheless, it can recover commissions allegedly due for sales to

1 Asia on a theory of unjust enrichment. Plaintiff's argument might
2 carry some weight if this were a Rule 12 motion to dismiss where
3 the focus is solely on the adequacy of the pleadings. On this
4 summary judgment motion, however, this alternative pleading
5 argument carries no weight. Both because it is time barred and
6 because it is not a viable theory of recovery, the court grants
7 Eagle's motion for summary judgment as to count II of the complaint
8 alleging unjust enrichment.

9 In response to Eagle's previously filed motion for partial
10 summary judgment, Harris relied upon the Illinois Sales
11 Representative Act, 820 ILCS § 820 ILCS § 120/0.01 *et seq.*
12 Mistakenly referring to that Act as the Illinois Wage Payment and
13 Collection Act,⁷ Eagle is seeking summary judgment in this regard
14 as well. The primary basis for Eagle's argument is, as this court
15 pointedly noted in Harris, the "complaint does not mention th[at]
16 Act[]; and a plaintiff, . . . , cannot raise a new theory of
17 liability in opposition to summary judgment." Harris, 2008 WL
18 343260, at *17 (internal quotation marks and citations omitted).

19 Disregarding this omission in its complaint, Harris baldly
20 counters that it is "covered" as a "'principal'" under that Act;
21 and that it "disclosed" that Act "as a measure of damages . . . in
22 its Rule 26(e) supplemental disclosure[.]" Resp. (doc. 139) at
23 17:4-9 (citation and footnote omitted). That disclosure does not
24 alter the fact, however, that Harris' complaint does not suggest
25 that the Illinois Sales Representative Act may be a theory of

26
27 ⁷ In its Reply Eagle readily concedes its mistake, explaining that
28 despite the fact that it "erroneously referred to the Illinois Wage Payment and
Collection Act, . . . , [it] cited and analyzed the . . . Illinois Sale
Representative Act." Resp. (doc. 154) at 11:22, n. 2.

1 liability herein. Thus, consistent with Harris, the court finds
2 that plaintiff is precluded from asserting a claim under that Act
3 at this juncture. Accordingly, the court grants Eagle's summary
4 judgment motion in this regard as well.

5 The court's determination that Eagle is entitled to summary
6 judgment as to each of the three causes of action in Harris'
7 complaint, renders moot the remaining pending motions for
8 extensions of time (docs. 69, 72 and 74); to compel (doc. 78); for
9 a sealing order (doc. 90) and to preclude (doc. 92). The court
10 therefore denies these motions as moot.

11 To summarize, for the reasons set forth herein, IT IS ORDERED
12 that:

13 (1) Defendant Eagle Test Systems, Inc.'s Motion for Summary
14 Judgment or in the Alternative Partial Summary Judgment (doc. 81)
15 is GRANTED; and

16 (2) Plaintiff Harris Technical Sales, Inc.'s motions for
17 extensions of time (docs. 69, 72 and 74); to compel (doc. 78); for
18 a sealing order (doc. 90) and to preclude (doc. 92) are DENIED.

19 The Clerk of the Court is directed to enter JUDGMENT in favor
20 of defendant and terminate the case.

21 DATED this 12th day of September, 2008.

22

23

24

25

26

27

28 Copies to counsel of record



Robert C. Broomfield
Senior United States District Judge