

ISSUE 50 APRIL 2019

# BETWEEN BRANCHES

OFFICIAL PUBLICATION OF TIGERCAT INDUSTRIES INC.

**MULCHING IN  
TEXAS**

**ONE-MAN SHOW  
IN VIRGINIA**

**INVESTING IN  
SILVICULTURE**

**890  
LOGGER  
TIGERCAT'S  
LARGEST**

**TREELINE LIFE SAVER  
WHITNEY SOUERS**

**Tigercat®**



# BETWEEN THE BRANCHES

ISSUE 50 APRIL 2019

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# FROM THE *Editor*

This is the 50th issue of *Between the Branches*, a publication that began in 2001 when Tigercat was not even a decade old and just beginning to break into markets outside of North America. At the time, we wondered how quickly we might run out of things to say.

Since then there has been a steady transformation in the forest industry, driven in large part by the innovations and adaptations of forest harvesting professionals. We continue to learn about new logging techniques and systems that our customers have invented and perfected. We have seen firsthand, the efficiency and productivity improvements that have been achieved. The perseverance and tenacity that our customers have demonstrated throughout difficult times, and a constantly changing landscape has been inspiring to witness.

At the same time, Tigercat has experienced rapid growth in terms of product breadth and geography. And now more than ever before, Tigercat machines are entering different industries and specialized off road applications such as the management of Ashe juniper – a very durable species – on Texas ranch lands.

So there is still a lot left to be said. In fact, our customers have so much to say that in this issue we revisit two contractors who were previously profiled. In November 2015 we wrote about Maine based customer, Treeline, Inc. and its enthusiastic owner, Brian Souers. As Brian's daughter Whitney has become deeply involved in the business, it's a perfect time to have another look under a different lens – as part of Samantha Paul's 'Women in Logging' series.

Donald Robbins is an innovator and pioneer in silviculture and plantation management, operating in Georgia and Florida. To further his vision of modernizing silviculture, Donald collaborated with Tigercat. In 2010 when BTB visited his operations, he had just taken delivery of the first ever S610C spreader. Eight years later, the original machines are going strong and Donald has added to the fleet.

In this issue we also learn how a one-man logging operation works, what one Tigercat team member has been doing with his spare time for the past eighteen years, and how Tigercat is keeping the operator squarely in focus.

– Paul Iarocci

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# TIGERCAT RELEASES LARGEST MACHINE IN FORESTRY LINE-UP

**T**igercat continues to raise the bar high with the introduction of the new 890 logger. At 48 tonnes (105,000 lb), the 890 is the largest machine Tigercat has ever built – a heavy duty, purpose-built logger that can be configured for loading, shovel logging or processing.

A new, longer F7-172 heavy-duty ten roller track frame with a wide stance carbody provides exceptional stability and clearance to manoeuvre obstacles. Tigercat

has co-designed undercarriage components with the manufacturer, Berco, to provide maximum durability and performance in demanding forestry applications.

The Tigercat designers focused on efficiency and performance. New, larger capacity valve sections are used for the main and stick boom circuits to provide higher flow rates and improved efficiency. Another fuel saving feature is the energy recovery swing system. The closed loop drive feeds power back into

the system as swing decelerates, reducing fuel consumption and recovering energy for other machine functions.

Convenient walk-up access to the rear entry door leads to a generous interior cab. The cabin is quiet and comfortable with excellent visibility. The full-length front window and additional floor windows provide clear sightlines. LED lighting and the new rearVIEW camera system further improve operator visibility. ■



The 890 processor working on Vancouver Island, British Columbia.



Warren Nolan

"Tigercat is one of the superior brands in the forestry world. If changes need to be made on a product, Tigercat acts on it and always takes customer feedback to the highest standard. That is why I am excited to work for Tigercat."

## ADDITIONAL FACTORY SUPPORT **NEW ZEALAND**

Tigercat is pleased to announce that Warren Nolan has been appointed to the position of product support representative for New Zealand.

Based in Papamoa Beach on the North Island, Warren is joining Tigercat with over thirty years of experience in the forestry industry. Warren started out working for his father's logging business then continued his career as a harvester owner-operator for eighteen years.

Warren has experience in all aspects of logging, previously working for Satco Logging Attachments for six years as an operator trainer, applications specialist and product support representative.

Warren will be primarily involved with product support for Tigercat's growing customer base on the North Island of New Zealand. ■

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OPERATOR  
FEEDBACK

# 890 LOGGER

**BTB visited Vancouver Island, British Columbia and spoke with operator Marty Fladager of Dynamite Logging to get his thoughts on the 890 logger. Equipped with a live heel boom system, Marty is using the machine primarily for shovel logging large timber on varied terrain.**

Long-time operator Marty Fladager shovelling timber with the new 890 logger in Port Alberni, British Columbia.



Teamwork between the Tigercat LS855E and the Tigercat 890 logger.

**BTB: Tell me a bit about yourself and how long you have been around the logging industry.**

Marty: I was born in Vancouver. I went to my first logging camp when I was two-years-old. I've been in logging all my life. My dad was a master mechanic for Western Forest Products. He was transferred to Jordan River when I was young so that is when we moved to the Island. I grew up here. And ever since I was little I wanted to be in the woods.

**BTB: How long have you been operating forestry equipment?**

Marty: Good question. I am 47-years-old, so I have been operating for 27 years now. As soon as I got out of high school, I went straight into running a machine. And I've been doing it steady ever since. I have been on log loaders my whole career. My girlfriend actually drives a logging truck. She loves it. She has been driving for about

thirteen years now. We actually met in the woods when I was loading her truck.

**BTB: What were you operating prior to this?**

Marty: Before we got the Tigercat 890 I was running a Madill 3800. I got the 890 after the Pacific Logging Congress show in Oregon last September. I have been running it for about four months now. The machine has 856 hours on it. It is the second 890 that Tigercat has produced, I believe.

**BTB: In what type of terrain and wood size are you currently using the 890?**

Marty: This is actually fairly flat and this wood is pretty big for second growth. We usually go a lot steeper than this. We use the little guy, the Tigercat LS855, to help out on the steeper ground. They work very well together out here.

**BTB: What were your thoughts on Tigercat prior to operating this machine?**

Marty: I had never run a Tigercat before, so I didn't know. I knew that Tigercat was becoming more popular in the area so I was pretty excited when I found out I was getting the 890 model.

**BTB: What are your thoughts on the 890 so far?**

Marty: I really like the cab. It is the best I have been in. The visibility is very good. It has heated and air-conditioned seats... I mean that is pretty nice! The longer track frames are very good for climbing. And it is really nice being able to open the machine up and have all the handrails and steps to get around. It makes it very easy to climb all over it. The touch screen display is nice too. I haven't figured it all out yet, but I got the basics. Overall, it is very operator friendly.



**BTB: Are you familiar with the RemoteLog™ telematics system on the machine?**

Marty: One morning I received a call from our Inland representative telling me I had low coolant on the machine. I didn't understand how he knew that, but I did have low coolant. I am not very familiar with the system but I can see it being very useful.

**BTB: Do you like logging on steep ground?**

Marty: I love it. When you have so many years under your belt like I do, you feel very comfortable on steep terrain. And I know my limits. It is not for the average person but I will do whatever needs to get done.

**BTB: What feedback can I pass on to the engineers back at the factory?**

Marty: So far I am very happy with the whole thing. The machine is very stable front to back having the longer track frames. And it is very operator friendly. You can let them know that. ■



Visit Tigercat TV to watch the 890 working on Vancouver Island:

[www.tigercat.com/video/890](http://www.tigercat.com/video/890)



(Top left) 890 operator Marty Fladager of Dynamite Logging.

(Middle & bottom left) The second 890 that Tigercat produced, now operating on Vancouver Island.

# Centralized CAB Production

**This installment of On the Floor looks at the advances taking place in the manufacture of Tigercat cabs. Raw steel to final assembly in one dedicated facility.**

– Chris McMillan

**T**he most important aspect of any forestry machine is operator safety. This means that the operator's station must not only be comfortable and ergonomically correct, but also provide protection from the many hazards that are encountered on

logging operations throughout the world. Over the years, operators' cabs have become more sophisticated, offering the latest in technology and comfort. And consequently, the cabs have become more complex and labour intensive to build.

In early 2016, Tigercat's cab manufacturing process was consolidated within the Morton Avenue plant in Brantford. The objective was to house all cab production operations under one roof, from raw steel to final paint. With the exception of forwarder



Tigercat's cab production facility.

cabs and the large logger series cabs, all machine operators' stations are built at the repurposed Morton Avenue facility.

To keep the production process running smoothly, a constant supply of components is required at all stages. Everything starts with the laser cutter.

### **Improved technology**

In early 2019, Tigercat invested in a new laser cutter along with an automated storage and loading system to increase efficiency and throughput. The laser cutter uses a fibre optic cutting system which is smaller, yet generates twice the power from the same amount of current as the previous CO<sub>2</sub> lasers. Operators have noticed a significant

increase in cutting speed. In some cases, cutting times have decreased by up to 50%.

Another time-saving feature is the loading system and storage tower. Raw material is stored in the tower in cassettes and sorted by thickness. The control software determines the thickness required for the next cutting cycle and the robotic loading arms access the correct cassette, pull the raw sheet and transfer it to the cutting bed. When the previous cycle is complete, the outer bed drops, and the freshly cut metal slides out as the new sheet moves in. As the next cutting cycle begins, the newly cut pieces are transferred to a cassette. Then parts are unloaded and sorted into kits. Each kit – representing the steel

required for a complete cab – is sent on for forming, fitting and welding.

A large portion of the plant is occupied by welding cells and a dual cell robotic welder. Weldments are gradually moved from one cell to the next. Each area contains specially designed jigs for different parts of the cab. Once the welding is complete, the cab shells are sent to the blasting booth.

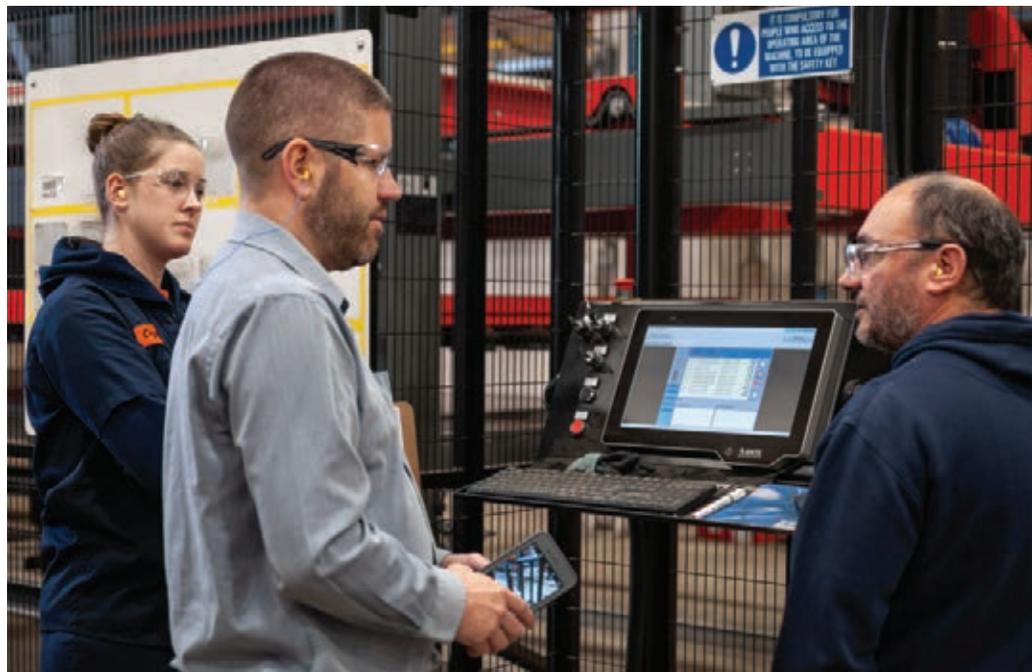
The complete cab weldment is blasted, sanded, cleaned and sealed, before painting. The addition of a drying oven is another tool that has helped speed up the process. Drying time has been drastically reduced by 80%, allowing the assemblers to begin the final assembly stage much sooner than was previously possible. All of the interior and

exterior components are installed on the cab shell. Control panels and wiring harnesses are assembled at Tigercat's electrical systems assembly plant in nearby Paris, Ontario. Other sub-assemblies such as seats, joysticks, HVAC and skylights are built in separate work stations within the cab facility.

### Improved efficiency and quality

By having all fabrication and assembly operations in one plant, planners are able to monitor the process and address any issues that might arise. Plant manager, Chris Brousseau explains, "Having assembly under the same roof as fabrication and paint allows the welders and painters to see the finished cab and where such things as insulation and panels are located." The production planners work closely with the shop supervisors in a continuous improvement loop. All cabs undergo a PDI inspection before they are deployed to other production plants for installation on machines.

The recent capital investment, along with streamlining of the production process, has significantly increased production capacity. But it is not enough. To meet the increased demand for Tigercat equipment, additional machinery investments are underway. Stay tuned. ■



(Top right) The laser cutting system has significantly increased production.

(Middle right) A freshly painted cab waits to be transferred to the drying oven.

(Bottom right) Plant manager Chris Brousseau, middle, checks in with laser cutter operators.

# *Earned* **RESPECT**

**Snowmobiler, wake surfer, basketball player, youth group leader and vice president of Treeline, Inc., thirty-year-old Whitney Souers is a force to be reckoned with.**

– Samantha Paul



Whitney Souers, vice president of Treeline, Inc. based in Lincoln, Maine.



**B**ased in Lincoln, Maine and owned by Brian Souers, Treeline, Inc. is a diversified company with its core business rooted in Maine's forestry industry. The company is involved in harvesting, forest management, timber buying, real estate, truck servicing and parts supply, as well as hauling and transportation services. Treeline also manages one wood yard for Verso and operates one of its own as well.

Brian's daughter Whitney started out with the business at a young age. In eighth grade she was regularly cleaning the shop. After high school she worked in the parts store, stocking shelves and helping with paperwork. Whitney also operated a skidder for several months and really enjoyed being out in the woods.

Before completing a four-year business degree at Indiana Wesleyan University, Whitney took a year off to travel and have fun with friends. At the end of her fourth year, Whitney told her Dad she was going to come back home and help him with the business. Brian was thrilled and started on a job description for her.

Whitney started full time at

Treeline in 2013. Her father's job description started off with sales, "Anything and everything," he said. It also included job costing, managing and promoting Treeline's Making A Difference Fund, and sourcing and installing a new surveillance system for the entire property. (More on the Making a Difference Fund on page 16.)

**WHITNEY'S DAD  
GAVE HER A VERY  
CUTE GIFT THIS PAST  
CHRISTMAS. IT WAS  
A BAG OF LIFESAVER  
CANDIES, AND HE  
SAID TO HER,  
"YOU'RE MY LIFE  
SAVER."**

By 2015, Whitney knew she would be sticking around for the long haul. "That is when Dad and I decided to make a plan for Treeline in case anything ever happened to him." They put succession planning in place and Brian promoted Whitney to vice president so she could have control over company decisions.

Whitney earned the respect of the other employees early on, and her promotion to vice president hasn't changed that. "Even now, I don't mind doing the crap jobs," she says. Whitney still loads the fuel trucks and cleans off the fuel station. "It's super messy at times, and no one wants to or has time to do it, but it's got to be done."



Snowmobile trails start right from Whitney's house on the lake, so she goes for a rip any chance she gets.



Whitney and Brian Souers.

The majestic Maine Highlands.

Two years into the job, Whitney was offered a company vehicle. However, she turned it down. She felt it was an unnecessary expense and she didn't want the other employees to think she was getting special treatment. "Plus, we are still in a period where I have to say we're only going to buy the

necessities. We're only going to repair what we have to. There are a lot of expensive repairs that we have to do," she explains. "There are higher priorities and that is the example I am trying to set."

**Treeline, Inc.**

Currently there are 90 people on

Treeline's payroll. The company manages to keep a low turnover. Many of the staff have been with the company for 25 years or more.

Treeline operates out of a large property with two shop facilities. One is used primarily to service the company's own equipment fleet

and the other is used mostly for outside services. Attached to this service bay is a retail parts supply store. Also on the property is a wood yard to merchandise and inventory bought timber and logs. This yard, and the other yard managed for Verso, each have a Tigercat 234 loader equipped with a live heel and mounted on an AC16 self-propelled carrier.

Service contracts make up about half of the harvesting activities and the other half occurs on purchased land



Treeline owns fourteen Tigercat machines including six 234 loaders, four 822C feller bunchers, two H822 series harvesters, and two 615C skidders.



The area is known for its high populations of moose and black bear.

or purchased timber. Treeline is always looking to the future – when the timber quality on purchased land is marginal, the crews perform selective thinning to maximize long-term value. Real estate is a big part of the business. Treeline has been steadily acquiring land and is now up to 15,000 acres.

Frank Martin Sons Inc. (FMS) out of Fort Kent is the Tigercat dealer in Maine. Keith Michaud, FMS sales specialist, has a great relationship with Treeline. “Keith is awesome. He is always helping us out. He will always bring us parts when he is coming through the area,” says Whitney.

Treeline started with Tigercat equipment in 2011. “We would put out emails when we were looking for certain equipment. Keith was right on it,” says Whitney. “He would email us back right away.” Keith informed Treeline about the 822C model and how it would be a perfect fit for the operations. “So we purchased one, then we got a second, then we got a third, all in one year,” Whitney says. “We still have the first 822C. It probably has 14,000 hours on it. We have had

phenomenal luck with it.”

It made sense for the company to have one brand for feller bunchers and harvesters. “Not every component is the same but for the most part, having as much commonality as possible is a huge advantage. And dealing with one dealer rather than five works out a lot better,” Whitney adds.

### **A day in the life**

Whitney makes an effort to say good morning to all staff members when she arrives at the office. Her next order of business is responding to emails and phone calls.

All paperwork gets turned over to Whitney to look over. This includes parts orders, invoices and billing. Whitney takes a lot of phone calls throughout the day, answering questions, approving staff requests and confirming large repair costs. During winter, she takes a lot of firewood orders and often helps with deliveries as well. “It doesn’t sound like much, but I stay very busy,” she laughs.

Whitney also markets used machines, oversees land sales

**Lincoln** is a small town in the heart of the Maine Highlands. The town is surrounded by hundreds of thousands of acres of undeveloped frontier land. Countless peaks, more than 200 waterfalls and thousands of miles of trails to explore on foot, snowmobile, or ATV. The forests are ripe for wildlife watching and hunting and there are numerous lakes, rivers and streams to paddle or fish. It is the perfect location for outdoor adventure. The Maine Highlands’ lakes, forests and mountains are home to a rich variety of wildlife including snowshoe hare, gray fox, moose and black bear.



Whitney and her church's youth group having a fun day of paintball.

## Treeline's *Making A Difference* FUND

Treeline supports its local, national and global communities. The company recognizes the good that so many organizations are doing throughout the world, and is happy to stand alongside them. In 2011 Treeline decided to organize its outreach efforts and empower people to accomplish more by creating the Treeline Making a Difference Fund. The fund allows Treeline's employees and clients to contribute to any of the programs it supports and then Treeline commits to match those contributions. A few organizations and missions that the company supports are House in the Woods, Legacy International, Linda Gove Ministries, and Community Kids.

Visit [www.treelineinc.biz/make-a-difference.html](http://www.treelineinc.biz/make-a-difference.html) to learn more.

and helps on the operations side, conducting productivity studies, and working to build efficiencies and reduce costs. Managing the sales and marketing side of the real estate business used to be part of Whitney's responsibilities. This has now been taken over by Whitney's current roommate and good friend, Lacey, who recently joined the Treeline team.

Outside of work, Whitney stays very busy. She is a youth leader at the local church in Lincoln. When asked if she has children, she laughs and responds, "Yes, I have twenty teenagers." The youth group meets every Sunday night for games and fellowship. Several times per year they plan special events. Last weekend the youth group went snowboarding at Bigrock Mountain. "This Sunday, we actually have a three-on-three basketball tournament planned. Co-ed, age thirteen and up. We will probably have about twelve teams," she says. Whitney is hosting the tournament on her family's property, inside the front of her parent's house where

**“THERE ARE HIGHER PRIORITIES AND THAT IS THE EXAMPLE I AM TRYING TO SET.”**

– Whitney Souers, vice president, Treeline, Inc.

they have a basketball court and a lounge area with couches. In the summer, Whitney will take the youth group on their family boat to go tubing and wake surfing.

**A father-daughter bond**

One of the main reasons Whitney wanted to come back home after college and work for Treeline was to help her Dad out. “I know how hard he has worked over the years. And gosh, I don’t want to see him work that hard for the rest of his life. I want to help him out,” she explains. “My Dad works in his sleep. He’ll wake up and send emails to himself whenever he thinks of something. Even on vacation, he’s sitting poolside on his laptop,” says Whitney.

She would love to see her Dad not have to come into work every day.

The Souers family has a cabin on a nearby island on West Grand Lake. They have their family cabin and three additional cabins they rent out. Whitney thinks it would be great if her father could retire from the forestry side of the business and instead take over the cabin rentals. “He would love to stay at the island and show people around the lake. That would be the dream,” she says.

Whitney’s father gave her a very cute gift this past Christmas. It was a bag of Lifesaver candies, and he said to her, “You’re my life saver.” ■

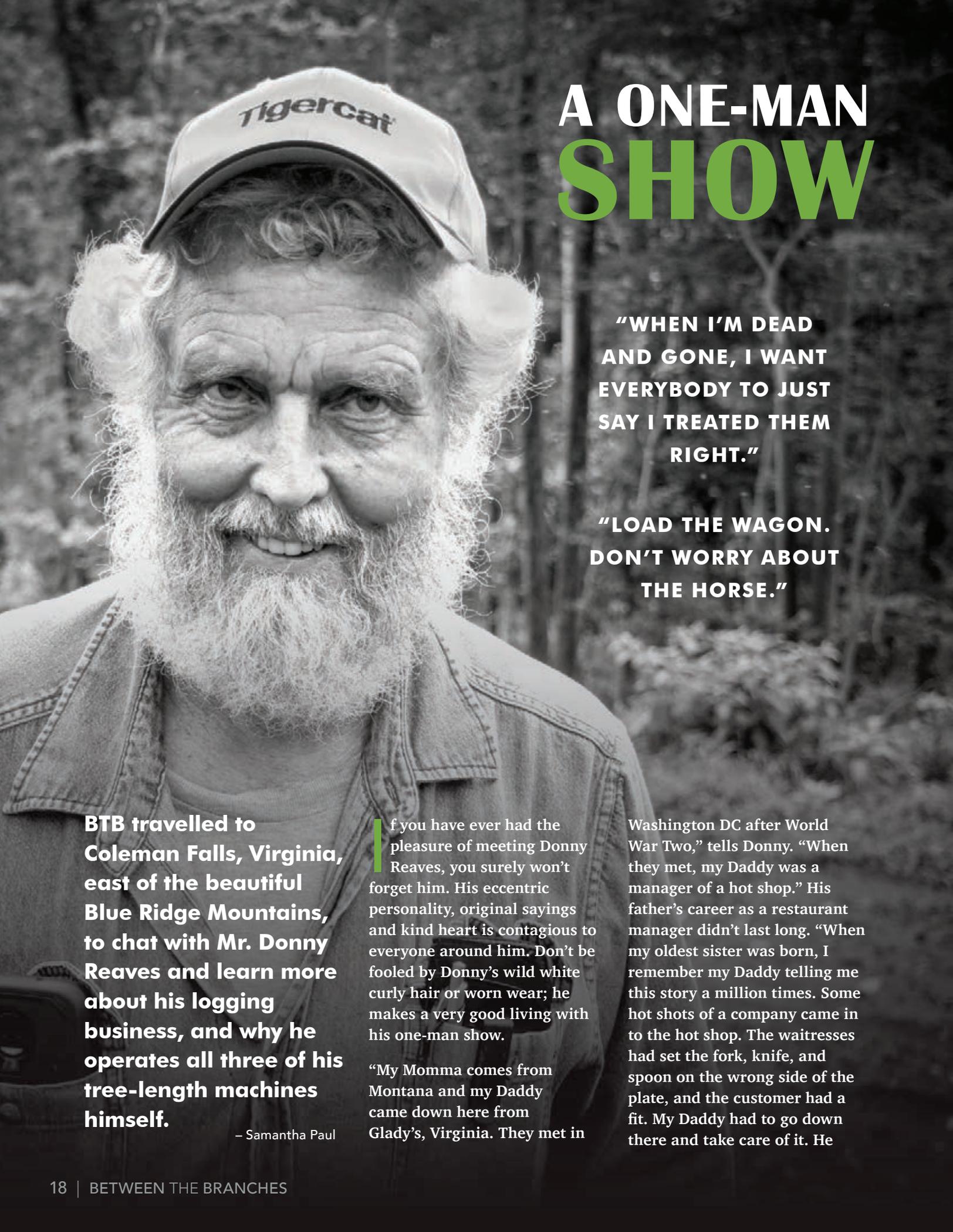
From the archives: Common Ground, BTB 41, November 2015.



Firewood processor operator, Tania Mushero and Whitney working together to fix the processing equipment.



The Treeline service and parts center.



# A ONE-MAN SHOW

**“WHEN I’M DEAD  
AND GONE, I WANT  
EVERYBODY TO JUST  
SAY I TREATED THEM  
RIGHT.”**

**“LOAD THE WAGON.  
DON’T WORRY ABOUT  
THE HORSE.”**

**BTB travelled to  
Coleman Falls, Virginia,  
east of the beautiful  
Blue Ridge Mountains,  
to chat with Mr. Donny  
Reaves and learn more  
about his logging  
business, and why he  
operates all three of his  
tree-length machines  
himself.**

– Samantha Paul

If you have ever had the pleasure of meeting Donny Reaves, you surely won’t forget him. His eccentric personality, original sayings and kind heart is contagious to everyone around him. Don’t be fooled by Donny’s wild white curly hair or worn wear; he makes a very good living with his one-man show.

“My Momma comes from Montana and my Daddy came down here from Glady’s, Virginia. They met in

Washington DC after World War Two,” tells Donny. “When they met, my Daddy was a manager of a hot shop.” His father’s career as a restaurant manager didn’t last long. “When my oldest sister was born, I remember my Daddy telling me this story a million times. Some hot shots of a company came in to the hot shop. The waitresses had set the fork, knife, and spoon on the wrong side of the plate, and the customer had a fit. My Daddy had to go down there and take care of it. He



Four generations (L-R): Donny (Curly), Loraine (Granny), Roy (Fidgety), two-year-old Ridge Timber Dean, and the beagle hounds Uncle Jake and Cousin Pooter.

came back and told my Momma, “I’m going to find me a place so damn far back in the mountains won’t nobody never get behind me.” They left for the mountains soon after.

Donny’s mother Loraine, more commonly known as Granny, is 96-years-old. She lives in a quiet area on the top of a mountain with beautiful scenic views. “My Momma raised four of us. She’s worked hard her whole life,” proclaims Donny. Granny still drives to the market and to church each week. She has help stay with her during the day and Donny stays with her every night. The love between Donny and his mother is genuine. “My Daddy passed of Alzheimer’s and at the

end he asked me to take care of her. You’ll never convince me no different. I assured him I would.” And he has ever since.

Donny has approximately 2,500 acres [1 000 hectares] of forested land surrounding the family homes in the Virginia mountains. Donny’s father Edwin bought the land back in 1948

**“I WOULDN’T TAKE  
A MILLION DOLLARS  
PER SQUARE INCH.  
IT’S NOT FOR SALE.”**

– Donny Reaves, sole owner and operator of Donald E. Reaves LLC.

with \$5,000 down and it took him ten years to pay it off. Edwin left valuable timber for Donny and he is doing the same for his own son Roy. In turn, Roy plans to one day pass the land along to his two-year-old son, Ridge Timber Dean. “Hundreds of thousands of dollars’ worth of beautiful timber was left for me. My Daddy was smart and he liked to watch it grow,” Donny explains.

That was, and still is the family tradition. “What makes my Dad happy makes me happy, and having land rolling back makes my Dad mighty happy,” Roy affirms. “When it’s all said and done, I hope it’s just as much turn of volume. That would be a good thing.”



Donny owns and operates Donald E. Reaves LLC and is the only company employee, running all his equipment himself. Donny likes to stay involved with the logging community. He is on the board of the American Loggers Association and the Virginia Loggers Association and enjoys attending the annual meetings.

### His one-man show

Donny is the sole owner of Donald E. Reaves LLC and co-owns Reaves Timber of Virginia Inc. with his son Roy. Roy cuts for private landowners and Donny select harvests the family land by himself, producing one load per day. He has no employees to pay and minimal equipment payments. Donny generally harvests over 200 loads per year, earning anywhere from \$80 to \$100 per ton for hardwood logs.

At 64 years of age, he has no plans on stopping any time soon. He fells with a Tigercat LS855D feller director-equipped shovel logger, hops out, jumps in his 620E skidder, and drags to his 250D loader. Then he hops in his truck and delivers the wood to the mill himself.

His equipment is purchased from Virginia Tigercat dealer, Forest Pro Inc., with locations in

Scottsville, Ashland and Keysville. Donny speaks very highly of the service he receives from Forest Pro commenting, “Uncle Binky’s sure not going to leave you astray.” Forest Pro owner, Binky Tapscott

### “MY DAD IS VERY PARTICULAR IN HOW HE WANTS HIS LAND CUT... AND ONLY HE CAN DO IT,”

– Roy Reaves, co-owner of Reaves Timber of Virginia Inc.

has known Donny for over twenty years and they have a great relationship.

There is concern in the community for Donny as he is up in the mountains logging by himself. However, Donny and his family are not worried about it. “Twenty

years ago, I probably would’ve done something stupid but today I try to be as careful as I can,” claims Donny.

“If you work by yourself there’s less chance of getting hurt,” explains Roy. “You know what’s running, what ain’t running, and you know exactly what’s around you. You’re not rushing or feeling the pressure. That is when accidents happen.”

Donny adds, “The only bad part is if something does happen, I’m alone. I always tend to believe you’re going to die when your time comes. If something does happen, that means I died loving what I was doing.”

Safety aside, the truth was revealed as to why Donny does everything on his own. “My Dad is very particular in how he wants his land cut,” Roy admits. “He wants things done in a particular way and only he can do it and it works. My Daddy took care of this place.” The love amongst the



Reaves family is undeniable. Not only is it refreshing to see the land being respected and appreciated, it is also great to see individuals planning for the next generation. No doubt, the Reaves look after their land and their own. Donny is very proud of his work and loves to

share it on Facebook. Although he likes to challenge his readers with some interesting verbage, he has a large following and is very well respected in the logging community across the United States. ■



L-R: Tigercat product support, Aaron Piper; Tigercat dealer Forest Pro owner, Binky Tapscott; co-owner of Reaves Timber of Virginia Inc., Roy Reaves; co-owner of Reaves Timber of Virginia Inc. and owner of Donald E. Reaves LLC, Donny Reaves.



True to Donny's fun-loving personality, he names his pieces of equipment. Floppy and Monkey are two of his log trucks. Other equipment names include Big Boy, Big Job and Ole Root Snatcher.



**INVESTING *in***  
**SILVICULTURE**



# “PEOPLE STILL VIEW SILVICULTURE MORE AS A COST AND NOT AN INVESTMENT AND THAT IS THE WRONG WAY TO LOOK AT IT.”

– Donald Robbins, owner of Robbins Forestry Inc.

Back in 2010, BTB visited silviculture contractor, Donald Robbins who collaborated with Tigercat to modify a 610 series skidder to suit his requirements for a silviculture base carrier. Eight years later, we revisited Donald’s operations to check up on the machines and learn a little more about his current challenges and the importance of modern, reliable, purpose-built equipment.

– Paul Iarocci

**R**obbins Forestry Inc. is a long-established multi-service company servicing timberland owners and stakeholders in Florida and Georgia. “We work for timber companies, paper companies and private landowners. We do fertilization, herbicidal spraying and mechanical tree planting,” explains Donald. “Our service provides a tremendous value. You can’t take herbicides and fertilizers out of farming, and it’s the same with forestry.” Donald estimates that fertilization alone provides at least a 25-30% boost to the productivity of a working forest. “It varies from site to site, but fertilization just adds a tremendous value.”

Site prep spraying, which is performed prior to planting, falls in a window between August and November. The next step is planting, which occurs in the winter months, when the trees are dormant and less susceptible to shock. A second spray treatment –

performed after planting in spring – targets grasses and broad leaves. “Timing is a big factor in all of our spraying. Whether it is the fall spraying that we are doing now for gallberry control, oaks and any kind of hardwood, or herbaceous weed control which is done March through May. They are two different types of spray. Our goal is not eradication, it’s control.”

Fertilizing ranges from one to three different applications. The first phosphorous application is performed when the seedlings are two to three years old. Additional nitrogen and phosphorous applications occur later in the rotations. The fertilizer applications depend on what the landowner is trying to achieve at the end of the rotation – pulp, or saw timber.

Donald explains that when you look back at the last 30 to 40 years in harvesting, there has been tremendous progress in the machinery in terms of efficiency and productivity. “The same thing hasn’t happened in silviculture.

All of the money is at the end of the rotation. People still view silviculture more as a cost and not an investment and that is the wrong way to look at it. It’s truly an investment. The decisions you make upfront are a direct reflection on what you are going to get at the end of the rotation.”

Historically, Donald battled overheating issues, whether it was the farm tractors or the previous skidder brand that he was running. “We could never cool down the tractor. You know down here it gets to be 95 degrees. We would have to shut down in the afternoon because it would be running too hot. We made a lot of changes, trying to improve on it. We moved some of the coolers from the front to the back and put an auxiliary fan on it. We did all of this ourselves and still were not able to cool the tractor down. Tigercat upfront was able to run the tractor at a good operating temperature and we haven’t had any issues at all with overheating. It is just a lot more dependable, a much better design.”



Two of Donald's newest machines working in tandem in a site prep application.

Donald is currently running six TigerCat spreaders – all purchased from Tidewater Equipment – and the oldest has acquired around 12,000 hours. The spreaders are a long-term investment. “We’re not able to trade like a logger,” Donald explains. “This is a specialty tractor. I just can’t go down to Tidewater and trade it in on a brand new one.” In the absence of a used equipment market, Donald needs to be able to run the machines into very high hours while guarding against downtime and excessive mechanical repair costs. For those reasons, Donald is meticulous with regard to fleet maintenance and service intervals. He doesn’t cut corners with fluids or filtration, acknowledging that a little upfront investment can save a lot down the road.

Uptime is crucial because silviculture work is even more seasonal than logging. “All of our work is seasonal work. We have a window and we want to do as many acres in that window as we can get. Rain, wind, both of those are big issues with the sprayer. One thing about ground versus aerial is that we are able to spray in winds and up to a ten mile an hour wind. A helicopter can only spray up to seven.”

From an environmental perspective Donald’s ground-based equipment offers other advantages over aerial spraying methods. “I feel a lot better with ground equipment over aerial equipment, especially down here where we are not but two miles from the Okefenokee Swamp. All of these creeks flow into the swamp. So we are very concerned about where we put our product. With ground-based equipment running at a maximum of 8 km/h (5 mph), Donald feels that he has a lot more control compared to a helicopter travelling at 100 km/h (60 mph).

“The TigerCats are really the future and the heart of our operation. TigerCat has been working with us now for over eight years. We are very proud of where we have gotten to. These tractors are a lot more productive and a lot safer for my men,” Donald asserts. “I am impressed with the young engineers and their attitudes and how they handle their problems, which are our problems. Everybody just seems excited about what we are doing and that makes us excited about it.”

The machines are designed to travel between or over the beds depending on tire size and wheel offset. “The

newer machines are nine and a half feet wide with 35.5 tires and we are straddling the bed going down. The other tractors are running 30.5 tires as well and they can actually go between the two beds and big timber. Any one of our tractors can be taken off of one job and be put on another job. And that is important. You know that one piece of equipment can do it all.”

In the site prep applications, the soil is freshly tilled and soft with very little forest debris to stand on. In this terrain a machine can quickly bog down and Donald has always been concerned about weight and ground pressure. “We are very happy with the 35.5 tires and the stance of the tractor. It has been able to stand up well. The front and rear differential lock is really useful. We also added the EHS transmission to these two new tractors which is phenomenal. When they start bogging in, the operators can feel the transmission cut in and it gives them a lot more power.

Machine width was probably one of the biggest factors when Donald started dealing with TigerCat. To get to the required width, TigerCat designed an oscillating centre



section to accommodate a fixed front axle in order to reduce the overall width of the machine. “So we are able to bring the tires closer in to the frame. And that fixed our problem,” explains Donald. Tigercat has incorporated the design into the 602 series skidders in a similar bid to reduce width for tight selective logging applications.

Donald emphasizes the importance of closed cabins with proper climate control and operator protection, recognizing that open cab farm tractors are still used in the industry. The fatigue inducing effects of working in open air during humid summer weather conditions is physically draining

and productivity reducing. A stick thrown up by a tire or a yellowjacket nest poses a real danger.

“I am very concerned about our silviculture business,” says Donald earnestly. “We have the genetics, we have herbicides that target certain plants, we have fertilization. We have all of this but still a lot of the equipment you see on other jobs is the same equipment that has been used for 30 years. So I really appreciate that Tigercat works with me. I have had their people in my shop. It’s a personal relationship. That is the only way I know how to say it. And Tidewater does a good job. Eight years ago, this was a new

idea. And if Tigercat built one and it did not work, then that would have been a tremendous loss. They were willing to gamble with me and it means a lot to me. They’ve got more to sell than a piece of equipment. They’ve got people behind it. That’s the key.” ■

From the archives:  
S610C Stands Alone, BTB 26,  
November 2010.



Visit Tigercat TV to watch Donald Robbin’s silviculture machines in action:

[www.tigercat.com/silviculture](http://www.tigercat.com/silviculture)



Tigercat supplies the base carrier but that is only the beginning for Donald, who is challenged with the design and installation of the tanks and spraying equipment.

# GEORGE'S *Hot Rod*



George's finished hot rod, painted in Viper Red.

**George Deering started work on his dream car, a 1959 Ford Anglia 100E, back in the summer of 2000, routinely arriving to work four hours ahead of his 6:00 am shift start to put some wrench time in while other gearheads were only dreaming of their hot rods. Eighteen years later, he has finally completed his long-awaited hot rod rebuild.**

– Samantha Paul

**G**eorge started working as a maintenance mechanic at the original MacDonald Steel factory at 1556 Industrial Road in Cambridge, Ontario in 1981. These days he holds the position of maintenance supervisor in the same building – now a Tigercat facility – where felling heads, drive-to-tree feller bunchers and mulchers are produced.

“I started with the company when things were small; there was only one little factory back then. I am MacDonald Steel employee number forty-nine. We call ourselves the old boys now,” says George.

George did the majority of the rebuild work at 1556 Industrial Road. The Anglia was stored in a 45-foot trailer in the yard. George would arrive to the factory at 2:00 am,

bring it into the building with a forklift truck and work on it until 6:00 am, when his shift started. George was grateful to have use of the overhead cranes. “I could put it up on the crane and had the tools I needed around me,” he recalls.

The project actually started with two cars. He purchased one vehicle for \$1,000 and a second for \$200. “They were pretty much rotten so



George had a very hard time deciding on what interior to choose. He got seven different sets of seats before he decided on seats from a Honda Civic.

The Ford Anglia 100E originally came with a 36 horsepower, 4-cylinder engine. George upgraded his to an 8-cylinder 350 horsepower engine.

I cut them in half and joined them together,” he explains. George then bought a crate engine, some wheels, and a rear end. “I have 5,000 dollars into this thing already and I haven’t even done anything to it yet,” he laughs.

### The rebuild

George’s hot rod Anglia is totally hand built and highly modernized. “This project took a lot of thought and time. Everything on it is new,” George explains. He gave it power windows, power door locks, air conditioning, cruise control and an electric hood. “Cars were simpler back then, so it didn’t have any of that originally,” George states. The

car wasn’t factory equipped with seatbelts back then so he installed those as well. However, he drew the line at headrests, reasoning that they would take away from the old look.

A total of 240 parts were shipped from the UK for George’s rebuild. The car has Volvo struts, Jaguar control arms and Rambler spindles. It is a whole mix. “There is nothing on the car that is used. Everything is new. All new door rubbers, new rubber in the taillights, new rubber in the headlights,” says George.

He spent countless hours rebuilding his hot rod. Certain jobs took longer than expected and some less.

**GEORGE SHOWCASED HIS FORD ANGLIA AT THE TORONTO MOTORAMA CUSTOM CAR AND MOTORSPORTS EXPO THIS PAST MARCH. THE CAR ATTRACTED A LOT OF ATTENTION AND GEORGE WENT HOME WITH THE AWARD FOR OUTSTANDING STREET MACHINE.**



## *Quick Specs*

**350 horsepower**

**344 ft-lb torque**

**Crate engine**

**Aluminum Edelbrock heads**

**600 CFM Holley carb  
aluminum intake**

**Mallory high energy  
distributor**

**Stainless steel  
headers**

**High volume fuel and  
oil pump**

**Four bolt mains**

**Flat top forged  
pistons**

**2400 rpm stall torque  
converter**

**200R transmission  
with shift kit**

**Specially made  
aluminum drive shaft**

Eighteen years and \$80,000 later,  
George Deering has completed  
his hot rod.



## GEORGE LAUGHS WHEN ASKED WHAT THE MOST CHALLENGING PART OF THE RESTORATION WAS. "EVERYTHING," HE STATES.

George was pleasantly surprised at how easy the brakes and steering were. George's brother did the bodywork for him. "It took him five years to do it. He is slow like me," George laughs.

Once the upholstery was done, and the seats and the glass were installed, George could see the light at the end of the tunnel. "It started to look like an actual car," he expressed.

Kirk, George's son, works in the maintenance department with him. "We get along great," says George. George was planning on having the car done for Kirk's high school graduation – he is now 33-years-old and the car was just put on the road this year. "Don't hold your breath," George laughs.

Eighteen years later, George calculates that he has committed a total of \$80,000 to the car. "You can't make money on a hot rod,"

George explains. "That's why I tell guys my age that are thinking about building a hot rod, to just go buy one that's already done for \$40,000. You might make money on a classic Cadillac. But not this kind of project."

This project is a true accomplishment. George is grateful to Tigercat owner, Ken MacDonald and all the employees that helped him out over the years. Although, he is modest, George is very proud of himself and he can't wait to show off his hot rod. He plans to take the Anglia to several car shows this spring. "This car is unique. It should draw a lot of attention at the car shows around here!" ■

**"I THOUGHT I WOULD NEVER FINISH,"**  
GEORGE SAYS.



## The Ford Anglia

The Anglia was the most austere and the cheapest of the British-made Fords. The 100E was designed by Lacuesta Automotive. It was available in a two-door version called the Anglia and the Prefect, a four-door model. The 100E model was right-hand steer and the 101E model was built left-hand steer for export to North America. The car was very well built. However, on account of its light weight, the car proved to be a handful in a brisk crosswind.

In 1959 this vehicle sold for \$1,539.

George shows pictures he took throughout the rebuild process.



# Cedar Eaters

OF TEXAS

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**After recognizing a need in their community for brush clearing and mulching services, Pam and Stan Hegener started Cedar Eaters™ in 2001. Now co-owned by their son, Spence Hegener, Cedar Eaters offers mulching and land restoration services across Texas while occasionally breaking into bordering states.**

– Bre Elbourn



The faces of Cedar Eaters. L-R: Spence Hegener, co-owner and operations manager; Pam Hegener, C.O.O./majority partner; Stan Hegener, president.

### **Hill Country, Texas**

**W**elcome to Texas Hill Country – where the land is dry and the brush is thick. Texas heat coupled with sparse rains, means vegetation must be resilient in order to survive. Ashe juniper (belonging to the cypress family but commonly referred to in Texas as cedar) is well adapted to these harsh conditions and without intervention, poses a threat to other native vegetation.

In Texas, mulching has become the intervention of choice for landowners battling cedar on their ranch lands. Recognizing a need for brush clearing services in their community, husband and wife Stan and Pam Hegener started Cedar Eaters™ in 2001. Now co-owned with their son, Spence Hegener, Cedar Eaters of Texas offers mulching and land restoration services across the state of Texas – occasionally



Mulching creates a protective layer over the ground, locking in moisture. It's full of nutrients, creating the ideal environment for native grasses and desirable trees to thrive.

breaking into bordering states. BTB caught up with Spence to learn more about Cedar Eaters' operations and how the M726G mulcher is tackling the Texas terrain.

### **Operations**

Located in Comfort, Texas, the Cedar Eaters base of operations, including the mechanical shop and offices, backs onto the Guadalupe River on a gorgeous 20-acre property. Pam and Stan's personal home sits at the back of the property, overlooking the river. A beautiful ponderosa pine barn – with an interior that looks more like a high-end cottage – is home to the administrative offices. It is a relaxed environment where employees are even able to bring their dogs in for the day. An in-house property maintenance crew keeps the grounds in peak condition.

Totally focused on land restoration,

Cedar Eaters offers services such as cedar and brush mulching, mesquite grubbing, and hand crew cutting and chipping for both residential

**“WE HAVE THIS  
PROBLEM  
THAT USED TO BE  
CONTROLLED BY  
NATURE  
OR BY HUMANS AND  
NOW IT'S NOT.”**

and commercial properties. “But most of what we do is selective clearing of cedar for ranch owners, because cedar trees are viewed as a

bad tree in our neck of the woods,” Spence explains.

Cedar Eaters operates four Tigercat M726E mulchers with Fecon heads, one 470 track mulcher, and two M726G mulchers equipped with the new Tigercat 4061 head. Spence explains that by sticking to one brand of mulcher, parts and tools can be swapped out interchangeably. If there is a mechanical issue on one machine, mechanics can keep an eye out for similar issues with other machines and perfect the repair process – reducing the overall downtime required to service the fleet. “Buy one kind of machine, stick with that machine,” says Spence. “Tigercat was the best quality machine after being through all the other ones; that was what we went with and decided to keep building on.”

Spence notes that another reason he chose and then stuck with

Tigercat is because “they listen to the customer. For example, there’s a lot of things that I think I may have had some input on with this head! Or I’ll ask for something to be done on the machine, and then I look down on some of the newer machines and those things have been taken care of. Access to different areas where it was a pain in the butt in the earlier models, now it’s easier to get into them. Just little things like that. They listen to the customer and take that knowledge and implement it. We don’t get that anywhere else.”

### **How they began**

Pam and Stan Hegener first made their name in the industrial construction and pipeline industry in Louisiana. With Pam’s background in HR and business management and Stan’s in industrial construction and operations, the two successfully managed a large industrial

construction company, with over 500 employees, for over fifteen years.

In 2001, the Hegeners left the industry in Louisiana, purchasing a ranch in Texas Hill Country with the intention to retire there. Stan found himself competing with brush on their own ranch – specifically cedar. Having worked in the industrial construction industry, the Hegeners were familiar with mulchers, which are commonly used by pipeline contractors for ROW (right-of-way) clearing. Pam and Stan decided to buy a small mulcher of their own for personal use. After clearing their own land, Spence tells us they “cleaned a friend’s ranch up, and it kind of got out through word of mouth that we were cleaning properties up around us in the Hill Country.” Thus, Cedar Eaters came to be. Having started out with just one small

mulching machine, Cedar Eaters now employs around 25 people with seven Tigercat machines in their eight-machine fleet. While Spence has taken hold of managing day to day operations, Stan and Pam still have yet to actually settle down and retire.

### **The thing about cedar**

So what’s so bad about cedar trees? The short answer: they’re really good at retaining water. Cedar trees are known for their ability to thrive in poor quality soil with sparse rainfall. Spence describes how a cedar tree is built to direct rainwater to its own root system, “If you ever look at a cedar tree – our cedar trees – they’re kind of built like this,” Spence motions a funnel shape with his hands where the branches of the tree are wider at the bottom. “All the branches get smaller as they come up the trunk, right? So when it rains the tree is



Spence Hegener, Cedar Eaters co-owner and operations manager.

like a funnel and it catches the water in its branches where it runs down each branch to the trunk of the tree.” Its dense-leaved canopy offers a large surface area to collect rainfall. As a result, very little rainwater reaches the soil surface below. With cedar hogging all of the water, other native grasses and trees are unable to get what they need to survive and thrive.

So why does grass matter? Why not just let cedar take over? The long root systems of native grasses help to hold soil in place, preventing ground erosion. Removing cedars using the mulching method not only helps prevent ground erosion, it improves the health of the grasslands and will increase the underground water supply. Instead of water getting sucked up by the tree’s root system or evaporating from the tree’s canopy, water is filtered through the soil and grass roots and goes back into the water table. Another very important reason is wildlife diversity. A variety of grasses and other vegetation attracts a wide range of wildlife and promotes a healthy, well-balanced eco-system.

It’s not so much that cedar is an undesirable tree – it just requires some maintenance if you don’t want it to be the only tree on your property. Spence explains that cedar was once controlled by natural disasters. “Wildfires would run rampant, people would set fires, lightning would strike and fire would just go. Well now that we’ve privatized and subdivided all the land, we have this issue where no one wants to burn anymore; for fear of being sued if it gets out of control. So, we have this problem that used to be controlled by nature

or by humans and now it's not. It doesn't have fire to keep it at bay so now the only thing people can do is go in there and doze it, shear it or mulch it. We prefer the mulching method because over time the mulch will turn back into soil, and it's better for the land in the long run.”

### **Benefits of mulching**

Terrain in the Texas Hill Country is rocky, predominantly consisting of limestone. It's very dry with little topsoil. Unfortunately, the process of turning organic material into topsoil doesn't happen overnight. Formed from the erosion

**“THEY LISTEN TO  
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of rocks and decomposition of organic materials and organisms over hundreds of years, it forces landowners to think long term.

Mulching essentially helps speed up that decomposition process while conventional methods such as dozing or burning, strip away all organic material with nothing left to decompose. “Basically, cedar trees are very acidic and limestone is an alkaline agent. When the cedar trees are mulched over limestone, it creates an acidic layer over top of it that will break down over time and create new topsoil.

You can see this when you look underneath a cedar tree, there's actually more topsoil underneath the tree. Well, that's because the needles are falling down every year, and then it's actually breaking down and creating topsoil. So the concept is, 50 years from now, the property that has been mulched is going to have more topsoil than the guy that goes out there and dozes it.” Spence also mentions “the benefit of mulching versus dozing is that the regrowth is considerably less with mulching, because dozing disturbs the ground allowing berries that contain the seeds to be replanted.”

Mulching creates a protective layer over the ground, since the machine mostly drives on top of the mulch, leaving much of the land undisturbed. This layer of mulch left behind also locks in moisture. It's full of nutrients, creating the ideal environment for native grasses and desirable trees to thrive. In turn, this helps prevent soil erosion and can also help to improve the water table by preventing evaporation.

### **Putting the M726G to work**

When asked about the performance of the new M726G mulcher, Spence tells us that, while they've had some growing pains with the 4061 head, “we've been really happy with the M726G mulcher. It runs cooler than even the M726Es. It's got a lot more power. From what I've seen, the production rate on the M726G models has improved by at least 25%. The cut rate is quicker, basically. We can go through more land faster with either head on that machine.”

The Hegeners decided to start switching to Tigercat mulching heads because they “feel it will outlast the heads of Tigercat’s competitors.” While they’ve had a few setbacks, Spence tells us that “any issues that have occurred have been addressed quickly with the support of Tigercat and our dealer in Texas, Tejas Equipment.” Acknowledging that any new product is a work in progress, Spence is confident in Tigercat and tells us, “with its robust build and the engineering behind it, the 4061 will no doubt rule the market over time.”

Since 2001, Cedar Eaters has owned a total of 22 mulching machines spanning over five different brands before committing to Tigercat. “The reason we have settled in with Tigercat is their attention to detail and their unwavering drive to improve their products. The support from Tigercat’s ownership, engineers and Tejas Equipment’s technicians as well as our sales rep, Jared Swenson, has been unmatched.”

### The next generation

Spence has been a major part of Cedar Eaters since his parents founded it in 2001. While he did not start with the company until 2005, he would often run the machines on weekends at the family ranch in the early years. Spence has grown to develop a great appreciation and passion for what they do and strives to educate those about how to manage cedar in an environmentally friendly way.

The Cedar Eaters name is a trademark. Spence mentions that he hopes to someday, “bottle up what we’re doing here and replicate it in different areas of the country that are battling the same issue with cedar.” With cedar rapidly encroaching on land in New Mexico, Colorado, Oklahoma, Nebraska and Kansas, there’s no denying that there’s opportunity for Cedar Eaters to grow in all of these areas as well. ■



Cedar Eaters operations in Comfort, Texas is on a 20-acre property overlooking the Guadalupe River. On the main floor is a beautiful kitchen and sitting area complete with an old-school jukebox and Pam and Stan’s offices. Upstairs is an open-concept administration area.



FEBRUARY  
21-23

# OREGON LOGGING CONFERENCE

## *Eugene, Oregon, USA*

Thousands of loggers from across the Pacific northwest and further made the trip to Eugene, Oregon for the 81<sup>st</sup> annual Oregon Logging Conference.

The logging community gathered February 21-23 at the Lane Events Center & Fairgrounds to discuss and check out the latest forestry equipment trends.

The Oregon Women in Timber annual auction kicked off the event Wednesday night with an evening of food and fundraising. Seminars were also hosted throughout

the event for individuals to earn logging credits, and elementary school children toured the show to learn more about the equipment and how it works.

Tigercat Dealer, Triad Machinery provided an excellent display with eight Tigercat machines including the new 890 logger, 635G skidder, LX830D track feller buncher, LS855E shovel logger with grapple, LS855E shovel logger with the 5195 directional felling head, LX870D track feller buncher, LH822D harvester and 1085C forwarder. ■

Adam Zepp of Fuller Creek Enterprises LLC with the LX830D track feller buncher that was purchased at the OLC show. Adam and his family: Rachel, Ashlyn, Haidyn and Shania.

Brothers Luke and Zane Bryant of Bryant Logging proudly standing by their LH822D harvester that was on display at the show.



MARCH  
7-9

## SOUTHEASTERN WOOD PRODUCERS ASSOCIATION

### *Waycross, Georgia, USA*

The SWPA was formed in 1990. Up until this year, the SWPA has given out the Logger of the Year Award. The Logger of the Year award was based on achievements outside of the day to day business focusing on industry and community involvement, as well as individual efforts in promoting timber harvesting and its benefits to the economy and environment.

In an effort to educate the younger generation about the reasons the SWPA was formed, the SWPA has

replaced the Logger of the Year award with the Pioneer Award. The first ever Pioneer Award was presented to Charles Johns of Johns & Conner Logging Inc. This award recognizes the early efforts of the SWPA founding fathers. The award offers a history lesson of sorts to the younger generation, demonstrating the need for industry involvement and the formation of new leadership as the SWPA moves forward. ■

L-R: Grant Somerville, president of Tigercat Industries; Charles Johns, Johns & Conner Logging Inc.; Lena Johns, wife of Charles; Kevin Selby, Tigercat sales manager, USA; Don Snively, Tigercat district manager, USA.



MARCH  
12-13

# HarvestTECHx

## *Vancouver, British Columbia, Canada*

**H**arvestTECHx 2019, formerly known as the Steep Slope Logging Conference, proved to be a huge hit with loggers and the forestry industry.

The event took place in Vancouver, British Columbia and focused on new innovations and practices suited to North American harvesting operations. “Smarter Logging Automation and Technologies” was the theme for 2019.

Conference presentations featured experts detailing developments, technologies, issues and new opportunities impacting the sector. Tigercat RemoteLog™ project manager, Rob Archibald, gave a presentation

focused on the value of utilizing telematics. Rob's presentation included background information on how telecommunication technologies work, how and why telematics is useful for our industry, and also current and future trends.

The conference was followed by a Winch Assist Logging Workshop sponsored by WorkSafeBC and the BC Forest Safety Council. The one-day workshop provided the latest information on the safe operation of winch assist logging equipment. ■

Tigercat RemoteLog project manager, Rob Archibald, discussing the value of telematics in the forestry industry.



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**Tigercat**

# NEW TIGERCAT DEALER IN RUSSIAN FEDERATION

**ЕКОНИВА**  
**ЭКОНИВА**



**T**igercat is pleased to announce that EkoNiva Technika-Holding is now a Tigercat dealer for areas of western Russia and Siberia. With 24 years in the Russian agricultural equipment business, the company is a leader in the sale and service of mobile farm equipment.

Covering fourteen regions, EkoNiva has twelve service centres – each with its own spare parts warehouse, state-of-the-art service facilities, and field service trucks. The company has over 550 employees with a great deal of attention paid to training and development, both in Russia and abroad.

Matt Roberts, Tigercat sales manager for Europe and Russia comments, “We are very happy to welcome EkoNiva

to the Tigercat dealer network. The company’s vast experience and proven record in customer support, combined with operational excellence as a leading heavy equipment dealer in the Russian Federation, is an outstanding match for our products.”

With the expanded dealer footprint, Tigercat looks forward to growing its customer base in Russia. In partnership with EkoNiva, Tigercat will deliver a high-class customer service experience. ■

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