



# Product presentation

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Slowness to change  
usually  
means fear of  
the new!  
*Philip Crosby*



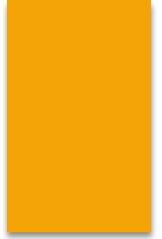
**CHANGE  
AHEAD**



**RELAXATION**

# Content

- ▶ Product
- ▶ Target Market
- ▶ SWOT analysis
- ▶ Advertisement
- ▶ Benefits or "Why should I buy this stuff?!"



# Product life cycle

Competitors

Product

Price

Promotion

Distribution

Introduction



Growth

few

one

100 - 130 LVL

Newspaper  
ads

2 channels

more

more versions

gain market  
share

Different  
media

Baltic region

# FIRE-LOOK-MANTELPiece

- for EVERYONE
- relaxation therapy
- interesting design solution



## Product

- Fire-look-mantelpiece
- Is sold only for grown ups under 18 years old
  - Brings warmth and comfort
  - For home use
  - Unique design

## Price

- Prices in all shops don't differ (the average value is 100 Lats)
- There is special discount program for regular customers

## Place

- 3 shops in Riga, 1 in Daugapils and 1 in Ventspils
- Addresses on the stores are available on [www.fire.com](http://www.fire.com)

## Promotion

- Marketing presentations in Riga's supermarkets – Alfa, Domina, Mols
- Brochures in other shops in Vilnius, Kiev
- Promotion program begins in the middle of september

**TARGET MARKET**



# SWOT analysis

Internal	<p><u>Strengths</u></p> <ul style="list-style-type: none"><li>Existing client base</li><li>Production quality</li><li>Distribution channels</li><li>Reputation</li></ul> <p><b>S</b></p>	<p><u>Weaknesses</u></p> <ul style="list-style-type: none"><li>Limited resources</li><li>Product differentiation</li><li>Lack of managerial depth</li></ul> <p><b>W</b></p>
External	<p><u>Opportunities</u></p> <ul style="list-style-type: none"><li>New technologies lead to costs reduce</li><li>New distribution channels</li></ul> <p><b>O</b></p>	<p><u>Threats</u></p> <ul style="list-style-type: none"><li>Prices for raw materials are growing</li><li>Seasonal demand</li></ul> <p><b>T</b></p>

# USPs and benefits

## USPs

- ▶ the design is UNIQUE
- ▶ use bio-ethanol
- ▶ surprise your guests

## Benefits

- ▶ brings warmth, comfort and harmony to your home

# Summary

- ▶ Lack of rest and relaxation can lead to the apathy, stress and finally to the depression
- ▶ FIRE-LOOK-MANTELPIECE is unique and stylish product, that uses bio-ethanol and is eco-friendly
- ▶ Our product can help You to feel warm and cozy, to relax and bring harmony to your home





Thank you for  
attention!