



The 2007-2012 Outlook for Wood Fence Pickets, Posts, and Rails Assembled into Fence Sections in Japan

Philip M. Parker

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This study covers the latent demand outlook for wood fence pickets, posts, and rails assembled into fence sections across the prefectures and cities of Japan. Latent demand (in millions of U.S. dollars), or potential industry earnings (P.I.E.) estimates are given across some 1,000 cities in Japan. For each city in question, the percent share the city is of its prefecture and of Japan is reported. These comparative benchmarks allow the reader to quickly gauge a city vis-à-vis others. This statistical approach can prove very useful to distribution and/or sales force strategies. Using econometric models which project fundamental economic dynamics within each prefecture and city, latent demand estimates are created for wood fence pickets, posts, and rails assembled into fence sections. This report does not discuss the specific players in the market serving the latent demand, nor specific details at the product level. The study also does not consider short-term cyclicalities that might affect realized sales. The study, therefore, is strategic in nature, taking an aggregate and long-run view, irrespective of the players or products involved.

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