

ANNEX Logging Company Survey

Survey for the characterization of wood harvest contractors. This survey will allow the collection of data for a characterization of the work situations of forest harvest service companies. This survey will be conducted simultaneously in Argentina, Brazil, and Uruguay.

Company Name:

Name and Position of the interviewed:

Work Region:

Date: / /200_

A. COMPANY DESCRIPTION

1. Service sector:

- | | |
|-------------------------------------|------------------------------------------------------|
| <input type="checkbox"/> Harvesting | <input type="checkbox"/> Plantation and silviculture |
| <input type="checkbox"/> Transport | <input type="checkbox"/> Others |

2. Species (the most important)

- | | | |
|-------------------------------------|-----------------------------------------|-------------------------------------|
| <input type="checkbox"/> Eucalyptus | <input type="checkbox"/> Pinus | <input type="checkbox"/> Araucarias |
| <input type="checkbox"/> Broadleaf | <input type="checkbox"/> Willow/ Poplar | |

Operations:

3. Felling

(Machine model and quantity in each case)

- | | |
|------------------------------------------------|-----------------------------------------------------------------|
| <input type="checkbox"/> chainsaw | <input type="checkbox"/> Bush cleaning |
| <input type="checkbox"/> crawler harvester | <input type="checkbox"/> rubber tire harvester |
| <input type="checkbox"/> feller buncher (disk) | <input type="checkbox"/> feller buncher (shears) |
| <input type="checkbox"/> feller (chainsaw) | <input type="checkbox"/> Crawler excavator plus harvesting head |
| <input type="checkbox"/> Others | |

4. Processing

(Machine model and quantity in each case)

- | | |
|-----------------------------------------------|-----------------------------------------------|
| <input type="checkbox"/> manual, axe | <input type="checkbox"/> chainsaw |
| <input type="checkbox"/> mechanized processor | <input type="checkbox"/> slasher |
| <input type="checkbox"/> manual debarking | <input type="checkbox"/> mechanized debarking |
|
<input type="checkbox"/> Others | |

5. Logging

(Machine model and quantity in each case)

- | | |
|----------------------------------------------------------------|----------------------------------------|
| <input type="checkbox"/> Animal logging | |
| <input type="checkbox"/> Farm Tractor | <input type="checkbox"/> Mini skidder |
|
<input type="checkbox"/> Agricultural Tractor with trailer | |
| <input type="checkbox"/> Grapple Skidder | <input type="checkbox"/> Winch Skidder |
| <input type="checkbox"/> Forwarder | <input type="checkbox"/> Klenbunk |
| <input type="checkbox"/> Cable Yarding | <input type="checkbox"/> Others |

6. Loading

(Machine model and quantity in each case)

- | | |
|------------------------------------------------|-------------------------------------------------|
| <input type="checkbox"/> Agricultural Tractor | <input type="checkbox"/> Bell three tire logger |
|
<input type="checkbox"/> Crawler excavator |
<input type="checkbox"/> Truck loader |

☐ Front loader

☐ Sorting and/or piling

7. Transport

(Machine model and quantity in each case)

☐ Track and trailer 30 t

☐ Truck and trailer 45 t

☐ Semitrailer truck up to 30 t

☐ Semitrailer truck up to 45 t

☐ Others

B ECONOMIC COMPANY INDICATORS

8. Number of worker ()

9 How many technician work in your Company? ()

10 How many University professionals work in your Company? ()

11 Which is the company average monthly production in ton? ()

12. Annual Sales, in US\$

☐ up to 50,000

☐ up to 100,000.00

☐ from 100,000.01 to 250,000.00

☐ from 250,000.01 to 500,000

☐ from 500,000 to 1,000,000.00

☐ from 1,000,000.01 to 1,500,000.00

☐ from 1,500,000 to 2,000,000.00

☐ from 2,000,000.01 to 2,500,000.00

☐ from 2,500,000.01 to 5,000,000.00

☐ from 5,000,000.01 to 7,500,000.00

☐ from 7,500,000.01 to 10,000,000.00

☐ more than 10,000,000.01

13. Logging cost at the landing area in US\$

- ☐ 1 to 2 ☐ 2.1 to 3 ☐ 3.1 to 4 ☐ 4.1 to 5 ☐ 5.1 to 7
☐ 7.1 to 9 ☐ 9.1 to 11 ☐ 11.1 to 13 ☐ 13.1 to 15 ☐ more than 15

14. EBTA (%)

- ☐ less than 5% ☐ 5 to 10% ☐ 10 to 20% ☐ 20 to 30%
☐ more than 30%

15. Company profit

- ☐ Negative ☐ 1 to 5% ☐ 10% ☐ 15 % ☐ 20%
☐ more than 20%

16. How do you develop your management?

- ☐ Don't know ☐ Excel spreadsheet ☐ Management soft (general)
☐ Forest management soft

17. Do you know the ABC cost method?

- Yes ☐ No ☐

18. If positive, which ones are your cost center and your values in US\$/ton?

- Cost and road side ☐ Logistic and camp cost ☐
Infrastructure cost ☐ Maintenance cost ☐
Administrative cost ☐

19. Which one of the following financial indicators do you usually use, and which were your results?

IRR ()

Liquid Profit ()

Active Turnover ()

C. CONTRACTING COMPAMY RELATIONSHIP

20. With how many companies do you work? Would you listed?

() One

() Two

() Three

() Four

() Five

() More than five

21. Type of contracting company

() Sawmill

() Cellulosic

() Pulp and paper

() Forest owner

() MDF or Board Mill

() Cooperative / Owners Association

() Government

() Veneer

() Others

22. How do you evaluate your relationships with the contracting Company?

() Bad

() Complicated

() Good

() Very good

23. is the contracting Company certified? Which system?

() FSC

() Cerflor

() Certfor

() SFI

() ISO 14000

() ISO 9000

() OSHAS

24. Company age, years:

() less than 1

() 1 to 2

() 2 to 5

() 5 to 10

() 10 to 20

() 20 to 30

() 30 to 50

() more than 50

25. Company organization

- () Familiar () Society () Others

26. Have you invest in high technology equipment in the last five years?

- () Yes () No Which one? _____

27. Do you have any intention of investment in high technology equipment soon? (harvesters, forwarders, fellers, klenbunks, etc), Which one?

- () yes () May be () No

28. How do you finance the acquisition of high technology equipment?

- | | |
|--------------------------------------------------|------------------------------------------------------|
| <input type="checkbox"/> Company resources | <input type="checkbox"/> Manufacturer leasing |
| <input type="checkbox"/> Association/ Consortium | <input type="checkbox"/> Contracting Company finance |
| <input type="checkbox"/> Bank credit | <input type="checkbox"/> Government finance |
| <input type="checkbox"/> International credit | <input type="checkbox"/> Others |

29. What kind of difficulties did you find during the acquisition process?

- | | |
|-----------------------------------------------------|--------------------------------------------------------------|
| <input type="checkbox"/> Warranty problems | <input type="checkbox"/> Lack of contracts |
| <input type="checkbox"/> Contracts duration | <input type="checkbox"/> Weak contracting company support |
| <input type="checkbox"/> High interest credit | <input type="checkbox"/> Lack of bank credit |
| <input type="checkbox"/> No other financial options | <input type="checkbox"/> other credit problems (bureaucracy) |
| <input type="checkbox"/> No difficulties | <input type="checkbox"/> others difficulties |

30. Which are the main risk of your activity?

- () Economy () Finances () Lack of capital
- () Management problems
- () Unions () Labor lawsuits () Work accident
- () Lack of raw material () Contracts () Controls by Contracting Company
- () Safety and environmental regulations () Prices () Supply cost

D. LOGGING COMPANY EVOLUTION

31. How much does your Company grow in the last 10 years?

- ☐ Nothing ☐ Decrease ☐ 10% ☐ 11 to 20 %
☐ 21 to 30 % ☐ 31 to 50 % ☐ 50 to 75% ☐ 75% to 100%
☐ 100 to 150% ☐ 151 to 200% ☐ 200 to 300% ☐ more than 300%

32. How many workers does your Company has 5 and 10 years ago?

5 years () 10 years ()

33. How many high technology machines does your Company has 5 and 10 years ago?

Felling:

5 years () 10 years ()

Logging:

5 years () 10 years ()

Loading:

5 years () 10 years ()

Transport:

5 years () 10 years ()

34. What was your average monthly production 5 years ago?

- ☐ up to 3,000 ☐ up to 5,000
☐ up to 10,000 ☐ up to 15,000
☐ up to 20,000 ☐ up to 30,000
☐ up to 50,000 ☐ up to 100,000
☐ more than 100,000

35. What was your average monthly production 5 years ago?

- | | |
|--------------------------------------------|----------------------------------------|
| <input type="checkbox"/> up to 3,000 | <input type="checkbox"/> up to 5,000 |
| <input type="checkbox"/> up to 10,000 | <input type="checkbox"/> up to 15,000 |
| <input type="checkbox"/> up to 20,000 | <input type="checkbox"/> up to 30,000 |
| <input type="checkbox"/> up to 50,000 | <input type="checkbox"/> up to 100,000 |
| <input type="checkbox"/> more than 100,000 | |

E. COMPANY PROJECTION

36. Which are your Company expects?

- | | | |
|---------------------------------------------|---------------------------------------------|---------------------------------------------------|
| <input type="checkbox"/> More production | <input type="checkbox"/> more mechanization | <input type="checkbox"/> less costs |
| <input type="checkbox"/> More clients | <input type="checkbox"/> Diversify business | <input type="checkbox"/> More professionalization |
| <input type="checkbox"/> Improve management | | |

37. Do you want to add any comment about logging contractor work or the issues asked in this survey?

38. Do you want to receive the results and/or summary of this survey?