SELECTIVE CUTS, PROTECTING REGENERATION BUILD SUCCESS
Match filters to your needs

FLUID FILTERS ARE MOST EFFECTIVE WHEN THEY MEET THREE KEY CRITERIA

1. Quality
Quality fluid filters help you avoid the risk of potential damage that can be caused by lower-quality filters. To meet the demands of today’s engines, fuel systems and hydraulic systems, always look for properly cured filter media, media engineered to avoid pleat bunching, non-metallic center tubes to prevent contamination and one-piece molded end caps to eliminate leaks.

2. Proper Specs for Application
Be sure to match efficiency and capacity to the engine or machine system that each fluid filter is designed to protect. Cutting corners is only asking for trouble.

3. Know Your Options
Caterpillar offers three levels of filter protection—standard, advanced and ultra high efficiency. Our service technicians will help you determine the best fluid filter match to your application. For instance, it may be best to use an ultra high efficiency filter immediately after making a repair to a transmission or hydraulic system. You can then revert to standard filters after 250 hours of operation. However, if you have a need for a higher level of cleanliness on an ongoing basis, advanced or ultra high efficiency filters are a good choice anytime.

To make sure you are receiving the best return on your fluid filter investments, check with us about your options, filter performance and the severity of your application.

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Contact our dealership to learn more about 0% financing for 6 months / 6 equal payments or 2.9% for 12 months / 12 equal payments on the purchases of genuine Cat or Prentice replacement parts when using Cat Financial Commercial Account.
A well-maintained, upscale home is the focal point of a 150-acre wooded lot near Madrid, Maine. When the mature forest surrounding the home needed to be thinned, the 67-year-old owner was nervous about favorite trees being removed and the natural beauty of the lot being altered by the work.

To reassure the man, Chris Dunham, owner of Regen Processing, talked with him daily during the job about trees that would be harvested each day, as well as which stands would remain intact.

“This is the only cut that he is going to make in his life. He wants top value, but he doesn’t want it clear cut. We have to hit that happy medium by communicating with him,” Dunham said.

“He’s going to be looking at it the rest of his life. We need to get it right—there’s no changing it. Communication is key.”

Much of Regen Processing’s work is selective cuts. “There are priorities for some species. We typically hit the fir and spruce pretty hard because, in our area, the wind raises havoc with them and blows them over. Hardwoods, we try to hit the poplar hard and the white birch. Basically, we remove the junk and larger trees from the stand,” Dunham said.

Foresters and managers generally decide which trees to fell, but landowners have a say in the process.

“Each landowner has their own objective about what they want to achieve. Working on private land isn’t simply practicing
forestry. Sometimes it is, but some landowners hunt or have walking trails. It has to come out the way that they want it,” Dunham said. “That’s what I do, and it works for me.”

Regen Processing typically averages 25 tons per acre, and produces approximately 500 tractor trailers of wood annually. “Other outfits produce more than we do. We’re maintaining our quality. That does take time, and cuts into production,” Dunham said.

**Make It Better**

In many parcels, cuts are made every 20 to 30 years. “Whatever you’re leaving, you want

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**Chris Dunham - Owner**

*Regen Processing*
that tree to develop into something that is desirable. If it dies or falls to the ground, nobody benefits from that. We try to make decisions with that in mind," Dunham said.

Height, overall health, and appearance are big factors in selective cutting. "The crown size and coloration of the tree are important. With time, you learn what is healthy and what needs to be removed," Dunham said.

While working with landowners and foresters to achieve aesthetic and environmentally sound decisions, Regen Processing also strives to maximize the value of every tree. "If it can give us a grade log or a veneer, we try to go after that value. Next priority is either white birch bolt wood or pallet stock. Last is pulpwood," Dunham said.

When lots are cut to maximize the value of each tree, everyone wins, including landowners. "We’re trying to make the most out of what we take," Dunham said. "It’s worked very well for us.”

Dunham’s sons, Maxell and Ben, work with him. Both operate Cat® 501HD Harvesters equipped with PF-48 Heads. The PF-48 is a fixed controlled fell harvester head providing the operator with complete control of felled trees. This enables the operator to cut and position trees during selected thinnings without damaging the residual stand.

"With that head, we’re able to pluck the tree out from the side, bring it to the trail, and place it in the trail that’s being created," Dunham said. “Outside of the trail, there’s no damage to new growth. Damage is contained to the trail. That’s very important, as far as aesthetics and leaving behind as much new growth as we can for the future.”
The crew works to avoid damage to areas of new growth as much as possible, so trees are laid on trail locations. “It’s a simple concept but it works,” Dunham said.

Before starting a job, Dunham typically walks the lot to determine where the main trails should be located. “We want to use the land as efficiently as possible to respect the environment. We run parallel to drainage. If we need to cross water, we make sure we do that in the proper locations. We set it up so it’s efficient for the forwarding. Maps and GPS help, but we still put boots on the ground,” he said.

Working Together

Regen Processing’s two harvesters feed one forwarder. Processors typically start at opposite sides of the lot, and work toward each other. The crew prefers to work toughest areas, such as wet spots, at the start of the job. Max’s machine is equipped with single grouser pads, which helps in climbing. “I tend to put him in the rugged ground because that machine will handle it better,” Dunham said. “It has excellent traction on steep ground.”

Harvester operators make the decision on how to cut each tree that is felled. Market demand influences cuts. “We have a lot of different sorts. They have to know what they’re chasing,” Dunham said.

Skilled operators are key to the success of the business. “It’s key from taking care of the machine to getting the merchandising right, as well as getting the aesthetics of the forest done correctly. It’s important to take—and leave—what we’re supposed to,” Dunham said.

Service provided by Cat dealer, Milton Cat, is also essential to Regen Processing’s success. Parts delivery and field service help keep machine uptime high.

Dunham mentioned a call to the dealer to service a harvester at 2:30 in the afternoon. A field service technician was soon on the job and stayed until 10:30 that night to complete the repair. As a result, the machine didn’t miss a single day of work. “That’s what I call service,” Dunham said. “That’s above and beyond any other service that I’ve ever received.”

Both of the company’s harvesters have been on the job for more than five years, and have logged over 10,000 hours, so keeping uptime high is a priority. Dealer service is an important part of that. “They keep me rolling,” Dunham said.

Using the machines properly and a strong emphasis on preventive maintenance help lengthens machine life. Engine oil is changed every 200 hours, hydraulic fluids seasonally, air filters every 500 hours, and fuel filters are changed every oil change in winter and every other in summer. Machines are greased every 10 to 12 hours of working time.

Greasing regularly helps the company keep close tabs on machine condition. “When you’re going over your machine, you notice things when they are small problems so they can be fixed right away. That keeps uptime high,” Dunham said.

Attention to detail in all facets of logging—from tree selection to machine uptime—has helped Regen Processing to achieve success. FP

“With that PF head, we’re able to pluck the tree out from the side, bring it to the trail, and place it in the trail that’s being created.”

Chris Dunham
JANICKI LOGGING & CONSTRUCTION, SEDRO WOOLLEY, WASHINGTON, HAS LEARNED TO TAKE THE LONG VIEW WHEN HARVESTING TIMBER.

Thinking multi-generationally while working a clear-cut job on a plateau near Upper Day Creek, Washington, the company utilized the German style of thinning and forest management to improve growth returns.

Working for a German company that has had timber holdings in that country for more than a thousand years and in Washington since the 1980s, Janicki Logging thinned the lot in 1991 and again in 2002 to create advanced regeneration.
“By thinning it twice, only nice trees are left. They have a better stand in the long run,” said Pat Janicki, field operations manager. “It’s more expensive to do it this way in the short run, but they’re going to take off 15 years in the next growth cycle because they managed it this way.”

Thinning not only removes competition, but also improves nutrients for the next generation. “The growth rates are much higher for these trees,” Janicki said. “It’s the German, multi-generational thinking about what will create the best stand overall. The extra $100 per load to process in the woods will be more than offset by the extra growth on the next round.”

Six miles deep in the woods, the site included steep inclines and plateaus. The harvested cedar and hemlock trees were 50 to 75 years old, and 25 to 30 inches in diameter. Felled trees typically produced a pair of 36-foot logs and a short log per tree.

The job produced an estimated 1 million board feet, approximately 40,000 board feet per acre.

While the job was a clear-cut, select corridors were left standing. “We’re working on corridors that we had used before when we thinned to save as many of the little trees as possible. We’re not just going out with a buncher and cutting it, and not worrying about these things,” Janicki said.

**The Right Equipment**

Even though the crew processed material in the field, no slash piles were left behind.

“The Cat® 522B Harvester leaves the limbs and the tops for the tracks to run on so we don’t rut. That breaks down and leaves more nutrients out there,” Janicki said. “Using the right equipment on the job helps us preserve trees for the next generation.”

"Using the right equipment on the job helps us preserve trees for the next generation."

**Pat Janicki**
Field Operations Manager
Janicki Logging & Construction
The Cat 325D Forestry Machine that was used to shovel log on the job can also be used for thinning. “It’s an in-between size. We use it for a little bit of everything,” Janicki said. “It has good reach, good power. It’s fuel efficient, and it moves a lot of wood.”

Parts availability and support from Cat dealer, N C Machinery, helps keep machine uptime high. “That’s why we run so much Cat equipment,” Janicki said. “They’ve got good mechanics. They keep us going.”

N C Machinery technicians travel to the Janicki shop or to machines in the field to service the fleet. That way they can complete in a single shift a job that could take days to complete if machines were transported to the dealership. “They’re familiar with our equipment. We have a new policy of having them service all our Cat machines every 2,000 hours,” Janicki said. “It has worked well.”

Janicki Logging’s use of S•O•S™ Fluid Sampling and Product Link™ help keep machine uptime high. Fluid sampling monitors performance and prevents small problems from becoming major ones. Product Link™ provides information about machine location, utilization, and condition. “It helps us keep an eye on things,” Janicki said.

**History Lesson**

Founded in 1957 by brothers Stan and Walt Janicki, the company employs 35 to 40 people. Mike Janicki, Pat’s dad, has been president since 1983.

Janicki Logging runs two thinning sides, a shovel side, a tower side, and a road side.

One niche the company fills in the market is cutting for smaller, private landowners and non-traditional landowners, such as mining and gravel companies. “They have timberland, but it’s not their primary source of income,” Janicki said. “We’ll put together management plans for them. A lot of it is referral-based.”

The Janicki family owns its own timberland. “We use what we’ve learned from the Germans. We’ve invested in the equipment for thinning, and that has enabled us to enter these different markets,” Janicki said.

In addition, the family builds housing developments. “This year we’ll sell more than 50 houses,” Janicki said.

The company builds bridges and does excavation and site work for housing projects.

Working with a view to the long term, while respecting the lessons learned in the past, seems to be paying off for Janicki Logging & Construction.
LOGGING EQUIPMENT ENHANCED BY DATA LINKS THAT IMPROVE MACHINE PERFORMANCE IS TRANSFORMING THE INDUSTRY. “The Age of Smart Iron” is Caterpillar’s strategy to utilize digital solutions to improve productivity, efficiency, safety, and profitability for your business.

Cat machines, engines, and parts are increasingly being equipped with data sources that make them more productive and enhance safety. “The Age of Smart Iron” initiative includes:

**Cat Connect Technology:** Hardware and software available for Cat or competitive equipment that provides you with information that helps optimize your operations.

**Product Link™:** A telematics system that provides information ranging from equipment location to complete diagnostics of all machine components. Information is available on a website that can be accessed from anywhere in the world, even using a smartphone.

**Cat 360° Advantage:** A collaboration between Caterpillar and Cat dealers to deliver a full complement of expertise, technology-enabled equipment and support services that address your specific jobsite challenges.

**Leverage Every Liter:** An educational initiative with tools, tips, and resources that helps improve the fuel efficiency of Cat machines and, as a result, increased revenue from every liter of fuel burned.

**Product Support Services:** A complete range of services that enhance your equipment investment and helps maximize its value.

Multiple solutions help meet the demands of Cat machine owners in varied industries. Enhancing Cat Connect Technology and Services offering means that entire fleets and jobsites—every machine, engine, truck, tablet, light tower, smart device and drone—will eventually share data on one common technology platform and speak the same language.

Contact our dealership or visit Cat.com to learn more about the ways that information sharing in “The Age of Smart Iron” can help improve fleet performance and your company’s bottom line.
FALL IS WET AND RAINY IN MINNESOTA’S IRON RANGE, AND WINTERS ARE LONG AND COLD. Mike Nielsen, owner of Mike Nielsen Logging, Ely, Minnesota, understands this and works to match jobsite conditions with seasonal weather to keep productivity high year-round.

“In dry summer, we hit the marginal stuff. As it gets wet in fall, we head for safer ground,” Nielsen said at the site of a clear cut with reserves on county land near Embarrass, Minnesota, in October. “We saved this job for fall because it’s on a good road, and the site is all rocks and pretty dry.”

The Iron Range’s cold winters create favorable working conditions. The ground freezes, and prevents machines from becoming bogged down, while also minimizing rutting. Nielsen takes advantage, with winter work days
beginning as early as 3 am and lasting until 6 or 7 pm. When cutting spruce in winter, Nielsen begins work at 3 am to strip trees before the sun comes up.

Market demand is also a factor Nielsen considers in determining when to harvest lots. The company’s work consists primarily of clear cuts with reserves, with crews harvesting mostly hardwood, including aspen, birch, maple, and spruce. Nielsen’s work is approximately 95 percent public land and 5 percent private.

**Humble Beginnings**

Nielsen started the company in 2006, when a downturn in the market cost him his job as a contract slasher. “The recession hit, and everybody downsized and tightened up to weather the storm,” Nielsen said. “As a contractor, I was the first to go.”

In need of a job, he bought a used skidder and a feller buncher and began working for himself. “I continually reinvest in my business. I don’t take much for myself. I keep putting it back in,” Nielsen said of growing his business.

He credits much of the company’s success to hiring good personnel. “I give a lot of credit to my guys. They’re hard workers. They know what to do, and they’re reliable,” Nielsen said.

“I continually reinvest in my business. I don’t take much for myself. I keep putting it back in.”

**Mike Nielsen**

Owner

Mike Nielsen Logging
Mike Nielsen Logging has a dozen or so employees. He runs a traditional crew and a cut-to-length (CTL) crew. Depending on the type of work, site conditions, and weather, the two crews combined produce approximately 60 loads (12 cords each) weekly.

The purchase of a Cat® 535D Skidder has helped improve production. The machine is 25 percent more productive than an older skidder that Nielsen owns. “When I bought it, I understood that it would grab bigger scoops, but it does it effortlessly,” Nielsen said. “It just grabs it and goes. We’re talking three to three and one-half drags per load versus four and one-half with our other machine.”

The 535D burns less fuel, and provides excellent operator comfort. “He’s willing to sit in the machine for eight, ten hours. He’s not beat up after six hours and wanting to get out of there,” Nielsen said. “It’s a comfortable, quiet, clean machine, that is very productive and efficient.”

Nielsen has two employees who are dedicated road builders. “Even in the winter, we try to keep them going. If it gets slow, one of the operators is experienced in the woods, and he’ll operate a feller buncher.”

The dependability and high uptime of the Cat machines earn high marks from Nielsen. “Ziegler Cat provides outstanding service, with rapid response when we need them, which isn’t often. They have parts on hand, and plenty of service trucks,” he said.

Nielsen plans to keep the 535D at least ten years. “I have machines with 30,000 hours on
them,” he said. “When a machine begins to cost you with downtime and major repairs, it is time to reevaluate.”

Operators are responsible for general maintenance of machines, such as greasing and oil changes. They record the work they do, so Nielsen can spot machines that require high service levels. “If they had to add five gallons of oil to a machine it’s documented,” he said.

Working efficiently, and making sound decisions, have helped Nielsen rebound from the Great Recession and build a strong, thriving company. FP

LOOKING AHEAD

Mike Nielsen, owner of Mike Nielsen Logging, Ely, Minnesota, has concerns about the future of logging, and is working to implement solutions that will keep the industry strong.

He is president of the Associated Loggers and Truckers of Minnesota, a trade organization in that state. Nielsen also serves on the board of directors of the American Logger Council, a 32-state association that addresses issues at the federal level.

The types of the issues that the state trade association tackles include opening access to sections of interstate highway that had been closed to six-axle logging trucks. At the national level, Nielsen is working to create uniform interstate highway weight restrictions.

“Being in these organizations, I have a say in what takes place in the future,” Nielsen said. “It’s good to be involved.”
SUCCESS IN THE LOGGING INDUSTRY OFTEN MEANS FINDING A NICHE, and focusing efforts to meet the market demands in that sector.

That’s certainly been true for Robert Richards, owner of Richards Logging, Georgetown, Louisiana.

Robert and his father founded Richards Logging 13 years ago. “Dad’s been with me ever since. It started out just me and him, and we’d get three loads a day. We gradually got bigger and bigger,” Richards said.

An emphasis on thinning has brought the company success. “Anybody can do a clear cut, but it takes someone who cares to thin. We do clear cut from time to time, but most times we thin. Mr. Hunt (the company’s main customer) has accumulated 70,000 acres and we’re the only ones who thin. It keeps us busy,” Richards said.

He said of his approach to thinning, “You take out all the bad. You cut a row and try to leave it just so wide in between them. The less rows you cut, the better. You try to take out all of the bad trees and space them out so the sun can get in there for them to grow. Thinning keep the fires down, and helps grow briars for deer. It’s a good thing.”
“I like running machines under warranty. That way, we just call Louisiana Cat, and they come and help us.”

Robert Richards
Owner
Richards Logging
Working primarily for a single customer more clearly delineated Richards’ niche in the Louisiana logging market.

“I always wanted to get on with a good company, and I have with Mr. Hunt,” Richards said. “A lot of big companies tell you what to do, and that’s that. Here, they listen to your opinion. You can tell them what you think, and sometimes they go with it. I like that,” Richards said.

Improved Efficiency

The purchase of new Cat® machines in the last several years has improved fleet uptime and cut repair costs. “When we started, we ran older equipment,” Richards said. “With all the repair bills, I told mom and dad, ‘Let’s get new equipment.’ We did, and we’ve done much better in the past six years.”

When service is required for machines under warranty, it is covered by local Cat dealer, Louisiana Cat. “I like running machines under warranty. That way, we just call Louisiana Cat, and they come and help us.

“It’s one thing for them to come out here because they’re getting paid, but when you can call them on a Saturday or Sunday to ask a question, and they answer their phones that means a lot. Louisiana Cat has gone over and beyond to help us. They bend over backwards for us,” Richards said.

The Richards Logging crew runs Cat 553 and 553C Feller Bunchers, a pair of Skidders (525C and 545D). Loading is handled by a pair of 559C Knuckleboom Loaders. “The reason I run two skidders, we can split the jobs up to increase productivity,” Richards said. “It never fails; you’re going to need two skidders sooner or later.”

Of course, success comes with a price. With the increased workload, Richards doesn’t have as much time for hunting as he once did. This is a steep fee for the Louisiana sportsman. “I used to deer hunt religiously, but I haven’t had the time,” he said. FP

Richards Logging is a true family business. The company was founded by Robert Richards and his dad 13 years ago. Not only that, Robert Richards’ mom handles all of the bookkeeping. His 16-year-old son represents the company’s third generation.

“If he wants to become part of the company, he should have it easier than I did. We started with nothing, and have invested a lot into the company,” Richards said.

The company’s employees are like family. “My employees have been with us for the 13 years that we’ve been in business. We’re all family here,” Richards said.
4 parts options — one source

Whatever the age of your Cat® machines, you can rely on us for the parts you need to keep them producing. Depending on your circumstances, genuine Cat parts are available in four categories.

1. New Replacement Parts
   Nothing performs like new Cat replacement parts. These genuine parts match the originals used to build your machines and assure the same performance that you have come to know and expect since day one of your ownership.

2. Reman/Exchange Parts
   Originally manufactured to be rebuilt, many Cat parts and components have a built-in second life. You can take advantage of this built-in second life and pay only a fraction of the cost of a new part.

3. Quality Used Parts
   We have a wide variety of used parts that could be ideal for an older machine or one that you use less than full time. These parts are thoroughly inspected and ready to resume a productive life in your machines.

4. Classic™ Parts
   They provide a new option for repairs to older machines. This lower-cost line of parts covers key components that make up the majority of your repair costs on older machines.

For the quality and performance you need, insist on Cat replacement parts. We have the options that make the most sense to continue delivering the productivity you expect and to help keep your operating costs in line.

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