

TLA

THE TRUCK LOGGERS  
ASSOCIATION

Our strength is in our roots.

# SUPPLIERS' SUPPLEMENT

Like you, the TLA is highly disappointed at the cancellation of the **2021 ANNUAL CONVENTION + TRADE SHOW**. We know it's not the same as WALKING THE TRADE SHOW FLOOR and talking to the MANY GREAT SUPPLIERS who fill the room, but we still want to provide TLA members, and the timber harvesting and forestry community with an opportunity to CONNECT with them. On the following pages, we bring you this special suppliers' advertising feature.

- 36 UNWAVERING COMMITMENT
- 37 IT'S A HARD INSURANCE MARKET, NOW WHAT?
- 38 SOLID SUPPORT FOR BC LOGGERS
- 40 THE BENEFITS OF A GROUP BENEFITS PLAN
- 41 DRUG AND ALCOHOL USE SOARS DURING COVID-19. HOW WILL YOU HANDLE THE THREAT?
- 42 INTEGRAL EQUIPMENT'S ALPINE SHOVEL YARDER HITS THE SLOPES



## SUPPLIERS' SHOWCASE WEBINARS

**WEDNESDAY, JANUARY 13, 2021**

We are also pleased to bring you a special SUPPLIERS' SHOWCASE WEBINAR series featuring valued TLA suppliers who will highlight their products and services. Each supplier will spend a few minutes sharing information followed by a Q&A PERIOD when TLA members can ask their questions directly.

This is a free event. Visit [tla.ca/tla-events](http://tla.ca/tla-events) to register.

Mark your calendars for each supplier's 20-MINUTE WEBINAR you wish to attend at the following times:

|          |                                     |         |   |
|----------|-------------------------------------|---------|---|
| 9:00 am  | Denning Health Group                | 1:30 pm | TeksMed                                   |
| 9:30 am  | Armtec                              | 2:00 pm | Catalys Lubricants                        |
| 10:00 am | Inland Group                        | 2:30 pm | Johnstone's Benefits / Pacific Blue Cross |
| 10:30 am | Brandt                              | 3:00 pm | LeddarTech                                |
| 11:00 am | Wilson M. Beck                      |         |   |
| 1:00 pm  | PetroCanada/ Coastal Mountain Fuels |         |   |

# UNWAVERING COMMITMENT

Inland is British Columbia's premier truck and equipment dealer, selling Link-Belt excavators and forestry equipment, Tigercat forestry equipment, CASE construction equipment, and Kenworth trucks. With 17 locations covering BC and the Yukon, a full range of products as well as parts, service, and financing support, Inland is the ultimate business partner.

As we enter Inland's 72nd year in business and move forward from one of the most uniquely challenging years yet, now more than ever, we stand behind our commitment to support BC's forest industry.

In times of hardship, our duty as a dealer is to provide a stable support system by offering the highest quality. To demonstrate our commitment, Inland, with support from Link-Belt Forestry, has stepped up to be the TLA's 2021 Premier Sponsor to continue supporting one of the most influential forestry advocacy groups in BC.

## Link-Belt Forestry

Link-Belt's 40-Series range of products include harvesters, log loaders, processors and road builders. "We spend a lot of time with loggers and timber processors to learn first-hand what their equipment needs are, and to make sure that we design and build the right machines to fit their applications," says Adam Woods, product manager, LBX Company. "We strive to make your job easier by building tough and dependable machines that are purpose-built."

Inland's Link-Belt 40-Series purpose-built forestry carriers continue to be a strong performer in BC's backcountry. They feature powerful, fuel-efficient Final Tier 4 engines which don't require a diesel particulate filter, matched to a large fuel tank that keeps you working longer. Enjoy the luxury of a 7" high-definition colour monitor, rear view camera and spacious operator cab.

All Link-Belt's 40-Series forestry machines are equipped with a complimentary RemoteCARE® GPS telematics system which tracks service intervals, machine health, real-time location and remote security monitoring. Link-Belt is actively working on product improvements for what the next generation of Link-Belt Forestry will look like, so stay tuned for some big news to come.

## Tigercat

This has been an exciting year for new Tigercat products. Tigercat successfully launched the new purpose-built roadside processor. This package includes the 850 Carrier and 568 Processor Head. It is the only truly purpose-built roadside processor in its class. Industry leading fuel economy, cooling capacity and revolutionary serviceability sets the 850 apart from excavator conversions, while the 568 patented 4WD-2WD auto-shift drive system maximizes productivity.

We are also excited to announce Tigercat's introduction into the wood waste and biomass market with the Tigercat 6050 Carbonator, which uses a carbon sequestration process to reduce wood debris on site. The Tigercat 6900 Horizontal Grinder is another new material processor designed for maximum production and uptime. It comes in either 850, 1050 or 1200 horsepower options.

Finally, we saw the Tigercat six-wheel skidder with swing boom—the Tigercat SB635H Skidder—make its debut in BC in December. This is the third ever swing boom off Tigercat's production line.

## CASE

CASE Construction Equipment is shaking up the BC market with their full line of compact and full-sized construction machines, including compact and full-sized excavators, wheel loaders, backhoes, dozers, compact track loaders (CTLs), skid steers and more. The new B-Series CTLs and skid steers are compact but powerful, offering industry leading visibility, horsepower and torque, and extreme attachment versatility. Our mill yard customers love pairing the CASE wheel loader with a grapple attachment for a speedy and maneuverable log sorter.

## Kenworth

As Inland's original brand, Kenworth has long been the truck BC loggers rely on during the harshest weather, road terrain, elevation grade or demanding workload. Kenworth's craftsmanship is vigorously tested to withstand BC's toughest conditions.

The flagship T880 features industry leading torque and horsepower and a rugged, high clearance body. The traditionally styled W990 is quickly gaining popularity as well. Find your perfect fit on our lot ready to go or work with a knowledgeable Inland consultant to custom build your own, one-of-a-kind unit matched to your specific needs.

## Parts, Service and Financing Support

One of our core beliefs is that we are not just an equipment supplier but a true business partner. With our economies of scale, we are able to pass on savings to our customers. We have over \$75 million in parts on hand at any given moment, meaning we are more likely to have what you need readily available, resulting in less downtime. Our Online Parts Counter also allows you to easily order parts from the comfort of your own home or office.

We understand that in your business, time is money. That's why we have 24/7 emergency service support and a fleet of mobile service trucks ready at your disposal to maximize your uptime. Our highly trained service technicians are coupled with the latest technology and diagnostic tools.

Once you've found your perfect machine, let our friendly financing experts present our in-house financing options. We can create custom finance/lease solutions with flexibility for every budget, such as the ability to skip payments or seasonal requirements. You can also combine multiple truck and equipment purchases into one contract and one payment, making payments simple and organized.

## Thank you

Calling BC home since 1949, Inland remains a family owned company supporting local businesses through full-service, partnership support. We are incredibly proud to have helped shape BC's forest industry into the cornerstone it is today.

Thank you to all those working in the forest industry for keeping our communities strong and running.

Proudly BC owned and operated for over 70 years. Come visit any of Inland's 17 locations in BC and the Yukon.

[INLAND-GROUP.COM](http://INLAND-GROUP.COM)

# IT'S A HARD INSURANCE MARKET, NOW WHAT?

Over the past year, business owners have likely seen their insurance rates rise, premiums and deductibles increase, coverage reduced and the overall process of renewing their insurance programs become more difficult and time consuming.

The insurance industry is currently in the “hard market” phase of the insurance market cycle. Your broker has likely explained the cycle as insurers losing a lot of money over the past number of years and needing to charge more for the risks that they assume from the buying public. This is an overly simplistic explanation of a much broader issue for the industry.

After the financial crisis in 2008, it was safe to assume that there should have been a correction in the industry as the world's largest insurance company and several other firms would have gone bankrupt without a US government bailout; the exact opposite is what occurred. As interest rates declined to historic lows around the world, capital flooded into the market looking for a safe investment that would return at a reasonable rate. The industry became flush with capital, looking to be deployed into the marketplace. This caused historic competition for business amongst insurance companies. Rates went down; multiple insurers bid on risks under cutting each other; coverage broadened; and traditional underwriting of risk, ostensibly disappeared.

On the surface, the end buyer seemed to benefit; buying insurance was cheap and easy. Competition meant that rates likely did not go up even with the rate of inflation. Traditionally, insurers made money from both their investments and underwriting. As safe investments returned at lower and lower rates, underwriting at a profit became more critical. Once underwriting profit left the industry, it had to correct the market cycle and start charging more for insurance.

Typically, the cost of conducting business naturally goes up over time, which means that if a company wants to enjoy the same profit margin or an improvement year over year, the cost of services rendered, or capital deployed would also increase to the end user or purchaser. In the insurance industry the exact opposite occurred; profit became dependent, in part, on investment income rather than being driven purely by profit from underwriting or core business operations.

Over this same period of time, the insurance industry has grappled with an increase in the frequency of catastrophic incidents such as hurricanes, typhoons, forest fires and other natural disasters. New and evolving risks such as cyber-attacks, pollution liability, director and officer's liability, increasing litigation costs and other large losses have made things worse; and 2020 brought the unexpected challenge of COVID-19. The industry was not prepared for the fallout from a global pandemic, which increased claims and reduced premiums from businesses shutting down or operating at limited capacity. Increased losses combined with stagnating premiums and capital leaving the market could only lead to one place: a hard market.

A local business owner may say “so what, I am claims free, I do not operate outside of Canada, why should I pay more?” Simple macroeconomics suggests that what goes down must eventually go up, and that is exactly what is happening.

To mitigate your costs, communicate with your broker early to identify and understand any potential issues with your renewal. If you have been claims free with the same insurer for more than 5 years, you should expect a renewal at a reasonable rate increase. There are always exceptions to this rule.

The renewal process with your broker should begin 45-60 days ahead. In a hard market, underwriters require more detailed information and spend more time reviewing submissions. Be aware that in the absence of detailed information, underwriters will often assume the worst; therefore robust submissions will yield the most competitive terms. Complete and return any requested paperwork giving as much lead time as possible to allow your broker extra time to negotiate terms and navigate any challenges the market may present. If you have had claims over the past few years, understand why these losses happened and come up with a plan to prevent them from happening again.

Fortunately for TLA Members who participate in the exclusive equipment and liability affinity programs, they were designed to weather changes in market conditions and thus far have performed well in these challenging times. Though there has been a rise in rates, increases have been well below the industry average.

To successfully navigate a hard market, contractors need to be organized and communicate with their insurance broker. Understand how they work, what their process is and what they are going to do to help mitigate increases and reductions in coverage. The days of cheap and easy insurance are over for the near term, which makes the relationship with your broker and insurance company more important than ever.

*Chris Haag* is a partner at Wilson M. Beck Insurance Services Inc. specializing in risk management for general contractors, trade contractors and real estate development. With 25 years of experience in the insurance brokerage industry, Chris is well versed in all aspects of the insurance cycle, including the hard market.

*Ben Fitzpatrick* is vice president at Wilson M. Beck Insurance Services (Victoria) Inc., specializing in forestry and construction. Ben is the TLA affinity program liaison and has been working in the insurance industry for over 20 years.

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# SOLID SUPPORT FOR BC LOGGERS



It is a good thing that British Columbian loggers are a resilient group! The province's forest industry has been rocked by unprecedented market swings in the past couple of years—extreme even by forestry standards. And, while prospects have been generally more positive in the past six months, some uncertainty remains. Thankfully, while demand continues to fluctuate, prices are holding at record-high levels, driven largely by increased demand in the US housing market—both renovations and new starts—and strong softwood demand in Asia.

While some of the Asian demand is being met by increased exports from Germany (+54.2 per cent from January to Aug 2020, driven by bark beetle infestations in North Rhine-Westphalia), west coast loggers continue to get busier. And, even though the industry has passed peak demand for 2020 (prices reached over \$800 per 1,000 board feet in August), framing lumber demand is expected to remain strong in 2021.

"With ongoing labour issues resolving and major forestry companies returning to production, BC loggers are signing contracts and starting to produce once again," says Chris Cheney, vice president operations BC for John Deere Construction & Forestry dealer Brandt Tractor Ltd. "As a result, the demand for equipment is also recovering as contractors rebuild their production teams and refresh their fleets."

Amidst the uncertainty of recent years, Brandt has remained a stable, constant presence in the industry, meeting the needs of loggers in BC and across Canada through the country's only coast-to-coast-to-coast forestry equipment dealer support network—56 full-service branches in total, with 13 in BC.

**Brandt's approach to supporting the forest industry is built on five pillars:**

## 1 Absolute Support

In the forest, there's no time for downtime, so Brandt supports BC loggers with the best 24/7 after-sales support in the business. With more parts inventory, more field techs and more machine monitoring, nobody works harder to keep loggers up and running.

## 2 Productive Technologies

With Canada's short logging season, productivity is everything. Brandt helps loggers get more done with the latest technologies like TimberManager™, TimberMatic™ maps, JDLink™ and FleetWise™. These tools enable BC contractors to maximize loads on their forwarders; quickly transition between work shifts; track the status of their machines and much more giving them the productivity boost they need.

## 3 No-Risk Warranties

BC loggers can protect their hard-earned profitability with the latest OEM warranty programs, fully supported by Brandt, to safeguard their operation from the unexpected. Brandt's cost-protection strategies are designed help them manage operating cost variability and secure their bottom line with warranties that are always there when they need them.

## 4 Custom Products

The right tool makes any job easier and Brandt helps loggers to fine-tune their performance with the most dependable custom forestry attachments on the market. Brandt designs, builds, and

supports specialized grapples, couplers, thumbs, guarding and anything else they need to succeed. With the best support in the business and over 80 years of experience, BC loggers will always have a running head start with purpose-built attachments they can count on.

### **5 Flexible Financing**

With equipment finance, one size does not fit all, so Brandt tailors their financial solutions to meet the unique financing needs of logging contractors. Loggers benefit from a broad range of flexible in-house new and used asset financing options and Brandt's mobile finance team will meet them on their turf to find the right solution so they can succeed with financing that works.

As the logging industry in BC continues to weather up-and-down market conditions, new equipment options are making it easier for them to make the most of every opportunity. Brandt has a decades-long history with the complete lineup of forestry equipment from John Deere and delivers an unmatched inventory of equipment and replacement parts along with complete, full-service product support.

A direct result of the continued growth in BC's steep slope logging market, the new John Deere 959ML Shovel Logger is designed for felling and hoe chucking in difficult terrain. Available in one of two configurations from the factory—shovel logger or directional feller—the 959ML machine boosts productivity, even in the most challenging of applications.

"We are continuing to see loggers moving into steeper terrain, and, understanding the demands and unpredictability of these conditions, we want to provide them with equipment that is specifically designed for this challenging application," said Jim O'Halloran, product marketing manager, John Deere Tracked Harvesters and Feller Bunchers. "The new 959ML Shovel Logger leverages the top features from our M- and MH-Series models, including the best-in-class leveling control system, to produce a new machine specifically designed for steep slope operations. We are excited to bring a new solution to the market that helps our customers be more productive, regardless of where they work."

One of the key features of the 959ML machine is the boom geometry. Available in two configurations, the 11-metre (36-foot) live heel shovel logger boom and the 9.12-metre (30-foot) and 10.34-metre (34-foot) directional feller booms are specifically designed to ensure high performance in challenging steep slope applications. All boom options have excellent downhill reach capability, ensuring that each boom configuration can reach the downhill side of the ground, even at a full leveler tilt. Equipped with a strong, purpose-built live heel, the 11-metre shovel logger boom is designed to incorporate grapples up to 1.5 metres (60 inches) or mid-sized directional felling heads. There is also an option available to quickly switch between the two. The directional feller booms, available in either 9.12-metre or 10.34-metre reach, are specifically designed to support any large directional felling head applications. "Providing multiple solutions for steep slope felling and log handling is key to helping our customers become more efficient in these challenging applications," says O'Halloran.

The patented leveling control system uses sensor technology, maximizing the forward tilt angle (26 degrees forward), while electronically preventing any possible mechanical interference

when tilting to the side. The leveling envelope boundaries are set automatically, and the patented system provides a smooth transition when approaching the leveling limits.

The 959ML Shovel Logger is equipped with a powerful 9.0-litre John Deere Final Tier 4 engine, boasting 330HP and lower diesel exhaust fluid consumption. A proven solution, the John Deere engine results in lower daily fluid costs. The cab on the 959ML machine was designed with the challenges of the steep slope environment in mind. The roomy operator cab includes a large, upward viewing skylight and downward viewing window for increased visibility and awareness in challenging terrain. The high leveling capability of the patented system increases overall operator comfort and productivity, especially in severe downslope, tethered conditions.

The 959ML machine offers increased durability and reliability. The industry-leading, best-in-class serviceability design features full opening enclosures and walkthrough access. Additionally, standard walkways allow access to all areas of the enclosure without climbing down. With these features, maintenance is easier and faster, and there is no need to take the machine off the hill for service.

The 959ML machine can be equipped with a variety of optional add-ons specifically designed for steep slope applications, including a weld-on, tether-ready hitch field kit, slope indicator, and four-point seat harness.

With the industry continuing to move away from manual felling, Brandt is also excited to offer the FL100, a new large-class directional felling head from John Deere. The FL100 model provides customers with a larger, more durable directional felling head solution.

"Our customers are continuing to tackle more challenging terrain, and we want to provide reliable, durable equipment that is designed to meet their unique needs. As they seek purpose-built equipment for their operations, the FL100 will allow them to efficiently and safely fell in both unique steep slopes and traditional felling applications," said Jim O'Halloran, product marketing manager, John Deere Tracked Harvesters and Feller Bunchers.

The robust, durable design of the new FL100 makes it ideal for steep slope, shoveling, and traditional felling applications. Featuring increased grip strength, grapple capacity and shoveling performance, the FL100's grapple arm effectively handles both small and extra-large timber. The increased durability of the FL100 reduces potential downtime in tough conditions, while allowing excellent access to maintenance and service points.

Factory installed on the new John Deere 959ML Shovel Logger/ Directional Feller, the FL100 offers the ideal solution for felling and maneuvering timber in steep slope applications.

Brandt is pleased to deliver all these state-of-the-art forestry production solutions and more, together with their impressive support infrastructure—a constant in BC's logging industry, no matter what the economy dishes out.

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# THE BENEFITS OF A GROUP BENEFITS PLAN

The partnership between Johnstone's Benefits and the Truck Loggers Association offers comprehensive group benefit programs, designed specifically for TLA members. We provide

hands-on service in developing a plan that fits the business' and employees' needs and values, as well as being affordable long term. As a third-party administrator, Johnstone's Benefits bridges the gap between TLA members and the insurance company so employees will never need to wait on a 1-800 line for coverage questions or plan issues. Johnstone's Benefits manages program administration, offering dedicated personalized service and benefit support to TLA members and their families, assisting with onboarding and difficult claims.

The TLA benefits plan is accessible, effective, and sustainable. Offering a benefits program is fully tax-deductible for a company and is a tax-preferred method of compensation for employees.

Since 1994, Johnstone's Benefits has worked closely with the TLA and plan members to ensure members have access to a benefits program that offers a combination of top-tier benefits that keep costs in mind.



## Who is Johnstone's Benefits?

Johnstone's Benefits is a group insurance broker and third-party administrator, not an insurance company. Our staff is knowledgeable and approachable to help with administration, claims support, and ongoing plan management needs.

The TLA group benefits program is insured through Pacific Blue Cross (PBC), the largest not-for-profit insurer in British Columbia.

## I have provincial health coverage, why do I need group benefits?

The public provincial health plan is primarily focused on hospital services. As highlighted in the table below, many plan members and sponsors overestimate the extent of coverage provided through the public plan when compared to private group benefits plans.

Public provincial health plans also do not cover many supplemental health services such as paramedical practitioners, dentists, and medical supplies.

## Public drug plans are not on par with private plans

*Estimates of the number of drugs covered by private and public plans versus actual averages*

|                 | PRIVATE PLANS | PUBLIC PLANS |
|-----------------|---------------|--------------|
| Plan Members    | 6,610         | 6,520        |
| Plan Sponsors   | 7,456         | 7,183        |
| Actual averages | 11,000        | 5,000        |

## What are some of the unique features of the TLA group benefits program?

The TLA group benefits program is unique in that there are plan options to meet the needs of all members from the owner-operated

small business to large industry members with a diverse workforce. The TLA plan is comprised of a one- to nine-employee plan designed for small businesses, and a customizable 10+ employee plan. The TLA one- to nine-member plan offers coverage that would typically not be available to small businesses such as short- and long-term disability coverage. The TLA 10+ member plan offers full flexibility while providing rate stability and buying power through the TLA membership.

## How many employees are required to start offering benefits?

Because of the unique nature of the TLA's group benefits plan, even an owner-operated company without additional employees can enrol in the plan. The coverage is more comprehensive than a personal health and dental plan you might come across with an insurer, and a medical exam is not required to obtain coverage.

## Who is eligible to be part of a group benefits plan?

All full-time and full-year employees can participate in the TLA group benefits plan. An employee is considered full time if they work more than 20 hours per week on average. In some instances, coverage is available for seasonal employees, but is subject to insurer approval. If an employee has coverage through a spouse, they can choose to opt-out of the health and/or dental portion of the plan.

## Can retirees be covered for benefits?

Johnstone's Benefits and the TLA provide a health and dental program specifically for retired TLA group benefits plan members and their families. The retiree plan does not require any medical exams and provides multiple levels of coverage depending on the retiree's needs.

## What is a Health Spending Account and how does it help small businesses?

A Health Spending Account (HSA) is a Canada Revenue Agency approved tax-free allowance given to employees for health and dental expenses. With an HSA, you have a predictable fixed cost and benefit from the preferred taxation of running health and dental expenses through a corporation. HSAs have grown in popularity as it gives employees the flexibility to prioritize benefits that are important to them and their families and adds a greater level of cost predictability than a traditional insured benefits plan. We do not suggest providing an HSA on its own, but instead use it as a tool to supplement areas of a benefits plan such as paramedical practitioners' services or vision care.

## How do we make sure we are competitive in our industry?

Working with a benefits advisor or broker who understands your industry and market is a good way to ensure that your benefit plan is competitive. Johnstone's Benefits has experience with similar clients, we monitor benefit trends actively, and we have access to industry data.

*Marcus Acaster, Client Account Manager*

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# DRUG AND ALCOHOL USE SOARS DURING COVID-19

## HOW WILL YOU HANDLE THE THREAT?

Every business across the country has been affected by COVID-19. Provincial Health Officers, heretofore largely unknown creatures, have

become household names and in some cases media darlings. Sports figures and celebrities have been supplanted by people such as Dr. Bonnie Henry and Dr. Anthony Fauci.

At the time of writing, no one knew what the likely industry outlook would be in January 2021; uncertainty prevailed and likely still does. One thing that seems certain to continue through 2021 and beyond though, is the well documented increases in drug and alcohol use and, more worryingly, the new patterns of use that have developed since the initial lockdown in March 2020.

### Cannabis

According to many experts, the new normal will include increased use of mood-altering substances, including cannabis. Much more alarming than the initial spike is the emerging pattern of use which, as is commonly accepted, will soon create many health and social problems. My belief is that this change will also lead to increased threats to safety.

Dramatic increases in cannabis sales were reported in many jurisdictions at the start of the pandemic including a whopping 600 per cent increase in Ontario, and while this huge increase hasn't been maintained many sources are reporting a 40 per cent increase year over year including in BC.

A recent meme reflecting the situation goes as follows: "If you had told me 10 years ago that the government was going to pay me to stay home and smoke pot, I would have called you crazy". According to statistics, this is the reality for tens of thousands of people across the country.

### Alcohol

As with cannabis, alcohol sales have also escalated and drinking patterns for many have changed to include day-drinking. This has become more commonplace as the line between what is and isn't acceptable has been blurred as a result of weeks and months of not working, and "wine-o-clock" is getting earlier for many Canadians.

On October 20, 2020, Statistics Canada released a report that confirms a dramatic increase in alcohol sales. The demographic most affected is men aged 24 to 55, which constitutes a large part of the forest industry's labour supply. This will be of obvious concern to the reader.

Additionally, a report from the Canadian Centre on Substance Abuse and Addiction summarized the impact of increased alcohol consumption as follows:

"In Canada and globally, the immediate fear of going without alcohol seems to have taken priority over concerns about developing alcohol use, diseases and disorders or experiencing domestic violence. This designation is a stark reminder of the efforts needed and the

challenges ahead to implement policies and regulations to reduce death, disease and injuries caused by the harmful use of alcohol." (my emphasis)

### Illicit drugs

Many agencies in the US and Canada report that illicit drug use has also increased with a major spike in overdose deaths in BC and elsewhere. The overdose rate is thought to have been affected by a change in drug supply routes and an increase in users outside of the normal cohort. There has also been an increase in the use of Fentanyl by drug dealers (mixing or cutting it into other illicit drugs) and by direct consumption, something almost unheard of a few years ago. One US agency cites a study which revealed a marked increase in opioid use as well as methamphetamines and to a lesser degree, cocaine, with Fentanyl continuing to lead as the cause of death.

### Employer Takeaways

As an employer, you need to exercise a heightened awareness of the health and safety threats posed by the documented increases in substance use.

This concern applies primarily to those employees who have been off work with little to do and a great deal of stress to manage; but don't ignore those who have continued to work in that their home life may have been disrupted by COVID-19 as well.

### My recommendations include the following:

- 1 Communicate with all your employees, including those that have been laid off, highlighting the current trend as it relates to their health and safety.
- 2 If unionized, work with your local(s) to get the word out.
- 3 Dust off your employee and family assistance program and make sure that employees of all ranks are aware of what services are available.
- 4 Meet with returning employees and outline the help that is available, if needed, as well as your drug and alcohol policy and expectations set out therein.
- 5 If you don't have a drug and alcohol policy, now is the time to get one.
- 6 Consider testing for pre-employment and returning workers if you are not already doing so.

With so much uncertainty in the world and without a timeline for a return to normal, it is unsettling to know that many of the pandemic's consequences will last long into the future, including changes in drug and alcohol consumption and patterns.

**Contact me directly if you would like assistance in addressing your needs and please join me for my webinar on Wednesday, January 13 at 9 a.m.**

Tom Yearwood, LLB - President & CEO

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DENNINGHEALTH.CA

# INTEGRAL EQUIPMENT'S ALPINE SHOVEL YARDER HITS THE SLOPES

With a primary focus on customer service, Integral Equipment is proudly supporting the unparalleled and globally tested Alpine Shovel Yarder.

The Alpine Shovel Yarder is the fastest and most powerful hydraulic yarder on the market today. Powered hydraulically, it also includes a hydraulic-mechanical interlock. In combination with the Alpine Grapple Carriage, this forms a complete guy-less swinging grapple yarder.

Alpine's latest model is a two drum running skyline hydraulic-mechanical interlock system which mounts on an excavator, mated with the Alpine Grapple Carriage. Without needing guy lines, this swinging yarder system can yard 450 metres with a 3/4" super swage haul back and mainline. It fully meets all the safety regulations to yard both uphill and downhill.

Alpine's winches drive system is what sets it apart. Technology in the winches provides smooth lift, high speed and braking, all without producing excessive hydraulic heat or wear and tear.

Salmon Arm based Integral Equipment supplies Alpine products to North America. For more than two decades Alpine Logging has been building shovel yarders, and has over 70 units worldwide, succeeding in regions as diverse as Chile, Malaysia, Europe, New Zealand, South Africa and Australia.

Integral Equipment is focused on supporting contractors in this changing industry by bringing the best steep slope solutions to the North American market. Our goal is to provide contractors with globally proven innovative solutions.

Our Alpine yarders have several key differences from other alternatives and include many extras.

The overall high quality of our winch package is demonstrated by our large motors and the quantity of them for more pulling power. We have a technologically advanced interlock which can capture braking energy and redirect that energy into lift and drive to limit wear and tear. This is matched by the large gearset in our interlock.

We mount our winches over the top of the engine which allows the carrier to remain at its original length and allows the Alpine Shovel Yarder to work on steep cuts without interfering in the cut of the bank. Winches are mounted with a hydraulic ram to tip them up for easy access to the carrier.

Alpine's tower package is also optimized for the contractors, with sheaves that swivel to follow the cable direction. This lengthens cable life and is helpful when swinging wood to the side of the carrier.

An impressive light package lengthens the working hours, which is a benefit in our winter months.

Our counterweight has been transformed into an extra fuel tank, to lower the overall weight and to ease low bedding, with the side benefit of keeping more fuel on site.

Alpine's other models include a hydraulic interlock package useful for smaller wood and a live skyline package for uphill only.

Then there are the carriages, which are outfitted with cameras and radio controls. Currently we have the Alpine Grapple Carriage and are adding the Alpine Motorized Grapple Carriage. The



Thanks to Groot Bros Contracting Ltd / West Point Rail & Timber Co. Ltd for the recent purchase of an Alpine Shovel Yarder.

mechanical carriage provides better durability and more jaw opening for less weight while the motorized carriage simplifies operator controls.

Del Penner created Integral Equipment to fill a need he spotted in North American contractors while looking to expand his own harvesting operations—the need for an effective and versatile yarder. A yarder that is operator friendly and very mobile. Del found this in the Alpine product line. Developed by loggers and time tested in international markets, all Alpine lacked was support in North America. Integral Equipment is filling that gap with a primary focus on contractors' needs. Coming from a logging background, Del is intimately aware of the importance of good customer service. His goal is to better our industry; make it more efficient, safe and environmentally friendly, while assisting in the longevity of the industry.

Being personally involved in the forest industry for the last three decades, Del has a keen understanding of what is important for contractors, particularly when operating in steep slope situations. Del shifted his focus to manufacturing and teamed up with Alpine Logging, an innovative company from South Africa, to tap into their proven steep slope technology.

Logging can be a challenging industry and Integral Equipment is providing solutions through the unparalleled Alpine product line and an impressive focus on contractors' needs—solutions that improve efficiency and production, while putting more in the contractors' pockets.

Visit our website or find us on [f](#) [i](#) [v](#)  
for more information about how we can help you.

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