



between the BRANCHES

OFFICIAL PUBLICATION OF TIGERCAT INDUSTRIES INC.

INSIDE

CHAINSAWS AND FELLER BUNCHERS

Hand falling contractor TKI successfully adapts to smaller timber with the addition of an L870C feller buncher.

— Paul Iarocci

It seems that it was Web 2.0 that led BTB to Harrison Lake, British Columbia and the operations of TKI Enterprises Inc. After marveling at some images of a Tigercat L870C feller buncher cutting coastal timber in impossibly idyllic settings with snow covered peaks in the background, I contacted Shawn Marshall who had posted the photos on Tigercat’s Facebook page. A few weeks later I was Vancouver, British Columbia bound, to see Marshall and his Tigercat buncher in action on the eastern slopes above Harrison Lake.

Shawn Marshall is manager of mechanical falling for TKI and operates the company’s L870C buncher exclusively. “Some of our TSA [timber supply area] is located on the Harrison West Forest

cont’d on page 2

forestry and the first world war: part II **6**

brand loyalty **9**

the world of klabin **10**

focus on safety **17**

new product review: 1135 harvester **20**

new parts and rebuilt facility doubles capacity **23**

dealer & employee news **24**



Harrison Lake has a rich logging history dating back over 150 years.

cont'd from page 1



L870C operator Shawn Marshall making full use of his reach capacity. He asserts that the ER boom system is less tiring to operate.

Road, the oldest logging road in BC and has some of the oldest second growth timber in BC,” he explains. Historically, the Fraser Valley and Harrison Lake drainage were important logging areas.

Rich history

Harrison Lake is nestled into the southern Coast Mountain range. The lake is 60 km long. In summer logs are still floated down the lake and into Harrison River, downstream to the Fraser River and finally into Vancouver. At the southern tip of the lake is the resort community of Harrison Hot Springs. At the most northerly point is long forgotten Port Douglas, one of BC’s earliest settlements.

According to local logging industry historian, Tim Woodland, “The Harrison area was logged by many small to medium size companies beginning in the 1850’s to feed the Port Douglas mill. Additional mills were built in the 1870s through to the early 1900s. “In the 1920’s there were 50 Timber Berths held by ten different owners and right up to the 1960s there were twenty different companies holding Timber Licences and cut quota.”

As Woodland explains, “The general route of travel to the gold fields and interior was by steamer/paddle wheeler up the lake to Port Douglas, then by pack trail.” Port Douglas was a booming town with thousands of residents during the height of the gold rush in the mid-nineteenth century. After a rapid decline it had its second life in the late 1800s as a logging town.

Today just a couple of large contractors are active in the area and total annual volume has declined from millions of metres to around 500 000 m³, consisting of high value export saw logs, peeler logs and chip and saw logs. TKI Enterprises, owned by Brad Mammel and based in Chilliwack, British Columbia, is the felling subcontractor for Lakeside Pacific Forest Products, also Chilliwack-based.

Initially TKI was a completely manual operation but in 2007 with a great deal of smaller second and third growth timber coming on stream in the Harrison Lake and Chilliwack valley areas, Mammel plunged into mechanical harvesting with the purchase of a Tigercat L870C feller buncher from Parker-Pacific, Langley branch.

TKI fells approximately 250 000 m³ per year. The feller buncher cuts 150 000 m³ in about eleven months with a one-month break in August when fire risk approaches red levels. Lakeside uses hoe chuckers (shovel loggers), cable yarders and tracked skidders to forward the logs to roadside where they are processed with single grip harvesters.

“The terrain we work with the 870 is very rarely flat,” says Marshall. “It is some of the harshest terrain one could encounter in BC, sometimes over 65% with rock cliffs.” For the steepest sections that cannot be accessed by the buncher, six to eight hand fallers are employed by TKI and headed up by veteran faller Jim Alexander. Alexander has had a far-flung career in the forest, falling in many parts of British Columbia. He also ran a yarding job on New Zealand’s North Island for five years. The hand falling crew cuts another 100 000 metres annually.

“Historically 80 percent of the cut was done with fallers,” explains Marshall. Now starting over in second and third growth, 70 percent is done with mechanical.” He estimates that in the Harrison Lake area, 90 percent of the forest is second or third growth. Looking back at records detailing major forest fires, the remaining old growth forest is probably 300 or 700 years old.

Mammel was born and raised in Chilliwack. With over 30 years of hand falling experience, he started TKI in 1999, naming the company for his children; Tristan, Kennedy and as Mammel puts it, “because my wife was pregnant at the time, ‘I don’t know yet.’”

Typical of many successful harvesting contractors, Mammel is driven and passionate about his work. In addition, he takes great care in choosing employees that are at the top of their game. He highly values the skills, abilities and strong work ethic that his team brings to the table. His employee-focused emphasis is so strong that in discussing his long-term expansion plans and the possibility of acquiring a second Tigercat buncher, one of his foremost concerns is ensuring that he finds the right operator for the machine.

Alexander has been with TKI for five years; Mammel sought him out, identifying him as the right type of individual to help lead TKI’s hand falling operations. And there is no doubt that Shawn Marshall is the right operator for the L870C.

Marshall has been running buncher for thirteen years. “Before that I ran excavator and butt-n-top,” he adds. “I was born and raised in Hazelton BC. I started working in the forest hooking chokers and running skidder during summer breaks from school for my uncle who was a contractor there. I also lived and worked in Prince George for six years chasing pine beetles.” In fact, Marshall has worked all over British Columbia – Terrace, Kamloops, even the Queen Charlotte Islands.

When Mammel purchased the L870C, he convinced Marshall to move down to Chilliwack from northern BC to manage the mechanical harvesting side of the operation. The resulting collaboration has been highly successful.

cont’d on page 4



(L-R) Key TKI team members, Jim Alexander, Shawn Marshall and owner, Brad Mammel

cont'd from page 3

Tough terrain

With 6,500 hours in one of the world's more challenging bunching applications, the machine is barely scarred. Marshall adeptly manages the delicate balance of running the machine for high production – often in oversized timber and usually on tough ground – without overstressing it.

“I really like the balance of it, the forward mounted long track really makes it possible to work steeper terrain and feel safe. You can really tell that Tigercat listens to its customers. It's built like a tank but feels like a Cadillac.”

His operating style is quick, yet smooth and methodical and he deftly wrings every bit of performance possible out of the buncher. The hoe chucker bunches are uniformly sized, parallel and perfectly aligned. Carefully planning ahead, he often must navigate on steep terrain around massive cedar stumps, remnants of another era that are nearly as solid now as the day they were cut.

Marshall appreciates the pilot operated boom and drive controls over electronic controls because they offer feedback. He also confirms that after ten and eleven hours shifts, “You don't feel as tired with the ER boom controls.” Because Marshall is always multi-functioning, ER has the added advantage of freeing up that extra bit of horsepower for other functions.

Marshall's typical day starts at about 4:00 am. He tends to rely often on the HID lighting system, which he raves about. I ask him if it feels strange to be working in such an isolated area, alone and in complete darkness but he responds that you get used to it and that he is in ongoing radio contact with Lakeside's hoes chucker operator who works the same early morning hours.

As conscientious as Marshall is, some events just can't be anticipated, especially when working in a region with such a rich logging and mining history dating back 150 years. “Sometimes you find old cables and boilers. Once in Port Douglas, I found an old excavator with trees growing through it. There is stuff



Reduce More Than Emissions.



Clean The Air And Lower Your Fuel Use. Every™ Day.

Cummins is ready for EPA Tier 4 Interim and EU Stage IIIB low-emissions standards for 2011. Our fully integrated solution can achieve up to 5% better fuel efficiency, leading to significantly reduced operating costs. These next-generation engines also deliver enhanced performance, increasing productivity from your Tigercat Cummins-powered equipment. To learn how we can help you reduce more than emissions for Tier 4, visit us at everytime.cummins.com.



©2010 Cummins Eastern Canada LP, 7175 Pacific Circle, Mississauga, ON L5T 2A5, CA

everywhere,” he says. “Now that I think about it, once I cut into a tree and there was an old car spring in the centre of it. I go to cut it and all of a sudden sparks are flying everywhere and I don’t know what’s going on.”

Mammel is extremely proactive about equipment maintenance and service, pursuing a fix-it-before-it-fails approach rather than risking unplanned downtime. With only one feller buncher, he relies on the machine every day, eleven months of the year. When hiking up the ridiculous slopes the machine operates on, one realizes in a hurry this is not a great place to break down.

The soil is rock strewn and hard on tracks and chain. Mammel redid the entire undercarriage at 6,000 hours, even though some of the components had life left in them, again in a bid to avoid much more costly unplanned downtime down the road.

The 5702 saw is in excellent condition despite the fact that it routinely bunches timber in the 0,5-0,7 m³ stem size, often fells trees in the 1-3 m³ range and is used for other and shall we say less conventional tasks like pushing, pulling and climbing. Saw teeth are changed 1.5 times per month on average. Marshall is happy with the torque and performance of the 110 degree twin cylinder wrist.



Brad has an extensive collection of vintage chainsaws. He and Tigercat district manager Rob Selby (left) display a two-man chainsaw. Imagine traipsing through the bush in snow and steep ground with this every day.



Shawn fells a big fir near the boundary in a steep section of the block.

High value logs

Lakeside Pacific contracts to Probyn Log Ltd., based in New Westminster, BC. Probyn is involved in timberland management, domestic and export log marketing and other forestry related services. High quality logs are exported to markets as varied as Washington, Oregon, California, Japan, Korea, Taiwan and China.

The marketing of logs in western BC is somewhat unique in that the harvesting contractor rarely contracts to a mill but instead to a broker. The bottom line for a company like TKI is that a great deal of planning and flexibility is required in order to address and quickly accommodate ever-changing market demands. Mammel also stresses that he works on large volume and small margins, which demands extremely high operational efficiency and minimal downtime.

Mammel is quick to credit Lakeside when discussing the overall success of his business. “They have been very helpful to me. They supply me with steady work throughout the year and the paycheck is always there, every two weeks. This really makes a difference. It makes my business run much smoother.”

Watch Shawn Marshall and the L870C in action: www.tigercat.com/video_centre.htm ■

FORESTRY AND THE FIRST WORLD WAR: PART II

In BTB, July 2010, Andrew Iarocci considered the wide-ranging applications of forest products on the Western Front during the First World War and introduced the role played by the Canadian Forestry Corps. His second installment takes a closer look at the origins and structure of the CFC, as well as its logging operations in France during 1917 and 1918.

The Canadian Forestry Corps traced its roots to a wartime request from Britain. In January 1916, the British asked the Canadian government if a military unit of experienced lumbermen could be raised for service in the United Kingdom. In response Canada formed the 224th Forestry Battalion, with an initial strength of 1,600 recruits. The 224th Battalion crossed the Atlantic and went to work in Britain that summer. The British must have been impressed with Canadian forestry practices, for they soon requested the dispatch of several thousand additional soldier-lumbermen.

By the end of the year, Canadian lumbermen were working in France, near Bois Normand, as well as in the United Kingdom. In April 1917, Brigadier-General Alexander McDougall, the original commanding officer of the 224th Battalion, was named commander of the Canadian Forestry Corps and Director General of Timber Operations in France and the United Kingdom jointly.

As the Canadian Forestry Corps grew in numbers, its organization became more complex. The CFC established its first French headquarters at Conches (near the English Channel). Soon after a 'Central Group Headquarters' was formed at Evreux to oversee operations in two sub-districts: Conches and Alençon. As the war continued, three more Group Headquarters were formed (each with two sub-districts): Jura (on the Swiss border), Bordeaux (on the Bay of Biscay), and Marne (in the Champagne region). A central office near Boulogne (on the English Channel) served as the overall headquarters. Another detachment in Paris provided a communications link for all of the Groups and their respective sub-districts. Additional CFC companies were attached directly to the British armies in the field.

The personal diary of Private James Simpson, a young man from Sheppardton, Ontario who joined the CFC in May 1917, gives a general impression of work around a felling site in late 1917. At the time, Simpson's company was at work near Boursonne, not far from the front lines west of Reims. Indeed, Simpson and his mates could hear gunfire day and night as they went about their jobs.



Library & Archives Canada, PA-022984

Canadian Forestry Corps men sort lumber in a mill yard in France, 1918. The man on the left appears to be African-Canadian, and as such, may have belonged to the No. 2 Canadian Construction Company, an all-black unit that operated under the Jura Headquarters Group in 1918.

also removed sticky resin beneath the bark that caused crosscut saws to bind.

Private Simpson's company carved a skidway through the bush, linking the felling site with a point on a nearby waterway. As was normal, horses provided the motive power for skidding on Simpson's site. (It was Simpson's primary job to care for the animals rather than cut wood; even in the days before mechanization, capital asset maintenance was a top priority.) Especially heavy logs were slung beneath two-wheeled limbers rather than dragged on the ground. Once deposited at the water's edge, the timber was loaded on to log boats for transportation to the mill.

As Simpson described in his diary, waterborne transport was exploited as much as possible, as was the custom back in Canada. Simpson's company was fortunate to have easy access to a waterway, but this was often not the case. Transportation of logs and milled wood posed an ongoing challenge in France, where motor vehicles, fuel and rail capacity were

always pressed to the limits of capacity. Forestry officers and military transport authorities constantly weighed the costs and benefits of extending narrow or broad gauge railway lines to reach a particular job site.



Murray Maclean, *Farming and Forestry on the Western Front, 1915-1919* (Ipswich: Old Pond, 2004), 111.

This four-horse log limber is at work in the Eawy Forest, January 1918. It is loaded with an old-growth beech that was likely planted about 1800 - during the age of Napoleon.

cont'd on page 8

TWO CENTURIES IN EUROPE, TWO DECADES IN NORTH AMERICA



You may not have heard the name.
But you've probably heard of ECO-Tracks™
and ECO-Wheel Tracks™, our brand names.

ECO-Tracks – by far the world's most popular bogie tracks for harvesters, forwarders and 6 wheel skidders.

ECO-Wheel Tracks – unique tracks for skidders, cut-to-length machines, and wheeled feller bunchers that outshine chains in every way.

Olofsfors Inc.
22 Morton Ave. East, Brantford,
Ontario, Canada N3R 7J7
Tel: (519) 754-2190
Fax: (519) 754-1569
Email: info@olofsfors.com

ECO-Tracks™ and ECO-Wheel Tracks™ are trade marks of Olofsfors AB

Olofsfors

**NORDIC TRACTION AND BLUE HEAT TECHNOLOGY
FOR NORTH AMERICA**

www.olofsfors.com



cont'd from page 7



Library & Archives Canada, PA-003999

Canadian lumbermen use a narrow-gauge railway track to shuttle logs to a sawmill, France, February 1919.

Work at most sites was temporary and the time and material spent on mechanized transport infrastructure was not worthwhile in every case.

As a matter of necessity, CFC troops worked with great haste at felling sites and mills. There was rarely enough time to properly dry green wood before it was shipped to end users. Defects and flaws in the lumber were often overlooked, so long as the product would serve its basic purpose. Understandably, the military users of wood products did not always approve of the materials they received from the CFC. In one such instance in early 1918, an engineering officer complained that nearly half of the railway sleepers that a given depot had received from the CFC were far below acceptable standards for railway building. Forestry officials replied that production and delivery of sleepers would decline significantly if it were necessary to guarantee that each and every sleeper was of first class quality. Furthermore, it was noted that the Canadian officer who had approved the allegedly defective sleepers was a tie contractor in civilian life who had provided several million sleepers to the Canadian Transcontinental Railway. This particular officer knew the difference between first and second class product but in wartime one had to choose between quality and quantity.

The first concerns of the CFC were the felling and milling of trees. But the Canadian lumbermen were also soldiers at war. In the spring of 1918, elements of the CFC participated in a special training program that could have seen their forestry skills put to use directly in combat situations. During the early months of 1918, the German forces on the Western Front staged a series of major attacks against the British and French armies in a final attempt to win the war. Although the offensives captured significant ground and inflicted considerable damage upon Allied troops and defences, the Germans ultimately failed to tip the balance in their favour. At the height of the emergency, however, British commanders searched for ways to improve

the defensive capacity of their forces. To this end, the various districts in the Canadian Forestry Groups each trained a special Forestry Service Battalion. If necessary, these combat battalions would apply their forestry skills to defensive engineering projects, such as tree felling to create road obstacles and the use of timber for building defensive works. The Forestry Service Battalions (FSBs) were fully motorized, such that they could quickly reach vital defensive points in the event of an emergency. Members of the FSBs carried on with their normal felling or milling duties but trained for combat during lunch breaks and at end of the workday. Fortunately, it does not appear that any Canadian FSBs were required to fight.



Library & Archives Canada, PA-022687

Soldiers of the CFC in France manufacture railway sleepers.

Canadian lumbermen brought their home-grown experience and techniques to France. Yet the Canadians serving in France also learned from well developed French forestry practices. Late in 1918 one of the forestry groups offered a course of study in French silviculture. Preliminary lessons included forest utilization, protection and botany. Those whose civil occupations involved woodland management received first priority for this training. It is unknown how many Canadians participated in formal education programs such as this but it is very likely that CFC lumbermen learned a great deal from their French

counterparts in the various group districts. After the war, a generation of Canadian forestry workers returned home to the Canadian woodlands where they had first learned their trade. They would not soon forget their experiences of war.

From the archives:

Forestry and the First World War, *BTB* #25, July 2010

Find the complete *BTB* archive here:

http://www.tigercat.com/news_centre.htm ■

BRAND LOYALTY

— Judy Brooks

21 year-old Joey Latka from Sparwood, BC has made a bold statement with his amazing tattoo of a Tigercat LX830C feller buncher. Joey states, “I have always been fond of Tigercat equipment over the others due to their style and dedication to the logging industry.”

Joey is a third generation logger. His father was a handfaller for the majority of his career and at one point logged with two Belgian horses. During Joey’s high school years, his father started a logging business and Joey worked for him after school and on weekends.

After high school, Joey took a heavy-duty mechanic college course, returning home on weekends to work in the bush. “May 2009, after completion of my course, I bought my first piece of equipment, a LinkBelt 225 with a Keto processor head and a quick attach for a bucket. This is when I

started my own company, Hi-Timber Contracting, subcontracting to my Dad’s company. In April 2010, I bought a TK732 feller buncher and in October 2010, I bought a LinkBelt 240 LX processor with a Waratah

622 head. I haven’t had the opportunity yet to purchase any Tigercat equipment but hope to one day own a whole fleet of Tigercats.”

“The reason I got a tattoo of an LX830 is feller bunchers are my favourite piece of machinery and the LX830 really defines everything about a feller buncher. I think having it tilted out on a hill kind of represents my lifestyle as well just, due to the fact that I am an adrenaline junky and like living on the edge. I wanted something big and bold to represent my lifestyle and what I love to do and hopefully something no one else in the world has.” ■



THE WORLD OF KLABIN

— Paul Iarocci

Klabin is an integrated forest products company with 14 000 direct and outsourced employees, extensive land holdings and multiple industrial plants spread throughout eight states in Brazil. The company produces packaging paper, board and corrugated boxes and also produces and sells pine and eucalyptus logs to sawmills and veneer plants throughout Brazil. Founded in 1899, Klabin has over 110 years of history in the papermaking business. Innovative and progressive, Klabin is a model company in its industry.

BTB visited Klabin's Monte Alegre operations in Parana and the Otacilio Costa Unit in Santa Catarina. With 24 Tigercat machines purchased over 2008-2009, both operations make extensive use of Tigercat machinery, producing pulp and saw logs on a massive scale at mind-boggling production rates.

The fronts

Klabin's harvesting operations are organized into a number of independent business units responsible for production and maintenance. Each unit or front has a mobile office and employee area for meals, breaks and first aid. The offices are linked by satellite and radio to a head office. Each front also has a well-equipped mobile service facility with a spare parts inventory. Most machine maintenance and repair is carried out in field.

There are five such fronts in Monte Alegre, each employing 36. The machines are triple shifted — the fronts run 24 hours per day, seven days per week. The harvesting systems consist of a Tigercat L870C feller buncher, one 625C or 635C six-wheel skidder and an LS855C leveling shovel logger. The processors are CAT 541 carriers equipped with 624 Waratah heads but Klabin has purchased one Tigercat H855C with a TH575 head. (This combination is proving to be 15-20% more productive.) The Tigercat machines work nearly 5 000 hours per year.

Klabin acquired the Monte Alegre property in 1934 and commissioned the mill in 1946. Today it is the largest paper mill in the country, consuming 12 000 tonnes of fibre per day. As a major landowner in Parana, the fibre comes from Monte Alegre's 132 000 hectares of pine and eucalyptus plantations. A 1 400 km network of permanent forestry roads, along with thousands of kilometers of secondary roads provide hauling access. Interspersed within the plantations are an additional 111 000 hectares of native forest interconnected by corridors. This natural forest supports a complete ecosystem.

“We know that when the animals at the top of the food chain are present, like the puma and bobcat, that the ecosystem is complete,” says Filipi Santin de Souza, communications and visitor relations manager at Monte Alegre. Klabin has identified over 400 species of birds, 90 species of mammals and 80 reptiles and amphibians in its forests. In addition, an 11 000 hectare Ecological Park protects samples of primitive ecosystems and serves as a research area and scientific breeding ground.

Filipi Santin explains that the plantations mainly consist of loblolly pine and hybrids of eucalyptus.



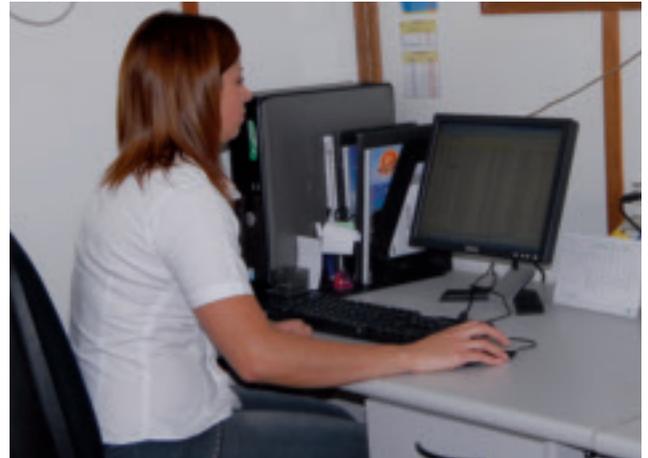
Each front has satellite communications. The recently harvested block in the background is free of debris with very little soil disturbance. It will be prepped and planted within a couple of weeks.

The mill uses a mix of pine and eucalyptus chips. One of the main uses of the board produced at the mill is for tetra packs used in food, beverage and pharmaceutical packaging.

Felipe Alexandre Fuck is wood supply coordinator, a role which includes the management of harvesting, truck transport and road maintenance. “We have gone from five to 55 percent eucalyptus chip content in our pulp,” he says. “But the tetra packs need long fibre for strength so we will always have pine content.”

Felipe Alexandre goes on to say that Monte Alegre’s fast growing eucalyptus, which can reach one cubic metre in a mere twelve years, has spurred the development of technology to utilize a higher proportion of short fibre chips. Additionally, Klabin is constantly improving the genetics of the clones, both from a growth and chemical composition standpoint and better matching the variations to the different soil types.

Klabin’s operations are as challenging as any in the world, Felipe Alexandre explains, not only because of the difficult terrain conditions, high annual rainfall and the significant volume of large eucalyptus but also because of the variance from stand to stand. “We have many different ages, sizes and species that we are harvesting simultaneously,” says Felipe.



Each front has a mobile office and well equipped service vehicle.

Currently there is a seven-year eucalyptus rotation for pulp. For eucalyptus saw logs the rotation has been reduced to twenty years, with thinning at seven and twelve years, but there is still a significant number of 25-30 year old towering eucalyptus stands remaining.

As a consequence, production varies a great deal. Felipe rhymes off some numbers. “In a 27 year-old Eucalyptus saligna stand with 2,52 m³ average tree size, the front can produce 3 000 m³ per day. In 15 year-old loblolly pine, 1 200 to 1 500 m³ per day.”



An L870C buncher fells large eucalyptus. Some of the trees are over 40 m tall but the operator is able to lay them down carefully, avoiding breakage.

The key?

The key to the whole system is the LS855C shovel logger. To fully understand its significance, we must step back and look at the whole system and how it evolved. Consultant, Antonio Carlos Antiquiera, explains that in 2006 it was decided a system change was required, driven in large part by the need for biomass.

cont'd on page 12



A road crew turns a recently felled tree into bridge material. These diameters are not uncommon in the older 25-30 year old stands.

“Before, the felling machines were too small and the big, high value trees were breaking when they were felled. After the trees were skidded, the broken parts were left in the cut block and it was very expensive to bring this material to the road,” says Antonio Carlos.

The L870C buncher solved the felling and breakage issues. The powerful machine handles the large wood and lays it down carefully, avoiding the damage that was so prevalent before. The next step was to make the system more productive and further improve fibre recovery per hectare.

“Klabin is the first to use a shovel logger in Brazil but we know the concept is not new. We spent a month in western Canada and the US to see the machines work,” says Antonio Carlos. Everyone involved in harvesting in Monte Alegre is convinced that not only is the shovel logger beneficial when working in concert with a skidder but in many cases, is actually more productive than a skidder. Antonio Carlos states, “We already saw several fronts in other companies operating only with shovel loggers, where according to them, until five swings is more productive and lower cost compared with a skidder. Some studies developed in USA and Canada also reached the same conclusion but here at Klabin, we do not have enough supporting data yet to prove it in our operations.”

The problem with skidding goes back to rain and terrain. Although the grades are

far milder than typical Canadian west coast terrain, in certain conditions, even a six-wheel skidder is not capable of retrieving all the wood, especially large wood. The shovel logger can be strategically placed in challenging parts of the block to shovel the trees to a more favourable position, drastically improving skidder productivity while reducing rutting, erosion and soil damage.

“The shovel logger increases skidder productivity by an average of 25%,” explains Felipe Alexandre. “Of course if the skidder cannot get to the wood at all, the shovel becomes 100% more productive.” With the current Tigercat system, fibre recovery is 20% higher, due in large part to the LS855C, which retrieves trees that skidders simply can’t get to.

Or the joker...

It is difficult to quantify the full contribution of the LS855C. Antonio Aparecido de Castro is supervisor of fronts one and five. “Without using the shovel logger in the front, we can lose up to 30% overall production. The shovel logger is like the joker or wildcard. It can fit in to many different roles and positions. It is not what you gain by having one so much as what you lose by not having one. In steeper terrain, it is the skidder that becomes the complementary machine,” says Antonio, adding that the skidder is mainly used in “ideal” circumstances.



The joker...The LS855C is being used to reorient the bunches 90 degrees and is shoveling around 80 m to the deck in very wet soil.



The grinders work at central chipping locations. Klabin's harvesting systems were designed around the requirement to capture all the biomass. Among other brands, Klabin runs two CBI grinders.

The wildcard functions of the LS855C are wide ranging. At roadside it optimally positions logs for the processors. The skidder approaches the decking area, drops the load and immediately returns to the cut block in reverse with no wasted movement. Then the LS855C quickly stacks the trees for the processor at a slight angle rather than perpendicular to the road. When the processor picks a tree from the pile, it reorients the tree perpendicular to roadside, freeing the top from the pile for easier feeding. Felipe Alexandre says that this angled placement method increases processor productivity by 15%.

Sometimes there is not enough road frontage to physically accommodate the unprocessed trees. This typically happens when a cut block is deeper than it is wide or when a secondary road is put out of play on account of heavy rain. The solution? Stack higher.

cont'd on page 14



CBI is a worldwide leader in providing simple, practical, highly productive and cost-effective solutions for companies looking to *produce more for less money*. With more than two decades of experience, CBI systems **out chip, out grind, out shred, and outlast** all of our competitors in the global market today. To learn more about why CBI has the right equipment for your biomass recovery and processing needs, please call 603.382.0556 or visit us online at www.cbi-inc.com.



Continental Biomass Industries, Inc. • 22 Whittier Street, Newton, NH 03858 USA

cont'd from page 13



Klabin's forests support an ecosystem with over 90 species of mammals.

A skidder cannot stack trees 3,5 m high but the shovel logger can. Similarly, after processing the LS855C can stack the processed logs higher. This function is important since the pulp logs dry at roadside for 30 days to make hauling cost effective.

There is also the '15 metre' issue. The trees are planted right to the edge of the road but the processors require a 15 m deep decking area along the length of the road. This allows placement of two rows of 6 m saw logs in front and one row of 3,6 m pulpwood in behind. In order to achieve the 15 m buffer, the felled trees must be pulled backwards away from the road, an awkward task for the skidder but a very simple one for the LS855C.

Sometimes the wood is felled and bunched in a certain direction. Then plans change, requiring the use of a different hauling road. This is a bad scenario for a skidder but an easy fix with the shovel logger. In one turn the LS855C can change the direction of the felled bunches while moving them nearly 20 m closer to the road. And in very large, hard to handle timber, the shovel logger can reposition felled trees, allowing the buncher operator to work more quickly without

having to worry about perfect control and placement of each tree.

The Santa Catarina Pine operations

Klabin's second largest plant, the Otacilio Costa Unit in Santa Catarina has been operating since 1958 and specializes in the manufacture of packaging paper.

The harvesting operations are quite different from Monte Alegre. Exclusively pine, the wood is generally smaller and the terrain is decidedly worse. (The term 'horrible' is thrown around a lot when describing the soil.) Overall average size is 0,45 m³ per stem. The trees are planted on 2,5 x 2,5 m espacement, for a total of 1 600 trees per hectare, and clear felled at 18 years. There is no thinning in the rotation. The soil is poor and rocky in some areas, the terrain is rolling with steep areas and the harvesting sites tend to get very soft after rainfall. The region receives a high amount of rainfall.

Cristiano Miers is harvesting manager for Otacilio Costa (Felipe Alexandre's counterpart.) "We work two shifts not three. Our costs are lower and our availability is higher because there are less people on a machine and they stay more time with the machine and respect the machine more. Also it is less people to manage."

A front produces 1 800 tonnes per day (1 t = 1 m³) and can achieve as much as 2 200 tonnes – phenomenal production rates, especially taking into account the adverse soil conditions. Cristiano stresses that the conditions are not easy especially for skidding. Tigercat six-wheel skidders can pull about nine tonnes in relatively good terrain but half that in steep, soft ground. Although the fronts were specified



In this application the LS855C is working with the skidder – forwarding trees from a steep section in the back of the block to the 625C.

for average maximum skid distances of 200 m, in reality distances are creeping up past 240 m, putting further pressure on the skidding component.

The L870C bunchers cut 350 trees per hour. About 30% of the tree goes to saw logs and the rest to pulp. The saw logs can only stay on the ground for twelve hours, making hauling logistics and harvesting planning difficult in wet weather conditions.

The four harvesting fronts work two shifts per day from 5:00 am to midnight. The fleet of machines maintains 75% overall availability. Isolating the Tigercat machines, availability is 85-90%. The Otacilio Costa Unit is considered to be one of the lowest cost per tonne pine operations on the planet.

Biomass

After all the logs and pulpwood have been hauled away, the biomass piles remain at a distance of 15-20 m from the road. The material is transported to an intermediate yard and stacked in 5 m high piles

in order to concentrate the activity of the grinders. Occasionally the material is chipped right into a truck, but more often the chips are stockpiled. This avoids the added complication of truck logistics and keeps the grinders working. The chips are consumed in the mills for power generation.

The extensive use of the shovel loggers minimizes soil compaction and the removal of all debris provides a clean slate for easier replanting with minimal site preparation. Blocks are replanted within one week to one month after harvesting — before weeds have a chance to establish.

Sustainability

Klabin commands a large measure of credibility regarding sustainability of its forest operations thanks to a strong focus on scientific understanding. Klabin has consciously practiced sustainability since the 1940s, long before such concepts were a part of the common consciousness.

cont'd on page 16



Ultimate Durability



800.528.3113 • sales@fecon.com • fecon.com
Made in North America

cont'd from page 15

Although her background is in genetics, Ivone Satsuki Namikawa is currently involved in forest sustainability. She explains that sustainability is a far-reaching concept that goes well beyond FSC certification. (Klabin's Parana forests were among the first in South America to be certified by the Forest Stewardship Council.)

Ivone says that the environmental and ecological aspects of forest sustainability are the easy part. "My job is also to engage all stakeholders. It is not just employees but neighboring landowners and villages. Klabin's operations can impact all of these people positively or negatively." With the scale of the operations, a seemingly small decision in one place can have a large effect elsewhere. Ivone must sort through it all and ensure stakeholders are not adversely affected. She explains that environmental sustainability is possible when socio-economic development is properly executed.

Machine availability

Constant tinkering with the harvesting fronts and the other interrelated systems creates incremental efficiency improvements. "In Klabin's operations, saving a few cents per tonne makes a big difference," says Felipe Alexandre. Machine reliability and availability are of central importance. "We can plan our production and trucking more easily because the Tigercat machines are very reliable compared with other brands."

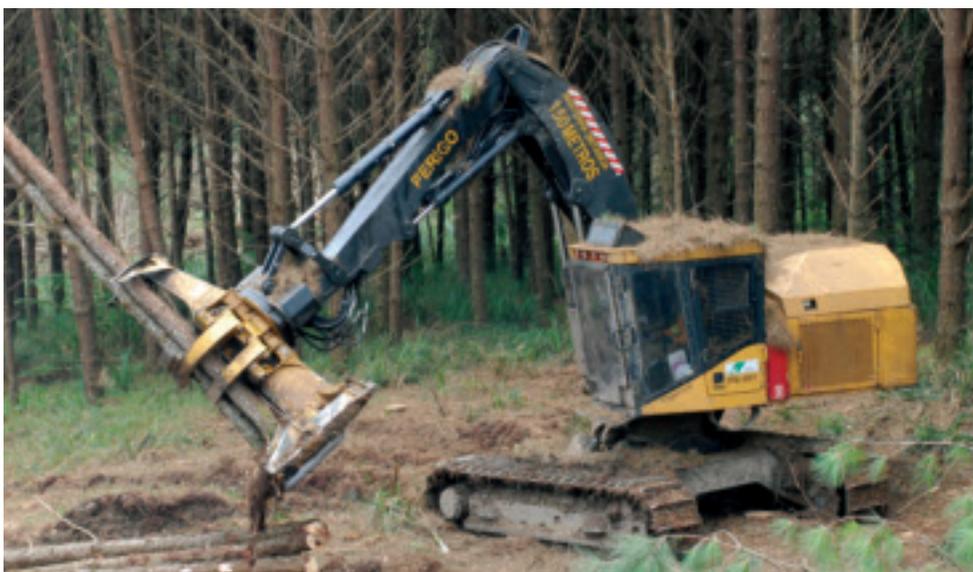
The Tigercat machines are approaching 15 000 working hours. To improve availability, Monte Alegre may emulate Otacilio Costa's schedule. "One of my ideas is to switch from three operators to two with one night maintenance shift to fix even the tiniest problems with the machines," says Felipe Alexandre. "With this concept I think we can increase the machine availability from what it is now even as the machines age."

Maintenance manager, Edilson Daniliszyn, who looks after a fleet of 90 machines located at Monte Alegre and Otacilio Costa, concurs. "20 000 hours was the original goal for machine life. Management is now asking if 25 000 to 30 000 hours is possible. I believe it is but operations will have to be altered, with more operator training or changing the shift schedule -- today there are six different operators for each machine. Another point is the characteristics of our forest with tall and heavy trees that can weigh up to six tonnes and reach more than 35 meters in height, often in steep areas. Our machines operate in a 24 hour rhythm, seven days per week. This speeds equipment wear and makes maintenance difficult. All this makes it challenging to optimize maintenance and availability."

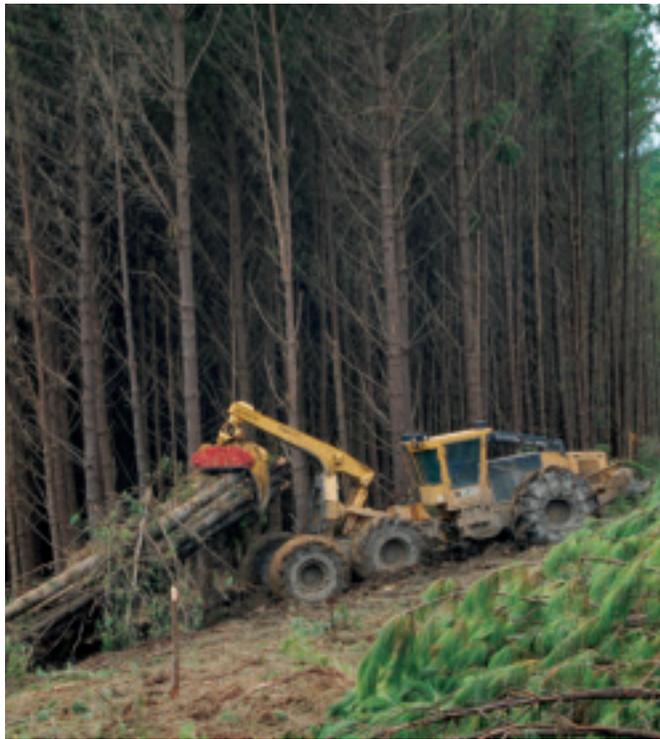
Edilson emphasizes the importance of onsite service. He believes that by tying a crew responsible for maintenance, lubrication, refueling and spare parts to each front, machine availability is improved. "Also it is very complicated and expensive to transport

machines back to the shop in Lagoa, situated ten to 100 km from the operations. This is only done when it is impossible to fix the machine in the forest."

Although his service department is extremely capable with extensive facilities and a substantial spare parts stock, Edilson appreciates having Latin Equipment on hand when performing major repair work such as adjusting or



The Santa Catarina pine operations are extremely efficient.



The Santa Catarina fronts consistently produce 1800 tonnes per day.

replacing hydraulic components and notes that, “Latin is very responsive when we require them for parts and service.”

Often working with equipment suppliers in an open collaboration, Edilson and his team are always looking for modifications to reduce daily maintenance costs and make the machines better suited to the employees and the operations.

“It is a good partnership between Klabin, Tigercat and Latin. It improves our operation and Tigercat’s equipment. There are no secrets and we always try to share the challenges and knowledge to reach goals together.” Later he adds, “It is clear that the Tigercat designers are thinking not just about operations but also about maintenance, durability of components and ease of access to the components in maintenance interventions. In these areas, the Tigercat machines are very strong. Tigercat is definitely at the top in this respect.”

Watch a video of Klabin’s harvesting operations at: www.tigercat.com/video_centre.htm ■

FOCUS ON SAFETY: FIRE DETECTION FOR DRIVE-TO-TREE FELLER BUNCHERS AND MULCHERS

— Robin Barker, Engineering Administrator

Fire detection isn’t a new topic in the pages of BTB. Although nearly three years have passed since the topic of fire detection was last published (Issue No. 19, March 2008), several facts remain as true today as they did back then.

- Compared to other mobile industrial machines, equipment used in forestry has an above average risk of being damaged or destroyed by fire.
- Feller bunchers and mulchers, both track and wheel, are at the most risk. These machines work in the midst of airborne forest debris or ground vegetation that falls or is kicked up by the tires,

felling saw or mulching attachment. Needles, leaves, twigs and chips can become trapped inside the machine’s engine, cooling and hydraulic compartments. Left to possibly absorb slow-leaking hydraulic oil or diesel fuel and held near high temperature, the heightened risk of fire is not difficult to understand.

- Logging industry fire safety publications always advise that regular and thorough removal of accumulations of woody debris from all areas of the forestry machines is without question the single best fire prevention maintenance practice.

cont’d on page 18

cont'd from page 17

Yet all too often this recommendation is ignored.

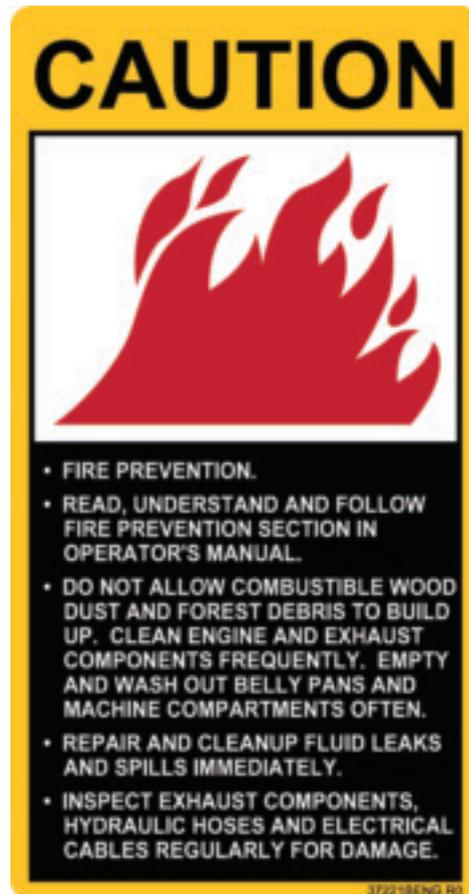
- The vast majority of equipment fires are preventable and continual focus on fire prevention is the best thing that you can do to ensure that you never see your logging machine in flames.

Should a machine fire occur, early detection while the fire is small is vital. This provides more time for the machine operator to stop the machine, shut off the engine, radio for help and exit to a position of safety. It also allows critical fire fighting measures to be initiated sooner, increases the chances of successfully extinguishing the fire, reduces machine damage and lessens the time and expense to return a damaged machine back into service.

Often the last person on the job site to know that his machine is on fire is the operator himself — his seating position is near the front of the machine, his attention is focused straight ahead and the majority of hydraulic, electrical and engine components are located behind him. In order to minimize the operator's sight disadvantage and increase the speed of fire detection, Tigercat installs a heat sensing, fire detection system on all 700 series wheel feller bunchers and mulchers. The system is now standard equipped on the 480 track mulcher as well.

The system consists of three heat sensing detectors, two located above the engine and one above the hydraulic pumps. If the temperature at any detector exceeds 177°C (350°F), the cab instrument panel 'Fire Detected' warning light and alarm buzzer are activated. In addition, the cab instrument panel 'Stop Light' (Engine) and warning horn are activated. It is important to note that this onboard, electrical fire detection is only a warning system. It is not a

fire suppression system and it will not extinguish a fire. The system is only activated when the engine is running. It will not provide a warning when the machine is shutdown.



The Tigercat fire detection system incorporates a simple electrical circuit with a system test capability. As with any system, regular service checks and periodic maintenance are required to ensure that the fire detection system is fully operable. Failure to properly maintain the system may mean that the crucial fire detection you are counting on will be inoperative when you need it the most. Do not put your machine to work unless you know that your fire detection system is fully functional.

Familiarize yourself with the location of all fire detection system components. A typical 700 series installation is shown in the Location illustration provided. Refer to the Operator's Manual for your 700 series wheel buncher / mulcher or 480 track mulcher for more specific information.

Daily maintenance

- Turn the cab key switch to the RUN position and press the cab instrument panel 'Bulb Test' switch to confirm that the 'Fire Detected' warning light and buzzer (and all other instrument panel warning lights and horn) are operating properly. This also confirms continuity of the fire detection system wiring.
- Investigate and correct any warning light, buzzer or horn malfunction before placing the machine back to work. If any parts are replaced then the *Monthly System Maintenance Procedure* (see below) must also be completed to confirm that the complete fire detection system is fully operational.

Weekly maintenance

- While performing machine maintenance operations, visually inspect for damage to the heat detectors and their mountings. Ensure that the system wiring is not cut, pinched, frayed, kinked or loose.
- Ensure that the heat detectors are clean and free of debris, grease and dirt.
- Damaged parts should be replaced immediately. In addition, the *Monthly System Maintenance Procedure* must also be completed.
- Note in your machine maintenance records that all of the above work has been completed. Proper service documentation can be extremely important in maintaining your fire insurance coverage or if making a fire insurance claim.

Monthly maintenance

- Turn the cab key switch to the RUN position and use a heat gun to apply heat to each of the three heat detectors for 30–40 seconds. Refer to the Operator's Manual for more specific information. Do not use any type of flame torch to heat test the detectors.

The intense heat of the flame can damage the detector.
- As the temperature at each detector reaches 177°C (350°F), the 'Fire Detected' warning light and buzzer as well as the 'Stop Light' (Engine) and warning horn should activate.



T.E.A.M.

Over the last several years a US logging association called T.E.A.M. (Timber Equipment Applications Management) has been acting to develop nationwide forest equipment fire awareness and education programs. T.E.A.M. consists of representatives from logging companies, equipment manufacturers and dealers, industry associations, fire prevention specialists and insurance companies.

The focus of this diverse group is now changing from education, training and safety materials for equipment fires to improving maintenance and safety practices, equipment design and overall operational conditions for forestry equipment. Look for current releases and future developments from this group by visiting their website: <http://loggingteam.org/>

Stop heating the detector and shortly thereafter as the detector cools, the warning lights, buzzer and horn should go off. If not, investigation and corrective action is required. The purpose of this procedure is to confirm proper heat activation and reset of the heat detectors.

- Note in your machine maintenance records that all of the above work has been completed.

For further information relating to fire prevention on forestry machines visit these websites:

http://www.forestresources.org/app/bulletin_pdfs/03-R-20.pdf

http://www.forestresources.org/app/bulletin_pdfs/LCO15.pdf

Also read the 'Safety' section of all *Tigercat Operator's Manuals*. Under the title 'Fire Prevention' there are several pages of guidelines. This same information can also be found on the Tigercat web site at: <http://tigercat.com/Safety Fire Prevention WEB.pdf>

From the archives:

Focus on Safety: Drive-to-tree feller buncher fire detection *BTB*, Issue #19, March 2008

Find the complete *BTB* archive here: http://www.tigercat.com/news_centre.htm ■

NEW PRODUCT REVIEW: 1135 HARVESTER

Sweden's slow growing forests are a carefully and intensively managed resource. Typically a stand is commercially thinned twice before a final felling at 80 years. Although the country has an 80 million m³ annual volume*, a significant portion of the harvesting activity takes place on small, privately owned tracts. On account of the small tracts and the forest harvesting culture, road and deck building — common in other parts of the world — are not practiced. As a result, the equipment has evolved to address these unique requirements. One of the most specialized commercial forestry machines of all is the in-stand harvester.

In late 2009, after three years of intensive product development, Tigercat completed the prototype 1135 harvester and shipped it to Sweden. The 1135 sits dead centre in the in-stand harvester class. It replaces the Tigercat H09, originally designed by Swedish equipment manufacturer Hemek, a company Tigercat acquired a decade ago.

Some of the operational challenges inherent in Swedish in-stand thinning include dense, difficult to manoeuvre stands and in winter, deep snow and short daylight hours. Very small average stem sizes require high cycles, multi-shifting and very high machine



Bengt and Bruno Kempe. Bruno purchased the second 1135.



The narrow overall width allows the machine in-stand access.

availability rates in order to maintain adequate production. On the flipside, with large rocks and undulating terrain, the application requires a stable machine piloted by a highly skilled operator with a delicate touch in order to avoid residual stand damage.

According to Tigercat's cut-to-length product manager, Jon Cooper, the 8-wheel drive 1135 "is specifically designed to manoeuvre between forwarding rows in tightly spaced first thinning stands, dramatically increasing forwarder row spacing and residual stand quality." The machine's unique characteristics result in high production rates and the most minimal impact on managed forests.

Tigercat retails all of its prototypes and the 1135 was no exception. Delsbo-based, Patrik Eriksson, purchased the prototype machine in May 2010. He and Robert Westerlund double-shift the machine five days per week. As of late January 2011, the machine had clocked 2 500 working hours.

Patrik's company Hallsta JSM has a five-year thinning contract with integrated forest company Holmen.

* Approximately one ton to the cubic metre



Annual volume is 20 000 m³ and all harvesting takes place on company-owned land. Log lengths are 30 cm increments between 3,7 and 5,5 m. Anything under 13 cm is random length pulpwood. Additionally there are pine, spruce, aspen and poplar sorts.

As an added bonus, the 1135 is proving to be very effective in second thinning applications on account of the excellent stability and crane power, adding flexibility and breadth to Hallsta's suite of services.

The site BTB visited was a 50-year old stand, averaging ten trees to the cubic metre. Some of the larger trees were in the diameter range of 40 - 50 cm and quite heavily limbed. Generally in second thinning applications, the harvester initially follows the original forwarder rows, which might be spaced 25 - 30 m apart depending on the equipment and methods used in the first thinning. Then the machine works in between rows as required, processing the logs to the piles adjacent to the forwarder rows.

The second 1135 to come off the line was purchased in October 2010 by Bruno Kempe, owner of Bruno Kempe Skogsentreprenad. Bruno works near Östersund, the centre of Sweden's ski resort region. The terrain here is more challenging compared with southern Sweden.

Bruno Kempe Skogsentreprenad contracts to Primaskog, which in turn purchases timber tracts averaging 50 acres from small landowners. Bruno and operator, Bengt Kempe each work a seven-hour shift in the 1135 with an additional hour on each shift allocated to daily machine maintenance. The machine

1135 Fast Facts

The 1135 is powered by the high performance 170 kW (228 hp) Mercedes 906 with dedicated pumps for the drive, harvesting head and crane functions.

The cooling system uses a hydraulically driven automatic variable speed fan for optimal fuel efficiency in cold operating environments.

The operator's cabin has been carefully designed with emphasis on comfort, ergonomics and visibility. The curved windshield provides unimpeded upward visibility and extended side and rear windows create a clear sightline to the wheels and the ground.

Constant temperature climate control and isolation mounting further contribute to the quiet, comfortable working environment. The 270 degree rotating seat provides ease of entry and exit.

The 1135 is designed and built for high uptime and long service life with strong frames, cylinders and pins throughout. The articulation joint is equipped with tapered roller bearings.

produces 22 000 – 24 000 m³ per year.

When BTB visited Bruno and Bengt, they were working in a somewhat unique application — a 50-year old stand that had never been thinned. (A first thinning is usually performed at 25 – 30 years when the trees are sized approximately 20 stems to the cubic metre. In this tract, the trees were double that size.)

Landowners ask for Bruno's company by name when negotiating with Primaskog, such is their good reputation in the area. "We treat the forests like they are our own," confirms Bruno. Standard practice in a first thinning is to open up the stand by creating two forwarder rows spaced 30 – 40 m apart depending on terrain conditions.

On the next two passes, the 1135 works in between the two forwarder rows. The machine weaves in between the

standing trees, creating a sort of invisible path that no forwarder could follow. With a narrow overall width, perfect wheel tracking and ample ground clearance, the 1135 is perfectly configured for this task. With a 9,3 m Tigercat-designed parallel linkage crane, the operator passes the harvested timber out to the initially created forwarder rows.

The result is a healthy stand with even light and virtually no soil disturbance between the widely spaced forwarder row intervals. When the operator completes the two in-stand passes, one would be hard pressed to tell a machine had ever been there if it were not for the tire tracks in the metre-deep snow.

The performance and reliability of the 1135s have gone beyond the expectations of the owners who both previously owned and operated H09 harvesters. Patrik

cont'd on page 22

cont'd from page 21



130 degree swing minimizes travel. The crane side tilt enables the operator to literally reach around standing trees.



With the 9,3 m boom, the 1135 can reach deep into the stand and process back to the forwarder rows.

is very happy with the machine from a mechanical reliability standpoint. His only repair has been the replacement of one leaking hose — not bad for 2 500 hours. Bruno has experienced similar uptime rates. In fact Bengt jokes, “The machine works so well, I don’t have time to stop for a cup of coffee.”

Both Patrik and Bruno say that they use the crane tilt regularly. “I use the side tilt and front tilt at the same time to reach around trees depending on the terrain. It is easy to reach around the trees with this machine,” confirms Bengt.

Everyone comments favourably on the machine’s excellent stability and the operators rarely make use of the bogie lifts despite the fact that overall width is only 2,2 m (7 ft 3 in). Both machines are equipped with the Kesla 20 at 700 kg (1,545 lb) and both owners feel the machine in its current configuration could easily handle the next size harvesting head.

The reach capacity of the crane,



Bruno Kempe’s machine at the 900 hour (un)mark. Both machines looks brand new with barely a scratch. They rarely come into even the slightest contact with standing trees or even branches.

its ability to swing 130 degrees to each side and the added ability to reach around trees, allows the operator to fell and process a startling number of trees from one standing position. (Watch the video at www.tigercat.com/1135.htm to see for yourself.)

Tractive effort is excellent and both contractors are seeing good production numbers even in deep snow and steep terrain.

Bruno and Bengt say that they are less tired at the end of the day. They attribute this mostly to the visibility compared with the H09 and other brands they have run. The operator must look up and first decide which tree will remain — the healthiest trees with branches

on all sides and a healthy crown are preserved. Then the operator decides what is to be removed, quickly calculating which trees and how many to fell in order to maintain proper spacing. Upward visibility is of paramount importance.

The large curved front window provides all

required sightlines without even subtly having to change positions in the seat. Bruno explains that upward visibility is very important as this type of thinning is mentally tiring. “When you are tired it is easy to damage the machine or the standing trees,” he says. With brief daylight hours in winter, the HID lighting also gets top marks from all four operators.

From the archives:

Bruno Kempe and his Tigercat H09 was featured in BTB#7, Winter 2004

Watch the 1135 in action at:
www.tigercat.com/1135.htm

Find the complete *BTB* archive here:
http://www.tigercat.com/news_centre.htm ■

NEW PARTS AND REBUILT FACILITY DOUBLES CAPACITY

— Brian Jonker, parts manager



Look at how far we have come — from a single-person operation to a current staff of eighteen. And from a tiny hut like office on the shop floor seventeen years ago to our dedicated 77,000 sq ft (7 150 m²) facility. It has been a long road but we are now somewhere we can truly call home.

Anyone who ever toured our Parts and Rebuild facility in Paris, Ontario would have realized in a hurry how badly we were in need of additional space. The 35,000 sq ft (3 250 m²) building was packed to capacity. Rolling ladders were required to climb to the top shelving that nearly touched the ceiling. Aisles were narrowed to add more racks and shelves. The aisles doubled as staging areas for large stock orders not yet ready to ship. Some days it was difficult to find a clear path to drive a tow motor from one end of the building to the other. In short, our fill rates had started to dip below the 92% we had averaged over the past five years. The facility was congested and was becoming an obstacle in providing our dealers —

and ultimately Tigercat end users — the high level of service they expected.

The decision to move Parts and Rebuild to the new location in Brantford, Ontario was received with excitement at the possibilities of finally having the space to organize and make improvements that were simply not possible under our previous situation. At the same time we were all quite anxious about how we would move over 12,000 different parts in a manner that would least interrupt our dealers’ activities.

For six weeks leading up to our final move date, our team spent many overtime hours planning, organizing and preparing. Racking was moved and installed in advance to lessen the burden during the big weekend move. We also transferred our slower moving inventory ahead of time. Needless to say we managed to get the job done with a diligent crew of twenty people over four days at the end of November 2010. We still have some kinks to iron out but we are happy to call 54 Morton Ave our home. ■



dealer news

AB EQUIPMENT TAKES TIGERCAT IN NEW ZEALAND

AB Equipment officially became the authorized Tigercat dealer for New Zealand on January 11, 2011, replacing Titan Plant Services.

“AB Equipment is very excited about the new relationship with Tigercat,” says Peter Dudson, CEO of AB Equipment. “To date AB Equipment have had great success in the forestry sector with Sumitomo and expanding this market has been a core strategic ambition. Being able to do this with a product like Tigercat is a great opportunity we are grabbing with both hands. Tigercat’s machines are second to none and their people are our kind of people.”

AB Equipment was already in process of expanding its operations and service capabilities around its forestry-based dealers, but according to Peter, “This relationship takes this to another level. We are planning an exciting range of demonstrations and product launches for the new year to grow on the success that Tigercat has already had in the NZ market. I believe that the AB – Tigercat partnership will be a real winner that will provide exceptional products and service to the NZ forestry industry.”

A member of the Hellaby Holdings Industrial Group of Companies, AB Equipment is headquartered in Manukau City, Auckland. The company operates a complete network of branches and dealers throughout New Zealand. ■

employee news

INTERNATIONAL SALES TEAM CHANGES

Tigercat is pleased to announce that it has appointed, or more accurately, reappointed Gary Olsen to the position of international sales manager. Gary spent the past five years working as Tigercat district manager for Africa and special projects. He will be dividing his time between Canada, South Africa and Tigercat’s various international markets.

Jeff Cave replaces Gary as district manager for Southern Africa. Jeff comes from a solid technical background having worked for the South African Tigercat dealer AfrEquip for nearly four years. Jeff joined Tigercat three years ago in the role of product support representative for Tigercat and consequently is very familiar with the South African customer base and its requirements.

Rossana Constant has been appointed international sales administrator. Rossana has performed various roles in customer service and international sales at Tigercat since joining in 2005. Hailing from Chile, Rossana is multi-lingual with proficiency in Spanish, Portuguese, English and French. She will be working with the full network of international dealers.

Alex Chorny has been appointed to the position of district manager for Russia. A mechanical engineer, Alex moved to Canada from the Ukraine in 2004 and joined Tigercat in 2009. Most recently he was managing the production of Tigercat axles. With the huge amount of interest coming from the vast and varied Russian market, Tigercat deemed it essential to service the customer base with a more structured approach, including a full time Tigercat representative devoted to the market. Alex will be based at the factory in Brantford, Canada and responsible for supporting the two Russian dealers, Forestry Machines and Techservice. ■

LETTERS TO THE EDITOR:

E-mail: comments@tigercat.com

Internet: www.tigercat.com

Tel: 519.753.2000

Mail: P.O. Box 637, Brantford, ON Canada, N3T 5P9

Tigercat[®]
Tough • Reliable • Productive