

THE LANDING

WINTER 2015



GUEST EDITORIAL

We're Listening to Loggers

Tom Trone, Director, Regional Sales, John Deere Forestry



In this issue we're excited to introduce our new M-Series Harvesters and Feller Bunchers. To develop these machines, our engineers spent three years gathering invaluable input from customers around the world. They then spent thousands of hours getting the machines exactly right. As you'll learn in our Tech Tips (page 5), Logger's Round Table (pages 6-9), and Deere Gear (pages 10-11) articles, our M-Series machines are changing the game in terms of productivity, uptime, and low daily operating costs.

Our customers are also always helping us improve the quality of this publication with fresh ideas for content and through their personal stories that we share in these pages. To continue to best serve our customers, we recently asked our dealers what customers want in a forestry magazine.

One thing we discovered is that very few of our customers remember the name of this magazine. That's because over the years we branded this publication with our local dealer's name across the masthead. There were as many as 36 different names for the same magazine.

Which is why we are changing the name of this magazine to *The Landing*. We believe this simple, strong name perfectly captures what we want to accomplish. First and foremost, it's recognizable and easy to

remember. And with John Deere branding and a look that is consistent with our other magazines, it lets readers know in no uncertain terms who it is from and what it is about.

The name also supports this publication's goals. Just as the landing is a place where your operation comes together, think of *The Landing* as a place where you can find the latest industry news, information about new John Deere products, customer testimonials, real stories from the woods, and product support information.

Our new M-Series machines and our new magazine name exemplify our dedication to providing equipment and solutions specifically for the work you do. Because at John Deere, We're for Loggers.



SIGN UP TODAY:
JohnDeere.com/ForLoggers

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Cover image:
Five-year-old Levi Davis loves the woods — like the rest of his successful logging family.



You asked:
With the high cost of tires, and the very high cost of tire chains, do you see any advantage / disadvantage to using chains? Traction is not an issue. Just tire wear.

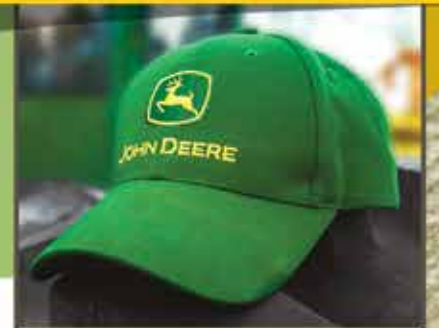
Our expert answered:

Most loggers see some improvement in tire wear, but it varies greatly depending on the type of chain and the application. The average tire life without chains is around 6,000 hours. When a quality chain is used and properly maintained, I have seen instances where the original tires on a machine have lasted over 10,000 hours. A good set of chains can also greatly reduce punctures and repairs. Without chains, a skidder needs approximately three tire repairs per year, while a wheeled feller buncher needs approximately 1.5 tire repairs per year. I can't give you exact figures, but you will see an improvement on these numbers by using tire chains.

Chains do require maintenance and will reduce your fuel efficiency a bit, though this can be offset with the increase in productivity due to improved traction. You'll need to weigh these savings against the cost of the chains.



FREE HAT



ASK OUR EXPERTS

This month, we'd like to hear questions you have concerning challenging maintenance issues on our equipment. We aim to make service easier and more accessible, but there might be some tricks we know that you don't. Or perhaps you have a tip for us and other loggers that you'd like to share.

Write us and we'll send a hat. If we publish your question or tip, we'll also send you a John Deere multitool.

Please send your questions to:
ForestryEditor@JohnDeere.com



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U.S. and Canada forestry outlook appears favorable for 2015

The overall outlook for the North American forestry industry looks favorable in coming years, according to industry experts. Production levels and prices for wood products continue to rise in both the United States and Canada. The pace of U.S. residential construction growth remains uneven, while Canada remains steady at a high level. Logging employment is growing in the U.S., while falling in Canada.

★ U.S. projections for 2015	🇨🇦 Canada projections for 2015
Gross Domestic Product: +2.8%	Housing Starts 189,000
Industrial Production: Logging +7.7% Wood Products +9%	Producer Price Index (PPI): Lumber +8.8% Pulp and Paper +2.6%
Logging Employment Projected to grow 5.7% to almost 4 million	Industrial Output Forestry: +1.8%
Producer Price Index (PPI): Lumber and Wood +3% Pulp Products +2.3%	Forestry Employment +1.1%, after falling the two previous years
Housing Starts Projected to grow 27% to 1.47 million	



USF&WLS postpones decision on northern long-eared bat

The U.S. Fish & Wildlife Service (USF&WLS) announced a six-month postponement until April 2015 on listing the northern long-eared bat as endangered under the Endangered Species Act. If the bat is listed as endangered, USF&WLS could designate its habitat in 39 states as "critical," which would impose restrictions on timber harvesting and forest management. The Forest Resources Association (FRA) opposes these restrictions on the grounds that prohibiting habitat manipulation does not address the root cause of the threat to the bats, white-nose syndrome, which is an exotic fungal disease. The FRA recommends focusing federal resources on developing a cure for white-nose syndrome, and is working with forest products industry trade association allies in submitting joint comments to the USF&WLS.

- ▶ POSTPONED UNTIL APRIL 2015
- ▶ FRA RECOMMENDS RESOURCES GO TOWARD CURE

Recent Event Recap

MID-SOUTH FORESTRY EQUIPMENT SHOW	PLC'S IN-THE-WOODS SHOW	FRA FALL BOARD MEETING	ALC SUMMER MEETING
The 2014 Mid-South Forestry Equipment Show, held September 19-20 near Starkville, Mississippi, was attended by 6,680 people, far exceeding last year's attendance of 5,000. Representatives came from Florida, Arkansas, and Alabama to participate in the longest-running live, in-woods equipment demo in the South. Almost 600 attended an educational session hosted by John Deere.	The 2014 Pacific Logging Congress' 7th In-the-Woods Show was held September 25-27 in Molalla, Oregon. Over 5,000 students, teachers, logging contractors, and land managers saw live demonstrations of new technologies, learned about forest management, and attended on-site seminars. OVER 5,000 ATTENDEES!	The 2014 Forest Resources Association's Fall Board Meeting was held October 1-3 in Bangor, Maine. Topics included Canadian and U.S. perspectives on the Softwood Lumber Agreement, operating with conservation easements, carbon accounting framework and its impact on forest industry, and innovation in Maine's logging industry. Many participants also took an optional tour of the University of Maine Forest Bioproducts Technology Research Center and the Maine Forest and Logging Museum.	The American Loggers Council Summer Meeting was held September 25-27 in Harris, Michigan. Highlights included an optional in-woods cut-to-length and chipping operation. Participants also attended numerous technical and educational seminars. Tom Trone, Director, Regional Sales, John Deere Forestry, facilitated an expert panel and gave a presentation on machine technology.

Reach. Cut. Drop. Repeat.



The Rapid Cycle System (RCS), now standard on our new 800M-Series Tracked Feller Bunchers and Harvesters (optional on the 900Ms), allows faster, low-effort operation, using a single joystick to control all boom functions. By automating felling-head arm cycling and providing simple boom control, RCS shortens the learning curve and boosts productivity with less fatigue.

RCS can also be tailored to individual skill levels and adjusted to match specific harvesting conditions, from large single-tree harvesting to high-speed, multi-stem cutting. Simply make adjustments in the sealed-switch module and get to work — set it and forget it! Here's how.



Tips for adjusting RCS

- 1 Skill level and harvesting conditions**
Adjust the straight motion of the boom to suit personal preference. If conditions don't allow for the fast, parallel motion of the boom, turn RCS off with a touch of a button for conventional two-joystick operation.
- 2 Master speed**
Adjust master speed to slow down the entire RCS at one time. This helps new operators get used to the system.

Extending and retracting heads

Adjust the outward and inward trajectories to help quickly position the head when it is extended or retracted. Boom trajectory can be set to straight. Or it can be set to raise or lower as you extend and retract. Factor in the amount of ground debris or foliage in front of the tree to determine how much you need to raise or lower the head.

Cutting uphill

Boom trajectory can also be adjusted to accommodate cutting uphill, for example, to stay level at a higher height than you normally would for a typical ground-level cut.

Head tilt

In addition to boom trajectory, head tilt can be tuned to productively cut level through the trees, or to cut through a tree and tilt backward immediately after the cut.

Auto Clamp

Adjust the speed and delay on the Auto Clamp sequencing depending on the size of the wood. More time may be needed to clamp larger wood, while smaller wood can be set faster to increase cycle times. Auto Clamp can be overridden at any time by activating the normal clamp buttons.



GAME-CHANGING M-SERIES TRACKED FELLER BUNCHERS AND HARVESTERS

When we developed our new M-Series Tracked Feller Bunchers and Harvesters, we gathered invaluable input from customers around the world through our Customer Advocate Groups (CAGs) — loggers just like you who run the machines every day.

We recently spoke to a panel of these CAG participants. They were very excited about the CAG process, and believed Deere really listened and responded to their input. And they are proud of the result — machines that change the game in terms of uptime and productivity.

Deere listens to loggers



"It's so important to get customer input into a product because we're the ones who spend our lives in the equipment. These machines are very well built, and they represent pretty much everything we asked Deere to build."

Mark Maenpaa, K&M Logging,
Thunder Bay, Ontario, Canada

"John Deere really listened to everything we asked for in developing these machines. And amazingly, they did so with no compromises."

Grant Phillips, Pine Harvesters,
Oberon, New South Wales, Australia

"John Deere addressed everything we asked them for. What's not to like? The stability, the visibility, the serviceability. Hats off to them for building machines that fit many different applications. They've done a great job."

Brent Day,
William A. Day Jr. & Sons,
Porter, Maine



"I didn't realize how committed John Deere is to its customers until I was involved in the Customer Advocate Group. It really opened my eyes to how they are as passionate about logging as we are."

Rick Cunneen, Plantation Harvesting,
Myrtleford, Victoria, Australia



More productivity



"The machines just blow me away. I love the configuration of the boom, the new cab design, the undercarriage, the visibility — everything is just that much better."

Rick Cunneen,
Plantation Harvesting,
Myrtleford, Victoria, Australia

"Machine stability is superb. The undercarriage is longer and wider, so on a slope you feel very, very comfortable. It just feels solid."

Brent Day,
William A. Day Jr. & Sons,
Porter, Maine



"I really like the Rapid Cycle System. It's quite a bit faster than without it."

Clint Lightburn,
Lightburn Ventures,
Jaffray, British Columbia

"Deere really upped the performance on the new 800M-Series machines. They've got much more power, and the stability is great."

Mark Maenpaa,
K&M Logging,
Thunder Bay,
Ontario, Canada

Cab is very comfortable

"They've completely redesigned the cab — it's a lot larger. And with more glass, it really opens everything up. It's like you're right out there in the forest."

Frank Chandler, C&C Logging,
Kelso, Washington

"The cab is really nice. The controls and arm positions are all adjustable, making it comfortable to work 10 to 12 hours in the woods."

Tim Paul, C&C Logging,
Kelso, Washington



"The cab is more spacious and a lot nicer. The layout is more intuitive and less cluttered. And visibility is outstanding. It's almost like you're sitting there without being in a cab. There are almost no obstructions at all."

Grant Phillips, Pine Harvesters,
Oberon, New South Wales, Australia



"The cab is bigger and more spacious. Visibility is much better. You can see way more."

Clint Lightburn,
Lightburn Ventures,
Jaffray, British
Columbia

"John Deere has made serviceability about as good as you can possibly make it. They've made some huge improvements."

Clint Lightburn, Lightburn Ventures,
Jaffray, British Columbia, Canada



"Serviceability is great. Everything is more accessible from one location."

Pat Brister, Pat Brister Timber, Inc.,
Alexandria, Louisiana



"They paid a lot of attention to serviceability. Everything is more accessible."

Frank Chandler, C&C Logging,
Kelso, Washington

Maximum uptime, minimal maintenance



TO SEE MORE OF WHAT OUR CAG PARTICIPANTS HAD TO SAY ABOUT THE NEW M-SERIES, VISIT:

JohnDeere.com/MSeriesRoundtable

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Family MATTERS

**FORWARD ENTERPRISES
PUTS FAMILY FIRST**

STORY: KEVIN ORFIELD | PHOTOS: CHARLIE GODBOLD



FORWARD ENTERPRISES, OAKHAM, MASSACHUSETTS, IS Moving FORWARD AND UPWARD

Over the years the company has successfully navigated the unpredictable forestry landscape by adapting and diversifying. Today the company provides wood to three market segments: logs, biomass, and pellets.

We caught up with Forward Enterprises at a logging site in central Massachusetts. The company is running both cut-to-length and tree-length crews, along with a chipping operation. "I think we're unique in the region for doing this," says owner Paul Davis. "Pairing a cut-to-length system with a skidding and tree-length operation is an extremely efficient way to keep things flowing. I can cut my saw logs and have my forwarder pick them up. And I can have my skidder bring the firewood and chipper material to the slasher. The amount of material we're moving is just incredible, but this method is very friendly to the forest, and the job comes out looking great."

As our camera crew climbs a hill to find a vantage point to capture a few photos of the company's John Deere 748H Grapple Skidder, two of Paul's sons, Levi, age 5, and Jamin, age 11, fall in behind. Both boys are right at home in the woods.

"Did you see the bear this morning?" asks Jamin, who carries a bow and arrow at his side. "No," I reply. "But at least we are well protected should we run into him." This gets a smile, and the boys gladly assume the role of bodyguards and tour guides.

Later we catch up with Paul's wife, Torie, and a few other family members for lunch at the town's best barbecue spot. The family is close-knit, warm, and friendly. As we converse over ribs and beef brisket, Paul and his brother, Morgan, discuss life/work balance in a career that demands long hours. "We always make time to be at our kids' ball games, recitals, and whatever else," says Morgan.

"My family is number one," says Paul. "For me, hanging out with my kids and my beautiful wife, that's what it's all about, whether it's at the ball field or the ocean."

"Ocean?" exclaims the land-loving Morgan. "You'll never find me in the shark's kitchen (laughs)."

Sawdust in the blood

The brothers' father, Ed, started a small logging business and opened a sawmill when they were very young. The two of them have been running logging equipment since they were old enough to drive.

"I was running a cable skidder for Dad and a few local contractors," recalls Morgan. "Paul bought a forwarder, and so the two of us and our brother, Ethan, started a tree-length operation, cutting wood for Dad's sawmill along with a lot of pulp." Morgan eventually started his own trucking company, which he ran for over 10 years. About three years ago he came back to work with Paul.

Paul continued to build his logging business doing land clearing. "I just enjoyed being in the woods," he says, "seeing what God has created and enjoying the surroundings. I just kept working in the woods and it progressed from there. I have sawdust in the blood."

Then in 2006, the land-clearing business fell off. "It was like someone shut the lights off."

(Bio)mass production

Fortunately other markets were opening up — that same year New England Wood Pellet built a pellet plant in Jaffrey, New Hampshire.

The demand for wood-pellet fuels as a renewable alternative to fossil fuels was taking off. Throughout the northeastern U.S., wood pellets are burned in pellet stoves and furnaces as a cost-effective, environmentally friendly heating fuel by residents and businesses (see sidebar on page 17).

"New England Wood Pellet was looking for loggers who could provide clean woodchips," recalled Paul. "They produce a premium product with extremely low ash content, so they need chips with very little bark, sticks, and leaves."



MEET THE DAVIS FAMILY

Left to right:
Paul, Torie, Levi (seated on tire), Jamin, Sierra, and Morgan.

"So I bought a debarker, and today half the chips we produce are clean chips. The pellet industry is growing exponentially, so we're trying to increase this production even further."

Forward Enterprises sends the other half of its chips to a wood-biomass power plant in Fitchburg, Massachusetts, where they are burned to produce electricity. At present, the future of wood-biomass power plants in Massachusetts is uncertain, as the state has passed extremely tight emission standards for biomass facilities.

At the logging site we are visiting, the crews produce 30 loads per week — about half of the wood being harvested is used for clean and biomass chips; the other half is used for logs and firewood. "We utilize every last piece of wood we can before we consider using it for chips," says Morgan. He raises a common misconception about wood biomass. Many assume premium lumber is used for power, while it is actually wood byproducts that are consumed.

Healthy habitat

The public perception of loggers as robber barons clear-cutting the forest has been hard to shake in the region served by Forward Enterprises. "There are a lot of special-interest groups that want to shut down logging or restrict it severely," says Paul. "That attitude is very difficult to change. When we're logging, it does look like an eyesore at first. But a properly managed forest ultimately improves biodiversity and increases the number of animals and native birds. It's a hunter's and nature lover's paradise."

"If you come back in a year or two after a forest has been cut, it has completely changed — it's completely regenerated," adds Morgan. "By opening it up you provide a habitat for the animals that were pushed out."

Morgan pauses for a moment and reflects: "The thing I most enjoy about logging is coming back out and seeing the jobs we've done — how much the forest has changed and grown. To me that's the best aspect of this whole thing. That's what I'm most proud of — the quality of the job we leave behind."

Morgan explains how some of life's best moments involve simply going off the skid road and watching deer feed off the tops of the trees that were just cut down. He shoots a glance at his brother: "I don't normally tell Paul, but I'll stop the skidder for a few minutes and just watch them eat. I don't like to let him know I'm slowing down production."

"Well, that's why I got JDLink," Paul says, grinning. "So I can keep track of you."

JDLink™, John Deere's telematics solution, gives Forward Enterprises remote access to machine location, health alerts, productivity, and other information.

Paul explains, "We can track fuel consumption, how much time is spent in each gear, speed, rpm, idle time, workload, and more. So you can really tell the difference between operators. That's really valuable. Truth be told, I'm a little heavy on the throttle, so I'll never be as efficient as Morgan, even if he is stopping on occasion to observe wildlife (laughs)."



"I just want my kids to have the opportunity to accomplish something and be productive members of society."

— Paul Davis, Forward Enterprises



Photo credit: Les Gardner Photography, Sturbridge, Massachusetts

"It gives you so much information you can really use to improve what you're doing and see where your pennies are going," adds Morgan. "And that's really important when margins are tight."

Dream machine

A lot has changed since Morgan ran a cable skidder back in the day. "We don't skid the way we did 20 years ago."

"The 748H is definitely much easier to run," says Paul. "It's a dream. The maneuverability and stability are excellent. We can really get into some tight spots in tough terrain. And it's so quiet. The older machines used to take your eardrums out, but now you can actually listen to the radio."

Productivity has also been impressive. The 748H has replaced the company's two skidders, which are eight- and 18-years old. "Both of our older skidders are parked now. The 748H is doing the same work as two midsize machines on less fuel. It was surprising how much more productive the Deere machine is."

"The 748H has exceeded all my expectations," says Morgan. "It's extremely powerful, quick, and responsive. But you do have to pay more attention. It's not about muscling the wood anymore; it's more of a finesse thing now. You have to be smarter than the equipment you're operating."

The six-month-old 748H has nary a scratch. The machine looks like it just rolled off the factory assembly line. "It's like having a new car," says Paul. "Eventually you get the first door ding. But we work hard to keep our equipment up and try to make sure operators aren't abusing it. You don't have to beat it up to be productive. And at the end of the day, the operators can get out of the machine and not feel like they've been beaten up. We all want to go home and enjoy our families beyond working in the woods."

"It's tough to do that if you're sore at the end of the day," adds Morgan. "There's life after work."

Advantages of wood-pellet biomass fuel

Approximately 800,000 people in the U.S. heat their homes using wood-pellet stoves or furnaces, according to the Pellet Fuels Institute. Advantages include:

- Clean-burning, locally sourced, and renewable material
- Displaces fossil fuels, reducing emission of carbon dioxide
- Produced from byproducts of the forest industry, such as woodchips or sawdust
- Convenient and easy to use, and can be stored in bulk
- Pellet heating systems are simple to install and use
- Cost 25–50-percent less on average than fossil fuels
- Price is stable compared to fossil fuels
- Highly efficient and high energy content compared to other biomass fuels

Source: Massachusetts Division of Energy Resources and New England Wood Pellet.

Extended family

Paul and Morgan's children are being raised in the woods with a strong work ethic, just like they were. All show an interest in logging. Paul's oldest son, Jaaziniah, age 18, is learning how to run the company's John Deere 748H Grapple Skidder.

Getting young people interested in logging is a major challenge to the industry's future. "You have to enjoy being outside," says Paul. "You have to be independent and take care of yourself. You have to think on your feet and keep things moving forward. There are not a lot of kids who have that skill set anymore."

Encouraging kids to get a college education is only a start. "There's nothing wrong with getting an education, but they also need to be taught how to work, whether it's doing chores or getting a part-time job. They need to learn responsibility. I just want my kids to have the opportunity to accomplish something and be productive members of society."

Paul values employees who have a strong work ethic and spends a lot of time looking for the right people. "I have good, long-term employees who make me look good, like Donnie, who has worked in the woods with me for a long time. And Danny and Mark, our truck drivers. Mark is a longtime friend who has been an asset in the truck, and running and fixing equipment. They all do an exceptional job."

Forward Enterprises' local John Deere dealership also does all it can to help the company succeed. "They worked hard to earn my business and have worked even harder to keep my business. They are always there for me." Just like his employees and his family.

Forward Enterprises is serviced by Schmidt Equipment, Oxford, Massachusetts.

 TO SEE MORE OF THE DAVIS' STORY, VISIT: JohnDeere.com/Davis

DOWN TIME

HOOKED ON CABO

When Darren Jacobs, owner of Double D Logging in Prince George, British Columbia, isn't busy running a large logging operation or one of his other various businesses, he enjoys fishing. After all, British Columbia is known for excellent fishing — Jacobs catches world-class steelhead salmon in the rivers of nearby Smithers.

But nothing compares to the thrill of going after marlin in Cabo San Lucas. Every year for the last 10 years, he and his family have taken a two-week holiday there, including five intensive days of fishing. "We enter tournaments that offer very large daily jackpots — one gave away \$2.5 million in prize money. It's very exciting."

To have a shot at winning, you need to reel in a qualifier of at least 300 pounds. "A few years ago, my youngest daughter hooked one, and when it jumped, our captain was certain it was a qualifier. We fought it for 15 minutes, then lost it. Only a few minutes later she caught another one that we thought was a qualifier, but unfortunately it came up short at 250 pounds."

The marlin that won that particular tournament was 485 pounds. "And there are even bigger fish out there. Only a few months before, a guy caught one that weighed 1,215 pounds. He fought it for 28 hours."

The chances of catching a qualifier are almost slim and none, figures Jacobs. But that doesn't stop him and his family. "We've come pretty close. That's why we keep going every year. It's a challenge we just have to accept!"

"It's a challenge we just have to accept!"

Darren Jacobs, Double D Logging



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