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Supplementary file S2

Individual statements from empirical study

Interviewee	Individual statement
1.HM.1.	“We need to meet the needs from our logging contractors and therefore make sure that our harvesters have low costs on a day-to-day basis—for instance, by reducing fuel consumption per work hour”
1.HM.2.	“When there are suggestions for what we might develop, we compare the suggestions with what we are offering today, regarding both productivity and comfort, with our competitors’ harvesters and do an analysis with regards to the costs involved. ”
1.LC.1.	“We spend entire workdays in the harvester cabin, so they need to be comfortable.”
2. HM.1.	“If you sit in a harvester every day, you’re extremely interested in comfort.”
2. HD.1.	”The development that has occurred has addressed the harvest operators’ work environment (i.e., required by LCs) and the reduction of emissions (i.e., required by legislators).
2. HM.2.	“That was the development that occurred in the industry, and the manufacturers followed the results of that development.”
2. HM.2.	“At that time, forest companies bought a number of harvesters in order to see what worked and what didn’t. Nowadays, the companies only encourage development projects [pursued by individual manufacturers] aimed at increasing the productivity of the harvesters.”
2.LC.1.	“Sometimes I just have call and to tell them what I need.”
2.LC.2.	”Lowering costs is a matter of life and death for us.”

3.HM.1.	"Large forest companies previously had their own development groups that developed their own equipment and consulted with forest harvesters as well as purchased new harvesters for further testing and development."
3.HM.1.	"As soon as the developed forest harvesters operate as expected, the improvements made are standardized, and large forest companies start to pressure prices on sawn timber which leave no margins for us or the logging contractors."
3.HM.1.	"It's good to talk to the users and be able to ask follow-up questions."
3.HD.1.	"owned by families for generations, not individual family member"
3.LC.1.	"The forest owners think of their children's retirement. They must secure a return on invested capital."
4.HD.1.	"A good opportunity to gather and discuss future development opportunities with others." and
4.LC.1.	"We meet and discuss at fairs throughout the year and then I report wo the dealer who enter it into the system."
4.HM.2.	"We need to help the LCs to reduce their costs as much as possible in order for them to survive into the future."