SPEAKING ENGAGEMENT

Christmas in July: 30 Minutes That Can Change Your Profit Margin Immediately | H. Alan Rothenbuecher

Manufacturers Association of Plastic Processors - Webinar

AUGUST 1, 2023

Speakers: H. Alan Rothenbuecher

In the automotive and other industries, "blanket" supply agreements are often used to control the relationship between the MAPP member and its customer. In most instances, customers say those contracts run for the life of a program and cannot be changed or terminated except by the customer. No more. On July 11, the Michigan Supreme Court declared that a "release-by-release" contract is not enforceable beyond the quantity specified in issued releases, and therefore a molder can stop accepting releases at any time - especially if it needs to adjust the pricing of its parts. A must-attend for MAPP members, this webinar from Alan Rothenbuecher will show you how to leverage the court decision to gain margin on your parts for those MAPP members that have release-by-release contracts with their customers.

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