

13.1: Introduction

One of the drawbacks of federalism is that states can implement different laws. This was a serious problem as the US economy grew beyond local and state-based industries to economies of scale during the Twentieth Century because it hampered economic growth. In response, business leaders demanded consistent laws to facilitate trade across the nation, especially for the sale of goods across state lines.

The **Uniform Commercial Code (UCC)** is a proposed set of laws developed by legal experts and business leaders to govern commercial transactions, including sale of goods, secured transactions, and negotiable instruments. The UCC was created in 1952 and its advocates lobbied the states and territories to adopt it. The UCC has been adopted in some form by all fifty states, the District of Columbia, and US territories. Interestingly, it is the only “national” law not enacted by Congress.

This chapter will focus on important provisions that relate to sales contracts that have been adopted by most, if not all, states.

Counselor’s Corner When writing something for work, I offer the following advice. First, take time to review and edit your writing. You will be surprised at the number of typos that can be discovered when you give your work fresh eyes. Don’t be afraid to reach out to others to review your work as well. Excellence in writing will help to convey your message clearly and credibly. Second, write with honesty. If your reader doubts the sincerity of your work, the message you are trying to convey will be lost. The strongest advocates I have encountered are the most honest ones. Third, be clear and concise. Tell your reader a story but give them the information they need in an organized fashion. ~Tiffany M., attorney

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