

Direct Selling Establishment Revenues Global Report

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Abstracts

DIRECT SELLING ESTABLISHMENT REVENUES GLOBAL PDF REPORT

See descriptive brochure: [here](#)

The Direct Selling Establishment Revenues Global Report gives Market Consumption/Products/Services for 100 countries by each Product by 2 Time series: Historic Past 7 years to Current Year and Forecasts Current Year to Next 7 years.

Whereas the main database for Direct Selling Establishment Revenues covers over 200 countries, this PDF edition usually covers 100 significant countries, including:

Algeria, Argentina, Armenia, Australia, Austria, Azerbaijan, Bahrain, Bangladesh, Belarus, Belgium, Bolivia, Bosnia and Herzegovina, Botswana, Brazil, Bulgaria, Cambodia, Canada, Chile, Colombia, Costa Rica, Croatia, Cuba, Cyprus, Czech Republic, Denmark, Ecuador, Egypt, El Salvador, Estonia, Finland, France, French Guiana, Georgia, Germany, Ghana, Greece, Guyana, Honduras, Hong Kong, Hungary, Iceland, India, Indonesia, Iran, Ireland, Israel, Italy, Jamaica, Japan, Kazakhstan, Kenya, Kuwait, Kyrgyzstan, Laos, Latvia, Lebanon, Lithuania, Luxembourg, Malawi, Malaysia, Mexico, Morocco, New Zealand, Nicaragua, Nigeria, Norway, Pakistan, Panama, Paraguay, Peru, Philippines, Poland, Portugal, Romania, Russia, Saudi Arabia, Serbia and Montenegro, Singapore, Slovakia, Slovenia, South Africa, South Korea, Spain, Sri Lanka, Suriname, Sweden, Switzerland, Taiwan, Tanzania, Thailand, The Netherlands, Tunisia, Turkey, Uganda, Ukraine, United Arab Emirates, United Kingdom, United States, Uruguay, Uzbekistan, Venezuela, Vietnam, Zambia.

In addition to data on individual countries, this report also contains a World Total, and 9 Regional Totals: Canada and the USA, Central America, South America, Europe, Eurasia, Middle East, Africa, Asia, and Oceania.

Direct Selling Establishment Revenues MARKETS DATA - in US\$ by Country by Product/Service by Year: Past 7 years to Current Year to Next 7 years. This data is found in about 200 tables.

DIRECT SELLING ESTABLISHMENT REVENUES

1. Direct selling establishments Lines
2. Groceries & other foods for human consumption off the premises
3. Meals, unpack snacks, sandwiches, etc for immediate consump
4. Packaged liquor, wine, & beer
5. Cigars, cigarettes, etc & smokers' access, excl sls from vending
6. Drugs, health aids, beauty aids, including cosmetics
7. Soaps, detergents, & household cleaners
8. Paper & related prod, incl paper towels, toilet tissue, wraps,etc
9. Men's wear 10. Women's, juniors', & misses' wear 11. Children's wear, incl boys, girls, & infants & toddlers 12. Footwear, including accessories 13. Sewing, knitting materials & supplies, needlework goods 14. Curtains, draperies, blinds, slipcovers, bed & table coverings 15. Major household appliances 16. Small electric appliances & personal care appliances 17. TVs, video recorders, video cameras, videos, DVDs, etc 18. Audio equip, musical instr, radios, stereos, CDs, media, etc 19. Furniture, sleep equipment & outdoor/patio furniture 20. Flooring & floor coverings 21. Computer hardware, software, & supplies 22. Kitchenware & home furnishings 23. Jewelry, incl watches, watch attach, novelty jewelry, etc 24. Books 25. Photographic equipment & supplies 26. Toys, hobby goods, & games 27. Optical goods, incl eyeglasses, contact lenses, sunglasses, etc 28. Sporting goods 29. Hardware, tools, & plumbing & electrical supplies 30. Lawn, garden, & farm equipment & supplies 31. Dimensional lumber & oth bldg/structural materials & supplies 32. Paint & sundries 33. Wallpaper & other flexible wallcoverings 34. Automobiles, cars, vans, trucks, motorcycles, motor scooters, etc 35. Automotive fuels 36. Automotive lubricants, including oil, greases, etc 37. Automotive tires, tubes, batteries, parts, accessories 38. Household fuels, including oil, LP gas, wood, coal 39. Pets, pet foods, & pet supplies 40. All other merchandise 41. All nonmerchandise receipts

This report is from a Market database which is designed to be compatible with U.S. government databases.

FINANCIAL DATA for each Country for each balance sheet item by year: Past 7 years to Current Year to Next 7 years:

BALANCE SHEET ITEMS:

1. Total Sales
2. Pre-tax Profit
3. Interest Paid
4. Non-trading Income
5. Operating Profit
6. Depreciation: Structures
7. Depreciation: Plant and Equipment
8. Depreciation: Miscellaneous Items
9. Total Depreciation
10. Trading Profit
11. Intangible Assets
12. Intermediate Assets
13. Fixed Assets: Structures
14. Fixed Assets: Plant and Equipment
15. Fixed Assets: Miscellaneous Items
16. Fixed Assets
17. Capital Expenditure on Structures
18. Capital Expenditure on Plant and Equipment
19. Capital Expenditure on Vehicles
20. Capital Expenditure on Data Processing Equipment
21. Capital Expenditure on Miscellaneous Items
22. Total Capital Expenditure
23. Retirements: Structures
24. Retirements: Plant and Equipment
25. Retirements: Miscellaneous Items
26. Total Retirements
27. Total Fixed Assets
28. Finished Product Stocks
29. Materials as Stocks
30. Total Stocks/Inventory
31. Debtors
32. Miscellaneous Current Assets
33. Total Current Assets
34. Total Assets
35. Creditors
36. Short Term Loans

37. Miscellaneous Current Liabilities
38. Total Current Liabilities
39. Net Assets/Capital Employed
40. Shareholders' Funds
41. Long Term Loans
42. Miscellaneous Long Term Liabilities
43. Total Employees
44. Raw Materials Cost
45. Finished Materials Cost
46. Fuel Cost
47. Electricity Cost
48. Total Input Supplies/Materials and Energy Costs
49. Payroll Costs
50. Wages
51. Directors' Remunerations
52. Employee Benefits
53. Employee Commissions
54. Total Employees Remunerations
55. Sub-Contractors
56. Rental & Leasing: Structures
57. Rental & Leasing: Plant and Equipment
58. Total Rental & Leasing Costs
59. Maintenance: Structures
60. Maintenance: Plant and Equipment
61. Total Maintenance Costs
62. Services Purchased
63. Communications Costs
64. Miscellaneous Expenses
65. Sales Personnel Variable & Commission Costs
66. Sales Expenses and Costs
67. Sales Materials Costs
68. Total Sales Costs
69. Distribution Fixed Costs
70. Distribution Variable Costs
71. Warehousing Fixed Costs
72. Warehousing Variable Costs
73. Physical Handling Fixed Costs
74. Physical Handling Variable Costs
75. Physical Process Fixed Costs

76. Physical Process Variable Costs
77. Total Distribution and Handling Costs
78. Mailing & Correspondence Costs
79. Media Advertising Costs
80. Advertising Materials & Print Costs
81. POS & Display Costs
82. Exhibition & Events Costs
83. Total Advertising Costs
84. Product Returns & Rejection Costs
85. Product Service & Maintenance Costs
86. Customer Problem Solving & Customer Complaint Costs
87. Total After-Sales Costs
88. Total Marketing Costs
89. New Technology Expenditure
90. New Production Technology Expenditure
91. Total Research and Development Expenditure
92. Total Operational & Process Costs
93. Debtors within Agreed Terms
94. Debtors outside Agreed Terms
95. Un-recoverable Debts

INDUSTRY DATA for each Country for each Norm by period
(Previous/Current/Forecast):

INDEX:

1. Supplier or Producer Market Level Prices
2. Distribution Channel Market Level Prices
3. Retail or Added Value Market Level Prices
4. User or Consumer Market Level Prices
5. Discounted & Promotional Market Level Prices
6. Plant & Equipment Average Annual Investment
7. Product Prices Market Average
8. New Product Introductions
9. Relative output of Products of a Superior Quality
10. Index of Comparative Salesforce and Selling Expenditure
11. Index of Comparative Advertising Expenditure
12. Index of Comparative General Promotional Expenditure
13. Product Adoption Rates

14. Product Sales Conversion Rates
15. Average Annual Sales Growth Rate
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17. Standardized Products & Services Index
18. Relative Employee Compensation Index
19. Instable Market Share as an Index of Total Market Share
20. Relative Forward Integration Index
21. Plant and Equipment Investment greater than Depreciation
22. Plant and Equipment Investment Equal to Depreciation
23. Plant and Equipment Investment Less than Depreciation
24. Plant and Equipment Investment - Unallocated
25. Plant and Equipment in Use within the range 0-3 years
26. Plant and Equipment in Use within the range 3-6 years
27. Plant and Equipment in Use within the range 6-9 years
28. Plant and Equipment in Use over years 9 old/Unallocated
29. Supplier Concentration = 8 Largest
30. Supplier Concentration = 20 Largest
31. Supplier Concentration = 50 Largest
32. Supplier Concentration = Unspecified/Unallocated
33. Immediate Wholesale & Retail Customers
34. Immediate OEM or Added Value Customers
35. Immediate User or Consumer Customers
36. Immediate Non-Specific Customers/Unallocated
37. Enterprises within the Range 1-19 Employees
38. Enterprises within the Range 20-99 Employees
39. Enterprises within the Range 100+ Employees
40. Enterprises within Unspecified Employee Ranges
41. Buyer Age Profile in the range 0-19 Years
42. Buyer Age Profile in the range 20-24 Years
43. Buyer Age Profile in the range 25-34 Years
44. Buyer Age Profile in the range 35-44 Years
45. Buyer Age Profile in the range 45-54 Years
46. Buyer Age Profile in the range 55-64 Years
47. Buyer Age Profile in the range 65+ Years
48. Buyer Profile in the AB Social Group
49. Buyer Profile in the C1 Social Group
50. Buyer Profile in the C2 Social Group
51. Buyer Profile in the DE/Unallocated Social Group
52. User Age Profile in the range 0-19 Years

- 53. User Age Profile in the range 20-24 Years
- 54. User Age Profile in the range 25-34 Years
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- 59. User Profile in the AB Social Group
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- 61. User Profile in the C2 Social Group
- 62. User Profile in the DE/Unallocated Social Group

42 Products covered for over 100 Countries: 899 pages.

This database is updated monthly. An Upgrade to a full database edition is available.

It is extremely difficult presenting hard data in PDF form because of the space restrictions of a PDF page. This PDF Express report is a summary of the main database which contains 9916 spreadsheets and 9762 database tables. In fact the data in this Summary PDF is derived from only 300 of the 9916 datasets, and less than 10% of the data in the selected spreadsheets. For example, the main database provides market data from 1997 to Current Year and Current Year to 2044, however simply by adding the missing years would increase the number of pages fourfold – and make this PDF unmanageable.

After reading this report, if readers find that they need more data than contained in this PDF then there is a simple Upgrade process to purchase the full database edition. In addition there is a \$500 Coupon in the PDF report which clients can use to get a \$500 reduction on the price of the full database edition.

UPGRADE:

To upgrade to the full Database Edition you can use the coupon to get the upgrade edition you need at a reduced cost.

World Database: Cost \$ 2850, less the Coupon value of \$500.

Regional Database: Cost \$ 1850, less the Coupon value of \$300.

Country + Town Database: Cost \$ 2850, less the Coupon value of \$500.

Country Database: Cost \$ 1250, less the Coupon value of \$300.

DIRECT SELLING ESTABLISHMENT REVENUES WORLD REPORT DATABASE

EDITION

The Market for Direct Selling Establishment Revenues in each country by Products & Services. The Direct Selling Establishment Revenues World Report covers:

TIME SERIES - Historic: 1997 to Current Year/Current time series: Current Year to next 7 years/Long Term Projection: Current Year to 2044. Consumption given at industry/distribution channel/service or product line level.

PRODUCTS & MARKETS COVERED: As above

59 MARKET RESEARCH CHAPTERS:

1 Administration, 2 Advertising, 3 Buyers - Commercial Operations, 4 Buyers - Competitors, 5 Buyers - Major City, 6 Buyers - Products, 7 Buyers - Trade Cell, 8 Competitive Industry Analysis, 9 Competitor Analysis, 10 Country Focus, 11 Distribution, 12 Business Decision Scenarios, 13 Capital Costs Scenarios, 14 Cashflow Option Scenarios, 15 Cost Structure Scenarios, 16 Historic Industry Balance Sheet, 17 Historic Marketing Costs & Margins, 18 Investment + Cost Reduction Scenarios, 19 Market Climate Scenarios, 20 Marketing Costs, 21 Marketing Expenditure Scenarios, 22 Marketing Margins, 23 Strategic Options Scenarios, 24 Survival Scenarios, 25 Tactical Options Scenarios, 26 Geographic Data, 27 Industry Norms, 28 Major City Market Analysis, 29 Capital Access Scenarios, 30 Market Cashflow Scenarios, 31 Economic Climate Scenarios, 32 Market Investment + Costs Scenarios, 33 Marketing Expenditure Scenarios, 34 Market Risk Scenarios, 35 Market Strategic Options, 36 Market Survival Options, 37 Market Tactical Options, 38 Marketing Expenditure -v- Market Share, 39 Marketing Strategy Development, 40 Markets, 41 Operational Analysis, 42 Overseas Development, 43 Personnel Management, 44 Physical Distribution + Customer Handling, 45 Pricing, 46 Process + Order Handling, 47 Product Analysis, 48 Product Development, 49 Product Marketing Factors, 50 Product Mix, 51 Product Summary, 52 Profit Risk Scenarios, 53 Promotional Mix, 54 Salesforce Decisions, 55 Sales Promotion, 56 Surveys, 57 Targets -Product + Market, 58 Technology, 59 Trade Cell Analysis.

SPREADSHEET CHAPTERS:

PRODUCT CONSUMPTION - in US\$ by Country by Product/Service by Year: 1997 to Current Year, Forecast Current Year to next 7 years, Forecast Current Year to 2044. Market, Financial, Competitive, Market Segmentation, Industry, Critical Parameters,

Marketing Costs, Markets, Decision Makers, Performance, Product Launch.

WORLD & NATIONAL REPORT MARKET DATABASE & SPREADSHEETS: 1332

World Database tables & Spreadsheets covering business scenarios. 1435 World Database tables & Spreadsheets covering Markets, Market Forecast, Financial Forecast, Financial Margins, Historic Financial, Historic Costs, Industry Norms for each country. 3816 National Database tables & Spreadsheets covering business scenarios.

FINANCIAL SPREADSHEETS & DATABASES: 188 Balance Sheet, Financial Margins & Ratios for each of 103 Business Scenarios - by Country by Year - Forecast Current Year to next 7 years, Forecast Current Year to 2044.

INDUSTRY SPREADSHEETS & DATABASES: 820 Database tables & Spreadsheets covering Historic Industry Balance Sheet Data, Forecast Industry Financial Data, Industry Profiles & Norms - by Country by Year - Forecast Current Year to next 7 years, Forecast Current Year to 2044.

NATIONAL DATA - by Country by Year. The report is produced on a DVD containing the entire report web and databases, and it is also supplied online as a zipped file. Readers can access & reproduce the information for their own documents or reports. Tables & databases as Access & Excel formats on the DVD to enable readers to produce their own spreadsheet calculations and modelling.

42 Products covered for over 200 Countries: 2083 pages, 9916 spreadsheets, 9762 database tables, 525 diagrams & maps.

This database is updated monthly. 12 months Full After-Sales Services & Updates available from the publishers.

This database is also available as 9 Regional Reports: Canada and the USA, Central America (31 countries), South America (13 countries), Europe (45 countries), Eurasia (4 countries), Middle East (19 Countries), Africa (54 countries), Asia (48 countries), and Oceania (20 countries).

This database is also available as reports for individual countries, and also reports on Cities and Towns within particular countries.

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DIRECT SELLING ESTABLISHMENT REVENUES GLOBAL REPORT

The Market for Direct Selling Establishment Revenues in each country by Products & Services.

The Direct Selling Establishment Revenues World Report covers:

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Historic Past 7 years to Current Year - by each year.

Forecasts Current Year to Next 7 years - by each year.

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Serbia and Montenegro Financials Historic

Serbia and Montenegro Financials Forecast
Serbia and Montenegro Industry Norms
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Singapore Market Forecast: US\$ Million
Singapore Financials Historic
Singapore Financials Forecast
Singapore Industry Norms
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Suriname Market Forecast: US\$ Million

Suriname Financials Historic
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Venezuela Financials Historic
Venezuela Financials Forecast
Venezuela Industry Norms

Vietnam Market Historic: US\$ Million
Vietnam Market Forecast: US\$ Million
Vietnam Financials Historic
Vietnam Financials Forecast
Vietnam Industry Norms
Zambia Market Historic: US\$ Million
Zambia Market Forecast: US\$ Million
Zambia Financials Historic
Zambia Financials Forecast
Zambia Industry Norms

Market Notes & Definitions
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Real Time Support
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Appendix 1: Regional Report country coverage

Appendix 2: About the After-Sales Service

How to order After-Sales Services

Modular Research

1. Market Research

2. Distribution Channels & End Users Data

3. Survey Data

4. Corporate Data

5. Additional Data

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