

THE LANDING

SPRING 2019

OKLAHOMA



GUEST EDITORIAL

COMPREHENSIVE SOLUTIONS FOR CHANGING TIMES

Graham Hinch, Director, Forestry Sales & Marketing,
United States & Canada

At John Deere, we constantly keep our finger on the pulse of the forestry industry. By better understanding your needs, we can provide the right solutions to help you survive and thrive in a changing economic landscape. To succeed, you need to use every advantage at your disposal. That includes productive, reliable machines backed by an extensive dealer network and readily available parts.

As the new director of forestry sales and marketing for the U.S. and Canada, I will continue John Deere's firm commitment to improving the quality of everything we build. In September, we introduced the new L-Series II Skidders and Wheeled Feller Bunchers. Incorporating the best features of the original L-Series machines, these new models boast enhancements under the hood, including a reduction in parts and simplified electrical and hydraulic systems. These customer-driven improvements help make these machines reliable and easy to service, without sacrificing power or productivity.

But good machines alone are not enough. To gain a competitive edge, more loggers are adopting technology. John Deere continues to develop smart solutions aimed at helping to increase productivity and uptime, including JDLink™, TimberMatic™ Maps, and TimberManager™. We're also expanding our

technology solutions to more of our equipment. Recently we introduced Intelligent Boom Control (IBC) on our 1170G and 1270G Harvesters and our full line of forwarders. Smooth and simple operation helps new employees get up to speed quickly and seasoned operators can continue to be highly productive.

A notable trend we're seeing across the industry is logging operations expanding into new terrain such as steep slopes, which presents lucrative new opportunities. Our 1170G Eight-Wheel and 1270G Six-Wheel Harvesters provide exceptional grip on steep slopes. And using third-party solutions such as the HAAS Maschinenbau winch system offered exclusively on our harvesters and forwarders, loggers can navigate terrain that was previously inaccessible.

At John Deere, we strive to provide a solution for every logger, regardless of the terrain, timber, or application. We offer a complete line of full-tree and cut-to-length machines, heads, and attachments. This dedication to our customers is what sets John Deere apart. We will continue to work tirelessly to provide comprehensive solutions to help you be more efficient and productive, no matter what the woods, markets, or weather throw your way.



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PowerPlan™ is a service of John Deere Financial, f.s.b.

Cover image:

Anderson Logging has discovered a "diamond in the rough" in Broken Bow, Oklahoma.

SEE THE FOREST FOR THE TREES

TIMBERMATIC™ MAPS AND TIMBERMANAGER™ TAKE THE GUESSWORK OUT OF PRODUCTION PLANNING

Planning the work you need to do every day shouldn't be a guessing game. TimberMatic Maps and TimberManager allow contractors and operators to share real-time production and location information, so operators can work efficiently. This mapped-based production-planning and tracking system is now also available on John Deere G-Series Swing Machines and M-Series Tracked Harvesters, in addition to our wheeled cut-to-length equipment. Here's how you can put this solution to work for your operation.

Get the lay of the land. Operators can view all machine locations and the current logging situation in real time, using the TimberMatic Maps display in the machine's cab. Live production and location data is shared wirelessly among John Deere wheeled and tracked harvesters, forwarders, and swing machines via a wireless mobile network and real-time cloud connection. Production data is collected by sensors on the machine, while location data is gathered through GPS technology.

Establish a game plan. TimberMatic Maps shows the precise GPS-based location, volume, and species of harvested trees, right down to individual logs — for simple, efficient planning. Forwarder operators can immediately

see where certain species are located and choose the optimal route to pick up and transport a full load of a desired assortment to the landing.

Plan your next move. As the job progresses, production data and logging routes are updated continuously, so operators can see the actual, up-to-the-minute status of the jobsite. As timber is transported, operators can mark the map to indicate the exact volume of timber at the storage area. This simplifies planning for transporting timber to the mill. Using the Areas of Interest and Point of Interest functions, operators and contractors can also mark hazards, obstacles, soft ground, and challenging terrain in the cab or on a tablet.

Monitor everything remotely. Contractors and supervisors can monitor live progress from anywhere at any time using TimberManager — a web-based solution for PCs, tablets, and mobile phones. Selecting a logging site displays harvesting and forwarding progress at a glance, along with more detailed information, including machine production and efficiencies.

Put your logging operation on the map

TimberMatic Maps and TimberManager come standard on all new John Deere G-Series Forwarders and Wheeled Harvesters.


John Deere G-Series Swing Machines and M-Series Tracked Harvesters running Waratah H-16 measuring systems are also compatible. Plus it's easy to update on existing G- and M-Series machines. See your dealer for details.





Australian company

REID LOGGING achieves excellence through mechanization



Australia may be known for the Sydney Opera House, the Great Barrier Reef, and its vast outback, but it also has a rich history of logging. During the 19th century, European settlers began clearing native forests to make way for farms while supplying wood for fencing and building construction.

A search for a tree that was most suitable to Australia's climate fueled the growth of forestry plantations, especially during the 1920s and '30s. Today most logging is done on these plantation forests, which comprise approximately half softwood (mostly *pinus radiata* species) and half hardwood (mostly *eucalyptus* species). Plantations cover two million hectares along the southeastern and southwestern coasts.

Reid Logging, located in Mount Gambier, South Australia, harvests 100,000 cubic meters of pine annually. Most of its product is sent to domestic mills, with pulpwood being exported. Founded by John Reid in 1966, the company pioneered mechanical logging in the region. In the early days, teams of 13 loggers hand-felled timber, which was cut into short 1.2-meter pulpwood before being stacked by hand onto trucks. "This process was extremely labor intensive with a high rate of injury," says current owner Colin Reid.

Beginning in the mid-1970s, Reid Logging began mechanizing operations. In 1974, the company introduced the first forwarder on the southeastern coast, which could load 5-meter-long logs. "This resulted in far less manual handling of wood, significantly fewer injuries, and dramatically greater productivity," says Reid. In 1978, it introduced the region's first harvesters — two John Deere 743s — which further helped reduce accidents and increase productivity.

“ I’m proud
that we are
the first
contractor to
introduce
mechanization
and that we
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equipment. ”

COLIN REID,
OWNER,
REID LOGGING

By 1990, the company was completely mechanized. Today Reid Logging produces far more with only five operators than it did hand-felling with a crew of 13. The company owns two John Deere 1270E Harvesters, a Deere 1910E Forwarder, two Deere 1710D Forwarders, and a Hitachi 250 Log Loader. "I'm proud that we are the first contractor to introduce mechanization and that we are known for running quality equipment," says Reid.

Recently the company received the top award at the inaugural Green Triangle Timber Industry Awards, along with the prize for harvesting excellence. The Green Triangle represents Australia's largest collective plantation and timber-processing industry, with more than 355,000 hectares of plantations. The award recognized Reid Logging for its investment in the latest innovative technology, high quality of work, and impeccable safety record. "We've worked hard to earn a reputation for high quality and output, and I'm honored to have received this recognition," Reid says.

He is also optimistic about the outlook for Australia's forestry industry. "Logging in Australia has a history of longevity and stability, and today our markets are expanding. Our future looks bright."

Sources: Australian Bureau of Agricultural and Resource Economics and Sciences; Hitachi Construction Machinery.

FROM TO FACTORY FOREST





TEAMWORK AND PRIDE GO INTO EVERY L-SERIES II MACHINE

When we introduced our L-Series Skidders and Feller Bunchers four years ago, they redefined loggers' expectations of what these machines could accomplish. Not content to rest on our laurels, we improved upon them with a simpler, easier-to-maintain design — our new L-Series II machines. We made improvements to over 1,600 parts, improved component placement, and dramatically reduced the complexity of the electrical and hydraulic systems.

And we continually refine them, based on invaluable input from loggers like you. We recently spoke with employees at the John Deere Davenport Works factory. Here's an insider's view of what they do to deliver machines that meet your needs — and stand up to whatever the forest throws your way.

THE WORLDWIDE LEADER IN FORESTRY

"John Deere is the worldwide leader in forestry, and we don't take that for granted. We strive every day to meet our commitment to living up to loggers' high expectations. The L-IIs were built on great things that came out of the L-Series, which provided a solid foundation to deliver exceptional uptime. Loggers work in rugged environments, and our goal is to produce machines that are bulletproof."

JOHN HAMILTON, Program Manager,
John Deere Forestry



MEETING CUSTOMER NEEDS

"The Enterprise Product Delivery Program (EPDP) for the L-IIs helps ensure that we're meeting our customer requirements and addressing any performance gaps we might have had with the L-Series. The process is very detailed and includes virtual builds and actual builds of 11 machines that are rigorously tested in the woods. We've had excellent reports from the field on the quality of the L-IIs."

DON ECKMAN, Business Unit Manager,
Forestry Assembly, John Deere Davenport Works



CARING ABOUT QUALITY

"The employees here at Davenport Works care a ton about quality. You can see how engaged they are when you walk around. People are wearing John Deere shirts. They smile, they wave, and they love meeting with customers. They are always talking about how we can do things better for the customer. It feels great to work with people like that every day."

MARY PAT TUBB, General Manager,
John Deere Davenport Works



"We constantly strive to outperform customer expectations. Uptime is critically important to loggers, who work in adverse conditions. With the L-IIs, we made several improvements to servicing electrical and hydraulic systems, so they can get back up and running quickly."

CHRIS HODEN, Operations Manager – Forestry,
John Deere Dubuque Works





“Many of the improvements to the L-II machines came from my team on the line. For example, if the engine-frame harnesses are easier for us to install on the line, they’re going to be easier to service in the field. There’s never been an idea from one of our line people that wasn’t brought to the business unit managers or engineers to look at it for its feasibility.”

TODD O’CONNELL, Product Supervisor – Forestry,
John Deere Davenport Works

“We perform a verification audit to uncover any issue on the machine and fix it right away, so customers don’t experience the issue. We do extensive root cause analysis and put in steps to ensure the issue won’t happen again.”

JOHN HAMILTON, Program Manager,
John Deere Forestry

PRODUCED WITH PRIDE

“When I build something, I pretend the guy I’m building it for is standing right next to me.”

RYAN SCHNEIDER, Assembler – Forestry,
John Deere Davenport Works

“Engaging our employees is at the heart of putting everything we have into our products every day. Their workmanship really delivers value and leads to success on the customer end. When we bring customers and dealers through the factory, they are most impressed by the level of involvement from the workers who actually build the products.”

CHRIS HODEN, Operations Manager – Forestry,
John Deere Dubuque Works

CONTINUALLY EVOLVING

“The forestry industry is always changing, and John Deere is right on the cutting edge. Just as a logger must adapt to terrain, so do our products. We’re always looking at ways to improve and take our products to the next level.”

DAN SCHELBERGER,
Customer Support Planner,
John Deere Davenport Works

“We’re always here, tracking every warranty claim and working with dealerships to find better ways to make the machine. I personally read every single warranty claim that comes in to learn how we can improve our current product or the next revision of the machine. The best thing for me is for a customer to see a design change and say, ‘Man, that was really smart.’ That’s what keeps me coming to work every day.”

JAY SMITH, Supervising Engineer,
John Deere Dubuque Works



WORKING THE SWING SHIFT

5000



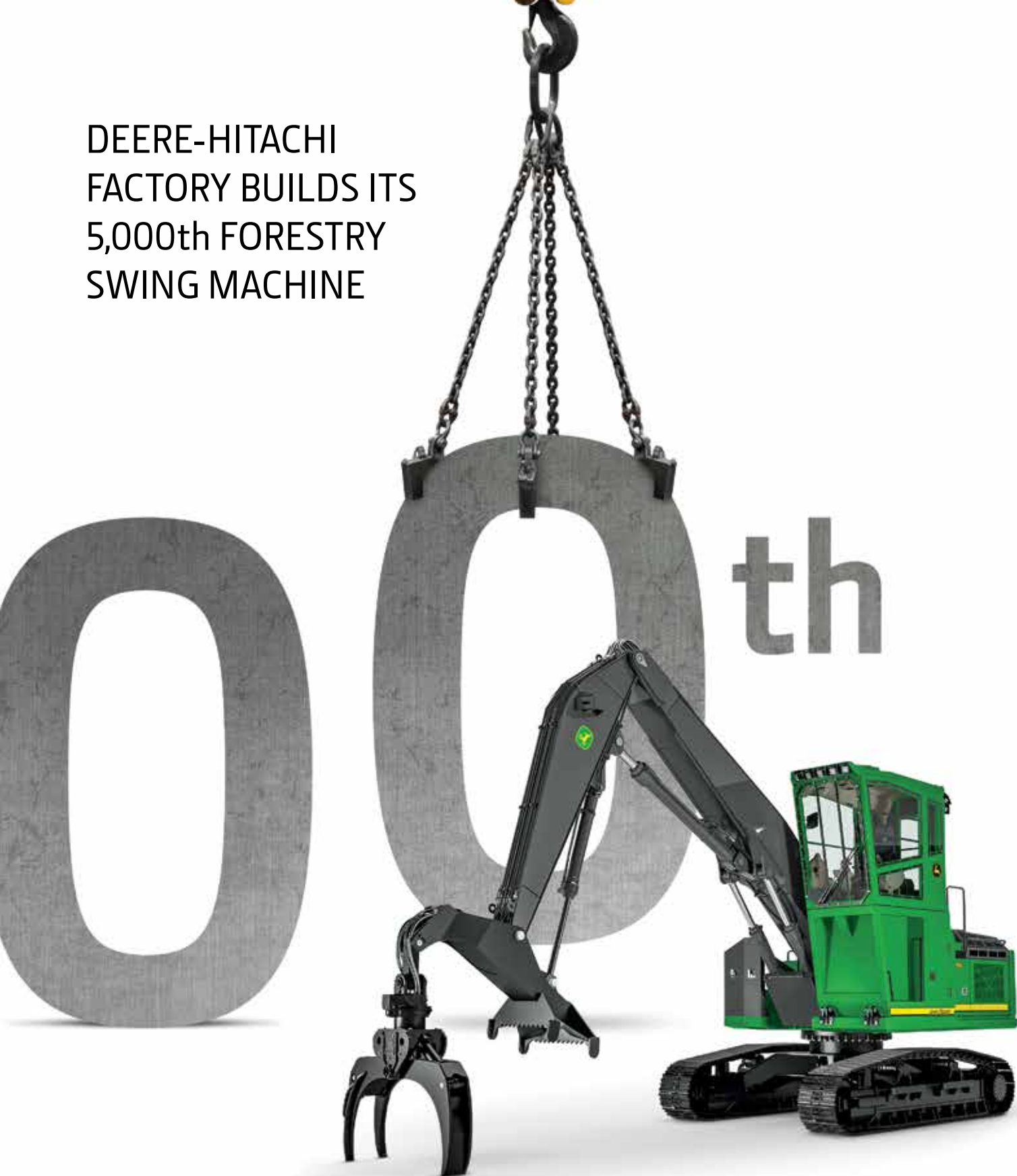
DHSP - January 31, 2019

John Deere has a long history of producing tracked logging equipment, dating back to our popular “MC” crawler in 1949. In 1998, we partnered with Hitachi Construction Machinery to manufacture purpose-built, excavator-based logging (or “swing”) machines, including log loaders, stroke delimiters, processors, and road builders. These machines

are built at the Deere-Hitachi Specialty Products (DHSP) facility in Langley, British Columbia.

Recently DHSP manufactured its 5,000th Forestry Swing Machine, a 2656G Log Loader, commemorating the event at a special Gold Key ceremony on January 31, 2019. Bighorn Logging,

DEERE-HITACHI FACTORY BUILDS ITS 5,000th FORESTRY SWING MACHINE



which purchased the milestone machine, was presented a plaque at the end of a factory tour as the machine was started up for the first time. "We are committed to producing high-quality, reliable equipment, so this is a paramount moment for our factory and employees," says Jarvis de Groot, Product Marketing Manager, Forestry Swing Machines.

"Our customers are the heartbeat of the company and the reason we are able to do what we do every day. It is an honor to open our doors and celebrate with Bighorn Logging."

To learn more, visit JohnDeere.com/SwingMachines.



SOONE

R

Rather Than Later

**Raised on a cattle farm, Oklahoma logger
Andrew Anderson found his true calling early on.**

Oklahoma has a rich, colorful logging history. Wait, you ask. Oklahoma? You mean the state “where the wind comes sweeping down the plain,” as the song goes? Most of the Sooner State lies in the semiarid Great Plains, where there aren’t a lot of trees. But in the southeastern part of the state, large stands of shortleaf and loblolly pine and valuable hardwood began attracting lumber companies over a century ago.

STORY: KEVIN ORFIELD / PHOTOGRAPHY: NATE LUKE

DIAMOND IN THE ROUGH

"You'd naturally assume there'd be no logging going on in Oklahoma," says Andrew Anderson, owner, Anderson Logging, Broken Bow, Oklahoma. "It's flat, dry, and wide open. But here in the southeastern part of the state, there's lots of timber. It's a diamond in the rough."

Broken Bow was founded as a company logging town in 1911 by the Dierks brothers, early pioneers of Oklahoma's forestry industry (*see sidebar at far right*). With its hilly terrain, the area resembles more traditional logging areas in neighboring states like Arkansas, Alabama, and Louisiana than the wide-open spaces to the west. The wilderness area north of town has become a tourist destination, with hundreds of rental cabins going up around a clear, mountain lake. "It's really pretty," says Anderson. "A lot of people from Texas find their little piece of heaven up here."

24/7

Anderson's upbringing is more what one would expect of someone who grew up in Oklahoma. He was raised on a cattle farm about 30 miles north of Broken Bow. His father had a lease with Weyerhaeuser, which owned 80 percent of the land in the area, to graze his cattle. "My grandfather ran cattle," he remembers. "My father ran cattle. I thought, 'I'm going to become a cattle farmer.' That's all I knew."

Fortunes changed in 2005 when Weyerhaeuser terminated its cattle leases. Anderson was 16 at the time, dating his future wife while doing odd jobs for his future father-in-law, a successful logger. "Over Christmas break, he asked me to come work with him in the woods," he remembers. "I had no idea what I was getting myself into (laughs)."

"Working in the woods is what I really wanted to do."

ANDREW ANDERSON,
Owner, Anderson Logging



Anderson headed to Pine Bluff, Arkansas, to help with a chipper operation. His father-in-law was running four logging crews in the woods, with an additional crew working in the wood yard at a paper mill. He put Anderson to work clearing slash and bark away from the chipper, keeping the equipment fueled, and counting loads. "I remember it being pretty cold. Twelve hours went by, then 18. After 24 hours of working, I thought, 'Man, this guy is a hard worker.'"

For the next two weeks, Anderson worked 24 hours straight, then slept for five hours before working another 24 hours. "When we got back, I was so tired that he insisted I stay at his house. In the middle of the night, I was sleepwalking, and I kept trying to put an ironing board in the closet. The noise woke my girlfriend, who asked what I was doing, and I told her I was trying to load the chipper!"

To this day, Anderson admires his father-in-law's work ethic. "He's one of the hardest-working guys I've ever been around. There's no quit in him. I thought he was testing me for those two weeks, but that's just how he is."

The experience inspired Anderson. "I was planning on going to college, but I decided working in the woods is what I really wanted to do."

He started out driving a skidder for his father-in-law before the housing crisis in the late 2000s caused the chip market to bottom out. When the market rebounded, his father-in-law helped Anderson start his own operation by finding some used logging equipment. "I started out with one crew. I bought my own timber, and soon I discovered it was better to buy and sell more rather than less because you get better prices. So I soon expanded to two crews."



TRAVELING TIMBER TOWNS

At the turn of the 20th century, John and Herman Dierks first brought forestry to Oklahoma. Originally from the Midwest, the brothers began expanding logging operations to southeastern Oklahoma in 1898, buying timberland from the area's Choctaw Indians. Back then, logging was backbreaking work done with axes and crosscut saws. Logs were hauled from the woods using teams of oxen and mules. The company built railroad lines into the woods for transporting logs to the mills.

As the logging sites moved farther and farther from the mill, the Dierks brothers came up with the idea of "traveling timber towns" — company towns that could be moved by rails closer to unharvested timber. The towns comprised approximately 200 homes for as many as 800 workers and their families, as well as a school, church, water tower, company store, and even a movie theater. Buildings were literally sawed in half so they could be transported on rails to the next site and reassembled. Broken Bow was among the first of these company towns to be established.

From 1910 to 1968, the Dierks set up 10 timber towns in Oklahoma. For 60 years, Dierks Forests, Inc. remained the largest logging company in Oklahoma, operating six sawmills and managing 1.8 million acres of land. In 1969, these lands and operations were purchased by Weyerhaeuser.

Sources: The Oklahoma Department of Agriculture, Food, and Forestry; Tulsa World; and the Oklahoma Historical Society.

OUT WITH THE OLD, IN WITH THE NEW

Today Anderson runs four crews, harvesting mostly pine with some hardwood, depending on demand from the mills. Although he started out with used equipment, he now runs mostly new machines with extended warranties, including a John Deere 848L Skidder, an 848H Skidder, and two 843L Feller Bunchers.

Anderson liked the low payments of used machines, but they were costly to maintain. "I put pencil to paper and determined it's far cheaper and more efficient to run new machines. They don't break down as much, so you don't have all the extra hidden costs for parts and mechanic bills. And even if you have an issue, it's under warranty, so your costs remain fixed."

The new machines have been very reliable. "The two 843Ls have about 2,000 hours on them and we've just done routine maintenance — maybe fixed a blown hose or two, or a sensor going out, nothing major." The support from the local John Deere dealer, Yellowhouse Machinery, has also been very helpful in keeping the company going. "Using John Deere JDLink™ machine monitoring, they can remotely monitor a machine and help us resolve problems over the phone. If needed, they can send out the

right part immediately without an extra visit from a service tech. We might be working as far as 90 miles away, so that helps reduce downtime and costs."

A skidder operator from day one — although today he mostly buys timber and manages the operations — Anderson loves the 848L Skidder. "It's one bad dude," he says. "I can't believe the load it can haul without the front end coming up. With the rotating seat and excellent rear visibility, it was like opening my eyes for the first time. Very spacious and comfortable, too. It's the nicest piece of equipment I've ever been on. The operators love it."

Anderson had the opportunity to see one of his 843L Feller Bunchers come off the assembly line during a Gold Key tour at John Deere Davenport Works. "I was like a kid in a candy store — all bright-eyed and bushy-tailed. It was almost unfathomable to me to see a piece of metal going in one end and a new machine driving out the other. I got to meet everyone from the head of the Forestry Division to the assembly-line workers. These guys really have it figured out."

**"I was like a kid in a candy store
— all bright-eyed and bushy-tailed."**

ANDREW ANDERSON,
Owner, Anderson Logging



Having quality, dependable equipment helps with operator retention. "I want to attract the best operators, so I try to buy the best equipment." Good equipment also helps Anderson focus on his job. "I don't have to be on the logging site all the time working on machines. I can be out ahead of my crews buying timber."

Anderson loves the thrill of the chase. "There's something about big timber that gets me going. I'm a competitive person and want to move more and more. If the next guy is moving 70 loads a week, I want to move 90. That's what's fun about it. And we really try to make it fun for the whole crew, because if you don't enjoy what you're doing, you won't last very long."

Anderson Logging LLC is serviced by Yellowhouse Machinery Co., Broken Bow, Oklahoma.



To see more of the story, visit JohnDeere.com/TheLanding



GOLD KEY PHOTOGRAPHY: KRISTEN FULLER



SOCIAL MEDIA

**You know you're a logger
when this is a fist bump.**



**YOU KNOW YOU'RE A
LOGGER
—
WHEN**

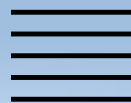
**You know you're a logger when your
winter beard lasts all year long.**

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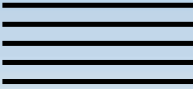


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