

The background of the entire page is a grayscale, semi-transparent image of an industrial facility, possibly a power plant or refinery. It shows a complex network of pipes, structural beams, and machinery. A prominent red rectangular border is superimposed over the image, framing the text.

# Richards Industrials European Sales Meeting

25 & 26 February | Wiesbaden, Germany

# Day 1

Tuesday, 25 February

Events take place at Hotel Nassauer Hof Wiesbaden

9:00	Welcome and Opening Remarks	Jim Gray
9:15	Update on RI, Investments, Organizational Changes, Strategic Priorities and Vision	Jordan Bast
	Operations/Factory Update, Processes, Value Streams and Organization	Jordan Bast (virtual Matt Thomas)
11:15	Break	
11:30	Richards/Channel Partner Expectations and Responsibilities/Customer Feedback/CAR Process	Jim Gray
12:30	Lunch	
13:30	<b>Channel Partner Reviews</b>	
	Key Customers, Key EPC's/OEM's and Relationship Status, Competition, Channel Partner Competition, What is Working and What is Not, Help Needed, Market Outlook (GeoPol Comments), Success Stories	Alflow
		Aseptconn
		B-Valve
		Flowmax
Induchem		
15:00	Break	
15:15	<b>Channel Partner Reviews</b>	
	Key Customers, Key EPC's/OEM's and Relationship Status, Competition, Channel Partner Competition, What is Working and What is Not, Help Needed, Market Outlook (GeoPol Comments), Success Stories	Hebmüller
		Poliflux
		Startflow
SWOT		
16:45	Closing Comments	Jordan Bast Jim Gray
17:00	Day 1 Sessions Conclude	
18:30	Dinner at Ratskeller Wiesbaden	

# Day 2

Wednesday, 26 February

Events take place at Hotel Nassauer Hof Wiesbaden

8:45	Opening Remarks	Jim Gray
9:00	RSM Region Overviews	
	Review of territories	Gerson Henning Simon Waring
10:00	Break	
10:30	Product Overview	José Pinto da Costa
	Life Sciences, Growth Initiatives	Megan Cider Elm
	NPD, Stocking Programs, Training	José Pinto da Costa
12:00	Lunch	
13:00	Tiering Program Rewards	All
13:30	X-Selling in BioPharm Projects	Megan Cider Elm
14:30	Break	
14:45	Pursuing FDO, SSRV, & EU NORM	Break Out Group 1
	NPD Ideation	Break Out Group 2
16:30	Closing Comments	Jim Gray
16:45	Day 2 Sessions Conclude	
18:30	Dinner at Kavos Wiesbaden	

*We're excited to have you join us as we come together to connect, collaborate, and work toward a stronger future. This event offers a valuable opportunity to align our objectives, strengthen our partnerships, and explore opportunities for mutual success.*

*Over the next two days, you'll take part in insightful sessions, connect with colleagues, and enjoy engaging team activities.*

*Thank you for contributing your energy and expertise to this event. Let's make these two days productive, inspiring, and memorable!*



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INDUSTRIALS

*Scan to access a digital  
version of the agenda  
on your device*

