



WEST SOUND WAVE

West Sound Chapter - NCMA

Volume 16 - 6 ❖ Mar 2009

MARCH DOUBLE-HEADER MINI-SEMINAR

MAIN TOPIC: BUSINESS ETHICS

How I Stopped Worrying and Learned to Love the Truth
(with apologies to Dr. Strangelove)

SIDE-LINE TOPIC: NEGOTIATIONS

"What does it take to ruin a contract negotiation?"

SPEAKER: Alan Rither, CPCM, Assistant General Counsel
Pacific Northwest National Laboratory, Richland, WA

DATE: WEDNESDAY, MARCH 25, 2009

LOCATION: AMBROSIA CATERING COMPANY LLC
Directions on page 2

TIME: 4:00 PM - REGISTRATION/NETWORKING
4:30 PM - DINNER (half hour presentation)
5:30 PM - PROGRAM (2 hour presentation)

COST: Members \$25.00; non-Members \$35.00 (menu on page 2)

RSVP by noon **MONDAY, March 23rd**

e-mail: npursel@comcast.net or leave message: 360-692-5493



NO SHOWS WILL BE BILLED.

CANCELLATIONS MUST BE MADE 24 HOURS PRIOR TO MEETING.

Please note that this will be a double presentation so the meeting will start earlier than usual. Mr. Rither has agreed to do a half-hour presentation on "What does it take to ruin a contract negotiation?" during dinner followed by a two-hour presentation on BUSINESS ETHICS after dinner .

SPEAKER'S TOPIC & BIO:

BUSINESS ETHICS: For most of us, the subject of business ethics is as dry as dust. Although we realize that it is a necessary - and even important - aspect of our professional obligation, we look forward to hearing a lecture on business ethics only slightly more than a root canal. However Alan Rither, an attorney with over 35 years experience in the field, will not only tell you what you already know (and maybe a few things that you don't) about the subject, but he will entertain you with examples of what happens when ethics go awry. In a profession where integrity is not merely a virtue, but the foundation of all other competencies, ethical business practices make the difference between success and failure. Expect to be uplifted as well as educated.

NEGOTIATIONS: During dinner, Alan will discuss, "What does it take to ruin a contract negotiation?" Others may speak on successful contract negotiation techniques, but he will share a list of sure-fire ways to ruin a negotiation with the hope that, if you learn to avoid committing these frequent blunders, you will arrive at the point where you and the other party can strike a deal. "Reality" television shows have desperate contestants willing to do outrageous things just to move on to the next level for the prize. As a contracting professional, you have competitors who may be willing to run, jump and swim harder than you can, but if you avoid these deal breakers, you'll take first place with the customer or supplier.

ALAN RITHER joined Battelle's Pacific Northwest Division in 1973, shortly after graduating from the University of Washington School of Law. In 1985, he transferred to the Legal Department where he now serves as an Assistant General Counsel, and has been involved primarily with providing legal advice concerning contractual matters, serving as the laboratory Export Control Coordinator, and providing legal advice on National Security matters. He is co-founder and past national Chair of the Department of Energy's Export Control Coordinators Organization and he is Vice-Chair of Battelle's Institutional Review Board for Human Subjects Research. He is the past Chair ('95-'96) of the International Practice Section of the Washington State Bar Association. Alan taught accredited courses on Government Contract Law for Columbia Basin College as an adjunct faculty member during the 1995 and 2000 school years. Mr. Rither became a Certified Professional Contracts Manager by the National Contract Management Association (NCMA) in 1976, and was elected a Fellow of the NCMA in 1997.



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2008 - 2009**

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DIRECTIONS

AMBROSIA CATERING COMPANY LLC

**AT THE SW CORNER OF THE FRED
MEYER PARKING LOT
NEAR TIRE STORE**

**PARKING IN FREDDIE'S LOT IS OK
360-479-2885**



Lasagna Buffet

Warm layers of Lasagna noodles stuffed with four cheeses, lean beef and Italian sausage in a traditional basil marinara sauce or

Warm layers of lasagna noodles stuffed with fresh veggies in a creamy Alfredo cheese sauce.

Served with a Classic Caesar salad- Fresh Romaine hearts tossed with fresh Parmesan Cheese, Creamy Caesar dressing topped with Garlic tuxedo croutons and fresh lemon Oven toasted garlic house bread

Served with dessert of the day; and refreshments.