

On the demand side, exporters and strategic planners focusing on parts and cylinders for calendering or other rolling machines excluding those for metals or glass in Finland face a number of questions. Which countries are supplying parts and cylinders for calendering or other rolling machines excluding those for metals or glass to Finland? How important is Finland compared to others in terms of the entire global and regional market? How much do the imports of parts and cylinders for calendering or other rolling machines excluding those for metals or glass vary from one country of origin to another in Finland? On the supply side, Finland also exports parts and cylinders for calendering or other rolling machines excluding those for metals or glass. Which countries receive the most exports from Finland? How are these exports concentrated across buyers? What is the value of these exports and which countries are the largest buyers? This report was created for strategic planners, international marketing executives and import/export managers who are concerned with the market for parts and cylinders for calendering or other rolling machines excluding those for metals or glass in Finland. With the globalization of this market, managers can no longer be contented with a local view. Nor can managers be contented with out-of-date statistics which appear several years after the fact. I have developed a methodology, based on macroeconomic and trade models, to estimate the market for parts and cylinders for calendering or other rolling machines excluding those for metals or glass for those countries serving Finland via exports, or supplying from Finland via imports. It does so for the current year based on a variety of key historical indicators and econometric models. In what follows, Chapter 2 begins by summarizing where Finland fits into the world market for imported and exported parts and cylinders for calendering or other rolling machines excluding those for metals or glass. The total level of imports and exports on a worldwide basis, and those for Finland in particular, is estimated using a model which aggregates across over 150 key country markets and projects these to the current year. From there, each country represents a percent of the world market. This market is served from a number of competitive countries of origin. Based on both demand- and supply-side dynamics, market shares by country of origin are then calculated across each country market destination. These shares lead to a volume of import and export values for each country and are aggregated to regional and world totals. In doing so, we are able to obtain maximum likelihood estimates of both the value of each market and the share that Finland is likely to receive this year. From these figures, rankings are calculated to allow managers to prioritize Finland compared to other major country markets. In this way, all the figures provided in this report are forecasts that can be combined with internal information sources for strategic planning purposes.

Peters Chair, National Income and Economic Growth (Routledge Revivals), How to Write a Marketing Plan (Better Management Skills Series), Lexical Plurals: A Morphosemantic Approach (Oxford Studies in Theoretical Linguistics), Dictionary of the American West: Over 5,000 Terms and Expressions from AARIGAA! to Zopilote (Epic Adventures), History and Theory : Studies in the Philosophy of History (Issue 50, Number 2, 2011) ((quarterly academic journal)),

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