

THE LANDING

SUMMER 2015



GUEST EDITORIAL

50 YEARS OF SUPERB SKIDDERS

It's hard to believe it has been 50 years since John Deere introduced the 440 Skidder in 1965. I remember how loggers just loved the 440 back in the late '70s and early '80s. In northern New York, where I began covering the regional forest products industry in 1982, a legion of Canadian loggers would descend upon the Adirondack forests every winter in their pickups, with chain saws and 440 Skidders in tow. They'd contract out to local loggers and landowners, cutting and skidding in one- and two-man teams. The 440 made their tough job just a bit easier.

All three versions — A, B, and C — were compact and easy to maneuver. The mechanical systems were simple and straightforward, making them easy to fix and maintain. The quiet four-cylinder engine sipped fuel and performed reliably year in and year out. But perhaps best of all, as the Canadian jobbers found, the 440 Skidder could be easily hauled from job to job with a heavy-duty pickup and trailer.

If the 440 fell short in any critical area, it had to be ergonomics. John Deere claimed at the time that its new line of skidders was ahead of the competition in operator comfort — and that may well have been true — but it was primitive by today's standards.

Check out the operator station in one of Deere's new forestry machines — the L-Series Skidders and Wheeled Feller Bunchers or the M-Series Tracked Feller Bunchers and Harvesters. I know you'll be impressed with the quality and attention to detail that went into its design. The cab on the new L-Series Skidders, for example, is 25-percent roomier and 50-percent quieter than the one on previous models, and boasts even better ergonomic controls. Designed with extensive input from loggers, it's a comfortable place to get a day's work done.

Today, mechanized loggers recognize the importance of putting their people in quality machines that are easy to run. Providing them with a safe, comfortable, and productive work environment is critical. I actually own a 440B, which I inherited from my dad and use regularly to manage the family tree farm in Wisconsin. As much as I love that old machine and appreciate the work it does for me, I'm pleased to see how far the new machines have come in making the modern logging operation a much better place to work.



By Eric Johnson, Executive Editor
The Northern Logger & Timber Processor

50 YEARS



THE LATEST UPDATES



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JohnDeere.com/ForLoggers

CONTENTS

- 4 News**
Maryland logger honored, an increase in pellet demand, and more.
- 5 Tech Tips**
Learn how our FT4 engines meet EPA regulations without sacrificing power, reliability, or ease of operation.
- 6 Charter Oak**
The market for oak and other hardwoods is strong right now for Connecticut logger Riendeau & Sons.
- 9 International Corner**
In the last five years, exports of southern pine to China have grown 1,000 percent.
- 10 Deere Gear**
Genuine John Deere parts are engineered to work every time. And with 22 distribution centers worldwide, you'll always have them when you need them.
- 12 Delta Force**
Harrison Logging has grown into one of the most successful logging operations in its region with the help of Ultimate Uptime.
- 18 Down Time**
Loggers Jared Bremner and Bob Fauteux are pretty revved up about motocross.

Cover image:
Kevin, Carl, and Darren Harrison know what it takes to build a successful logging company.

SHOW US YOUR SWAG!

GOT GAME?

Prove it by sending us a photo of where you put your Game Changing L&M-Series swag.

In recent issues, we included these cool giveaways:



Window Cling



Large Color Poster



Hard Hat Decals (this issue!)

FREE HAT!

Submit a photo online and we'll send you a new John Deere Game Changers hat!

Submit your photos at:
JohnDeereStories.com



*Offer good while supplies last.

Maryland logger honored as Southeastern Region Outstanding Logger

Eddie Moore, owner of Forest Friendly Logging, in Willards, Maryland, received the Southeastern Region 2015 Outstanding Logger award from the Forest Resources Association (FRA). Moore is only the second Maryland logger in 20 years to win the award, which has typically gone to loggers from North Carolina, South Carolina, and Georgia.

To win the award, Moore had to demonstrate good environmental sensitivity and use of best management practices. He logs the Eastern Shore of Maryland, an area formerly owned by the forest industry that is now managed by the state, where harvesting aesthetics, wildlife management, and conservation have become focal points. The FRA was impressed by Moore's detailed use of GPS technology and aerial systems to improve harvesting and protect sensitive areas.



CONGRATS
EDDIE MOORE

- Second Marylander to win the award in 20 years
- Award typically goes to loggers from North Carolina, South Carolina, and Georgia

Pellet demand should continue to grow

With a 60-percent market share, the United States is now the largest supplier of industrial pellets to both the United Kingdom and the European Union. The fastest growing market for U.S. wood pellets is the U.K., according to the U.S. International Trade Commission.

The U.S. shipped approximately \$530 million in wood pellets to the U.K. in 2014. Demand in the U.K. is expected to continue to increase over the next few years before plateauing. Demand for wood pellets in the EU is driven by the need for European power producers to meet the EU's target of 20-percent renewable energy by 2020.



American Loggers Council meets in Washington, DC, to discuss key issues



Over 60 members of the American Loggers Council met in Washington, D.C., on March 19–21 to present issues important to the timber industry to members of Congress. Over 100 Hill visits included discussion of the following major issues:

- Managing forests on federal lands in a way that prevents fire and disease, supports rural communities, and enables economic opportunities for loggers
- FLAME Act Amendment, introduced by Senator John McCain, which helps ensure dollars are available for U.S. Forest Services land-management activities that help prevent fires
- The Future Careers in Logging Act, which would remove barriers for training to encourage young people to pursue careers in logging, while increasing the likelihood loggers could pass on their businesses to the next generation
- Reintroduction of the Right to Haul Act, which would allow a state's legal load tolerance to also be used for transport on federal highways throughout the state, so loggers can use the safest, most efficient route to the mill

Seven-story wooden office building planned



The Hines development company recently unveiled plans for a seven-story, 210,000-sq.-ft. mostly wood office building in Minneapolis, the first large-scale office building made out of timber in the United States. Unlike the majority of today's office buildings that are made out of

steel and concrete, the structure will be made of new-technology engineered wood, a renewable resource that assembles more quickly than steel and concrete, and is capable of reducing the carbon footprint by 75 percent.

TIERS WITHOUT FEARS

FACTS ABOUT FT4

You asked for the best technology choice to meet EPA Final Tier 4 (FT4)/EU Stage IV emission regulations, and we listened. We understand your concerns, so we've always focused on adding the right engine technologies at the right time — an approach that doesn't compromise on power, reliability, or ease of operation. In this column, we highlight a few important facts about our FT4 engines, while putting a few common misconceptions to rest.



Meeting EPA Final Tier 4 (FT4)/EU Stage IV regulations.

At Deere, we've always used a building-block approach to emission compliance, systematically adopting new technologies and integrating them with our field-proven platforms. To meet the 80-percent reduction in NO_x required by FT4 standards, we're building on our EPA Interim Tier 4 (IT4)/EU Stage IIIB solution and adding selective catalytic reduction (SCR) to deliver the best combination of performance, efficiency, and reliability.

FT4 engines do not require more frequent oil-change intervals.

- Oil-change intervals for John Deere PowerTech™ engines can be extended to 500 hours when using:
- Diesel fuel with sulfur content less than 15 ppm (ultra-low sulfur diesel [ULSD] fuel mandated by the EPA);
 - John Deere Plus-50™ II or other oils that meet American Petroleum Institute (API) CJ4, ACEA E9, and ACEA E6 standards; and
 - John Deere engine oil filter.

The initial oil-change interval with John Deere Break-In™ Plus oil can also be extended to 500 hours. You should use Break-In Plus for a

minimum of 100 hours up to a maximum of 500 hours to properly break in the engine. The oil and oil filter should be changed at least once every 12 months, even if the hours of operation are fewer than the otherwise recommended service interval.

Exhaust filter cleaning minimally impacts machine operation and fuel usage.

A John Deere exhaust filter typically cleans itself through a process called passive filter cleaning. During normal operating conditions, the engine's natural heat breaks down trapped particulate matter (PM) and cleans the exhaust filter without impacting machine operation. If conditions (temperature, load, or speed) for passive regeneration cannot be achieved, then PM must be removed using active regeneration, also an automatic cleaning process. This requires injecting a small quantity of fuel into the exhaust stream for a short duration and elevating exhaust temperatures to clean the filter. Neither passive nor active filter cleaning impacts machine operation under most conditions, and the amount of fuel used during an active filter cleaning is negligible.

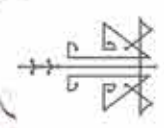
Machine owners do not have to frequently remove ash from their aftertreatment systems.

In most cases, ash removal for John Deere diesel particulate filters (DPFs) is very

infrequent. Ash-service intervals for Deere DPFs are condition based, meaning the machine will notify the operator before service is required. After millions of hours of real-world use in machines powered by John Deere IT4 and FT4 engines at or above 130.5 kW (175 hp), we've found that ash service is typically not necessary until the first engine overhaul. Machine application, regular maintenance practices, and type of lubricating oil impact ash-service intervals.

John Deere FT4 engines do not have high internal combustion temperatures.

In fact, utilizing cooled exhaust gas recirculation (EGR), they actually have cooler internal engine combustion temperatures than engines without cooled EGR. These lower combustion temperatures result in lower NO_x emissions being created within the engine. Lower NO_x emissions exiting the engine means the SCR system doesn't have to work as hard, thus using very little diesel exhaust fluid (DEF). Less DEF consumption means less DEF handling, smaller DEF tanks, and lower DEF cost. This integrated system of cooled EGR, an exhaust filter, and SCR enables higher power and peak torque, improved durability, lower diesel fuel consumption, and low DEF consumption.



Encouraged by a thriving hardwood market, Riendeau & Sons Logging is banking on new markets overseas

Commemorated on Connecticut's state quarter is the Charter Oak, an unusually large white oak tree within the hollow of which, according to legend, the state's Royal Charter of 1662 was hidden from English troops attempting to seize and revoke the document. An icon for independence, the Charter Oak could also symbolize the state's logging industry. Demand for Connecticut's hardwood has taken off, fueled by increasing demand from China and other overseas markets to produce furniture, flooring, cabinets, and paneling.

Riendeau & Sons Logging, Ashford, Connecticut, harvests hardwoods exclusively, including white, red, and black oak; hickory; birch; tulipwood; and hard and soft maple. "The oak market is doing really well right now," says president Karl Riendeau. "So is hickory. Until recently, we could never move most of our hardwood other than for railroad ties. Now we're moving it into grade and getting top dollar for it. The quality of hardwood is really good right now, much better than when my father was logging decades ago. In the next few years, the market is going to be really strong."

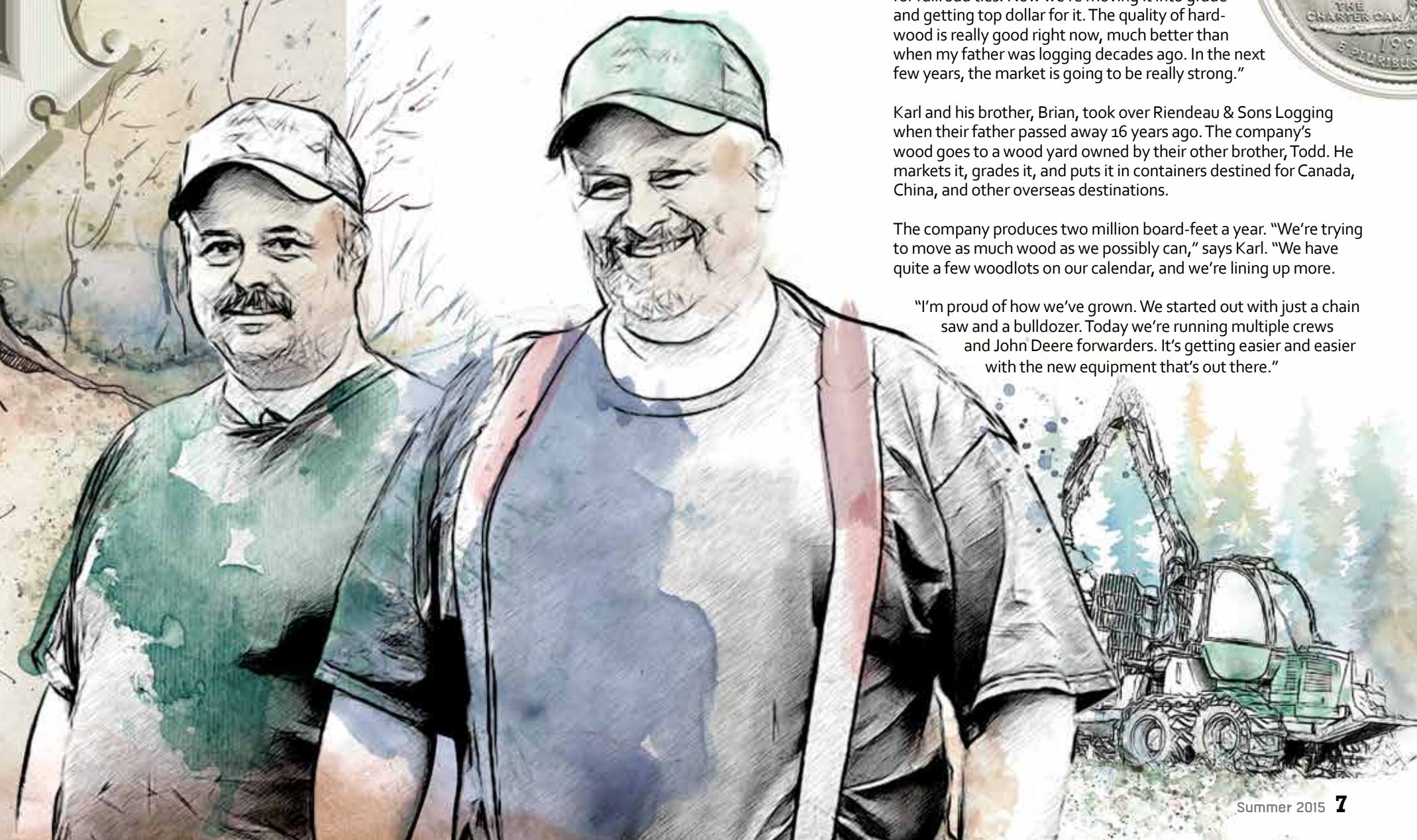
Karl and his brother, Brian, took over Riendeau & Sons Logging when their father passed away 16 years ago. The company's wood goes to a wood yard owned by their other brother, Todd. He markets it, grades it, and puts it in containers destined for Canada, China, and other overseas destinations.

The company produces two million board-feet a year. "We're trying to move as much wood as we possibly can," says Karl. "We have quite a few woodlots on our calendar, and we're lining up more."

"I'm proud of how we've grown. We started out with just a chain saw and a bulldozer. Today we're running multiple crews and John Deere forwarders. It's getting easier and easier with the new equipment that's out there."



CONNECTICUT Charter OAK



KEVIN ORFIELD
WRITER
RIENDEAU & SONS LOGGING
Ashford, Connecticut USA
CHARLIE GODBOLD
PHOTOGRAPHER

Private practice

Connecticut isn't necessarily the first place that comes to mind when you think of logging, but it is surprisingly one of the most heavily forested states in the U.S. European settlers cleared much of the state's forestland for crops and pasture — by 1850 only 10 percent remained forested. But many farms were abandoned around the time of the Civil War, and through natural regrowth and careful management, 60 percent of the state is covered in forestland today.

Connecticut is also one of the most densely populated states. Few places on earth have so many people living among so much forest. Private landowners own most of the state's forestland — nearly 85 percent. All of Riendeau & Sons Logging's customers are private landowners.

This presents challenges for the logging company. Paradoxically, when the housing market is strong, landowners are less inclined to sell wood. "The price of the average acre here is \$60,000, so if landowners can sell it and put houses on it, that's what they'll do. And to sell the house, they don't want to remove trees and disturb the aesthetics. You can often buy timber from the older generations who are holding onto the land, but when the land gets passed to the next generation, the children usually want to sell it."

Despite being occasionally reluctant to sell wood, most landowners understand that loggers are good stewards of the woods. "They know that cutting and thinning actually improve the health of the forest, so it grows back bigger, stronger, and better," says Brian. "My greatest joy as a logger is visiting an area we logged 15 to 20 years ago and seeing how we've improved the forest."

"But there are always a few people who don't get it, usually neighbors and people driving by," adds Karl. "They see a mess, and say, 'Not in my backyard.' They don't



in the early 1980s, he went into logging. He loved working in the woods."

Karl and Brian began working for their father right after high school. "It all started with firewood," recalls Brian. "My father said, 'You want to make some money? Here's a chain saw. Cut that firewood over there and sell it.' So that's what we did."

Today, the company still hand fells wood. "We hand fell everything that's big," says Karl. "It takes a little longer, but we're trying to utilize as much wood as we can to make the biggest dollar."

The company also runs two John Deere forwarders — a 1110D and a 1210E. "Forwarders are very versatile," explains Karl. "On long skids, they can haul a large amount of wood. You don't need big landings or a log loader. We can use the forwarders to sort the wood by grades and separate it for different mills."

Forwarders provide better flotation and lower ground pressure, a big deal when bidding projects that include wetlands. "They hardly do any damage to the wetlands — a couple little prints, but that's about it. Towns are starting to specify a forwarder

on wetlands projects. If you don't have one, they don't even want you bidding on them."

Riendeau & Sons' first John Deere machine was a grapple skidder, purchased in the 1990s. "They're great machines," says Brian. "They're extremely durable, easy to operate and maintain, and very comfortable. And our local John Deere dealer really knows the product and is there when we need him."

Young loggers wanted

Karl is optimistic about his company's future. "We're at a good size right now. I'm not sure we'd want to grow much bigger. That just means managing more production."

But he has concerns about the industry's future in the region. "My son, Greg, is the youngest registered logger in the state of Connecticut, and he's 25 years old. The average is 52. It's become a dying profession.

"If any young people want to enter the profession, they'd do well for themselves. But fewer and fewer want to do the physical work required. If you weren't born and raised a logger, you're probably not interested."

Karl would like to see Greg take the business over some day. "Brian and I are handling the business end so Greg can run the operation. As we get older, we get a little slower. He's young, you know? He's the future."

"Hopefully we can retire," adds Brian. "But that'll probably never happen. My father said the same thing — he was ready to retire, but he found a way to stay in the woods. We both love the woods. We really enjoy it. It's where we always want to be."

TO SEE MORE OF THE STORY, VISIT:
JohnDeere.com/Riendeau



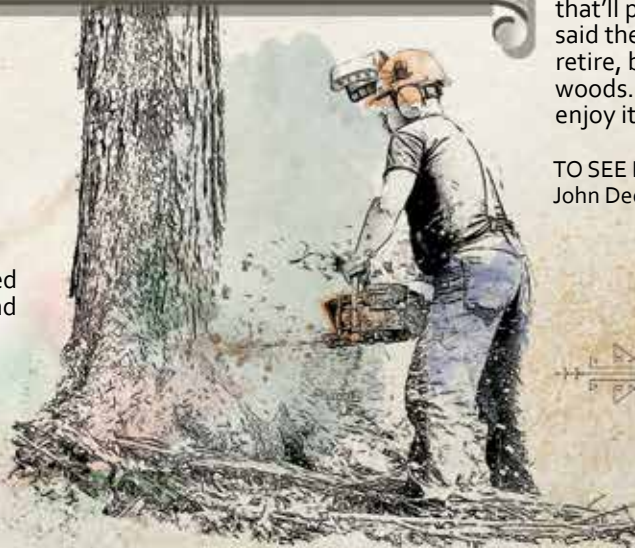
"BUT MANY FARMS WERE ABANDONED AROUND THE TIME OF THE CIVIL WAR, AND THROUGH NATURAL REGROWTH AND CAREFUL MANAGEMENT, 60 PERCENT OF THE STATE IS COVERED IN FORESTLAND TODAY."

see the future, which is a thriving ecosystem and habitat for wildlife."

Connecting with Connecticut

Connecticut's motto is "He who is transplanted still sustains" — an apt motto for the Riendeau family. Brian and Karl's grandfather began logging in northern Vermont in the 1950s. He owned 1,500 acres and employed 15 to 20 men who lived in logging camps, hand felled with axes and saws, and pulled logs with horses.

"Our father began logging for our grandfather," explains Karl. "Then he moved to Connecticut and began building houses. When the housing market fell



BORN IN THE U.S.A.

MADE IN

CHINA

SOUTHERN PINE EXPORTS TO CHINA HAVE GROWN EXPONENTIALLY

China is not a traditional market for southern U.S. pine. But amid China's construction boom, the country's traditional suppliers — Russia, Canada, and New Zealand, which supply about 90 percent of the commodity — have been unable to keep up with demand.

In recent years, production of pine grown in the southeastern U.S. has increased significantly and prices have remained high. In 2014, U.S. southern pine producers shipped an estimated 15.3 billion board feet, up from 11.79 billion in 2008 during the depths of the recession.

The recovery of the U.S. domestic housing market has helped. But during the tough times, offshore markets have been a salvation for many mills, as foreign markets including China have increased imports of southern pine. Southern

1,000% INCREASE IN THE LAST 5 YEARS.

pine lumber exports to China reached an estimated \$54 million in 2014, a 1,000-percent increase in the last five years. Sales of pressure-treated southern pine reached an estimated \$15 million, a 245-percent increase over the same period.

FROM SAVANNAH TO HONG KONG

Pine logs from Florida, Georgia, Louisiana, and Mississippi are being shipped for export to China in 40-foot containers via ports throughout the Southeast U.S. One such recent shipment of 48,055 metric tons through the Port of Greater Baton Rouge was valued at \$2.5 million. Such shipments out of this port were common in the 1960s, but exports have lagged in recent decades. That is up until recently, as China has discovered the durability and hardness of southern pine and has become the leading importer. In addition to acquiring it for lumber, China uses the wood for nonresidential purposes such as crates and pallets.

Georgia Exports in Springfield, Georgia, ships southern yellow pine logs to China through the Port of Savannah. "There's a huge demand for it right now," says Vice President Jon Guerry Burns. "We're shipping a few containers to India and Korea, but most everything we're sending right now is going to China — to Hong Kong."

The company buys wood from loggers within an 80-mile radius of Springfield and ships about 10 to 15 containers a day, or around 2,000 tons a week. "We do several lengths and sizes. Every log gets a tag with a bar-code scan to different diameter measurements. We'll sort by small-end

diameter, then pack into regular 40-foot shipment containers."

Spring and summer are the busiest months. "We load as much as we can while the market is good. It comes and goes, but China has been the most consistent destination. It's really getting popular over there."

GETTING ON THE MAP

To capitalize on the opportunity and help boost sales, the Southern Forest Products Association has leveraged the USDA's Market Access Program (MAP) to fund promotional efforts in China. This includes sponsoring lumber exhibits at trade fairs and translating product literature into Chinese.

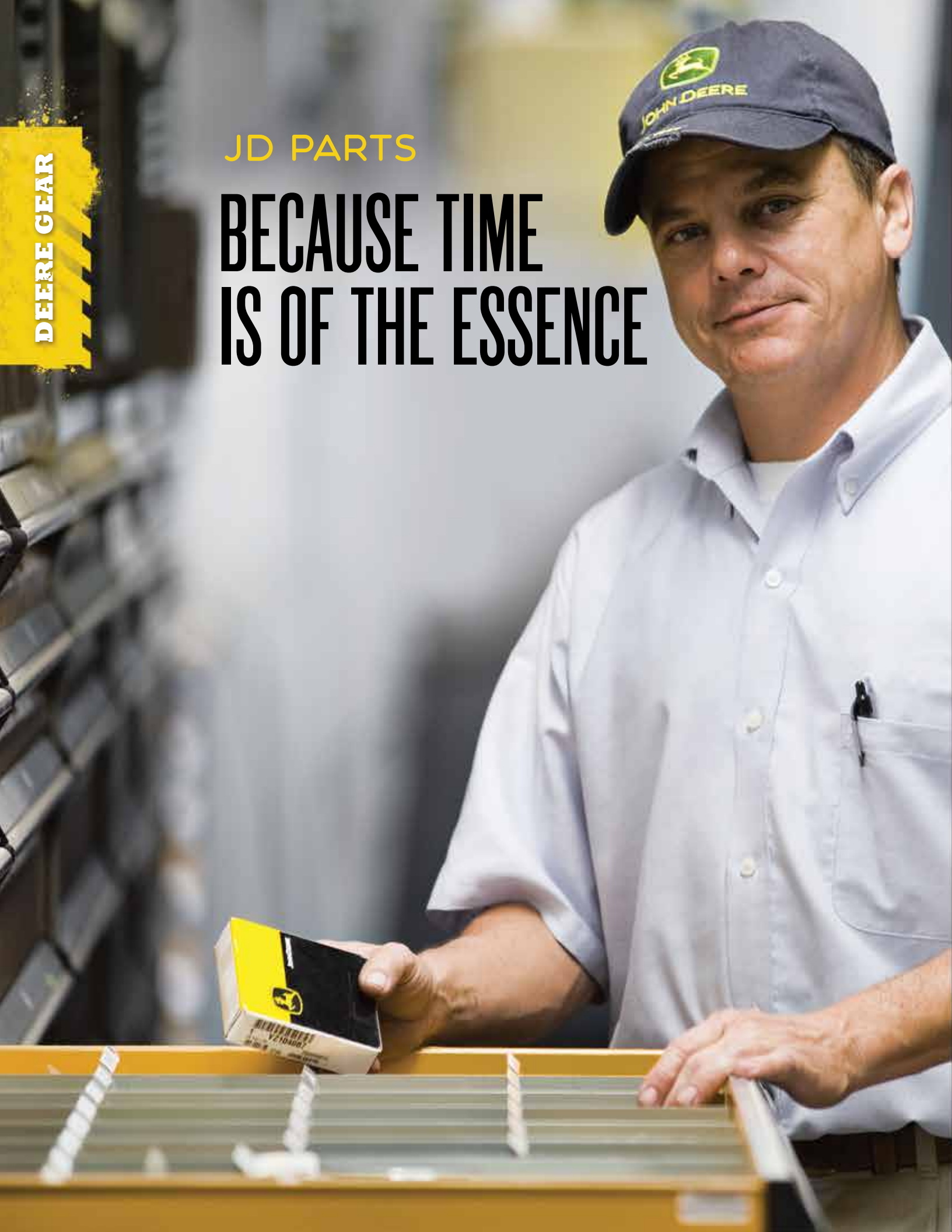
The programs have helped dozens of small, family-owned sawmills and exporters diversify into markets that they otherwise would have been unable to enter on their own. Many companies arranged their first-ever export sales in the Chinese market as a result of contacts made at MAP-sponsored events.

Companies participating in the MAP program are seeing immediate results. They reported immediate sales of nearly \$2.2 million, and estimate another \$16.5 million in sales over the coming months.



JD PARTS

BECAUSE TIME IS OF THE ESSENCE



IN THE FORESTRY BUSINESS, TIME IS MONEY. YOU CAN'T AFFORD TO WAIT AROUND FOR A MACHINE THAT NEEDS A PART.

John Deere parts availability is a significant uptime advantage in the woods. Your John Deere dealer fulfills your parts needs every day whether it's over the counter, delivered to the jobsite, or ordered online. If your dealer does not have a part in stock, John Deere regional distribution centers can provide same-day shipping* direct to the dealer or the customer for timely delivery. Few other forestry equipment manufacturers can match that.

Your John Deere dealer is your one-stop shop for parts. Through our Ultimate Uptime program, they can provide solutions customized to meet your unique parts needs, from remote diagnostics to onsite parts inventory. If you need it, your dealer can deliver it to you.

Plus, genuine John Deere parts are engineered specifically for your equipment to work each and every time. And our dealer technicians are trained to install them correctly. So you know you are getting the best quality parts and support. When every minute counts, you can count on John Deere Parts.

*Same-day shipping is dependent on time of order placement and carrier availability.

EVER-EXPANDING INVENTORY

22 DISTRIBUTION CENTERS



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SHIPPED TO YOUR LOCATION OR DEALER

24/7 USING JD PARTS



UPTIME ADVANTAGE



SAME-DAY SHIPPING* DIRECT TO YOU OR YOUR LOCAL DEALERSHIP

*Same-day shipping is dependent on time of order placement and carrier availability.

Delta FORCE

Harrison Logging
**IS A FORCE TO BE
RECKONED WITH**

Story: KEVIN ORFIELD

Photos: CHUCK BLACKBURN



Blues music was born in the fertile farmland of the Mississippi Delta from the soulful songs of fieldworkers. Today the region draws music lovers in search of the genre's roots, as well as tourists looking for friendly Southern hospitality and delicious home-cooked food. A popular destination is the crossroads of Highways 61 and 49 in Clarksdale, Mississippi, where according to legend, blues guitarist Robert Johnson sold his soul to the devil in exchange for musical genius.

Grenada, Mississippi, is about an hour southeast of Clarksdale — just look for the Crossroads Gas Station on the way into town. It's also home to Harrison Logging. About three decades ago, the Harrison family arrived at its own crossroads when Carl Harrison decided to leave the family farm and take the logging road less traveled. Through hard work and determination, he and his sons, Kevin and Darren, have built an enormously successful logging company.

FROM FORMIDABLE FARMERS TO OUTSTANDING LOGGERS

Things have changed a bit since Harrison Logging Incorporated began logging in 1984. "We started out with a chain saw and a John Deere 440 Cable Skidder, just my father and I and a saw hand," recalls Carl. "When we were farmers, we'd do pulpwood in the wintertime to earn a little extra income. In the mid-1980s, we quit farming and started logging full time, mostly pine logs. Today we have 34 pieces of John Deere equipment, including nine skidders, six feller bunchers, nine log loaders, six bulldozers, and two graders."

Harrison Logging has grown into one of the most successful operations in the region. Today the company runs five crews harvesting 80–90 loads a day. It was awarded Outstanding Logger of the Year by the Mississippi Forestry Association (MFA) in 2011 and South Central Logger of the Year by the MFA in 2012 (covering six states).

Managing a large fleet is much more challenging than in the days of operating a skidder and a chain saw. But the principle remains the same: Get the most wood to the landing, as efficiently as possible, on the least amount of fuel. And uptime is paramount.

"One of the main reasons we've stuck with Deere is their service and support," says Kevin. "Our local dealer just does an excellent job. Through John Deere's Ultimate Uptime support solution, they are able to customize solutions for us such as extended



From left: Wesley Mooney, Will Harrison, Carl Harrison, and Austin Harrison, some of the powerhouse team of Harrison Logging.



warranties and planned-maintenance agreements. They also tailor the JDLINK™ machine-monitoring system to our needs."

"Ultimate Uptime helps us work more efficiently and profitably," adds Darren. "Deere really stands behind their products — and that's really what this program is all about."

KING LOGGING

Cotton was once "king" in Mississippi but today ranks third behind poultry and forestry. Many locals are employed in the forestry industry — a few may even tell you that money actually does grow on trees. Like any logger, Carl Harrison knows it's not that simple. Any money made on trees comes from long hours, sweat, and keeping a close eye on the bottom line.

Extended warranty and periodic maintenance solutions help Harrison Logging to better manage cash flow. Through these Ultimate Uptime programs, the Harrisons not only know what their fixed cost is per month on the machine. They know they're not going to have any unexpected expense on the tractor not covered by warranty at any time.

"Having a fixed cost is crucial because you've got so many other variables, with the weather, mill quotes and closures, and everything else," says Kevin. "We know we're covered and not going to have an additional major unforeseen expense if a failure were to occur."

Extended warranties provide an excellent way to protect cash flow while minimizing risk. "John Deere backs their warranty better than anybody," says Kevin. "The dealers use highly trained technicians, so we know the machines are serviced the way they are supposed to be."

Through Ultimate Uptime, John Deere dealers offer engine-only, powertrain, combined powertrain and hydraulics, and full-machine extended-coverage plans. Harrison Logging receives a three-year, 5,000-hour powertrain plus hydraulic warranty on each machine.

The local dealer also comes to the site and performs periodic maintenance on the company's machines at 250, 1,000, 2,000, 3,000, and 4,000 hours. "Every Monday, I get a JDLink report that shows me every machine, what the hours are, and when service is due," says Kevin.

"We work with our dealer to schedule periodic maintenance on rainy days or at other times when we know the machine will be down," adds Darren. "That really helps us minimize downtime."

Ultimate Uptime solutions such as maintenance-cost planning can be financed through John Deere Financial (JDF) either with the machine purchase or through revolving credit options. JDF offers a full menu of customized solutions to help loggers address cash-flow needs.



**"John Deere ForestSight
REALLY HELPS
PREVENT AN ISSUE
FROM BECOMING A
MAJOR PROBLEM."**

DARREN HARRISON

JDLink™ gives Harrison Logging remote access to fleet location, machine-health alerts, and preventative-maintenance tracking.



SEEING THE FOREST FOR THE TREES

Harrison Logging's jobs comprise around 40-percent thinning pine pulpwood and logs, as well as clear-cutting pine and some hardwood, all on private land. "The market here looks good for the future and for our family," says Carl. "I'm really proud of my two sons, Kevin and Darren, and how we've stuck together. We all live within a few miles of each other. And I have three grandsons I hope one day will take over the business."

In fact, 19-year-old grandson Austin is learning every aspect of the business: "One day I hope to be able to run the business as well as my father and uncle do. I'm learning how to operate the skidder, the feller buncher, the road grader, and the loader. I'm also learning how to do the books and run the business, including how to use technology to better manage the fleet."

Ultimate Uptime comes standard with John Deere ForestSight™, which tells the Harrisons and their dealer what each machine needs in order to provide maximum uptime. JDLink, John Deere ForestSight's proprietary machine-monitoring system, gives the Harrisons remote access to fleet location, machine-health alerts, and preventative-maintenance tracking.

"I really like JDLink," says Darren. "It's a really good tool. It lets us know if a machine is running hot or an air filter is stopped up. We get an email so we can notify the operator to do something before an issue causes downtime."

The local dealer also comes out regularly and does comprehensive engine-, hydraulic-, powertrain-, cooling-, and fuel-system fluid sampling. These readings provide critical data that is processed by John Deere ForestSight's analytic software for machine-health alerts and recommendations. "It really helps prevent an issue from becoming a major problem," says Darren. "By taking these oil samples and performing regular periodic maintenance, Ultimate Uptime helps catch something before we completely lose the engine, axle, or transmission. It helps keep the machine running instead of being in the shop."

John Deere ForestSight's remote-diagnostics capability allows the dealer to read diagnostic codes and record performance data. "Just yesterday I had a skidder that wasn't running properly," says Kevin. "I called our dealer, and they pulled up the machine on their computer and told me what the code means and what to check. I was able to fix the problem on my own without them having to send out a field tech. Sometimes it's as simple as reconnecting a loose wire." If a visit to the logging site is necessary, the field tech already knows the correct parts to bring, eliminating the need for a return trip.

JDLink also helps Harrison Logging control fuel costs. "We had a feller buncher that was burning too much fuel," recalls Kevin. "Without JDLink, we wouldn't have known that. But our dealer was able to fix the issue, and it saved us a half-gallon an hour — over a 5,000-hour period, that's \$6,000."

"We can compare two skidders on a site and see if one is burning more fuel than another," says Darren. "We can tell if one of the operators is running in a higher gear and have them back off a gear."

JDLink also monitors idle time. "We have great operators, but if we hire a new guy, we can tell if he's giving us a full day's work," says Kevin. "If he's taking a half-hour nap, we'll know."

Ultimately it really does come down to uptime, according to Kevin: "If you waste 30 min. to idle time or to work on a machine, you've lost a load of wood. If you do that two or three times a week, at the end of the year, you've lost a lot of profit. The more your machine is running, the more profitable your business will be. Because in this business, time is money. And uptime is everything."

Harrison Logging is serviced by Stribling Equipment, LLC, Tupelo and Greenwood, Mississippi.

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

DOWN TIME

HIT THE DIRT!



It goes without saying that loggers are outdoors people. Many spend their free time hunting and fishing. Adrenaline junkies like Jared Bremner of Clusko Logging, Prince George, British Columbia, and Bob Fauteux, owner of Mid Atlantic Tree Harvestors, Aylett, Virginia, prefer to spend their weekends doing competitive motorsports, including motocross.

Bremner races a Kawasaki KX450 in the North Series of the British Columbia Motocross Association. He competes 13 weekends during the summer. In 2012, he finished first overall in the Intermediate class. In 2013, he finished second overall in the Veteran Masters class and third in the Intermediate class.

Races include from 10 to 25 competitors. "You go out and bang bars and eat dirt for 20 minutes. Then do it again in a half-hour. I just try not to crash (laughs). I have to work on Monday!"

Bremner has the need for speed. In winter, he races snowmobiles up the sides of mountains with his brothers, Troy and Ryan. "Motorsports is my passion. I love logging, but you can't work all the time — you need a release."

Fauteux currently competes in the AMA District 13 region, racing a Honda CRF 450. He's won several Senior class championships in his region, and has qualified in the Senior class for the Loretta Lynn Amateur National Motocross Championship on three occasions.

Fauteux has been involved in motocross since he was 12 years old: "My brother and I raced every weekend growing up. My mom and dad would take us, and they supported us by cleaning our bikes and our clothes. Motocross is a very family-oriented sport. Now I do it with my kids. It keeps us together, and I know where they are on weekends. It's been a great thing for my family."

"I just try not to crash (laughs). I have to work on Monday!"

— Jared Bremner, Clusko Logging, Prince George, B.C.



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