

BETWEEN BRANCHES

OFFICIAL PUBLICATION OF TIGERCAT INDUSTRIES INC.

TIGERCAT CTL

**RACHEL'S
DRIVE**

**REMEMBERING
DICK RONALD**

635H FIRST
IMPRESSIONS

**SOFOSUR'S
NICHE HARVESTING**

**ALABAMA
LOGGER**

**1165 HARVESTER
in SWEDEN**

5-AXIS MILLING
MACHINE:
ON THE FLOOR

Tigercat®



BETWEEN THE BRANCHES

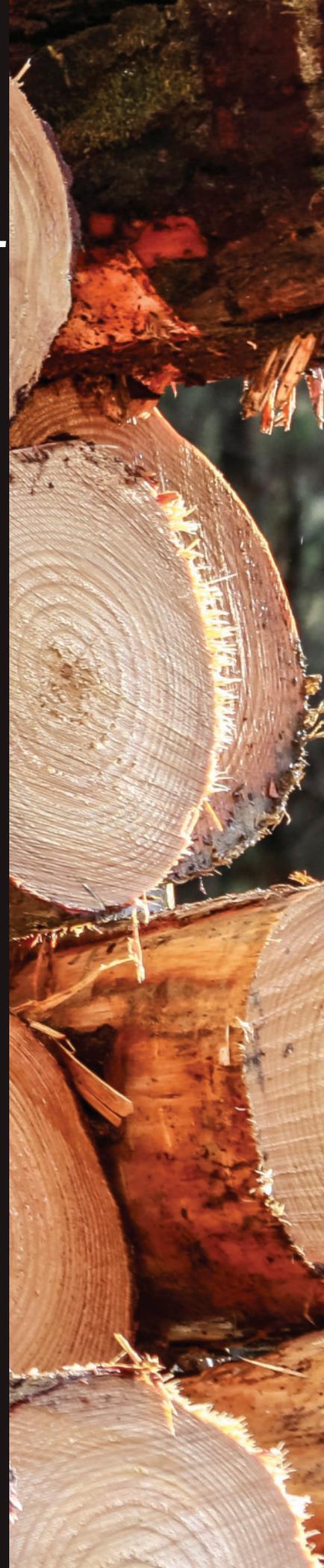
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FROM THE *Editor*

I think most will agree that Tigercat has always been first and foremost a design and engineering company. As the breadth of the product line and the demand for those products have grown, Tigercat has invested significantly to increase efficiency of manufacturing processes. The disruptive effects of the pandemic have not dulled this effort and Tigercat has continued at an ambitious rate with investments in infrastructure and product development. Advanced telematics, improvements to ground-based steep slope harvesting systems, new cable logging systems, novel material processing machines and carbonizing systems are just some of the projects in development.

Traditionally, wood products have followed the same boom-bust cycles as most other industrial commodities. However, over the last decade or more this relationship seems to have decoupled. Generally speaking and excepting various regional challenges, forest products have been in a long-term bull market since the recession of 2008. There are many justifiable reasons why this is the case – a global housing shortage, a long and strong consumer spending cycle, new markets and expanded uses for wood fibre.

But perhaps the key to it all is related to carbon and climate change. Wood fibre is one of the world's great renewable resources. As a building material, it has a lower carbon footprint and a lesser environmental impact than competing products, while providing a long-term carbon sequestering solution. Paper based packaging is an easily recyclable and biodegradable alternative to the currently unsustainable use of plastics. Forestry is an industry that is part of a sustainable future. Responsible and efficient stewardship of this valuable resource, best practices, and promotion of the benefits of wood fibre are important to our industry and our environment.

This issue profiles Tigercat end users in Alabama, Quebec, British Columbia, Chile and Sweden who are using very different systems and practices to achieve a similar goal – safe, efficient and responsible forest harvesting. Learn about manufacturing automation in *On the Floor* and get a glimpse of the thought process behind Tigercat's cut-to-length program. Finally, see what our machines and industry look like through the eyes of children.

– Paul Iarocci

COMMUNICATIONS MANAGER AND
DEALER DEVELOPMENT

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760B MULCHER



Tigercat adds to its mulcher line-up with the release of the 760B mulcher and the 4061-30 mulching head.

The new 760B is a 410 kW (550 hp) class mulcher carrier that shares major components with the field proven and similarly classed Tigercat 480B track driven mulcher as well as the popular M726G wheel driven mulcher.

The 760B was designed primarily for silviculture applications. Forestry companies require the capability to efficiently clean up residual post-harvest forest debris and grind stumps to ground level. The 760B meets this requirement and the machine will also find application in large scale land clearing and ROW projects.

In stable, well-drained soil types, a high horsepower wheel driven machine has many advantages including quicker travel speeds, lower operating costs and the ability to run a wide mulching head for improved coverage and wider swaths – increasing quality and productivity. As such, Tigercat also designed a 3 000 mm (10 ft) wide mulching head to complement the new carrier. The new 4061-30 mulching head is based on the original Tigercat 2 500 mm (100 in) 4061, with several updates and enhancements.

The 760B will be standard equipped with boom float, LogOn™ (Tigercat's Wi-Fi based machine monitoring system), ground level fuelling and Tigercat's WideRange® transmission. The operator's station was designed with operator comfort in mind. It is fitted with a heated and cooled seat, Bluetooth® audio connectivity and ergonomic controls.

Tigercat mulcher carriers offer superior build quality, greater hydraulic efficiency, better operator ergonomics and easier access to components and daily service points than competing mulcher carriers. The result is greater uptime and higher productivity. ■



875 LOGGER ADVANCES TO E-SERIES

The 875E logger introduces several new features, including an updated operator station, two undercarriage options, and various boom configurations to tailor the machine to your specific needs.

The 875E logger is a multi-purpose carrier with two boom options for loading or processing applications. The machine can be equipped with the Tigercat FPT N67 Non-certified or Tier 4f engine, producing 210 kW (282 hp). In addition, the 875E introduces a Stage V certified engine.

The undercarriage is designed and built to withstand rigorous, full-time forest duty applications. Two options are available. The F7-150 undercarriage is standard. The larger footprint F7-163 undercarriage provides additional stability for heavy timber applications.

The 875E can be configured as a loader equipped with various power clam, butt-n-top, live heel, pulpwood and log grapple options. The carrier can also be configured as a high-capacity processor capable of running large harvesting heads in demanding duty cycles.

The spacious cabin has a new operator's seat with built-in heating. Controls are now integrated into both sides of the joystick pods, eliminating the need for any bolt-on control pods. The optimally positioned controls and a large touchscreen display improve ergonomics and machine monitoring. Reduced in-cab noise levels help the operator enjoy

the auxiliary audio input port, Bluetooth® audio and hands-free calling. Additional new features include a standard equipped rearVIEW camera system, emergency stop button, and a key FOB to turn on exterior lights remotely when entering the cab in the dark.

Some of the many advantages of the 875E over excavator conversions include better service access, higher cooling capacity, a better operating environment, more robust undercarriage components and extremely efficient hydraulic circuits. The result is higher production, uptime and fuel efficiency. ■

635H SKIDDER



FIRST IMPRESSIONS

Forestiers R.B.E. Lasalle is a logging company owned by Richard Lasalle and his sons Eric and Benoit. Based out of Saint-Michel-des-Saints, Quebec, the company purchased the very first 635H skidder in March 2020, however due to COVID-19, the machine did not go to work until the first week of June. Now that the machine has clocked over 2,500 hours (as of mid-February), it was a great time for Bre Elbourn to catch up with Eric to get his impressions.

BTB: How long have you been a Tigercat customer and what machines do you own?

Eric: We have been a Tigercat customer since 1995. Our first Tigercat machine was an 853 [feller buncher]. Our newest Tigercat machine is the 635H. We also own a 635G, 632E, 630E, X870D, 870C, 860, and five stroke delimiters on various carriers.

BTB: Can you describe your operations and the type of application that you are using the machine for?

Eric: The machine is working between hauling wood from the buncher to the roadside. It is skidding distances anywhere from 300 ft [90 m] to 2,000 ft [600 m]. On average it is skidding about 1,000 feet [300 m]. It's a large operation. We're producing about 200 000 cubic metres [approximately 170 000 tn] per year. It's a mixed forest, and the wood is being delimited at the roadside with a stroke delimeter.

We're cutting from 6 to 30 inch [150-760 mm] trees. Spruce, fir, birch, yellow birch, poplar, cedar, maple – all kinds. It's a very mixed

forest. The ground conditions are varied, going from hills and rock to swampy areas. The bottom of the hill could be a big swamp and muddy. In winter, you can end up with two to three metres [6-9 ft] of snow, and always a hill around us – never on flat ground.

BTB: How does the six-wheel skidder compare to a conventional four-wheel machine in this type of application?

Eric: It's day and night. It will double or triple the production of a four-wheel skidder, because it can handle

a bigger load. It will go uphill a lot better. It will carry wood through snow a lot faster. It will not sink in mud or break through a frozen patch as easily as a four-wheel skidder. Our operators can go back in the same patch many times on the six-wheel, where they're not able to with the four-wheel.

BTB: How do you like the extra space inside the cab?

Eric: My operators like the extra space, especially for storage. There is lots of room for a lunchbox, or winter and safety gear. It's really appreciated – that extra space.

BTB: Do the operators notice improved visibility?

Eric: You're able to see a lot more. The increased window area helps a lot during machine operation. You can see the front tires, the terrain you're on, and more of the trees that are surrounding the machine. Because you can see so much more than in previous machines, my operators are able to judge their surroundings a lot better and as a result aren't as rough on the equipment. So it's a great extra value.

BTB: Do your operators like the new Turnaround® seat?

Eric: They like the new seat. They like the 220-degree rotation feature, and the ability to lock it anywhere they want with the push of a button. They had a hard time at the beginning getting used to it, but after they got used to it, they really love the feature.

BTB: What benefits do you see with this machine over other brands?

Eric: We like the uptime and reliability of a Tigercat skidder in regards to the drivetrain versus other brands.

BTB: Service access is important. How does it compare to the previous models?

Eric: Access is a lot easier. With all of the doors and extra access points provided, ease of service from the G to H models is a great improvement. Daily servicing is pretty similar to the previous models.

BTB: How do you like the ¼ turn cab tilt locking pins?

Eric: This makes the process a lot faster. Before you could spend a lot of time trying to get those pins out of there because of rust or any other reason. Now it's fast and efficient.

BTB: How do you like the smaller access cover in the belly door for draining oil?

Eric: It is very appreciated. It is lighter and faster to remove, and easier on the mechanic, because it's not as heavy. They save a few minutes every time they get there.

BTB: Does the tire pressure monitor work effectively?

Eric: It does. It prevents the tire pressure from getting too low without the operator noticing. It's a really good preventative measure. If the low tire pressure was to go unnoticed, eventually we'd get either a flat tire or failing tire, which ends up with costly repair and downtime. We save money and have more uptime with this feature. We really like it.

BTB: What would you say you do differently than other loggers in the area?

Eric: Well, we are one of the few conventional mass-production mixed wood contractors left standing. Everybody else is going to cut-to-length, either harvesting and processing at the stump or processing behind the buncher. We're still doing it the conventional way.

BTB: What are some of the issues and challenges you're seeing with the logging industry?

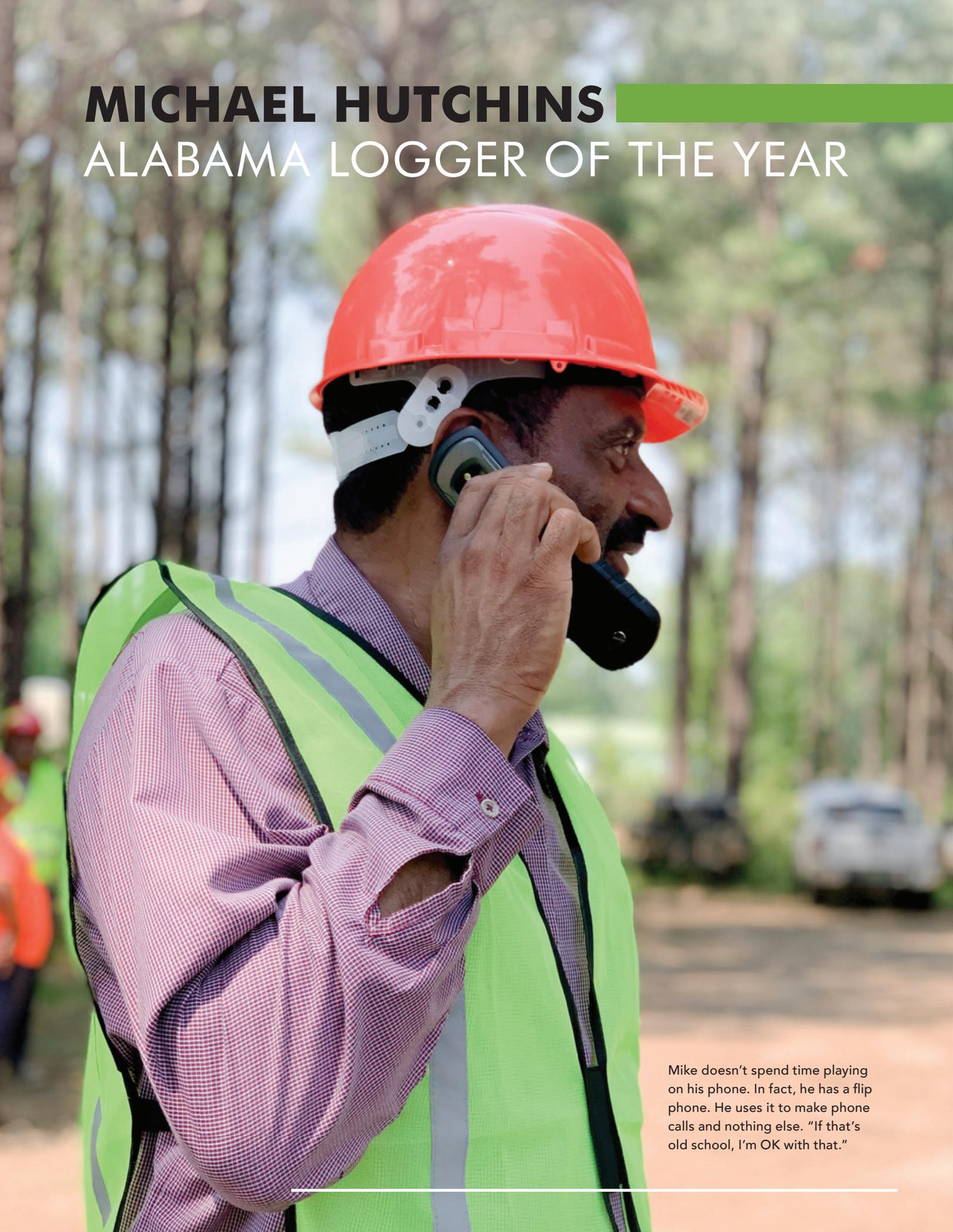
Eric: First of all is that the cost of everything went up: machine parts, mechanics, trucks, fuel, oil, parts, labour. Everything is going up, but the revenue is staying the same. More production is required, and less downtime is always a challenge to try to stay profitable in the industry. Another issue is the labour. Having good, well-trained, and honest operators is a challenge. It's getting harder and harder to find good operators these days.

BTB: What is it like working with Wajax as a dealer?

Eric: Well, we love working with Wajax, and it's part of our decision in choosing Tigercat. Wajax can very often troubleshoot a machine over the phone with the customer. And if they're not able to fix it, they can turn around very fast and send a mechanic in a timely manner to fix the equipment. ■

MICHAEL HUTCHINS

ALABAMA LOGGER OF THE YEAR

A man wearing a red hard hat and a high-visibility green safety vest over a purple checkered shirt is shown in profile, talking on a black flip phone. He is standing outdoors in a wooded area. The background is slightly blurred, showing trees and a white vehicle in the distance.

Mike doesn't spend time playing on his phone. In fact, he has a flip phone. He uses it to make phone calls and nothing else. "If that's old school, I'm OK with that."

Alabama's Logger of the Year Michael Hutchins, founder of Hutch Trucking Inc. likes to get things right the first time. It's why he has spent his entire life working hard and doing everything to the best of his ability. It's this dedication to perfection that would serve him well for the rest of his life, but not before a few bumps in the road.

– Joel Moon, executive director, Alabama Loggers Council, Photos by Ashley Whittle Tiedt

Early lessons

Mike grew up in the Boyd community of Sumter County. School taught Mike a lot of lessons and one of those lessons was that he didn't like school. He was a part of the 4-H Club and being true to himself, he strived to be the best one in class. The class assignment was to build a wooden shoe box. Mike didn't have many tools, but he did have an old hand saw and a claw hammer. On the day students were to present their shoe boxes, the instructor called Mike out. Instead of praise for a job well done, he accused Mike of having someone else help him make the shoe box. He had worked night and day on that shoe box, and he was hurt by the accusation that he had cheated. It was on that day, he decided he didn't care for school. Mike said, "I learned not to worry about what people say, just show them who you are."

This 4-H class isn't what caused Mike's disillusion with school, it only increased it. As a young boy, he started hanging out at a nearby sawmill and would eventually end up working there. He continued working there into his teen years – all the while becoming less and less interested in school. Mike said, "It looked like school was holding me up." He would even pretend to

be sick so his grandmother would let him stay home from school. As soon as the bus left, he'd change his clothes, slip out the back door and make his way through the woods to the sawmill. His grandmother eventually found out and made him go to school. But that didn't deter Mike. He wanted to work at the sawmill.

At fifteen, he quit school and did just that. The sawmill cut hardwood and Mike had the opportunity to work in many different areas. "We stacked lumber and crossties. They

"MERCHANDISING IS THE KEY TO LOGGING."

Michael Hutchins,
founder of Hutch Trucking Inc.

cut a lot of ties. I learned how to merchandise while on the yard using a bow blade saw. Logs had to be cut right, you could not cut a log in half and throw half of it away. I really took in and learned that – merchandising is the key to logging," he said. The more time he worked, the more he learned about merchandising. "Merchandising is where the dollars were."

Breaking into the business

Working at the sawmill gave Mike his break into the logging business. Billy Trawick at Bill's Timber Company approached Mike one day at the mill. Trawick offered him \$50 cash to wash his frontend loader. Mike said he had never made \$50 in a week, let alone a few hours and took on the task. True to his perfectionist nature, Mike washed the loader inside and out. When he was finished, it looked like new. Along with paying the \$50 as promised, Trawick offered Mike a job running his logging crew. Mike tried to tell Trawick that he couldn't run his crew, but Trawick told him he had been watching him and knew that he was able to do the job. Trawick bought a loader, a skidder and two trucks for Mike's crew. They did not have a cutter, but had two older guys felling with chainsaws. "You wouldn't believe it, but we were getting eight to ten loads a day out. I was cutting up logs and merchandising, and loading trucks," he said.

Mike's crew was cutting shortwood at the time and that was starting to fade out, not to mention he was having a hard time finding people to work. On top of that, some of the people he did have on the crew would decide they didn't want to



A family business. Chanse, Kannon, Tonya, Michael Sr., and Michael Jr.

work and wouldn't show up. On those days Mike went to the woods alone. After three years like this, Mike decided it was time to go back to the sawmill.

One day while working at the sawmill, he was approached by Wayne Springfield, a contract trucker who hauled to the sawmill. Wayne suggested they go into business together and start their own logging crew. Mike knew Wayne didn't know much about logging, but they decided to give it a shot. They borrowed money, bought some equipment and S&H Logging was formed. Mike was in charge of logging and Wayne was in charge of the hauling. S&H Logging contract cut for Larry Strickland, owner of Southern Logging, and they operated this way for about four years.

Mike recalls, "It was a good four years. I got a chance to experience partnerships, grew in the business, made some money, and saved some

money." After four years Mike wanted to expand the business, but Wayne was looking to back away, so they decided to part ways and split their assets. Wayne kept most of the logging equipment and continued to log for a time.

It was at that time in 1997 that Hutch Trucking Inc. was formed. "I was tired of the headaches that came with logging at that time. I was young, and I just wanted to drive a log truck, but that only lasted one day." Sitting in line at the mill and listening to drivers yack on the CB radio all day was not Mike's dream and he decided he would go back to logging.

Mike talked to Larry and resumed contract cutting for Southern Logging, operating as Hutch Trucking Inc. He already owned a cutter, rented a loader from Larry's brother Glen Strickland and bought a skidder. "That loader was worn out, but I made it work and soon I was able to buy my own

loader, a better loader." Mike cut for Southern Logging for about ten years. Over time markets became tough and quotas shrank. Southern Logging had been a great place to work, but Mike could see it was time to explore his options.

One Monday morning Mike only received three load tickets for the week. He had them filled before lunch and left the woods. As fate would have it, he ran into John Talley, procurement manager for Westervelt, at the local gas station. Mike explained that he needed a place to cut, but John answered that he wasn't in the business of poaching other folks' loggers. Mike persisted and gave John his number. "John never made it over the interstate bridge before he called and asked when I could start. I told him I was ready now." He came back to the gas station, picked Mike up and showed him a tract of timber. Mike says it's the best tract he ever cut. Once the job was complete, John indicated that

as long as he was in the logging business, Mike would not have to worry about a place to cut.

Equipment

When he started out Mike ran John Deere. “I used to bleed green and yellow. Everyone around was running John Deere and my service truck was full of John Deere parts. In the early nineties I saw a Tigercat and was so impressed I decided I needed to find a Tigercat dealer.” Unfortunately, there wasn’t a Tigercat dealer in the area until the B&G Equipment Moundville facility opened in 2015. Mike’s first purchase from the Moundville location was a Tigercat 726G in April 2015. Currently he is running six Tigercat machines – two 726G bunchers, three skidders and a 250D loader. Today Mike believes, “If a man is not running Tigercat, he is not in the logging business, he’s in the ‘mechanicing’ and parts business.” On the hauling side, he still runs a fleet of seven trucks.

Mike deals with sales specialist, Tom Kizziah at B&G. “Mike has been and continues to be one of B&G Equipment’s most loyal customers. He is still running the first 726G he purchased in 2015 with no plans of resting the machine. Mike is a great asset for us in that he is not only a great customer, but also a big advocate for B&G Equipment and Tigercat. Once I was talking to a potential new customer about Tigercat and B&G when Mike walked in. I left them at the parts counter to talk and when I returned, I believe if I had paperwork for a new machine, he would have signed right then and there.”

Best practices

Mike and his crew go above and beyond when it comes to sustainability and protecting the environment. Mike adheres to Alabama’s BMP standards, and his tracts are audited annually by SFI, PEFC, and FSC certification auditors. To date, his crew has yet to receive a non-conformance. Mike’s crew implements SFI Guidelines to the highest standard. Each harvested tract is under a forest management plan and each landowner is provided with the Alabama SIC’s A Landowner’s Guide to Sustainable Forests publication prior to harvesting. In regards to erosion protection measures, Mike effectively uses water bars, broad based dips, and turnouts to control overland water flow following harvests. Landings are closed out in a manner consistent with BMP standards before moving to the next loading ground.

Mike’s crew spends approximately 70% of the year conducting clear felling and the remaining 30% in second thinning operations. Each harvest has a pre-timber sale plan along with detailed maps that are distributed among the crew members. The timber sale plan outlines planned access routes, SMZ prescriptions, sensitive areas, boundary line descriptions, and harvest prescription. Because of Mike’s reputation as an honest businessman that places sustainability at the forefront of his operations, landowners continually request his services, often years in advance.

Looking to the future

Mike has some concerns for the future, concerns that many loggers

share. Trucking regulations and the search for competent drivers are the top of his list. He feels attracting young employees is a challenge for the future as well. “Everyone is hung up in a glass brain,” he said. He’s referring to smart phones. Mike doesn’t spend time playing on his phone. In fact, he has a flip phone. He uses it to make phone calls and nothing else. “If that’s old school, I’m OK with that,” he said.

Mike and his wife Tonya have three sons and two daughters. Tonya is a teacher in addition to her role as advisor and bookkeeper for the family business. Tonya and Mike have passed on their outstanding work ethic to their sons, Michael Jr., Kannon and Chanse. Mike hopes one day to also pass the business down to his sons. To that end Michael Hutchins Jr. recently graduated from Alabama A&M University with a degree in Forestry. Mike and his sons also run a farming operation with 260 head of cattle.

Although Mike is not very comfortable talking about his community involvement, crew foreman, Whitney Brown comments that he is always willing to help people in the community. It could be cutting a tree down for someone, putting gravel on someone’s driveway. “Everyone at home thinks of Mike as Santa Claus.”

We had the privilege of speaking to many council members, landowners, and business owners within his area of influence and hearing of the great impact he has on those around him. Mike is a cornerstone of the logging community and his local community. ■



FIRST 1165 HARVESTER IN SWEDEN

Mats Danielsson founded MD-Skog AB in 2005, starting off as a forwarder contractor. He has owned and operated five Tigercat forwarders over the years – one 1055B, two 1075B models and two 1075C models. Today he has a full harvesting system consisting of an 1165 harvester equipped with a LogMax 6000V and a single Tigercat 1075C forwarder. MD-Skog contracts to StoraEnso.

Active in central Sweden in the area around Borlänge, Mats has three employees. The machines are double shifted, running approximately sixteen hours per day in mixed pine and spruce averaging 0,35 m³ per stem (approximately 0.3 ton). Mats produces sawlogs and pulpwood with about ten products in total and an annual volume of 100 000 cubic metres (85,000 tons). His

harvesting system must be very flexible for both selective thinning and final felling in all types of terrain including steep grades.

As of January 2021, the 1165 has acquired 1,100 hours. According to Mats, “We have been waiting for Tigercat to come up with a harvester in a size that suits us for several years. We have owned Tigercat since 2010, when we bought a 1075B. We have had very good experience with Tigercat forwarders, with high reliability.” Mats says that the harvester – equipped with Tigercat’s WideRange® transmission – has ample tractive effort for his typical terrain conditions.

Mats names operator visibility as an important benefit of the machine. This combined with the excellent stability characteristics of the 1165 makes it beneficial for the

operators. “The drivers have never driven such a stable machine. With such a stable machine the drivers are more comfortable and relaxed.”

The operators also report that Tigercat’s ER® crane is quite strong. “The drivers appreciate the hose routing over the crane. There is probably no direct resulting higher production in the short term, but the drivers believe that the crane has much better strength and reliability, compared to other brands with parallel braces.” Mats comments that overall mechanical reliability has so far been very good. ■



Watch a video of Mats’ harvesting system on Tigercat TV:
www.tigercat.com/watch1165



LEFT: Mats and his three operators. (L-R) Mats Bergström, Bosse Norman, Mats Danielsson and Kristian Nilsson.

ABOVE: Mats' 1165 harvester with the Tigercat 1075C forwarder working in the background.

BELOW: The harvester must be flexible for both selective thinning and final felling in all types of terrain.





Advances in information technology and telematics help the operator prioritize which products to forward to roadside.

TIGERCAT CTL

Tigercat cut-to-length VP Jon Cooper talks about Tigercat's latest developments in the CTL arena.

Tigercat entered the rubber tire cut-to-length (CTL) equipment market over twenty years ago when the company purchased the assets of Hemek, a Swedish CTL manufacturer. Hemek had been designing, manufacturing and distributing CTL machines in Sweden and abroad for more than 30 years prior to the acquisition. Hemek machines can still be found in nearly all of the important

CTL regions of the world. The acquisition provided Tigercat with valuable industry knowledge and technical insights regarding the critical features sought out by customers.

Over the past twenty years, Tigercat has expanded on that knowledge, blending it with the vast experience and know-how within the company's tree-length side to develop truly unique machines that

address the needs of today's CTL markets. Tigercat currently offers three forwarder models ranging from 14-25 tonnes, two rubber tire harvesters, several track-based harvesters and processors, and a growing line of harvesting heads.

CTL and information technology

Every forestry region in the world has unique needs and challenges



The 1185 harvester equipped with the 570 harvesting head – an end-to-end Tigercat harvesting solution. The ER crane is hydraulically efficient and easy to operate.

when it comes to harvesting. CTL harvesting systems can increase efficiency in operations where harvested wood must be processed and sorted into many products. With CTL, sorting of products begins at the stump with the harvester. When roadside decking areas are space constrained, this harvesting model offers even greater advantages, as the forwarder can move products to roadside in the priority order that they are required.

“As the harvester works, detailed production data is recorded in the machine’s computer system. The reports that are subsequently generated can be shared with the forwarder to inform the operator

of what is ready to be moved to roadside,” Jon explains. “The forwarder moves the products to the roadside and piles them separately, again recording what has been produced and where it has been offloaded and decked. The production reports from each machine can then be shared with the customers, informing them as to what is ready to be transported to the mills.”

Thus, mills have access to near real-time data regarding the content and location of processed inventory within the harvesting compartments. The data – generated and reported using the StanForD protocol – can have future value for determining the growth

potential for future harvests. Mill inventories can be minimized by actively conveying priorities to the harvester – essentially what products should be made from the harvested trees. “The CTL system brings added value to the forest owner in many ways that are not at first readily identifiable or apparent,” says Jon.

Design considerations

Tigercat machines are highly valued for durability, productivity and low cost per tonne production. This is achieved by utilizing advanced design and manufacturing processes and understanding the importance of strong product support. Jon says, “The machines are designed with



In-cab comfort, safety, ergonomics, visibility and access to critical information are important design aspects.

a strong emphasis on durability and simplicity – utilizing advanced technology to create simple solutions that provide the highest value to the customer.”

Jon explains what Tigercat brings to the table from a design perspective and what differentiates the product line from other players in the CTL equipment space. “Examples of Tigercat’s emphasis on durability, simplicity and innovation are readily apparent in the CTL product line. Both wheel and track harvesters are equipped with Tigercat’s ER® boom technology. The system saves fuel, simplifies operation, reduces operator fatigue and increases productivity. In addition, Tigercat wheel harvesters are designed to drive with the boom fully extended over the side of the machine without

compromising stability. And 360 degree continuous rotation boom capability is found nowhere else in the industry.”

Strong, high visibility cabins maintain important operator sightlines. Optimal protection from chain shot is provided by the 32 mm (1.25 in) thick front window in all Tigercat harvesters. Tigercat wheel harvesters use a hydraulically driven air conditioning compressor located beside the cab for reliable cooling in extreme heat conditions.

As demand for steep slope harvesting solutions continues to increase in many parts of the world, Tigercat is responding with integrated solutions. “The 1165 wheel harvester is factory-ready for steep slope operations with a slew system that has a 24 degree back-tilt,” says Jon. Tethering

connections are integrated into the machine structure. Tigercat’s WideRange® drive provides excellent speed range and high tractive effort without requiring a gear change. In addition, systems have been developed to improve component lifespan for machines operating on slopes for extended periods of time.

In terms of build quality and durability, Jon mentions the tapered roller bearings that are used in the centre joints of all Tigercat wheeled machines. This design innovation dates back to the original Tigercat 726 feller buncher launched nearly thirty years ago. This is a great example of a solution developed many years ago that is still very relevant and well applied to today’s advanced harvesting machinery. ■

SOFOSUR's NICHE HARVESTING



Chilean harvesting company seeks out used Tigercat 604C skidders as the foundation of its niche harvesting operations.

– Paul Iarocci

Oscar Uribe and Juan Carlos Torres are the owners of contract harvesting company SOFOSUR LTDA. The Spanish acronym translates as Spanifor Southern Forestry Association. The fifteen-year-old company provides services within the Chilean forestry sector. Based in the important forest industry city of Los Angeles, SOFOSUR's area of operation covers nearly 700 km (450 mi) north to south from Maule down to Los Rios. Typically, the worksites are concentrated in the Biobío and

Araucania regions, usually within a couple hours' drive from Los Angeles.

In addition to forest harvesting, SOFOSUR has recently diversified into an additional business – heavy equipment transportation services for both the forestry and broader general construction sectors. “We recently added two low bed trucks to our equipment fleet for this purpose,” says Oscar.

Chile's biggest exports are derived from mining, agriculture and

commercial fishing, but forest products is probably in the top five. As Oscar says, “Where we are from, it is everything about the forest, so chances that you end up working in a link of the forest industry supply chain are extremely high. We've been in the industry since I can remember. I am a former CMPC Companies employee, the company we currently provide services to. And my partner Juan Carlos was always working in the forestry business for different contractors.”

ABOVE: (L-R) Juan Carlos Torres (SOFOSUR co-owner), Alex Vergara (operation supervisor), Segundo Gutierrez (operator), Oscar Uribe (SOFOSUR co-owner), Dagoberto Segura (driver, personnel transportation).

“When we first started in October 2007, we were supporting some small forestry projects here and there for different bigger companies. The first contracts were to build trails in the forests and to prepare for the construction of roads and landing sites,” says Juan Carlos. He explains that at the time, the capital equipment they had acquired for these contracts amounted to a couple of chain saws, an old 604 Deere skidder and a three-wheel logger. It wasn’t until October 2012 that SOFOSUR began to provide direct contract services to CMPC. “Currently, we have contracts for traditional harvesting, mostly on steep or relatively steep slopes ranging from 20-45%.”

Traditional harvesting in Chile refers to a motor-manual method. The trees are hand felled and manually delimbed in-stand with chain saws. Cable winch skidders are used to bundle the tree-length logs and transport them to a

decking area at roadside. The trees are manually bucked to length and then sorted and piled by three-wheel loggers. At this point, a second contractor takes over the functions of truck loading and transport to the mill. As Oscar says, “It is old school. Chain saws and a couple of guys bundling trees with the winch cable.”

“THEN BIG COMPANIES STARTED BUYING TIGERCAT, AND DOWN HERE, PEOPLE MIMIC SUCCESS.”

It may be old school, but this niche harvesting function is vital to the bigger picture. As Juan Carlos explains, “The places that we work are very steep and difficult

to access. Places where sometimes it doesn’t make sense to invest in building skidder trails or to set up a winch assist system for a large grapple skidder.” Contractors like SOFOSUR help to maximize land utilization and fibre recovery at the best cost.

For Oscar and Juan Carlos, the biggest challenges they face are related to human resources and the high cost of new machinery. When SOFOSUR started contracting to Mininco in 2012, the company employed around ten people. “Today, we have 62 employees, working very closely with indigenous communities,” Juan Carlos states.

CMPC is mindful of both its environmental and social responsibilities, and this mindset extends throughout its supply chain and network of contractors and business partners. The company emphasizes its

SOFOSUR co-owners Juan Carlos Torres and Oscar Uribe.



stakeholder relationships with the indigenous communities local to its forest operations, striving to create shared value. SOFOSUR benefits from CMPC's close ties to community leaders and the local labour force – the three crews are composed primarily of indigenous Chileans. The cultural and educational programs that CMPC sponsors, as well as infrastructure related programs such as road maintenance, benefit both the relatively isolated local communities as well as contractors such as SOFOSUR by continuing to develop human resources in the forest regions.

Spread among the three crews are eleven machines: four cable skidders including three 604C Tigercat models, one grapple skidder and three Bell three-wheel loggers. Oscar says that in the past, the choice of equipment was very narrow. “Twenty years ago, you had no choice. It was a John Deere machine or nothing. Then big companies started buying Tigercat, and down here, people mimic success.” As the Tigercat machine population in Chile grew, it made it easier and more affordable for smaller contractors to purchase good quality used Tigercat machines.

“In 2010, one of our friends got a brand new 604C,” Oscar continues. “We kept an eye on that machine and got direct feedback from the owner. Ironically, we bought that very same machine a couple of months ago.” This, coupled with the fact that Tigercat machines are widely available and well known, made the purchase decision easier for Oscar and Juan Carlos.

“The places that we work are very steep and difficult to access. Places where sometimes it doesn't make sense to invest in building skidder trails or to set up a winch assist system for a large grapple skidder.”



Soil conditions vary widely depending on the season.





LEFT: Cable winch skidders are used to bundle the tree-length logs and transport them to a decking area at roadside. The trees are manually bucked to length and then sorted and piled by three-wheel loggers.

“There are more remanufactured components out there, and Tigercat seems to have taken over the business. Plus, I have had the pleasure to meet Ken MacDonald [Tigercat owner and CEO] and also to have key people on the design team like Shawn Pette, Ben Blackman and Mansour Moshiri at my own house,” says Oscar.

In addition, Oscar has another connection to the brand. His son, also named Oscar, has been working for Tigercat for eight years. “I actually visited the factory a couple of years ago when my son invited me to Canada before we owned Tigercat machines. I was amazed by how people are

committed to the company. I know firsthand how things are done at Tigercat, and no salesman was required to get me into a Tigercat.”

It is Oscar’s opinion that any machine has the capability to get the job done. What is more important to him is uptime. “If at the end of the day we pulled ten more or ten less cubic metres, it won’t make much difference by the end of the month. But having the machine down for two or three days is very costly.”

So far, regardless of ground conditions, which are extremely wet in winter and very dry and dusty in summer, the Tigercat

skidders are meeting all daily and monthly production goals with 90% uptime, factoring in regular maintenance. The machines are all above 10,000 hours, with original axles, drive systems and engines. Daily production averages 600 cubic metres (approximately 600 tn).

Oscar assumed that the operators would have a hard time adjusting to joystick steering, having only operated skidders with steering wheels in the past. “But no, they love the Turnaround seat and having the control in the joystick. It took them a little while to get the feeling for the hydrostatic transmission, but no complaints so far, only good words.” ■

NEXT GENERATION

The junior Oscar Uribe is a mechanical designer in the Tigercat drivetrain group. He is focused on the development of drivetrain components such as gearboxes, differentials, bogies, axles, track drives and pump drives. Oscar has also been involved with the implementation and field testing of hydraulics and control systems within the skidder product group.

Soon after Oscar graduated in Chile with a degree in mechanical engineering in 2013, he applied for a one-year Canadian work permit, intending to explore opportunities to work on new technology development. “I knew about Tigercat through my Dad’s work, and I wanted to improve my English, so Canada seemed to be the perfect place to accomplish both goals.”

Oscar’s first stop in Canada was Brantford. He managed to get an interview at Tigercat, but it didn’t go so well. “It was difficult to fully express myself in a language that I was just starting to learn, but I ended up getting a general labour job at the track machine plant in Paris, cleaning up the yard.” Oscar progressed to picking parts for the assemblers and, after six months, was transferred to the drivetrain facility – as his command of English quickly and steadily improved.

“I suppose it was just good timing because there were a lot of projects in the pipeline, drawings to be updated, and so on for this new department.” Coincidentally, around the same time, the skidder group was working through some issues in Chile and language barriers were causing a problem for the travelling engineers and technicians. “Someone must have thought it was a good idea to bring me down there so I could get some field experience and help with translating.” Through these trips, Oscar learned about machine programming, hydraulics and electronics. He continued in the drivetrain product group, eventually obtaining immigration documents required to continue working and living in Canada long term as a valued member of the engineering team.



Oscar Junior and Senior.

AUTOMATION



Complex machining tasks can be programmed, eliminating multiple set-ups.

– Chris McMillan, marketing technical writer

Twenty-nine years ago, 1556 Industrial Road in Cambridge, Ontario had a MacDonald Steel sign mounted in front, and in the lower level was the first office of what would soon become Tigercat Industries. Today that same building is buzzing with activity as one of Tigercat’s fabrication and assembly plants – for drive-to-tree feller bunchers, mulchers and saw attachments.

As demand for Tigercat products has increased over the years and technologies have advanced, machining and fabricating equipment and processes have changed dramatically. In this edition of On the Floor, we will take a look at a recent acquisition, a five-axis milling machine with a robotic pallet changer. With the installation

completed in early December 2020, the new machine is increasing precision milling operation throughput for the production of drive-to-tree feller buncher and mulcher frames.

What is five-axis milling?

When referring to something moving along three axes, it would mean up and down, side to side and front to back. In the case of milling, the tool can be positioned on any of these planes. But what if you need a hole on a diagonal between any of these planes? That’s where the other two axes are required; the rotation of the milling head and the rotation of the pallet.

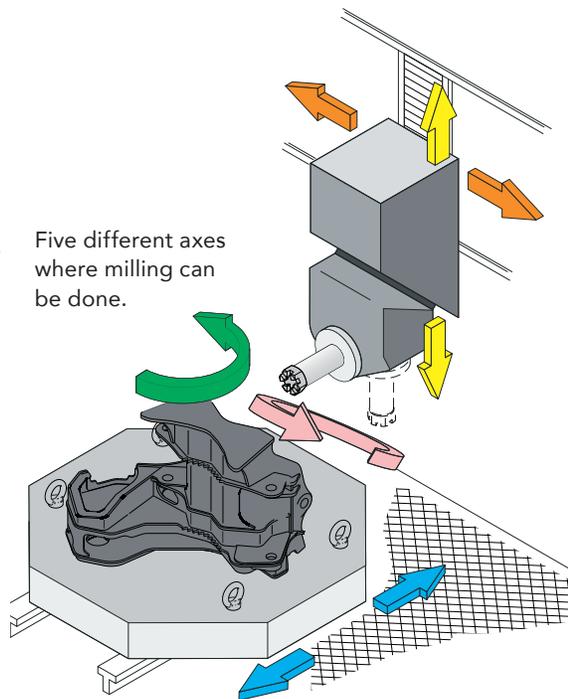
The five-axis milling machine can move the pallet in one direction

and rotate it about a second axis, while the milling head moves in directions three and four, while rotating about the fifth axis. The rotation can stop at any point between zero and 360 degrees on either of the rotating axes. A program is set up by the department lead-hand for all of the machining that needs to be completed on an assembly. The program is loaded into the milling machine and it completes the job automatically, even when no operator is present.

The unit is equipped with a two-pallet changer which allows assemblies to be loaded ahead of time, preventing the machine from stopping between jobs. Production planner Justin Cumby explains, “You can set up two jobs in the program before you go home, and it

will run both jobs. By the time you come back in the morning, you just have to unload them.” If the program is interrupted for some reason, it will remember where it stopped and can be restarted manually. The technology allows the operator to confidently walk away from a machine in operation and work on a completely different job, perform some offline programming or prepare the next part to load on the machine.

Besides the advantage of operating between shifts, the new five-axis machine runs faster and requires less set-up. Earlier generation boring mills are able to do the same type of work, but they take time to set up, and there may be multiple set up procedures for a



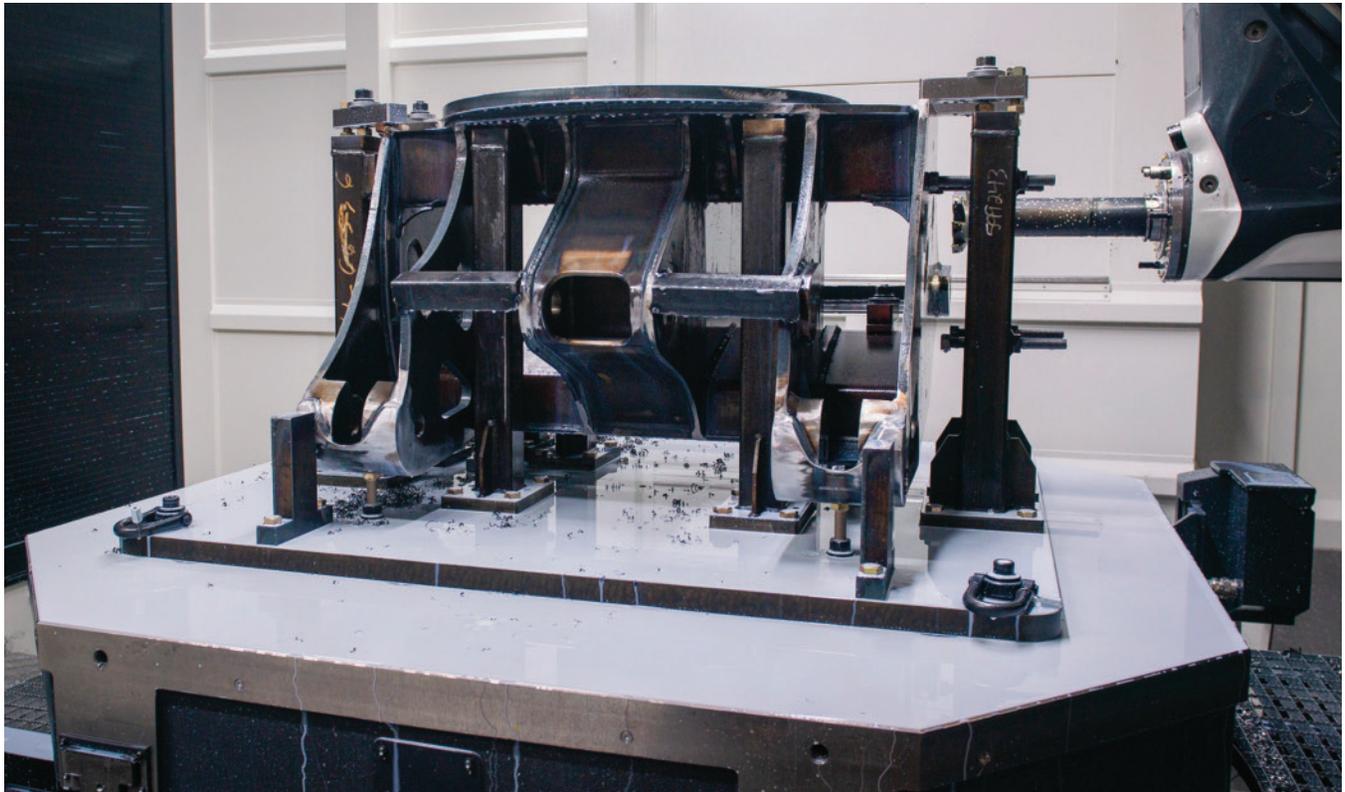
particular assembly. On the new milling machine, all of the set-ups are done through programming and the machine moves the part, rather than intervention from the operator.

Changing the cutting tool is another job that was performed manually on previous machines. In contrast, the five-axis machine has a wheel-

style magazine that holds 243 different cutting tools. When a tool change is required, a door on the back of the work area opens, the spindle moves over to the magazine, and the cutting tool is automatically changed. The process takes mere seconds. As far as speed of the machine goes, it has approximately four to five times the torque and speed of early boring mills used years ago. The five-axis machine enables the part to be positioned closer to the milling head. This allows the use of shorter tools, improving tool life.

The acquisition of this five-axis milling machine as well as three additional units installed in other plants is part of an ongoing effort to continuously improve manufacturing processes at Tigercat. ■

The two-pallet changer allows continuous operation, without stopping to set up the next assembly.



Tigercat

Rachel's
Drive



Talented processor operator Rachel Brink impresses with her drive, work ethic, and positive attitude.

– Samantha Paul, marketing specialist

Based in Williams Lake, British Columbia, Rachel Brink is surrounded daily by vast mountains and forests and she wouldn't want it any other way. "It is a different lifestyle," she says of her career in the forest industry. "It's not regular office hours, but the views make up for it."

Rachel's grandfather started a truck logging company back in the early 1980s. Her father, Randy and brother, Justin built up the business from there. 37 years later, Small Pine Logging is still going strong. "At one point we had almost all family working," says Rachel. "My sister, her ex-husband, my brother, my dad, my brother's father-in-law, and my two cousins," she reminisces. "My sister and our girlfriend worked with us at one point as well. We were processing, decking and road building, the three of us working together. It was pretty cool."

"My sister is one of the best operators I have ever seen," says Rachel. "She showed me the methods of skidding. There's a method for each job; when and where to do what – always planning. Riding along with a skilled operator is how I learn best. I've been lucky to have been around some of the best. A lot comes into play while running equipment. Steep ground, the weight of the machine, the wood you're handling, weather and season even. You have to be conscious of your surroundings."

After being trained by her sister on the skidder, her father gave her a shot at running the processor. "He showed me how to do a couple of things and said, 'You'll figure it out.' And I guess I did," she laughs. Going from a skidder to a processor can be quite the learning curve with added technical challenges. "If you have run an excavator before, there are similar controls, so it is a

**"EVERY YEAR, I
THINK ABOUT
GETTING A
DIFFERENT JOB.
BUT I KEEP COMING
BACK!"**

– Rachel Brink, processor operator,
Small Pine Logging

lot easier to jump into a processor and know what you're doing." At age 34, Rachel has been operating for thirteen years, including the last nine years on a processor. "Every year, I think about getting a different job. But I keep coming back."

Small Pine Logging received its first 850 processor equipped with the Tigercat 568 harvesting head in August of last year. The machine was purchased through Tigercat Dealer Inland. "Inland has been an enormous help," she says. "Tyler Povelofskie is my favourite

mechanic. He likes things fixed right not just halfway, and that is something I respect. He has a great work ethic, is easy to work with, and is always there when needed."

Learning curve

Along with Inland, local Tigercat product support representative, Jochen Reiter, delivered the machine and assisted with the carrier and head set-up. Rachel was operating a different brand processor before getting into the Tigercat. "I am very particular in how I want it to run. Jochen was a massive help when we were first setting up the machine. He guided me through the operator control system, and now it is super easy for me. He has come out multiple times to help me when I am stuck. One night I had a problem, and I woke up to fourteen messages from him explaining how to fix the issue. Every detailed step. He is amazing."

Rachel says that there have been very few times in her life when she has been truly happy with her achievements. "But I am happy with what I can do with this machine. It has more power than what I am used to. It's unreal actually. It is an amazing machine with a lot of little details you appreciate as an operator."

"She got used to our 850/568 very quickly. The second day she cut 700 cubic metres [approximately 585 tons]," Jochen explains. "The machine is now producing

Rachel and her Pomeranian named Cash.



Rachel trying to stay out of the trees.



The 850/568 processor that Rachel operates for Small Pine Logging.

TIGERCAT MACHINE LINE-UP

**Small Pine Logging
owns thirteen
pieces of Tigercat
equipment including:**

- 850/568 processor
- 632E skidder
- 630D skidder
- 875 logger
- 845C feller buncher
- 870C feller buncher
- 630C skidder

900 cubic metres [approximately 750 tons] – around thirteen to fourteen truckloads per day, which is pretty impressive,” he adds. “They are processing logs over 32 inches [80 cm] – some of the biggest logs I have seen go through the 568.”

Impressed with how logging equipment has improved over the years, Rachel confirms, “You get used to what you have been running. You don’t know what you’re missing until you get into a new machine.”

Motivation

Operating the same machine each day can become a bit monotonous. When asked how she stays motivated, Rachel explains, “I compete with myself and nobody else. You have to think about what you’re doing every second. Having a strategy in your mind to stay fast and productive is key.”

Rachel’s father is happily retired, fishing and golfing instead of logging. When the new 850 arrived, her father came out to the bush to check it out – a fond memory for Rachel. It isn’t very often her dad, brother and she are out on the job together. “My dad’s too busy living life now,” she says.

“My dad is ecstatic that I am an operator. He is so proud. On the other hand, my mom would probably prefer I become a nurse and pop out a couple of babies like my sister,” laughs Rachel.

Thick skin

Rachel isn’t sure why more women don’t pursue a career as a machine operator. “I guess you have to have a bit of a thick skin to work in the bush,” answers Rachel. “It may be intimidating if you don’t already know someone in the business. The money is good, but it is a different lifestyle choice.”



Rachel with her father, Randy and brother, Justin.

“Women do make great operators. And more women need to give it a try,” she states. “There is a finesse required for operating, and women have that.” Whether male or female, you have to have a good work ethic. Rachel wouldn’t say she is competitive but she has the drive to be the best she can be every day. “No one is watching over you every minute. You have to have the drive to keep setting new goals.”

“MY DAD IS ECSTATIC THAT I AM AN OPERATOR, HE IS SO PROUD.”

– Rachel Brink

“We have some old-timers in our crew, so we had to look at getting some younger operators with a

good work ethic, which can be hard to find. We have three guys in their early twenties working for us now. They are all working out very well,” she says. “The stories and jokes over the radio are hilarious. Everyone is constantly joking around.”

What’s important

With the current pandemic, now more than ever, people realize the true importance of family. Rachel’s work ethic is a product of her upbringing and the role models around her. “My mom, my dad, my brother, my sister – I am surrounded by great, hardworking people with big hearts.”

When Rachel isn’t processing, she is camping or golfing with family and friends. She has learned patience through her golf game, improving her skills over the years. “I tossed a couple of clubs when I first started,” she laughs. “But I don’t do that anymore.” ■

With the extra down time due to COVID-19, Rachel has discovered a new skill. “I can draw and paint. I have sold a few and traded some for Carhartt toques. I also have a piece up in our local brew house,” she explains. “It is something I am surprised I am capable of. A skill I never knew I had.”





REMEMBERING DICK RONALD

One *of a* Kind

NOVEMBER 9, 1944 - DECEMBER 16, 2020

– Paul Iarocci

I met Dick Ronald in 1997. He was running the US sales department and he was my boss. Along with me, he was essentially directing a bunch of kids, teaching us how to do our jobs. He was introspective and played his cards tight to the chest, so when he did say something, us kids in the office tended to listen.

Previous to the twelve years Dick committed to Tigercat, he spent 27 years working in the heavy

equipment business for Clark, VME and eventually Valmet. He was mainly focused on the forestry side of those businesses, notably product development for the Ranger skidder line. I had asked Dick a few years ago how he came to work at Tigercat. At that time, he responded, “Tony [Iarocci] was looking for somebody, and I think a few of the dealers who Tony was working with and who knew me quite well, were advocating for me to get a job there.”

Dick came up in the seventies when logging in the southern US was wide open. He knew all the players. His relationships with solid independent dealerships like B&G Equipment in Mississippi and Smith & Turner in Georgia were instrumental in Tigercat’s early success, helping the young company to string together a dealer network across the US southeast.

“In early 1994 we did not yet have anyone on board in sales

At Tigercat's 25th anniversary celebration in 2017, Dick poses as his wife Janet snaps a picture of him in front of the very first Tigercat machine ever produced.

administration," says Tony, Tigercat president from inception until 2017. "I guess I was doing that work myself, so I was happy to hear from a potential candidate with forestry machine experience. I offered him a job soon after he came for an interview even though I wasn't quite sure if he would be best deployed in a service or sales function. He started in February 1994. It soon became quite evident that he had established close working relationships with some dealers in the US, and also with some big forest products companies in Canada such as Great Lakes Paper in Thunder Bay."

Bobby Miller, dealer principal and VP at Smith & Turner met Dick in 1986 when the dealership became a VME skidder dealer. According to Bobby, "Dick was our dealer representative. The first thing I remember about Dick was when we went to meetings and shows. When a big crowd would be loudly talking and telling big stories, Dick always seemed to be standing with his

arms crossed. Just listening. I know it sounds silly but I wondered what he was doing. It wasn't until later on I figured out he was learning more by listening to what was being said rather than joining in the conversation."

A head for marketing

District manager, Don Snively spent a lot of time working with Dick over the years, and their relationship extended to Tigercat's tradeshow efforts – which in the early years were near heroic. Tigercat was a really small company in the nineties that portrayed itself as larger than life in order to compete against a few monstrously large corporations – that unlike Tigercat, presumably had massive tradeshow budgets and lots of hired help. I recall some of those early tradeshow efforts. It was a DIY effort and everyone worked hard all day. Dick was a really good motivator. I also remember him being the ideas guy. Then he and Don would marshal the troops and get the ideas turned into reality.

He had other sorts of ideas as well. Tigercat owner and CEO Ken MacDonald often made a priority of sending a lot of employees to the big shows. Dick sought to leverage this by dressing everyone in very noticeable orange and black Tigercat themed show shirts for the Atlanta Expo in 1999. The Georgia World Congress Center, the CNN building, the MARTA, all of downtown Atlanta it seemed, was crawling with a Tigercat contingent that resembled hordes of walking, talking orange and black diving flags. It was not subtle but it was very effective.

Don recalls driving a rented but mechanically suspect motorhome with Dick from Ontario to Quebec for DEMO 1996. At one point as Don was hurtling down the 401 at highway speed, he suddenly heard the sound of a skill saw. It was Dick in the back cutting some wooden wedges to beef up the motorhome's window security.

Dick fitting in with the locals in Quebec City during DEMO 1996.



Then on the way back home, the engine was acting up. Dick removed the interior engine cover and stuck a screwdriver into the carburetor. The engine backfired, sending a plume of black smoke into the cabin and smearing soot on the ceiling. Dick's deadpan response: "We should get some hot dogs." Of course you can't operate power tools in moving vehicles any longer and carburetors are long gone, but Dick was firmly placed in the old school.

Old school or not, Dick came up with some innovative and decidedly new school advertising ideas. Logging industry ads were somewhat conservative 25 years ago, usually consisting of a machine picture and a lot of copy. As Tigercat fought to increase market share with a steadily expanding product line, Dick had the idea to show a full-page image of a light switch with just two words, 'Just Switch'.

"Dick had a good sense of marketing," recalls Suzanne Cline, retired Tigercat VP, finance. "I remember being totally blown away arriving at my very first logging show in Richmond, Virginia in May 1996. As you entered the main gates, straight ahead centred in the roadway was the Tigercat site. Flags and banners waved in the breeze and many machines were on display. When I asked Dick how he had scored such a prime spot, he said that no one wanted it as it was beside the chain saws which could be noisy. It gave the sense of it being a 'Tigercat' show."

A great mentor

He was a diehard Ford man. Dick drove a Bronco and later on, a couple of Mustangs. He usually

wore his NASCAR jacket on his daily hour-long commute from St. Thomas to Brantford. He showed up at the same time every day – within minutes of 7:30 am. It didn't matter the weather, which could be awful along that stretch of highway in winter. As Canadian sales manager Ron Montgomery recalls, "He enjoyed his winter drives to work and arrived every morning on time because he always had the best winter tires." He made no secret of this – Blizzaks all the way.

Dick had a unique way of looking at the world. "During his commute, he gauged the economy by what the trucking industry did," says Ron. "He watched the number of trucks on the road and kept a close eye on the inventory while passing the various truck dealers. He was never far off on his predictions."

Ron and Dick first met in late February, 1995. "I entered what was to be our shared office at 86 Plant Farm Boulevard in Brantford." This was the sum total of the sales department at that time – one office with two facing desks. "Dick was a man of few words. Tall, confident and always giving you that quiet stare, always listening. When he did speak, you listened."

Ron continues, "Early on, I learned how well known and respected Dick was in the industry as I crossed paths with people who he had worked with over the years. Dick was a great mentor as he helped me understand the industry and learn about our competition while sharing his massive competitive literature file. He shared stories and experiences about his time at Clark and Valmet. I remember getting excited about selling a few

853E feller bunchers to Spruce Falls in Kapuskasing. Dick later shared with me photos from his days at Clark showing a long convoy of new skidders on floats lining the highway destined for one of the Spruce Falls camps."

Kevin Selby worked with Dick for seven years in the role of US sales coordinator, and took over Dick's position upon his retirement. "I'm sure anyone who dealt with Dick will agree with this – the awkward silence in face to face or phone conversations was one of his traits." says Kevin. "He had a wealth of knowledge and was more than willing to teach and share with anyone willing to learn. But I'm not going to lie, it was challenging out of the gate to figure out how to adjust my strategies when communicating with Dick."

Kevin recalls his first day at the office in 1999. "I'll never forget this. I arrived a little early and Dick was already in his office. I believe I interrupted his pre-eight am routine. Other than a brief hello, I sat in silence waiting on some discussion and direction. I spent my entire first day sitting there in Dick's office, much of it in silence, listening to his phone discussions or conversations with colleagues. I remember going home that evening thinking Dick was not a fan of my presence. After some seat time though, I quickly learned he was a true professional and a gentleman. He was my mentor and I am grateful for the seven years working under his leadership. I certainly give him all the credit for my knowledge and growth in the business."



The Tigercat show crew at Richmond 2002 sporting the infamous orange and black show shirts. They endured for several years. (Dick fourth from right)

A man of many accomplishments

Dick was a member of the 1968 Ontario Championship Brier Team. Suzanne Cline recalls the words of Jim Waite, a former teammate of Dick's. "He said that when Dick was younger, he was an exceptional curler who had a goal of winning the Provincial Championship and competing in the Canadian Brier for the St. Thomas Curling Club. The Brier," explains Suzanne, "is like the Superbowl of curling in Canada. He did this in 1968 with the Don Gilbert team." Dick promptly ended his competitive curling career after that win, reasoning that he had achieved his goal.

"30 years later at the annual Tigercat Bonspiel, Dick added the Tigercat trophy to his array of accomplishments on the ice," Suzanne continues. "This fun day was attended by many employees, very few with any curling experience. I suggested to Dick that he should play, and eventually he agreed." Dick laughed when he found out that he and Suzanne – one of the few experienced players at Tigercat – had ended up on the same team. "I did not have Dick's level of achievement, but I had won a couple of championships."

Tigercat legacy

Dick wore jeans on Fridays and he was the handyman around the office in the early days. "He brought in his tools when there was something to add or repair," recalls Ron. "I remember helping him install a dual water filter in the kitchen. Plastic tubing? Not likely. Dick sourced copper tubing and fittings. He did nothing short of the right way the first time. Over the years, he shared many stories of home building projects."

He also loved to build up the small dealers. The ownership structure was different in the early days of Tigercat. There were many more small dealers and single store operations, just as there were many more equipment manufacturers. Several people that I spoke to believe that Dick felt that it was a key role of his to nurture and develop these stores to the best of his ability.

"When he came to Tigercat I was just getting my feet wet in sales," says Bobby Miller. "Dick always seemed to have a soft spot for the smaller dealers like myself. He would help us in situations with getting machines we didn't think would be possible."

Dick was a big NASCAR fan. Bobby relates that back in the 1990s when Rex Smith (co-founder of Smith & Turner) was still alive, "Rex carried him to Dawsonville to the Bill Elliot racing facilities. He would mention that from time to time for years after that. I saw Dick at the 25th Tigercat anniversary and had the chance to talk to him for a while but after that I hadn't talked to him until just a few days before he passed away. It was on the Monday after Chase Elliot [Bill Elliot's son] won the NASCAR championship. My cell phone rang and it was Dick. He said he was watching the race and was thinking back to when he came to Georgia and visited the Bill Elliot shop. He just called to see how we were doing and we talked and reminisced for a while. I will always think of Dick Ronald as a great man. I think he took great pride in being part of the Tigercat legacy."

"In spite of being a man of few words, he was an effective communicator," says Tony. "He conducted business effectively and with utmost integrity." Dick helped to define what Tigercat is today. He will be remembered as a pioneer and an enduring part of Tigercat's legacy. ■



Bejac Expands Tigercat Line-up into Arizona

Bejac Corporation has expanded its territory for the Tigercat product line to include Arizona in addition to its other operating states of California and Nevada. The Glendale, Arizona facility is positioned with excellent access throughout the state. “We are excited to add Tigercat to our line-up and look forward to supporting our customers with full capability of Tigercat parts, sales and service,” says Arizona operations manager Jamie Carson. “The higher elevations in Arizona have been impacted by the fires now commonplace in the west. This has increased demand, not only for forest management but also the opportunity for mills, as well as renewable fuels. We are anxious to bring Tigercat quality and support to this market.”

Branch location: 5228 N. Tom Murray Ave., Glendale, AZ 85301

Contact: Jamie Carson, operations manager, 1-800-BEJAC, jcarson@bejac.com



B&G Equipment Opens New Location in Iuka, Mississippi

B&G Equipment has a 45-year history in Mississippi. The original facility in Iuka opened in August, 2002 in an aged facility without any overhead cranes. The new Iuka branch is located at 208 County Road 180 on Hwy 72. Doors opened on June 1, 2020. “The location is set on a hill on Hwy 72 with thirteen acres of land, plus an additional six acres behind the store that is undeveloped,” says president Debbie Webb. “The parts and office area are 100 by 100 feet. The service area has four shop bays with three overhead cranes – one five-ton and two ten-ton cranes. The shop also has a covered area off the back for service work and a covered wash bay area.” B&G looks forward to using this upgraded facility to provide strong customer service support with exceptional parts availability and service response.

Branch location: 204 County Road 180, Iuka, MS 38852

Contact: Jeramie Roach, parts manager, 662-423-6011, jroach@bandgequipment.com



Tidewater’s Tampa Branch Becomes Tigercat Dealership

Tidewater has been in the business of selling and servicing heavy equipment since 1947, establishing a footprint from North Carolina to Alabama. “We are excited to add the Tigercat line-up to our Tampa, Florida location,” says branch manager Mike Collins. “This will help all of our southern Florida customers get the best equipment, parts, and service for their businesses to thrive. Tigercat provides the best product on the market, with the right backing and support.” The Tampa location will focus on supporting Tigercat’s growing material processing and off road industrial product lines. “We look forward to the new line-up coming that will help Tidewater continue to grow for future generations,” says Mike.

Branch location: 2254 Massaro Blvd, Tampa, FL 33619

Contact: Mike Collins, branch manager, 813-620-9197, mcollins@tidewaterequip.com



MidSouth Opens New Dealership in Springfield, Arkansas

MidSouth Forestry Equipment is proud to announce the opening of a third Tigercat dealership location. The facility is located in Springfield, Arkansas, in the heart of Birdtown on Highway 9. “It sits on five acres and is just a short distance from the Ouachita National Forest and the Ozark National Forest,” says general manager Jeff Rains. “With several mills in the surrounding areas, this allows us to better support our north and west Arkansas customers and grow our business. We are looking forward to the growth of our customers and being able to support them in this new location with Tigercat equipment, parts, sales and service.”

Branch location: 4337 Hwy 9, Springfield, AR 72157

Contact: Garrett Thurman, parts counter/store supervisor, 501-977-0338, gthurman@midsouthforestryequip.com

FOREST PRO

Forest Pro Moves Store from Ashland to Manquin, Virginia

Forest Pro has moved its Ashland location, previously located on Air Park Road, to 1056 Richmond Tappahannock Hwy in Manquin, Virginia. The new site allows Forest Pro to serve the needs of its customers more efficiently as Manquin is a more convenient location for many of the loggers in the area. “We know time is money and strive to succeed in getting customers up and running as fast as possible,” states office manager Tory Campbell. “The Manquin store is fully staffed with the finest personnel out there.”

Branch location: 1056 Richmond Tappahannock Hwy, Manquin, VA 23106

Contact: Robbie Ligon, parts manager, 804-752-7500, robbie@forestproinc.com

PRODUCT SUPPORT

New Product Support Appointment in Quebec



Bruno Villeneuve

Bruno Villeneuve joins the Tigercat team in the role of product support representative for Quebec and northeastern Ontario.

Based in Dolbeau-Mistassini, Quebec, Bruno comes to Tigercat with eighteen years of experience in the heavy equipment industry, ranging from equipment technician to field service manager. In Bruno’s new product field support role, he is working closely with Tigercat district manager Yannick Lapointe and Thunder Bay based product support representative Keith Gauvreau.

“Bruno is well known in the forests of Quebec, a very dedicated individual with a contagious good mood. His passion and experience will bring a lot to us and to our customers. If you travel with him, be ready to get up early and get back when it’s done. I am very happy he joined our team,” explains Yannick.

Bruno’s appointment represents the latest effort in Tigercat’s ongoing goal to provide the best after sale support in the industry by monitoring and matching increases in field population to field team resources. ■

Future LOGGERS

Rethink, Reuse and Play

A contest named 'Rethink, Reuse and Play' was developed by forestry products and packaging company, WestRock in Brazil. Its purpose was to encourage the reuse of paper and cardboard packaging to create toys, paintings, folds or other crafts by children of the company's employees. The contest was held in conjunction with the celebration of the Brazilian

holiday, Children's Day. Many participants created models of their favourite pieces of forestry equipment, including eleven-year-old cousins, Guilherme Pazda Karvat, who built a Tigercat track feller buncher and Arthur Henrique Pangratz Karvat, who made a Tigercat six-wheel skidder, all out of recycled paper products. ■



Peterson Brothers

Brothers Hank and Charlie Peterson, age eight and five, from Meadowlands, Minnesota mailed in a letter to express their passion for Tigercat equipment.

Along with the letter, the brothers included Charlie's drawing of a Tigercat feller buncher and a picture of Hank's feller buncher made out of Lego. ■

Dear Tigercat,

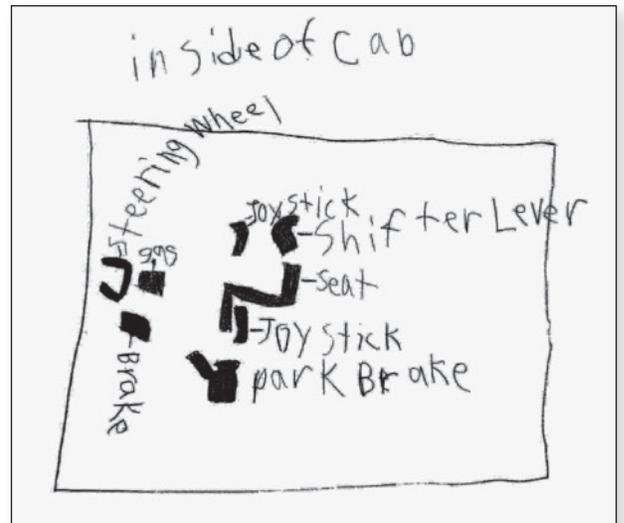
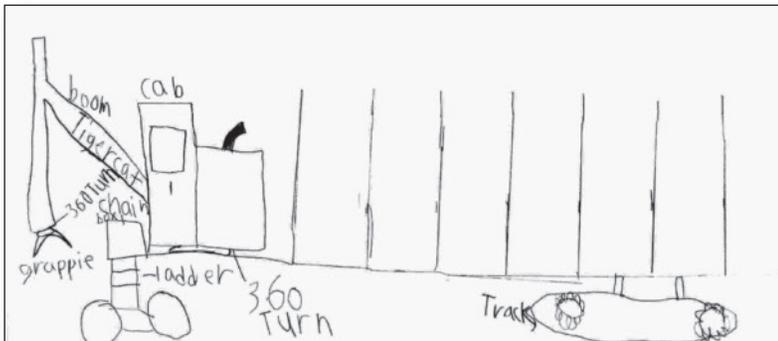
Hi! Our names are Hank and Charlie Peterson and we just wanted to send you a picture we drew. We LOVE your logging equipment and have dreams of becoming loggers when we grow up. You make the best things, and we have actually made up a feller buncher out of our Legos, just like the real one! Thank you for being so good at what you do. We love checking out your website and drawing pictures of all your products. Have a very Merry Christmas, and Happy New Year.

Love, Hank + Charlie



Forwarder Request

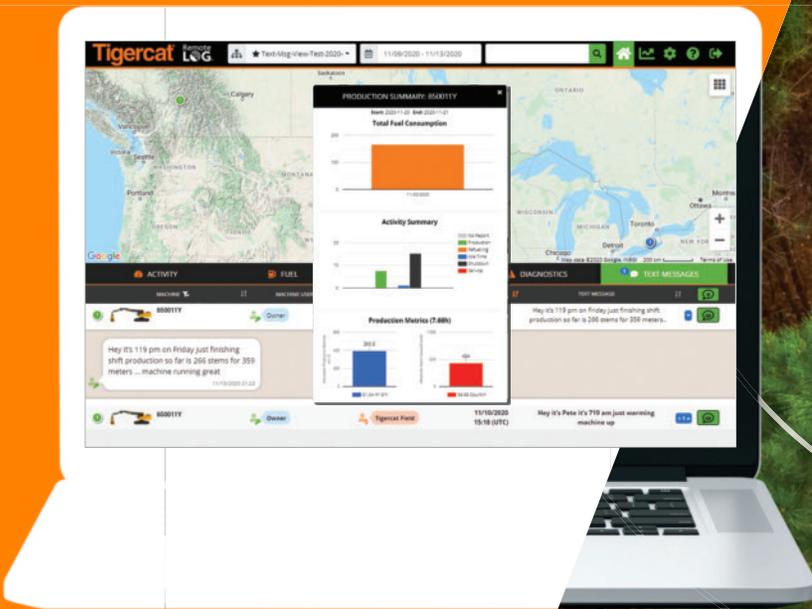
Eight-year-old Bentley Heed from Montrose, Pennsylvania mailed in a letter asking Tigercat to build a forwarder with an upper frame that rotates 360 degrees. Bentley included detailed drawings of his design. The request was passed over to vice president of engineering Jon Cooper, who responded to Bentley with, "We will look into your idea thoroughly, and perhaps one day build the machine you describe." ■





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