

# PONSSE NEWS

At the forefront of productive harvesting

English 1•2012

Jonas Knutes,  
Knutes Entreprenad AB,  
**PARTICIPATES IN  
PONSSE'S  
DEVELOPMENT WORK**

PAGE 30

THE CRANE SPECIAL  
**THE USABILITY OF THE  
NEW CRANE MODELS IS IN  
A LEAGUE OF ITS OWN**

PAGE 4

AN MASKINTEKNIK AB  
**MORE THAN TWO DECADES  
AS  
A PONSSE RETAILER**

PAGE 24

PONSSE BEAR 8W  
**A PUNCH-PACKING  
HEAVYWEIGHT ON  
SCOTTISH SLOPES**

PAGE 26





**HARDWARE, SOFTWARE AND SERVICE**



**LOGGING HEROES**



**THE FOREST WORLD**



**HARVEST NEWS**

**PONSSE NEWS 1 • 2012**

**CONTENTS**

Editorial ..... 3

**HARDWARE, SOFTWARE AND SERVICE**

The crane special:  
 The usability of the new crane models is in a league of its own ..... 4  
 Emission standards for forest machines set to tighten – the environment is spared, but what do operators say? ..... 10  
 From the Iisalmi Service Centre to all corners of the globe:  
 Service and spare parts round the clock ..... 14  
 The PONSSE Loadoptimizer – a load scale makes for a smart partner ..... 18  
 Half a lifetime with Ponsse ..... 19  
 Maintenance is what keeps PONSSE in the forest ..... 20  
 More power to production ..... 22  
 Features that influence the comfort of PONSSE machines ..... 23

**LOGGING HEROES**

More than two decades as Ponsse's retailer in Sweden: AN Maskinteknik AB .. 24  
 The PONSSE Bear 8w The punch-packing heavyweight was tested on Scottish hills ..... 26  
 Listening to the expert: Ponsse customer Jonas Knutes participates in Ponsse's development work ..... 30  
 Ponsse's values ..... 32

**THE FOREST WORLD**

Strong roots support the success story: Ponsse – at home in Vieremä ..... 34  
 Ponsse Ladies – actively involved since 2004:  
 Lady power à la Ponsse ..... 37  
 Harvesting in peatlands is an old new development project ..... 38  
 Market review: Growth in Russia's forest machine market ..... 39  
 Quality service saves an entrepreneur's time and money ..... 40  
 Shingu Shoko Ltd: Imports from chainsaws to harvesters ..... 42  
 A.L.P.A. Equipment Ltd.: 35 years of reliable service in Canada ..... 43  
 Events during the past year ..... 44

**HARVEST NEWS**

Operator training for women ..... 48  
 Adam & Becky Czarnecki from the U.S. .... 48  
 New authorised service provider in Wisconsin ..... 48  
 Smoothly from one generation to the next ..... 49  
 The spruce training facilities in Iisalmi ..... 49  
 Ponsse sponsors ..... 50  
 Appointments at Ponsse ..... 54  
 Ponsse on the road: Coming events in 2012 ..... 55

**PONSSE NEWS 2/2011**

Ponsse's customer magazine for customers and partners

**Published by:** Ponsse Plc, Ponssentie 22, FI-74200 VIEREMÄ  
 Tel. +358 20 768 800, fax +358 20 768 8690  
**Editorial staff:** Ponsse Plc  
**Layout:** Työmaa, www.tyomaa.com  
**Printed by:** Erweko Oy, Oulu  
**Feedback and orders:** ponssenews@ponsse.com  
**Address source:** the mailing registration list of Ponsse News



# GREETINGS FROM VIEREMÄ!

In many ways, 2011 was an interesting year. In the first half of the year, the overall economic situation was good and machines came off the Vieremä assembly line at an accelerating rate. Our customers in all of our market areas were well employed, which was clearly apparent in the sales of new machines and the high demand for spare parts and services. However, the global economy has taken a downturn since late summer and the uncertainty attributable to the financial crisis is becoming apparent in the real economy as well. The downturn has been more rapid than anticipated and the euro zone faces substantial challenges. As the situation draws out, the effects will also be reflected in the forest industry and, therefore, the demand for forest machines. Sound companies will distinguish themselves by navigating the challenging economic environment with nimbleness.

For Ponsse, 2011 was a busy year. New machines were sold briskly, and the factory has increased its capacity rapidly. Our outstanding orders reached record rates, particularly during the second and third quarters. Our principal market areas have remained active, and business has been particularly brisk in Finland, Russia, France and Germany. The investments in Sweden are also beginning to show returns. There have been changes in the management of our subsidiaries: Sigurd Skotte has assumed his post as the new Managing Director in Norway, Clément Puybaret in France and Pekka Ruuskanen as President and CEO in the United States. I wish each one success in their new assignments.

While increasing our capacity, we have also been successful in improving the quality of our products. Quality is always a priority at Ponsse and the joint efforts of our product development, procurement operations and factory are evident in our products. Customer feedback received through sales and service ensures that we focus on developing the right things. Investing in the finishing of products in product development, at the factory and the distribution network alike is an important aspect, in which we have invested and will continue to invest. Alongside the continuous improvement of our products, we have introduced new products to the market as well during the past year. The new products launched in 2011 included the C44 crane, developed in addition to the C22 crane for a bigger size category, the H5 harvester head, the 20-tonne ElephantKing forwarder, the Bear 8w harvester, the new 4.710 version of the Opti data system and the new user interface PONSSE Comfort, which will become available in early 2012. We have also tirelessly reworked the LoadOptimizer load scale, which now meets our customers' requirements for measuring accuracy. We have been happy to observe that our eight-wheel harvesters in all size categories – the Bear 8w, Ergo 8w and Fox – are popular models in all of our market areas.

Engine changes related to emission standards continue to burden product development. The new Euromot 3B and Tier 4i engines will become a permanent feature of Ponsse's forest machines and introduced to serial production per machine model starting from early 2012. The new engines will reduce emissions (NOx and particulates) significantly. The new SCR engine technology is based on injecting an additive into the exhaust gas in the engine's catalytic converter.

The organisational change carried out in the product development of data systems has also proven to have been a good development measure. It has allowed people at both Epec and Ponsse to focus on our core areas of competence and enabled us to accelerate the product development cycle of information systems. The product development team working in Ponsse's Kajaani unit employs 25 professionals in information systems development, whose full-time contribution centres on the development of the measurement devices, control systems and PC equipment of PONSSE machines.

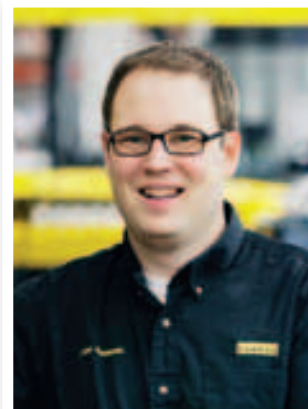
We will continue to implement our investment programme as planned. The factory's 1,200 square metre extension was completed in late 2011, after which the new machining centre for harvester heads can be installed. Earlier in 2011, we also invested in renewing our welding robots. The testing hall for the fatigue testing of frame and boom structures was likewise operational by late 2011. Investments in maintenance services are being implemented, with results largely visible in Finland, France, Russia and Sweden.

Values stemming from Ponsse's history are important for us. The past autumn saw us reviewing and solidifying those values. Our everyday activity is based on customer-orientation, honesty, innovativeness and the Ponsse spirit. We believe in the capacity of these solid values to boldly carry Ponsse forward.

A warm thank you for the year 2011 to our customers, Ponsse people and our partners, and every success in 2012!



Juho Nummela  
President and CEO



# THE USABILITY OF THE NEW CRANE MODELS IS IN A LEAGUE OF ITS OWN

Jarmo Udd has worked as Ponsse's test driver for more than 12 years. His experience in operating forest machines is even longer and covers sites in Finland as well as Germany. In relation to tests and demonstrations, Jarmo has driven in nearly all of Ponsse's market areas. Gathering customer feedback constitutes a significant part of his job.

When asked about the new parallel PONSSE C22 and C44 cranes, Jarmo Udd does not mince his words. "These cranes represent a triumph of engineering. Their usability is in a league of its own and they are extremely easy and effortless to operate. And yet, at the same time, they are very quick and efficient."

"Due to their geometry, the usability of these cranes is higher than with traditional parallel cranes. The novel geometry also enables work in the "dead zones", which requires precision control. When working in the traditional way, near the machine, the work is not as accurate, but the new solution does not often lead to work in dead or weaker zones – instead, work in all zones is easy and precise."

"The structure of the new crane models is simple. Thanks to the simple structure, the crane is light and the speed of use – for example when accelerating the movement – is therefore greater. The simple structure is also why the cranes are easy to maintain. In comparison to traditional parallel crane models, their structure contains merely a fraction of moving parts that require constant servicing. There are fewer parts that require daily maintenance, such as shafts that require lubrication. The hoses are simple and their durability therefore long."

"The traditional parallel functionality coupled with the crane's lightness is made possible with an entirely new kind of hydraulic connection. The parallel functionality does not require as much oil – a fact that translates into lower fuel con-

sumption. The parallel functionality of the C22 and C44 cranes exploits the potential energy of the boom, the harvester head and the wood. The other transfer cylinder functions as a pump for the lift cylinder and there is no need whatsoever to draw an oil flow from the hydraulic pump to the lift cylinder. This is audible through the small load on the engine when using the crane. This solution serves to reduce fuel consumption," says Jarmo Udd.

Jarmo Udd's work also entails the demos and tests of new products in different markets and shows. "The only way to get a good feel for the machines is to drive them. That's why we organise demos, so that operators and customers themselves also have the chance to test them."

"Operators who have tried the new models for the first time have been surprised by how fast it is to learn to use the crane, even if you have no prior experience whatsoever of a Ponsse machine," says Jarmo. "Dedicated users of sliding boom cranes have also taken a liking to the new

**"The operators have been very surprised how easy it is to learn to use the crane."**

parallel cranes, hopping behind the wheel as if they had always been operating these cranes. The operators of other harvester brands and forwarders and excavators have mastered the crane's operation quickly, since its operating principle is familiar. The crane can be controlled with the left handle, or "in parallel", or with both handles, "telescopically". The cranes' structure resembles the structure of excavators' cranes, which is apparent in, for instance, easier close-range work. The structure also enables "playing" with the crane's movements in special sites."

"Another important advantage is a parallel crane's higher lifting and working height. This is why the crane is very suitable for special felling sites, such as for the removal of standards over seeding stands and the harvesting of energy wood and on slopes," says Jarmo.

"The fact that the cranes are easy to use and their functions are easy to learn is a definite advantage when a contractor has machines of several different brands. In such cases, it is easy to move an operator

from the controls of a different make or model to a PONSSE machine fitted with a C22 or C44 crane. The resemblance with an excavator's crane also means that it would be easy to train an excavator operator to become a forest machine operator, since the movements elicited by the controls are similar."

## **PONSSE C6 FOR SLOPES AND REGENERATION FELLING SITES**

Jarmo Udd reveals that larger crane models, such as the PONSSE C6 sliding boom crane, can seldom be put in real action in the region of Vieremä. This is why larger machine, crane and harvester head models are tested in the markets for which they have been designed. Examples include the Bear 8w with an H8 harvester head and the C6 crane.

"The traditional sliding boom crane is still the best crane on sites with very big trunks, when all harvesting situations require a great deal of power. Steep slopes and special sites can be found in abundance in, for example, Central Europe and not all of these sites are accessible with forest machines, even now. In such sites, work is still carried out by forest workers. The C6 allows for the expansion of a harvester's area of use. Given that the C6 allows the harvesting of an expansive lift area and, thanks to its lift power, big trees over a seeding stand, the crane's power is second to none. In Central Europe, for instance, there is often a need to haul trees felled by a logger to the road from difficult places. In such situations, the crane's wide-ranging geometry and powerful lifting force enable the efficient processing of trunks. The crane's power remains unchanged even on difficult terrain, regardless of whether the machine is going up or down a slope."

"You could say that the C6 holds no surprises – the topography won't cause any surprises for the operator. The sliding boom crane is safe and does not carry the risk of damaging the machine accidentally by hitting the machine's tail end with the harvester head. The strong crane has been designed with Central Europe, southern Sweden and western Canada in mind."

"Due to small plot sizes in Central Europe, the machines are moved a lot and often driven from one stand to the next. You often have to drive through small villages



Jarmo Udd test driving a PONSSE Bear 8w harvester with a C6 crane.

there. That's why transfers are problematic for many competing brands. With regard to some machines, the transfer requires at least two people, with one first driving to an intersection by car and the other trailing behind, driving the machine. Getting the C6 ready for transport only takes a couple of seconds and the "package" isn't too long. The driver has an unobstructed view in the direction of travel, meaning that transporting the machine between stands can be done alone," says Jarmo Udd.

**EIGHT-WHEEL HARVESTERS ARE CHANGING THE NATURE OF HARVESTING**

According to Jarmo Udd, many contractors estimate that their productivity has increased by 20 per cent after the transfer to eight-wheel machines, more efficient harvester heads and stronger cranes. Examples include a PONSSE Ergo 8w fitted with a C44 crane and an H7 harvester head. "The greatest difference in productivity on thinning sites is attributable to the crane and the stability of the eight-wheeler. I always prefer to use an Ergo 8w for a second or third thinning. The crane's agility and the stability provided by the eight wheels boost productivity."

"The eight-wheel harvesters are changing the nature of harvesting. The eight-wheelers are general-purpose machines whose range of use is more extensive.

Thanks to their stability, they are also very driver-friendly. The machine's centre of gravity stays low, thereby improving stability and driveability, without compromising the machine's power. The stability is emphasised when working with a longer reach. The difference to six-wheelers is substantial, particularly with bigger cranes. The eight wheels of the new harvesters also enable a new style of driving, thanks to the stability. Instead of harvesting close to the machine, the operator can harvest underneath the boom with a longer reach."

"The efficiency of both machines and cranes has increased but, at the same time, the machines have become more environmentally friendly, thanks to lower surface pressures. Soft soil and slopes are now accessible and the new cranes make it possible to harvest wood efficiently also in extremely dense thinning sites. Before these machines, there was no going to, for instance, spruce thinnings during very wet summers due to root system damage. Now, the eight-wheel harvesters easily access even these more sensitive areas. Thanks to the stability and low surface pressures of eight-wheelers, tasks such as summer-time thinnings and slope runs can be performed without tracks and chains. Naturally, this conserves fuel – costs decrease and the machine is "greener", " says Jarmo Udd.

This is also a big advantage in countries where machines have to be driven into a

shelter for weekends due to security concerns. Given that an eight-wheel vehicle is stable enough without tracks, the tracks do not prohibit transport. In some conditions, six-wheel vehicles have to be equipped with tracks to gain enough stability. This makes work more difficult and, if these "track drills" have to be performed several times a week, costs will skyrocket.

"When the eight-wheel thinning harvester PONSSE Fox was presented for the first in Germany, the initial reception was unwelcoming. Germany is a rather critical market area in terms of conditions and the level of expectations, and the initial comments were of the opinion that the Fox was not suitable for thinnings. Many thought that the machine looked asymmetrical and that the crane was too far from the rear tyres. When we started the demo tour in Germany and gave operators a chance to try the Fox themselves, opinions changed completely. The Fox was sold at the demo events, which is quite extraordinary in the German market. The machine's stability and ease of use has prompted excellent feedback. The fact that the C22 crane's reach with the H5 harvester head is 11 metres is also an important aspect. It allows the machine to access extremely dense initial thinnings, given that the crane is located closer to the machine's centre. Moving the machine from one stand to the next is also easy with the C22," says Jarmo.



# PONSSE C22

## PARALLEL CRANE

Designed especially for thinning, the PONSSE C22 is an efficient harvester crane equipped with a hydraulic parallel function. Its light and simple structure – combined with a reach of up to 11 metres, ease of control and great slewing and lifting force – makes working highly efficient. The C22 crane is available for the PONSSE Fox and Beaver harvesters, and can be connected to the PONSSE H5 or H6 harvester head. The crane's reach with the H5 harvester head is 11 metres and, with the H6 harvester head, 10.3 metres (33.8 ft).

### TECHNICAL SPECIFICATIONS FOR THE PONSSE C22 PARALLEL CRANE:

Slewing torque (gross)	52 kNm (Fox)
	38 kNm (Beaver)
Tilt angle	+15 degrees (Fox)
	+18/-12 degrees (Beaver)
Crane turning angle	250 degrees
Lifting torque (gross)	190 kNm
Reach	11 m (36.1 ft) (H5)
	10.3 m (33.8 ft) (H6)
Lifting capacity with full reach	1100 kp/11 m (36.1 ft)



#### C OLSSON LOGGING AB, SWEDEN

PONSSE Beaver+C22+H53e  
Conny Olsson, (entrepreneur, operator)

"The crane is very easy to use, agile and incredibly strong. You can really adjust it to be as fast as you could ever hope. The crane and base machine do not pose limitations on the speed and productivity of harvesting. The only limitations to contend with are the operator's skills and reaction time."

"The C22 is without doubt one of the best crane models I've ever driven and I have worked with all of the competing machine brands. However, I've never driven a crane that functions as quickly and smoothly as the C22. Everyone with previous experience of driving a forest machine will learn to use this crane in a matter of hours. It won't take more than a couple of hours to understand how the crane works. I am very happy with the machine and the crane."

**WOLFGANG WENDEL, GERMANY**

**PONSSE Fox+C22+H53e**  
**Wolfgang Wendel (entrepreneur, operator)**

**Age:** 42 years

**Company's fleet of machines:**

2 harvesters, 2 forwarders,

2 crawler cranes, 1 lorry

**Usual working sites:** mainly private forests – both level country and hilly terrain – small-dimensioned wood and logs

"The new Fox makes for very steady driving and it was easy to learn. It took less than three days to get used to the Fox after having driven the Ergo. The machine has excellent maneuverability in various work situations. It is an extremely nimble machine and I appreciate its stability. The quality of PONSSE machines has improved continuously throughout the past few years."

"All I can say is that I'm thrilled. Thanks to the magnitude of the C22's reach, I can save a lot of hauling distance, which increases my work efficiency. It has also improved productivity. And thanks to the machine's agility, we have seen an improvement of up to 30–50% in the volume of small-dimensioned wood. Another very positive aspect is the possibility of felling wood from a height of a few metres,



such as from the top of a slope. The C22's power and performance allow working even on regeneration sites with big trees, which is probably not what the machine was primarily designed for."

"The Fox's benefits with the C22 crane are undeniable. The productivity of small wood harvesting has gone up by 50%, and the machine is clearly faster, nimbler and more versatile than other machines."



**ALEXANDER PFAU, GERMANY**

**PONSSE Fox+C22+H6**  
**Alexander Pfau (entrepreneur, operator)**

**Age:** 27 years

**Experience:** Two years as a full-time operator; prior to that, random jobs as an operator. Before the Fox, Alexander drove a harvester fitted with a parallel crane.

**Usual working sites:** From level country to hilly terrain

"The Fox is very nimble and easy to control. It makes the operator's work consid-

erably easier, which increases productivity. The machine is also very well suited for thinning, the harvesting of wood from one end of the size scale to the other, and in broad-leaf forests as well. We've also been impressed by the serviceability and the accessibility of the components that require maintenance. After the 600 hours of operation we've run up so far, we haven't detected any service needs worth mentioning."

"As regards the machine's performance, I can say that it functions superbly

in all situations and that the C22 has a very wide reach. The machine retains its balance very well and its very quiet, even when operating the harvester head and when working without tracks. I feel safe, which is something I consider important."

"Due to its lightness, the machine is also incredibly agile. In addition to that, I appreciate the Fox's better working height, which allows for grabbing a trunk easily from a height of a few metres. The crane's tilt angle could perhaps be even greater."

**VELJEKSET HOKKANEN OY, FINLAND**

**PONSSE Fox+C22+H6**  
**Hannu Hokkanen, (entrepreneur, operator)**

"The best thing about the C22 is its ease of use. New operators have found the machine easy to handle. It has also been praised by operators driving the machines of a competing machine brand."

"We have been very happy with the Fox. The machine is equipped with the new version of the Opti 4.710 software and it runs to the minimum diameter very well. The Fox's fuel consumption has decreased significantly (2–5 l/h), a fact felt in the engine's smoother rotation speed and a more comfortable drive for the operator."

**THE CRANE SPECIAL**



# PONSSE C44

## PARALLEL CRANE

The geometry of the PONSSE C44 parallel crane is designed on the basis of its popular little brother, the PONSSE C22, but its structures are built for heavy-duty operations. The design combines the lightness and excellent efficiency of the hydraulically operated parallel crane, the easy use enabled by the carefully designed movement path and superior crane operation, as well as the power and durability for which Ponsse products are famous.

### TECHNICAL SPECIFICATIONS FOR THE PONSSE C44 SLIDING BOOM CRANE:

Slewing torque (gross)	43 kNm
Tilt angle	+18/-12 degrees (+/-20 degrees optional for Ergo 8w)
Crane turning angle	250 degrees
Lifting torque (gross)	230 kNm
Reach	11 m (H6), 10 m (H7)



# PONSSE C6

## SLIDING BOOM CRANE

The PONSSE C6 continues the succession of Ponsse's popular sliding boom cranes, with a tradition that goes back more than 20 years. The benefits of a sliding boom crane are especially evident on steep hills and when working on demanding regeneration felling sites with the H8 harvester head.

### TECHNICAL SPECIFICATIONS FOR THE PONSSE C6 SLIDING BOOM CRANE:

Slewing torque (gross)	67 kNm
Tilt angle	+/-20 degrees
Crane turning angle	250 degrees
Lifting torque (gross)	310 kNm
Reach	10m (32.8 ft)

Christian Nannestad





**THOR SCHULZ, GERMANY**

**PONSSE Ergo 8w+C44+H7**

Thor Schulz (independent operator)

Age: 40 years

Experience: trained as a forest technician, 22 years of experience in harvesters

Company: WMH

Usual working sites:

60% on slopes, 40% on level country

"The new parallel crane and eight-wheel machine have increased my work efficiency by approximately 20%. According to my estimation, about 10% of the increase is due to a reduced amount of back-and-forth driving, whereas the other 10% is attributable to increased speed and agility."

"All of the components requiring maintenance are easy to access and work on, due to which the machine's daily maintenance is quickly done."

"I can only say that, all in all, the Ergo 8w is a very balanced piece of machinery, all parts of which work together very well. The engine, pumps, crane – each part fits together perfectly. The machine's general degree of stability is very high. The stability is particularly impressive on steep slopes. It is virtually impossible to lift the bogie axle in the air. And on the slopes the machine is unrivaled."

"I used to think of my sites as nobody else's business. But that was before I tried Ponsse. After that, my opinion changed. Since I started harvesting with Ponsse's parallel crane, my productivity has improved markedly and now, I couldn't imagine operating a better machine."

**KARTTULAN METSÄTYÖ OY, FINLAND**

**PONSSE Ergo+C44+H6**

Hannu Liikanen (entrepreneur, operator)

"The crane's reach – 11 m – allows for a really sizable range. A traditional sliding boom crane is good for regeneration felling sites and big trees, because it has stronger lifting powers with a longer reach. When you go on thinning sites, the benefits of the C44 parallel crane are obvious."

"The C44 is more graceful and smoother in its movements. And above all, the C44 is user-friendly: it is easy to adjust and learn. The crane gives you an instant

feeling of being 'handy'! I think that our cranes will continue to be either C22 or C44 cranes."

**VELJESKSET HOKKANEN OY, FINLAND**

**PONSSE Ergo+C44+H7**

Esa Hokkanen (entrepreneur, operator)

"Versatility may be the best thing about the C44 crane. It has been very well suited for both regeneration felling and thinning. Productivity has increased, particularly on thinning jobs. To put it simply, the machine enables handling a greater number of trunks. Our fuel consumption has also clearly decreased thanks to the C44 (2–5 l/h)."

"I can't think of any negative aspects. This is the crane of the future, no doubt about it."

**A. JA T. MYRY OY, FINLAND**

**PONSSE Ergo+ two C44s**

Tapio Myyry

"No need to beat around the bush: the C44 is the best crane on the market. This is what a crane is supposed to be like!"

**PIIROSET KY, FINLAND**

**PONSSE Beaver+C22 and**

**PONSSE Ergo+C44**

Oskari Piironen

"I really enjoy forest work with these machines. Both of the cranes are easy to use and learning to use them is a fast process. We will continue to use the C22 and C44 cranes in the future, too."

**WNK SKOGSGALLRING AB, SWEDEN**

Christian Nannestad

**PONSSE Bear+C6+H8**

"The C6 crane's movements are graceful and it is easy to operate. Above all, this crane is easy to operate in confined spaces, such as underneath power lines. The crane is also fantastic during moves – all you need to do

is to shift the crane into transport mode and get a move on. The ball grips make controlling the crane easy."

"This crane also makes the entire machine very stable on rough terrain as well and when working in sturdy stands. The crane is unbelievably powerful, and it lifts trunks of any size and type effortlessly."

The machine's productivity has surpassed our expectations particularly with regard to really big stands, where the machine's power really comes into its own. With a sliding boom crane, one has to learn to harvest wood right next to the machine in a different way, but the crane is superior in terms of its power and maneuverability."



**OLIVER HOFSTETTER, SWITZERLAND**

**PONSSE Bear 8+C6+H8**

"When we purchased the Bear, the crane was one of the most crucial considerations. None of the other cranes enable such efficient felling under these conditions, nor do they have sufficient lifting capacity on steep hills. The C6 is a truly efficient crane and it maintains the same capacity regardless of whether driving up or down the slope – its power remains the same in all working positions."

"One extremely important feature of the C6 is that it can be used to balance the

machine on sloping sites so that the boom is pulled back and only the crane extension is used. This will shift the centre of gravity for the entire crane down and back. And because the geometry of the extension pulls it slightly upwards, no actual lifting is needed. This cannot be done with a parallel crane. The C6 truly is an incredibly efficient crane. This feature is unbeatable in many situations, including during the felling of standards, where whole trunks need to be lifted over seeding stands."

Emission standards for forest machines  
set to tighten –  
The environment is spared, but  
**WHAT DO OPERATORS SAY?**



The emission standards for diesel engines have again grown stricter since the beginning of 2011. Engine manufacturers offer one or two different, less polluting solutions. Ponsse's choice has been the SCR system, which promises to reduce fuel consumption even further. But what do machine operators think, having put the new engine to the test?



## NEW STANDARDS REQUIRE NEW TECHNOLOGY

The European Union and North America have set emission standards for, among other vehicles, nonroad diesel-powered work machines. The EU standards are called Euromot and the federal standards in the United States are known as Tier. The Euromot and Tier standards have been harmonised so that their central requirements are identical.

The main concern for emission standards are nitrogen oxides (NOx) and particulates. In Europe, phase I of Euromot took effect in 1999, phase II during 2001–2002, and phase III a in 2006. In the United States, Tier 1 was implemented in 1996, Tier 2 in 1998 and Tier 3 in 2006. These levels were attained by adjusting the fuel injection and combustion of engines. While this led to lower emission levels, it also often decreased engine efficiency and performance.

In 2011 has seen the introduction of the Euromot III b and Tier 4i (interim) phases, which lowered the permissible NOx emissions by 50% and the permissible particle emissions by 90%, compared to the previous levels of Euromot III a/Tier 3. The requisite NOx levels necessitate new engine technology – usually either an EGR or SCR system. When Euromot IV and Tier 4 f (final) enter into force in 2014, they will lower the admissible NOx emission levels even further. This will require even more advanced technical solutions, such as combining the EGR and SCR systems.

### **PONSSE'S 3 B/4I SOLUTION: SCR TECHNOLOGY**

SCR is a means by which to reduce the amount of nitrogen oxides (NOx) in exhaust gas. In the SCR system, the exhaust gas is mixed with air and a DEF solution. DEF is a solution consisting of water and urea which, due to the heat of the exhaust gas, reduces nitrogen oxides (NOx) to harmless nitrogen and water vapour. The system requires a catalyst, which is located in the exhaust silencer.

#### **The components of a SCR system:**

- A heated DEF tank (heats up by way of the engine's manifold heater and radiator fluid circulation)
- A compressed air system comprising a compressor, tanks and a drier
- A DEF dosage adjustment unit
- A DEF injection system
- A catalytic converter (placed in the exhaust pipe's exhaust silencer)
- Piping

*Continued on page 13*



Entrepreneur Hannu Liikanen and operator Jussi Tenhunen, Karttulan Metsätyö Oy

The forest machine industry has been contributing its share to the global environmental effort since the beginning of 2011 when the new emission standards concerning diesel-powered nonroad vehicles entered into force in the European Union and North America. Engine manufacturers offer two different solutions for reducing emissions. Ponsse's choice has been the SCR, or the selective catalytic reduction system. In this system, a diesel exhaust fluid (DEF) injected into the exhaust gas in the catalyst converts toxic nitrogen oxides into gaseous nitrogen and water vapour, which means an engine's performance can be optimised to produce the best possible results in terms of fuel efficiency and power generation.

#### A CLEAR INCREASE IN POWER

Emission standards, however, are not the first thing that comes to mind when having to weigh up a machine's reliability, economic efficiency and user friendliness. The Savukoski-based company A&L Harju Oy was among the first to test Ponsse's SCR system – also in winter conditions.

"It felt natural to start testing the new system in conjunction with a new machine. So far, the experiences have been quite positive indeed," says **Lauri Harju**.

"The positive aspect is that the engine seems to have more strength.

In other words, there is not as much stress as in a traditional engine."

"We've had the new machine since December 2009, or nearly two years, and for what amounts to approximately 7,500 hours."

The prototype machine used at Harju is a PONSSE Ergo with an H6 head. According to Lauri Harju, estimating the volume of fuel consumption is a very challenging task and it depends on a variety of factors.

"This machine is used mainly for clear cutting, in which case the consumption is approximately 14 litres an hour. That consumption is roughly equal to the consumption of a traditional engine – there's no great difference there. But we cannot really compare fuel consumption as such, since our other machines have a different harvester head."

The engine's improved efficiency, however, does receive praise.

"The most positive aspect is that there seems to be more power. In other words, the engine responds to loading better than a traditional one."

The people at Karttulan Metsätyö Oy agree.

"The difference with the previous engine is remarkable. The machine's wood intake is better than before. There is also plenty of power to be found when smoke prevention no longer diminishes power when putting a load on the machine. The engine doesn't sputter and feeds very well, even with big wood – the run to the cutting point is a quick job," says entrepreneur **Hannu Liikanen**.

#### DEF SOLUTIONS: MORE BENEFITS OR MORE WORK?

In the SCR system, the exhaust gas is mixed with air and a diesel exhaust fluid (DEF); product brands include AdBlue. The clear advantages of SCR are the reduced thermal stress on the engine and, consequently, the reduced wear and tear of engine components. In terms of its usage and service features, an SCR engine is simple, and it does not require separate adjustments. The machine's operator is responsible for adding the urea solution.

Whereas an SCR engine's power and consumption is praised, its capacity to



withstand winter conditions is questionable, since the urea solution added to the fuel freezes at -11°C. Having tested the SCR system in winter conditions, Lauri Harju's comments are frank:

"It does cause extra work. The solution has to be brought on site in an unfrozen and warm state. Outdoor storing is out of the question during winter. We add the AdBlue to the tank in conjunction with refuelling once a day, meaning that, thankfully, it does not require any separate work stages."

Despite the required effort, Lauri Harju feels comfortable with the new system.

"I wouldn't go so far as to criticise the system. After all, we will all face this sooner or later, as the standards become tougher. The additional refuelling requires its own work and one cannot compliment the additional cost brought on by AdBlue. On the other hand, the engine's maintenance and other servicing has not undergone changes."

#### FINE-TUNING AND DEVELOPMENT IDEAS

The challenges related to adding the urea solution separately have also inspired development ideas.

Entrepreneur **Raimo Vastamaa** and operator **Jari Komu** of Metsäkone Vastamaa Oy think that some kind of heat insulated tank for the purposes of AdBlue might be a practicable solution. In other respects, Vastamaa's feedback after five months of experience in the SCR engine is very positive.

"We've taken a good leap forward in terms of fuel economy and hauling capacity."

The addition of AdBlue is likewise the sole point of criticism expressed by entrepreneur **Jarmo Kuukka** of Forest-Team Kuukka Oy.

"Refuelling the Fox itself is easy, but adding the solution does amount to additional work." Kuukka has praise for the Fox's power.

"Works great and is very quiet as well."

Although the objectives of emission standards include both lower environmental impact as well as cleaner and safer working environments for operators, Lauri Harju perceives the significance that the forest machine industry carries for the environmental effort to be rather minor:

"While reduced emissions in general are a positive development, I don't see them as meaningful in the forest machine industry."

*Continued from page 11*

#### BENEFITS OF THE SCR SYSTEM:

##### Engine reliability

- Allows for lower thermal stress on the engine (a more optimised combustion process), which ensures better durability for many engine components.

##### Better engine performance

- Lower fuel consumption under normal conditions.

##### An SCR engine is not sensitive to fluctuations in the quality of fuel

- An SCR engine is easy to use and maintain. Requires only the addition of DEF when necessary – no adjustment or other such requirements.

- Most manufacturers of large non-road diesel engines have selected the SCR method as a 'future technology' with which to achieve the Euromot IV/Tier4 f levels.

- The SCR method converts toxic nitrogen oxides to harmless nitrogen and water vapour.

##### A significantly reduced climate impact

- Provides operators with a cleaner and safer work environment as well.

#### OTHER POINTS WORTH NOTING:

The SCR system brings more components to engines, as well as some additional parts that require maintenance (changing filters).

Diesel exhaust fluids (DEF) cost – although not as much as fuel. The overall effect is positive, since the reduction in fuel consumption is greater than the consumption of DEF.

The freezing point of DEF is -11°C, which should be remembered in relation to storage, transportation and handling.

#### PERFORMANCE AND FUEL EFFICIENCY

Limiting emissions with the SCR system allows for adjusting an engine to run according to the best possible power, force and fuel efficiency. In other words, emissions need not be limited by weakening the combustion process.

Based on users' experiences, an SCR engine's response to sudden loads – such as when starting the feed of big trees – is clearly better than that of older engines.

### ▶▶ KEYWORDS RELATING TO LOWER EMISSIONS

**3B ENGINES:** a generic name for engines which meet the emission standards of Euromot III b, which took effect in 2011.

**SCR (Selective Catalytic Reduction):** a system in which a fluid injected into the exhaust gas in a catalytic converter converts toxic nitrogen oxides into a non-toxic gaseous nitrogen and water vapour.

**DEF (Diesel Exhaust Fluid):** a solution of water and urea, such as AdBlue.

**EGR (Exhaust Gas Recirculation):** an alternative 3B system in which a portion of exhaust gases is recirculated through the engine's inlet air to the cylinders. Replacing oxygen with exhaust gas lowers the combustion temperature and thereby the generation of nitrogen oxides. The drawback is poorer fuel economy. Requires normally also diesel particulate filter (DPF).

**PONSSE MAINTENANCE SERVICES**

From the Iisalmi Service Centre to all corners of the globe

# **MAINTENANCE AND SPARE PARTS ROUND THE CLOCK**

Ponsse customers are provided with timely and professional services all around the world, wherever one can see yellow forest machines at work. Prompt spare parts deliveries, technical support and service development are managed by Ponsse's Iisalmi Service Centre, in cooperation with the global service network.





"Our main concern is to provide local services that meet our customers' needs, 24/7, if necessary, and regardless of what the time is in Finland," says service director **Tapio Mertanen**. Ponsse's fast, reliable and global service is made possible by an insightfully planned service network. The 150 service and spare parts centres around the world are close by – where the customers are. An important element of the service operations, our central warehouse, is located only 25 km (15 ml) from the factory.

"We can see how important an advantage the factory's proximity is in the cooperation between the Iisalmi Service Centre and the factory. The factory in Vieremä is also responsible for manufacturing a major share of our spare parts. When our spare parts and maintenance service system towards the subsidiaries functions on an international level, it makes no difference to the customer where the actual logistics centre is located. As a Finnish company, one that hails from the district of Upper Savo, it is nonetheless important for us to work from here."

The Iisalmi Service Centre is a central warehouse that maintains local spare parts warehouses customised according to continent and country. Each year, the Iisalmi Service Centre ships more than one million pieces of spare parts and equipment all over the world in nearly 100,000 separate dispatches. The warehouse functions round the clock in three shifts, seven days a week.

"We have made substantial investments in local warehouses and built local operations on the basis of local customer needs. This enables us to minimise risks related to time consumption and logistics. The local representatives know their regions and customers, including each customer's machinery and unique demands. Regular restocking with core deliveries ensures functional and seamless service near the customer and work sites."

**GROWTH DICTATED BY CUSTOMER NEEDS**

All in all, the Iisalmi Service Centre employs approximately 100 people and comprises a spare parts warehouse, a workshop, spare parts overhauling, a technical support and maintenance training, documentation and used machine sales.

"We relocated to Iisalmi from Vieremä in 1995. Since then, the Service Centre's operations have expanded and diversified to such an extent that the two previous extensions are quickly proving to have been insufficient.

It is time to look forward and therefore another extension of the logistics centre will become topical in the not-too-distant future," says Tapio Mertanen.

The Iisalmi Service Centre is far from being a mere central warehouse or a maintenance centre. In addition to practical spare parts logistics, the Service Centre functions as the place for planning, mapping and developing both training and services.

"We develop training systems continuously. The know-how we've pioneered and





accumulated throughout the years is introduced to the field actively to ensure that it is available to our customers through both Ponsse professionals and our contracted service partners," says Mertanen.

Service development and customer satisfaction surveys – conducted among subsidiaries, retailers as well as customers – also constitute an essential part of the Service Centre's activities.

**THE SERVICE CENTRE'S DAILY INTERNATIONAL ATMOSPHERE**

Global operations are an essential feature of the daily routines of exports spare parts salesperson **Irina Goman**.

"Russia is an important exports destination country for Ponsse. My own area of responsibility also includes Latvia, Lithuania and Estonia," says Goman.

Contacts from the Iisalmi Service Centre to subsidiaries and service centres around the world are daily.

"The days are busy. For example, in addition to one to three express deliveries, we dispatch two warehouse shipments to St. Petersburg every week. Our customers throughout Russia are then managed through St. Petersburg," explains Goman.

The schedules of service parts deliveries vary greatly depending on the destination country.

"Due to customs regulations, delivery times to Russia range from two to four weeks. The difference is considerable when compared to Sweden or Central Europe, for example, for which delivery times are, at best, merely a day or two. This is why comprehensive local spare parts services carry such significance on a great many markets."

The Iisalmi Service Centre employs five export spare parts salespersons, who manage the spare parts orders for a total of 25 countries. The Service Centre houses some 22,000 stock items. In addition to central warehousing, the Iisalmi Service Centre provides global maintenance advice.

"There are differences between countries. In Russia, maintenance and service are always carried out on site," says Goman.

**WHEN THE CUSTOMER SUCCEEDS, WE SUCCEED**

"Capital goods, such as forest machines, and our ability to help our customers to build their businesses demand long-term commitment and relationships based on

trust," says Tapio Mertanen, when asked about the principles guiding Ponsse's operations.

"Besides being an industry pioneer in terms of technology and logistics, our own and our customers' success demands the adoption of a customer-driven service culture. I am very proud of the fact that, the global level included, we have attracted employees committed to Ponsse's customer service values."

Whether the issue concerns spare parts, contracted maintenance services, technical support or training, Ponsse's customers receive full support from a local team of professionals, either Ponsse's own personnel or authorised maintenance services. In addition to local training sessions, Ponsse arranges training opportunities for the global service network continuously at Iisalmi and Vieremä.

"We always take conditions into consideration and take our services as close to the customer as possible, in terms of both geography and the local operational culture. Maintaining a standard level of professional skills within our global network on all market areas presents us with a tremendous challenge, but one in which we want to invest," says Mertanen.



The 150 service and spare parts centres around the world are close by – where the customers are. Spare parts salesperson Ilpo Keränen (left) and service director Tapio Mertanen.



Exports spare parts salesperson Irina Goman is in charge of spare parts shipments to Russia and the Baltic countries.

# PONSSE LOADOPTIMIZER

## – a load scale makes for a smart partner

### EASIER AND MORE ACCURATE WEIGHING

Last year, Ponsse published a new version of the software for the PONSSE LoadOptimizer. The new features facilitate and enhance the harvesting of energy wood and multi-stemmed industrial wood. Weighing accuracy has been developed diligently, because the use of load weight measurement as a handover and work measurement is on the increase. The method has been met with very positive feedback from operators and wood buyers.

In Version 2.0 of PONSSE LoadOptimizer, control measurement is made easier with a new method based on random sampling. The calibration and adjustment of the scale has become increasingly effortless when it can be carried out as part of any given job. The software suggests to the operator to perform random sampling weighings, guides the operator in measurements and reports accuracy per timber grades. The adjustment of load scale measurement and measurement monitoring based on random samplings has been included in Finnish Metsäteho's calibration and adjustment guidelines.

### A TRUNK COUNTER FOR MULTI-STEMMING

The upgrade to Opti4G published in the spring continues to increase the efficiency of multi-stemming. In a survey conducted by Metsäteho Oy in the summer, the trunk counter of Opti4G's version 4.710 was found to be extremely accurate (Kärhä & Mutikainen: Metsäteho 14/2011).

The programmed and automated catch movements of a harvester head handle both multi-stemming and the harvesting of individual trees. The harvester generates the number count reports directly in the Opti4G data system. The measurement of multi-stemmed industrial and energy wood, on the other hand, is performed with a load scale installed in the forwarder. Opti4G compiles and reports the data concerning the multi-stemmed wood in a StanForD file format.

### DEVELOPMENT THAT BENEFITS THE OPERATOR

"Automation comes in many forms. Sometimes it manifests as cool functionalities with no real purpose. At Ponsse, auto-

mation always serves the operator and increases the operator's work efficiency. The scale's random sampling weighing is a good example of this," says **Esko Havimäki**, Ponsse's training manager.

"An operator's efficiency is greatly influenced by how strongly the operator trusts the machine. The random sampling switches on automatically about five times during a work shift. The automation has been developed for the operator, to obviate the need for continuous attention to measurement configurations or calibration."

The scale collects the data automatically through control lifts and weekly calibrations. The operator does not need not

maintain a separate log book. Rather, the data on the accuracy of measurements and the adjustments performed are saved in the scale's memory, from where it can be printed out or forwarded as a data transmission.

### EASY AND EFFORTLESS TO USE

"The objective is to clarify and increase the efficiency of work. The random sampling user interface guides the operator with simple texts and illustrations. Normally, the operator only needs to press the OK button once during each random sampling," explains Havimäki.





"The operator's work is not slowed down because of weighing. Wood is piled during each control lift, too, and the 'workout phase' (or lifting weights for the purposes of control measurements) can be abandoned altogether," says training manager Esko Havimäki.

"PONSSÉ LoadOptimizer does not slow down or change work patterns. We have been particularly careful not to make the measurement device a device that slows work down. In the new weighing method based on random sampling, the measurement device learns the operator's way of working and the machine's output will not decrease because of the scale."

**A SCALE THAT LEARNS THE OPERATOR'S WAY OF WORKING**

Kauko Kaarlejärvi, from the municipality of Ranua, has used the new random sampling weighing method for a good two months now, on the logging sites of Metsäliitto.

"The new weighing system is simple and easy to learn. In the old system, the scale was adjusted by lifting the weight 20 times. You were left with a feeling that you were adjusting yourself to function according to the scale. The new system, on the

other hand, really feels like the scale is being adjusted to function according to the operator."

For the time being, Kaarlejärvi and the timber company have agreed to conduct weekly calibrations at the start of each stand. The random sampling lifts have gone well.

"One uses the crane slightly differently depending on the side: every operator has their own way of working, and some unload on the right side, some on the left. It is positive that the random sampling lifts are performed per operator and separately for each side of the load space. Once you have learned how to use the method, the random sampling weighings do not slow down work and the scale can be trusted."

*Ponsse's service centres and user trainers will be happy to provide you with further information about the LoadOptimizer.*

## HALF A LIFETIME WITH PONSSÉ

The door starts revolving first thing in the morning. The room is occupied by a man who knows Ponsse's machines like the back of his hand. The man is the product manager of the harvester line, Risto Vidgrén.

During his more than 30-year career at Ponsse, **Risto Vidgrén**, who turned 60 last July, has worked as a warehouse keeper, procurement officer, service manager and product developer, before his current position as a product manager. Risto's work has taken him from his home district to the midst of an international clientele.

Risto – known as a man of technology – has spent his most memorable moments among customers and various development projects. High points include the transition into aluminium frames, the development of the first harvester heads and product family 2000, and the introduction of hydrostatics. Everything has always been carried out by lending an ear to the preferences of customers and the forest industry.

"It has been wonderful to engage in long-term cooperation with customers, both foreign and domestic. In many cases, such as with the owners of Metsä-Multia Oy – **Kai** and **Aki Laaja** – the cooperation has continued through a change of generations. In the case mentioned, cooperation was close already during the time of their father, **Reijo Laaja**. Taking care of customers, flexibility and the idea of 'when customers succeed, we succeed' have retained their position as central Ponsse values throughout the decades," says Risto.

**ACTIVE INTERACTION WITH CUSTOMERS**

"I have particularly fond memories of my trip to the United States in 1992. Although, as service manager, I was on the road pretty much all the time, arriving on a new continent was exciting. At the airport, I was met by our company's longtime customer, **Dennis Brown**. Meeting him for the first time was a memorable experience in itself," says Risto.

"But the good thirty years on the job have naturally included their fair share of different kinds of stories as well – ones in which cooperation has not taken off quite as we hoped. Once a harvester head did not work as it was supposed to and the entire situation threatened to turn into a wrestling match. But in the end, even that predicament was solved and an agreement was reached."

What has kept Risto at Ponsse for more than 33 years?

"One of the reasons is undoubtedly my extreme interest in technology and advancement in that field. And my enthusiasm is still far from being quenched. Naturally, the environment has also played its part: my family is from around these parts, I've established a home here and this is also where my friends are."



# MAINTENANCE IS WHAT KEEPS PONSSE IN THE FOREST

Ponsse serves machine entrepreneurs through fixed-price service agreements. With Ponsse taking care of scheduled maintenance and the extended warranty and the correct positioning of power screws, you can give harvesting your full concentration with a certainty that your machine remains trustworthy and productive from one logging site to the next. You only need to select the service package that best serves your purpose.

With the Logger's Total service agreement, you can outsource the scheduled maintenance of your forest machine to Ponsse.

A machine regularly maintained by professionals is more certain to remain operable and retain its value. The extended care service agreement that is available for

**A machine serviced by a professional remains in working condition and retains its value.**

Logger's Total extends the factory warranty for the machine components, and covers all main components, computers and control modules of the machine.

The Logger's Back-up extended care service considerably improves the productivity of your forest machine through machine optimisation and additional training for drivers. Best of all, the prices remain fixed throughout the term of the agreement. Nor will you need to pay any advance fees, because the work is invoiced only after the maintenance has been carried out.

*For further information on PONSSE Servicing agreements, contact your local PONSSE sales.*

PONSSE servicing agreements are also the agreement choice of Metsätyö Veljekset Oksanen and Metsä-Häkkinen Oy based in Central Finland.

## METSÄ-HÄKKINEN OY, TIMO HÄKKINEN

- 200,000 cubic metres a year
- 4,000 hours per year
- Four subcontracted machine chains
- Machines: PONSSE WisentDual 8w, PONSSE Elk 8w, 2 x PONSSE Fox 8w, PONSSE Beaver

Timo Häkkinen's machine entrepreneurship began in the first half of the 90s, under the name of Häkkinen & Mäki. Nowadays, Timo manages the contracts of his company Metsä-Häkkinen Oy from the city of Mänttä-Vilppula. During his career, Timo has become familiar with operating many PONSSE machines. The oldest of these models include the Cobra, Bison and Ergo HS15.

"I made my first servicing agreement with Ponsse in 2006. Based on the experience of the past five years, I can say that I am still very happy," says Timo.

All of Häkkinen's machines are now covered by the Logger's Total servicing agreement, supplemented with the extended care service.

"The servicing agreement brings a systematic element to the machines' maintenance. Savings are accumulated by the mere fact that I no longer need to maintain separate servicing facilities and handle large volumes of waste oil. I am also left with more time to focus on running other aspects of the business," says Häkkinen.

The scheduled maintenance of Metsä-Häkkinen's machines are mainly carried out at the Jyväskylä outlet. Due to the location of logging sites, Häkkinen's machines are also serviced at Ponsse's service centre in Tampere. Both outlets receive Häkkinen's warm thanks for their excellent and flexible service.



Timo Häkkinen, his wife Mia Häkkinen, and children, Rasmus and Roope Häkkinen.



## METSÄTYÖ VELJEKSET OKSANEN KY, HANNU AND JARI OKSANEN

- 200,000 cubic metres a year
- 4,000 hours per year
- Three subcontracted machine chains
- Machines: PONSSE Elk 8w, PONSSE Buffalo 8w, PONSSE Beaver, PONSSE Ergo

**Hannu and Jari Oksanen**, brothers who hail from Niemisjärvi, started cooperation on forest machine contracts slightly more than seven years ago, when they established their own company. But even at the time, the brothers were no novices. The brothers were introduced to forest work and machine contracting already as young men, working at their father's contracting firm, Unto Oksanen Ky.

Hannu and Jari concluded their first PONSSE servicing agreement in 2008, for their PONSSE Ergo and have not looked back since: at the moment, all of the machines of the brothers' company are covered by both Logger's Total and the extended care service agreement.

"There is no denying that the system is a relief. We are able to anticipate maintenance needs and stick to schedules and therefore avoid unnecessary downtime. On a regular servicing day, we take the machine to Ponsse's Jyväskylä outlet first thing in the morning. The machine is usually back at work in mint condition by the next day," says Hannu.

"And it's a given that the machine's resale value remains higher when the spare parts used in servicing are original and scheduled maintenance is carried out by a team of professionals," he continues.

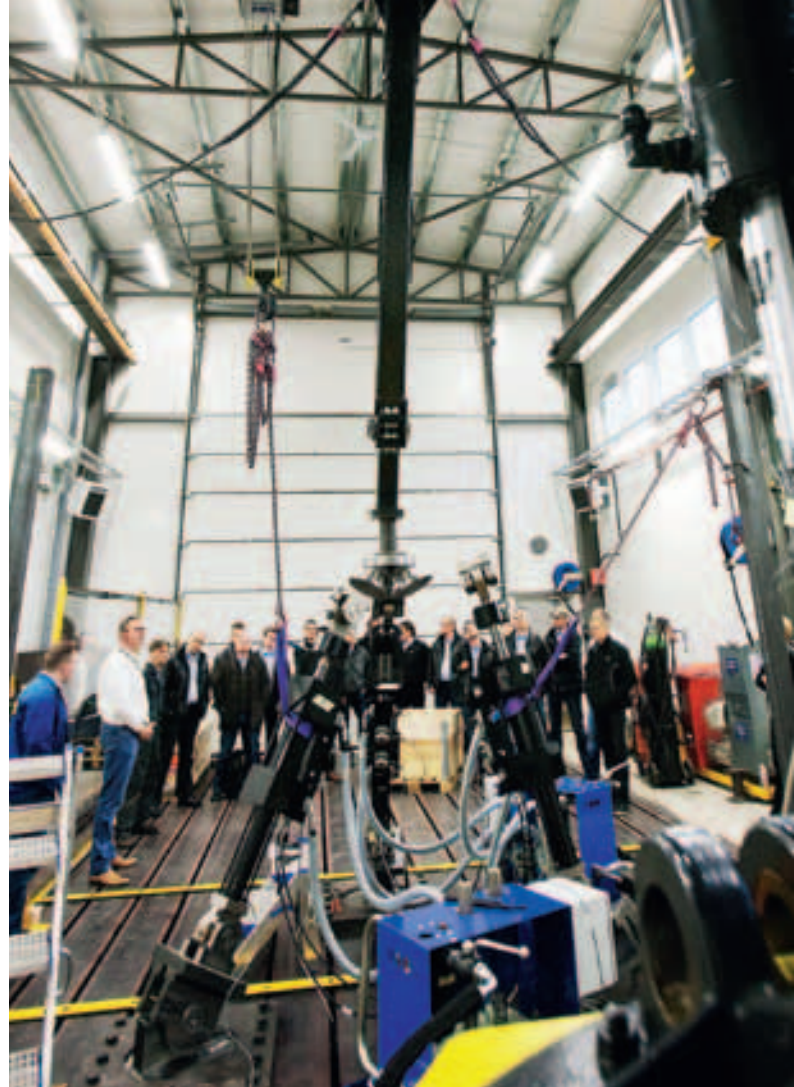
"Not to mention that – being a family man such as myself – you are left with more of that valuable spare time when there's no need for cleaning or juggling oil containers after the shift ends," adds Jari.

The brothers also praise the PONSSE Bonus system introduced at the beginning of the year. The system provides Metsätyö Veljekset Oksanen with valuable discounts on Ponsse spare parts purchases and the best benefit of their servicing agreement with Ponsse.

"The servicing agreement brings a systematic element to the machines' maintenance."



Ponsse's regional sales manager Pekka Rajala (left), and entrepreneurs Hannu, Unto and Jari Oksanen and Jari's sons, Eetu and Aleksi. The date of the interview coincided with Unto's 60th birthday.



## MORE POWER TO PRODUCTION

The production capacity of Ponsse's factory is improved by expanding the premises of the assembly team and by investing in the machining and welding capacity and automation. The operations of product development have been improved by the testing hall built on the factory grounds.

The factory extension, set to be completed during the first quarter of 2012, is carried out by Vieremän toimitilat Oyj. The extension comprises 1,200 m<sup>2</sup> of additional assembly space. In addition to production, the expansion will enhance the internal logistics of the Vieremä plant.

"The expansion will provide us with an increasingly better chance to speed up the through-time of product revisions and product development," says factory director **Juha Haverinen**.

"The expansion allows us to move the manufacturing of product development models and product revisions away from the actual production line. This means the production line can focus on its own work and we can ensure the efficient manufacture of product development models."

After the expansion, the total floor area of Ponsse's production facilities will amount to approximately 2.7 hectares. The premises are still located on the same spot where the factory was established back in 1970. Throughout the past decades, the factory has been expanded more than 10 times.

In accordance with the factory's development plan, the investment in equipment was brought online towards the end of 2011. The most significant of these investments include a frame welding robot, the FMS rack elevator system and a machining centre for the machining of harvester head bodies. The redesigned rack elevator supports the operations of the new machining centre, in particular.

### THE TESTING HALL FREES UP SPACE FOR THE PRODUCTION LINE

The testing hall in Vieremä, built for the purposes of product development, became

operational at the end of 2011. The hall has been prepared for use by test engineer **Jami Leivo** and FEM calculator **Toni Kohio**. The testing hall supports product development's mechanics design and functions as a fatigue testing site for the frame and boom structures of forest machines.

According to Jami Leivo and Toni Kohio, the objective of testing operations is to ensure the continuous improvement of products' quality and reliability.

"Naturally, the machines continue to be tested in genuine logging conditions as well. But accelerated fatigue testing alongside terrain tests is a quicker way of revealing problems caused by long-term stress. This allows us to address possible problems even more efficiently and at an earlier stage than before," says Leivo.

The hiring of 124 new Ponsse employees within the last year represents another significant investment in Ponsse's operations. The majority of our new colleagues work in production and maintenance services.

# Features that influence the comfort of PONSSE machines

1

We do not compromise on ergonomics and user-friendliness.

2

The PONSSE Comfort user interface combines ergonomic control handles with easy arm support adjustment and clear control devices.

3

The 'holy trinity' of PONSSE ergonomics – visibility, convenience and ease of use are the most important factors for an operator. Big windows, minor vibration and sway as well as the details in the chassis design are characteristics that define every PONSSE machine. Couple this with an intelligent data processing system, and you arrive at unsurpassed comfort in the cabin.

4

Versatile and easy to use, the Opti data processing system adjusts exactly according to the operator's wishes.

5

Enough lighting power for the entire work area.

6

The roomy cabin offers excellent visibility and an ergonomic environment in which even longer shifts pass without discomfort.



7

Service work is facilitated and made safer with an ample amount of treads and grip handles.

8

Serviceability is developed continuously with, for instance, accessible steering cylinder casings, movable service ladders and the grapple's pivoting oil container.

9

The eight-wheel harvester is not easily swayed. Thanks to top-notch driveability and comfortable working conditions, the operator stays alert.

10

Equipment and spare parts can be stored both in the cabin and outside the cabin.

11

Despite its sturdiness, the cylinder-powered frame lock of larger models functions smoothly.

12

Refuelling pumps are equipped with overflow protectors.

# More than two decades as Ponsse's retailer in Sweden: AN MASKINTEKNIK AB

The family business AN Maskinteknik AB was the first Ponsse retailer in the world. The cooperation of AN Maskinteknik and Ponsse began as early as in 1990. Nowadays, the second generation of the company sells PONSSE forest machines and provides spare parts and maintenance services in the county of Norrbotten.

AN Maskinteknik AB is in the co-ownership of **Veli Niskala** and his son, **Kimmo Niskala**. The generational change became topical a year ago when Veli Niskala's associate and the company's other founder, **Göte Alatalo**, retired. Taking the step of becoming a company owner was not an easy one for Kimmo Niskala. After having worked as a mechanic for AN Maskinteknik from 1996 to 2003, he and his family had relocated to another part of the country.

"The decision felt good," says Kimmo Niskala now.

According to Kimmo, the short distance to the factory also provides him with a chance to attend Ponsse's training sessions in Finland. One can clearly sense the enthusiasm he has for developing the company.

"Continuous training is essential, because our skills are immediately evident in the customer service we provide. Right now, we have a great drive for getting things done and for continuous improvement. We have renewed our fleet of service vehicles and tools, modernised operations and increased investment in our company image."

## COMPREHENSIVE SERVICES

Nowadays, AN Maskinteknik has well equipped premises totaling 1,100 m<sup>2</sup> in Haparanda. The premises also house an extensive spare parts warehouse. The service hall has enough space for the simultaneous servicing of four machines. In addition to Veli and Kimmo, the company employs two mechanics and spare parts salespersons.

AN Maskinteknik's collaboration with Ponsse AB covers, for instance, used machine sales. Norrbotten is a large county with relatively rough terrain, mixed forest and plenty of thick-limbed pine in the river valleys. The distances between stands are long and the forwarders need to be big.

The Niskalas are very familiar with the challenges of the Swedish market.

"The local machine entrepreneurs do concede that Ponsse has excellent forward-

ers and that the power of its harvesters on clear cutting sites is unbeatable. Yet, in the past, we have not been able to gain a strong foothold on thinnings in Sweden. Now, that is about to change, thanks to the new C22 and C44 cranes, the H5 harvester head, the Fox and other eight-wheelers. We can now provide some really good tools for thinnings and multi-stemming sites, in addition to the buoyancy of the eight-wheelers on soft soil. The modifiable load space solutions and the balanced bogies in the forwarders are also important in

"The best thing in our cooperation with Ponsse is the lack of complications."

northern Sweden, due to the long driving distances. We have responded to customers' needs and the product range is now extensive."

## HISTORY FROM YELLOW-GREENS TO EIGHT-WHEELERS

According to Veli Niskala, the cooperation with Ponsse began after his former business partner, Göte Alatalo, visited Ponsse's factory in 1987. Alatalo visited Ponsse together with a forest machine entrepreneur from Norrbotten who wanted to deal directly with the factory. The deal on the second yellow-green Ponsse machine in Norrbotten was concluded.

**Einari Vidgrén** introduced the idea that Ponsse should provide the local customer with maintenance services. In the autumn of 1988, Alatalo and Niskala established a maintenance services company. At the time, there were only three Ponsse machines in the county of Norrbotten, due to which the company's servicing truck also made rounds to cover the maintenance of other machine brands.

"Right after we set up shop we received a letter from Einari, in which he told us that he had sold Ponsse to Norcar. For us,

as brand new entrepreneurs, this piece of news was chilling, even though Einari and **Esa Vidgrén** remained in the management of Norcar. But in 1992, Einari bought the company back and that same year, we sold our first Ponsse harvester head in Norrbotten," says Veli Niskala.

"We spent practically the entire 1990s on the road. Our truck ran up some 145,000 kilometres a year, since our sales area covered half of Sweden. After the establishment of Ponsse AB in 1995, we focused our operations on the county of Norrbotten. In 1995, we signed our first official retailer agreement with Ponsse."

"In 2000, we took the company's development one step further by acquiring our own permanent premises. Until then, we had worked out of leased premises for several years. And before that, our warehouse was in Göte's garage," says Veli Niskala, smiling at the memory.

"2011 was a good year, and the new eight-wheelers and the H5 harvester head designed for thinning have clearly bumped up sales."

## SMOOTH COOPERATION GENERATES FAITH IN THE FUTURE

On the cooperation between the factory and AN Maskinteknik, the main aspects Veli Niskala wants to mention are hospitality and the company's values.

"Whenever we arrive in Vieremä with customers, the welcome is warm." The exceptional degree of customer-orientation in every aspect of the business really works at Ponsse. The principle of "we keep our promises" also distinguishes us from the competition in the export market.

"The best thing in our cooperation is the lack of complications. Issues are discussed frankly and problems are solved quickly," sums up Kimmo Niskala.





According to Veli (left) and Kimmo Niskala, continuous training and close interaction with the factory also provide their own customer service with a strong foundation. AN Maskinteknik's contact person at Ponsse is Jussi Hentunen, regional manager and product manager of used machines (centre).



# PONSSE BEAR 8W

The punch-packing heavyweight was tested on Scottish hills

By: Mark Andrews (Forestry Journal)

The PONSSE Bear 8w was introduced to the public in the summer of 2011, at the Skogsnolia and SkogsElmia trade fairs held in Sweden. But the PONSSE Bear 8w has already been in action on the steep slopes of Scotland for the past two years. Prior to its inclusion in serial production, the Bear 8w was tested in the very conditions the machine was designed for. Looking for slopes steep enough and trees stout enough to bring out the best in the Bear in the vicinity of Ponsse's Vieremä factory would have been an exercise in futility.

Sandy Douglas has been driving his PONSSE Bear 8w for two years now. He came to it from a six-wheel Ergo, so he is in a position to make comparisons. The one thing he misses about the Ergo is its levelling cab.

Apart from that, the Bear wins hands down. Despite weighing half as much, the eight-wheel configuration means it traverses soft ground much more easily. The six-wheeler can punch holes in the ground with its big back wheels. Also, the Bear climbs a lot better, has greater stability and more traction.

"I haven't needed a second set of tracks yet," said Sandy, this despite having worked one site of Lodgepole pine growing on 'bot-tomless peat'.

## SWIFT ON SWAMPLAND, TOO

The power of the crane came into its own on the peat. It was able to lift trees out of



Gareth Williams, Sales Manager at Ponsse UK, and operator Sandy Douglas at the Bear 8w logging site.



## PONSSE BEAR 8W

The extremely stable and efficient PONSSE Bear 8w is particularly suitable for slopes, otherwise challenging sites and regeneration felling. The Bear has a powerful engine and double-circuit hydraulics. The new PONSSE C6 sliding boom crane further improves

the capabilities of the Bear by providing more stability, speed and power for the job. The sliding boom crane is unbeatable on steep hills and when working on demanding regeneration felling sites with the H8 harvester head.

### TECHNICAL SPECIFICATIONS:

Length:	8,885 mm (349.8 in)
Engine:	Mercedes-Benz OM626 LA
Power:	240 kW (322 hp)
Crane pump:	190 cm <sup>3</sup> (11.6 cu in)
Harvester head pump:	190 cm <sup>3</sup> (11.6 cu in)
Harvester head:	PONSSE H8 (feed speed 0-5 m/s (0-16 ft/s), maximum opening 740 mm (29.1 in), feed power 36 kN (8093 lbf)
Cranes:	PONSSE C55 or PONSSE C6
Net weight (starting from):	26,800 kg (59083.9 lbs)
Typical weight:	27,900 kg (61509 lbs)

the swamp, rootplates and all, Sandy told us. And this was a site where tracked harvesters had been deployed and found the going difficult.

At the time of the conversation, the Bear engaged in clearing 4,000 tonnes of mainly Sitka spruce. 500 tonnes remained, which would take the job into next week. The previous contractors had been pulled off the site after an accident. They had not got round to the most difficult parts, and some challenging corners of particularly boggy ground remained.

This particular Bear was one of the first with eight wheels – a prototype, in fact. Had there been a lot of problems to overcome?

Apparently not – bigger return pipes on the slew motors; apart from that, nothing much.

The Bear is fitted with an 11-metre C55 parallel crane. Alternatively, if desired, it can be delivered with a C6 telescopic crane.

According to Sandy, fuel consumption is 15 or 16 litres an hour – "A wee bit more than the old Ergo." The head is a PONSSE H8, and Sandy was impressed with the speed at which it feeds the trees – 5 metres a second. The head has four feed motors driving three feed wheels.

Some of the trees harvested on this site weighed four tonnes and their girth was such that they took several attempts before they could be felled – "Death by a thousand cuts," as Sandy put it, adding that he had harvested some impressively large sticks, including some that should have been left for the chainsaw. The measuring system was particularly accurate – "spot on" – and the fact that the geometry of the head was such that the knives don't have to be used to keep hold of the tree made it easier to handle larger stems.

### WITH THE STABILITY OF EIGHT WHEELS

The site on which the Bear was working was at Inverfarigaig, beside Loch Ness. Given that it spent its working life in the Highlands, the Bear had naturally worked on steepish ground, but Sandy felt it had never really been pushed to its limits.

"Bet you can't wait to test her out on a really steep site?"

"Oh no," came the quick reply...

"I'm happy on the flat!"

The machine's stability was enhanced by the fact that six of the tyres were filled with water. The remaining two, behind the cab, could also be filled if this ever proved necessary. The machine had weighed 27.5 tonnes before it got the water.

Prior to getting the eight-wheel Bear, Sandy had been impressed with a six-

wheel version, handling very big, 'nasty' Sitka near Aviemore. He had also tested an eight-wheel Bear with a smaller crane, which he felt was not quite adequate for the machine.

Sandy started in the woods in 1986. One of many cutters, he worked with a Timberjack skidder for a number of years. His first experience of mechanised harvesting came when he graduated onto an Ösa harvester.

Life in the cab is different now:

"You even get somewhere to put your tea," he said, with evident satisfaction.

"This is an easy job really," he says, surveying his surroundings, before remembering that,

"Parts of it were a nightmare.

Some of the worst bits were left, including some single trees in odd places."

"I just put them through." "Why did they leave that," he wondered as he worked on them.

"This is the most powerful wheeled harvester on the market," he adds, possibly answering his own question.

But by now it was time to go home... It was Friday afternoon, after a week living in spartan conditions in a caravan on site, and Sandy had plans for the evening ahead. The Bear, too, could look forward to a couple of days off.





# LISTENING TO THE EXPERT

Ponsse's customer Jonas Knutes participates in Ponsse's development work

Jonas Knutes has no regrets over choosing Ponsse. On the contrary, he is now involved in developing an H5 harvester head for his new PONSSE Fox.

"When Ponsse's engineers have visited, I have had the opportunity to be involved in designing the harvester head to be exactly what I want. The machine is by far the best one I've ever sat in," says Knutes.

## YEARS OF EXPERIENCE IN MACHINES

Jonas Knutes began his career as a fourteen-year-old tree planter. Soon this job introduced Knutes to clearing and felling work. He has operated forest machines since 1985 and acquired his first machines when he founded his own company in 2004. At the time, the company purchased, among other machines, a PONSSE Wisent. In 2007, the company purchased a PONSSE Beaver harvester, which is now making way for the new PONSSE Fox.

Jonas Knutes and the three other employees of Knutes Entreprenad AB in Enviken are also awaiting their new PONSSE Buffalo.

"I think it's sensible to acquire the entire chain from the same vendor. The common maintenance service is likewise an advantage and many of the spare parts are interchangeable. I know the operators' work environments and how everything works. It's much easier to switch from one machine to another. This is a clear advantage," says Knutes.

When asked why he chose Ponsse, in particular, Knutes turns thoughtful.

"I get along well with these machines. I don't know. It is difficult to say why it should be so, but I just work well with a Ponsse."

## What do you think is the best feature of the PONSSE Fox?

"Put simply, it is a trustworthy machine. A basic machine. The eight wheels bring additional stability and navigability – the machine is able to negotiate its way through both rocky soil as well as soil with poor carrying capacity. Also, it really is the best machine I've sat in and I've sat in machines for quite a portion of my life. It is easy to operate."

"The C22 crane is excellent – extremely nimble and easy to use for a crane. The overall degree of driving comfort is very high. The cabin is spacious and provides the operator with plenty of room. When you have a long shift to work in the machine, you want to stay alert for as long as possible. In terms of the cabin and the new crane, I think Ponsse is ahead of the game."

Knutes thinks the Fox has some good qualities, thanks to which the machine is well adapted for thinning.

"It looks quite big. The three-metre wide machine fits well on the modern side roads from 4 to 4.5 metres wide. This also has an 11-metre crane. You can manage on a 20-per cent side road area just fine with this machine. The 11-metre crane has a 22-metre reach, meaning that one never

needs to drive the machine to the stands. This machine has all the reach you need."

The machine's good qualities increase its productivity.

"Stability, flexibility and the speed of the harvester head – many small features contribute to the fast collection of the necessary volume of cubic metres. Flexibility really is the keyword here. This machine has been designed with an eye for the smallest details. The machine is stable, the crane is flexible and the harvester head cuts fast. This brings in bigger yields."

And the machines' development does not end here. The new H5 harvester head has been remodelled to suit multi-stemming.

"I have the first H5 harvester head, which we continue to develop. I'm very happy with it – it's already terrifically good, although there is still work to be done."

## VALUABLE COOPERATION

### How goes development work with Ponsse?

"We keep in touch and pitch ideas to each other. The last time we welcomed visitors from Finland was last week. We spent the entire day adjusting pressure and configuring settings. Multi-stemming now functions even more smoothly than before."

**What do you think are the benefits of these changes?**

"It calms down one's driving style and allows for cutting more trees before processing. This also benefits parties other than the harvester. The objective is to get the tree from the stock to the pile with as little energy and work as possible. Multi-stemming supplies higher piles and requires less work. If a harvester is fitted with the multi-stemming functionality, it decreases the need for crane operation and the consumption of diesel per cubic metre of wood. Sometimes, this is clearly visible on the bottom line in the books."

**How does it feel to have the opportunity to participate in product development?**

"It's just great. I have a contact person at Ponsse whom I can call and tell my ideas to. Sometimes I ask whether an idea of mine is viable. I can be wrong as well,

of course, though that may seem hard to believe," says Knutes, with a smile.

"At times, they've already tested my idea, and sometimes my contact's response is "Interesting, we'll give this a shot." After that the contact person forwards the idea to the people in Finland, from where I get feedback later. It really is a fine thing to be able to contribute to progress and to get feedback as well. I am left with the feeling that I am listened to and that my ideas are appreciated, and that's a nice feeling. We are all working to make the product good. If I use a product, I may also have something important to say about it."

"If a question goes unanswered, one can fix the problem oneself and there's no need for further questions. In the current system, I provide my own small contribution to the process. It benefits both Ponsse's engineers and myself. When I can say "I want it to be like this" we're on

the right track and I am listened to. When you've been in this business for 26 years, you have a pretty good idea of your preferences – there's simply an awful lot of experience there. I can tell you that getting the opportunity to help design a harvester head so that it accurately suits my needs is the real deal."

Knutes has invested heavily in his machines and he trusts the future.

"Yes, I have an optimistic picture of the future. Otherwise, I wouldn't have bought two new machines. I work daily and drive round the year, and in that situation, one really does not want to be seated in a piece of junk. I have commitments to deliver wood and that doesn't allow me to stand around in the woods tightening screws. For my business to work, the equipment must be functional and the maintenance services smooth."

**A SALES REP'S THOUGHTS LARS DAHLIN**

Ponsse AB:n sales rep **Lars Dahl** shares Knutes's opinion about the Fox.

"The features my presentation usually focus on are stability, flexibility, range and multi-stemming."

**Knutes is particularly pleased with the Fox's stability. What is your take on that?**

"Due to the eight wheels, the machine's stability and buoyancy are better than usual and this is crucially important with regard to multi-stemming, for example. During difficult winters – such as those we've seen in the past couple of years – the machines can also be fitted with tracks to enhance carrying capacity. Many machines are not able to lift from a distance of eleven metres, because the machines do not remain stable and their cranes are too weak. The stability of the PONSSE Fox enables even far-reaching lifts."

**The Fox also has a new harvester head, the PONSSE H5. What can you tell us about that?**

"Starting from the drawing board, the H5 harvester head was designed for multi-stemming. It has a robust frame, stronger engines and wider tyres. The longer knives allow for greater girth and the grapple arms keep the trees bundled up."

**Knutes thinks the machine is easy to use and finds it comfortable, but he found it difficult to pinpoint why. What do you think are the details that give the PONSSE Fox its special feel?**

"In the PONSSE Fox, the crane is closer to the cabin, giving the operator a better

view of the site. The crane has two slewing motors on each side. This accelerates crane operation. Thanks to the roomy cabin, the operator can retain a relaxed position and still see the tops of trees without stretching his neck or looking up. The work area can be seen in an entirely different way, allowing for a considerably more laid-back style of operation."

**Contractors want to limit the consumption of diesel. In what way is the PONSSE Fox more energy efficient?**

"In many different ways, naturally. The parallel functionality of the C22 and C44 cranes exploits the potential energy of the boom, the harvester head and the wood. In other words, in the parallel functionality of the crane's boom tilt, the other cylinder functions as the lift cylinder's pump. Therefore, there is no need for an oil flow from the hydraulic pump to the lift cylinder, which usually functions with high pressure. This is audible as the small load on the engine when using the crane."

"This solution lowers fuel consumption. If the consumption decreases by two or three litres, for instance, it amounts to 40 litres a day. In a year, that translates into many euros – at best up to EUR 15,000. We have optimised the entire machine, right up to upgrading the software. The new 4.710 version has helped us to optimise the run and fuel consumption of the engine and to improve the engine's power. The Fox's engine now generates 145 kilowatts, whereas the Beaver's engine generates 130 kilowatts."

# PONSSE'S VALUES

Ponsse's set of values was born at the moment when machine contractor Einari Vidgrén founded the company from scratch in 1970. As the founder – supported by a handful of trusted men – embarked on his mission to manufacture forest machines for himself and other machine entrepreneurs, he had a clear picture of the conditions in which machines were used and what customers needed.

The family company's history and traditions are now upheld under the leadership of the second generation, according to the set of values laid down by Einari. All the same, a company's values do not amount to much unless adopted by the entire personnel. Shared success requires shared goals.

**Erkki Tarvainen** and **Jouko Kelppe** are an inseparable part of the company's history. Erkki Tarvainen began as Einari's co-worker on logging sites as early as 1961 and was Ponsse's first employee, working initially on maintenance and prototype design, for instance. Jouko Kelppe joined Ponsse as its first engineer in 1970. Although both men retired from Ponsse a couple of years ago, they are still Ponsse people, spearheading the activities of Ponsse Seniors and providing consulting assistance when necessary. Both have also contributed their share to the inception of the Ponsse way of working and the company's set of values. Today, these values are maintained by more than 900 Ponsse employees and hundreds of retail representatives around the world, each with their own contribution.

Jouko Kelppe and Erkki Tarvainen on how they perceive Ponsse's values.

## HONESTY

- We are honest and work with high ethics
- Reliability
- We keep sincerely what we have promised and we do not give any false promises
- Sincerity

"At Ponsse, we've always been frank with customers. There is no need to try to make a second deal after dishonesty or empty promises. Naturally, the machines have had some faults throughout the years and we have made mistakes. But customers are not left to sort out problems by themselves when problems are encountered. That alone is a big promise to keep and has required quite an effort from Ponsse employees."

Honesty also needs to be genuine between the management and employees. An appreciation for the work and contribution of us all and reciprocal openness are also visible to our customers.

Armed with his primary school education, Einari taught superb leadership skills and knew how to inspire people. According to Einari's example, mistakes need to be cleared up openly and learned from. But there is no point dwelling on mistakes; rather, one should focus on future challenges with renewed enthusiasm. This has led to a culture where people have the courage to address mistakes and where problems do not have the chance to pile up.

## INNOVATION

- We pursue for continuous improvement of products and services as well as processes
- We are initiative and open-minded
- Change is always an opportunity



"We base our business on selling to customers machines that serve their purposes. Ponsse was established for the machine needs of Einari himself and for a long time he managed his own harvesting company alongside Ponsse. I'm sure this formed the principles which have always kept us firmly in touch with customers' everyday life. I hope this never changes. Machine engineers and designers need to know an entrepreneur's operative environment. A sense of practicality has distinguished us from the competition. A machine must be productive but also safe, comfortable and easy to use. Test driving on an authentic logging site is a golden opportunity. In addition to customer feedback, test drivers provide us with daily reports on the performance of machines."

When the company was founded, its small organisation had to be brave and broad-minded. The courage to continuously seek increasingly better solutions is still necessary. For a long time now, Ponsse has been a pioneer with regard to information technology, for instance. Undoubtedly, this is partly due to having retained knowledge and skills in-house.

## THE PONSSE SPIRIT

- Modesty and humble minds before work
- Willingness to succeed and entrepreneurship
- Capability in decision-making
- Refusing to compromise in achieving goals
- Common responsibility for the success of our business
- We maintain good humour and fair play
- Recognition and appreciation of our human resources and good communication
- Helping our own colleagues and taking others into consideration



"The Ponsse spirit rose spontaneously through our way of working. There are many kinds of people at Ponsse, but it is clear that shared success requires shared goals. One won't get very far in this business going solo. While everybody naturally has to take care of their own work, they also need to take responsibility for common activities. As Ponsse employees, we are all building not only the company's, but our own futures."

Reinforcing the employees' sense of community and the creation of a positive atmosphere are among the most important tasks of personnel management. The fair and encouraging treatment of each employee and everyone's understanding of the fact that their contribution is needed gets things going. A shared desire to succeed needs to be cultivated. A motivated personnel guarantees success. Perhaps being a Ponsse employee is something close to a way of life – at least it is more than just a job for many.

Every company faces difficulties from time to time. It is during such times that the spirit and commitment of management and employees alike is put to the test. One must never be discouraged. This is a business of long-term perspectives, in which everybody must make an effort to build mutual trust and a spirit of solidarity. The Vidgrén family's commitment to the company's development, place of business and employees has also provided many employees with the security to build their own lives in the vicinity of the factory. Control should remain undivided to keep the company's operations flexible and its goals clear.

#### CLOSENESS TO THE CUSTOMER

- *A real interest of the customer*
- *Knowing the business of the customer*
- *Good reachability and fast reaction*
- *Willingness to serve and good support for the customer*
- *Lean organisation*

"Ponsse's product development is strongly customer-driven. Customer-oriented and straightforward ways of working have carried us a long way forward. The genial Ponsse way of getting things done, commitment and customer-orientation are assets that even today distinguish Ponsse from its competitors. We keep our promises."

After a job well done and positive feedback from customers, one is allowed to be proud of one's work. We have done this job together and our product helps the customer overcome challenges! One can never overstate the importance of a customer-driven approach in every aspect of the business. Einari instilled a saying at Ponsse which is surely known to every Ponsse employee: "The customer pays all our salaries." And it is true – we are not making these machines for ourselves or engineers.

Erkki Tarvainen (left) and Jouko Kelppe have had a strong influence on the creation of Ponsse's set of values.





The strong roots supporting the success story

## PONSSE – AT HOME IN VIEREMÄ

A small municipality in the district of Iisalmi, midway between the cities of Oulu and Kuopio. The village main street populated by three retirees and a Finnish Spitz and some juniors on their way to school on a weekday morning. A magnificent view of the fields surrounding the lake necks and then – forest. A typical unhurried small municipality, this place called Vieremä. Apart from Ponsse, that is.





The Vieremä main street

"I doubt there'd be a Vieremä without Ponsse, at least not as it is today: a lively and attractive municipality," says Municipal Manager **Ari Hukkanen**.

"Ponsse has a direct and indirect impact on nearly everything that happens in the municipality and the area."

Even a passer-by would find Ponsse's presence hard to miss. The company's yellow-black logo is met around every corner and its factory, close to the centre of the village of Vieremä, cannot be passed without noticing it.

"Our cooperation with the municipality has always been uncomplicated. Whether the issue concerns an expansion of production facilities or some other cooperation needs, the municipality's response has always been forthcoming," says the Chairman of Ponsse Plc's Board of Directors, **Juha Vidgrén**.

Ponsse's presence has also acted as a catalyst for the creation of the nearby Vieremä business park, where companies, consisting mainly of Ponsse's subcontractors, operate and employ a total of approximately 200 people. The municipality's rapid reaction to the development needs of Ponsse's network of subcontractors in 2005 set the business park project in motion. The operations of the companies involved have grown robustly.

#### VIEREMÄ AND PONSSSE

Vieremä, with a population of 4,000, also receives a daily flow of commuters from neighbouring municipalities. Ponsse employs some 500 people in the district of Upper Savo. When counting stakeholders and subcontractors, the job creation effect impacts nearly a thousand people.

"In Vieremä, 'everybody' works at Ponsse. I'm quite sure that there is a connection to Ponsse in every household," says **Tarja Säisä**. The forest machine company owned by her family, Kuljetusliike Eero Säisä Oy, works in close cooperation with Ponsse.

"Ponsse influences life in the village and the municipality in so many different ways that it is difficult to imagine one without the other."

Säisä conveys warm thanks to the Vidgrén family, which has always considered the affairs of the people in the village and municipality genuinely important.

"I believe that every resident in Vieremä recognises and understands how important Ponsse is for all of us."

A lively municipality is an active one. Vieremä is no exception. Vieremän Kyläraittori ry is an association that aims to promote the sense of community and an atmosphere of caring and to develop a safe rural settlement. The association is chaired by a familiar man – Juha Vidgrén.

"That the owners and managers are a part of this community is a big deal for us. They join everybody else in carrying out everyday routines," says Tarja Säisä.

"As a strong team player, Juha came up with our association's motto 'Two's a good start, the whole bunch even better!' (And what of Ponsse's Lady power? Find out more on page 37.)

#### UPSTREAM, AS THE SALMON SWIMS

With this degree of integration, bad times concern both the entrepreneur and the community. This was proven during the most recent downturn in 2009.

"We didn't sell a single machine during that summer. It was a tough situation for everyone, but it also taught us to cope with uncertainty, and deepened our sense of self-reliance," says Juha Vidgrén.

Ponsse has always chosen less travelled roads and gone against the current – and continues to do so. As others outsource, Ponsse is actually taking operations back under its own wings.

The legacy of Industrial Counsellor **Einari Vidgrén** is strong. The company still has a face and its management continues to involve itself, regardless of whether its walking down the main street or dealing with global markets. Although it is nice to be everybody's friend when times are good, Juha Vidgrén stresses that commitment and presence are only weighed when things are not going well.

"Talking about issues as they are, open communications and honesty have guaranteed our invariable ability to meet people proudly, during good and bad times alike."

#### STRONG ROOTS GROW HEALTHY TREES

Mutual commitment, long employment relationships and employees' entrepreneurial approach to their work have been some of Ponsse's greatest resources for a long time.

"Back when Einari set up shop, his employees often worked on a new machine during the day and repaired customers' machines in the evening. Everybody knew that the tools on which people's livelihoods depend have to work. And we still foster that same level of commitment and way of working. Customised machines built according to customers' unique demands and a commitment to product support and maintenance still constitute a part of everybody's job description. Our skilled professionals continue to be our greatest asset," says Vidgrén.

For the time being, the professionals of the future are sitting in classrooms. Younger generations are considered to be the future of both Ponsse and Vieremä.

"Having an upper secondary school of our own at Vieremä is important for us. We are also active in cooperating with vocational schools. Young people only starting to plan their career choices are introduced to Ponsse during on-the-job learning periods and TET/PRAO programmes," says Vidgrén.

Cooperation with vocational schools as well as institutions of higher education has borne fruit and establishments such as the North Karelia technical college in Valtimo offer degrees in PONSSE forest machine mechanics.

"The best way to motivate a student is to secure his or her work opportunities. Our employment needs will increase in the future, even if the average age of our current work force is about ten years lower than that of the metal industry in general, or 38," says Vidgrén.

Securing the commitment of a target group formed of new employees, students completing their work for diplomas or visiting experts is in the common interests of Ponsse and the municipality of Vieremä.

"Being a small municipality, we are in a position to tailor services according to needs. High-quality day care, organised according to the needs of shift workers, is a good example of this. The standard of healthcare is excellent considering the size of the municipality and homebuilders are sure to find plots that please the eye," says Municipality Manager Ari Hukkanen.

Ponsse does not provide jobs for everybody, and the city of Iisalmi, located a mere 15-minute drive away, offers both jobs and services not found in the municipality. Commuting in both directions is easy between Iisalmi and Vieremä. Iisalmi is likewise the location of the Ponsse Ser-



Juha Vidgrén

vice Centre, which employs 100 people and serves the global Ponsse community in terms of maintenance and spare parts.

"As a small rural municipality, Vieremä is a safe place to live and perhaps realise dreams related to hobbies," says the Municipality Manager of Vieremä, also known as a parish friendly to equestrian interests.

**AT HOME IN THE HEART OF THE DISTRICT OF UPPER SAVO**

"Of course, Ponsse could have got off to a smoother start in, say, Ostrobothnia, with its strong tradition in entrepreneurship," says Juha Vidgrén.

"But the Iisalmi district did have certain resources and preconditions which shaped Ponsse's ways of working from the very beginning."

The rural tradition of work done by hand, a knowledge of the metal and machine industry borne from domestic needs and the available work force gave

wings to Einari Vidgrén's vision. The large logging sites in the heartland were a booming market at the beginning of the 1970s, even with their rather undeveloped tools.

And Ponsse continues to feel at home in the countryside. The surroundings offer added value also in respect of international customers. In addition to presentations of machinery at work on genuine logging sites, it is a pleasure to introduce visitors to the operational environment more extensively, at a walking distance from the plant.

"Although there is no need to downplay Ponsse's significance, we are far from being the only employer in the area. Vieremä exemplifies the vibrant countryside, and the parish of 4,000 cows has a long tradition in and a very modern approach to the beef and dairy industry, for example. It is a pleasure to present healthy rural scenery to visitors," says Vidgrén.

It is nonetheless worth remembering that an attachment to the home district or a commitment to legacy alone are not enough to keep Ponsse in Ylä-Savo.

"The purpose of a business enterprise is to make profit in order to develop operations. The purpose of investments is to generate competitiveness and retain market shares in the face of increasingly tough competition. Ponsse's reason for operating from and staying in Vieremä is based on operative and financial facts. A company with technology and skills as advanced as ours is not transplanted somewhere else just like that, especially with all the stakeholders involved. And when the objective is to produce the best output possible, the only way to guarantee the result is to produce it in the northernmost Savo village in the world."



Ponsse's factory

## Ponsse Ladies in Finland – actively involved since 2004

# LADY POWER A LA PONSSSE

This world would be nothing without ladies – this is also a well known fact at Ponsse. The significant others of forest machine contractors have been offered their own club activities since 2004. Ponsse Ladies convene a couple of times a year to spend quality time together in the form of get-togethers and excursions.

The club's activities were launched during the FinnMETKO 2004 fair. Since its inception, the club's operative idea has been to remember the spouses of entrepreneurs working with Ponsse machines by offering them shared activities and contact opportunities. The annual Ladies calendar includes a joint trip abroad and meetings at Ponsse's Vieremä factory. The club has 250 members, of whom approximately fifty are actively involved. The spouses of the customers of Ponsse's German retailer Wahlers Forsttechnik have a similar Ladies club, which visits Vieremä every year. The two clubs have also organised joint meetings.

"Many spouses do a great amount of work in the background, taking care of company affairs in addition to running the household. We thought it was important to organise something special for this important group of people. And the activity has provided some welcomed changes to my own daily routines as well," says **Tiina Nissinen**, in charge of Ponsse's customer financing and the lead hostess of Ponsse Ladies.

"I think we are a class unto ourselves, us Ponsse Ladies! The best aspect of the activity is getting to know wonderful new people and to spend relaxing times away from everyday routines with these people," says the self-described "pedigree Lady" **Tarja Säisä**, who has been involved in the club since its establishment.

"The work that a forest machine contractor's spouse does in the family company is often quite independent, even

lonely. It is great to meet colleagues and women in a similar situation by way of recreational activities."

Tarja Säisä also appreciates the arrangements: both travel and meetings give the Ladies a chance to relax, while the hostesses ensure that everything goes smoothly.

"The activities do not place any burden or obligation on us members – the service is comprehensive. It is always nice to travel and go to meetings with congenial company. There's no shortage of talk and laughter on those trips."

The activities of Ponsse Ladies are made possible by the efforts the three Ladies hostesses. **Tiina Nissinen**, **Piia Vidgrén** and **Pia Kainulainen** dream up ideas, plan and implement activities throughout the year.

"We prepare quite detailed schedules, including programmes and menus, to ensure that everything works even when there's a bigger crowd of people. We always try to bring in new things as well," says Piia Vidgrén.

The Ladies themselves are active too: often, for example, they suggest travel destinations. Their programming proposals are also listened to carefully and implemented whenever possible. When meetings take place in

Vieremä, the programme always includes something new in addition to the introduction to Ponsse's operations and facilities.

"We've had wine tastings, line dancing, makeup lessons, colour analysis, Nordic walking, corporate visits and shopping. Not forgetting the factory tours and visits to logging sites," says Vidgrén.

The Ladies travels abroad mainly comprise destinations with a Ponsse subsidiary or retailer and the itineraries have included introductions to the local Ponsse operations. In September, 22 Ponsse Ladies spent a long weekend in St. Petersburg.

"The club's activities are suitable for each and every spouse of a forest machine entrepreneur, regardless of age or family circumstances. The membership is not binding in any way, and attendance is always entirely voluntary."



Ponsse Ladies club hostesses:  
Pia Kainulainen, Piia Vidgrén and Tiina Nissinen



Tore Högnäs, Metsähallitus, development operations

## HARVESTING IN PEATLANDS IS AN OLD NEW DEVELOPMENT AREA

Peat soil and related harvesting problems have generated plenty of discussion during the past few years. But the issue is not a new one. Concerns about the harvesting of wood in vast drainage areas were voiced as early as in the early 1980s, due to which the development division of Metsähallitus conducted extensive research and development on the subject. The pivotal problem, of course, was off-road haulage during thaw conditions. Tests focused on conventional wheel machines, track vehicles and swamp caterpillars. Various kinds of tracks and other equipment were also tested extensively.



### PROGRESS WITH TESTING

The 'swamp tests' of forwarders, in which machines were compared in equivalent conditions on soft soil, received particular attention. The first test was arranged in the autumn of 1983. The background to the test is interesting. Ponsse Oy had developed a new light forwarder with an aluminium nose – a fact conveyed to the then director general **Jaakko Piironen** by **Einari Vidgrén**. This raised Piironen's interest and one evening he called a young development forest manager, **Tore Högnäs**, urging Högnäs to set up a test to see whether Einari's claims were true.

Högnäs did as he was asked and drew up drawings for the test with **Teuvo Kumpare**. The municipality of Pyhäntä provided a suitable testing site. Running tracks were planned for both the thinning site and the field stretch in the bog. The control machines selected for Ponsse's test machine, carrying the type name S15, were the development division's own Valmet 862, with front tracks, and a Lokomo 919T, provided by a reseller. The intense testing began. Even Einari was visibly nervous: at the starting line of the field runs, he

stood in his dress shoes under the pouring rain, wiping the Ponsse's front tyres clean of mud.

### PONSSE IN THE VANGUARD OF DEVELOPMENT

The Ponsse S15 clearly outshined its rivals. The S15 had the smallest tracks and was used to tow up the bogged down control machines. The results were added up and the report written on the spot. The results were also delivered in time for the following issue of the *Koneurakoitsija* journal. The issue was distributed at the seminar of the former association of forestry contractors held in Aulanko, where the results attracted considerable attention. What ensued was a barrage of verbal attacks from competitors, in which the test's results were called into question.

To calm the waters, it was decided that a new test would be arranged, this time in cooperation with Metla and Veitsiluoto Oy. The new test included fifteen machines. Claims purporting that a swamp-capable machine was no good on snow were also put to the test with snow trials. The legendary test runs took place in 1984 – the

snow tests in February in Rovaniemi and the swamp tests during August and September in Ii. The retrials did not change the conclusions concerning the swamp capability of the Ponsse S15. In addition, it also ran very well on snow.

As a result of the tests, other manufacturers developed their own lighter models, with which they hoped to challenge the Ponsse S15. A test for the purpose was set up in Parkano in 1985. The machines tested included the brand new Valmet 832 and Lokomo 909 Turbo, as well as the 'champion', the Ponsse S15. These results came in more even, but did nothing to change perceptions about the superiority of Ponsse's machine. And the tests were also as intense as before: under the cover of night, one manufacturer snuck out to lower the standard value of his machine's front tyre pressures.

The Ponsse S15 forwarder became a best-selling product, manufactured until 1988. The research and testing of harvesting on peat soil carried out during the 1980s had a significant impact on the weight of the forest machinery on the market and on general attitudes concerning field damage.

#### BACK TO PEAT TESTING

The development of harvesting on peatland was largely forgotten for almost two decades. Problems related to wood acquisition in Russia a few years ago, however, caused a resurgence of interest in harvesting the wood stock of peatland. Surprisingly enough, Ponsse's **Hannu Airavaara** suggested that Metsähallitus and Metla could arrange a traditional peat soil test. The objective was to examine how to improve the features of forest machinery with various kinds of track accessories.

The test took place in Asmunti, Pudasjärvi, in the autumn of 2007. The results were not bad. Wide tracks and the auxiliary wheelworks developed in the test decisively improved the soft soil qualities of a conventional forwarder. Ponsse introduced the auxiliary train of wheels into production, and machines fitted with it are sold as 10 w.

The Asmunti tests also produced a grading diagram, based on which the characteristics of a swamp and machinery can be connected and graded. The diagram provides answers for which machine to work with when harvesting any given peat site during thaw conditions. This adds to the number of peat soil sites within the scope of harvesting and balances the use of machinery. Extensive harvesting on peatland requires the use of the grading. Unfortunately, there are still some who have not grasped the fundamental idea of the grading.

## MARKET REVIEW

# Growth in Russia's forest machine market

A great number of forest machine operators are putting in long hours in the Russian forests. During the past five years, the Russian market has grown to become one of the largest markets employing timber-grade method forest machines. The demand for modern forest machines has gathered momentum, particularly due to their higher productivity, quality and cost-effectiveness in comparison to the outdated local machinery. Thanks to the importance of the Russian market and the investments there, Ponsse's customers enjoy professional service in all of Russia's major forestry areas.

Professional harvesting companies have raised the productivity and efficiency of Russian harvesting operations to a new level during the past few years. Local harvesting companies can nowadays also outsource maintenance and spare parts services with comprehensive servicing agreements. The operational model that best applies to any given situation and conditions throughout the country is agreed on on a case-by-case basis with Russian customers.

A shortage of forest workers and other forest industry professionals is partly responsible for the growth of mechanical harvesting in Russia. However, the shortage of trained operators and other experts also moderates the marketing of new forest machines. Ponsse's long-term development work in Russia includes the training of forest industry professionals.

#### TRAINING IN EVERY CORNER OF THE COUNTRY

Little by little, Ponsse has built a training organisation that covers the whole of Russia, to help forest machine companies to train people in the industry. At the moment, Ponsse's 14 training centres in Russia's major forest areas are equipped with simulators, educational materials and, in some cases, machines. The close training cooperation between Ponsse and its customers is important and, in terms of industry development, very beneficial.

Finland is the leading country in the world in many subsectors of harvesting and we have been satisfied with our investments in the deployment of beneficial knowledge and proven methods in Russia.

Generally speaking, harvesting conditions in Finland and Russia are very similar

but, naturally, Russia's forests and conditions have their own special characteristics that are taken into account as early as when designing new machine models.

Despite its rapid and positive advancement, the Russian harvesting industry still has clear challenges to overcome. For example, the logistics of potential felling areas is in need of further improvement. The number of professional forest machine entrepreneurs should also be increased and entry into the field supported.

Jaakko Laurila  
Managing Director  
OOO Ponsse, Russia



# QUALITY SERVICE SAVES AN ENTREPRENEUR'S TIME AND MONEY

When something breaks down, a machine owner's time equals money. Help needs to arrive fast. For this reason, the service network constitutes a link to the customer that is crucial in terms of business.

"Ponsse's service engineers are easy to reach and we can always answer machine contractors quickly," says Henrik Ek of Eksjö Lantbruksservice, a company that provides maintenance services.

In addition to Ponsse's own personnel, the maintenance service network in Sweden consists of 29 local authorised service providers around the country. The skills of this group constitute an important part of the service, since it has a substantial impact on what it feels like to own a PONSSE machine.

Eksjö Lantbruksservice's **Henrik Ek** is one of these service providers. As a Ponsse representative, he is aware of how important it is to maintain active communications with service engineers.

"Ponsse is without question the best of all machine manufacturers with whom we cooperate and provide maintenance services. Its operations are beyond reproach. If we can't solve a customer's problems with our own resources, Ponsse AB's service engineers are easy to reach and always





"The factor that distinguishes Ponsse is that it takes care of business immediately, and does not waste time."

HENRIK EK,  
EKSJÖ LANTBRUKSSERVICE

helpful. I've sometimes called them late on a Friday evening, and they always pick up. It's tremendously important for me," says Ek.

#### QUICK ANSWERS

"If we are unable to solve the problem on site, we have to work on it with Ponsse's service engineers. We can always make that call and serve the contractor quickly. I

believe our customers see quick response times as an indication of a high level of competence," says Ek, adding that

"Spare parts are easy to order over the phone, but we usually place orders via e-mail. If we order supplies before three in the afternoon, the parts are delivered before 7 am the following morning. In addition to that, any extra or wrong parts can be returned free of charge."

"The factor that distinguishes Ponsse is that it takes care of business immediately, and does not waste time. This is characteristic of everything that Ponsse does – how operations are carried out in the company, starting from administration. Warranty procedures are equally fast and efficient. That's why the package works from our point of view. That's important."

The truth of the matter is that this is not always the case for an authorised service provider.

"Unfortunately, many machine manufacturers and sales reps are strangely indifferent. They prolong matters and do not keep their promises. Very often, we send parts back, but they are never reimbursed. Sounds crazy, but it happens. Cooperation is not always as smooth with everyone else as it with Ponsse," says Ek.

#### USEFUL TRAINING

Authorised service providers are supported with training sessions held by Ponsse's service engineers. **Johan Wermlund** is one of the training service engineers. With 20 years of experience working as a mechanic and product engineer, he understands the everyday business of a service provider.

"All of our authorised service providers receive the same basic training, so they have the basics needed to offer quality services. We also provide them with further training to enhance their skills and to keep them informed about products. Every one of us is unique, and it is equally important to meet everybody's training requirements," says Wermlund.

"I believe we arrange more training than our competitors. In terms of train-

"Customers should be provided with maintenance services that enable successful business operations."

JOHAN WERNLUND,  
HEAD OF TRAINING FOR  
AUTHORISED SERVICE PARTNERS, PONSSE AB

ing, we work extremely closely with our authorised service providers. That's why I know them and their skills so well. If I advise someone on related issues repeatedly, I notice it quite quickly. That's when we will arrange training focused on the issue in question."

Henrik Ek appreciates the training.

"The sessions are good. Training often takes place in small groups, which creates a nice atmosphere. That's important as well."

"As authorised service providers, we are also invited to participate in deciding what the training sessions should focus on. We get to communicate our needs, based on which new courses are developed. We are listened to, and that is a really positive state of affairs," he adds.

#### STRESSING FLEXIBILITY

Wermlund considers it self-evident that the maintenance service network's support requires flexibility.

"In my capacity as both trainer and adviser, I try to create a relationship of cooperation and trust between the service providers and the end customers. It is essential that mechanics perform their tasks well, because that is how we earn customers' trust. Therefore, we have to be easy to reach. We also need to be flexible, to find the quickest possible solution to any given problem. I want our customers' businesses to run smoothly and thanks to good service. My goal is to ensure that our authorised service partners earn a living through satisfied customers."

## PONSSE maintenance services to launch in Åsele

Starting from the beginning of 2012, Ponsse will also be offering maintenance services through its own service centre in Åsele, in the region of Västertotland. The strong machine base ensures demand for our own regional maintenance services. The service centre's workshop facilities can house three machines at a time.

However, the primary goal is to serve customers on site, with the help of a service truck. The service centre, including its six or seven mechanics, is managed by **Mats Ferm**, who used to work as Ponsse AB's after sales marketing manager in Surahammar.

According to Johan Wermlund (left), Ponsse AB's head of training, and Eksjö Lantbruksservice's Henrik Ek, cooperation works smoothly.



# SHINGU SHOKO LTD

## Imports from chainsaws to harvesters

Shingu Shoko Ltd – which has been Ponsse's authorised retailer since 2008 – began its wood wholesaler operations as early as in 1906. The company's machine division was established in 1952, following the period after World War II. At the time, Shingu Shoko obtained exclusive rights for the representation of an American chainsaw manufacturer. The chainsaw imported by Shingu Shoko became Japan's leading brand the following summer, when Japan's forestry officials requested the company to organise a public presentation of the chainsaws in the Tokyo city of Hachioji. The new chainsaw convinced forestry professionals.

Times have changed and, in Japan as well, harvesting is these days a highly mechanised activity. Nonetheless, history seems to be repeating itself. This time, the story's protagonists were Ponsse's forest machines on wheels. In October 2011, Japan's forestry officials requested a public presentation of the PONSSE Beaver harvester and the PONSSE Gazelle forwarder. The presentation, which took place in the city of Monbetsu, in Hokkaido Prefecture, was organised by Shingu Shoko Ltd and Ponsse's customer Satoh Mokuzai, Sato Forest Products Co Ltd. The three presentation days, which included seminars and panel discussions, attracted hundreds

of attendees from the forest industry, research centres and the local government.

### PONSSE MACHINES AT HOME IN JAPAN

Satoh representatives, Muraya and Moritaka, were in charge of the successful presentations organised at the 30-year Sakhalin fir plantation. The dimensioned cut-to-length harvesting method employed by PONSSE machines was given the opportunity to demonstrate its superiority in comparison to the traditional tree length method. The plantation's relatively steep 16- to 25-degree slopes also provided a per-

fect chance to demonstrate the machines' excellent slope capabilities, a crucial characteristic in mountainous Japan.

The competitive price of domestic wood is an essential factor for Japan's degree of self-sufficiency. At the moment, it stands at only 24%, despite Japan's ample wood resources. Approximately 19 million m<sup>3</sup> of wood is harvested in Japan every year. Ponsse's modern forest machines can double the yield produced by the traditional harvesting machines. The machines' efficiency and maximised usage hours alone vastly reduce harvesting costs.



# A.L.P.A. EQUIPMENT LTD.

## 35 years of reliable service in Canada

The 35-year anniversary of Ponsse's Canadian reseller was celebrated in Balmoral, New Brunswick, on 2 September 2011. A.L.P.A. has been Ponsse's dealer in the provinces of New Brunswick and Nova Scotia since 2000.

Like Ponsse, A.L.P.A. is a family company, established by timber truck driver **Armand Landry** in 1976. Armand continues to be actively involved in the operations, even though the position of managing director has passed on to his son, **Serge Landry**. Cooperation with Ponsse has been running smoothly for over 10 years now.

"A.L.P.A. is a robust machine company in eastern Canada, where it's known for its high-quality maintenance services. In addition to Ponsse, A.L.P.A. sells Hyundai and Terex construction machines and the materials processing equipment of Terex Fuchs. A.L.P.A. also has service centres in several locales in addition to its headquarters in Balmoral. This is particularly important in the forest machine industry," says **Jarmo Vidgrén**, Sales and Marketing Director of Ponsse Plc.

When it started cooperation with Ponsse, A.L.P.A. was Ponsse's first reseller in Canada. Today, Ponsse's retailers in the country also include Hydromec Inc. in the province of Quebec and ReadyQuip Sales and Service Ltd. in Ontario. Ponsse maintenance services are also provided by Woodland Equipment Ltd. in Kamloops, a city in British Columbia. In the United States, Ponsse's operations are managed by the four offices of its own subsidiary, Ponsse North America Inc., in addition to which Ponsse is represented in the country by the resellers Chadwick-BaRoss Inc. and Al's Service Mechanic.

"The North American forest industry has experienced quite a bit of turmoil which has, naturally, been reflected in forest machines sales as well. Luckily, the current year has been better than the past two. The market has gradually started to show signs of improvement," says Vidgrén.

### BIG TREES DEMAND BIG MACHINES

In North America, the vast majority of wood is harvested with track machines and the



A.L.P.A. Equipment Ltd.'s 35th anniversary party was attended by around 2,000 customers and partners hailing from Canada and further overseas, from as far as Finland and Central Europe. Juha Vidgrén (left) and Juho Nummela presented Armand Landry with a hand-held Ponsse saw.

tree length method, but CTL machines are gaining popularity all the time. According to Jarmo Vidgrén, the machines of larger size categories are the market favourites:

"Our top-selling harvester in Canada has been PONSSE Ergo, equipped with the H7 harvester head. With regard to forwarders, the most popular have been PONSSE BuffaloKing and PONSSE Elephant. The 20-tonne PONSSE ElephantKing – introduced to the market in Sweden during the past summer – has been designed specifically for the challenging conditions of Canada. To ensure the product's durability and adaptability to the market, the very first ElephantKing prototype also went through testing at a customer in Canada."

Indeed, the status of CTL machines is probably stronger in A.L.P.A.'s sales area than anywhere else in North America.

"The demands and expectations set for the machines in the areas of New Brunswick and Nova Scotia are challenging due to the hilly terrain, large trees and the abundance of snow during the winter months. Good maintenance and spare parts services, coupled with fast response times to customer needs, are an absolute necessity here," says Serge Landry, A.L.P.A.'s managing director.



Jarmo Vidgrén thanks A.L.P.A for its high standard maintenance services.



16.-18.6.2011 SKOGSNOLIA, UMEÅ

## EVENTS DURING THE PAST YEAR

### From the woods to the fairs and markets



11.-13.10. AUSTRUFOMA 2011, STEIERMARK, AUSTRIA



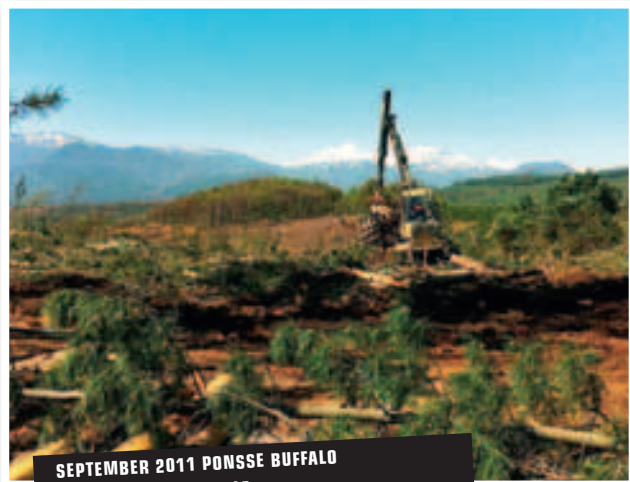
14 SEPTEMBER 2011 THE NORTH FINLAND FOREST ENERGY TOUR, KAJAANI



13 MAY 2011 MARKET DAY, IISALMI



**26.-28.5.2011 SKOGSELMIA, JÖNKÖPING**  
Sheer size makes the 20-tonne ElephantKing hard to miss!



**SEPTEMBER 2011 PONSSÉ BUFFALO**  
IN THE ANDES, IN CHILE



**3 SEPTEMBER 2011 A.L.P.A. EQUIPMENT LTD.**  
35th anniversary festivities, Canada



**8.-10.9.2011 ESCANABA, MI, USA**  
Logging Congress



**SEPTEMBER 2011, LITHUANIA**  
Wisent delivery, Šakių Forest State Company



**OCTOBER 2011, DEMO ERGO 8W + C44, URUGUAY**

The new PONSSE C44 crane model with an 8.5-metre reach was introduced in the autumn in Uruguay. The short crane model does not have an extension, which means the crane remains light and there are not many parts to maintain. Eucalyptus is harvested with the PONSSE H7euca harvester head, designed to debark trunks during processing.

# Ponsse people around the world



**7.6.2011 ST. PETERSBURG**

The opening of the new service centre



**OCTOBER 2011, VIEREMÄ**

Troy Lambert (Lambert Forest Products, US), John Holmes (Ponsse), Ron Wiitala (Wiitala-Vozka Logging, US), Pekka Ruuskanen (Ponsse). Troy got himself a seven-antler elk!



**22.-25.9. LADIES ON THE ROAD, ST. PETERSBURG**



**1.11.2011 DEMO, DENMARK**

**22.9.2011 IISALMI**

22 Ponsse machines on the train towards to the port





**22 JULY 2011 THE PONSSSE TROTting RACE AND EINARI'S BALL, VIEREMÄ**  
Dancing to the tunes of Jonna Geagea, Sami Pitkämö  
Lenni-Kalle Taipale at Rientola, Vieremä.

## Fun and games in Ponsse style



**SEPTEMBER 2011, FOOTBALL TOURNAMENT, IISALMI**  
Ponsse's international football team sports  
players from three different continents.



**NOVEMBER 2011**  
OOO Ponsse's volleyball team at the tourna-  
ment played in Vieremä on 21 November.

**13 AUGUST 2011 THE VIEREMÄ GP**  
Pedal car racing at Vieremä



**8 JULY 2011 OCTATHLON, VIEREMÄ**  
The traditional octathlon between Ponsse em-  
ployees and customers organised at the Vieremä  
sports field

## Operator training for women

At the beginning of 2012, the vocational college in Jämsä, in Finland starts the first forest machine operator training meant for women in Finland, and perhaps the entire world.

"Forest machine work has become physically lighter due to new technology and, nowadays, forest machine work is well suited for women. The idea of a physically demanding job is outdated, since the machines' cabins are safe, ergonomic and almost entirely computer operated. The basic maintenance of machines forms a part of a machine operator's professional skills, whereas more demanding servicing is carried out by trained mechanics," says lecturer **Helena Sneck** of the Jämsä vocational college.

According to Sneck, skillful forest machine operators do not suffer a shortage of work.

"The industry is a good job provider and good operators are in demand abroad as well. Forest machine work is suitable for everyone who gets along with themselves and nature. Long stretches in the woods require a positive attitude and focus on the work under way," says Sneck.

"A modern forest machine operator is especially careful to take the natural environment into account and respects the principles of sustainable development. This is also observed in the training curriculum and degrees can stress various issues according to the needs of the student group," says Sneck.

Depending on a student's interests, the degree, that entails 13 months of studies, focuses on the skills of forwarder or harvester operators and is particularly suitable for individuals with previous studies or experience in the field or a desire to change their profession. The degree and



Contractor Jaana Pietilä

work experience can be followed up with a vocational degree, specialised vocational degree or a polytechnic degree.



## Adam & Becky Czarnezki from the U.S.

Our American customers **Adam and Becky Czarnezki** were married in last summer and Ponsse's yellow-black colours were seen even at the wedding of these two loyal Ponsse customers.

Adam Czarnezki drives a PONSSE Ergo, whereas Mrs Czarnezki takes care of the company's books, in addition to her own day job. Adam owns the harvesting firm together with his father John, who drives a PONSSE Wisent forwarder acquired a couple of weeks ago. And judg-

ing by the cakes he bakes, that is not his only skill!

Congratulations from all of us at Ponsse!



## New authorised service partner in Wisconsin



Donna and Mike Berg and Stacy Wagler (Ponsse North America Inc.)

Berg Welding & Fabricating LLC is Ponsse's new authorised service partner in Wisconsin, the United States. **Mike and Donna Berg** have been in the maintenance service

business for six years, servicing and repairing a diverse range of motor vehicles and work machines. The company operates within a 150-mile radius from Tigerton, Wisconsin.

Berg Welding & Fabricating LLC is an excellent addition to the PONSSE maintenance services in the area. Mike and Donna Berg have received praise from their customer base for high-quality and solid customer service. The company's operating principle is to service customers' machines into operating condition as soon as possible, so that contractors' operations are not disrupted.

Welcome to the Ponsse team!

Berg Welding & Fabricating LLC  
N4705 Cty Rd J  
Tigerton, WI 54486  
Tel. 715-216-4270, Fax # 715-535-2547  
bergmike@frontiernet.net,  
bergmike4896@gmail.com



# SMOOTHLY FROM ONE GENERATION TO THE NEXT

Nearly 50 Ponsse customers attended training organised by Ponsse on the subject of generational changes. The first session was held on 20 October, at Ponsse's service centre in Kouvola, and the second on 3 November at the Vieremä plant.

The training focused on three themes: issues to take into account when planning and implementing a change of generations, financing the change of a company's ownership and the taxation of generational changes. The guest lecturers were **Jukka Ikonen**, ProAgria Kymenlaakso ry's business liaison officer, **Mikko Leskelä**, a corporate acquisitions expert of the OP-Pohjola Group, and **Perttu Ervasti**, PwC Pricewaterhouse Coopers Oy's tax expert.

**Eero Pyykkönen** and his son, **Marko**, were among the participants at Vieremä. The training offered by Ponsse was their second, since they were already in attendance at the seminar on the subject organ-



Marko and Eero Pyykkönen

ised by Ponsse in Kajaani a couple of years ago.

## A CAREFULLY CONSIDERED CHANGE

The Paltamo-based Eero Pyykkönen Ky has been in the forest industry contracts business for nearly fifty years now. In addition to diverse contracting, the company has owned a sawmill. The operations are now being reorganised, as the Pyykkönens attempt to focus on their core competence area, or forest machine contracts. Simultaneously, the change facilitates the ownership change about to take place within the next couple of years, although the financ-

ing and taxation issues do pose their own challenges.

The change in ownership has been clear to father and son for a long time. Marko has worked in the company for well over ten years and chose his educational career with the forest industry in mind.

The distribution of work is likewise suited for the future change of ownership: Eero has been in charge of the foreign contracts of the company that, for many years, operated largely in Russia. Marko is in charge of the domestic market, which Eero Pyykkönen Ky plans to focus on increasingly from now on.

## THE SPRUCE TRAINING FACILITIES IN IISALMI



Ponsse maintenance services use a training classroom in the premises of the Ylä-Savo Vocational College. The training facilities, located about a kilometre from the Iisalmi Service Centre, are used for the training of the PONSSE servicing network, authorised service providers and resellers. When necessary, maintenance training sessions are also organised for Ponsse's customers.

The training facilities have a particularly good representation of audio-visual aids related to hydraulics and control systems, used for both Ponsse and the vocational college's courses. Among other devices, the premises house a Ponsse service simulator, the Metviro simulation programme, a mini crane and various components of hydraulics and control systems.

## SIMULATORS AS PART OF TEACHING

The latest investment in the training premises is the PONSSE H6 harvester head, which can be used with the service simulator. The Metviro programme is a virtual learning environment for forest machine mechanics and the purposes of systematic troubleshooting. The mini crane simulates the control of a crane, whereas the service simulator is used to demonstrate the functionalities of the control system. In addition, the electronic measurement devices allow measuring and saving functions and the analysis of the performed measurements as part of the training.

The cooperation between Ponsse's maintenance services and the Ylä-Savo Vocational College also provides students with increasingly better preparedness for working life. Not all vocational colleges are likely to be equipped with training facilities as extensive, focused on forest machines.



# PONSSSE SPONSORS

## TERO PITKÄMÄKI, JAVELIN THROWER

*Seinäjoen Seudun Urheilijat  
b. 19 December 1982, Ilmajoki*

Tero Pitkämäki's first javelin throw took place when he was 10 and participated in all disciplines in his first ever track and field event. He won the javelin event, which made choosing his discipline an easy task. Pitkämäki started to compete in earnest five years later when he decided to stop skiing, which, until then, he considered his main sport.

Ponsse has sponsored Tero Pitkämäki since 2004. During that time, he has

earned his place among the world's best javelin throwers.

When asked about what he thinks of as his best accomplishments, Tero mentions the bronze medal in the Olympic Games held in Beijing and the gold medal in the World Championship games held in Osaka in 2007. A veteran of many major events, Tero also has two European Championship medals: silver and bronze. He has also won many Finnish Championship medals, including five gold medals.

The current season poses many challenges for Pitkämäki; it includes both the

European Championship games to be held in Helsinki and the Summer Olympics in London. Training has gained an additional boost with his new coach, Jan Zelesny.

### ACCOMPLISHMENTS

Bronze medal, Olympic Games 2008, Beijing; Gold medal, World Championship 2007, Osaka  
Silver medal, European Championship 2006, Gothenburg  
Bronze medal, European Championship 2010, Barcelona  
Finnish National Championship: five gold medals, two silver medals and one bronze medal

## SPONSORSHIP REFLECTS PONSSE'S VALUES

Sponsorship is cooperation, the aim of which is to benefit both parties. Therefore, Ponsse's sponsorship targets have been chosen from the types of sports that are close to loggers and our other important stakeholders.

In Ponsse's opinion, the best benefits from sponsorship can be achieved when both we and our partners share similar values. The entrepreneurial spirit is an aspect we stress and our sponsorship activities focus on long-term cooperation with

enterprising parties. Such parties include long-term partners and young promising talents alike.

Sponsorship agreements are concluded for two years at a time. With the exception of Kerttu Niskanen, the current agreements are in force until the end of 2012. Kerttu's agreement with Ponsse is a three-year cooperation agreement. The following round of sponsorship negotiations at Ponsse will not take place until August 2012.



## XC SKIER MARJAANA PITKÄNEN

*Vieremän Koitto, b. 10 September 1991*

Marjaana Pitkänen has skied her entire life: she attended her first race at the age of three. The young skier, who will transfer to the 23-year-olds' series this year and matriculated last spring, is a member of the Finnish Team B. Marjaana's accomplishments during the last season included the Finnish Junior Championships on the 20 km (classic style) and a silver medal in the Finnish Championships on the combined 5 km classic and 5 km skate techniques, as well as coming in sixth in the Scandinavian Cup race held in Estonia. In addition, she participated in the World Junior Championships, coming in seventh and tenth in the W20 series. Marjaana also plans to actively tour the Scandinavia Cup. Her goals for the next few years are entry into the national team A and major adult events.

### ACCOMPLISHMENTS 2010–2011

#### Major events

10. 10th in the Junior World Championships 2011 (W20, 10 km classic and skate)  
15th in the Junior World Championships 2011 (W20, 5 km skate) 7th in the Junior World Championships 2010 (W20, 10 km combi) 10th in the Junior World Championships 2010 (W20, 5 km classic)

#### Finnish National Championships

Gold and silver medals in the Finnish Championships (W20) in 2011 four gold medals in the Junior Finnish Championships (W20) in 2010

#### Best result in the Scandinavian Cup

6. 6th at Jõulumäe, Estonia (10 km classic)



## ANTTI SILTALA, VOLLEYBALL PLAYER

*Delecta Bydgoszcz, Poland, b. 14 March 1984*

Our homespun sports hero Antti Siltala began his volleyball career in the team Vieremän lentopallo -92. At present, Antti plays in one of the world's toughest volleyball leagues, the Polish Delecta Bydgoszcz. He has been a professional volleyball player for several years in Finland, France, Belgium, Greece and Turkey. Antti has

been a member of the Finnish national volleyball team since 2005.

### ACCOMPLISHMENTS

Finnish Cup 2007  
Silver in the Finnish Championships 2007  
Belgian champion  
Belgian Cup champion  
Silver in the CEV Cup 2008

## KALPA

Savo is in the midst of an extremely interesting hockey season. KalPa ended last season one win short of reaching the finals and the spring saw the team bring in some significant reinforcements. Sami Kapanen returned to the rink, Jukka Hentunen returned to Savo and the long-time captain of team Porin Ässät, Matti Kuparinen, moved to join the ranks of KalPa. At the same time, KalPa announced its tough goal – to reach the finals of the Finnish Championship during the following two springs. The last, and so far the only, time KalPa was seen in the finals was in the spring of 1991, when the team took the silver medal.

KalPa's organisation won its first major victory as early as in the spring, when it was invited to participate in the European Trophy tournament, which now includes 24 teams. Other teams that competed in the tournament came from Stockholm, Berlin, Vienna and Prague, for example. Of its eight matches, KalPa cleared its way through to points, taking down the renowned Swedish teams of Djurgården and HV71, in addition to the Vienna Capitals. In the end, however, this was not enough to reach the finals.

Under the leadership of their new head coach, Tuomas Tuokkola, the team has been flying high throughout the autumn. In December, KalPa led the series and the top ten scorers of the league include three KalPa players. The team's positive and enthusiastic attitude is evident in the results.

KalPa aspires to be a fresh and innovative organisation that does things differently. The 2012 Kilpisjärvi poster calendar published in mid-October attracted



Sami Kapanen

positive media attention. To please the aesthetically inclined, KalPa players have shorn their shirts to demonstrate their athleticism. On the flipside, the players are depicted in more familiar gear.

The average number of spectators at home games has increased by nearly 200 during early autumn, now standing at

4,200 spectators per game. In 2012, the hockey season – following the conclusion of the Finnish league – will culminate in the World Championship Games to be played in Finland and which Finland enters as reigning champion. Before that, it is KalPa's turn to battle its way through to the finals.



## IIVO NISKANEN, XC SKIER

*Vuokatti Ski Team Kainuu*  
b. 12 January 1992

Iivo Niskanen, a member of the Finnish national junior skiing team, is one of the top Finnish skiers in his age group. The first part of Iivo's season last year was hampered by bouts of flu, but, in late winter, he returned from the Junior Finnish Championships with a gold and bronze medal. His personal best in the Junior World Championships was coming in seventh in the sprint.

His main goal during the 2012 season is the Junior World Championships to be held in Erzurum, Turkey, in February. There he plans to improve on his previous year's results and win his first medal in a major event. Iivo also plans to test himself in adult races in the Finnish Championships, for example.

### ACCOMPLISHMENTS 2010–2011

#### Major events

- 7. 7th in the Junior World Championships 2011 (M20, sprint, classic)
- 15. 15th in the Junior World Championships 2011 (M20, 20 km combi)
- 7. 7th in the Junior World Championships 2011 (M20, 10 km classic)
- 14. 14th in the Junior World Championships 2010 (M20, 20 km combi)

#### Finnish National Championships

A gold and bronze medal in the Junior Finnish Championships (M20) in 2011  
five gold medals in Junior Finnish Championships (M18 and M20) in 2010

# VIEREMÄ'S YOUNG SKIING PROMISE KERTTU NISKANEN

*Vieremän Koitto, b. 13 June 1988*

A member of the Finnish National Team A, Kerttu Niskanen has already accumulated a few World Cup starts during the past few years. Her personal best was coming in tenth in Otepää, Estonia, in 2011. Last season, Kerttu won her first gold medal in the Finnish Championships for adults by winning the 30 km race in the classic style. In the Junior World Championship, Kerttu won the gold medal in the sprint race and the bronze medal in the combined classic and skate race. The season's high point was her first start in an adults' race at the Oslo World Championship race, where she finished eighth among tough competition.

"The final part of last season went very well and left me feeling very positive. I was almost sad when the season came to an end as the races were going so well. Training during the summer months progressed nicely and I've been healthy, so I'm very much looking forward to the coming season. Since I will be skipping the World

Championship tour this coming season, my main goal is to be successful in Tour de Ski, which will take place at the turn of the year," says Kerttu.

At present, competition in the national team is tough – a fact that motivates Kerttu to train even harder.

"The national team now includes seven women who are competing for a chance to participate in the World Cup races. You have to work very hard throughout the season to earn your place in the Cup events."

## ACCOMPLISHMENTS 2010–2011

### Major events

8th in the World Championships 2011 (W, 10 km classic)

Gold medal in the Junior World Championships 2011 (W23, sprint, classic)

Gold medal in the Junior World Championships 2010 (W23, 10 km classic)

Bronze medal in the Junior World Championships 2011 (W23, 15 km combi)

7th in the Junior World Championships 2010 (W23, 15 km combi)

9th in the Junior World Championships 2011 (W23, 10 km skate)

### Finnish National Championships

Gold, Finnish Championships 2011 (W, 30 km classic)

Gold, Junior Finnish Championships 2010

(W23, 5 km classic)

Silver, Junior Finnish Championships 2010

(W23, 10 km skate) 4th,

Finnish Championships 2010 (W, 30 km classic) 7th, Finnish Championships 2011 (W, sprint, skate)

### Best result in World Cup races

10. 10th in 10 km classic, Otepää, Estonia, 2011

4. 4th in couples sprint, Liberec, the Czech Republic, 2011



## APPOINTMENTS AT PONSSÉ

### PEKKA RUUSKANEN APPOINTED PRESIDENT AND CEO OF PONSSÉ NORTH AMERICA, INC.



Forest engineer Pekka Ruuskanen (42) was appointed President and CEO of Ponsse's American subsidiary Ponsse North America Inc. as of 1 June 2011. In his new position, Pekka Ruuskanen is in charge of the operations of Ponsse North America Inc. Ruuskanen will be based at Rhinelander (WI), the United States.

Pekka Ruuskanen started his career at Ponsse in 1998, in the United States. He has worked as a forest machine instructor as well as a regional sales, product and sales manager. Mr Ruuskanen has worked in the harvesting and forest industry in the United States and in Finland, Sweden and Germany. In addition to being a forest engineer, Mr Ruuskanen is a qualified forest machine operator.

The very first Ponsse machine in the United States was sold to St. John Forest Products in Michigan. The company is still an important partner of Ponsse. Our subsidiary was established in Atlanta in 1995, but operations relocated to Rhinelander three years later. In the Great Lakes region, approximately 90% of harvesting is carried out with the cut-to-length (CTL) method. However, the tree length method is still the prevalent harvesting method elsewhere in the United States.

Currently, Ponsse has three service centres of its own in the United States, in Michigan, Wisconsin and Minnesota. In addition to these, we have several retailers and authorised service partners in both the United States and Canada. The headquarters of the American subsidiary are located in Rhinelander, Wisconsin.

### SIGURD SKOTTE APPOINTED MANAGING DIRECTOR OF PONSSÉ AS

Sigurd Skotte, MSc (Forestry), (48) was appointed Managing Director of Ponsse's Norwegian subsidiary Ponsse AS as of 1 September 2011. Skotte came to Ponsse AS from Tretorget AS, where he worked as project manager in the forestry division. Mr Skotte has been employed by Ponsse AS previously from 2005 to 2007, during which time he was responsible for marketing and worked as a salesperson. Sigurd Skotte works from Kongsvinger, Norway.

Ponsse's Norwegian subsidiary Ponsse AS was established in 1998, in Kongsvinger, southeast Norway. In addition to its own maintenance services, Ponsse AS's authorised Norwegian service partners include Skogservice AS in Siljan, OP

Maskin AS in Kongsvinger and Aker Rep & Service in Kirkenær.

Norway is a fragmented market area, which is why it is important to be able to offer customers versatile machines suitable for all harvesting – thinning, regeneration felling and the harvesting of bioenergy. Wood harvesting in Norway is challenging due to its steep slopes and heavy snow. Harvester heads suitable for multi-stemming, six- and eight-wheel machine models, crane alternatives and environmentally friendly products are a good product range for the Norwegian market. The eight-wheel harvesters have been a particularly long-awaited addition to the machines available in Norway.



### CLÉMENT PUYBARET APPOINTED MANAGING DIRECTOR OF PONSSÉ S.A.S.

Forest Engineer Clément Puybaret (30) was appointed Managing Director of Ponsse's French subsidiary Ponssé S.A.S as of 15 August 2011. Puybaret has worked at Ponssé S.A.S since 2006 as a sales representative and instructor. Puybaret is based in Gondreville, France.

Ponssé S.A.S has three service centres and seven authorised service providers in

France. The company's headquarters are located in Gondreville. As a harvesting area, France is extremely diverse. Due to varying climates, the area comprises a vast amount of different tree species, most of which are deciduous. Harvesting has gradually moved to increasingly steep slopes, which has made harvesting a more challenging task.

# PONSSE ON THE ROAD

## Coming events in 2012

9.-10.2.	The 54th Metsätalouspäivät of Lapland	Levi, Finland
24.-25.2.	Oregon Logging Conference	Eugene, OR, USA
In March	Lesprom 2012	Syktvykar, Russia
26.-28.3	2nd Latin America Forest Industry Conference	Sao Paulo, Brazil
27.-29.3.	Russia Wood & Timber 2012	Moscow, Russia
28.-29.3.	Forum Brazil on Agroforestry	Viçosa, Brazil
29.-30.3.	Heavy Equipment Show	Moncton, NB, Canada
31.3.-4.4.	SilvaRegina	The Czech Republic
10.-13.4.	Três Lagoas Forest 2012	Três Lagoas, Brazil
19.-21.4.	Maameess 2012	Tartu, Estonia
19.-22.4.	Technodrev Far East 2012	Khabarovsk, Russia
24. - 26.4.	Taitaja 2012, Finnish championship for young professionals	Jyväskylä, Finland
In May	Lesdrevtech 2012	Minsk, Belarus
7.-11.5.	IV Forest Congress of Paraná	Curitiba, Brazil
9.-11.5.	4th Forest Fair	Gramado, Brazil
11.-12.5.	NE Forest Products Expo	Essex Junction, VT, USA
23.-25.5.	Seminar on Forest Protection	Belo Horizonte, Brazil
28.5.-1.6.	Argentina Ambiental 2012	Buenos Aires, Argentina
In June	VjatkaDrevMash	Kirov, Russia
6.-8.6.	Forexpo 2012	Mimizan, France
13.-16.6.	KWF-fair	Germany
30.6.	Metsä rokkaa	Juva, Finland
24.-25.8.	Mellanskögsmässan	Uppsala, Sweden
30.8.-1.9.	FinnMETKO	Jämsä, Finland
30.8.-2.9.	Holzmesse Klagenfurt	Austria
6.-8.9.	Logging Congress	Oshkosh, WI, USA
11.-14.9.	Technodrev Siberia 2012	Krasnoyarsk, Russia
13.-15.9.	APF Show	Alcester, Warwickshire, UK
14.-15.9.	Hurdagene	Hurdal, Norway
14.-15.9.	North Star Expo	USA
18.-21.9.	Siblesopolzovanie 2012	Irkutsk, Russia
20.-22.9.	Demo International 2012	St. Raymond, Quebec, Canada
24.-26.9.	Forest Congress of the State of RS and 2nd Mercosur Seminar of Wood Chain	Nova Prata, Brazil
9.-10.10.	45th Pulp and Paper International Congress and Exhibition	Sao Paulo, Brazil
22.-26.10.	Lesdrevmash 2012	Moscow, Russia
Week 47 (November 19.-25.)	Ponsse Demo Day	the Baltic countries
9.-12.12.	Russian Forest 2012	Vologda, Russia



# DISTRIBUTION NETWORK

# PONSSE

## NORTH EUROPE

Ponsse Plc  
Ponssentie 22  
74200 Vieremä  
FINLAND  
Tel. +358 20 768 800  
Fax + 358 20 768 8690  
www.ponsse.com

Ponsse AB  
Västura  
Lisjövägen 40  
735 91 Surahammar  
SWEDEN  
Tel. +46 220 399 00  
Fax +46 220 399 01

Ponsse AS  
Klettavegen 7  
2211 Kongsvinger  
NORWAY  
Tel. +47 628 888 70  
Fax +47 628 888 78

AN Maskinteknik AB  
Företagsvägen 10  
95333 Haparanda  
SWEDEN  
Tel. +46 922 10390  
Fax +46 922 10591

Konekesko Eesti AS  
Põrguvälja tee 3A  
Pildiküla  
75301 Harjumaa  
ESTONIA  
Tel. +372 6059 100  
Fax +372 6059 101  
www.konekesko.com/ee

SIA Konekesko Latvija  
Tiraines iela 15  
1058 Riga  
LATVIA  
Tel. +371 706 4300  
Fax +371 706 4301  
www.konekesko.com/lv

UAB Konekesko Lietuva  
Verslo str.9, Kumpiu willage  
54311 Kaunas district  
Lithuania  
Tel. +370 5 247 7400  
Fax +370 5 247 7420  
www.konekesko.com/lt

## CENTRAL AND SOUTH EUROPE

Ponssé S.A.S.  
ZAC Croix Saint Nicolas  
14 Rue de Lorraine  
54840 Gondreville  
FRANCE  
Tel. +33 (0) 3 83 65 12 00  
Fax +33 (0) 3 83 65 12 01

Ponsse UK Ltd.  
Unit 3  
Broomhouses 1  
Industrial Estate  
Lockerbie, DG11 2RZ  
UNITED KINGDOM  
Tel. +44 (0) 1576 203 000  
Fax. +44 (0) 1576 202 202

Auto Sueco (Coimbra) Lda  
ASC Industria EN 10  
Edifício Volvo Apartado 2094  
2696-801 S. João Da Talha  
PORTUGAL  
Tel. +351 21 9946500  
Fax +351 21 9946553

Forest Power KFT.  
Liszt ferenc köz. 3  
8314 Vonyarcvashegy  
HUNGARY  
Tel. +36 83 540 279  
Fax. +36 83 540 280  
www.forestpower.hu

Krenek Forest Service s.r.o.  
Nový Nemojov 122  
54461 Nemojov  
CZECH REPUBLIC  
Tel. +420 499 429 677  
Fax +420 499 429 676  
www.krenekfs.cz

PML Poland  
Profesjonalne Maszyny Le ne  
Sprzedaz i Serwis Sp. z o.o.  
ul. Bitwy Warszawskiej 1920r. nr 3  
00-973 Warszawa  
POLAND  
Tel. +48 22 572 98 50  
Fax +48 22 823 96 75  
www.proml.pl

Toimil Garcia, S.L.  
36512 Prado Lalin, Pontevedra  
Spain  
Tel. +34 986 794044  
Fax. +34 986 794047  
www.toimilgruas.com

Wahlers Forsttechnik GmbH  
Landwehrstr. 4  
97215 Uffenheim  
GERMANY  
Tel. +49 09848 97 9990  
Fax +49 9848 97999 19  
www.wahlers-forsttechnik.de

Wahlers Forsttechnik GmbH  
Max-Schmeling-Straße 6  
D-27389 Stemmen  
GERMANY  
Tel. +49 42 67 93 02 0  
Fax +49 42 67 93 02 19

## NORTH AMERICA

Ponsse North America, Inc.  
4400 International Lane  
Rhineland, WI 54501  
USA  
Tel. +1 715 369 4833  
Fax +1 715 369 4838

Al's Service Mechanic  
23508 State Highway 13/77  
Glidden, WI 54527  
USA  
Tel (715) 264-5967

A.L.P.A. Equipment Ltd.  
258 Drapeau St  
P.O. BOX 2532  
Balmoral, N.B.  
E8E 2W7  
CANADA  
Tel. +1 506 826 2717  
Fax +1 506 826 2753  
www.alpaequipment.com

Berg's Service and Repair  
N4705 Cty Rd J  
Tigerton, WI  
Tel. 715-216-4270  
Fax 715-535-2415

Cal's Heavy Equipment  
1973 Hwy 12  
Two Harbors, MN  
Tel. 218-834-3871  
Fax 218-830-1586

Hydromec Inc.  
2921, boul. Wallberg  
Dolbeau-Mistassini  
Quebec, G8L 1L6  
CANADA  
Tel. +1 418 276-5831  
Fax +1 418 276-8166  
www.hydromec.ca

ReadyQuip Sales and  
Services Ltd.  
P.O. Box 2140, Highway 101 W  
Timmins, Ontario  
CANADA  
Tel. +1 705 268 7600  
Fax +1 705 268 7691  
www.readyquip.com

Woodland Equipment Inc.  
2015 W. Trans Canada Hwy.  
Kamloops, BC V1S 1A7  
CANADA  
Tel. +1 250 372 2855  
Fax +1 250 374 2844  
www.woodlandequip.com

## LATIN AMERICA

Ponsse Latin America  
R. Joaquim Nabuco,  
115 - Vila Nancy  
Mogi das Cruzes - SP  
CEP 08735-120  
São Paulo  
BRAZIL  
Tel. +55 11 4795 4600  
Fax +55 11 4795 4605

Ponsse Uruguay S.A.  
Calle Montecaseros, 785  
C.P. 60.000  
Paysandú  
URUGUAY  
Tel. +598 72 43 800

## RUSSIA

OOOO Ponsse  
Volkhonskoe Shosse, 2B, bldg. 15  
Gorelovo Industrial Zone  
Leningrad region 188508  
RUSSIA  
Tel. +7 812 677 65 47  
Fax +7 812 677 32 27

OOO Dormashimport-Vostok  
Voronežskaja 129  
680042 Khabarovsk  
RUSSIA  
Tel. +7 4212 62 90 42  
Fax +7 4212 76 41 84  
www.dmi-dv.ru

OOO Lespromservis  
Pervomaiskaja 114,  
Republic of Komi  
167000 Syktyvkar  
RUSSIA  
Tel. +7 8212 28 84 80  
Fax +7 8212 28 84 16  
www.lps.komi.ru

OOO Remtechnica  
Michurina 6,  
662549 Lesosibirsk  
RUSSIA  
Tel. +7 39145 4 16 51  
Fax +7 39145 4 19 75

OOO Zeppelin Russland  
Sofijskaja st. 6, 4th floor  
192236 Saint-Petersburg  
RUSSIA  
Tel. +7 812 335 11 10  
Fax +7 812 268 84 82  
www.zeppelin.ru

OOO PKF "Gidroservis"  
Shosse Kosmonavtov 312  
614065, Perm  
RUSSIA  
Tel.: +7 342 299 99 20

OOO Kostroma-Servis-Ponsse  
Oktjabrja st. 40A,  
Kostromskaja obl., Chuchloma  
RUSSIA  
Tel.: +7 960 741 40 32

## REPUBLIC OF BELARUS

ODO Udarnik  
Prospect Frunze 17-A  
210010, Vitebsk  
REPUBLIC OF BELARUS  
Tel./Fax: +375 212 36 35 83  
Tel.: +375 212 37 32 33

## ASIA-PACIFIC AND AFRICA

Ponsse China Ltd.  
1 Gangwan Road, Hepu Industry Park  
536100 Hepu, Beihai  
Guangxi  
CHINA  
Tel. +86-779 720 0432

Shingu Shoko, Ltd  
2-1-1 Inaho, Otaru  
Hokkaido 047-0032  
JAPAN  
Tel. +81 (0134) 24-1315  
Fax +81 (0134) 22-6862  
www.shingu-shoko.co.jp

## **INDUSTRIAL OPERATIONS**

Ponsse Plc  
Ponssentie 22  
74200 Vieremä  
FINLAND  
Tel. +358 20 768 800  
Fax + 358 20 768 8690  
www.ponsse.com

Epec Oy  
Tiedekatu 6  
60320 Seinäjoki  
FINLAND  
Tel. +358 20 760 8111  
Fax +358 20 760 8110  
www.epec.fi