



# COMPETITIVE BIDDING LAW

LEGAL EDUCATION SEMINAR with ROBERT C. WORTHINGTON, LLB

## Canadian Competitive Bidding Law

This one-day legal education seminar on the Canadian Laws of Competitive Bidding is designed specifically for lawyers who need to advise private and public clients in this unique legal area. Topics will include the evolution of these laws at the SCC (1981- 2011), the application of these laws by Trial and Appellate Courts across Canada, the necessity of careful drafting of Owner powers, the greater obligations upon Public Owners due to policy and trade agreements – and several other areas of current interest. Please join us for this lively and informative presentation - sure to be a highlight of your CPD training for 2011 !

### COURSE CONTENT

#### INTRODUCTION - THE SUPREME COURT OF CANADA CREATES THE RULES

#### TYPES OF COMPETITIVE SOLICITATION

1. REQUESTS FOR QUOTATIONS - MINOR VALUE CONTRACTS
2. INVITATIONS TO TENDER - MAJOR WORKS CONTRACTS
3. REQUESTS FOR PROPOSALS - PROFESSIONAL SERVICES AND INFORMATION TECHNOLOGY

#### DUTIES AND OBLIGATIONS OF OWNERS

1. DISCLOSURE - FULL DISCLOSURE IN THE INVITATION TO TENDER / REQUEST FOR PROPOSAL
2. FAIRNESS AND EQUAL TREATMENT IN EVALUATION AND AWARD
3. HONOUR BID CONTRACT A TERMS FROM THE INVITATION / REQUEST

#### DUTIES AND OBLIGATIONS OF BIDDERS

1. ABIDE BY RULES - EXPRESS TERMS FROM BID CONTRACT & IMPLIED TERMS FROM LAW
2. HONOUR BID WITHOUT CHANGE IF SUCCESSFUL IN COMPETITION

#### SPECIALTY ISSUES

1. GREATER OBLIGATIONS OF PUBLIC OWNERS – LEGISLATION, POLICY AND TRADE AGREEMENTS
2. EFFECTIVE USE OF LIMITATION AND EXCLUSION CLAUSES
3. EFFECTIVE USE OF PRIVILEGE AND DISCRETION CLAUSES
4. NEGOTIATION – OR BID SHOPPING?
5. CREATING A NON-BINDING RFP.

### WHAT PARTICIPANTS HAVE SAID ABOUT ROBERT'S COURSES

- Bob's seminars are an absolute must have. They provided me with a rock solid foundation in competitive bidding law.
- A truly great seminar, very valuable and informative.
- Great course! I always leave Bob's courses with increased knowledge.
- Bob made the seminar interesting and amusing. I learned a lot!
- Best training session I have ever attended! Thanks Bob!
- A five star course - right across the board!
- Excellent course, very relevant and extremely well presented.
- A real eye opener!
- Bob's presentation skills are first rate!
- Terrific seminar!



Law Society of Saskatchewan  
Continuing Professional  
Development

### DATES / LOCATIONS

- SASKATOON: Mon. June 20, 2011  
Hilton Garden Inn
- REGINA: Wed. June 22, 2011  
Ramada

### TIMES

- Registration: 8:30 a.m. - 9:00 a.m.  
Seminar: 9:00 a.m. - 4:30 p.m.

### FEES

- Law Society Member (Active) \$350
- Law Society Member (Inactive) \$175
- Articling Student \$175
- College of Law Student \$150
- Legal Support Staff \$350
- Non-Members \$425

### REGISTRATION

Please complete attached form and submit to:

Law Society of Saskatchewan

*Seating is limited to 40 attendees at either session - Please register early!*

All participants receive a set of seminar materials as a desktop reference.

**PLEASE NOTE** The seminar presumes participants have a basic knowledge of competitive bidding law and practice.



## ROBERT C. WORTHINGTON, LLB

An award-winning lecturer in law, Robert C. Worthington, LLB, has been teaching law throughout Canada for over 26 years, specializing in the laws of contract, competitive bidding, and procurement. He has written two books on contract and procurement law, published by LexisNexis Butterworths Canada - *The Purchasing Law Handbook* and *The Public Purchasing Law Handbook*. 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).



**WORTHINGTON  
& ASSOCIATES LTD.**  
BUSINESS EDUCATION - PROCUREMENT LAW

**General Information**

In the unlikely event that the Law Society of Saskatchewan is forced to modify its program schedule, registrants will be notified. We reserve the right to change speakers and/or revise content if necessary.

Please attend the registration table at the seminar. Any course materials will be given to you then. If, for any reason, the Law Society of Saskatchewan is unable to accept your registration, you will be notified prior to the seminar.

Confirmation of registration is not provided as we prefer not to have to pass on the added expense to our registrants.

Note: Invoices and receipts will not be provided unless requested. This Registration Form is your invoice. Your cancelled cheque is your receipt.

**Cancellation Policy**

Notification of cancellation must be in writing and received by 4:00 p.m. two (2) days prior to the Seminar resulting in a \$20.00 (plus GST) cancellation fee. **Non-compliance** will result in forfeiture of the entire registration fee. **Non-attendance** does not constitute cancellation. Upon receipt of a written request, consideration will be given for nonattendance caused by illness or weather conditions.

**Competitive Bidding Law**

CPD-35

Please register me in the following location:

- Saskatoon - Monday, June 20, 2011  
Hilton Garden Inn (90 - 22nd Street East)
- Regina - Wednesday, June 22, 2011  
Ramada (1818 Victoria Ave.)

**Registrations will only be accepted until 4:00 pm two (2) days prior to the seminar. Space is limited to 40 attendees at either session, please register early.**

Registration includes course materials, lunch, refreshments and snacks.

NAME \_\_\_\_\_

FIRM \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY/PROV. \_\_\_\_\_

POSTAL CODE \_\_\_\_\_

PHONE \_\_\_\_\_

FAX \_\_\_\_\_

EMAIL \_\_\_\_\_

**Registration Fees**

- Law Society Member (Active) \$350.00
- Law Society Member (Inactive) \$175.00
- Articling Student \$175.00
- College of Law Student \$150.00
- Legal Support Staff \$350.00
- Non-Members \$425.00

GST Registration No. 107604381	Subtotal	_____
	Plus GST (5%)	_____
	Total Amount	_____

**Make cheques payable to:**

Law Society of Saskatchewan  
Avord Tower, #1100 - 2002 Victoria Ave.  
Regina, SK S4P 0R7  
Ph: 306-569-8242 Fax: 306-352-2989

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