bid will normally include, without specific reference, the standard contract terms and conditions used by that general contractor. Problems arise when the subcontractor submits a bid to a general contractor for the first time or where the general contractor makes some major revisions to its company subcontract form. Here, the contract terms contemplated by the two parties can be quite different. A possible complication here is that if the general contractor presents a subcontract containing significant conditions not in the bidding documents or instructions, it can be considered as a counteroffer by the general contractor and the bid of the subcontractor is not binding. To avoid such difficulties, many general contractors require that subcontract bids be made on a standard bid quotation form which binds the parties to the use of a particular subcontract.

Change orders to construction contracts often involve modifications to subcontracted work. When this is the case, the general contractor and the subcontractor must execute a suitable change order to the subcontract affected. The prime contractor normally uses a standard form for this purpose similar to that shown in Figure 6.1.