



INTERNATIONAL BUYER TOOL

BUYER SOURCING BRIEF

Define the requirement. We source, verify and connect you directly to the origin.

TIMBER EXPERTISE · MULTI-CATEGORY SOURCING · GLOBAL REACH

30+ YEARS

Timber market

EN · ES · PT

Direct communication

WORLDWIDE

International availability

Prepared for buyers, procurement teams and commercial decision-makers.

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1. The universal brief

Four facts start the conversation. More detail improves supplier comparison.

PRODUCT	<i>Exact product, grade, model or commercial description</i>
SPECIFICATION	<i>Technical standard, dimensions, composition or reference</i>
VOLUME	<i>Quantity, frequency and acceptable tolerance</i>
DESTINATION	<i>Country, city and port, when applicable</i>
TIMELINE	<i>Required delivery or procurement window</i>
COMMERCIAL	<i>Budget range, Incoterm and payment expectations, if known</i>

What DW Global Trade evaluates

- Fit between the requirement and available supplier profiles.
- Supplier identity, commercial consistency and documentation available for review.
- Factory or origin verification when included in the agreed mandate.
- A practical path for quotation, sampling, inspection and negotiation.

EVIDENCE BEFORE PROMISES

No supplier approval, price, availability or import feasibility is guaranteed before validation.

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2. Timber and forest products

Leonardo's core expertise: from structural applications to premium finishes and decks.

Buyer checklist

☐ Species requested - or end use if the species is open to recommendation
☐ Application: construction, furniture, interiors, decking, panels or derivatives
☐ Grade, appearance and accepted defect limits
☐ Dimensions, machining and moisture content
☐ Required volume, shipment frequency and packaging
☐ Destination country, port and target date
☐ Legal-origin, phytosanitary, certification or testing requirements
☐ Photos, drawings, technical standard or reference sample

Details that prevent mismatched quotations

ALTERNATIVES	<i>Are equivalent species or dimensions acceptable?</i>
INSPECTION	<i>What must be checked at the factory or origin?</i>
EVIDENCE	<i>Photos, measurements, moisture readings, documents or samples</i>

On-site access is subject to destination, schedule and the agreed scope. Depending on location and timing, travel may be possible within 3-5 days.

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3. Cotton and textiles

Origin, technical parameters and commercial terms must be clear before supplier selection.

Cotton

☐ Cotton type, intended use and quality parameters
☐ Crop year and preferred or excluded origin
☐ Volume, shipment window and delivery cadence
☐ Destination, Incoterm and packaging
☐ Required tests, certificates and tolerance limits

Textiles and apparel

☐ Fabric or product type: woven, knitted, finished garment or winter wear
☐ Fiber composition, weight, construction and finish
☐ Color standard, sample, pattern or technical pack
☐ Size range, labeling, packaging and compliance
☐ Quantity, minimum order, destination and delivery date

Commercial reference

TARGET	<i>Desired price range or commercial benchmark</i>
SAMPLE	<i>Required before order? State size and delivery address</i>
QUALITY	<i>Inspection method, testing lab or acceptance criteria</i>

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4. Luxury vehicles and open mandates

A direct brief allows the first feasibility check to begin without delay.

Luxury, performance and collector vehicles

☐ Make, model, year and specification
☐ New, pre-owned or collector condition
☐ Mileage, color and equipment tolerances
☐ Budget range and preferred origin
☐ Destination country and intended registration
☐ Provenance, title, inspection and export documentation requirements

Any other product

☐ Exact description and intended use
☐ Technical specification or recognized standard
☐ Quantity and recurring demand
☐ Destination and target date
☐ Budget, mandatory documents and restricted origins
☐ Reference images, drawings, datasheets or supplier examples

IMPORT NOTE

Import eligibility, duties, registration and local compliance must be validated with qualified customs and regulatory professionals before purchase.

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5. Verification and direct contact

If you cannot be at the factory, DW Global Trade can represent the agreed inspection scope.

Possible verification evidence

- Producer and facility identification
- Face-to-face discussion with decision-makers
- Product observation against the agreed brief
- Photos, notes and measurements included in scope
- Documentation collected or reviewed for the buyer

Start now

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PORTUGUÊS Envie produto, especificação, volume, destino e prazo.
ESPAÑOL Envíe producto, especificación, volumen, destino y plazo.

Final contracts, payments, logistics, customs and regulatory obligations remain subject to buyer/seller agreement and qualified professional review.