

SEPTEMBER NEWSLETTER



Greetings!

This month, I'm pleased to announce [Kirk Jackisch has joined Pricing Solutions](#) as Vice President of Pricing Strategy & Management. Kirk will be based in Boston and Toronto and we welcome him to the PSL team.

This Fall promises to be another busy time for pricing workshops and events. The [24th Annual PPS Fall Pricing Workshops & Conference](#) will be held October 22nd-25th in Atlanta. As part of the conference, we will be presenting a 2-day workshop on '[Measuring & Managing Price Effectiveness](#)'. Pricing Solutions is also holding new pricing training sessions in Europe and Asia Pacific. Check our [events calendar](#) for a complete listing of dates and locations.

Yours truly,
Paul

Paul Hunt, President
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New this month:

Press Release

[Pricing Solutions announces new Vice President of Pricing Strategy & Management](#)

Blog Entry by Paul Hunt

[Finding your Pricing Strategy on the 5-Levels to Pricing Improvement](#)

Pricing for Researchers article by Sirui Guo

[The Presentation of Pricing Information: Package Price](#)

More from Pricing Solutions...

Pricing Solutions. Molson Coors Canada &

SAVE THE DATE

COMING UP

PPS 24th Annual Fall Pricing Workshops and Conference
October 22-25 • Atlanta, USA
[\[Learn More\]](#)

PRO 2013: Price & Revenue Optimisation
October 21-22 • Melbourne
October 23-24 • Sydney
[\[Learn More\]](#)

2nd Annual Asia Pricing Professional Conference
November 7-8 • Singapore
[\[Learn More\]](#)

2013 European Pricing Forums Workshop Tour
September - November
[\[Learn More\]](#)

Workshop:
Core Pricing Skills
November 14 • Malaysia

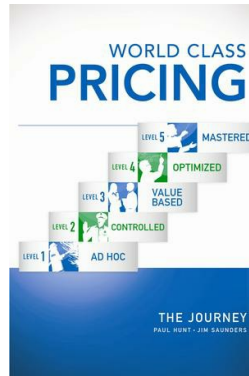
Workshop:
Measuring & Managing Price Effectiveness

Queen's School of Business win INFORMS Practice Price in Revenue Management & Pricing

Toronto-based Pricing Solutions Ltd. together with Molson Coors Canada and Queen's School of Business were awarded the 2013 INFORMS Revenue Management & Pricing Practice Prize. They were named this year's recipient for their outstanding application of revenue management and pricing management techniques in jointly developing the Price and Promotional Planning Model™. [Continue reading...](#)

New book now available! **World Class Pricing: The Journey**

World Class Pricing: The Journey is the indispensable roadmap for taking your pricing organization from its' current class to world class. It is built upon the **5 Levels of World Class Pricing** - what has become the industry standard for tackling pricing improvement amongst pricing professionals. [Order your copy today!](#)



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