

Result of the SWOT analyses, internal and external issues characterising biomass supply chain for firewood from standing tree to non-industrial end-user in Romania

Internal strengths

- S1. Certified forests which opened new markets
- S2. Superior utilization of the wood
- S3. Standard contracting procedures
- S4. Relative control of quality and prices
- S5. Possibility to sell in any period of the year
- S6. Security services are assured
- S7. Strong position on the local market for fire wood
- S8. Well established business relations between actors

External opportunities

- O1. Improvement of standardization (wood assortments, -evaluation and assessment)
- O2. National programs targeting education and training for harvesting companies personnel
- O3. Market development for logging residues
- O4. Centralized web-platform for contracting issues
- O5. Possibility to present in real time of supply (offer) and its locations
- O6. Forest certification
- O7. Potential openness of new markets

Internal weaknesses

- W1. Excessive bureaucracy
- W2. Great amounts of time for resource planning and contracting
- W3. Lack of qualification for the harvesting companies personnel
- W4. Important delays between invoices issuing and payments
- W5. Poor forest transportation infrastructure
- W6. Lack of adequate harvesting-logging technology
- W7. Lack of transparency between processes and actors
- W8. Unfair competition

External threats

- T1. Unjustified increment of the price for standing tree wood
- T2. Lack of financial support from banks
- T3. Excessive bureaucracy in obtaining the documents needed for activity (harvesting companies)
- T4. Monopoly provoked by large companies
- T5. Changes in the legal framework