

Market Risk vs. Reward Analysis

Current Capabilities vs. Market Potential

Concerns over production capacity and meeting future demand are well founded. The highly proprietary nature of the production system of this new adhesive makes third party manufacturing unacceptable. Forecasting the timing required to add production capacity to meet demand is important to minimizing market risk due to unmet demand for product after the initial sale. (See 3M competitive summary for an example)

Current Customer Production	Annual	Monthly
Deliveries (Units)	19,853	1,654
Sales Volume	\$ 436,766	\$ 36,397
Sales Margin ³	109,192	9,099
Remaining Available Capacity		
Units	28,152	2,346
Potential Revenue	\$ 619,236	\$ 5,1603
Potential Sales Margin ³	\$ 154,812	\$ 12,901
Maximum Current Production Capacity (80% Utilization)		
Units	48,000	4,000
Potential Revenue	\$ 1,056,000	\$ 88,000
Potential Sales Margin ³	\$ 264,000	\$ 22,000

Analysis - Based on the current market you will maximize production capabilities with a 40% market share. Your current market share is 16%. We believe you can safely double sales before adding additional production capacity.

OBSERVATION: Based on the locations of your current sales offices you can meet the 40% share by focusing on expanding sales with other customers and developing new clients within the reach of your current sales offices.

Sample Market Analysis Report

RS Peters



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Marketing Research Report ,1973 *Housing Market Analysis in the Northeast and South Regions* Paul P. Harple,Howard Allan Savage,1990 *Marketing Research Report* United States. Department of Agriculture,1952

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Market Research Erik Mooi,Marko Sarstedt,2011-02-01 This accessible practice oriented and compact text provides a hands on introduction to the principles of market research Using the market research process as a framework the authors explain how to collect and describe the necessary data and present the most important and frequently used quantitative analysis techniques such as ANOVA regression analysis factor analysis and cluster analysis An explanation is provided of the theoretical choices a market researcher has to make with regard to each technique as well as how these are translated into actions in IBM SPSS Statistics This includes a discussion of what the outputs mean and how they should be interpreted from a market research perspective Each chapter concludes with a case study that illustrates the process based on real world data A comprehensive web appendix includes additional analysis techniques datasets video files and case studies Several mobile tags in the text allow readers to quickly browse related web content using a mobile device **Commercial item handbook**

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