



THE TIGERCAT STORY

Tigercat is a privately owned Canadian corporation specializing in the design and manufacture of premium quality forestry and off road industrial equipment.

Tigercat[®]
Tough • Reliable • Productive

Origins

Tigercat began in 1992 when a small group of professionals with extensive experience in all facets of the logging equipment industry teamed up with the Cambridge, Ontario based MacDonald Steel, a company engaged in the fabrication of components for many well-known equipment manufacturers.

Owner and CEO Ken MacDonald envisioned the creation of a new company that would build upon MacDonald Steel's fabricating expertise, a company that would design and manufacture purpose-built forestry equipment. It was a gamble because at the time there were many large and established companies competing in a crowded forestry equipment market.

The original team members performed exhaustive field research in the southeastern US, one of the world's great wood producing regions. This on-the-ground experience with logging contractors

determined that even with four manufacturers competing for market share, drive-to-tree feller bunchers were falling well below the expectations of the customer base, foremost in terms of mechanical reliability and longevity.

Focusing on the input and reactions of southeastern US loggers, Tigercat set out to design a technically superior alternative. The result was the 726 feller buncher, quickly recognized as a more durable, reliable machine capable of achieving greater production. The 726 also proved to deliver a longer useful life with significantly higher uptime than competing machines.

The immediate success of the 726, coupled with Tigercat's high regard for customer feedback and satisfaction, set a high standard early in the game which the company constantly aims to surpass.



Vertical Integration

Tigercat machinery is well known for structural integrity, long life and the ability to withstand the extreme challenges of full-time forest-duty applications.

In addition to superior engineering, it is Tigercat's deep fabricating expertise and high quality welding and machining that account for the durable nature of the machines.

Machine uptime is reliant on hundreds of individual parts working together. To further increase the performance and reliability of Tigercat machines, the company has taken control of the design and

manufacture of a selection of key components – including axles, transfer cases and pump drive gearboxes – all in an effort to provide parts that are able to withstand the stresses associated with the high performance and capabilities characteristic of Tigercat machines.

Tigercat has dedicated a 6 200 m² (67,000 ft²) facility to the design and manufacture of drivetrain components, along with full warranty and component rebuild teams. This provides a continuous feedback loop for rapid response to technical requirements and ongoing design and manufacturing improvements.

Innovation

It is Tigercat's innovative approach to engineering that has enabled the company to compete successfully in an arena occupied primarily by multinational industry giants.

Tigercat's innovations in the forestry industry are significant and unmatched – benefiting owners, machine operators and the environment.

Recognizing the inefficiencies of a conventional boom system, Tigercat designed and patented a superior alternative. Over the years, the efficiencies achieved with ER® boom technology have saved millions of litres of diesel fuel.

Tigercat's revolutionary Turnaround® skidder seat has significantly improved operator ergonomics, while enhancing skidder productivity and efficiency. Tigercat skidders don't travel in reverse, they travel grapple-forward.

Tigercat's EHS® skidder drive system increases working travel speeds, improves hydraulic motor efficiency and delivers powerful tractive effort.

These are just a few of the ground breaking achievements that have advanced the business of harvesting trees. It is made possible through Tigercat's willingness to constantly improve, evolve and push the boundaries of possibility.



Off Road Industrial Equipment

Off road industrial product development capitalizes on Tigercat's unique abilities and experience. For over 25 years Tigercat has designed and built forestry equipment with increasingly complex hydraulic and electronic systems that are able to survive some of the harshest operating environments on the planet. Tigercat productivity, efficiency and uptime levels lead the industry.

This expertise and a strict focus on the engineering and development of purpose-built machinery is moving the company in new directions.

Tigercat is developing off road industrial machinery for specialized, niche applications in several industries including oil and gas, silviculture, land

development and construction, and the utilities sector – wherever mobile machinery is needed for challenging environments or severe duty applications.

Tigercat has developed a full line of mulchers for land clearing and development, right-of-way, oil and gas exploration and pipeline development. Tigercat carriers serve the utilities sectors, performing off road line maintenance duties. Scarifying and broadcasting carriers serve the silviculture industry. Tigercat has adapted loaders for the scrap metal industry and a trencher carrier to economically access underground utilities.



Tigercat People

Tigercat employs over 1,300 – a far cry from the handful of individuals that designed and built the first 726 feller buncher 25 years ago. The Tigercat team is the company's greatest asset. Similar to end users, suppliers and dealers, Tigercat employees are considered business partners.

Unhindered by a myriad of rules or long chain of command, Tigercat employees are highly customer focused and empowered to solve problems quickly. As a result, operations at Tigercat are characterized by a high degree of responsiveness, flexibility, proficiency and creativity.

Because Tigercat is a customer-driven company, field research is essential to the development process. Designers, technicians and management personnel frequently visit logging operations. This ongoing end-user contact, which is unsurpassed in the industry, ensures that Tigercat's product development is aligned with the current and future needs of harvesting professionals.



The Future

Tigercat was built on a core strategy – to listen to loggers, then design and build tough, reliable, productive forestry machinery to do the job better. Cost per tonne became the aim – to reduce the cost of felling, skidding, forwarding, processing and loading timber. Continuous improvement is a big part of this. Embracing new technologies, adapting to changing needs and requirements, always striving for the optimal solution.

Tigercat will continue to expand – broadening its line of full-tree and cut-to-length logging systems and fulfilling needs and requirements for advanced, extreme duty, mobile machinery in a variety of industries and niche applications.

Tigercat will also continue to improve the customer experience, recognizing that success is not just about delivering the best machine. It is also about the people, the processes, the support and the expertise – the ingredients that make the machines work to the fullest potential.



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