



Management Workshop

As we prepare for another active paving season in 2010, APAI encourages members to participate in our first Management Workshop.

Join us for a presentation by a team of experienced attorneys and insurance professionals from Frost Brown Todd and Tobias Insurance, who are APAI associate members. The focus will be on managing and clarifying the risks presented by many common situations. Your staff* will be educated on how to prevent costly mistakes that could take years to recover from.

Seating is limited. Sign up today by filling out the attached registration form. For more information, contact Bill Knopf at wknopf@asphaltindiana.org.

**This workshop is intended for upper and middle management, along with project managers and estimators.*

Managing and Avoiding Risks

When: Thursday, March 4, 2010
10:00 a.m. – 2:30 p.m.

Where: Frost Brown Todd
201 N. Illinois Street, Suite 1900
Indianapolis, IN

Presenters: **John Wolfe** and **Larry Simmons**
Tobias Insurance Group, Inc.

Terry Brookie, Darren Craig
and **Tom Farlow**
Frost Brown Todd, LLC

Topics:

Legal Issues

- Key Contract Clauses
- Application of Uniform Commercial Code
- Bidding
- Claims

Contract Review for Insurance Risks

- Insurance Language to Avoid
- Overstatement of Contractual Liability Coverage
- Overstatement of Notification Provisions
- Various Harmful Insurance Provisions to Watch Out For
- Indemnification Language to Avoid

Legal and Insurance Issues

- Indemnity
- Waivers of Subrogation
- Additional Insureds
- Builder's Risk
- Surety Bonding

Cooperation, Collaboration or Collusion? Enhanced Anti-Trust Scrutiny

- Applicable Anti-Trust Statutes
- Price Fixing Examples
- Customer or Territory Allocation Examples
- Penalties
- Practice Pointers

There will be a networking reception after the topic presentations.

TOBIAS
INSURANCE GROUP, INC.

**Frost
Brown Todd** LLC
ATTORNEYS



Registration Form
APAI Management Workshop • March 4, 2010

Leverage your training benefits by sending a team to this educational program!

Please register the following employees (*attach a separate sheet if necessary*):

Name	Firm	E-mail Address

Cost for APAI Management workshop is \$45.00 per person.

Please make check payable to APAI and remit by February 18, 2010 to:

Asphalt Pavement Association of Indiana
101 W. Ohio St., Suite 710
Indianapolis, IN 46204