

# IN THE NEWS

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## Butzel Long attorney will share best practices in pricing negotiations and more during October 3 OESA and IRN, Inc. program

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FOR IMMEDIATE RELEASE

DETROIT, Mich. – **Butzel Long** attorney and shareholder **Daniel R. W. Rustmann** will share best practices in pricing negotiations and how to leverage contract language during a program presented by the Original Equipment Suppliers Association (OESA) and IRN, Inc. on October 3, 2013.

Rustmann will discuss negotiation and contracting strategies, including written communications, difficult meetings and disputes. He'll also discuss the dos and don'ts for attempting to obtain price increases, pushing back on requests for pricing decreases, and countering common purchasing techniques.

The other featured speaker is Kim Korth, President and CEO, IRN, Inc., who will present the 2013 IRN Pricing Survey findings.

Based in Butzel Long's Detroit office, Rustmann's practice has been devoted principally to litigation. He has handled cases in a wide variety of substantive areas, including UCC supply chain litigation, sales representative commission disputes, non-compete disputes, shareholder disputes, and other complex, commercial litigation. He frequently advises clients on contract negotiation and drafting.

As a co-chair of Butzel Long's Global Automotive Practice Group, Rustmann has developed significant experience representing tier 1 and tier 2 automotive suppliers in various matters.

Rustmann is a graduate of Valparaiso University School of Law (J.D., 1989, with distinction) and Valparaiso University (B.A., 1986).

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