Technologies for Harvesting Pruned Radiata Logs

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Waratah Forestry Attachments

The Expected Presentation

• Where a supplier such as Waratah launches earth shattering breakthrough in processing
Or
• A supplier Exposes another Forest Industry and how advanced they are!!
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Technology of the Year in NZ
Technology Implementation

- We provided technology without too much knowledge in how to use it or maintain it.

- The same could be said with the Timbertech Caliper. Working technology, but it took away all the ownership of quality and the understanding of product supply process.

Waratah Harvester Development

- The largest focus for Waratah Forestry Attachments is the prioritization of the needs from the industry.
- Traditionally that was NZ market and innovative customers.
- The next is to assess the risk of investment into technology that could be developed.
- Far too often the needs and wants are from individuals.
- It is normally an Adaptation of existing asset or current systems.
- Steel, Hydraulics and Automation.
- These create limitations of new design and also a high risk of acceptance to industry.
Minimizing Log Damage & Maximizing Log Value Recovery

- Requires very little technology.
- The greatest form of improvement in NZ for both items is training.
- We still harvest trees with Contracted workforce that are compensated by flat rate production.
- We Contract a workforce that little understanding of Stumpage sales, Marketing and price realization.
- The contracted workforce is also managed by investors that have little understanding of culture change, employment responsibilities and Equipment Ownership.

Teach the whole workforce what:

1. Return on Investment from the Stand means.
2. What are the costs at each process.
3. What is unique with our product to our markets.
Develop the understanding of:
Cutting to Value whilst Cutting to Order

Teach the importance of:
Synchronization of Information and Product to Market
As opposed to
Optimization of every perceived product of Value

Share the Same Measurement: Pay by Value

• Innovation and Cost Reduction will come from the forest not the office.
• Less cost in Micromanagement of the Harvesting Contractor.
• Alignment of Product Supply Accuracy and delivery time.
• Knowledge of Market forces and How to maximize existing value from stand
Existing technology will then be utilized and developed to eliminate current wastage.

New Technology

- Will be adopted as interest is in Value not Production.
The Greatest Form of Technology that could be used today: **Harvesting Information**

- Tell the Harvester how much the stand was purchased for or expected to return per ton.
- Provide the Pre Harvest Inventory
- Inform the harvester what the market needs and what the market is prepared to pay at all times.
- Measure, reconcile, measure, reconcile.

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**Questions to Industry**

- Where will the scanners and new sensors be?
- Will it be Automated Conformance to specifications?
- Will they determine attributes to differentiate product to market?
- Will they reduce wastage at different processing facets?
- If so, will they then demand a premium from the wood supplier?
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Conclusions

• We will never adopt or develop Technology unless there is a direct benefit ourselves.
• We will not adopt anything unless we understand how it works.
• We are now at the pioneering stage with scanners and defect recognition.
• We may also be at the pioneering stage of changing log specifications.
• Without basic value added principles and incentives in place there will be no interest from the culture to the success of these products.
• If there is a perceived interest it will get dragged out as long as possible, before commitment.