



WORTHINGTON  
& ASSOCIATES LTD.

# ONE DAY COURSES

IN-HOUSE SEMINARS *with* ROBERT C. WORTHINGTON, LLB

## Update on Competitive Bidding Law 2009

Canadian competitive bidding law continues to expand and evolve in interesting and potentially dangerous ways for Owners, Bidders, Prime Contractors, and Sub-Trade Bidders. These laws impact the rights, responsibilities, and remedies of all parties involved in the competitive bidding process. Only with knowledge can all parties manage the legal complexities of the procurement process safely. *Update on Competitive Bidding 2009* examines the current state of competitive bidding law, details the recent (and occasionally startling) decisions of our Courts, and provides participants with the insight and awareness necessary to avoid the many pitfalls in this legally-charged area of procurement.

### COURSE CONTENT

- The Current State of Competitive Bidding Law in Canada
- The Supreme Court of Canada's Most Recent Pronouncements
- Obligations of Owners (Public and Private) in Competitive Bidding
- Compliant Bidding and Waivers of Non-Compliance
- Negotiation with Bidders Prior to Award
- Using Independent Agents to Conduct Competitions
- Liability of Consultants and Project Managers in Competitive Bidding
- And more!

### WHO SHOULD ATTEND

Professional Purchasers and Supply Managers, Contract Administrators, Human Resources Directors, Financial Officers, General Managers, and business professionals who work with competitive bid documents. These types of organizations will find this course helpful:

- Airports, Airlines and Aerospace Engineering ■ Educational Institutions; Universities, Colleges, School Boards
- Federal and Provincial Governments, Crown Corporations, Municipalities and Districts ■ Forest Industry, Pulp and Paper
- Manufacturing and Distribution ■ Medical Care Facilities, Hospitals and Health Authorities
- Mining, Minerals and Chemicals ■ Oil and Gas ■ Power and Public Utilities ■ Telecommunications
- Private Business and Services ■ Purchasing Organizations ■ Professional Associations.

### WHAT PARTICIPANTS HAVE SAID ABOUT THIS COURSE

- *Interesting, informative and entertaining seminar. Very worthwhile!* ■ *Robert's presentation techniques are first rate! Very stimulating seminar.* ■ *I'm so glad I came! The course was a total "experience!"* ■ *Thanks for supporting our purchasing industry, Bob. It was excellent!*
- *Practical information in concise format. Great course!*

## IN-HOUSE SEMINARS

### DATES

We are currently booking in-house seminars for **WINTER / SPRING 2009**

### LOCATION

Your Office, Your City

### FEES

- Fees are based on a flat daily teaching rate + incidental expenses + GST
- Fees include a custom-designed course presentation based on your company's competitive bidding documents.
- Train 12 – 40 staff for the same flat fee!
- For a custom seminar proposal and price quote, contact us today!

### REGISTRATION

To book a seminar for your organization, please contact:

EML [rcworthington@shaw.ca](mailto:rcworthington@shaw.ca)

TEL 604-488-0114

*Dates booked are firm.*

***Teaching schedule fills up quickly,  
contact us today!***

**All participants receive a detailed set of seminar materials to use as a reference.**

### PLEASE NOTE

The seminar presumes participants have a basic knowledge of competitive bidding law.



## ROBERT C. WORTHINGTON, LLB

An award-winning lecturer in law, Robert C. Worthington, LLB, has taught purchasers and contract managers throughout Canada for the past 26 years, specializing in the laws of contract, competitive bidding, and procurement. He has written two books on contract and procurement law, designed especially for contracting and procurement professionals. Robert's books and law courses are entertaining as well as informative. For more information, please visit his website at [www.purchasinglaw.com](http://www.purchasinglaw.com).