

# Why Getting Harvest-Ready is the Best Choice For Your Near-Mature Forest

**No matter what the state of log markets; no matter what your current circumstances, getting Harvest-Ready is the most important step you can take for your near-mature forest or woodlot.**

## What's so important about getting Harvest-Ready?

-  **Better marketing of your timber** – it allows us to market your logs to best advantage and aggregate more attractive parcels. Knowing potential future volumes is critical to our market development work. Sometimes valuable sawing trials can be undertaken on logs from road-line harvest.
-  **Faster response to log price rises** – don't get stuck watching prices rise (and then fall) whilst trying to get harvesting started from scratch.
-  **Better access to suitable harvesting contractors** – as markets improve, harvesting contractors become scarce; more so as many contractors have left the industry during the downturn. Don't get left on a long waiting list.
-  **Lower harvesting costs** – well-planned blocks and optimally configured harvesting crews lower harvesting costs and mean more money in your pocket.
-  **Lower road maintenance costs** – well-planned and constructed roads are stronger and cheaper to build and maintain than "green" roads constructed in haste.
-  **Lower environmental impact** – being Harvest-Ready helps to minimise soil and water disturbance and usually results in a much tidier site after harvest.

**SMART FOREST OWNERS WILL MAKE SURE THAT THEY ARE HARVEST-READY**

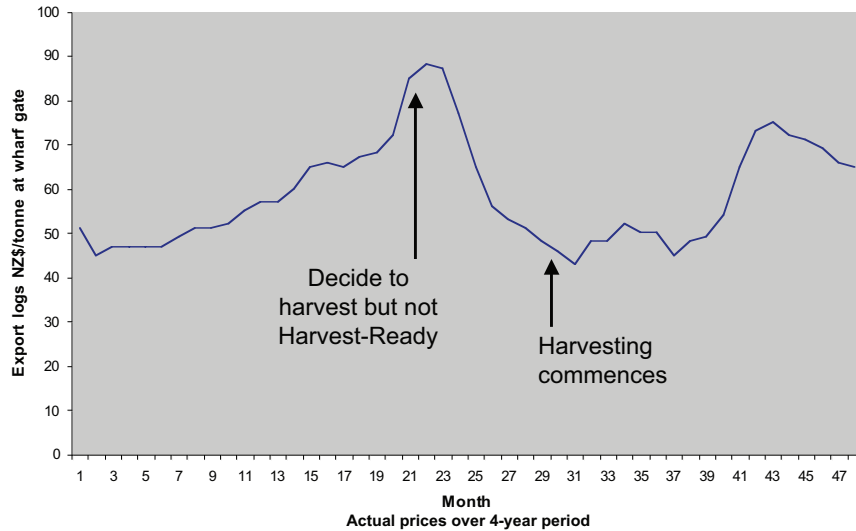
## What Does Being Harvest-Ready Involve?

In most cases being Harvest-Ready involves:

-  **Mapping the forest or woodlot** – especially larger blocks with difficult terrain.
-  **Pre-harvest inventory** – recommended for all blocks greater than 5-10 hectares.
-  **Preparing a harvesting plan** – road and landing layout and harvesting methodology.
-  **Resolving access issues** – especially crossings (e.g. bridges/large culverts) and going across other people's land.
-  **Road and landing construction** – often road-line harvest revenue can fully offset this expenditure.
-  **Planning for the next crop of trees** – ordering the right tree stocks and preparing for planting can significantly improve the next crop.
-  **Selecting your Harvesting and Marketing service provider** – it doesn't mean you have to harvest straight away! You stay in control of when to harvest.
-  **Obtaining necessary resource consents/historic places permits**



## What Can Happen if you are not Harvest-Ready



Many forest owners are disappointed when they decide to harvest their trees and find out that it may take months before they can actually commence harvesting. Often by the time they are ready to harvest, the motivating reason for them wanting to harvest has changed – e.g. the log market or wanting extra cash.

## Avoid being left behind watching the markets rise and fall ...

**Being Harvest-Ready improves the responsiveness and liquidity of your forest investment. Harvest when you want to.**

Large areas of mature forest are growing all around New Zealand – this is called standing inventory. Much harvesting has been deferred due to forest owners being dissatisfied with log prices. At some point, and it will tend to happen at the same time for the majority, forest owners will decide that the market is now good enough. At this point there will be a huge demand for Harvest-Ready services, logging contractors and domestic market access. Many forest owners will have to go on a waiting list to start harvesting. Whilst being Harvest-Ready won't guarantee that you will be able to harvest immediately, it will put you in a much stronger position.

**Make your  
“Ability to Harvest”  
Match your  
“Decision to Harvest”**

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**PF Olsen can hold the costs of getting Harvest-Ready until harvesting commences\*** and offset the costs against harvesting revenue. So getting Harvest-Ready is one of the most valuable actions you can take for your near-mature forest or woodlot and you may be able to achieve it without being out-of-pocket. If you want to learn more, contact PF Olsen on 0508 736 5736 or e-mail us at [info@pfolsen.com](mailto:info@pfolsen.com).

*\*some conditions apply*

