

THE LANDING

SPRING 2020



Provided by RDO Equipment Co. and John Deere

EDITORIAL

#1 IN THE WOODS

Graham Hinch, Director, Forestry Sales
— U.S. and Canada

Today's business climate can be pretty challenging as loggers contend with tight mill quotas; rising trucking, insurance, and other business costs; severe weather; and natural disasters. To help customers maximize profitability, John Deere offers solutions that go beyond producing high-quality, productive machines. We're number one in the woods, leading the industry with our total solutions for over 50 years.

We're dedicated to designing and building a comprehensive lineup of machines that meet our customers' unique needs. We offer an extensive equipment portfolio, with machines covering a wide range of felling and harvesting tools to fit your specific application, from full-tree to cut-to-length and everything in between.

We're also the only manufacturer with an affiliated financing group that understands our customers' businesses. John Deere Financial offers competitive rates to help you acquire equipment with manageable payments. Flexible terms including scheduling skip payments to help you manage seasonal workflows and provide options during tough economic times or natural disasters.

John Deere stands behind its equipment with comprehensive warranty coverage and extended

warranties, which is reassuring when you have unexpected repairs. When combined with a dealer preventative maintenance program, our warranty programs allow you to replace variable costs with a single, predictable, low-risk payment.

Our warranties are backed by a strong network of John Deere dealers that offer dependable parts availability along with well-trained techs who leverage JDLink telematics and who respond quickly with accurate diagnosis and repair. An extensive network of dealer locations means that parts and service are always close by.

Our John Deere suite of technologies gives you even more tools to minimize downtime and manage costs. Using JDLink™ telematics, you can track machine location, hours, idle time, fuel consumption, and maintenance, plus receive critical diagnostic codes. And TimberMatic™ Maps and TimberManager™ provide a map-based production-planning and -tracking system that helps you streamline communication and increase efficiency.

We work hard to be number one in the woods because you work hard. Our flexible finance rates, warranty and maintenance programs, and technology solutions are designed to help you optimize your efforts — and your bottom line.



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Cover image:

Overcoming steep odds on Vancouver Island.

SIMPLY BETTER

L-SERIES II MACHINES INCORPORATE SIMPLER, EASIER-TO-MAINTAIN DESIGN

Our L-Series II Skidders and Feller Bunchers build upon the best features of the original machines while simplifying the design to increase reliability. Listening to our customers, we made significant yet subtle improvements under the hood without compromising power or productivity.

The simpler L-Series II models reduce maintenance and increase uptime with over 1,600 parts changes, including more robust electrical harnesses, fittings, hoses, and cylinder guards than previous models. Changes under the hood include improved component placement and dramatically reduced complexity of electrical and hydraulic systems. The illustrations below highlight some of the key changes.



To view videos, visit
JohnDeere.com/SkiddersInsideOut
JohnDeere.com/WFBInsideOut

L-SERIES II WHEELED FELLER BUNCHER IMPROVEMENTS

Redesigned exhaust chute improves cutting efficiency.

L-SERIES II SKIDDER IMPROVEMENTS

Reinforced arch delivers maximum durability.

Increased grapple-squeeze force provides constant pressure, so operators are less likely to drop logs.

IMPROVEMENTS COMMON TO BOTH MACHINES

Steering stops cushion impact at full articulation to reduce machine stress and deliver a more comfortable ride.

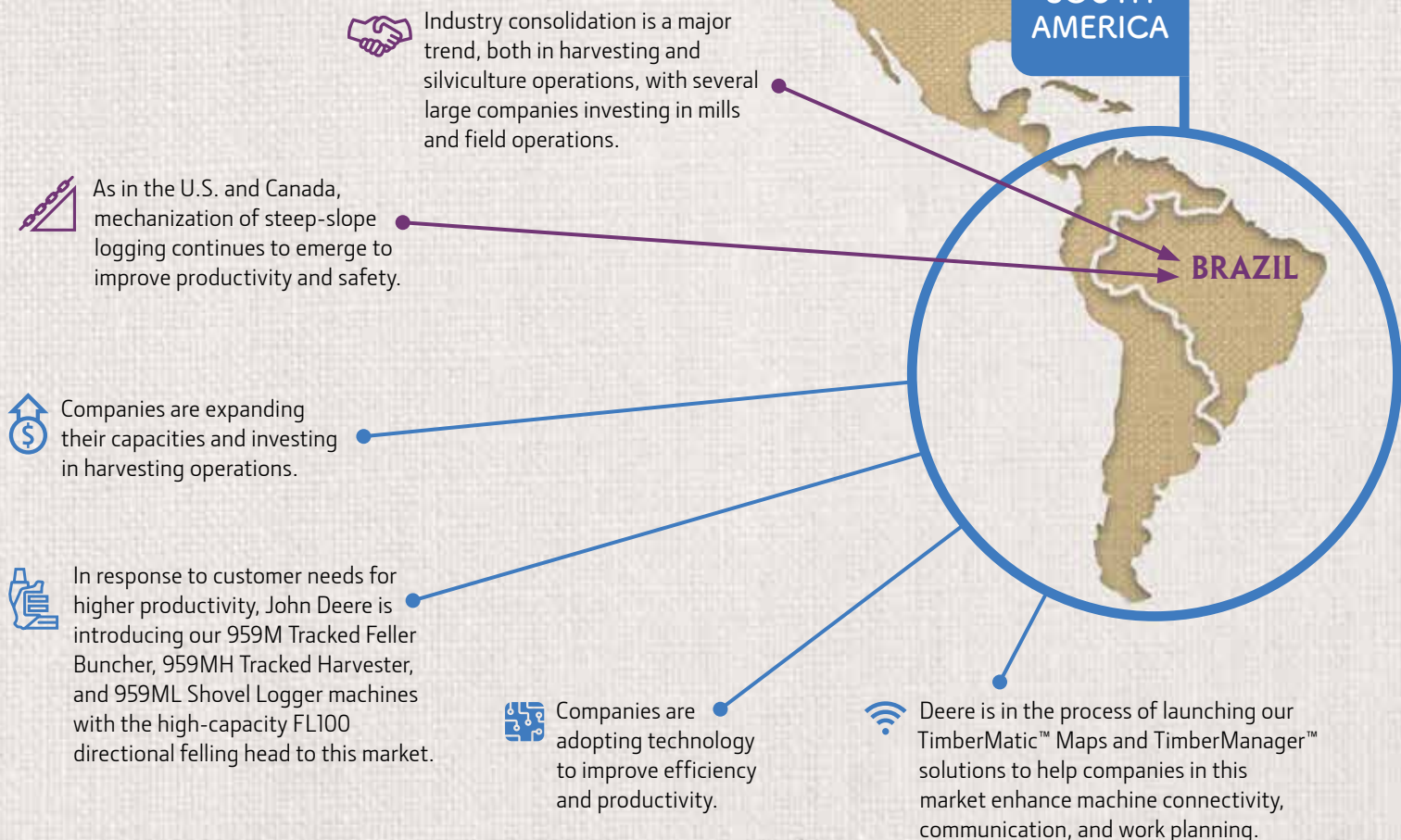
Simplified electrical routing boosts reliability and durability.

Improved hydraulic routings and fittings extend component life and ease service.

ALL CORNERS OF THE WORLD

Trends affecting the forestry industry in 2020

We recently asked Jari Mennala — Director, Forestry Sales for South America, Asia/Pacific, and Africa, whose responsibilities include global forestry excluding the U.S. and Canada — to identify current trends affecting the forestry industry around the world. Here's what we learned.





In the Nordic markets, many loggers took extended holiday-season production breaks due to high timber inventories at the mills and wet conditions in the forests.



Logging activity in Sweden and Norway remained very active, as a weak Swedish krona helped boost exports of Swedish forestry products.



Logging activity is high in Central Europe, as the massive spruce bark beetle infestation has forced landowners to quickly harvest affected forests; this activity is expected to continue for another year.



Uncertainty around Brexit is slowing activity in the United Kingdom and Ireland.



Across Europe, sales of John Deere G-Series wheeled cut-to-length (CTL) machines are strong, thanks to features such as Intelligent Boom Control (IBC) and long-bogie options.



To support our products, Deere has had a lot of success improving service coverage and delivering on maintenance contracts, extended coverage, and uptime solutions.



To further enhance after-sales support, this year Deere is adding new customer service centers in Perth, Scotland; Ockelbo, Sweden; and Laukaa, Finland.

EUROPE

AUSTRALIA



As of January 2020, devastating wildfires raging across Australia have burned over 24 million acres, destroyed over 3,000 homes, and killed approximately 30 people.

Sources: BBC.com and cnn.com.



John Deere supports the many people in Australia's timber industry who have worked tirelessly during recovery efforts in affected communities.



Loggers continue to race against time to save millions of tons of charred timber before the wood becomes unusable.



The AUSTimber2020 show has been rescheduled from March to November in response to the bushfire crisis.

GAME PLAN

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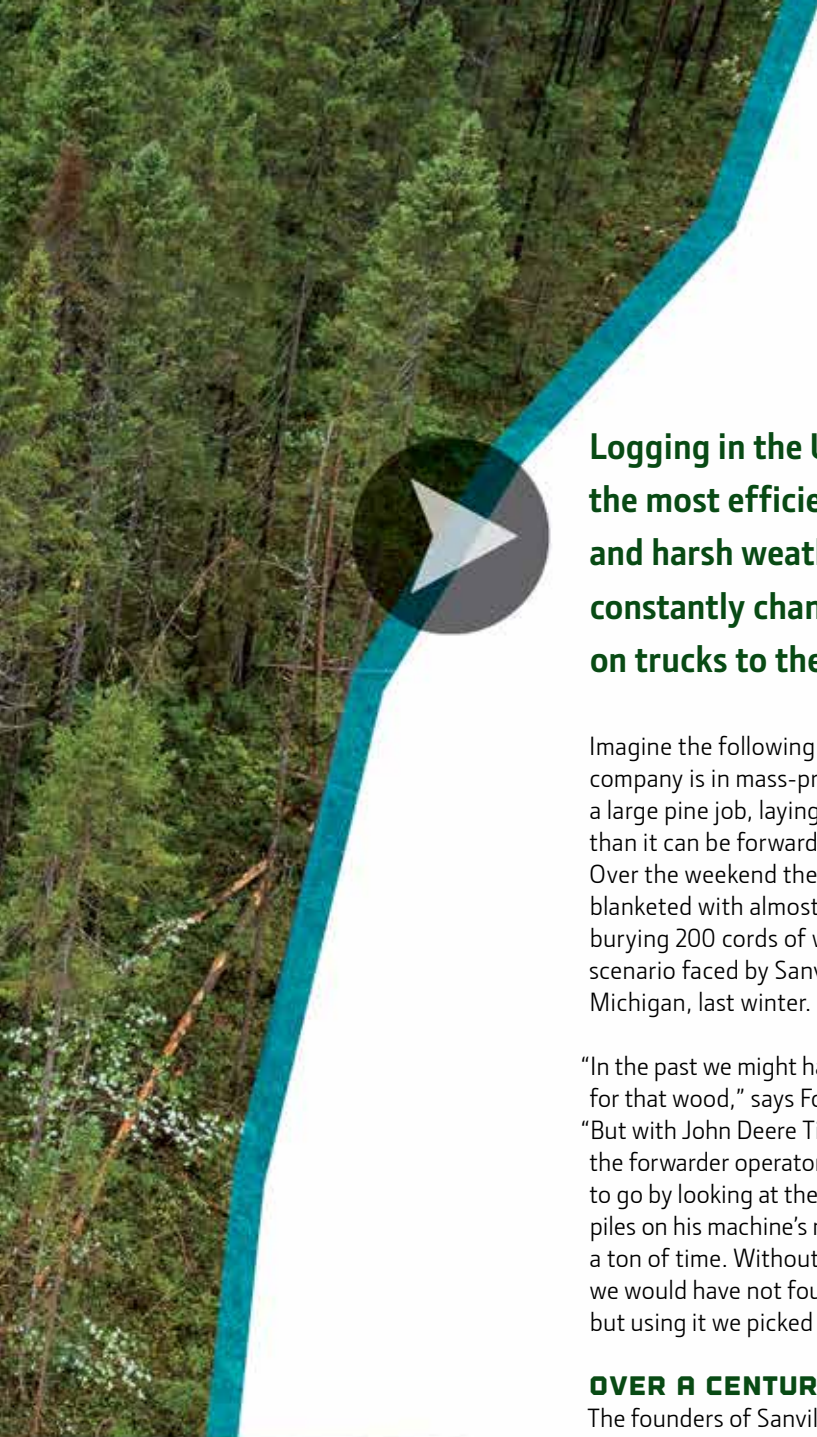
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**SUCCEEDING IN THE UPPER PENINSULA
DEMANDS SMART PRODUCTION PLANNING**

STORY: KEVIN ORFIELD | PHOTOGRAPHY: TODD DACQUISTO



Logging in the Upper Peninsula of Michigan is all about finding the most efficient way to move more wood in tough terrain and harsh weather. With tight market windows, quotas are constantly changing, so wood has to get to the landing and on trucks to the mill as fast as possible.

Imagine the following scenario. A logging company is in mass-production mode on a large pine job, laying down wood faster than it can be forwarded to the landing. Over the weekend the logging site gets blanketed with almost a foot of snow, burying 200 cords of wood. That was the scenario faced by Sanville Logging, Cornell, Michigan, last winter.

"In the past we might have spent days looking for that wood," says Foreman Eric Poehlman. "But with John Deere TimberMatic™ Maps, the forwarder operator knew exactly where to go by looking at the GPS location of the piles on his machine's monitor. That saved a ton of time. Without the technology, we would have not found all the wood, but using it we picked up every stick."

OVER A CENTURY OF LOGGING

The founders of Sanville Logging would not recognize the company's current, state-of-the-art mechanized operation, which features two John Deere 1270G Wheeled Harvesters and two 1110G Forwarders equipped with TimberMatic Maps and the TimberManager™ map-based planning system.

The company is still based out of the original family homestead built in 1898. "The turn of the 20th century was the 'logging baron era' of Michigan," says owner Doug Sanville. "My grandma served as the logging camp cook and my grandfather was in charge of a section of the railroad — logging followed the railways back then. And everything was done with a broadax, a crosscut saw, and horses. My dad even had horses when

I was young, although I think that was just a carryover from that era."

In the late 1970s, Sanville's father began running the family logging business. Sanville remembers accompanying his dad to the woods when he was very young. His first jobs included measuring and piling wood. As he got older, he graduated to running a chain saw.

In the late 1990s, Sanville left logging for a short time, opening an archery shop. "I enjoy hunting, but logging is in my blood," he recalls. "It's not the easiest path, but like other loggers, I'm out here because I love it." In 2000, Sanville took over the company from his father and uncle.

Sanville Logging began the transition to mechanized logging during the mid-1980s. Today the company runs seven harvesters and six forwarders, including the 1110G Forwarders and the eight-wheel 1270G Harvesters. "We're getting into rougher, more uneven ground," says Sanville. "A lot of the easiest wood has been harvested in areas that are not ready for the next harvest cycle. The eight-wheel harvesters provide the flotation and stability we need in tougher, wetter, and frozen ground."

WORTH ITS WEIGHT IN GOLD

Sanville Logging typically runs three crews, harvesting a mix of hardwood and softwood, depending on what the mills demand. Short market windows mean the company typically harvests today what the mill uses tomorrow, so it often needs to quickly transition from one product to another.



To help with planning, Sanville Logging recently began using John Deere TimberMatic™ Maps and TimberManager™. “Jim Bell, our dealer representative from McCoy Construction & Forestry in Escanaba, really spearheaded these efforts,” says Poehlman. “Without his endless help, we would not be where we are with it today.”

TimberManager allows Sanville and Poehlman to monitor production using a PC, tablet, or mobile phone without even being at the jobsite. “With multiple crews running, we can’t be at every site every minute of the day,” says Sanville. “Using TimberManager, we can view harvesting and forwarding progress in real time, which really helps us monitor and plan our operations.”

Poehlman runs TimberManager on a tablet that he has mounted in his truck. “It’s worth its weight in gold,” adds Poehlman. “I don’t have to physically be at the job to know what is going on or play phone tag with operators. I can see what has been cut, what has been forwarded to the landing, and how much is left to harvest. This makes

it simpler for me to line up trucks to move the wood as quickly as possible to the mills. It’s made my job so much easier — I don’t think I could go back to the old way of doing things.”


Operators love the system, according to Poehlman. Using TimberMatic Maps onboard the machine, they can see all equipment locations and the current logging situation in real time. Forwarder operators don’t have to hunt around for wood anymore. They 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. And in the morning, everyone can see exactly where they left off the day before.

Rain, snow, or sunshine, the wood has to get to the mills. “Using TimberManager I can guide forwarder operators to pick up at certain areas first before rain or snow comes in,” says Poehlman. “Through TimberMatic Maps, operators can see the precise GPS location, volume, and species

of trees. So if I’m sending a truck to pick up hardwood bolts, I can direct the forwarder operator to display only where bolts are located and not logs, pulp, or anything else. This helps us get bolts to the landing as quickly as possible.”

As the job progresses, production data and logging routes are updated continuously, so everyone 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 makes it easy to plan for transporting timber to the mill and moving machines where needed.

“It really helps with logistics to know how much we are cutting in a day and when the job is going to be done,” says Poehlman. “I can have a lowboy ready, so we don’t have a machine sitting idle on a jobsite.”



**“I DON’T THINK I COULD
GO BACK TO THE OLD
WAY OF DOING THINGS.”**

— ERIC POEHLMAN
Foreman, Sanville Logging



"I CAN SEE WHAT HAS BEEN CUT, WHAT HAS BEEN FORWARDED TO THE LANDING, AND HOW MUCH IS LEFT TO HARVEST."

— **ERIC POEHLMAN**
Foreman, Sanville Logging

EVERY MINUTE COUNTS

Map creation is simple. TimberMatic Maps accommodates all common map formats from hand-drawn plans to PDFs. Standard satellite or topographical imagery can be loaded directly through a cellular connection onboard the machine. Using TimberManager, Poehlman can change map features and share updates via an online, cloud-based solution without having to visit each machine. "I'm no computer whiz and this technology is new to me, but it's truly easy for me and the operators to use."

Using the Areas of Interest or Points of Interest functions, supervisors and operators can easily mark hazards, obstacles, soft ground, or challenging terrain. "These are shared in real time, so operators can see if there is a steep cliff or wet area they need to avoid," explains Poehlman. "I can also set cut boundaries with an alarm, so operators know if they are approaching the property line."

Improving efficiency is the biggest benefit of TimberMatic Maps and TimberManager, according to Poehlman. "We have big quotas to fill and need our machines to run every day and be efficient as possible. And this system helps us accomplish that. It simply takes the guesswork out of everything."

"Every minute counts when we're out there trying to get top production out of these machines," adds Sanville. "This technology helps us identify the who, what, where, and how of the job, so we can plan what we need to get done every day. It keeps us working efficiently."

Sanville Logging Inc. is serviced by McCoy Construction & Forestry Inc., Escanaba, Michigan.

 To see more of the story, visit [JohnDeere.com/TheLanding](https://www.johndeere.com/TheLanding)

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"THIS TECHNOLOGY HELPS US IDENTIFY THE WHO, WHAT, WHERE, AND HOW OF THE JOB, SO WE CAN PLAN WHAT WE NEED TO GET DONE EVERY DAY. IT KEEPS US WORKING EFFICIENTLY."

— **DOUG SANVILLE**
Owner, Sanville Logging

TIME TO HIT THE SLOPES

FL100 FELLING HEAD TACKLES TOUGH TERRAIN

The continued growth of the steep-slope market is opening new opportunities for loggers. Factory-installed on the John Deere 959ML Shovel Logger, our new FL100 Directional Felling Head meets loggers' demand for a larger, more durable solution. Ideal for felling and maneuvering timber on challenging terrain, the FL100 delivers outstanding grapple strength, arm durability, and rotate/tilt power. Unique long-arm geometry and a large-capacity bar saw allow the FL100 to cut and handle everything from small to extra-large timber, ranging from 100 mm (4.3 in.) to 1 m (39.3 in.). Exceptional durability combined with simplified routine and periodic maintenance helps increase uptime.

To learn more, visit JohnDeere.com/FL100.

**“With the *FL100*, the grab arm is *HUGE*.
With the little trees, you can handle *EIGHT* or *NINE LOGS*.
That strength makes a *BIG DIFFERENCE* for our *PRODUCTIVITY*.”**

— HERSHAL MESENBRINK
Operator, Bighorn Logging Corp., Banks, Oregon





REACHING



THE SUMMIT

JOHN DEERE EQUIPMENT HELPS VANCOUVER ISLAND LOGGER ACHIEVE PEAK PERFORMANCE

STORY: KEVIN ORFIELD | PHOTOGRAPHY: TODD DACQUISTO

When asked why he wanted to climb Mount Everest, George Mallory famously replied, "Because it's there." At the time, no one had reached the summit of the highest mountain in the world. To Mallory and other mountaineers, its very existence posed a challenge to be gloriously overcome.

Logger Andrew Johnson, owner of A&K Timber Company, Courtenay, Vancouver Island, logs in difficult, steep terrain because of economic opportunity and mill demands. But he loves the challenge, too. "It's a tough environment but very rewarding," he explains. "To me it's not as much about the money as it is about the challenge. I'm always looking for some way to do something better."

FEELS LIKE HOME

More and more logging on Vancouver Island is done on steep slopes. "Five years ago, probably five percent of our cutting was done on steep slopes," says Johnson. "Today, 50 to 60 percent is. If you look out at the mountain behind us, there are not a lot of flat areas. And that's where we're headed. It only gets higher and steeper."

To make it a bit easier to harvest logs in areas once thought impassable, A&K Timber recently added a new John Deere 959ML Shovel Logger. "We're fortunate to work with a very large landowner who owns most of the private land on Vancouver Island," says Johnson. "They're very hands on and into technology. They want us to bring new ideas to the table, like the 959ML Shovel Logger with a tilting cab. We even work with

them in designing the layout of roads and cut blocks to suit the equipment we have."

Courtenay is located about halfway up the east coast of Vancouver Island. A&K Timber operates as far north as Port Hardy and as far south as Nanaimo. The company harvests 500,000 cubic meters (653,975 cubic yards) of wood annually, mainly logs that will be exported through the Port of Vancouver to over 100 countries around the world.

Vancouver Island is home to some of the largest and oldest trees in the world, including Douglas fir. A&K Timber harvests predominantly second-growth Douglas fir as well as hemlock and western red cedar. "It's satisfying to come back to a place I logged 20 years ago and see 30- to 40-foot-tall



"We take pride in being
a steward of the forest."

— Andrew Johnson
Owner, A&K Timber

second-growth Douglas fir,” says Johnson. “I’m an avid fisherman, so when I come out here and see the rivers and scenery, it feels like home.”

Eighty percent of the wood the company harvests is smaller-diameter, second-growth timber, although it also cuts old-growth hemlock balsam. “It’s old and decaying, so we’re trying to harvest it to get some young trees growing there and create a healthier forest,” says Johnson. “We are also responsible for keeping the ditches clean,

the water flowing, and the creeks free of sediment that would affect the fish. We take pride in being a steward of the forest.”

STRONG TRACK RECORD OF RELIABILITY

Johnson started A&K Timber shortly after getting out of high school in 1994. Trained as a mechanic, he began logging instead. His two uncles were nearing retirement, and they rented their machines to him. Johnson approached private landowners and slowly built his business while learning to hand-fell and skid wood. Before long he

had more work than he could handle, so he hired a second employee and used contractors for mechanical harvesting.

“After a while, I thought, ‘I’m spending all this money to hire someone to run a processor and feller buncher — why don’t I just buy my own machines?’” remembers Johnson. “It can’t be that complicated. The next

“If you look out at the mountain behind us, there are not a lot of flat areas. And that’s where we’re headed. It only gets higher and steeper.”

— Andrew Johnson
Owner, A&K Timber

thing you know I'm buying a processor and feller buncher, and then a skidder and log loader, and we're doing it all — felling, yarding, processing, and loading.”

Today A&K Timber employs 80 people and runs 60 pieces of forestry equipment, including John Deere G-Series Swing Machines configured for processing,

log loading, and roadbuilding, as well as an 859M Tracked Feller Buncher. The company's new 959ML Shovel Logger is factory configured to handle steep-slope applications. Deere's patented leveling technology on the 959ML delivers exceptional stability, while a live heel improves log positioning. An industry-leading slope-monitoring system measures the actual ground-slope angle the machine is working on and displays it on the in-cab monitor, for more confident operation on steep slopes.

“The 959ML has been a game changer for us,” says Johnson. “It is extremely maneuverable on steep slopes. We work in a lot of creeks and steep ravines, and I'm always amazed by the machine's ability to reach down into ravines and grab timber. It gives us the flexibility to not have to go all the way down. That's a strong feature.”

A major reason Johnson purchased the 959ML was the impressive track record of durability on the company's other Deere machines. “We've been very sold on the



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Owner, A&K Timber

Deere processors — they have been very good to us. The reliability and dealer support have been outstanding, which is why we decided to give the 959ML a try. We've been really happy with the 959ML — it is exactly what we were hoping for in terms of uptime and performance."

A&K Timber has received service and support from its John Deere dealer, Brandt Tractor, for 15 years. Brandt has two locations on Vancouver Island, in Nanaimo and Campbell River. "We're typically running eight to 10 logging sites and four to six

roadbuilding sites," says Johnson. "Between the two locations, Brandt keeps us well covered in terms of parts and support."

Johnson appreciates how JDLink™ telematics allows Brandt to track his machines, diagnose issues, and rapidly respond, to help maximize uptime and productivity. "The ability to remotely and accurately troubleshoot is a huge asset. As much as I'm impressed by Deere's steep-slope technology, John Deere ForestSight™ technology solutions really stand out."

Keeping his machines up and running is just another challenge Johnson gladly accepts. And he'd rather be out at the logging site than cooped up in an office. "It's so gratifying to put your boots on and spend a day out here hiking in the woods, seeing these machines and what they can do, and helping your guys with anything they need. You come back wet and tired, but you look back and it feels good."

A&K Timber Company is serviced by Brandt Tractor Ltd., Nanaimo and Campbell River, British Columbia.



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





Kirsteen Laing's road to working as an administrator at the Seaton Forest Products Ltd. sawmill in Smithers, British Columbia, is a long and winding one. Born in England, she moved to Vancouver with her family at the age of 10 and lived there until receiving a degree in forestry from the University of British Columbia in Vancouver.



After graduation, Laing worked for the Canadian forestry company MacMillan Bloedel Limited on Vancouver Island for two-and-a-half years. She then became a registered professional forester and joined CUSO International, the Canadian equivalent of the Peace Corps. "CUSO requires that you have a trade or profession, so I worked in Mozambique as a forester for two years, from 1982 to 1984," she recalls.

Along with her partner at the time, their first jobs in Mozambique were for the national logging company. "We were helping them exploit their forests, which didn't sit well with us because we're silviculturists interested in regeneration and growth. We wanted to put back the forest, so we asked to be transferred."

Laing and her partner were moved to Lichinga in western Mozambique to work on a plantation that had been originally planted by the Portuguese (Mozambique was a Portuguese colony until 1975).

"Our job was to get the nursery and the forest back up and running. It was a forester's dream to have our own little forest to work with. And the project was super interesting because it was integrated with beekeeping, fishkeeping, planting orchards, and vegetable gardening."

Living conditions were tough. "Initially it took a while to find a place to stay, and getting food was a struggle, although we did grow seasonal vegetables. Often we had electricity for only four hours a day, so you couldn't keep anything in the freezer unless you kept it closed most of the time. Conditions were a bit harder than other places we might have gone, but the work was very satisfying."

Laing and her partner succeeded in getting the nursery going and the forest back into production. They planted firewood species so residents could obtain firewood without cutting down other trees. They also employed locals. "CUSO wanted us to train Mozambicans who would continue on and look after everything after we left. Ultimately the goal is to create a sustainable and renewable resource — a forest that is not only used but planted and replenished."

After CUSO, Laing's travels would take her around the world and eventually to 50 other countries. In 1985 she returned to British Columbia and worked for a forestry consulting firm in Prince Rupert. In 1986 she and her partner established their own forestry consulting firm in Smithers. After starting a family in 1991, she took on a more administrative role that allowed her to spend time with her children. Her current work at Seaton Forest Products helps the environment and First Nations people (see the Winter 2020 issue of *The Landing*). Wherever in the world Laing finds herself, she puts other people and the environment first.



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