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WALL BOLT! Bolt Nut manufacturing

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Berkshire Threaded Fasteners

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reduction of the selling price of
another. Furthermore, these decisions
will lead into suggestions about the
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decisions: withdrawal of a product line,
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The case was originally set in the mid
1970's. In February 2000, Brandon

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Cook was appointed general manager by Joe Magers, president of Berkshire Threaded Fasteners Company. Cook age 56, had wide executive experience in manufacturing products similar to those of Berkshire.

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Fasteners Company Professor John Shank ...

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Fasteners Berkshire Threaded

Fasteners Company has recently lost their president, John Magers. The resulting appointment of his inexperienced son Joe Magers has lead to the company's loss of

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Fasteners. Brandon Cook is the recently appointed general manager who was hired to turn the company around after a loss of \$70,000 in a good business year. As a member of an outside ...

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Company 1 If the company had

dropped the 300 series as of January

1 1974 what would the. Berkshire

Case - NAME WENWEN LI Berkshire

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Berkshire Threaded Fasteners Case

Company is located in New England. It manufactures bolts and nuts (metal fasteners) of three different types, which are series of 100, 200, and 300. Berkshire Threaded Fasteners

Company is operating in a competitive environment along with seven other

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Companies with same product line in
the market.

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9 Question 3 13 Break-Even analysis
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Case Summary Berkshire is one of the eight companies in threaded fasteners industry in New England. The company produces 3 ...

Berkshire Threaded Fastener Case

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The case is about In February 1973, at

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the age of 33, Joe Magers became president of Berkshire Threaded Fasteners Company which had been started by his father, John Magers, in 1946. Joe had only four years experience with the company. His father's untimely death in 1973 cut short their planned 10-year period of

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Berkshire Product Lines Current

Pricing Pattern 200 series 10% #4:

Sales Commission Current Strategy:

Sales force is paid on a salary basis

Proposed Strategy: Change from a
salary basis to sales commission basis
to

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Berkshire Threaded Fasteners Case

Company by Murali Manohar ...

Berkshire is one of many companies that produces threaded fasteners. It produces three different series of product lines. Industry leader is Bosworth Machining. The president of the company is young and new to the

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Fasteners and hired a manager with more experience in order to assist him.

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Company Case Title: Berkshire Threaded Fasteners Company Case.

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text: Table 1 illustrates that the
withdrawal of the 300 Series product
line will affect labor, raw materials ...

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