



**Finance and Contract
Administration Council**

THE BUCK STOPS HERE!
Managing Contracts
Protecting the Bottom Line



Sponsored by the
**Water and Wastewater Equipment
Manufacturers Association, Inc.**

**March 21-22, 2012
Indianapolis, Indiana**

The Water and Wastewater Equipment Manufacturers Association ("WWEMA") invites you to attend this year's Finance & Contract Administration Council event

THE BUCK STOPS HERE! **Managing Contracts - Protecting the Bottom Line**

The purpose of this meeting is to provide quality educational and networking opportunities for finance officers, controllers, risk managers, contract administrators and credit managers whose companies provide products and processes to the water and wastewater industry. The WWEMA Finance & Contract Administration Council offers a format that not only includes solution-oriented presentations by experts and leaders in the field, but also encourages open exchange of questions, answers, ideas and discussion among your industry peers in a way that is sure to provide an interesting and exciting gathering. In addition, through participation in the Council, attendees develop a great personal network for the exchange of information and ideas throughout the year. Join us in Indianapolis on March 21-22, 2012 for a true learning experience.

WEDNESDAY, MARCH 21

2:00 pm – 2:15 pm

Welcome and Introductions

Brian Harrell

Financial Controller – Wastewater Division
Hydro International

2:15 pm – 3:00 pm

Uniform Commercial Code: A Risky Proposition

Mark Crandley

Partner, Litigation Group
Barnes & Thornburg

The application of the Uniform Commercial Code in procurement contracts is oftentimes confusing, misleading and risky to suppliers. Learn what it covers, who it covers, and how to mitigate its potential impact on your bottom line.

3:00 pm – 3:15 pm

Bio-Break

3:15 pm – 4:45 pm

The ABCs of T&Cs – LIVE!

Just when you think you've heard it all! This interactive session pits contractor against supplier as they go head-to-head debating the "dirty dozen" sins of procurement contract terms and conditions... a battle worth watching!

4:45 pm – 5:00 pm

ConcensusDocs

Jim Brown

General Counsel
Degremont Technologies North America

They may only be 3-1/2 years old, but ConcensusDocs are catching on as the preferred set of contract documents being used in the construction industry. Hear what's new and how they protect you.

6:00 pm – 8:00 pm

Networking Dinner

Feast on exquisite Italian cuisine at Lorenzo's Ristorante while enjoying delightful conversation among your colleagues at the conclusion of the first day's program.

THURSDAY, MARCH 22

8:30 am – 9:30 am

Addressing Common Insurance Principles: Dos and Don'ts for Everyday Insurance Concerns **John Ellison**
Partner
Reed Smith

Terms like “additional insured,” “indemnification,” “waiver of subrogation” and related concepts are routinely thrown around in contract negotiations and often misunderstood. This session will provide a primer on what these terms mean, how they impact contract relationships, who is providing protection to whom, and what types of risks are being transferred, how and to whom. Understanding these basic concepts will ensure a better ability to protect your business and negotiate the right terms and conditions for everyday business contracts.

9:30 am – 10:30 am

Anticorruption and Bribery – Getting Into the Acts **Jason Barclay** **Larry Mackey**
Partner, White Collar Criminal Practice Group *Partner, White Collar Criminal Practice Group*
Barnes & Thornburg Barnes & Thornburg

The U.K. Bribery Act just came into force, unlike the Foreign Corrupt Practices Act which has been around since 1977. Neither act can be ignored by companies regardless of their base of operations, each representing exposure to individuals and commercial entities alike. Get the latest facts on what they are, how they differ, and how to ensure you have the proper policies and procedures in place to avoid prosecution.

10:30 am – 10:45 am

Bio-Break

10:45 am – 11:45 am

Start-Up, Acceptance and Warranty **Charles Surasky**
Partner
Smith Currie & Hancock LLP

Many issues arise during the start-up, acceptance and warranty phases of water and wastewater projects. This session will cover the authority and responsibility of manufacturers' on-site representatives; the impact of directions from the owner's engineer; responsibility for design gaps; limitations on acceptance; and the difference between warranty and contract obligations ... PLUS a discussion of the major standard-form procurement documents and how they impact start-up, acceptance and warranty issues.

11:45 pm – 12:45 pm

Networking Lunch – Open Forum

This session will allow attendees to enjoy lunch while sharing their views, concerns or questions with colleagues in an open forum on a variety of topics on the minds of finance and contract administrators in the water and wastewater business.

12:45 am – 2:00 pm

International Contracts: Top Ten Issues

Doing business in the global marketplace presents its own set of risks and rewards. Having to deal with a variety of issues unique to international trade, from shipments and customs, to taxes and exchange rate, presents a whole new set of challenges. Hear a panel of experts – practitioners in the water and wastewater equipment sector – explain what they consider to be the key issues that you will encounter when doing business outside the U.S. border.

About the Sponsor

WWEMA was established in 1908 as a 501(c)(6) non-profit national trade association. Today, it is the leading organization serving all the related industries in the water and wastewater sector. WWEMA's aim is to enhance and promote its members' businesses by providing a unique range of essential services, and by altering the paradigm of treating water issues by segment or region to one that leverages the water industry into one integrated system of water management. WWEMA has as its objective to advance the industry to ensure a future sustainable environment and improve its members' economic viability. The members of WWEMA represent the leading producers of water supply and wastewater treatment technologies used in municipal and industrial applications worldwide.

Accommodations

This two-day event will be held at the law offices of Barnes & Thornburg, located in the historic Merchant Bank Building at 11 South Meridian Street in Indianapolis, Indiana. A block of sleeping rooms has been reserved for attendees at the Hampton Inn Downtown Indianapolis, located at 105 South Meridian Street, within walking distance from the meeting site. The special room rate of \$115 for conference participants is available until **February 17, 2012**. Requests for accommodations received after that date will be accepted on a space-available and rate-available basis. Check-in time is after 3:00 pm and check-out time is prior to 11:00 am. Valet parking is \$17 per day with in/out privileges. Free in-room high-speed Internet access and complimentary breakfast included. When making reservations, please call the hotel at 317-261-1200 and identify yourself as part of the "WWEMA" block.

Registration Information

Complete and return the registration form along with the registration fee by **March 7, 2012**. Limited registrations are available on a first-come, first-served basis. The conference registration fee will include all meeting materials, dinner on Wednesday evening, a continental breakfast and lunch on Thursday. WWEMA members are eligible for the discounted registration fee of \$275. The registration fee for non-WWEMA members is \$425.

Refund Policy

Cancellation of conference registration by a participant must be received by **March 14, 2012** to receive a full refund. Cancellations received after that date will receive no refunds because of commitments to service providers.

Registration Form

You can register by mail or by fax to 703-444-1779.

To register by mail, send this completed form with check made payable to "WWEMA" to the address below.

\$275 WWEMA member fee \$425 non-WWEMA member fee

Name: _____
(Please print name as you prefer it to appear on your name badge)

Title: _____

Company: _____

Street Address: _____

City/State/Zip: _____

Phone: _____ E-Mail: _____

Make check payable to "WWEMA" or charge your registration fee to American Express, VISA or MasterCard. Your signature below authorizes WWEMA to charge your credit card the total payment and acknowledges there are no refunds after March 14, 2012. WWEMA reserves the right to charge the correct amount.

Check (made payable to WWEMA) American Express VISA MasterCard

Card Number: _____ Expiration Date: _____ Security Code: _____

Cardholder Signature _____

