

We divide our partners in 4 groups

Partner – Client:

All our Clients are treated as our Partners. We depend on them and they depend on us. Our businesses rely on our good communication, mutual understanding and strategic goals. If the communication between us and our Clients is not functioning we both lose. We analyze our customers, consult with them about their needs, Company goals and development, and we try to be part of their vision by supporting them in the implementation of their objectives. “Let’s grow old, together”…that is our motto.

Partner – Supplier:

The bloodstream of our Company are our Suppliers. The output heavily relays on the (quality) input. We cooperate with several different and highly professional suppliers, with whom we have firm and long-term agreements. We support and implant the Fair Price concept. Our relationship with the Macedonian biggest timber supplier, the P.C Macedonian Forests, is on a monthly base meetings on which we discuss about future developments, improvements in the cooperation and prevention tactics from all the potential risks.

Partner – Representative:

The Representatives are our messengers and local support team. They promote our products and services, bring the message directly to the customer in need and provide 24h local support. Working with local Representative is part of our strategy because we believe in Customer Service, local network, communication, we value local ethics and beliefs. Our Representatives are in the wood business for longer period and very knowledgeable about the world trends in this industry. This helps us provide the best service and solution for our customers.

Strategic Partner:

The decision for the Strategic partnership with Macedonia-Export DOO, was made after long period of observing, testing our communication, the team and the structure of the Company. The several successful situations at the begging, the positive results from the analysis, were sufficient indicators for us to believe that this Partnership will only bring us and our associates positive results. “We believe in the Macedonia-Export team, and are strongly confident that this partnership will only make us better in providing the best service for our Customers” Vasil Gocevski – CEO of Lesnina Inzenering Panels.

Macedonia-Export (www.macedonia-export.com) is Company specialized in international promotion and trade, consulting and coaching. Their focus on promotion and sales, allows us to focus on the production process and manufacturing a high quality product.