WE RUN SO LIFE CAN LEAP FORWARD

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

Since our company’s beginning, John Deere has always acted today to make the lives of our customers better tomorrow. In 2020 John Deere launched the Smart Industrial operating model to allow us to unlock greater value for our customers even more rapidly. Our focus is on delivering intelligent, connected machines and technology solutions that will help make our customers as efficient and profitable as possible over the life cycles of their machines.

A key to making this new operating model work is understanding every step of our customers’ production systems — each input, activity, and output. This allows us to quickly respond to their unique and changing needs by introducing innovative new products and technologies. For example, many of our forestry customers are expanding their business opportunities by working on steep slopes and in challenging terrain. In response, we are introducing our new six-wheel 768L-II Bogie Skidder (see “Deere Gear,” page 10), which delivers outstanding traction, stability, and flotation for working in wet conditions and on steep slopes. We’re also introducing our new 953ML Shovel Logger, which thrives in rain and swamp conditions (see the “Swamp Monster” story, page 12).

Our new operating model focuses on delivering a “technology stack.” This includes the hardware, devices, software, connectivity, data platforms, and applications that enable our machines to do things smarter, more precisely, and more productively. Our stack can simplify jobs, strengthen decision-making, and better connect the steps of a production system — so our customers can do more with less. A great example of this for forestry is our suite of precision technology solutions that includes JDLink™ telematics and TimberMatic Maps™ and TimberManager™, our map-based production planning and job optimization system (see “Tech Tips,” page 4).

Another important component of our new operating model is life-cycle solutions. Our new integrated support strategy will enhance customer value through proactive and reactive support and easy access to parts, value-add services, and performance upgrades delivered by our world-class dealers, regardless of when a customer purchases our equipment. Because when customers buy from John Deere, they deserve our support for the entire life cycle of their machine.

REBUILT AND RUNNING: NOW THAT’S A PLUS.

Your older iron has a lot of life left. Keep it running profitably with the John Deere ReLife Program finance offers — and keep your cash.

Schedule an inspection today.

John Deere Powetrain ReLife Plus MACHINE REBUILD PROGRAM

NO PAYMENTS/INTEREST FOR 120 DAYS followed by 3.5% APR for 12 months* (For parts and service over $100K)

2.99% APR for 36 months* (For parts and service over $100K)

JohnDeereFinancial.com

Cover image: The new 953ML is a swamp-logging beast.
Operator Stacey Douglas loves the solitude — and the camaraderie — of the woods. And she encourages other women to give logging a try.

The only female operator for Sunchip Pty Ltd in Queensland, Australia, Stacey Douglas is relatively unique. Globally, logging remains a male-dominated field. In the United States, for example, over 99 percent of logging workers are male.* But Douglas is right at home in the woods. “The hardest thing for me was to crack the ‘male versus female’ mentality,” she says. “But once that was gone, I found my place, and I love it.”

Sunchip recently moved to an all-Deere fleet in its Tuan Forest operations, which is 200 kilometers (124 miles) north of Brisbane in Queensland. Here the operation harvests plantation pine for one of the biggest softwood lumber mills in the Southern Hemisphere. Sunchip purchased numerous new John Deere machines that included two 953M Tracked Feller Bunchers, three 948L-II Skidders, five 3156G Swing Machines configured as harvesters and log loaders, and two 1910E Forwarders.

Douglas currently operates one of the new 3156G Processors fitted with a Waratah 624C harvester head attachment. She’s been an operator for Sunchip for nine years. “I just enjoy it,” she says. “I’m by myself so I get a bit of ‘me time’ in the machine. It’s an interesting job, and there’s a lot more to it than just harvesting trees. You’ve got to keep an eye on tree quality, machine calibration, and maintenance, among other things.”

Douglas enjoys working with her male counterparts and has earned their respect: “I love having a joke with them. It’s good fun. I don’t expect them to treat me any different. I’m just part of the team. We’re a big family.”

Before becoming an operator, Douglas managed a citrus orchard in Bundaberg and worked in quality assurance at poultry processor Golden Cockerel Pty Ltd in Brisbane and as a barista in a coffee shop. “Finally, I found my love of operating. Sometimes you’ve just got to get out there and give something a go. Just jump in and do it.”

Mark Blackberry, principal owner and managing director of Sunchip, gave Douglas the opportunity. “Now that I’ve proven I can do it well, he says he wishes he had more operators like me, which is definitely nice to hear,” she says. “I can ring Mark at any time and ask him anything. The same goes with my supervisor. Everyone is very open and honest. If I’m not doing what I’m supposed to be doing, they’ll pull me into line, which is great because I don’t want to be treated any differently than anyone else.”

Douglas advises other women who are interested to give a career in forestry a chance. “I love it and I find it really interesting. I’ve been in coffee shops, been a supervisor, and am quite happy here in my machine! I’m grateful that Sunchip was willing to give me the opportunity.”

*Source: U.S. Department of Labor.
TOTAL INSIGHT
Optimize your logging operations

JDLink™ telematics combined with our map-based production planning and tracking suite of technologies provides valuable insight about your logging operations. Here’s how these precision technology solutions can help you make more effective decisions, so you can maximize profits, efficiency, and business opportunities.

TimberMatic™ Maps

- Production Tracking
- Visualized Production Data
- Digital Map Layers
- Site Progression
- Connected Insights

SITE-LEVEL INSIGHTS

- Using TimberMatic Maps, operators can share live production and location data among other John Deere forestry machines.
- TimberMatic Maps shows the precise GPS-based location, volume, and species of harvested trees, for simple, efficient planning and production tracking.
- As the job progresses, production data and logging routes are updated continuously, showing 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.
Monitor live progress from anywhere at any time using TimberManager, a web-based solution for PCs, tablets, and mobile phones.

- Select a logging site to track harvesting and forwarding progress and see the percentage to job completion without having to physically walk the jobsite.
- More detailed information, including machine-level and individual operator-performance metrics, helps simplify fleet management and improve asset and operational efficiency.
“This year, we’re reminded how important it is to take care of our forests and the safety of our people,” says Chandler, operations manager for C&C Logging based in Kelso, Washington. “Right now, the wildfire risk is high. We have to be extremely careful.”

Chandler’s parents started C&C more than 50 years ago. What began as a simple operation with a power saw is now a full-service contracting business with 14 operating sides including three winch assists (tethered logging systems), and two grapple logging machines as well as multiple towers and GB sides. One thing that has remained the same is the family element. Today, Chandler’s parents and sister still work for the company in addition to 112 employees and a fleet of machinery that includes a John Deere 3156G Log Loader with a new Waratah HTH623C loader processor (LP).

“Having healthy forests is so important to the world, and fire abatement is such a big thing,” Chandler says. “That’s why we have extra fire training and drills for our team and always maintain our equipment to reduce risk.”

Just a few miles northwest of Longview, Washington, second-generation logger Frank Chandler of C&C Logging and his crew are working in a dense stand full of hemlocks, Douglas firs, and mixed hardwoods. They are running a typical harvesting operation during atypical times.
While this year has had its share of challenges, the company has carried on. Earning the highest safety rating in the state of Washington for 10 years, C&C is known for its legacy of jobsite safety. And for 2020, the extra caution seems more important than ever.

“With the added layer of COVID, we have to spread out our rigging crews and keep people at a safe distance,” Chandler says. “We have to be extra careful.”

Doing the job safely and doing the job right have been key to C&C’s success as the company has grown rapidly over five decades. Chandler himself has seen the industry evolve since he first began working with his father as a teenager.

“I always have liked the physical work. One day, my dad handed me a power saw and we started delimming and bumping knots. Back then, everything was hand-bucked manually. The mechanical harvesting was me,” Chandler smiles.

Today, Chandler and his team turn to the power and efficiency of mechanized processing and loading. And for that, they trust John Deere and Waratah.

“Right now, the wildfire risk is high. We have to be extremely careful.”

— FRANK CHANDLER
Operations Manager, C&C Logging
A DYNAMIC DUO

One of the latest additions to the C&C fleet is the John Deere 3156G Log Loader with a new Waratah HTH623C LP head. The pairing has proven to be a winning combination by delivering productivity, strength, and stability in tight jobsite spaces.

“There’s a lot of power in the John Deere carrier, you can move faster,” Chandler says. “You don’t have to wait for your head to move where you need it to. You can just be a little faster and a little smoother.”

That speed makes a huge difference, especially when coupled with the ability to delimb and move multiple logs in one fell swoop. Not only that, but the fuel efficiency of the 3156G has been a huge plus for Chandler’s bottom line.

“You can load trucks efficiently and still manufacture logs, which is a big thing for us,” Chandler says. “The carrier has great fuel performance, and it runs cool. Plus, our guys like sitting in the cab. They’re comfortable. Having your operator comfortable for 12 hours means he’s going to be more productive for 12 hours.”

The 3156G boasts strength and stability, making it the perfect carrier for the HTH623C LP. The versatility allows C&C to have fewer pieces of equipment on a crowded jobsite, and it seems to be just the right size to get the job done.

“What’s unique about the 3156 with the 623 on it is its hydraulics,” Chandler says. “It performs great and is well balanced. When you utilize a big head, you typically have to put it on a big carrier. It’s kind of clumsy. But with this combo, it’s just right.”

Working on remote jobsites, durability has proven to be a must-have, along with efficiency when it comes to diesel exhaust fluid (DEF).

“A lot of times, we are a long way from service,” Chandler says. “The Deere system is just very reliable. They’ve done a phenomenal job keeping that DEF burn low, so we don’t have to pack 10 gallons of jugs out there a day per machine. That saves time and money.”
BIG DATA, BIG PRODUCTIVITY

Along with safety, C&C is all about increasing efficiency. And to Chandler, that means embracing technology to increase accuracy and productivity.

“I love the technology side of these machines, and it’s changing a lot,” Chandler says. “There’s a lot of opportunity to bring innovation into our industry to make these jobs safer and better.”

Being able to see data connected to his machines’ productivity is huge and allows Chandler’s team to see the big picture of performance on each jobsite. The John Deere JDLink™ machine monitoring system combined with Waratah’s TimberRite measuring and control system has allowed him to see these details at a glance.

“The data tracking is one thing,” Chandler says. “But being able to quickly sort, view, and summarize what we’re looking for is a major time-saver. Before, you had stacks and stacks of paper, and it was too time consuming. Now I can easily see the productivity of that machine with an app on my phone.”

This simplified outlook towards data has allowed Chandler to take a closer look at the company’s overall output.

“I watch closely to see the volume per hour and per stem and fuel per cubic meter harvested,” Chandler says. “I can see a seven-day average, or even look at the last 24 hours. It’s just right there at my fingertips. It’s hands-down the best telematics out there that I’ve seen.”

STRIKING THE RIGHT BALANCE

When you find something that works, you stick with it. That’s been Chandler’s mentality when it comes to purchasing machines, especially carriers.

“We’ve tried different brands and product lines,” Chandler says, “But John Deere’s new G-Series is something we’re very happy with. We just purchased our third Deere machine this year.”

Not only has Chandler struck the right balance when it comes to purchasing machines, but he’s also found the right work-life balance as he has followed his love of the industry. His family company has built a culture that treats employees like family, too. And in an industry that is seemingly solitary, Chandler is motivated by one reason to keep coming back every morning.

“The people,” Chandler smiles, “and we have some of the very best in the industry.”

C&C Logging is serviced by Papé Machinery Construction & Forestry, Kelso, Washington.

“It’s hands-down the best telematics out there that I’ve seen.”

— FRANK CHANDLER
Operations Manager, C&C Logging

To see more of the stories, visit JohnDeere.com/TheLanding
Check out another reason why John Deere is #1 in the woods — and one more reason to bring on 2021.

INTRODUCING THE 768L-II

Watch the teaser now at JohnDeere.com/TheLanding
SWAMP MONSTER

NEW 953ML SHOVEL LOGGER SWAMP-LOGGING MACHINE IS A BEAST
For almost two decades, the Freeman family has logged the unforgiving wetlands of southeastern North Carolina. Sloughs, deep ditches, and large embankments challenge the most seasoned loggers, which is why a tracked shovel-logging machine has been an indispensable part of their arsenal.
“Around this neck of the woods, you’ve got to have a shovel machine,” says Trey Freeman, foreman and shovel-machine operator, Long Bay Trucking. “Before the shovel, every time it would rain, we would be out of work. But ever since we got one, we’ve been working nonstop. You can reach trees you otherwise couldn’t. It makes logging a whole lot easier.”

The company has been switching over to John Deere machines since it bought a Deere 748L Skidder three years ago. Recently it demoed Deere’s new swamp-logging beast — the 953ML Shovel Logger. “It’s a hero machine for swamps,” says Freeman. “It really gets the job done and is really going to stand out.”

“WORK HARD AND IT WILL COME”

Trey and his brother Ty are foremen for one of the two crews Long Bay Trucking runs. Their father Darren and their uncle Harry run the other crew.

The Freeman family is very close. They descend from a small Native American tribe, the Waccamaw Siouan, located predominantly in southeastern North Carolina. The tribal homeland is located four miles north of Bolton, where Long Bay Trucking has its shop (see related Down Time story, page 18). “Half of our crew is family,” says Trey. “We try to really
foster a family atmosphere with everyone. We’re all kin.”

Trey and Ty have been working in the woods since high school. “I would come out after school and work with Dad,” remembers Ty. “I’d run the skidder, and my dad taught me to run the log loader. That’s what I run today.”

Long Bay Trucking was founded by Trey and Ty’s grandfather C.W. in 1979. He and his three sons — Freddy, Harry, and Darren — were working in construction when they decided to start a logging crew. “My own father had logged,” recalls C.W. “And there was a guy selling out, so it seemed like the right time.”

C.W. believes the company will be in good hands with his grandsons when his own sons step down. “I’m proud of Trey and Ty,” says C.W. “They love logging, like their dad and I always have. You can see it in how hard they work. I’ve seen so many other younger people get into logging, but as soon as the money isn’t flowing right, they get out. You have to work at it. Work hard and it will come. Things will start falling into place.”

**WON’T GET STUCK IN THE MUCK**

Today the company produces 15 to 20 loads a week, mostly clear-cutting southern yellow pine for pulp, saw timber, and poles. In addition to the 748L Skidder and a tracked shovel logger, the company runs a John Deere 853M Tracked Feller Buncher, which provides the flotation needed to fell the trees. Previously the company ran only rubber-tired feller bunchers, which would often get stuck in the rich organic soil.

**“HALF OF OUR CREW IS FAMILY. WE TRY TO REALLY FOSTER A FAMILY ATMOSPHERE WITH EVERYONE. WE’RE ALL KIN.”**

— TREY FREEMAN, FOREMAN, LONG BAY TRUCKING
Long Bay Trucking began working in wetlands and shovel logging in 2011. A shovel logger is an essential part of the swamp-logging process. As the tracked feller buncher knocks down trees, the shovel logger piles the wood in rows, providing a deck for the skidders to ride on. The 748L Skidder hauls the wood to the landing. “We call that ‘flat pulling,’” says Ty. “If they’re not running over that wood, they’ll start going to sink and rut the ground. It’s simply too wet.”

“If we’re not careful, we’ll get a machine stuck,” adds Trey. “And that can cause us to lose a whole day of production.”

The 953ML has everything Trey is looking for in a shovel-logging machine. “It’s got all the reach you need to get down into a hole and grab something. It has the lifting power and stability for handling big logs. And with the long tracks, it has plenty of flotation for working in wetlands.

“The ride and feel are smooth and comfortable. There’s plenty of room in the cab, and the visibility is great. I can look out and grab what I need to grab. And if I start to get stuck, I can see the tracks really well.”

The 953ML’s live heel works like a thumb to help operators handle logs better. It can also be used to lift the tracks up to help the machine maneuver in tough conditions. “You can grab a tree and hold it level six or seven feet off the ground. That’s a whole lot easier than lifting a log 30 feet in the air. And if the machine gets stuck, the heel helps you to pull the machine back out.”

Trey also loves the grapple. “It holds what it grabs and won’t let go. And it’s one tough grapple. It’s bulletproof.”

**ABOVE AND BEYOND**
Long Bay Trucking purchased its first John Deere machine, the 748L Skidder, three years ago. “Support was a major consideration,” says Trey. “Our local John Deere dealer, James River Equipment,
is nearby so we can get parts and service right away. With the competitor-
brand machine, it always takes a while to get parts. Deere machines are very
reliable, but if we have an issue, our dealer takes care of it right away. With JDLink™, they can
remotely monitor the machine and let us know if we have an issue. They can send out a service tech who
already has the right part in hand, saving a costly extra trip.”

“Often we can resolve the issue over
the phone,” adds Ty. “Recently we had
hydraulics heating up on a machine,
and James River’s service tech was
able to explain to us exactly what we
needed to do.”

Uptime has helped Long Bay Trucking
keep up with an increasing workload
the last few years. “I’m really proud
of how we’ve steadily grown,” says
Ty. “Working with John Deere has
been great. The machines and the
service from James River have really
helped us succeed.”

Long Bay Trucking Inc. is serviced by
James River Equipment, Wilmington,
North Carolina.

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

“I WOULD COME OUT AFTER
SCHOOL AND WORK WITH
DAD. I’D RUN THE SKIDDER,
AND MY DAD TAUGHT ME TO
RUN THE LOG LOADER.”

— TY FREEMAN, FOREMAN, LONG BAY TRUCKING
Waccamaw Siouan Indians are one of eight Native American tribes recognized by the state of North Carolina. Known as the “People of the Falling Star,” they are located primarily in southeastern North Carolina. According to legend, thousands of years ago, an immense meteor appeared in the night sky to the southwest, flaming to the brilliance of “innumerable suns.” It struck the earth and created a huge crater. The waters of the surrounding swamps and rivers flowed into it, creating Lake Waccamaw near where the tribe settled.

Current tribal enrollment is around 2,500 members. The tribal homeland is located four miles north of Bolton, North Carolina, the town logger Trey Freeman, foreman for Long Bay Trucking, calls home. The tribe has a rich cultural tradition that includes quilting, talking circles that bring people together to discuss tribal issues, and dancing. Freeman celebrates his tribe’s culture through traditional dance. “I compete at our tribe’s annual powwow as well as in other powwows throughout the state. All eight tribes are represented, and everyone from children to elders participates. It’s a lot of fun.”

Held every year during the third weekend of October, the Waccamaw Siouan Indians’ powwow celebrates and preserves their history. “We get the young ones out there and teach them traditional and other styles of dance. So we’re bringing them up to carry on our traditions.”

The two-day powwow features Waccamaw Siouan history, traditional foods, American Indian dance and drumming competitions, a horse show, and gospel singing. Prize money is awarded to the winning dance competitors. Other festivities include a parade, demonstrations, exhibits, and a pageant. The 2020 powwow would have been its 50th anniversary, but the event was cancelled due to the COVID-19 pandemic. “That would have been a good one, but I look forward to many more in the future,” says Freeman.
OUTRUN

CLEAN UP WHERE OTHERS FEAR TO ROAM.

Up here, you need complete faith in your tools. And when you’re shovel logging or directional felling on steep slopes, the 959ML is your machine. The leveling cab lets operators cruise through the longest shifts, while the machine’s power, reach, and traction puts wood on the ground with ease. Get machines, insights, support, and financing to move your operation forward. With all the pieces in place, you’re ready to OUTRUN.
START EVERY DAY WITH THE ODDS-ON FAVORITE.

Whether you’re staring down steep terrain or market headwinds, you need to harness every advantage you can. With a superior lineup of machines, technology, support, and financing, John Deere can help move your operation forward. When the worldwide forestry leader is in your corner, it’s time to OUTRUN.