

AUSTIS '85, the Australia Timber Industry
Stabilisation Conference, Port Moresby, June 2-7, 1985

RESEARCH AS AN AID TO MARKETING FOREST PRODUCTS

by

C.D. Howick*

1. BACKGROUND

If marketing is the identification of a need and the setting out of those things that are necessary to satisfy that need - at a profit, then research and marketing should be interdependent.

Early research was necessary before the diversity of species making up the Australian forest resource could be presented in the marketplace to customers more familiar with products from the forests of the Northern hemisphere. In the 1930's, research in the Division of Forest Products was therefore largely mission oriented towards resource development, with a strong Utilisation Section interfacing with industry and an active collecting of information on the properties and best uses of Australian woods (Hillis 1984). Research in the areas of paper science, preservative treatment, sawing and drying practices, sawn product specifications and in veneer and plywood manufacture, dramatically improved the utility value of many indigenous forest species. This work greatly assisted Australian forest industries in becoming established during the harsh years of the 1930's and enabled them to make a significant contribution to the war effort and to participate in the post-war boom years. Over recent years however, the technological advantage once enjoyed by the Australian timber industry has been lost. Rising costs, a dramatically changing resource base and competition from cheaper imports accompanied by a market with a declining growth rate, are all factors which have contributed to a high level of uncertainty within the industry. This has led to a lack of confidence in reinvestment for innovation and new products within the industry.

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DJ Losen



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Marketing Research (Aust), Computerized Test Bank Malhotra & Heaney, 2006-01 Marketing Research (Aust), Instructor's Resource Manual Cd Shaw, Oppenheim & Errey, Hall Malhotra, 2006-01 *Marketing Research: Asia-Pacific Edition* Steve D'Alessandro, Ben Lowe, Hume Winzar, William Zikmund, Barry J. Babin, 2017-01-01 Marketing Research 4th Asia Pacific edition continues to equip students with the knowledge and skills required to successfully undertake marketing research Combining a solid theoretical foundation with a practical step by step approach the marketing research process is explored through a learning model that is constantly reinforced throughout the text Using a raft of contemporary local and international examples data sets and case studies to explain traditional marketing research methods Marketing Research also examines new theories and techniques To reflect emerging industry practices each stage of research reporting is detailed as well as a range of presentation methodologies This edition of Marketing Research continues to integrate Qualtrics a robust and easy to use online survey tool that provides students with a platform for designing distributing and evaluating survey results to strengthen its learning by doing approach For analysing data the text covers both SPSS and EXCEL outputs This text is indispensable for students studying marketing research in any business or marketing course *Australian Marketing Research* Thomas C. Kinnear, 1993 Australian adaptation of TMarketing Research An applied approach 4th edition written by Thomas C Kinnear and James R Taylor both professors of marketing in the School of Business Administration University of Michigan USA The text has been adapted by Lester Johnson Professor of Marketing University of Sydney and Robert Armstrong Associate Professor of Marketing Murdoch University It is intended to provide prospective marketing managers with an understanding of marketing research and can be used either for undergraduate or first level graduate courses Each chapter concludes with a summary and questions for discussion each of the six parts concludes with several case studies An appendix provides mathematical tables and a glossary and index are included **Applications of Marketing Research** ,1965 Making Changes Market Research Society of Australia. National Conference, 1997

Marketing Research(au)spss Std Ed Malhotra, 2002-02-01 Australian national bibliography ,1961

Australian Marketing Researcher ,1984 **APAIS 1994: Australian public affairs information service** ,

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Marketing Research Al Marshall, 2023-02-04 Marketing Research A Managerial Approach is a new textbook that explains the market research process in a way that is easy to understand The author discusses the main elements problem identification methodologies data collection analysis reporting and also places a strong focus on digital and observation based research to reflect their growing role in marketing research practice Balanced coverage is given to both qualitative and quantitative methodologies The textbook provides the right amount of theoretical knowledge and practical skills needed for students who plan to become marketers and will use market research agencies rather than conduct the research themselves Learning features include suggested journal articles key terms review questions and also discussion questions There are extensive examples provided throughout the textbook There are also a range of online resources for lecturers to use in the classroom including PowerPoint slides a Teaching Guide and videos This textbook is suitable for all students studying marketing research at either an undergraduate or a postgraduate level Dr Al Marshall is a Senior Lecturer in Marketing and a Postgraduate Coordinator in the School of Business at Le Cordon Bleu and has had a long career in market research consultancies in different countries

Australian National Bibliography: 1992 National Library of Australia, 1988 **Seminar Notes** Market Research Society of Australia. New South Wales Division, 1962 **APAIS, Australian Public Affairs Information Service**, 1973 Vol for 1963 includes section Current Australian serials a subject list **Status of Marketing Research in Australia** Lance Ronald Hart, 1973 *Applications of Marketing Research* Market Research Society of Australia, New South Wales Division, 1965 [APAIS 1991: Australian public affairs information service](#),

Essentials of Marketing Research Naresh K. Malhotra, 2007 A lively practical and concise text suitable for a one semester course in marketing research this book presents marketing research concepts in a highly applied and managerial way J Hall P Oppenheim from Deakin University Australia **Marketing Research** Wilson et al, 2009-09-24 MARKETING RESEARCH is the only Australian marketing research text that focuses equal attention on both qualitative and quantitative research processes making it one of the most comprehensive and holistic books in this discipline This concise book places marketing research in the bigger picture of the marketing function and demonstrates how marketing research and its understanding should be seen as a key element of marketing rather than a backroom activity performed by statisticians The text aims to be concise and easy to read so all large complicated formulas have been moved to the appendix of each chapter Students will read and understand the most crucial parts of the chapter and not be side tracked by trying to memorise big formulas The authors show how marketing research can be applied to SME s as well as large corporations Four

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