

Baker Adhesives Case 38 Solution

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Company Summary In specialty market for adhesive industry Just made first international sale to Brazilian toy company "Novo" International sales were the key to the future Change in exchange rates lowered the value of both orders Thank you! Any questions? Trade in Futures Market

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Forward Contract Currency Standpoint Baker Adhesives Speciality Adhesive Market Should Baker Accept THE NEW ORDER? Dominated by a small firms both in US and International market. Slim Margins due to fierce competition Baker Adhesive belonged to specialty market Original Order

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Case 38: Baker Adhesives. Synopsis and Objectives. Baker Adhesives has just made its first foray into international sales and must come to grips with the impact of exchange-rate changes on the profitability of a past order. The company must also formulate a strategy for dealing with exchange-rate risks for future orders.

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Baker Adhesives Case Analysis I. Introduction Baker Adhesives is a small manufacturing company of specialty adhesives in the US. It was owned by Doug Baker who recently entered the International market. In early June of 2006, Baker met with his sales manager, Alissa Moreno to discuss the results of the company's recent penetration in the ...

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View Notes - Baker Adhesives Presentation-Team 4 from FINANCE 3011 at Johns Hopkins University. BAKER ADHESIVES CASE ANALYSIS Team 4 Tame Fowe Sarah W Irungu Imran Kabir Sunny Wang Ava Yeh Finance

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For this reason, Moreno expected receipt of payment on the new order, assuming it was agreed upon immediately, somewhere around September 5, 2006. 524 Part Seven Analysis of Financing Tactics: Leases, Options, and Foreign Currency bru6171X_case38_523-528.qxd 12/8/12 1:26 PM Page 524 Case 38 Baker Adhesives 525 Exchange Risks With her newfound ...

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