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Swedish University of Agricultural Sciences



# **Management for performance improvement in harvesting operation in Swedish forestry**

- a review of Swedish examples

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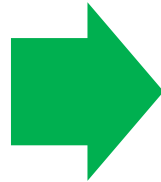
# Background

Productivity demands



Stay competitive

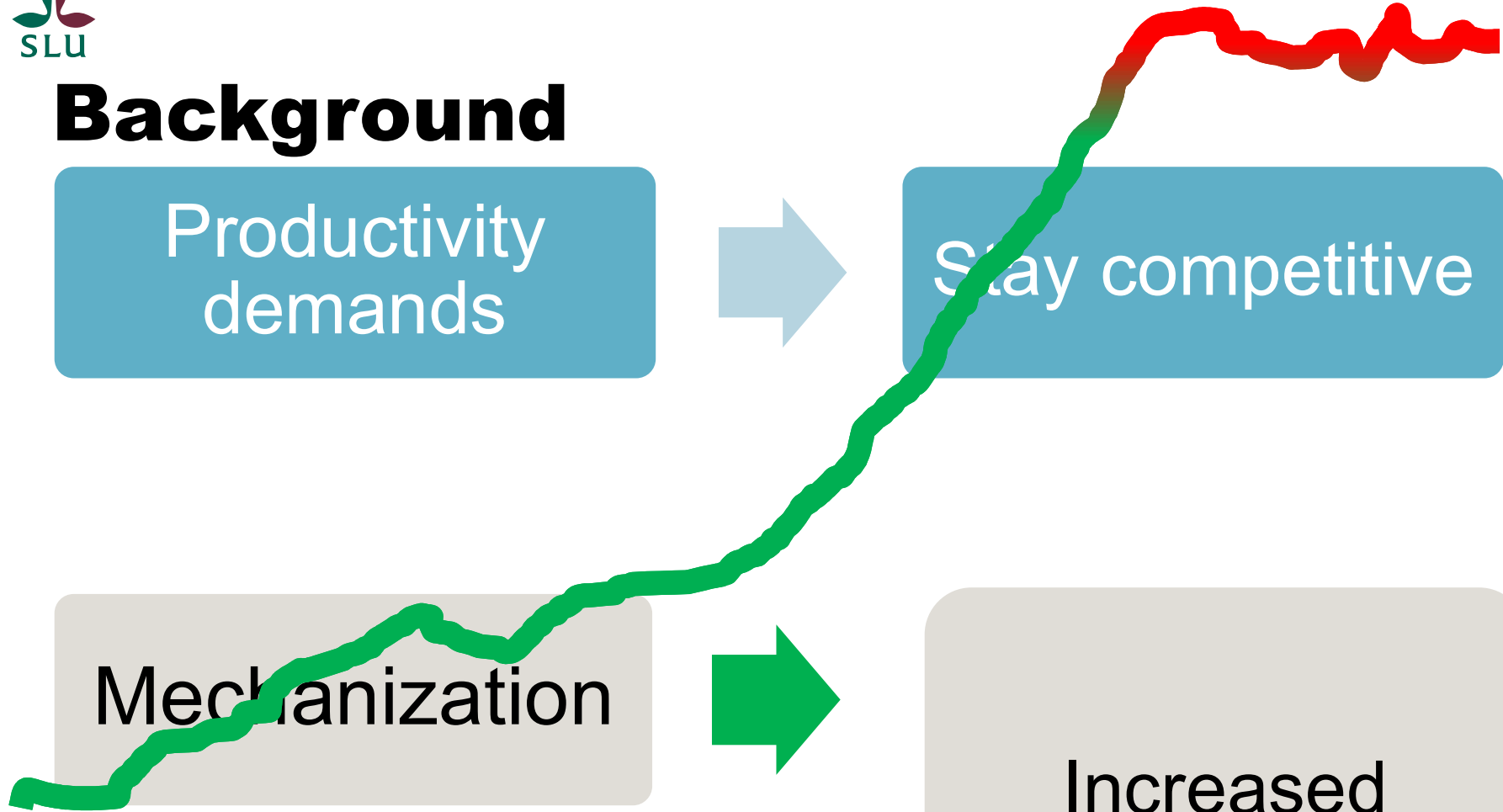
Mechanization



Ownership structures

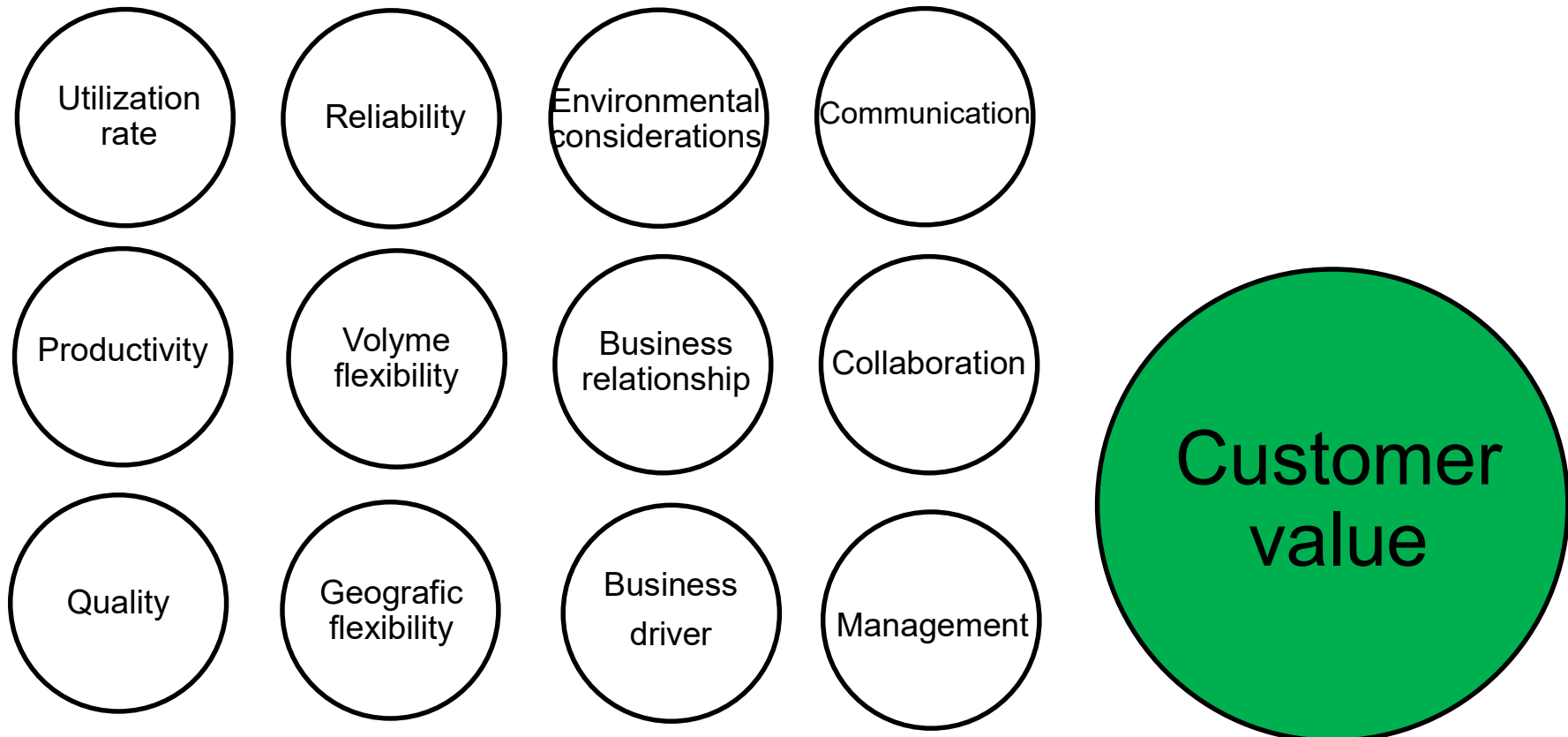


Increased productivity



# Harvesting service

- Many different value aspects in it harvesting service



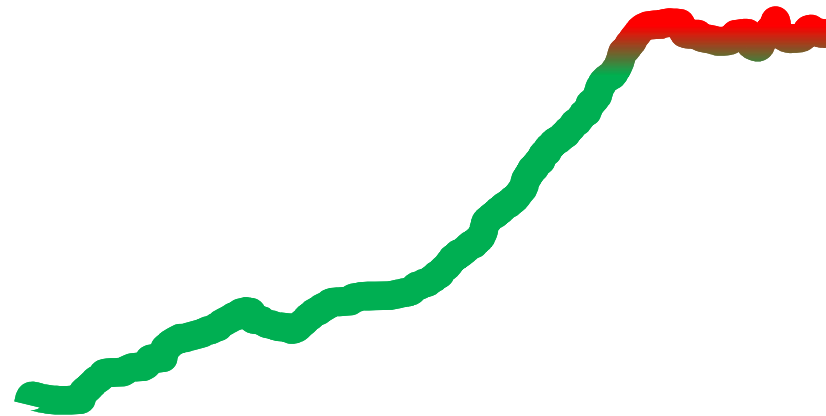
# Challenges

- Large variations in performance
- Recruiting and retaining competent machine operators
- Limited market in many regions in Sweden
- High investment cost
- Limited development resources
- Together secure future performance development in harveting operation

# Management

- Careful selection
- Balanced relationships concerning risk and opportunities
- Close collaboration

But how?





# Suggestions

	Perspective	Suggestions
M.Eriksson, L. LeBel, O.Lindroos (2015)	Consider the contractor's capacity and performance in customer requirements	Approaches that affect alignment to customer requirements <ul style="list-style-type: none"><li>- Active supplier selection</li><li>- Incentive alignment</li><li>- Supplier development</li><li>- Use of power</li></ul>
E.Erlandsson & D.Field (2017)	Consider the contractor's expectations and needs for profitability and satisfaction.	Factors that affect profitability and satisfaction <ul style="list-style-type: none"><li>- Help to solve problems</li><li>- Even employment level</li><li>- Route efficiency</li><li>- Complete &amp; correct instructions, timely provided</li><li>- Professionally appearing &amp; trustworthy managers, understanding planning impacts</li></ul>



# Conclusions

## Aspects that affect harvesting service performance

Service buyer

Service provider

Incentives	Capability
Involvement	Commitment

Hypothesis: Performance aspects does not only individually affect the service performance, but also that the aspects affect each other

More research is needed about relationship management in a supply chain perspective.

Future studies: Focus not only on capability and incentives to achive performance improvement, but also on commitment and involvement.



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# Thank you!

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