

Greenwood, IN, USA; 03.02.2022

Letter of Endorsement – Price Increase and Price Protection Workshops

Dear TableForce,

I'm writing to provide my endorsement of the Price Increase and Price Protection workshops TableForce offers and has delivered to our sales and purchasing teams here at Würth Industry North America.

Inflation and supply chain issues have taken hold and price increase requests have become very common. Early on we decided to defend against them, while securing our own increases wherever and whenever possible. The TableForce workshops quickly and effectively provided the skills we needed to do exactly that.

We've successfully secured price increases across our customer base, while also successfully defending the same against our supply side. The result has been millions of dollars in increased margins and decreased costs across the business, resulting in a measurable return on the investment we made with TableForce. Thank you.

I'll gladly take a call on your behalf, should a new or existing client need a "real world" reference.

Thank you again,



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