



*Presents*

*LA/NTMA Long Term Agreements  
and Contract Negotiations Panel*

**Tuesday, October 20th  
Geezers Restaurant, Santa Fe Springs**

Our panelists will be discussing their experiences with Long Term Agreements with customers and vendors.

**We will discuss:**

What to look out for, how to structure contracts, how to hedge commodity prices, benefits and drawbacks to having long term agreements, quality programs required by some customers to do business with them, managing quality from vendors, forecast and delivering to the release, how to turn relationships into partnerships, assessing the risks involved and negotiating a price to compensate for the risk.

**PANELISTS:** Pat Scott, President, NC Dynamics  
Scott Wallace, President, Votaw Precision Technologies  
Dan Watts, Customer Liaison Rep, D-Velco Mfg., assigned at Honeywell

**DATE/TIME:** Tuesday, October 20th  
5:30pm Registration & Networking  
6:00pm Dinner & Panel & Q&A

**COST:** \$28 members  
\$30 non-members

**LOCATION:** Geezers Restaurant Banquet Room  
12120 Telegraph Road, Santa Fe Springs, CA 90670  
562-946-3605

**RESERVATIONS:** Complete and mail this form with a check made payable to:  
LA/NTMA, 1519 Via Tulipan, San Clemente, CA 92673

**RESERVATION FORM**

Name: \_\_\_\_\_ Company: \_\_\_\_\_

Guest: \_\_\_\_\_ Company: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ ST: \_\_\_\_\_ Zip: \_\_\_\_\_

Email Address: \_\_\_\_\_

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