

Individual Arms Market World Report

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Abstracts

INDIVIDUAL ARMS MARKET WORLD PDF REPORT

See descriptive brochure: [here](#)

The Individual Arms Market World Report gives Market Data for Products & Services in 100 countries, by each Product, by 2 Time series: Historic for the past 7 years, and Forecasts for the next 7 years. This report is designed to provide hard tabular data.

Whereas the main database for Individual Arms 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 & 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 & 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.

MARKET DATA - in US\$, by Country, by (Individual arms) Products/Services, by Year: Historic for the past 7 years, and Forecasts for the next 7 years. This data is found in about 200 tables.

INDIVIDUAL ARMS

1. Individual arms
2. Aerosols, self-defence
3. Air rifles, airguns & air pistols
4. Airsoft guns & accessoires
5. Firearms, police
6. Flame-throwers, military
7. Grenade launchers
8. Guns, harpoon & line throwing
9. Guns, signalling, saluting maroons
10. Guns, tear gas
11. Individual weapons, anti-tank, short range firing
12. Knuckledusters
13. Net guns, live animal capture
14. Pistols, automatic
15. Pistols, light signal (Very lights)
16. Pistols, military
17. Pistols, pocket
18. Pistols, precision, target shooting
19. Pistols, starting & blank
20. Revolvers
21. Rifles & guns, tranquilliser/hypodermic dart firing, veterinary
22. Rifles, automatic
23. Rifles, bolt, magazine loading
24. Rifles, bolt, single shot
25. Rifles, muskets, muzzle loaders, reproduction
26. Rifles, precision
27. Rifles, semi-automatic
28. Stunners, electric, self-defence
29. Sub-machine guns
30. Traps, military
31. Truncheons or batons
32. Individual arms, NSK

FINANCIAL DATA for each Country, for each Balance Sheet item: Historic for the past 7 years, and Forecasts for the next 7 years.

Balance Sheet:

Total Sales, Domestic Sales, Exports, Pre-tax Profit, Interest Paid, Non-trading Income, Operating Profit, Depreciation: Structures, Depreciation: Plant & Equipment, Depreciation: Miscellaneous Items, Total Depreciation, Trading Profit, Intangible Assets, Intermediate Assets, Fixed Assets: Structures, Fixed Assets: Plant & Equipment, Fixed Assets: Miscellaneous Items, Fixed Assets, Capital Expenditure on Structures, Capital Expenditure on Plant & Equipment, Capital Expenditure on Vehicles, Capital Expenditure on Data Processing Equipment, Capital Expenditure on Miscellaneous Items, Total Capital Expenditure, Retirements: Structures, Retirements: Plant & Equipment, Retirements: Miscellaneous Items, Total Retirements, Total Fixed Assets, Finished Product Stocks, Work in Progress as Stocks, Materials as Stocks, Total Stocks/Inventory, Debtors, Total Maintenance Costs, Services Purchased, Miscellaneous Current Assets, Total Current Assets, Total Assets, Creditors, Short Term Loans, Miscellaneous Current Liabilities, Total Current Liabilities, Net Assets/Capital Employed, Shareholders Funds, Long Term Loans, Miscellaneous Long Term Liabilities, Workers, Hours Worked, Work in each Quarter, Total Employees, Raw Materials Cost, Finished Materials Cost, Fuel Cost, Electricity Cost, Total Input Supplies/Materials & Energy Costs, Payroll Costs, Wages, Directors' Remunerations, Employee Benefits, Employee Commissions, Total Employees Remunerations, Sub Contractors, Rental & Leasing: Structures, Rental & Leasing: Plant & Equipment, Total Rental & Leasing Costs, Maintenance: Structures, Maintenance: Plant & Equipment, Communications Costs, Miscellaneous Expenses, Sales Personnel Variable & Commission Costs, Sales Expenses & Costs, Sales Materials Costs, Total Sales Costs, Distribution Fixed Costs, Distribution Variable Costs, Warehousing Fixed Costs, Warehousing Variable Costs, Physical Handling Fixed Costs, Physical Handling Variable Costs, Physical Process Fixed Costs, Physical Process Variable Costs, Total Distribution & Handling Costs, Mailing & Correspondence Costs, Media Advertising Costs, Advertising Materials & Print Costs, POS & Display Costs, Exhibition & Events Costs, Total Advertising Costs, Product Returns & Rejection Costs, Product Installation & Re-Installation Costs, Product Breakdown & Post Installation Costs, Product Systems & Configuration Costs, Product Service & Maintenance Costs, Customer Problem Solving & Customer Complaint Costs, Total After-Sales Costs, Total Marketing Costs, New Technology Expenditure, New Production Technology Expenditure, Total Research & Development Expenditure, Total Operational & Process Costs, Debtors

within Agreed Terms, Debtors Outside Agreed Terms, Un-recoverable Debts.

Financial Margins & Ratios:

Return on Capital, Return on Assets, Return on Shareholders' Funds, Pre-tax Profit Margins, Operating Profit Margin, Trading Profit Margin, Return on Investment, Assets Utilisation (given as a ratio of Sales to Total Assets), Sales as a ratio of Fixed Assets, Stock Turnover (Sales as a ratio of Stocks), Credit Period, Creditors' Ratio (given as Creditors divided by Sales times 365 days), Default Debtors given as a Ratio of Total Debtors, Un-Recoverable Debts given as a Ratio of Total Debts, Working Capital/Sales, Materials & Energy Costs as a % of Sales, Added Value, Investment as a Ratio of Added Value, Value of Plant & Equipment as a % of Sales, Vertical Integration (Value Added as a % of Sales), Research & Development Investment as a % of Sales, Capital Expenditure Investment as a % of Sales, Marketing Costs as a % of Sales, Current Ratio (Current Assets as a ratio of Current Liabilities), Quick Ratio, Borrowing Ratio (or Total Debt as a ratio of Net Worth), Equity Ratio (Shareholders Funds as a ratio of Total Liabilities), Income Gearing, Total Debt as a ratio of Working Capital, Debt Gearing Ratio (Long Term Loans as a ratio of Net Worth), Average Remuneration (all employees - full & part-time), Profit per Employee, Sales per Employee, Remunerations/Sales, Fixed Assets per Employee, Capital Employed per Employee, Total Assets per Employee, Value of Average Investment per Employee, Value Added per Employee, Materials Costs as a % of Sales, Wage Costs as a % of Sales, Payroll & Wages as a Ratio to Materials, Variable Costs as a % of Sales, Fixed Costs as a % of Sales, Fixed Costs as a Ratio of Variable Costs, Distribution Costs as a % of Sales, Warehousing Costs as a % of Sales, Physical Costs as a % of Sales, Fixed as a Ratio of Variable Distribution Costs, Fixed as a Ratio of Variable Warehousing Costs, Fixed as a Ratio of Variable Physical Costs, Fixed as a Ratio of Variable Total Distribution & Handling Costs, Product Returns & Rejections Costs as a % of Sales, Product Installation & Associated Costs as a % of Sales, Product Breakdown & Associated Costs as a % of Sales, Product Systems & Associated Costs as a % of Sales, Product Service & Associated Costs as a % of Sales, Customer Complaint & Associated Costs as a % of Sales, Stock Work in Progress & Materials as a Ratio of Finished Products, Stock Materials as a Ratio of Work in Progress, Un-recoverable Debts as a Ratio of Total Debt, Un-recoverable Debts as a Ratio of Debts Within Agreed Terms, Total Sales Costs as a % of Sales, Total Distribution & Handling Costs as a % of Sales, Total Advertising Costs as a % of Sales, Total After-Sales Costs as a % of Sales, Total Customer Compensation Costs as a % of Sales, Total Variable Marketing Costs as a % of Sales, Total Fixed Marketing Costs as a % of Sales, Total Fixed Marketing Costs as a Ratio of Total Variable Marketing Co, Variable Sales Personnel Costs as a Ratio of

Marketing Costs, Variable Distribution & Handling Costs as a Ratio of Marketing Costs, Variable Advertising Costs as a Ratio of Marketing Costs, Variable After-Sales Costs as a Ratio of Marketing Costs, Sales Personnel Variable Costs as a Ratio of Sales, Sales Personnel Variable Costs as a Ratio of Debtors, Sales Personnel Variable Costs as a Ratio of Un-Recoverable Debtors, Exports as a % of Sales, \$ Hourly Pay Rate, \$ Hourly Wage Rate, Capital Employed.

INDUSTRY DATA (Individual arms, by country, by year):

OEM & Manufacturers Market Level, Wholesale & Distributor Market Level, Retailer & Added Value Retailer Market Level, End User & Consumer Market Level, Discounted & Promotional Market Level, Plant & Equipment Average Annual Investment, Product Prices/Market Average Index, New Products Introduction Index, Relative output of Products of a Superior Quality Index, Index of Comparative Salesforce & Selling Expenditure, Index of Comparative Advertising Expenditure, Index of Comparative General Promotional Expenditure, Product Adoption Rates, Product Sales Conversion Rates, Average Annual Sales Growth Rate, Capacity Utilization as a measure of Standard Capacity, Standardized Products & Services Index, Relative Employee Compensation Index, Instable Market Share as an Index of Total Market Share, Relative Forward Integration Index, Plant & Equipment Investment greater than Depreciation, Plant & Equipment Investment Equal to Depreciation, Plant & Equipment Investment Less than Depreciation, Plant & Equipment Investment - Unallocated, Plant & Equipment in Use within the range 0-3 years, Plant & Equipment in Use 3-6 years, Plant & Equipment in Use 6-9 years, Plant & Equipment in Use over years 9 old/Unallocated, Supplier Concentration = 8 Largest, 20 Largest, 50 Largest, Supplier Concentration Unspecified/Unallocated, Immediate Wholesale & Retail Customers, Immediate OEM & Manufacturing Customers, Immediate Consumer & End User Customers, Immediate Non-Specific Customers/Unallocated, Enterprises within the Range 1-19 Employees, Enterprises 20-99 Employees, Enterprises 100+ Employees, Enterprises within Unspecified/Unallocated Employee Ranges, Buyer Age Profile in the range 0-19 Years, Buyer Age Profile 20-24 Years, Buyer Age Profile 25-34 Years, Buyer Age Profile 35-44 Years, Buyer Age Profile 45-54 Years, Buyer Age Profile 55-64 Years, Buyer Age Profile 65+/Unallocated Years, Buyer Profile in the AB Social Group, Buyer Profile C1 Social Group, Buyer Profile C2 Social Group, Buyer Profile DE/Unallocated Social Group, End User Age Profile in the range 0-19 Years, End Users 20-24 Years, End Users 25-34 Years, End Users 35-44 Years, End Users 45-54 Years, End Users 55-64 Years, End Users 65+/Unallocated Years, End User Profile in the AB Social Group, End Users C1 Social Group, End Users C2 Social Group, End Users DE/Unallocated Social Group.

COMPANIES: Data is available on the 5943 individual Companies or Organisations (Individual arms).

Hard tabular data on 33 Products in 100 Countries: 898 pages. This database is updated monthly.

The Individual Arms Market World Report is available in many editions. It is recommended that readers first use this PDF Summary Edition as a primer.

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

UPGRADES:

This PDF Express report is a summary of the main database which contains 9702 spreadsheets and 9743 database tables. In fact the data in this Summary PDF is derived from only 300 of the 9702 datasets, and less than 10% of the data in the selected spreadsheets. For example, the main database provides market data from 1997 to 2046, however simply by adding the missing years would increase the number of pages fourfold – and make the PDF unmanageable.

To upgrade to the one of the Database Editions you can use the coupon to get the upgrade edition you need, at a reduced cost.

DATABASE EDITIONS: INDIVIDUAL ARMS MARKET WORLD REPORT

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

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

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

Country Market Database: Cost \$1250, less the Coupon value of \$200.

The Database Editions of the Individual Arms Market World Report cover:

TIME SERIES - Historic: Each year 1997 to Current Year and a Forecast for each Year to 2046. Market Data at industry/distribution channel/service or product level.

PRODUCTS & MARKETS COVERED: As above

The database reports contain 59 MARKET RESEARCH CHAPTERS which are designed to define, explain, and clarify the hard tabular data: 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:

MARKET CONSUMPTION - in US\$ by Country by Product/Service by Year: 1997 to Current Year and a Forecast to 2046. Market, Financial, Competitive, Market Segmentation, Industry, Critical Parameters, Marketing Costs, Markets, Decision Makers, Performance, Product Launch.

WORLD & NATIONAL DATABASE & SPREADSHEETS: 1330 World Database tables & Spreadsheets covering business scenarios. 1430 World Database tables & Spreadsheets covering Markets, Market Forecast, Financial Forecast, Financial Margins, Historic Financial, Historic Costs, Industry Norms for each country. 3810 National Database tables & Spreadsheets covering business scenarios.

FINANCIAL DATABASE & SPREADSHEETS: 180 Balance Sheet, Financial Margins & Ratios for each of 96 Business Scenarios - by Country by Year – Historic data and Forecast to 2046.

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

NATIONAL DATA - by Country by Year.

COMPANY DATA: Data on 5943 individual Companies or Organisations available.

33 Products covered for over 200 Countries: 2026 pages, 9702 spreadsheets, 9743 database tables, 540 diagrams & maps, 5943 Companies/Organisations.

This database is updated monthly. 12 month After-Sales Services & Updates.

The report is supplied on line as a zipped file, plus shipped on a back-up DVD. Readers can access and reproduce the database for their own documents or reports. Tables and databases as Access & Excel formats to enable users to produce their own spreadsheet, calculations, graphics & modelling.

This database is 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); plus for over 100 individual countries, and also reports on Cities and Towns within particular countries.

This database which is designed to be compatible with U.S. government database structures.

Contents

INDIVIDUAL ARMS MARKET REPORT

The Individual Arms Market World Report covers:

TIME SERIES: Historic: Past 7 Years - by each year & Forecasts: Next 7 Years - by each year

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Coupon: To upgrade to a Database Edition at a reduced cost.

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