



Secrets of Buying Packaging Machinery: How to win in a no-win game

John R Henry, Rich Frain

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Nobody likes risk and buying a packaging machine can be a risky business. There are many chances to fail and only a few to get it right. Rich Frain and John Henry know how to drive the risk out of a packaging machinery project. In this book they share some of their secrets learned over 70 years and more than 11,000 projects. This book will show you: -Why time is not on your side -Why cost, not price, is key -How to ask the right questions -How to write a specification And more...

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