

btb

BETWEEN
THE
BRANCHES

OFFICIAL PUBLICATION OF TIGERCAT INDUSTRIES INC.

Tigercat's NEW 610E skidder



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product news

TIGERCAT INTRODUCES 610E SKIDDER



Tigercat is set to lead the North American small skidder class with the release of the 610E, its latest Tier 4 equipped offering. Tigercat's energy-efficient and environmentally friendly Tier 4 engine is packaged into a physically smaller enclosure than competing Tier 4 solutions, allowing the Tigercat design team to optimize operator sightlines, while also factoring in easy access to service points, machine balance, overall size and weight.

The 610E comes standard with Tigercat's exclusive EHS drive system, capable of providing ample tractive effort as well as high top speed. EHS uses advanced

computer logic to take one of the drive motors off line when high tractive effort is not required. When EHS is enabled, all pump flow is directed to one hydraulic motor, increasing travel speed and motor efficiency.

The compact 205 hp 610E skidder offers outstanding agility, durability and performance. It is ideal in tight spaces, soft soil conditions and selective logging applications. The ergonomic Turnaround® seat provides the operator with comfort and clear sightlines. High performance, responsive control, excellent service access and painless maintenance routines make Tigercat skidders a top choice among skilled operators. ■

SPECIALIZED **HEAVY-DUTY** FORESTRY GREASE

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Tigercat
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GETTING THE GRADE IN TENNESSEE

250D with AC16 carrier gets high marks in hardwood sawmill.

– Paul Iarocci

It's a bit of a challenge to switch from thinking in tons and cubic metres to board feet, but as Tigercat products find their way into more and more sawmills, the language and measures are becoming more familiar. Thompson Appalachian Hardwoods, Inc., located in Huntland, Tennessee, is one such sawmill that is seeing great value in the Tigercat 250D loader combined with Tigercat's AC16 articulating carrier.

President and CEO, Nordeck Thompson, was born into the timber industry. "Our family started logging in the late 1800s in Georgia, skidding logs to the Oconee River with mules and oxen." Nordeck can entertain with family stories of adventure from another era, telling how each spring his grandfather would ride a log raft more than 100 miles (160 kilometres) down the Altamaha River to the mill town of Darien, Georgia. Navigating a log raft day and night, hopefully with enough provisions to last the duration of the trip, was seemingly a death-defying mission. But as Nordeck puts it, "It was just another seasonal cash crop. After the trip, they would catch a ride on the train back home."



The 250D performs many functions including organizing and stacking logs, cutting tree length timber and feeding the mill as seen here.

Nordeck began his career in the hardwood industry with his father, W.N. "Bill" Thompson, Sr. in the late 1970s in Hazlehurst, Georgia. Eventually he and his wife, Mary Claire, relocated their family to middle Tennessee, where they purchased an existing sawmill facility in Huntland and started Thompson Appalachian Hardwoods. From 1993 to 2011, several system upgrades were implemented, transforming the facility into a modern, fully-optimized grade sawmill. From 2012 to 2015, Thompson Appalachian Hardwoods dramatically expanded its kiln drying capacity from 120,000 to 800,000 board feet.

Nordeck and his team – including four of his six children and several other family members – have developed a thriving business built on a foundation of faith in God and a team of quality people doing quality work. Nordeck strongly emphasizes operational efficiency, a safe work environment, high-quality end products and long-lasting relationships that span the globe. This focus allows Thompson Appalachian to do its best for customers and timberland owners alike. "We want to focus on being a top tier supplier with consistent, high-



Nordeck and son, Nick Thompson with 250D operator, Chris "Roscoe" Brannon. Nick is operations manager of Thompson Appalachian Hardwoods.

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quality products. We also want to provide a great market for our local landowners, giving them optimal value for their timber,” explains Nordeck.

The green sawmill produces 350,000 board feet per week, either transferred to the company’s dry kiln facility or sold as air dried lumber or green lumber products. Thompson Appalachian products are used for doors, windows, millwork and furniture and sold into domestic markets and numerous international markets, including Europe, Australia, the Middle East and many Asian countries.

Unlike the vast majority of Tigercat end-users that market timber to mills based on the ton or cubic metre, Thompson Appalachian deals in Doyle Scale. Nordeck says, “We do not buy logs by weight because of the variety of quality that comprises each load. It is also a challenge for us to buy grade logs tree length because we have to assign specific value to each log we cut. Thompson Appalachian purchases logs on Doyle Scale, a measure of board feet and grade of each log, whereby each log has to stand on its own.”

In addition to the logs that Thompson Appalachian buys from local logging crews, it also has a procurement team that purchases timber tracts. The company contracts with logging crews to harvest and deliver this timber tree length to the mill. As one can imagine, with multiple grades, species, log lengths and tree length loads mixed in as well, there is a lot going on in the log yard. That is where the new 250D loader – AC16 articulating carrier combination – comes in.

As part of the purchase decision process, Nordeck visited a site in Maine to see a Tigercat T234 similarly equipped with the AC16 and the optional bunks and was impressed by the balance of the machine and its ability to get around quickly on tough ground. He noted how versatile it was in the yard and envisioned it in his yard performing many different duties.

As each load of logs arrives at the Thompson Appalachian log yard, it must be unloaded from the trailer, spread on



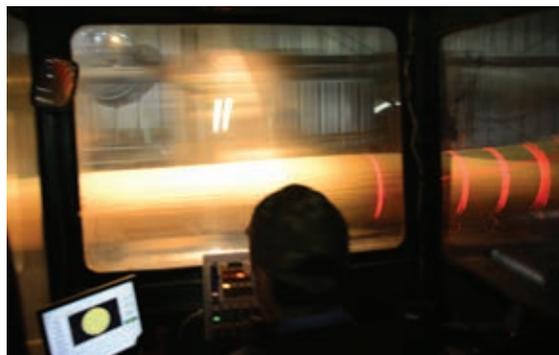
Nordeck likes the fact that the AC16 carrier has the tractive effort to haul a trailer around the yard in less than ideal ground conditions.

the ground, scaled, graded, entered into the handheld computer and bar coded. “We let the wheel loaders unload trucks and use the Tigercat to organize the log piles,” explains Nordeck.

The 250D is also used to merchandise the tree length logs from the purchased timber tracts. Nordeck utilizes a slasher system with a longer structure that eliminates splitting damage, with better support of the tree as it lies in the slasher unit. However, Nordeck admits that he doesn’t like to tie up the 250D cutting logs all the time. “I want him stacking logs and handling surges.”

The AC16 carrier is equipped with an optional bunk set, and in addition, Nordeck tows a trailer behind the unit so that large volumes of logs can be moved quickly around the yard. He appreciates the speed and mobility of the machine.

With a wide variety of species including red and white oak, poplar, ash, cherry, hickory and walnut of many different grades, Nordeck also appreciates that the 250D allows the yard to go vertical. “We can do so much more in a small area because we can store our log piles much higher. The loader and the carrier is really a great match for us.”



Inside the sawyer’s cab. Each log is bar coded and tracked from the time it is delivered to the wood yard until it enters the mill.

Nordeck continues, “I wouldn’t sell it today for twice what I paid. It’s all about handling logs efficiently.” He credits B & G Equipment with its strong support capabilities as contributing to the success of the machine in his application. “B & G Equipment has it going on.” ■

AGAINST THE GRAIN

The logging odyssey of David Hutsenpiller.

– Samantha Paul, marketing



Steep terrain of Beckley, West Virginia.

Like many other logging contractors, David Hutsenpiller was preceded in the business by his father and grandfather. David's father Clayton started in the industry firing a sawmill boiler barefoot at age twelve. David began by driving his father's logging trucks and did so for over twenty years.

Clayton retired after 50 years of successful logging and left the operation to David in 2000. David decided to name his company Against the Grain Logging and soon realized that trucking had been the easy part.

Best practices

David and his crew are currently located in Beckley, West Virginia and have a bit over 100 acres (40 hectares) of hilly terrain to clear cut. If the weather stays cold and dry – allowing their skid road to hold up – they should complete the job just after winter.

Pat Garrett, local sales specialist for Tigercat dealer, Ricer Equipment, comments on the steep terrain of David's logging site, "I have never seen anything like it. It is one of the steepest operations in the area." David can attest to this since the initial skid road was too steep and slick so they had to create a second road with a better grade.

David is well educated on harvesting management and meticulously follows best management practices (BMPs) by installing water bars

and seeding after a harvest to prevent erosion. A water bar is a combination of a mound and trench angling across the road to intercept and disperse water flowing down the road surface. By constructing a series of water bars at intervals along a road, the volume of water flowing down the road is reduced. Without water bars, flooding, washouts and accelerated road degradation can occur.

David also applies special grass seed to the access road, skid trails and landings to encourage the development of dense roots that bind the soil, holding it in place regardless of the weather. The idea behind seeding is to improve the absorbency of forest soils to prevent water erosion. The process requires liming to improve the pH level of the soil, fertilizing the soil, applying the seed and finally mulching the seed.



David Hutsenpiller, owner of Against the Grain Logging.

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David Hutsenpiller (left), owner of Against the Grain Logging with local sales specialist and friend, Pat Garrett (right).

David likes that he is able to use his track feller buncher to pick merchantable trees out of streamside management zones (SMZ) without disrupting the stream or adjacent trees. Sometimes he will even leave a den of trees behind for wildlife and pile stumps or tops around residual trees in order to prevent skidding damage.

Against the grain gear

Not only does BTB admire David's logging methods but he has also been a true pioneer for Tigercat machines.

In 2006, David purchased the first Tigercat skidder to come into southern West Virginia, a 630C model. He also purchased the first LX822C leveling track cutter in the area.

David's operation is all Tigercat machines with a 234 loader and a LX822C track feller buncher. The most recent member of the family is the 635E six-wheel bogie skidder, which replaced the Tigercat 630C.



The 635E making its way down the steep skid road with a load of oak, maple and poplar.



The newest family member, a 635E six-wheel bogie skidder making its way down the steep skid trail (over 40% grade in some spots).



David operating the LX822C equipped with a 5702 felling saw.

David comments, “The larger 635E skidder has made a significant difference in our operation. The 635E handles twice the load of the old skidder, which means fewer trips, less fuel and more production.”

David has had the LX822C feller buncher for just over five years, accumulating 1,200 hours per year. “No machine is perfect but it is much better than the Timbco I previously had and it is much more stable in the woods.”

Cochrane brothers

David employs two brothers on his operation, Ronny and Matt Cochrane. Ronny has been operating the 234 loader for David since April of last year. The loader has 3,000 hours on it and is going strong. The crew usually trucks four or five loads a day with the majority of logs being shipped to Rainco Forest

Resources, a lumber brokerage eight miles down the road. The poplar peelers are separated and sent to Craigsville in West Virginia to make plywood and the pulpwood is sent to a paper mill in Covington, Virginia.

Matthew Cochrane, Ronny’s younger brother, operated the older Tigercat 630C skidder and is now operating the 635E skidder. He loves the Turnaround® seat and he can’t believe how much wood the machine can pull. “I can fill a trailer in four loads rather than the eight loads I had to pull with the older Tigercat.” He has also noticed a tremendous improvement in fuel economy with the new machine. “The 635E burns approximately two gallons less per hour than the nine-year-old 630C machine.”

What’s next.... retirement?

David loves to log and it shows in his extracurricular activities. He writes the occasional letter to the editor on trucking and logging issues. He has spoken before the Charleston legislative committee considering issues related to the West Virginia timber industry. He was a member of the board of directors for the West Virginia

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David’s painted yellow trucks and trailers being loaded by the Tigercat 234 loader.

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The nine-year-old 630C Tigercat skidder was a first in David's neck of the woods.

Forestry Association. His company has participated in the Loggers Safety Initiative program and some of his crew members have participated in the Game of Logging program.

Anyone that has had the pleasure of meeting David can attest to his dry sense of humour. David sings in the

church choir and does an occasional solo. He figures that with singing the blues on the job all day, he should be pretty good at it. David says that he is always puzzled when friends ask about his retirement. "I can't retire," he says with a smirk, "I owe way too much money." ■

WE ARE LIVE

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www.tigercat.com

FOCUS ON MANITOBA

– Paul Iarocci

Manitoba contractors estimate the annual cut in the province to be around one million cubic metres although government statistics peg the allowable cut at nearly nine million cubic metres. Throughout the wild cycles of the last fifteen years, Manitoba's forestry industry has been quietly chugging along as contractors have been feeding the province's OSB, pulp and sawmills as well as cutting right-of-way for hydro-electric projects and even harvesting some tracts of privately owned timber.

Anderson Logging

The first Tigercat machines to appear in Manitoba were the 845 series feller bunchers in 1997-1998. Anderson Logging purchased the second 845 in the province, fitted with a Koehring sawhead. Anderson Logging is a family-run business based in Cranberry Portage, Manitoba owned by Bob, Barry and Bernie Anderson. Although the



Anderson Logging's original 845 feller buncher, produced in the late 1990s when an 845 actually weighed 45,000 pounds (20 000 kg).

brothers have added an 845C and an 860C since, the original 845 is still in service with over 20,000 hours on the clock.

Intermountain Logging

BTB last caught up with Swan River-based

Intermountain Logging Ltd., owned by fourth generation logging contractor Darren Atkinson, back in 2007 (BTB issue 17, July 2007). At the time, one of the company's two crews was working a 60 km (37 mile) right-of-way transmission line forming a portion of the now complete Wuskwatim Generation Project.

Early in 2015, BTB returned to northern Manitoba to see Darren's new Tigercat H855C harvester fitted with a rebuilt Hornet 10000 processor. Intermountain harvests approximately 200 000 m³ per year in mixed stands. The bulk of the

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James Farquhar (Tigercat district manager), Bernie Anderson (owner of Anderson Logging), Mark Elliot (Wajax sales specialist) and Blaine MacDonald (Tigercat product support).



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Darren favours 822 series feller bunchers. This 2003 model has worked over 14,000 hours.

volume is 150 000 m³ of eight foot poplar destined for the Louisiana-Pacific OSB mill in Swan River. On top of that the company harvests 30 000 m³ of sixteen foot spruce for sawmill, Spruce Products Ltd. in Sawn River. The balance is birch and unmerchantable spruce that Intermountain markets itself. The birch goes to firewood and the spruce is sold to Tolko as hog fuel.

All these species and products are ideally suited to the H855C/Hornet combination. Darren appreciates



Intermountain owner Darren Atkinson (left) with Tigercat district manager James Farquhar.



The H855C – Hornet combination stands up to challenging stem profiles. Productivity in eight foot wood is excellent.

the simplicity of the head; in eight foot wood, the head does not have to rely on the measuring wheel at all, instead it relies on the butt plate to measure the logs. Also key for Darren is the extreme durability and longevity in the tough conditions – crooked, large limbed wood and extreme cold – that the crew faces on a daily basis.

For felling duties Darren has been partial to Tigercat 822 series feller bunchers since purchasing the first in 2003. The machine has worked 14,000 hours and is still an integral part of Intermountain's operations. ■



Intermountain's H855C processing sixteen foot spruce. The machine is equipped with the optional raised pedestal for improved visibility and capability when working around higher decks.

CUSTOMER DRIVEN DESIGN

BTB recently visited J&B Logging Inc. in Oakland, Maryland to see how Jimmy Glotfelty's 5185 fixed felling saw is working out.

– Samantha Paul, marketing



(L-R) J&B Logging owner and LX830C operator, Jimmy Glotfelty; skidder operator, Clayton Baker; Ricer Equipment (Tigercat dealership) owner, Lyle Ricer; Ricer Equipment sales specialist, Brandon Greene; Tigercat district manager, Jerry Smeak; sales specialist, Pat Garrett and mill owner from Indiana, Mike Reynolds.

It has been three years since Jimmy received the first ever 5185 fixed felling saw, which was specifically designed for Jimmy's needs, cutting large diameter hardwoods.

Jimmy's original Tigercat LX830C was equipped with a Pierce-Pacific bar saw head. After a couple of weeks of heavy duty felling and shovel logging, it became apparent that the head was not a good match for the job. The situation was causing a great deal of lost production and reflecting negatively on the Tigercat LX830C carrier. Accordingly, Tigercat president, Tony Iarocci and Duane Barlow, Tigercat product manager, came to Jimmy's job site to figure out how Tigercat could help.

Barlow and his team looked for an alternative head among a half dozen different manufacturers. "None of them provided the combined features of durability, simplicity and cost effectiveness to suit the application," commented Duane Barlow. Jimmy responded with, "Then why doesn't Tigercat just build one?"

For close to a year Jimmy worked with Tigercat engineers to build the 5185 fixed felling saw, specifically designed for cutting large hardwood species. "It was well worth the wait," says Jimmy.

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Tigercat LX830C with a 5185 fixed felling saw head cutting large hardwoods.

Current J&B operations

Jimmy and his crew are currently selective felling 350 acres (142 ha) of third growth hardwood species including cherry, oak, maple and poplar on relatively steep and very rocky terrain. J&B started at the new site, which is only fifteen minutes from Jimmy's house in Oakland, at the beginning of February. Jimmy is thrilled to be working close to home. Typically his job sites are at least 60 miles (100 km) away. J&B Logging load approximately eight trucks a day, hauling logs to Alleghany Wood Products in Kingwood, West Virginia with the pulp going to Verso Corporation (formerly NewPage Holdings).

Jimmy runs a tight four machine felling, skidding, loading and hauling operation. A Tigercat 240B loader was the first Tigercat Jimmy owned, which he purchased in 2004, accumulating over 16,000 hours to date. The loader still works great but they are trying out a new Tigercat 234 loader. Jimmy has two skidders, one being a Tigercat 630C, which he purchased in

2007. "It is my main machine," he emphasizes. The Tigercat skidder stays with the feller buncher at all times, skidding the trees out of the stand to easier terrain where a second skidder relays the bunches to roadside.

The most recent purchase for J&B Logging is a new Tigercat LX830C track feller buncher, of course with a 5185 fixed felling saw which Jimmy purchased last July, trading in his older Tigercat LX830C.

Useful 340 degree wrist

Jimmy operates the track machine himself and truly sees the advantages of the 340 degree wrist combined with

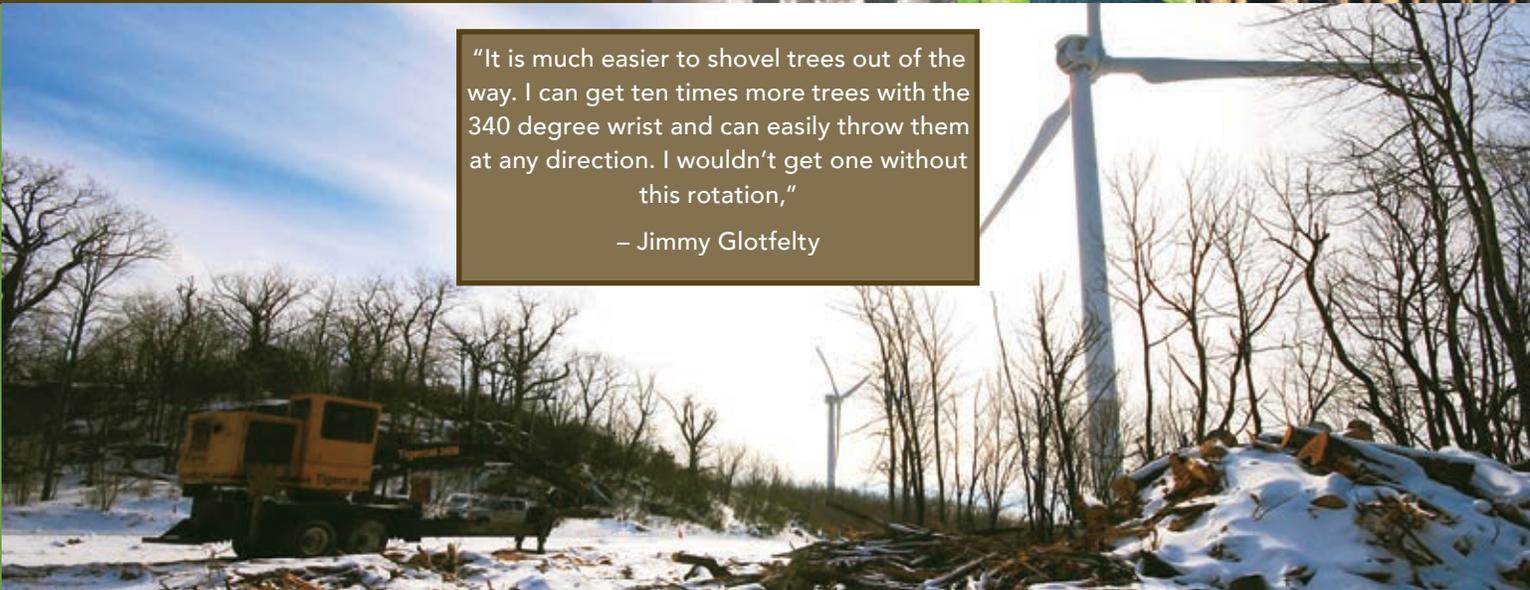


Jimmy is proud to have been a major influence in the Tigercat 5185 fixed felling saw design.

the Tigercat 5185. "It is much easier to shovel trees out of the way. I can get ten times more trees with the 340 degree wrist and can easily throw them at any direction. I wouldn't get one without this rotation," explains Jimmy.

"It is much easier to shovel trees out of the way. I can get ten times more trees with the 340 degree wrist and can easily throw them at any direction. I wouldn't get one without this rotation,"

– Jimmy Glotfelty



Wind turbines at the top of the J&B Logging site in Oakland, Maryland.

Jimmy is not only using the bar saw to fell and shovel trees. He can build skid roads, cut tops and use the

owner from Indiana who also wanted to check out the 5185 bar saw in action.



Tigercat 234 loader on demo.

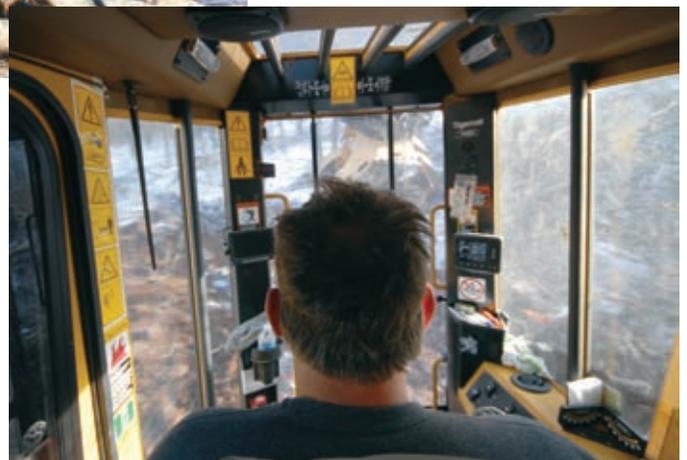
arms to pick up rocks. "I can get rid of anything in my way with this head," says Jimmy. He may go through a couple of chains, but the operating costs are much lower with the 5185 saw compared to a disc saw, so he is not too concerned.

Who's next?

Lyle Ricer, owner of Tigercat dealership, Ricer Equipment, along with sales specialists Pat Garrett and Brandon Greene brought along Mike Reynolds, a mill

Mike is cutting similar sized wood to Jimmy, maybe even larger, with 20-25 in (50-64 cm) diameter being a typical size. "I saw Jimmy get a hold of that tree, rock her loose, cut it off, rotate that head around, jammed the two fingers under the stump, clamped it and lifted it to push it right out of the ground. He was sure putting that head to the test," Mike says in awe. "I am doing mostly select felling large hardwoods, not too much clear cutting. I will

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View from inside of the Tigercat LX830C cab.

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Tigercat 5185 fixed felling saw mid-cut.

sometimes have to shovel log twice to get it to the skidder so this bar saw is exactly what I have been looking for,” adds Mike.

Only one day after seeing Jimmy operating the LX830C with the 5185 fixed felling saw, Mike Reynolds purchased one for himself. Mike was very impressed with the performance he saw in Oakland and is very excited to get his own working on crew in Indiana. Stay tuned for part three of the 5185 fixed felling saw chronicles when we visit Mike in Indiana! ■



(L-R) Lyle Ricer, Mike Reynolds and Brandon Greene curiously watching Jimmy operating the 5185 fixed felling saw.



The sun shining on the 5185 fixed felling saw; operator view from inside of the cab.

Visit www.tigercat.com/btb to learn more about the origin of the 5185 fixed felling saw. BTB Issue 30, March 2012, *In the Thick of It*.

Visit www.tigercat.com/video to see this 5185 fixed felling head in action.

ADDING VALUE

Russell Stites is doing it all – timber buying, logging, trucking, log exporting and now sawmilling – with a focus on smart growth.

– Paul Iarocci

Russell Stites, owner of Pro South (encompassing Pro Logging and Pro Trucking among other ventures) based in Booneville, Mississippi, often brags about his 18,000 hour Tigercat 234 loader. (See letter to the editor in BTB 38, November 2014.) As we stand on the deck watching one of Russell's six crews in action, he gestures to the old 234 loader and the approaching Tigercat E620C skidder. "That is my favorite skidder and my favorite loader. They've paid for themselves two times over." The E620C has 13,000 hours on the meter and the 234 has worked over



A Tigercat E620C pulling to Russell's 2006 234 loader. "That is my favorite skidder and my favorite loader. They've paid for themselves two times over," says Russell.

18,000 hours. The 2006 model loader is still on the original engine, achieves good fuel economy and meets the same production quotas as his new loaders. Russell has no shortage of 234 loaders to compare against.

A fleet of 25 Tigercat machines including nine 234 loaders is spread among the six crews. Russell buys his Tigercat gear from B & G Equipment, Iuka, Mississippi. In addition, the trucking arm of the company

(Pro Trucking) runs 30 trucks and 80 trailers. The logging crews are configured for either three or five men – providing flexibility to respond quickly to changing market forces in the 100 mile (160 km) radius Pro Logging normally works within. These days the crews are mostly engaged in clear felling operations.

Russell is definitely part of the next generation of contractors whose success is built on a combination of factors including hard work, smart growth tactics, vertical integration, relationship building and adaptability to change and new opportunities. He got his start in the industry at the age of eighteen working on a logging crew owned by his father, Danny Stites. Danny established the hardwood crew in 1995 primarily to supply logs to his main business, American Timber Co. – a sawmill in Baldwyn, Mississippi.



Steve Ballard (B & G Equipment), Russell Stites and Tigercat district manager, Johnny Boyd.

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Pro Logging has six crews working in pine and hardwood.

After working on the crew for four years Russell bought it from his father in 2000. Reminiscing on the company's growth and where they were at the time they purchased that first 234 loader Russell says, "In 2007 we had just split into two crews and I was buying the timber. Now, I have three full-time timber buyers." General manager, Jimmy Smith has been with Russell from the beginning and also worked for Danny back in the nineties.

The procurement team is just the tip of the proverbial iceberg. Russell has grown the company to 80 employees with 30 working in the woods on the harvesting crews. "Our logging force is the backbone of the company. I can't take on the growth opportunities that I do without knowing I have their support." Russell adds that most of the crew leaders are highly-capable and reliable, long-time employees.

New digs

The company commissioned the construction of an impressive new shop and office facility, completed in 2013. The large, well-outfitted shop allows the company to remain quite self-sufficient and able to manage and maintain the large equipment fleet. "What I like about Tigercat is that we can run the machines into high hours. Roger Anglin, our Tigercat trained mechanic, allows us to keep the older machines running."

The new building overlooks an expansive wood yard with a 100,000 ton wet or dry capacity. For Russell, the wood yard tames the company's seasonal harvesting cycle. "Staging wood helps us work consistently in the summer and works around the quotas," he explains. The wood yard enables Russell to stockpile wood when harvesting conditions are favourable and to pull inventory wood from the yard to supply the mills during extremely wet winter weather conditions when the mills face shortages.

Pro Logging is essentially taking on a portion of the inventory and wood flow management responsibility and packaging it as a value-added service to its customers. It's this type of smart growth and business development that Russell strives for because it adds real value. "Times have changed. Due to year-round quota restriction and tight profit margins, moving an extra load of wood no longer holds the same value as it did when I started logging," he says. "Adding value, securing additional mill relationships, buying standing timber, the sawmill – this all adds value to what we do. But just trying to cut another load doesn't add the value it once did."



Pro South is headquartered in a brand new facility located just outside of Booneville, Mississippi.



Russell sees the log yard as an added service to his customers and a way to work around quotas.

The procurement side has also added value to the business, providing Russell with more control and another tool to negotiate the seasonal and cyclical nature of the business. Throughout it all Russell has developed excellent relationships with landowners and mills.

As the Pro South group of companies became more vertically integrated – combining procurement, brokering, harvesting, trucking and inventory management – the next logical step was a sawmill, which became operational as of February and is anticipated to be fully functional by mid-2015. “We have supplied hardwood sawmills with logs for twenty years,” explains Russell. “Now we want to add value by doing our own sawing and planning to fit our needs.”

Another value-adding development that Russell is embarking on is the Forest Stewardship Council (FSC)

forestry management group audit process. Russell explains that the certification provides a chain of custody where a log can be tracked back to the forest where it was grown. FSC promotes environmental protection and provides companies like Pro South the potential to access new markets – many major companies have policies that state a preference for FSC-certified products. Increasingly, consumers and governments are requesting FSC-certified products. For example, the US Green Building Council’s LEED program provides incentives for using FSC-certified materials. For all these reasons, Russell sees the certification as an important opportunity.

Throughout this extended period of growth, Russell has come to rely on the durability, uptime and productivity of his Tigercat equipment along with the service and parts support of B & G Equipment. ■



Russell has two Tigercat track loaders working the wood yard including this newly acquired T250D with the super duty mill yard package. It includes the high rise cab, larger undercarriage and long reach boom system.

635E SCARIFIER HELPING THE HIGH-BALLERS

Proper scarification is very important to accelerate the tree planting process. The fastest growing reforestation company in Canada, HRI, has turned to Tigercat's, six-wheel 635E scarifier to get the job done.

– Samantha Paul, marketing

With a strong reputation for innovation and hard work, Heritage Reforestation Inc. is the fastest growing reforestation company in Canada. HRI has been in the silviculture business for nearly twenty years, specializing in all aspects of reforestation including site preparation and tree planting. Their operations span Ontario, Manitoba, Saskatchewan and Alberta.

Site preparation is generally referred to as scarification, which is a process of breaking up the untamed surface after the land has been harvested. A heavy-duty carrier equipped with a disc or trenching attachment is typically used to break through the branches and leftover tops to expose the soil to more light, water and access to nutrients, which encourages strong healthy root formation. Proper scarification is very important to accelerate the tree planting process and significantly boosts productivity.

Jack MacDonald, owner of HRI, employs up to 350 people. These consist mostly of seasonal tree planters during the busy season – where Jack started in the industry himself. “I started planting in 1991 and I bet I have planted over a million trees in my day,” claims Jack. “Tree planting is a demanding job – physically and mentally, however it can be a very gratifying experience.” Planters work in all kinds of weather, from rain and snow to 35°C (95°F) heat. The work itself involves strapping on planting bags full of trees that weigh 5-10 kg (10-25 lbs), grabbing a shovel and covering your land.

Planters work as quickly or as slowly as they want but by the end of the day, everybody stinks of sweat. The crew of tree planters gets in the van and tells the crew boss how many trees they each planted that day, and then fall asleep on the drive back to camp. The goal is to be awarded the coveted designation of Camp High-baller – the person who planted the most trees that day!



Tigercat 635E scarifier with a Bracke T26 plus disc trencher attachment.

Six-wheel Tigercat 635E

Jack MacDonald and his crew at HRI typically prepare and plant 6 000 hectares (15,000 acres) each year, requiring the most productive and reliable equipment. Jack owns four Caterpillar scarifier-type machines but was looking for something bigger and stronger as his company continued to grow. That is when Jack turned to Tigercat and ordered himself a 635E with a Bracke T26 plus disc trencher attachment from Tigercat dealer, Wajax Equipment – the first Tigercat 635E scarifier in Ontario. “I couldn’t find a machine big enough that [would accommodate] three arms and a strong bogie system unless I went to a Tigercat design,” claims Jack. At 194 kW (260 hp), the 635E is Tigercat’s highest capacity skidder, built for extreme duty and super high production logging operations. With a high constant duty cycle, scarifying is considered to be one of the most demanding and punishing applications for off road equipment.



Tigercat 635E scarifier preparing the land for replanting of jack pine in Sudbury, ON.

The 635E scarifier was delivered August 2014 and started operations in Gogama near Sudbury, Ontario. It will be working its way north through vast areas of slash and rocky terrain toward Timmins, scarifying the ground for jack pine to be replanted. Jack MacDonald and his team were so impressed with the Tigercat 635E performance that they have purchased another, scheduled to ship this spring, where it will be preparing land for tree planting in Alberta.

The four other scarifiers that Jack owns only have two arms and four wheels in comparison to the Tigercat 635E with three arms and six wheels. “Having the three arms on the Tigercat machine makes things much more productive and is cutting down fuel costs by 35%,” says Jack. “Although the terrain is not very swampy, the operators are much more willing to go into softer and wetter terrain with the six-wheel design when they do come across it.”

Ground scarification is extremely hard on the prime mover and considered one of the most demanding forestry applications because of the near 100% duty cycle. In addition, because the scarifying work is done in a row pattern, the operators have very little leeway to avoid obstacles.

Jack strongly agrees that good cab ergonomics are very important to getting

an operator to stay in the cab for longer time periods. Jesse Valencourt has been working with Jack for six years, previously operating the four-wheel machines and now the Tigercat 635E scarifier. Jesse loves the Turnaround® seat, the tracks and the smoother ride due to the Tigercat bogie system. A happy operator makes for a happy owner and Tigercat is proud to provide the scarification equipment necessary to accelerate the tree planting process for HRI and help out those hard working high-ballers! ■



Jack MacDonald visited Sweden last year to see the Tigercat carrier with Bracke three row attachment working in the field. This trip to Sweden led Jack to decide to purchase his first Tigercat scarifier as his prime mover. (L-R) HRI owner, Jack MacDonald; HRI field mechanic/foreman, Shilo MacDonald; visiting Swedish owner/operators and president of Bracke, Klas-Håkan Ljungberg.

SUNCHIP GROUP

Passion, pride, and diversity is the key.

– Glen Marley, sales representative for Australasia and southeast Asia

Mark Blackberry formed the Sunchip Group based in Maryborough, southeast Queensland back in April 1997. Like most successful and passionate loggers, Mark had an early start. Growing up in the rugged region around Scottsdale in northeastern Tasmania, Mark has worked in the industry one way or another since childhood. He became an accomplished and well-regarded operator, so much so that after a stint in the Australian Football League or AFL (the highest-level professional competition in the sport of Australian rules football), Mark worked for Valmet Corporation for five years travelling extensively as a demo operator and sales specialist.



Sunchip Group's Tigercat LH855C track harvester with a Waratah HTH624C harvesting head working in Tumut, New South Wales, Australia.

Since Sunchip's inception in 1997, the company has been through periods of rapid growth followed by downsizing in response to the market and economic cycle. These days Sunchip is growing at a manageable and sensible rate after some hard lessons learned. The company employs 120 and the Queensland operation harvests and hauls approximately one million tonnes a year of Caribbean and slash pine, making Mark one of the highest volume loggers in Australia. The harvest comes from the sustainable Tuan and Wongi plantations around Maryborough and Gympie, Queensland, Australia.

Recently Sunchip was a runner-up for the highest transport industry award in Australia (Trucksafe Australia) and he is very proud that Sunchip is the first forestry-based company to achieve such a high honour.

Asked the secret to this success, the exceptionally proud family man suggests, "It's very simple really, you

just have to treat all of your employees, the forestry companies and all of the suppliers with respect and try to be helpful. If we don't get that in return, then we won't work with them." Mark continues, "Most of our employees have been with us for over ten years, with some that have stayed on since our early days back in '97, so I guess those simple principles I learned growing up playing footy are working out well."

The company runs 30 B-double truck and trailer combinations (two tri-axle trailers joined with an extra fifth wheel) with a payload of around 42 tonnes and a mixture of Tigercat, Komatsu, and Madill logging machines. "It's a big investment," says Mark. "Good staff give you the confidence to outlay all that capital, knowing that they'll look after the gear, so that we can make some money out of it all."



Sunchip Group's LS855C fitted with the Tigercat 5195 directional felling saw in the Oberon region. The machine works its way uphill, laying large radiata pine perpendicular across the slope in a row.

Mark collaborated with Tasmania-based trailer manufacturer, Elphinstone, to develop custom-built trailers to handle the 18,3 m (60 ft) full-stem trees for the Maryborough mill, the only full-stem operation in Australia. "We know that strong relationships with our suppliers help both parties to be innovative."

Mark points out that the Sunchip group of companies is very diverse, and this diversity carries through to Mark's own family. His wife Gina is a Doctor of Education. Sam, their son and eldest child, is in the Brisbane Lions AFL development academy and their three daughters are all talented in dance, acting and modelling, recently competing and performing for talent scouts in Orlando, Florida.

Without doubt this mindset of diversity led Mark away from his previous preferred machinery supplier when he purchased two Tigercat 635D skidders in 2011 for the Queensland operations, where eight-wheel extraction machines had previously been used on the wet, sandy soils in the Tuan forest. Mark states that "those first Tigercat six-wheeled skidders really revolutionized our operations and gave us an increase in hourly production. When the king tides hit and water literally seeps up through the ground in the middle of the plantations even

though the coastline is up to five kilometres away, availability still stayed high with the six wheelers." He goes on to say that "the reliability alone from these units opened our eyes up so much so that after we had built a good relationship with [Australian Tigercat dealer] Onetrak, we then started looking at the other machines that Tigercat offered."

In January, 2014 Mark purchased the first of his four Tigercat track machines, an LH855C fitted with a Waratah HTH624C harvester head. The machine went to work in Tumut, in southern New South Wales where Mark established the concept of using modern day leveling, felling and shovelling machines to replace the traditional cable operations that others had tried in the region. With extreme slopes in the rich clay region on the western side of the Snowy Mountains, part of Australia's Great Dividing Range, these machines comfortably work on upwards of 60% slopes.

Sunchip recently purchased another LH855C harvester along with an LS855C fitted with the Tigercat 5195 directional felling saw for felling and shovelling large 1,2-1,8 m³ (1.75-2.5 ton) radiata pine in the Oberon region slightly north of Tumut. The machine works its

way uphill, laying the trees perpendicular across the slope in a row. The HTH624C equipped LH855C processes the trees which are then extracted with a conventional forwarder.

"I'm very happy with the Tigercat product and the passion that they have in supporting and developing the machines. Without doubt these machines are the best I have ever owned in their category. Tigercat is not afraid to listen to what the customer wants."

– Mark Blackberry

Once the slope, terrain or moisture levels become too challenging for the forwarder, the LS855C will shovel the trees either up or down the slope to where the traditional ground based crew can process and extract them. Mark says, "This felling and shovelling concept that is now getting very popular in New Zealand isn't really that new, but the reliability, safety and productivity of the Tigercats on steep slopes leave the other brands for dead. The modified ground based cut-to-length system is more expensive than a simple cut-to-length operation, but is cheaper and safer to run than the cable operations that were used in the past."

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With the addition of a flat-based Tigercat 860C equipped with the 5702 felling saw into his Queensland operations in May 2014, Mark clearly states, “I’m very happy with the Tigercat product and the passion that they have in supporting and developing the machines. Without doubt these machines are the best I have ever owned in their category. Tigercat is not afraid to listen to what the customer wants.”

During a quick trip to Canada last December, Mark and his son Sam were not only able to meet with senior management and engineering teams, but also saw the dedication, passion and quality that goes into all Tigercat machines, including Mark’s second LS855C shovel logger as it was being assembled on the shop floor. Mark continues to look for new opportunities to improve his company’s flexibility and states that his relationship with Tigercat is a big part of his plans going forward. ■

CONSTRUCTION UPDATE - 160 CONSOLIDATED DRIVE, PARIS

– Steve Crosby, vice president – Paris operations

Progress on the building project at 160 Consolidated Drive continued slowly through the first two months of 2015, including the most bitterly cold February on record in southwestern Ontario. With the average temperature well below -10° C (14° F), some construction materials could not be installed including adhesives and, most notably, concrete floors. Concrete is expected to pour in mid-March and, hopefully, the average temperature will pick up enough to allow painting of the roof joists and deck.

Tigercat maintenance team members from Paris and Cambridge came together to install the crane rails on the three 130 m (425 ft) long high bay areas of the plant in early February and crane installation is scheduled to

begin early April. New crane technology in this plant will include up to 32 tonne (35 ton) capacity and 8 m (26 ft) of lift. Every bay will be equipped with load cells for scaling machines and components, to ensure accurate weights and measures for shipping.

On top of managing daily construction activities on site, Tigercat’s design and construction partner, Vicano Construction is pressing forward with quotes and selection of interior and exterior finishes, lighting and power distribution. The state-of-the-art LED lighting system for the plant and office will be completely dimmable. Within the last two months, LED technology has made yet another leap forward and the new fixtures in the plant will be capable of producing fifteen percent

more light output at the same input power as originally specified, and at the same initial cost. Dimmable LED lights also allow us to use daylight sensors to reduce the power to the fixtures around the skylights depending on the natural light available from the sun, further reducing operating costs.

Despite delays due to cold weather, the plant is still on track to be substantially complete in May, and we are hoping to start production of our first machines in this new facility at the end of June. ■



dealer news

B & G EQUIPMENT DEDICATED TO CUSTOMER SERVICE

Debbie Webb, president of B & G, talks about their new location in Alabama and the company's steadfast efforts at improving the customer experience through better facilities as well as outstanding parts and service capabilities.

B & G Equipment has a 39-year history in Mississippi. The original facility in Philadelphia, Mississippi was built in 1976 on an excellent site with room to grow. Construction of the Magnolia, Mississippi branch followed in 1984. The Hattiesburg facility was built in 1997 and the Iuka dealership opened in 2002.

As the city of Philadelphia grew in the direction of the store, B & G started to experience traffic problems with the volume of log trucks and lowboys pulling in and out of the parking lot. In October 1998, the company relocated. "Our new facility consisted of a 10,000 square foot building for parts and administration with a designated hose room, five closed bays, two five ton overhead cranes and a ten ton crane which was a big improvement over

the old facility, where the technicians relied on A-frame overhead cranes," says B & G president, Debbie Webb. In 2004, the Hattiesburg facility received additional service bays with two overhead cranes and an additional 2,000 ft² (186 m²) to the parts department, including a dedicated hose room in 2012.

In 2013, the company focused on the Hattiesburg location, adding 1,600 ft² (150 m²) of parts storage and lengthening the service bays. Debbie comments that customers across all store locations have been very pleased with the inventory of parts that B & G stocks. "Anytime the customers see us adding onto our facilities, they are reminded of the dedication we have to servicing them better."

Now, B & G is expanding into western Alabama with a new facility in Moundville. The Moundville facility is similar to the other locations but with some important modifications. "We thought about a nice big lobby area but instead we decreased the size because we would rather have the area used for parts inventory. I guess you could say we don't look to impress in administration

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(L-R) Vice-president of Harrison Construction, Lance Wyatt; Tigercat district manager, Johnny Boyd; B & G president, Debbie Webb; B & G CEO, W. J. Bates; B & G vice-president, Justin Webb; Justin's son, Cameron Webb; branch manager of B & G Moundville, AL, David Long; superintendent of Harrison Construction, Ray Johnston.

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facilities as much as we want to provide service to the customers. Our parts inventory and administrative office area is 10,000 square feet and our service department is 4,800 square feet including three shop bays with five and ten ton overhead cranes.”

As for staffing, David Long, who has been selling or servicing Tigercat equipment for over 20 years, is managing the Moundville store. “David is a firm believer in the Tigercat line and was instrumental in helping establish our Hattiesburg location,” says Debbie. New parts manager, Tony Williams has over fifteen years in the heavy equipment parts business. Rounding out the staff are service technicians, Henry Hood and Jesse O’Neal with Kade Webb working in the role of parts, warranty and service administrator.

When asked about the logic behind the Moundville expansion, Debbie responds, “We feel expanding into Alabama is a really good fit for us. We have been working the western Alabama line for years, so it made sense that if we were going to expand that it would be western Alabama. Moundville was the first place we went to. We knew that Westervelt has a big lumber mill there and a lot of the loggers haul to that mill. We also like that it is only ten miles from the interstate. It isn’t so far south that we can’t service the northern part of the territory and there are a ton of log trucks traveling up and down Hwy 69. It is the perfect fit. We look forward to gaining the trust of the area loggers by providing strong customer service with parts availability, service response and what we consider the best product on the market – Tigercat.” ■

employee news



Drew Beery

Tigercat Increases Product Support in Southern US

Tigercat is pleased to announce that Drew Beery and Aaron Piper have joined the Tigercat product support team. Both Drew and Aaron will focus on providing after-sales technical support to Tigercat’s extensive customer base in the southeastern United States.

Drew has been in the diesel engine repair business his entire career, including diesel engines in the forestry industry where he removed, rebuilt, and reinstalled fuel pumps, injectors, and turbochargers. He also has been repairing and building diesel engines since 1978.

Aaron has worked in the construction and forestry industry for seventeen years. He started in the industry with Komatsu as a resident field technician, primarily working on their excavators. From there Aaron went to work for a utility contractor providing product support to their entire equipment fleet. Aaron has also worked as a field technician for John Deere then moved up to the role of service manager.

Tigercat is very pleased to have them as part of the Tigercat family. ■



Aaron Piper

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