# Breaking Even in the US Market: The Oettinger Brewery



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#### Reviews

Very useful to all category of men and women. I actually have study and i also am certain that i am going to going to read through again once more down the road. Its been written in an exceptionally simple way and is particularly only soon after i finished reading this publication by which basically altered me, modify the way in my opinion.

(Dr. Sarai Fisher DDS)

#### BREAKING EVEN IN THE US MARKET: THE OETTINGER BREWERY



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GRIN Verlag Apr 2013, 2013. sonst. Bücher. Book Condition: Neu. 210x148x1 mm. This item is printed on demand - Print on Demand Neuware - Essay from the year 2009 in the subject Business economics - Accounting and Taxes, printed single-sided, grade: 1,0, Pfeiffer University, Charlotte Campus, course: Accounting, language: English, comment: This essay deals with a hypothetical Break Even Analysis of a German company, considering the market environment in the USA., abstract: This summary deals with a German company planning to enter the US market. The company Oettinger Brauerei GmbH is engaged in the business of beer brewing. It is a well established brand on the German market with a rapidly growing market share. The company has discovered a competitive gap in brewing a brand beer and distributing / selling it at a low price they promote their products with the slogan Germany s price-worthiest brand beer. The same strategy could be pursued on the US market, as there are already foreign beers (e.g. from Belgium, Netherlands, and from Germany), but those are relatively expensive. This is due to the fact that only upper scale brands from Europe have yet entered the American beer market. Furthermore, as the total percentage of beer brewed in Germany is declining, there is an upcoming need for German beer producers to search for new markets abroad. A strategy including new markets will help the German company to extend its safety margin. Therefore, it is essential that it is sufficiently sure that the company is able to break even with its products in a new market. To successfully transfer its strategy of cost leadership, Oettinger will have to produce its beer locally in the USA to save import fees and distribution costs. There are some issues that arise with this option concerning accounting, taxes,...



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