

17 responses

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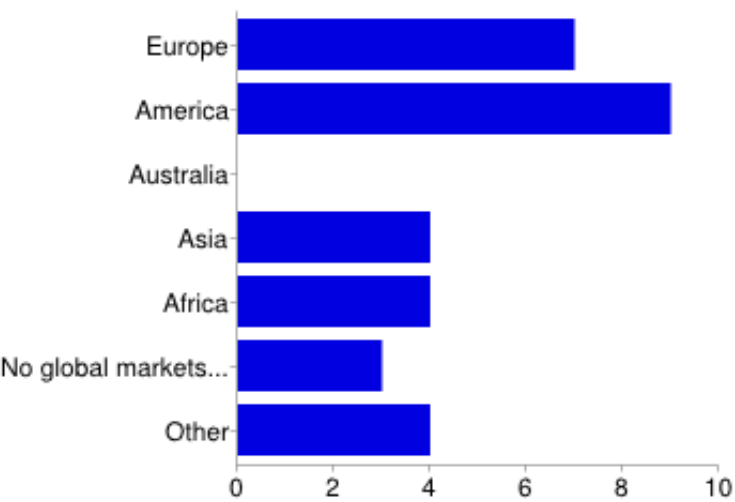
Summary

Questionnaire Information

1. Where is your company located?

- Czech Republic
- Canada
- Amhem, Netherlands
- NJ, USA
- USA
- Germany
- Ukraine
- Uruguay
- Netherlands
- NICARAGUA

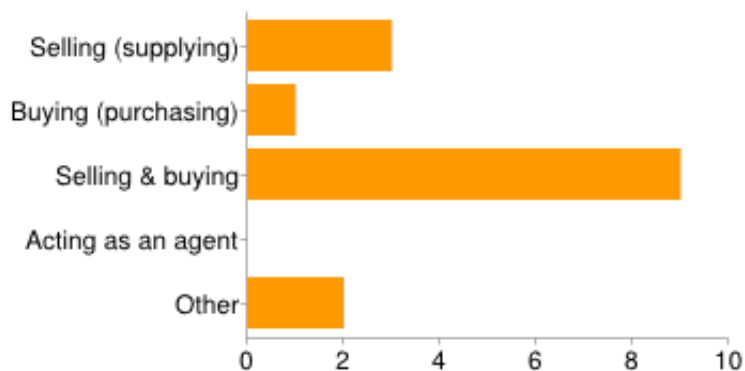
2. From where does your company buy/purchase the timber?



Europe 7 41%

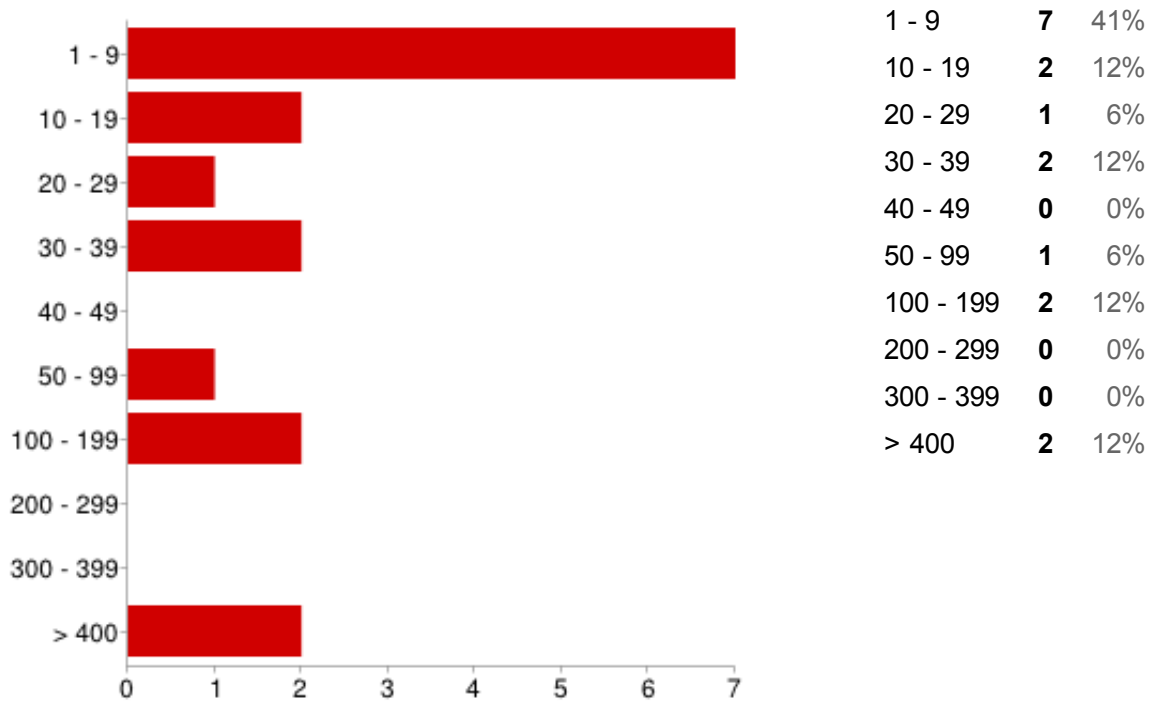
America	9	53%
Australia	0	0%
Asia	4	24%
Africa	4	24%
No global markets (domestic)	3	18%
Other	4	24%

3. Our company's business is ...



Selling (supplying)	3	18%
Buying (purchasing)	1	6%
Selling & buying	9	53%
Acting as an agent	0	0%
Other	2	12%

4. How many employees does your company have?

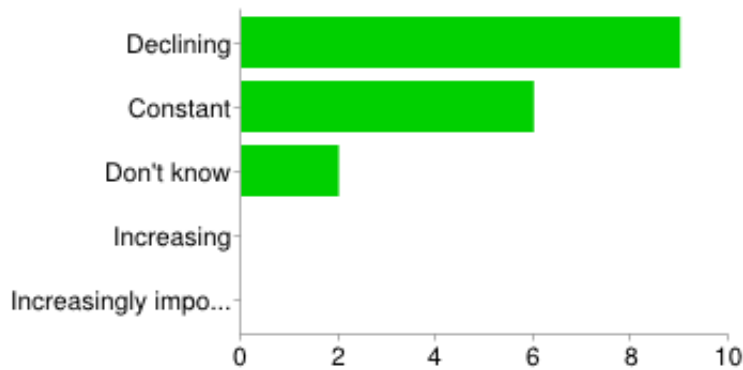


5. Which purchasing/supplying channels does your company use to buy/to sell timber products?



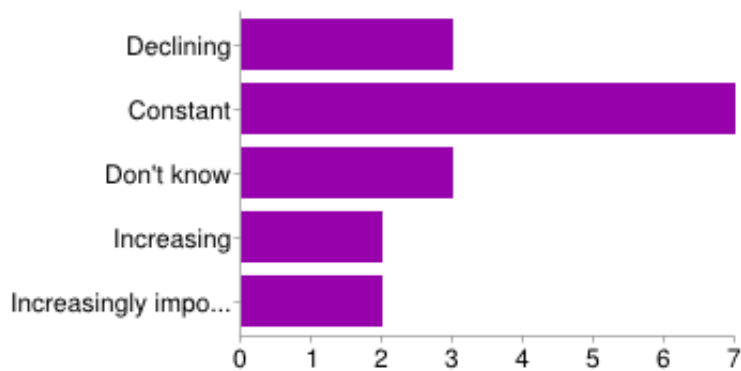
Agencies	7	41%
Importer/Trader	9	53%
Sales offices (foreign producers)	4	24%
Producers direct	13	76%
E-commerce services	5	29%
Other	0	0%

Agencies [6. Which purchasing channels will your company use in the future?]



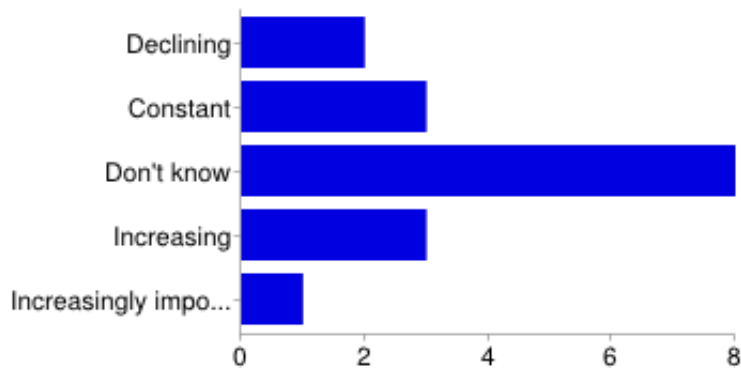
Declining	9	53%
Constant	6	35%
Don't know	2	12%
Increasing	0	0%
Increasingly important	0	0%

Importer/Trader [6. Which purchasing channels will your company use in the future?]



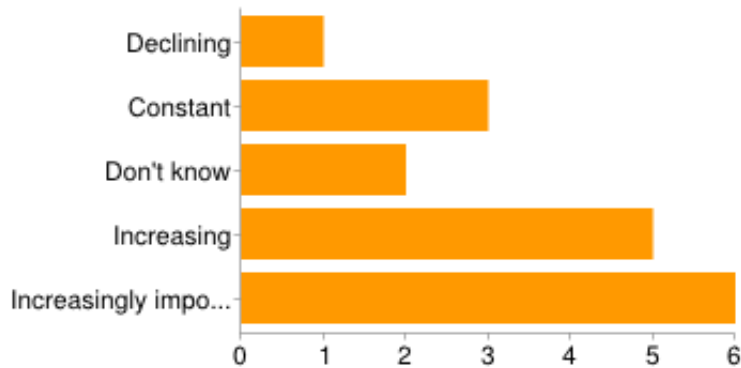
Declining	3	18%
Constant	7	41%
Don't know	3	18%
Increasing	2	12%
Increasingly important	2	12%

Sales offices (foreign producers) [6. Which purchasing channels will your company use in the future?]



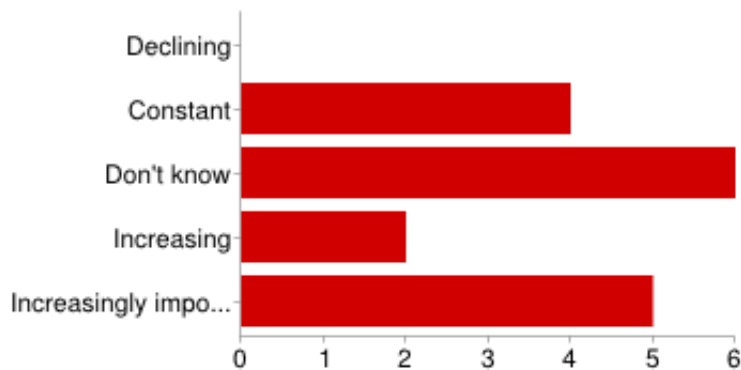
Declining	2	12%
Constant	3	18%
Don't know	8	47%
Increasing	3	18%
Increasingly important	1	6%

Producers direct [6. Which purchasing channels will your company use in the future?]



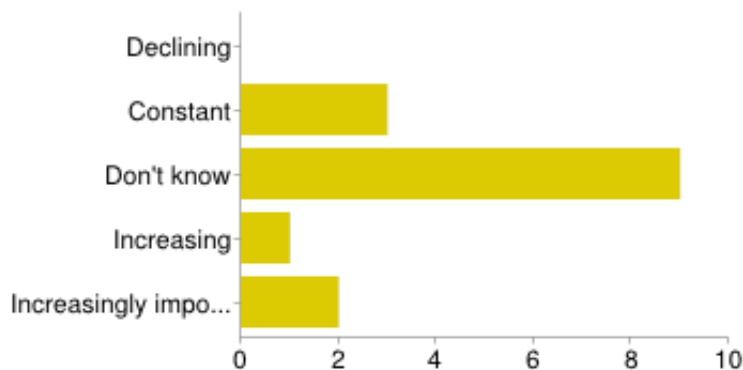
Declining	1	6%
Constant	3	18%
Don't know	2	12%
Increasing	5	29%
Increasingly important	6	35%

E-commerce services [6. Which purchasing channels will your company use in the future?]



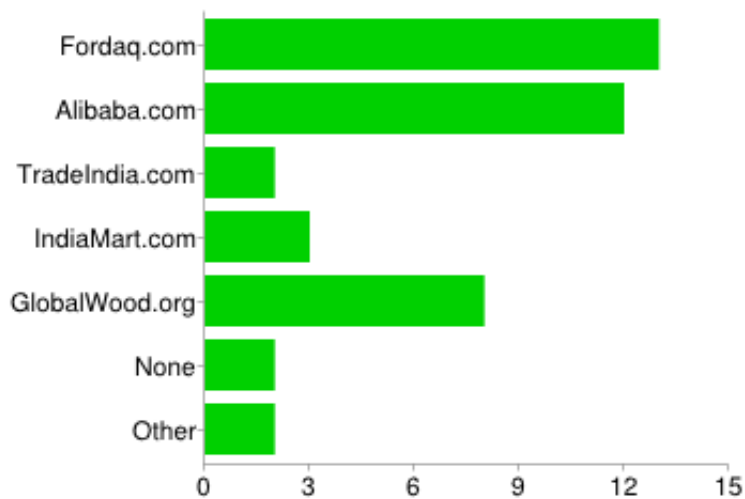
Declining	0	0%
Constant	4	24%
Don't know	6	35%
Increasing	2	12%
Increasingly important	5	29%

Others [6. Which purchasing channels will your company use in the future?]



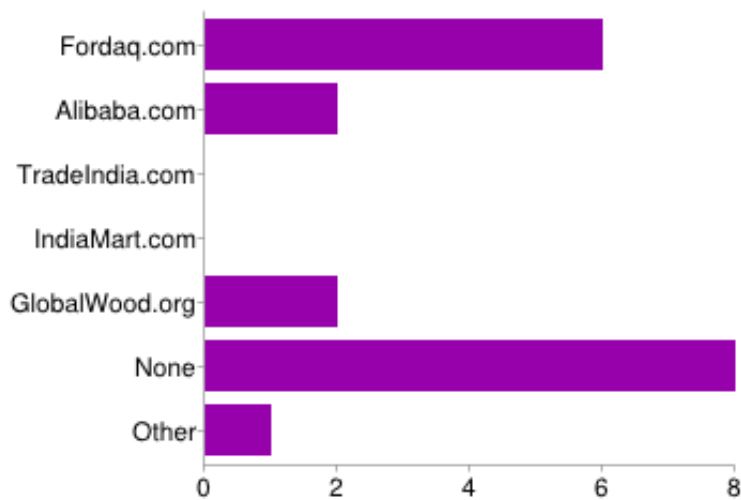
Declining	0	0%
Constant	3	18%
Don't know	9	53%
Increasing	1	6%
Increasingly important	2	12%

7. Which e-commerce services do you know?



Fordaq.com	13	76%
Alibaba.com	12	71%
TradeIndia.com	2	12%
IndiaMart.com	3	18%
GlobalWood.org	8	47%
None	2	12%
Other	2	12%

8. On which e-commerce services does your company have a paid membership?



Fordaq.com	6	35%
Alibaba.com	2	12%
TradeIndia.com	0	0%
IndiaMart.com	0	0%
GlobalWood.org	2	12%

None	8	47%
Other	1	6%

9. Since when is your company active on e-commerce services?

2006

2004

2005

2012

2014

N/A

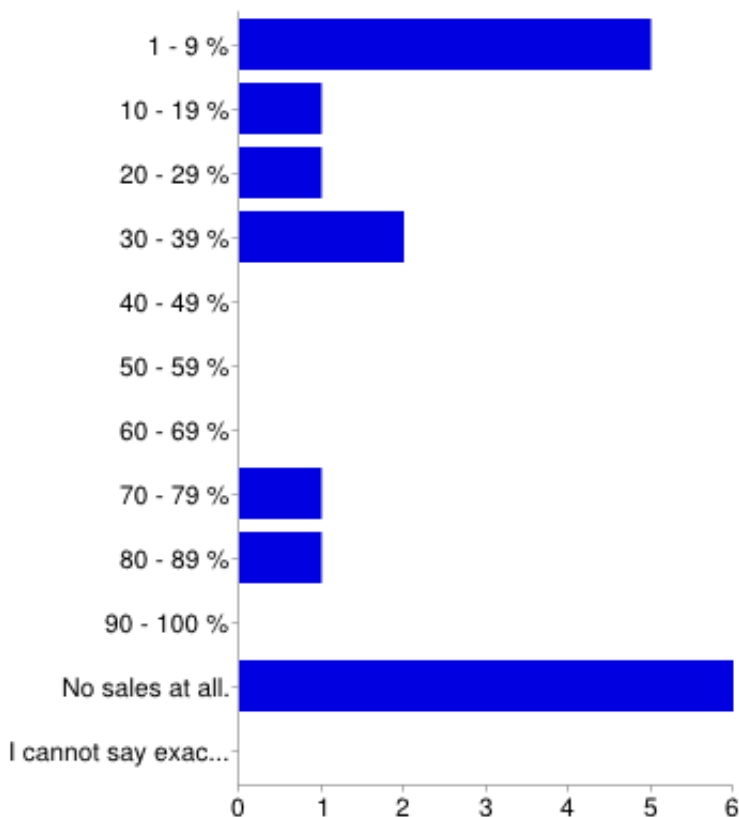
1990

0

not anymore

2000

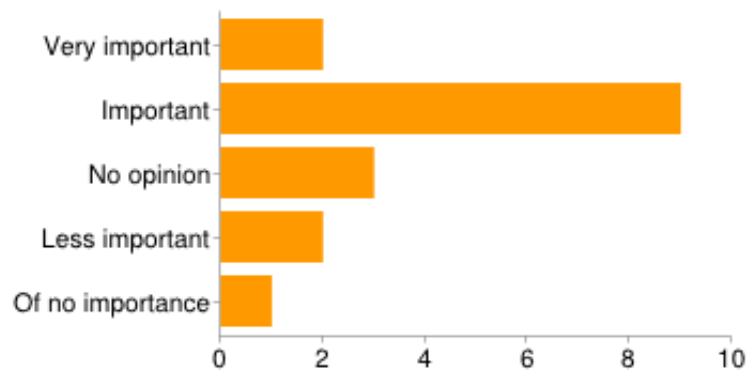
10. How many percentages of your company's trades are already done via e-commerce services?



1 - 9 %	5	29%
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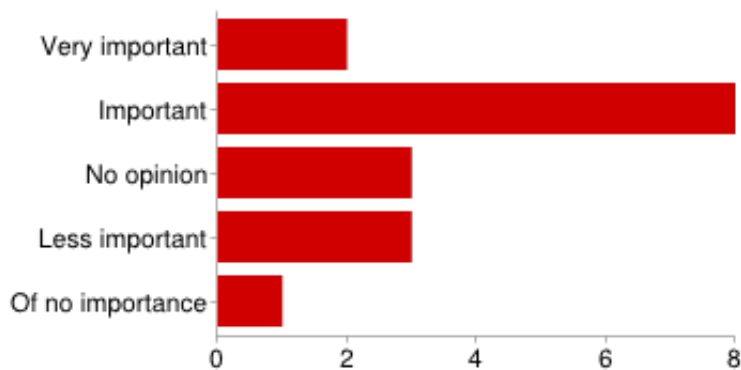
10 - 19 %	1	6%
20 - 29 %	1	6%
30 - 39 %	2	12%
40 - 49 %	0	0%
50 - 59 %	0	0%
60 - 69 %	0	0%
70 - 79 %	1	6%
80 - 89 %	1	6%
90 - 100 %	0	0%
No sales at all.	6	35%
I cannot say exactly.	0	0%

Steady material flow [11. How important were the following points for your company, to pay for an e-commerce service membership?]



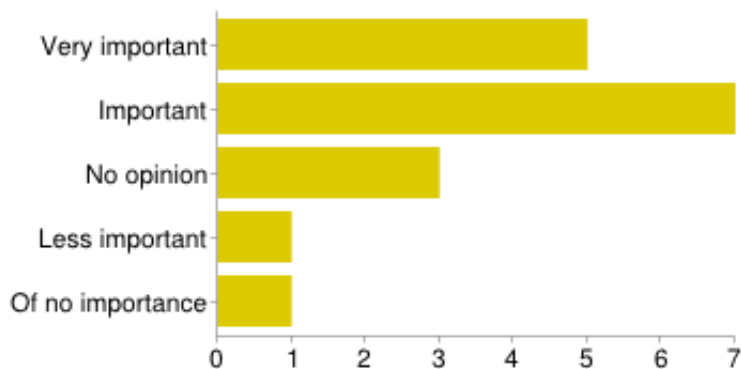
Very important	2	12%
Important	9	53%
No opinion	3	18%
Less important	2	12%
Of no importance	1	6%

Fast availability [11. How important were the following points for your company, to pay for an e-commerce service membership?]



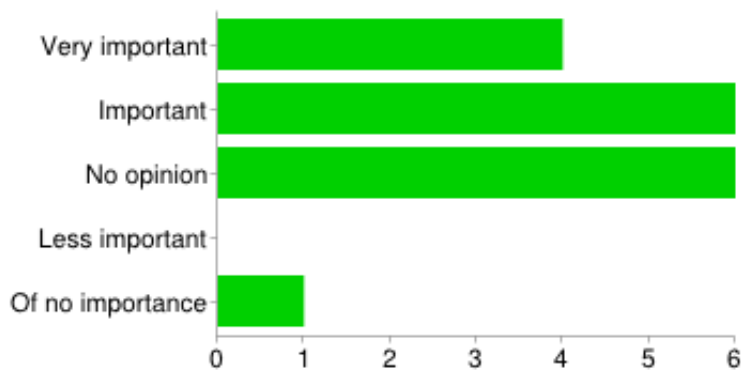
Very important	2	12%
Important	8	47%
No opinion	3	18%
Less important	3	18%
Of no importance	1	6%

Information about the products [11. How important were the following points for your company, to pay for an e-commerce service membership?]



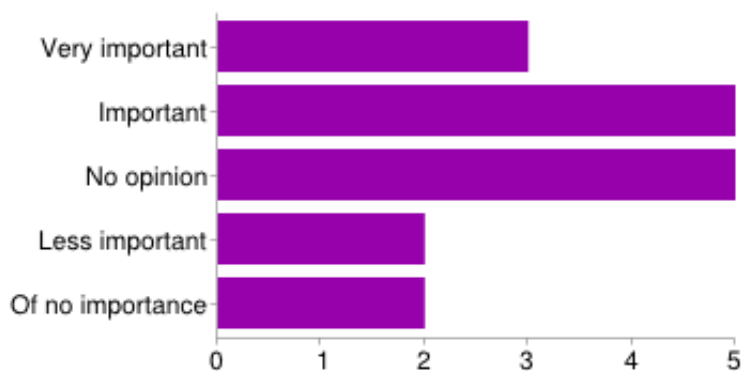
Very important	5	29%
Important	7	41%
No opinion	3	18%
Less important	1	6%
Of no importance	1	6%

Flexibility [11. How important were the following points for your company, to pay for an e-commerce service membership?]



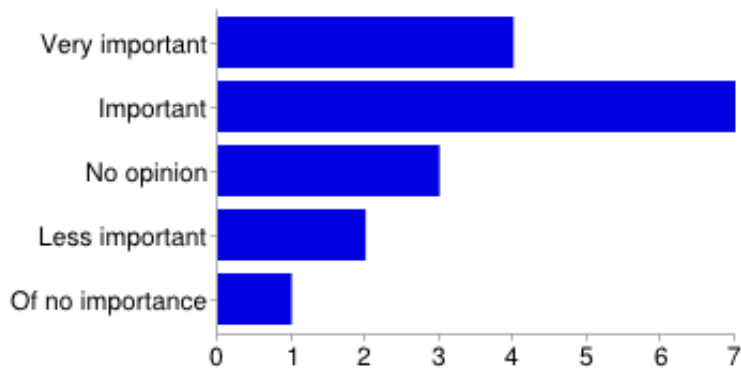
Very important	4	24%
Important	6	35%
No opinion	6	35%
Less important	0	0%
Of no importance	1	6%

Advisory skills [11. How important were the following points for your company, to pay for an e-commerce service membership?]



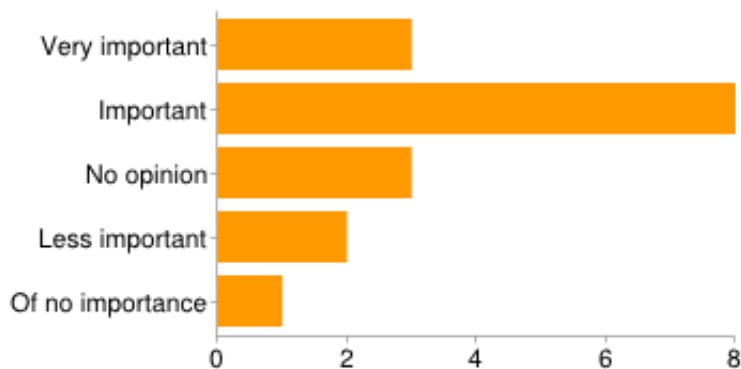
Very important	3	18%
Important	5	29%
No opinion	5	29%
Less important	2	12%
Of no importance	2	12%

Availability [11. How important were the following points for your company, to pay for an e-commerce service membership?]



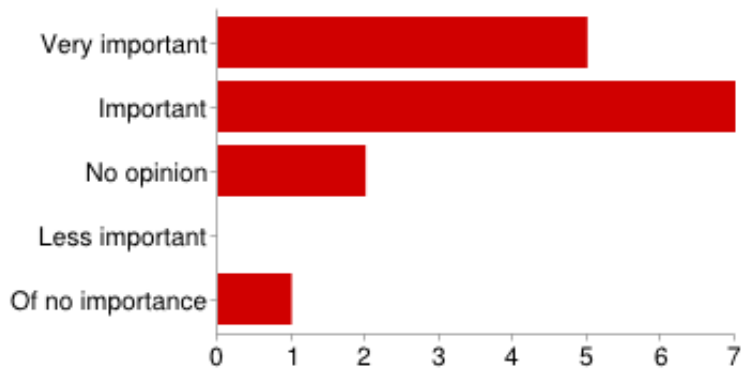
Very important	4	24%
Important	7	41%
No opinion	3	18%
Less important	2	12%
Of no importance	1	6%

Personal contact [11. How important were the following points for your company, to pay for an e-commerce service membership?]



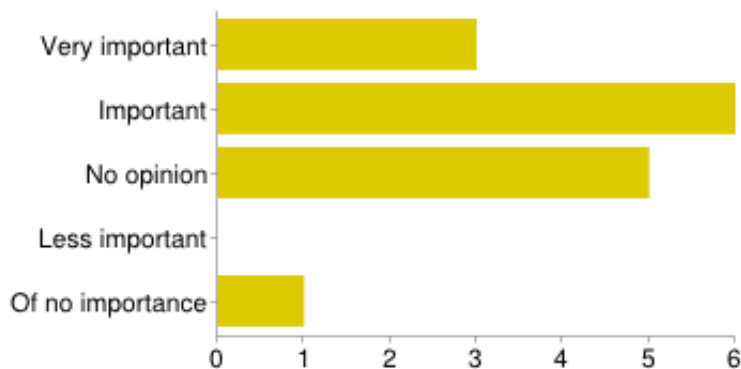
Very important	3	18%
Important	8	47%
No opinion	3	18%
Less important	2	12%
Of no importance	1	6%

New business contacts [11. How important were the following points for your company, to pay for an e-commerce service membership?]



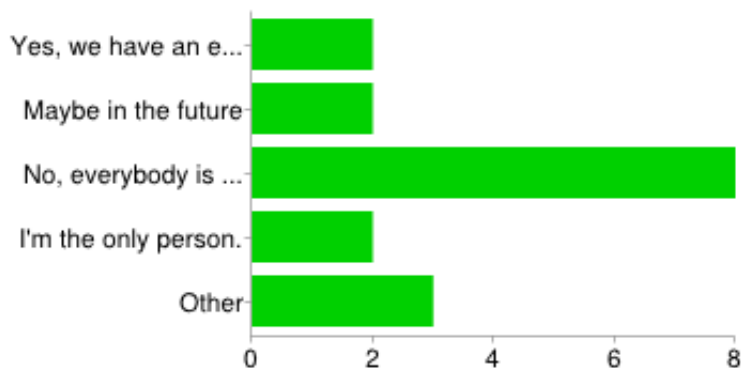
Very important	5	29%
Important	7	41%
No opinion	2	12%
Less important	0	0%
Of no importance	1	6%

Risk minimization [11. How important were the following points for your company, to pay for an e-commerce service membership?]



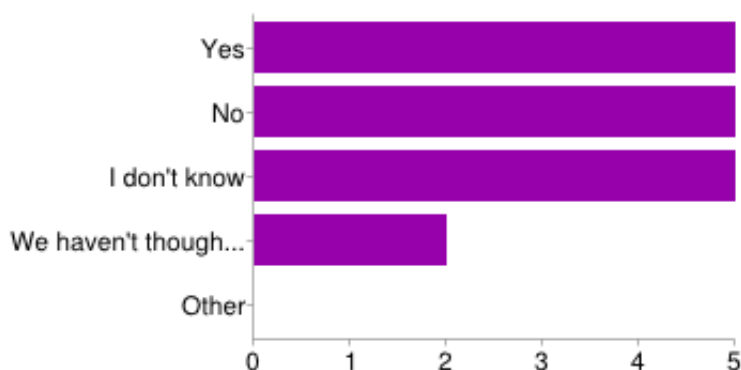
Very important	3	18%
Important	6	35%
No opinion	5	29%
Less important	0	0%
Of no importance	1	6%

12. Does your company have employees who are exclusively trading on e-commerce platforms?



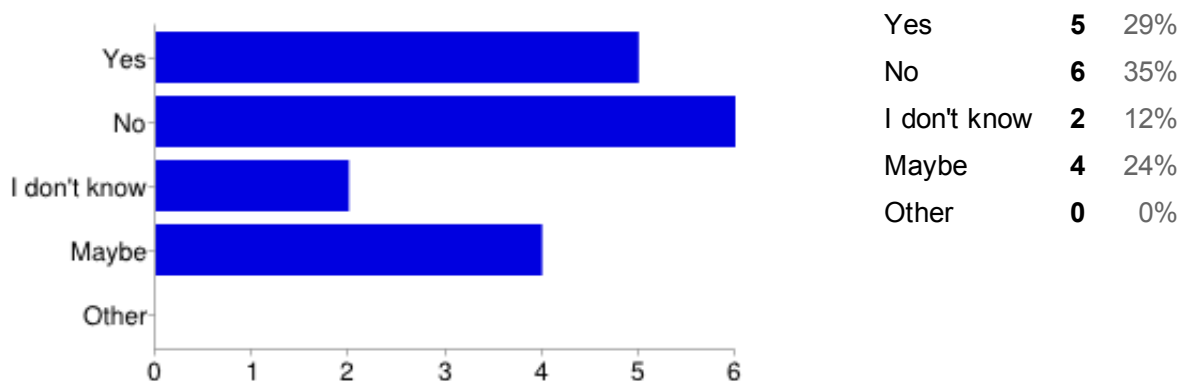
Yes, we have an e-commerce team.	2	12%
Maybe in the future	2	12%
No, everybody is partly working on e-commerce	8	47%
I'm the only person.	2	12%
Other	3	18%

13. Would your company outsource its e-commerce business (i.e. agency)?

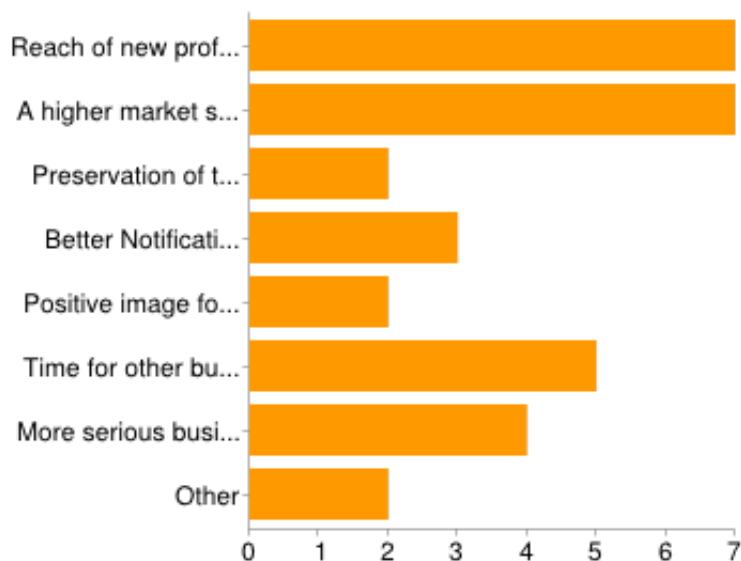


Yes	5	29%
No	5	29%
I don't know	5	29%
We haven't thought about it.	2	12%
Other	0	0%

14. Do you think your company could benefit from outsourcing your e-commerce business?

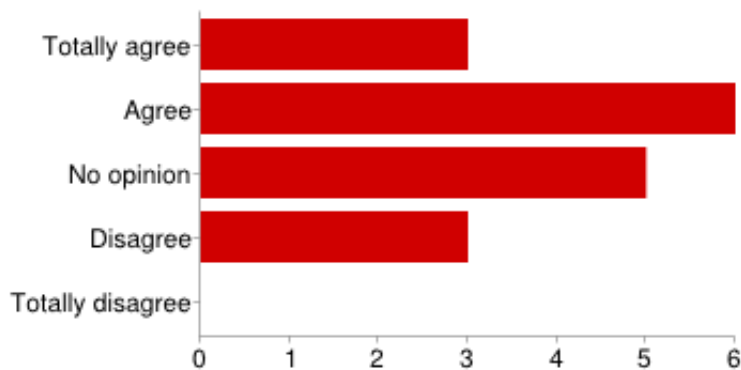


15. If you would decide to outsource your e-commerce activities, which main benefits for your company would you expect?



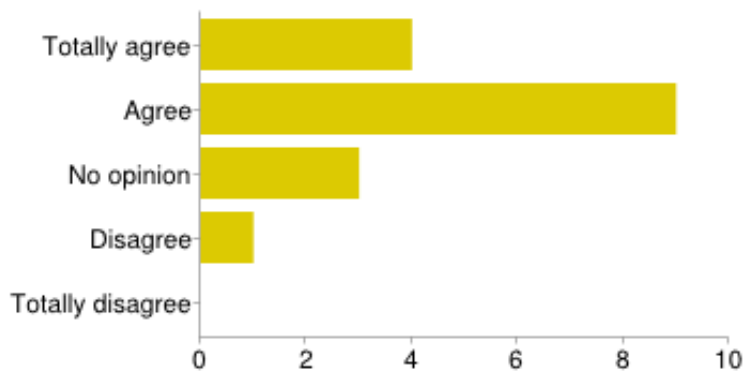
Reach of new profitable market segments.	7	41%
A higher market share.	7	41%
Preservation of the market share.	2	12%
Better Notification of the company.	3	18%
Positive image for the company.	2	12%
Time for other business	5	29%
More serious business contacts	4	24%
Other	2	12%

Increase profits [16. When a company (i.e. agency) which is specialized in trading timber products via e-commerce services trades your products it could...]



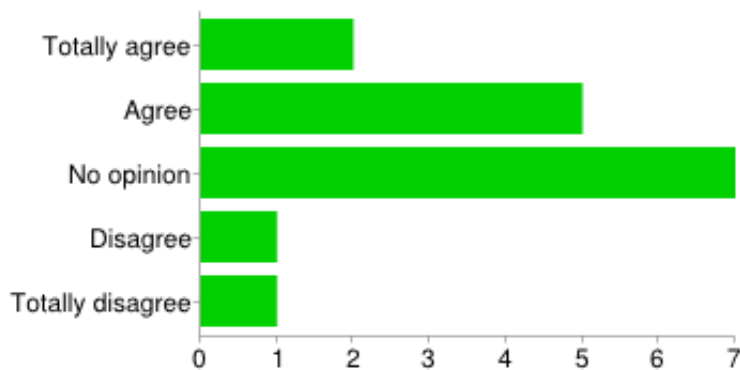
Totally agree	3	18%
Agree	6	35%
No opinion	5	29%
Disagree	3	18%
Totally disagree	0	0%

Gain market appearance [16. When a company (i.e. agency) which is specialized in trading timber products via e-commerce services trades your products it could...]



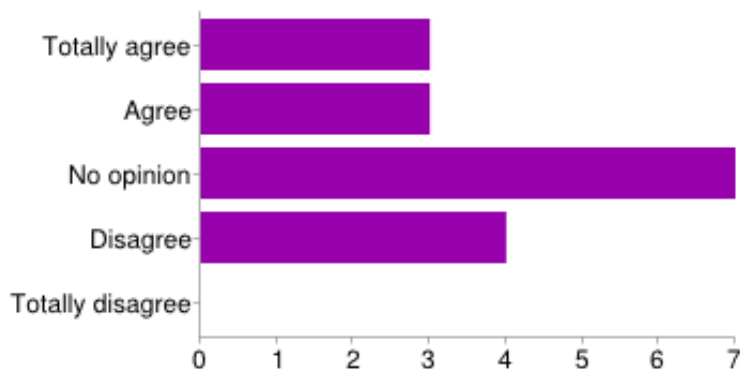
Totally agree	4	24%
Agree	9	53%
No opinion	3	18%
Disagree	1	6%
Totally disagree	0	0%

Harm company's image [16. When a company (i.e. agency) which is specialized in trading timber products via e-commerce services trades your products it could...]



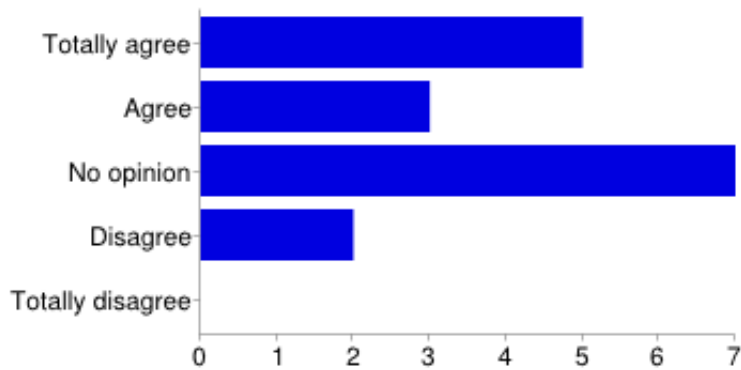
Totally agree	2	12%
Agree	5	29%
No opinion	7	41%
Disagree	1	6%
Totally disagree	1	6%

Destroy company's business [16. When a company (i.e. agency) which is specialized in trading timber products via e-commerce services trades your products it could...]



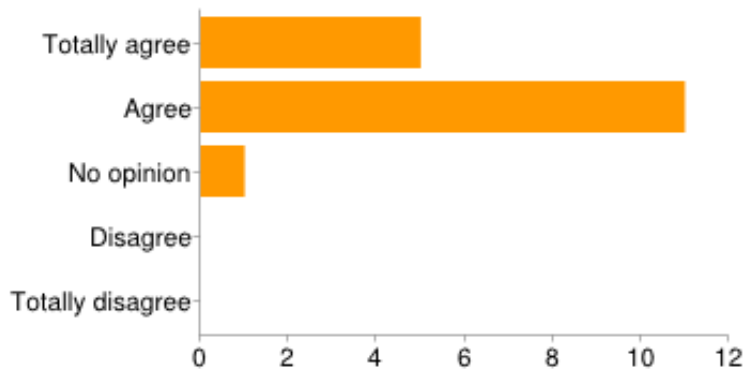
Totally agree	3	18%
Agree	3	18%
No opinion	7	41%
Disagree	4	24%
Totally disagree	0	0%

Help saving money [16. When a company (i.e. agency) which is specialized in trading timber products via e-commerce services trades your products it could...]



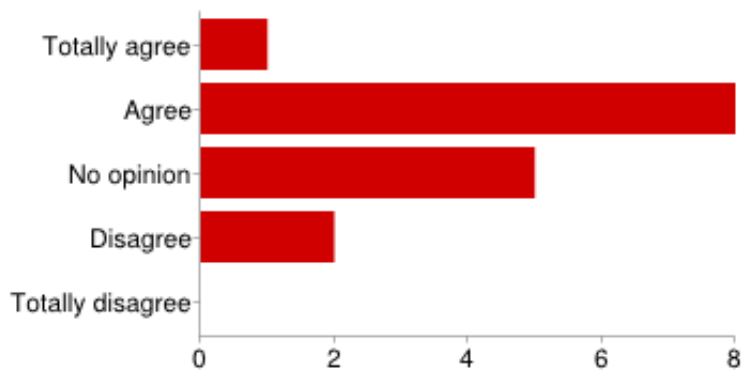
Totally agree	5	29%
Agree	3	18%
No opinion	7	41%
Disagree	2	12%
Totally disagree	0	0%

Open up new markets [16. When a company (i.e. agency) which is specialized in trading timber products via e-commerce services trades your products it could...]



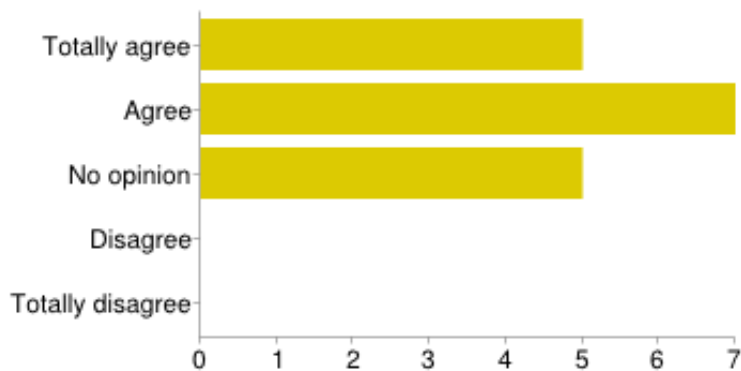
Totally agree	5	29%
Agree	11	65%
No opinion	1	6%
Disagree	0	0%
Totally disagree	0	0%

Close material gaps [16. When a company (i.e. agency) which is specialized in trading timber products via e-commerce services trades your products it could...]



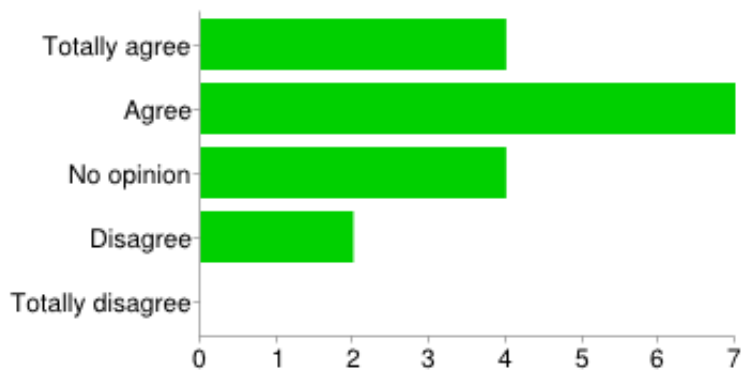
Totally agree	1	6%
Agree	8	47%
No opinion	5	29%
Disagree	2	12%
Totally disagree	0	0%

Find new raw material sources [16. When a company (i.e. agency) which is specialized in trading timber products via e-commerce services trades your products it could...]



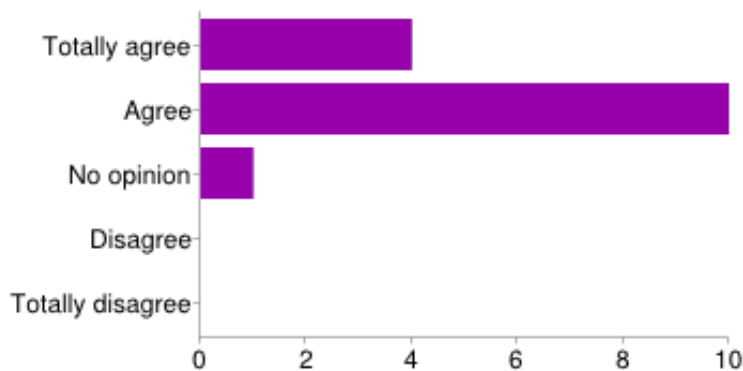
Totally agree	5	29%
Agree	7	41%
No opinion	5	29%
Disagree	0	0%
Totally disagree	0	0%

Open new e-commerce channels [16. When a company (i.e. agency) which is specialized in trading timber products via e-commerce services trades your products it could...]



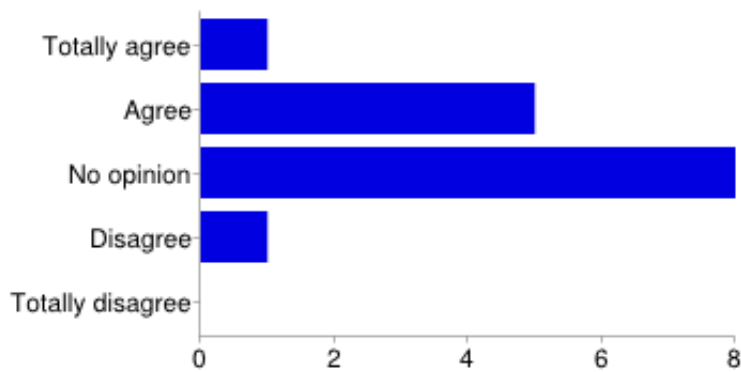
Totally agree	4	24%
Agree	7	41%
No opinion	4	24%
Disagree	2	12%
Totally disagree	0	0%

Create new business contacts [16. When a company (i.e. agency) which is specialized in trading timber products via e-commerce services trades your products it could...]



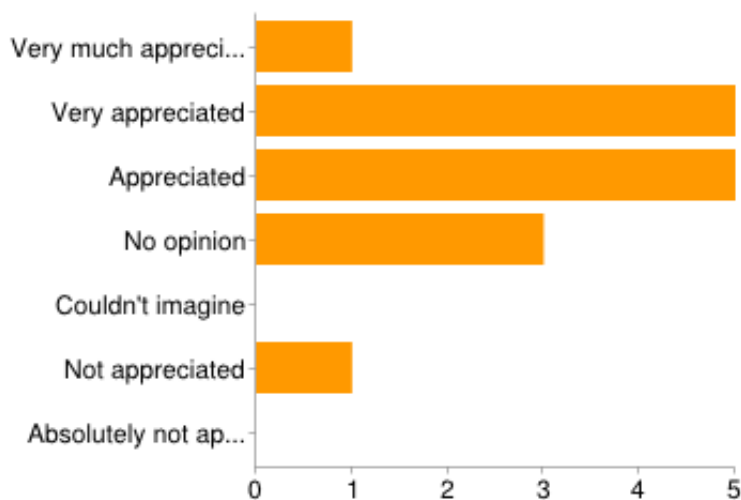
Totally agree	4	24%
Agree	10	59%
No opinion	1	6%
Disagree	0	0%
Totally disagree	0	0%

Back up the company's work [16. When a company (i.e. agency) which is specialized in trading timber products via e-commerce services trades your products it could...]



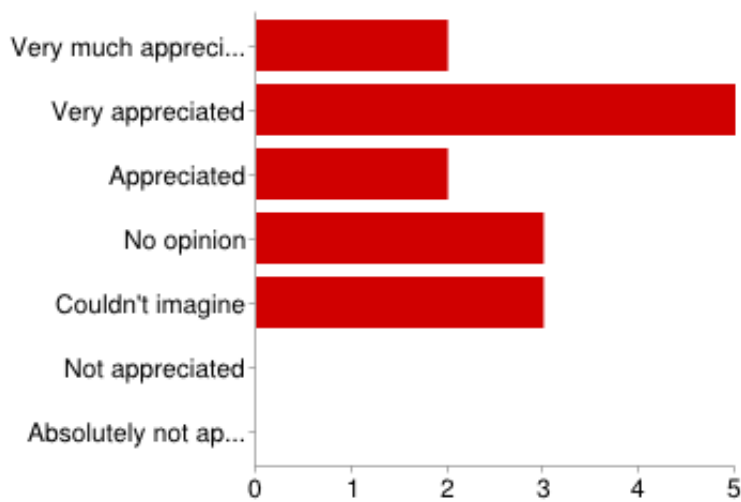
Totally agree	1	6%
Agree	5	29%
No opinion	8	47%
Disagree	1	6%
Totally disagree	0	0%

Logistic services [17. What kind of services would your company expect by outsourcing your e-commerce appearance to another company (i.e. agency)?]

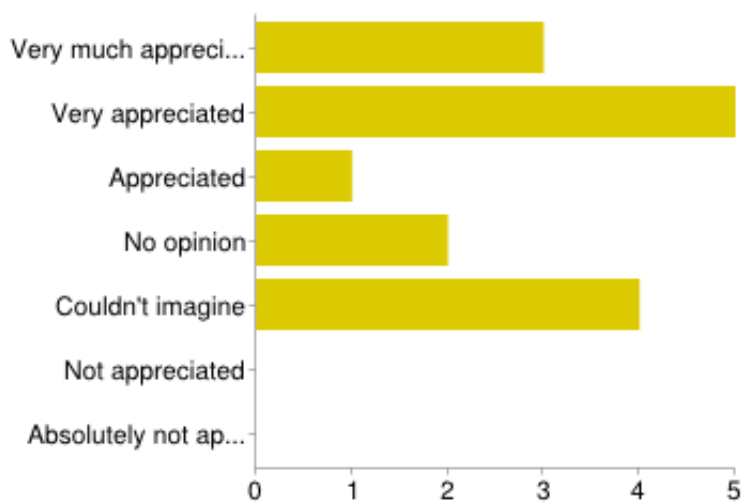


Very much appreciated	1	6%
Very appreciated	5	29%
Appreciated	5	29%
No opinion	3	18%
Couldn't imagine	0	0%
Not appreciated	1	6%
Absolutely not appreciated	0	0%

Money related [17. What kind of services would your company expect by

outsourcing your e-commerce appearance to another company (i.e. agency)?]

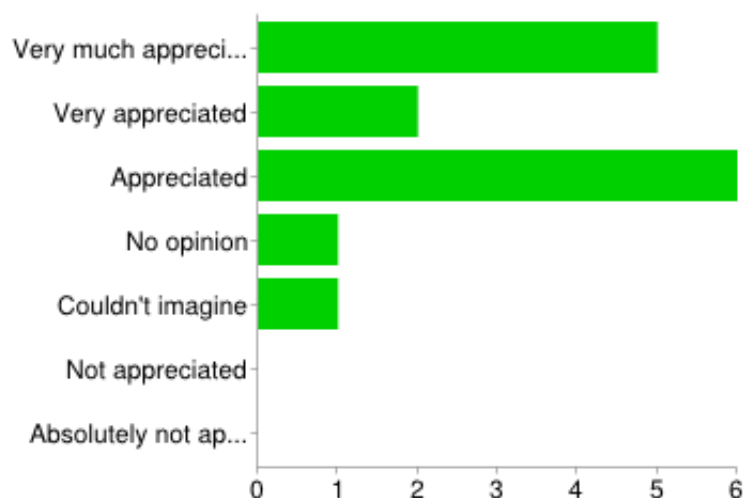
Very much appreciated	2	12%
Very appreciated	5	29%
Appreciated	2	12%
No opinion	3	18%
Couldn't imagine	3	18%
Not appreciated	0	0%
Absolutely not appreciated	0	0%

Control of the products [17. What kind of services would your company expect by outsourcing your e-commerce appearance to another company (i.e. agency)?]

Very much appreciated	3	18%
Very appreciated	5	29%
Appreciated	1	6%

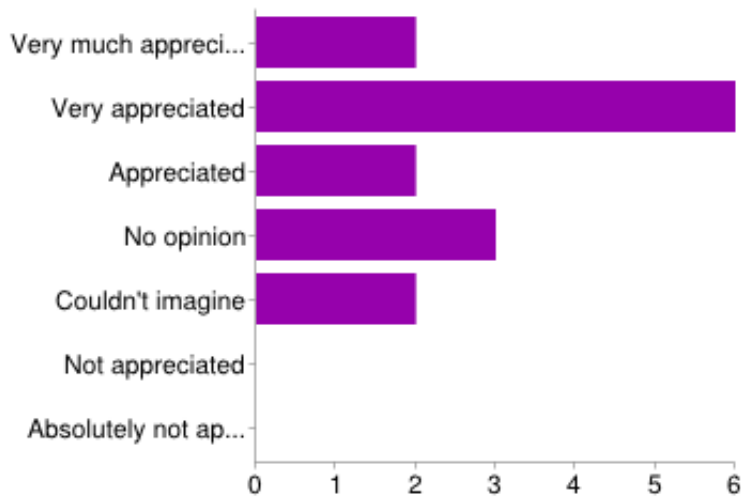
No opinion	2	12%
Couldn't imagine	4	24%
Not appreciated	0	0%
Absolutely not appreciated	0	0%

Product information [17. What kind of services would your company expect by outsourcing your e-commerce appearance to another company (i.e. agency)?]



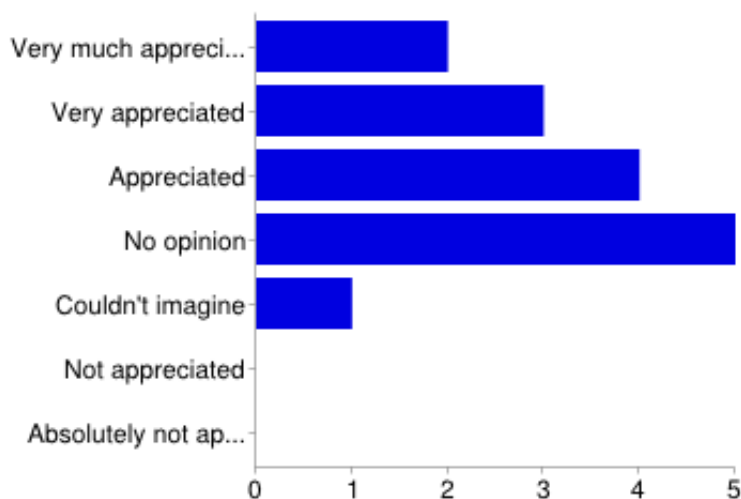
Very much appreciated	5	29%
Very appreciated	2	12%
Appreciated	6	35%
No opinion	1	6%
Couldn't imagine	1	6%
Not appreciated	0	0%
Absolutely not appreciated	0	0%

Prospects information [17. What kind of services would your company expect by outsourcing your e-commerce appearance to another company (i.e. agency)?]



Very much appreciated	2	12%
Very appreciated	6	35%
Appreciated	2	12%
No opinion	3	18%
Couldn't imagine	2	12%
Not appreciated	0	0%
Absolutely not appreciated	0	0%

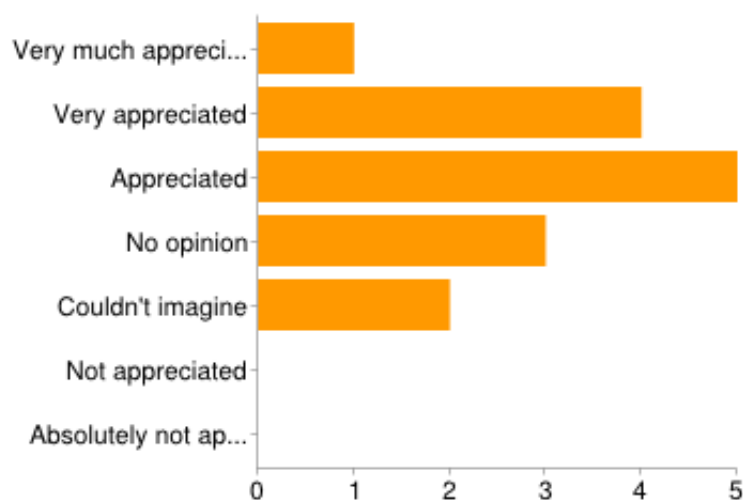
E-commerce counseling [17. What kind of services would your company expect by outsourcing your e-commerce appearance to another company (i.e. agency)?]



Very much appreciated	2	12%
Very appreciated	3	18%
Appreciated	4	24%
No opinion	5	29%

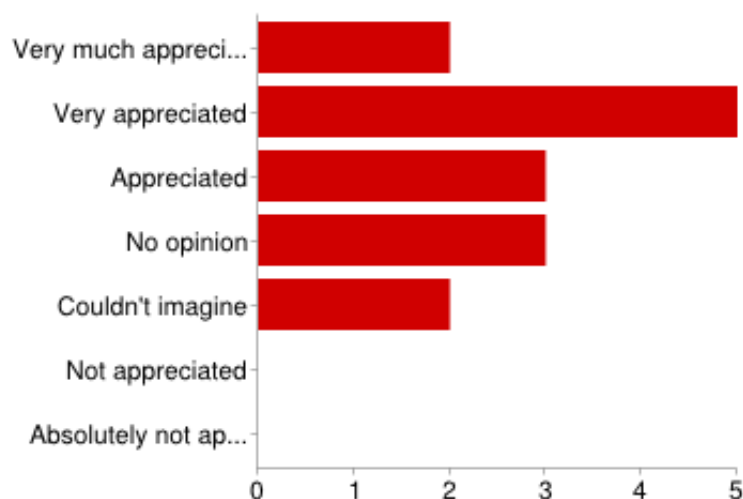
Couldn't imagine	1	6%
Not appreciated	0	0%
Absolutely not appreciated	0	0%

Consulting [17. What kind of services would your company expect by outsourcing your e-commerce appearance to another company (i.e. agency)?]



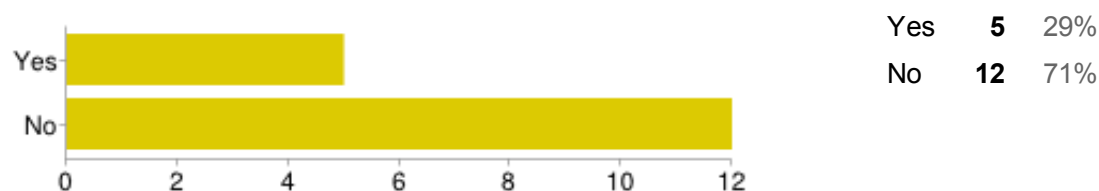
Very much appreciated	1	6%
Very appreciated	4	24%
Appreciated	5	29%
No opinion	3	18%
Couldn't imagine	2	12%
Not appreciated	0	0%
Absolutely not appreciated	0	0%

Risk minimization [17. What kind of services would your company expect by outsourcing your e-commerce appearance to another company (i.e. agency)?]



Very much appreciated	2	12%
Very appreciated	5	29%
Appreciated	3	18%
No opinion	3	18%
Couldn't imagine	2	12%
Not appreciated	0	0%
Absolutely not appreciated	0	0%

18. Do you think that e-commerce will dominate the international timber trade markets in the next ten years?



19. What timber related options on e-commerce services are you missing?

SEGURIDAD

You cannot "trade" in an on-line system. In the International timber trading world there is a lot of bargaining back and forth - which is part of the game - that will be lost here. So I am never actually sure if I have bought well enough.

transparency at the e-commerce service companies themselves.

don't know

None

Technology

dimensional check

x

quantity, quality and dimensionals

Direct contact with the client for custom details in design

none

Quality control

claim management

The serious timber buyers appear to be missing, so far. It is too public.

no enough producers on tropical countries, no quality control, not enough information

20. Which useful option(s) on e-commerce services would you really miss if it (they) would be deactivated?

raw material

information

I don't know.

None

x

Don't know.

none

don't know

Postman, notifications about new products

Choices, Inventory, Contacts, Deals (rebate volume)...

security

NUEVOS CONTACTOS

quality control, delivery times control

21. E-commerce services are very useful, because of ...?

everything

Finding new contacts.

new contacts

saving time, access to more contacts

new contacts,

you can find companies otherwise harder to find.

making new contacts

Fast reaction time.

Not useful

x

contacts

our company's appearance

choosing the best deals & options available on the market.

New contacts. Company promotion

LA RAPIDEZ

22. E-commerce services are not very useful, because of ...?

everything

Not enough producers use it

not enough information in domain of technology

Lack of trading parameters.

too much spam, too many not serious contacts.

spam noise

much spam

Most serious buyers work one on one with trusted suppliers, directly.

not serious enough, not much transparency.

x

a lot of invalid information

Too many not serious contacts

Wasted time chasing tire kickers. Tons of spam.

Sometimes some guys are not reliable at all ! Be careful.

N S

too much spam, too many not serious contacts

23. Your opinion regarding to this questionnaire

INTERESANTE

oke so far.

Food for thought....but for now, e-commerce is not for us...

x

interesting topic

Good effort. Obviously, English is not your first language (mine either), but I felt I knew what you were asking me. Probably you could have gotten some good language/word choice tips from a native speaker of English. I felt a bit lead-along regarding accepting an agency for running the e-commerce side of our business. I would be fairly reluctant to hand that off to an outside co. or person. There is a lot at stake, namely the future of our business. all the best.

The purpose and intention was not very clear. A survey only works if it performs a task. This one seemed to be aimless in that it was too general in nature and did not expand on what it was trying to achieve.

Good

Good work ! Keep thinking about these facts will help to structure the e-commerce in this market share... Thanks !

Something new. Looks promising. Time will tell

Thank you very much for your co-operation!

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Number of daily responses

