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Back Matter

Journal of Transportation Management Editors

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INTERNATIONAL LOGISTICS STRATEGY SURVEY

Please check the choice which best represents your response to each question.

COMPANY INFORMATION

1. Indicate the classification which best describes your firm.

- | | | |
|---|--|---|
| <input type="checkbox"/> Manufacturing: consumer | <input type="checkbox"/> Energy: oil and gas | <input type="checkbox"/> Retail trade |
| <input type="checkbox"/> Manufacturing: industrial | <input type="checkbox"/> Government: state and federal | <input type="checkbox"/> Wholesale trade |
| <input type="checkbox"/> Financial services | <input type="checkbox"/> Utilities | <input type="checkbox"/> Transportation and warehousing |
| <input type="checkbox"/> Other (Please specify):
_____ | | |

2. How many employees does your firm employ?

- 1-99 100-499 500-999 1000-4999 5000 or more

3. How many employees work in your transportation/logistics unit?

- 1-2 3-4 5-10 11-20 21-49 50 or more

4. How much was your company's 1993 (or most recent year's) total sales (in dollar value)?

- | | | | |
|--|--|--|--|
| <input type="checkbox"/> less than \$1 million | <input type="checkbox"/> \$1 - \$19.9 million | <input type="checkbox"/> \$20 - \$99.9 million | <input type="checkbox"/> \$100 - \$299 million |
| <input type="checkbox"/> \$300 - \$499 million | <input type="checkbox"/> \$500 - \$999 million | <input type="checkbox"/> \$1 billion or more | |

5. What percent of your company's 1993 (or most recent year's) total shipping was overseas?

- less than 5 5 - 10 11 - 20 21 - 40 41 - 60 61 - 80 80 or more

INTERNATIONAL SHIPPING PRACTICES

6. Please indicate the regions of the world to which you ship. (✓ all that apply.)

- | | | |
|--|---|--|
| <input type="checkbox"/> Western Europe | <input type="checkbox"/> Eastern Europe | <input type="checkbox"/> Middle East |
| <input type="checkbox"/> Pacific Rim including Oceania | <input type="checkbox"/> Other Asia such as India | <input type="checkbox"/> Africa |
| <input type="checkbox"/> North America | <input type="checkbox"/> Central America | <input type="checkbox"/> South (Latin) America |

7. Please indicate the annual volume of international shipping made via each of the following transportation modes. (✓ all that apply.)

Modes:	None	Less than 100 lbs.	100-999 lbs.	1,000-4,999 lbs.	5,000+ lbs.
Air carrier	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Ocean carrier	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Rail carrier	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Motor carrier	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Pipeline	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Piggyback	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

8. Please indicate how you book international cargo. (✓ all that apply.)

- Directly
 Through a foreign freight forwarder
 Through a shippers association
 Through a Non-vessel-owning common carrier (NVOCC)
 Through a broker

INTERNATIONAL MODAL CHOICE

9. Please rate the importance of the following factors in your firm's choice of international transportation mode by circling the appropriate number.

	Extremely important					Not at all important
	1	2	3	4	5	
Shipment size	1	2	3	4	5	
Average transit time	1	2	3	4	5	
Transit time variability	1	2	3	4	5	
Transportation cost	1	2	3	4	5	
Cargo damage risk	1	2	3	4	5	
Insurance coverage	1	2	3	4	5	
Types of cargo packages	1	2	3	4	5	
Type of cargo being shipped	1	2	3	4	5	
Convenient schedules	1	2	3	4	5	
Geographic coverage	1	2	3	4	5	

10. Please indicate the form of intermodal service your firm has used. (✓ all that apply.)

- landbridge
 minibridge
 microbridge

SUBJECTS OF FREIGHT TERM NEGOTIATION

11. Please rate the importance of the following factors as they relate to international freight term negotiations by circling the appropriate number.

	Extremely important					Not at all important
	1	2	3	4	5	
Freight rate	1	2	3	4	5	
On-time delivery	1	2	3	4	5	
Damage claims liability and handling	1	2	3	4	5	
Insurance coverage	1	2	3	4	5	
Rate revisions	1	2	3	4	5	
Shipment tracing	1	2	3	4	5	
Containerization	1	2	3	4	5	
Mode of transportation	1	2	3	4	5	

12. What is (are) your main form(s) of international freight term negotiations? Choose more than one choice, if necessary.

- Face-to-face negotiations
 Telephone/Telex negotiations
 Negotiations through third party logisticians (mediators)
 Other (Please specify): _____

INTERNATIONAL PORT SELECTION

13. Please rate the importance of the following factors as they affect the international port selection by circling the appropriate number.

	Extremely important				Not at all important
Special equipment availability	1	2	3	4	5
Cargo damage/loss protection	1	2	3	4	5
Convenient pickup/delivery schedules	1	2	3	4	5
Easy access to in-land modal transfer	1	2	3	4	5
Low freight handling charges	1	2	3	4	5
Facilities for large/odd-size freight	1	2	3	4	5
Faster loading/unloading services	1	2	3	4	5

14. Do you think that packaging for international shipping should be significantly sturdier than packaging for domestic shipping?

Yes No

15. If you answered "yes" to the above question, please indicate the reason why. (✓ all that apply.)

- Lengthy transit distances
 Intermodal transfer of cargoes
 Customers inspections
 Tougher international packaging regulations
 Difficulty in resolving damage disputes

16. Please rate the importance of the following factors as they influence international packaging design decisions by circling the appropriate number.

	Extremely important				Not at all important
Prevention of handling damage (resiliency)	1	2	3	4	5
Package material cost	1	2	3	4	5
Package disposal cost	1	2	3	4	5
Reusability	1	2	3	4	5
Weather protection	1	2	3	4	5
Conform to regulations on hazardous items	1	2	3	4	5
Meeting carriers' requirements	1	2	3	4	5
Weight distribution for containerization	1	2	3	4	5
Dimensions for best use of space	1	2	3	4	5

17. Please indicate the most typical type(s) of international packaging you use. (✓ all that apply.)

- | | | |
|---|--------------------------|-------------------------------------|
| <input type="checkbox"/> Palletized cardboards or foams | <input type="checkbox"/> | Corrugated fiberboard cases |
| <input type="checkbox"/> Barrels | <input type="checkbox"/> | Steel, plastic pails, and wood kegs |
| <input type="checkbox"/> Wood crates, boxes, and baskets | <input type="checkbox"/> | Steel, plastic, and fiber drums |
| <input type="checkbox"/> Custom-built disposable woods or foams | <input type="checkbox"/> | Paper balers |
| <input type="checkbox"/> Plastic film bags | <input type="checkbox"/> | Multiwall paper sacks |
| <input type="checkbox"/> Polyethylene films | <input type="checkbox"/> | Polyvinyl chloride films |
| <input type="checkbox"/> Others (Please specify) _____ | | |

OBSTACLES IN INTERNATIONAL LOGISTICS

18. Please rate the seriousness of the following obstacles in international logistics by circling the appropriate number.

	Very Serious				No problem at all
Documentation requirements	1	2	3	4	5
Damage claims disputes	1	2	3	4	5
Modal incompatibility	1	2	3	4	5
Lengthy transit time	1	2	3	4	5
Customs barriers	1	2	3	4	5
Difficulty in freight rate negotiations	1	2	3	4	5
Cargo insurance arrangements	1	2	3	4	5
Foreign governments' regulations	1	2	3	4	5
Miscommunication	1	2	3	4	5
EDI incompatibility	1	2	3	4	5
Loading/unloading delays at foreign ports	1	2	3	4	5
Global outsourcing	1	2	3	4	5
Cultural differences	1	2	3	4	5

19. Do you think an international logistics strategy should be different from the domestic logistics strategy due to the existence of various obstacles in international logistics?

Yes No