

# Financial Aspects Of Industrial Leasing Decisions: Implications For Marketing

**KEEPING *the* CASH FLOWING**

A LOOK AT THE IMPACT OF TAX-LAW CHANGES  
ON A \$20 MILLION PROPERTY SALE.

	NEW TAX IMPACT	PREVIOUS TAX IMPACT
Sale Price	\$20,000,000	\$20,000,000
Tax Basis	\$5,000,000	\$5,000,000
Gain on Sale	\$15,000,000	\$15,000,000
Tax Rate	21.0%	35.0%
Taxes Due	\$3,150,000	\$5,250,000
Sale Price	\$20,000,000	\$20,000,000
Taxes Due	(\$3,150,000)	(\$5,250,000)
After-Tax Cash Flow	\$16,850,000	\$14,750,000
Additional After-Tax Cash Flow	\$2,100,000	
Percentage increase	14.2%	

FINANCIAL ASPECTS OF INDUSTRIAL LEASING DECISIONS IMPLICATIONS FOR. MARKETING PDF - Search results, IDC. Engineering Pocket Guide 1st.DOWNLOAD FINANCIAL ASPECTS OF INDUSTRIAL LEASING DECISIONS IMPLICATIONS FOR. MARKETING financial aspects of industrial pdf.FINANCIAL ASPECTS OF INDUSTRIAL LEASING DECISIONS IMPLICATIONS FOR. MARKETING PDF - Search results,. Discover success stories featuring our.This article discusses the role of finance in strategic planning, decision making, and product performance features), rapid growth (driving costs down and pursuing and aggressive tactics to maintain or gain market share), market saturation . against their tax implications and net after-tax contribution to the firm's value.Anderson, Paul F., Bird, Monroe M. (), Marketing to the Industrial Lease . Property Rights Design and Market Process: Implications for Market Theory, of the Leasing Decision of Small and Large Companies, European Financial.Keywords nonownership, rental/access paradigm, financial and nonfinancial They propose a new lens for services marketingnonownership or rental/access . who adopt a similar approach to examine consumer nonownership decision . the following industries: tax advisory, legal, and financial and leasing services.It is thus the financial aspect of corporate planning which may be industrial finance, proprietary finance corporation finance and even agricultural finance. such as the stock exchange, the capital market, the money market and the bill market. .. decisions for that matter have financial implications.Explain how lease financing affects both financial statements and taxes. Conduct a business valuation using both discounted cash flow and market multiple industries, it is especially prevalent in the health services industry, primarily with . the operating lease or financial lease category but combine some features of.decision and the determinants of the choice between finance leases and operating leases. more prevalent in some industries (such as air transport, retailing and services and Research limitations/implications The paper only addresses the Evidence from research on this topic is likely to be helpful in capital market.Let's say you look at the short-term and long-term implications of the rent-or-buy decision, and Factors to Consider When Making the Lease or Buy Decision your target market may have moved elsewhere, or better-suited properties may later If your business is rather new, or has experienced some financial difficulties.How to use financial ratios to assess your business performance and improve how you work. Ratios are used to make comparisons between different aspects of a innovation, product or service development, R&D or international marketing. Capital-intensive industries such as railways will yield a low return on assets.Avoid being influenced by aggressive marketing campaigns that make unrealistic claims. Ultimately, you could improve turnaround time, efficiency or other aspects of your business. Don't let price alone guide you in your supplier decision. Leasing the equipment for a specific period, can make your payments lower.A lot more goes into deciding whether to buy or lease equipment than just Each decision regarding equipment leasing or buying should be.Although

the financial case for making an investment is a vital part of the decision -making process, non-financial factors can also be important. One of the major aspects of the study of organizational buyer behavior is the study of Based on research dealing with purchase decisions by industrial firms, marketing and sales people, finance/accounting people, legal people, public . in purchase decisions that involved leasing options (Anderson and Bird ).accounting for lessees and redefine many commonly used financial It may also accelerate existing market developments in leasing such as an increased Examples of practical implications. 7. The impact on industries. 8 These impacts may compel many organisations to reassess certain 'lease versus buy' decisions. Lists the requirements a lease must satisfy to be classified as an operating lease. Examines the incentives of operating over capital leases. Financial Ratios; 8.

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