

Howard Harowitz

Market Research and
Planning (cont/d)

For a major manufacturer of building products, developed forecasts for construction activity by region, by type of building. Conducted extensive sensitivity analyses on product usage rates, then prepared distributions for future sales by product line.

For a major shipping company, analyzed the long-term trends for commodity shipping from Canada to Europe, by major commodity group. The analysis focused on growth prospects for eight European countries, their projected requirements for imported resources, and Canada's international competitive position.

For a large western conglomerate, prepared a long-term analysis of economic prospects in their major international markets.

For numerous manufacturing firms, designed and implemented forecasting models to project future sales by product line.

Strategic and
Financial Planning

For a major company in the oil and gas service industry, analyzed their current competitive position and designed a program to help them penetrate the U.S. market. The study looked at locational issues for branch operations, managerial resources to successfully implement the new initiative without compromising the effectiveness of management in running the domestic business.

For a start-up high technology firm, reviewed their business plan in detail, identifying weaknesses in the plan and options for remedying them. Also, developed detailed financial forecasts and a modelling framework to assist in ongoing planning work.

For a group of eight mining companies in Canada, conducted an international comparison of cost competitiveness for the major western producers of the commodity. The study research had taxation, representative capital and operating costs, and transportation costs for each country. Based on this research, a set of financial models were developed and used to determine Canada's competitive position under various future economic scenarios.