SPEAKING ENGAGEMENT

The Price Battlefield: A Combatant's Tips on How to Secure Price Adjustments | H. Alan Rothenbuecher

Manufacturers Association for Plastics Processors - 2023 Benchmarking and Best Practices Conference

OCTOBER 4-6, 2023

Speakers: H. Alan Rothenbuecher

Indianapolis, IN

Over the past year, Alan Rothenbuecher has engaged in weekly price battles with OEM's and customers on behalf of molders, including MAPP members. Hear from Alan on how you can secure price increases despite a purchase order or contract saying the price of the part can never be increased. He will also provide strategies on how you can take steps now to ensure you can increase prices in the future without any pushback from your customer. And, for those of you that are simply looking to exit a relationship early with an unprofitable or draining customer, Alan has strategies on how to accomplish that also. Always entertaining, sometimes profane, these tips will add dollars to your bottom-line.

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