

## INTRODUCTION

Good afternoon ladies and gentlemen

My name is Dennis Glenn

I am a Harvesting Contractor for Hawkes Bay Forests in Hawkes Bay. Hawkes Bay Forests is a Japanese owned company, which owns the cutting rights or manages over 31,000 hectares of forest in Hawkes Bay. *(Slide Steep Hauling)*

Most of which I sometimes think is on mountains or in gorges.

I became involved in the industry 25 years ago taking contracts for land clearing for forestry and later other silviculture contracts.

My first involvement in harvesting took place 5 years later with the purchase of a 208 Timberjack skidder for production thinning and minor clearfall for the then near new Pan Pacific Forest Industries pulp and saw mill.

*(Slide Ecologger)*

A few short years later I purchased my first hauler – a little Ecologger. I've since forgotten what madness possessed me at the time.

I have been in the hauler logging business ever since and now have a highly mechanised 2 hauler dephased logging operation which includes a 234 Waratah processor on a 40 tonne Hitachi base, 4 loaders, a B40B Bell truck, 2 motorised carriages, electronic chokers, 2 tail hold bulldozers, 24 very important staff and a lot less hair. All this is used to produce around 650 tonnes a day on very steep country.

**What I'm going to speak about** is being a little bit smarter and maybe not so "tough" while hopefully being highly competitive in logging steep country in Hawkes Bay in difficult times.

**I'd like to talk about:**

- Why there was a need to change
- What we did
- What we need to do in the future

**Why there was a need to change:**  
*(Slide Rough Country)*

Most of the earlier planting in Hawkes Bay that was on easy country was logged and we were heading into the ranges or high erosion, steep country with 70% of this needing to be hauler logged.

Production was dropping, costs were rising and log prices were falling. Forest growers had had enough of contractors telling them what they could do for them and were looking for contractors that could tell them what they could do for the forest grower, and take control of their own destiny.

*(Congested Landing)*

**Essential Safety and Health** was impossible to achieve using conventional logging systems. People trimming on steep slopes, unhooking and log making on ever decreasing sized landings amongst large machinery was a recipe for disaster.

*(Collapsed Landing)*

**Environmentally** we had become unsustainable with large earthworks in steep country to create landings suitable for the demands of value recovery and normally in unsuitable places for hauler productivity. *(Landing Photo)*

Huge slash and waste piles created a nightmare no one was going to sleep through, even if the phone didn't go in the middle of the night to tell you one had overheated and was now burning the forest down. *(Landing Fire)*

**Value recovery and quality** demands were now in open warfare with the demands for productivity. With decreasing landing sizes, weaker soils and worsening weather, the chances to maximise hauler production opportunities were stopped by the landings inability to manage higher production and this could only be achieved at the sacrifice of quality and value recovery.

*(Long Haul Distance)*

**Productivity and being cost competitive**

As the move into steeper country continued the opportunities to have landings in the right places to maximise production while maintaining the required size to carry out log making diminished. Landings were built where the country allowed. Haul distances became longer and more difficult. Landing and logging costs were growing at a far faster rate than my bank balance and some other forest companies were assisting to stack up competitors at a far faster rate than I was stacking up logs.

The time had come. It was time to change or get out!!!!

**What we did – Oh how we changed**

*(And the hair was now real short)*

I purchased a new Howe Line motorised carriage. This assisted with productivity in the more difficult logging areas but was expensive to operate and under utilised.

*(Waratah Slide)*

I purchased a Waratah 234 on a 40 tonne Hitachi base to manage the trees and branch size. Things became a little bit safer as we had stopped trimming on steep slopes. The Waratah delimbed and processed the total production of my one hauler in 5 or 6 hours creating a huge mountain of slash and waste and that I didn't have a clue what to do with it. A very expensive Waratah – working 5 or 6 hours a day didn't look like good utilisation so I asked another hauler contractor to come and pull trees for me. We created twice as much slash and waste, but now I was utilising my Waratah and making a huge mess.

*(Slash on Landing)*

Quality was nowhere in sight and working on small landings unhooking, marking and sorting was now incredibly dangerous. We were no longer managing hazards – we were creating them along with potential environmental disasters created by the slash and waste.

I, by this stage, was using electronic chokers and this was helping to remove some of the people off the landing but the big problems remained.

At this stage we hired a small B25 Bell truck from the South Island and started to experiment with whole tree cartage including branches. This created many opportunities.

*(Super Skid Slide)*

The first was that we could now choose an appropriate, environmentally suitable site to manage our slash while ensuring enough room to manage value recovery and quality in a safe manner.

*(Hauler No Landing)*

Now there were no requirements to have major earthworks to create landings in difficult country and only small pads were needed for the haulers. We were now able to place the haulers in the perfect places to maximise hauler productivity. The tonnes went up drastically and the smaller Bell truck could no longer keep up with the productivity from the haulers.

*(B40b Bell Truck)*

At this stage I bought a Bell B40B truck which had the ability to carry 50 to 65 tonnes of whole trees at a time depending on branching of those trees. I was now able to take advantage of the productivity gains from the haulers. Plus with the electronic chokers on the haulers I was able to take a loader and do some shovel logging whenever one of the haulers got into a difficult area. This guaranteed I maintained high productivity through the good and more difficult areas.

*(BE85 Slide)*

Now with the future once again in sight it was time to thank the hauler contractor that had been helping me and purchase my second hauler – a Bellis BE85 as well as the loaders, tail hold bulldozer and associated equipment. “Now I have an operation with a future”.

**Other benefits gained along the way were:**

*(Super Skid)*

1. Major transport efficiencies were gained by having a forest processing sites of an average of 100,000 tonnes per site and dedicated loading machinery.

*(Bell B40 On Road)*

2. Major savings could be made in roading repairs and maintenance by keeping conventional trucks out of forest operational areas.
3. We were able to respond quickly to changing customer demand and could guarantee quality and delivery.
4. Net stocked areas were going up as we weren't covering land around landings with slash and waste piles.

*(Clean Cutover)*

5. Forestry was benefiting from lower establishment costs due to clear cutover areas.

*(Replanted Landing)*

6. Hawkes Bay Forests improved their profile by receiving an environmental award from the Hawkes Bay Regional Council for sensitive logging in Gwavas Forest.

*(Grapple Carriage)*

More recently I have purchased a motorised remote controlled grapple carriage which at present isn't commissioned, this will soon be operational. The potential in safety to remove breaker outs from those steep slopes and increase productivity while retaining tower height is unlimited.

**So in summary – what we did and what we achieved:**

1. We now have an extremely large overdraft.
2. No hair at all
3. We are now telling the forest owner what we can do for them not what they can do for us.

4. We are delivering on Safety and Health by being highly mechanised and ensuring our staff on the ground have the required area to remain safe while being highly productive.
5. We are ensuring environmental performance by managing our slash and waste in a sustainable manner and vastly reducing the requirements of major earthworks to create landings in unsustainable areas.
6. We are now delivering on value recovery and quality without being in conflict with productivity
7. We are utilising our plant and equipment to the maximum and log making in areas where once again we are highly productive and competitive. We are delivering other benefits to the forest owner in cost of roading, earthworks, transport and environmental management.
8. We are now providing a managed harvesting service rather than a logging operation.
9. And last but not of least importance – we now have a strong relationship with the forest owner, that is as important to them as it is to us.

#### **What do we need to do in the future:**

1. Hopefully have a lower overdraft.
2. Have polishes instead of haircuts.
3. Remain competitive and continue to deliver lower \$ per tonne rates while delivering on Safety and Health, Quality and Environmental issues.
4. Deliver more in harvesting and forest engineering management and enable the forest owner to get on with growing forests and developing relationships with customers.
5. Continue to develop relationships and deliver a harvesting service which is sustainable for the forest owner's business as well as our own.

**Be Innovative !!!**

**Thank You**

