

SUMMER 2010



WORKSITE JOURNAL

Plant manager: Deere skid steer helps new asphalt plant run smoothly



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Emission compliance: We're on it!™

If you work on the West Coast or certain high-density population areas, emission compliance is likely already a major part of your life. And as you probably already know, rapidly changing engine emission regulations not only impact large construction equipment, but smaller compact equipment (under 100 hp) too, including skid steers, compact track loaders (CTLs), and compact excavators.

In 2012, Interim Tier 4 non-road emissions regulations come into effect for 75- to 174-hp machines. Final Tier 4 regulations become effective for 25- to 74-hp equipment in 2013. These machines are getting large particulate matter reductions, along with some NOx reduction. Machines in the 75- to 174-hp range get a further substantial NOx reduction for Final Tier 4 in 2015.

John Deere is committed to meeting these deadlines with the same "We're on it!" mindset we had for meeting Tier 3. As a company that's been working on lowered engine emissions since 1967 — even before government regulations were set — John Deere takes emissions compliance very seriously.

In fact, the entire Deere CWP lineup meets Tier 3 regulations today, and some models (including 27D, 35D, 50D, and 60D Compact Excavators; 318D, 320D, and 326D Skid Steers; and 319D and 323D CTLs) meet Interim Tier 4 requirements. And we expect our Tier 4 engines to continue to lead the industry in performance and fuel economy. In fact, our current 17D Compact Excavator is already certified as Final Tier 4.

Plus, your John Deere dealer has your back when it comes to providing the support and information you need. They offer a suite of solutions to help you meet emission requirements, including a review of your fleet and emission-reduction strategy, machine and engine replacement, rental equipment, and retrofitting solutions.

John Deere also offers a huge amount of helpful information online. Visit our website (www.JohnDeere.com) for a link to our John Deere Emission Solutions page (www.JohnDeere.com/emissions) and get access to brochures, videos, training courses, and other information.

You can count on John Deere and your John Deere dealer as your trusted partners for emission solutions, today and into the future.

Sam Norwood
Manager, Commercial Worksite Products



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More to the story

Holding down the fort

Watch a Deere skid steer hold its own at a new asphalt plant.

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"D"elighted

Learn how the new D-Series CTLs "D"eliver for a D.C. contractor.

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Step on the gas

See a service-station contractor put the pedal to the metal.

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Rainmaker

When it comes to building irrigation systems, Deere compact machines reign.

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Get Connected: Mulching Head

Watch a Worksite Pro™ Mulching Head take a big bite out of trees and stumps.

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Tell Us Your Story

Do you use a John Deere skid steer loader, compact excavator, compact loader, or tractor loader backhoe to improve productivity? Tell us how and where you use it. We'd love to share your story with others. If we use your story in DigDeeper or one of our print publications, we'll send you a free gift.



***Now battling cleanup.** With its compact size, the 325 is perfect for cleanup and other miscellaneous tasks around the plant.*

HOLDING DOWN the FORT

John Deere skid steer loader helps keep new Fort Myer asphalt plant running smoothly

Fort Myer Construction Corporation has been breaking new ground around the greater Washington, D.C., area since 1972 — the company is the city's leading contractor for building and maintaining streets and underground utilities. A few years ago, the company broke ground on a new state-of-the-art 400-ton-per-hour drum-mix asphalt plant, which recently commenced operations. This plant, along with the company's existing batch plant, can produce 350,000 tons per year — enough asphalt to supply the roughly 50 crews who build and maintain over 100 miles of streets, roads, sidewalks, parking lots, and other infrastructure.

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“Our 325 can get quickly in and out of tight spots, so it really two or three men constantly cleaning up, now we need just efficiently and quickly. It does an excellent job.”



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“The plant is very environmentally friendly and a very positive addition to supporting the infrastructure of Washington, D.C., and the metropolitan area,” says Executive Vice President Lewis Shrensky.

Visit the new plant and you’ll immediately notice a large John Deere 844K Loader taking charge of loading feed bins and trucks. Following in its tracks like a young up-and-comer trying to impress the boss is a John Deere 325 Skid Steer Loader, which plays an important role in keeping the impressive plant safe and clean. Take a tour of the plant and you’d swear it must have opened yesterday.

The skid steer is particularly adept at cleaning up under the bins and the conveyors that load aggregate into the plant. Using the Quik-Tatch™, the skid steer can quickly switch to a broom attachment to make a quick sweep of the plant’s yard.

“With its compact size, the skid steer works extremely well for cleanup and other miscellaneous tasks around the plant,” says Shrensky. “It can get underneath bins and around the various conveyors, gates, and silos without any problem. And it’s very reliable. We’re very pleased with it.”

“Our 325 can get quickly in and out of tight spots, so it really reduces manual labor,” adds Fleet Manager Dale Warner. “Where we used to have as many as two or three men constantly cleaning up, now we need just one man with a skid steer loader, which works much more efficiently and quickly. It does an excellent job.”

Compact excavators on demand

Fort Myer also rents John Deere compact excavators, typically 50D or 60Ds. For extra-tight utility or concrete work, though, it can usually get a compact excavator from the local John Deere dealer within a couple of hours.



reduces manual labor. Where we used to have as many as one man with a skid steer loader, which works much more

—Dale Warner, Fleet Manager, Fort Myer Construction

“Deere dealers have been excellent in responding to my needs as a fleet manager in terms of service and technical support,” says Warner. “They are always there when I need them, they solve my problems, and I have nothing but good things to say. They’ve been very, very responsive.”

Parts availability is superior, too, according to Warner. “The majority of wear items are readily available. And any parts we need to order we have by the next day.”

In addition to dealer service and support, uptime is critical, as most of Fort Myer’s jobs are on a tight deadline or are emergency work. Deere machines average over 96-percent availability.

“We have high visibility within the metropolitan Washington area, and it doesn’t look good if a machine is broken down,” says Warner. “And our customers, which include federal, state, and local governments, won’t accept excuses. Deere equipment continually delivers high uptime — and that’s what it’s all about.”

National treasures

In addition to building and maintaining streets, roads, bridges, and underground and electrical utilities, Fort Myer has worked on many high-profile projects in D.C., Maryland, and Virginia — including the Vietnam Veteran’s Memorial, Andrews Air Force Base, the U.S. Capitol, the White House, and the new Washington Nationals Baseball Park. It’s currently working on the ongoing construction of the Martin Luther King, Jr. National Memorial on the National Mall.

Fort Myer has been a strong and loyal John Deere customer for 38 years. One of the company’s first major projects was replacing the sidewalks in the courtyard in the center of the Pentagon using a rented John Deere backhoe

loader. Soon after, the company bought its first of over 100 John Deere backhoes.

“If I were to ever tell my people I’m not going to buy another John Deere machine, I’d have a riot on my hands,” says Shrensky. “My foremen, superintendents, and operators all insist on the latest John Deere models. They all say, ‘I want the latest John Deere.’ They’re really strong about that. We’ve just been very happy with them.”

Shrensky and his partner, Jose Rodriguez, founded Fort Myer in 1972. The company started out as a home-improvement contractor with five employees. “We put an ad in the newspaper that said, ‘Patios and driveways by European craftsmen — all work guaranteed,’ and the phone actually rang,” recalls Shrensky.

The company began to grow after it cornered a niche market: contracting with pool contractors to build pool decks. The company’s big break came when it received its first major contract in 1974 to work on the city’s new Metro Subway system. Today the company employs approximately 700 people in its five divisions: bridge, paving, concrete, utility, and electrical.

“In trying to be a good businessman, I want to be responsive to my employees’ needs, and they all want the most productive machines,” says Shrensky. “And that means a better bottom line for our company.”

“John Deere equipment has not disappointed us. It has been a strong tool in the success of our business. It is equipment we can always rely on.”

Fort Myer Construction is serviced by Standard Equipment, Baltimore and White Plains, Maryland.

Fort Myer Construction owns one of the largest fleets of John Deere 710 Backhoes in the country, with almost 50 machines.

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“D”elighted



New D-Series machines survive storm of the century — and impress D.C. contractor

Across one of the walls at AllSite Contracting's office in Manassas, Virginia, appears an age-old adage: "Failing to prepare is preparing for failure." That's a big reason the company runs over 70 John Deere machines: Their unrivaled dependability helps AllSite ensure they always come to a jobsite prepared.

Yet, no one in the greater metropolitan Washington, D.C., area was quite prepared for "Snowmageddon" — two blizzards that blanketed the Mid-Atlantic Coast last February with up to 40 inches of snow.

AllSite took delivery of their new John Deere D-Series machines — 319D, 323D, and 329D Compact Track Loaders (CTLs) — between the two storms, which happened just days apart.

The machines immediately reported for snow-removal duty, which AllSite does for the Virginia Department of Transportation. The machines worked alongside AllSite's other John Deere equipment 24 hours a day for six days straight.

"The three D-Series machines did fantastic and really helped us," says President Rich Burgess. "That was huge because we were pushing the limits of everything we owned to help dig people out."

The new machines played an important role in helping people in the communities that AllSite serves. In one neighborhood, emergency staff were able to reach and save a heart attack victim after AllSite had cleared the roads. In another community, the CTLs helped clear seven-foot-high drifts to ensure help could reach a woman having a baby. Elsewhere crews cleared a path so a 911 operator could get to work.

"We hired the right dependable people and bought the right dependable equipment," says Burgess. "And we may have helped save lives."

All sites, all the time

Another wall at AllSite's main office reads, "Every job is a self-portrait of the person who did it. Autograph yours with excellence." AllSite has been autographing jobsites with Deere skid steers for over seven years.

AllSite owns 38 John Deere skid steers and CTLs, which help the company provide the broadest range of site services to the builder community in the greater D.C. area. The company does site-utility work for home builders, general contractors, property managers, and homeowners.

"We use skid steers every day, whether it's to help grade up to curb lines, carry materials, or clean up at the end of the day," says Burgess. "Every aspect of a job will be touched by a skid steer somewhere along the line."

To get the job done, the skid steers can hook up to a wide variety of AllSite's attachments, including

buckets, brooms, augers, snow blades, and grading attachments, among others. "The skid steers' uses are infinite."

Easy "D"ecision

D-Series Skid Steers and CTLs incorporate numerous customer-inspired enhancements that boost productivity, comfort, and serviceability. The CTLs boast unmatched performance in every significant category, with more breakout force, ground speed, and bucket capacity.

"They have everyone beat on power and speed," says Burgess. "They have intuitive controls and are extremely user-friendly. I wanted a stronger, faster, and more comfortable machine, and that's what I got. They are impressive machines in every respect."

A key reason that AllSite is converting over to D-Series machines is operator comfort. "Operator efficiency is so important. We're competing with other companies, and we're all trying to get an edge. I subscribe to the theory that if your operators are comfortable, they're concentrating on work — not on being too hot, too cold, or too tired. And these machines are very comfortable."

Fatigue-beating improvements include roomier operator stations, quieter pressurized cabs with best-in-class visibility, and curved-glass swing-out doors. "I'm six foot, four inches, and haven't missed many meals. Most cabs are very uncomfortable for me. There's a lot more space and legroom in the (D-Series) cab, so I'm much more comfortable. I'm confident my operators will be more efficient and focused on the task at hand."

AllSite's machines are equipped with optional EH joysticks with selectable control pattern and variable boom and bucket settings. "Operators can set the control patterns from ISO to H-Pattern, which is great for our operators who are used to pilot controls."

Available on joystick-equipped machines, the EH Performance Package lets operators customize

STEP ON THE GAS

SERVICE-STATION CONTRACTOR REVS UP PRODUCTION WITH DEERE COMPACT EQUIPMENT

Building a gas station is trench warfare — in every direction are trenches for electrical, piping, tanks, and dispenser islands. Service-station contractor Kevin Hartson, owner of PrimeTime Services, Shortsville, New York, switched from larger construction machines to compact equipment — including two John Deere 320 Skid Steer Loaders, two CT322 Compact Track Loaders (CTLs), one CT332 CTL, and 35D and 50D Compact Excavators — because he found them much more productive when battling trenches and other obstructions.

“It’s very difficult to get around with a bigger piece of equipment,” says Hartson. “Being able to maneuver in small areas is crucial, so it’s very important to run small equipment.”

“The performance of John Deere equipment in our line of business has been exceptional. And the visibility of the machines is great, so we can easily get around tanks, dispensers, and other obstacles.”

Plan of attack

PrimeTime serves a large swath of western New York that includes Rochester, Buffalo, and Syracuse. The company builds and services fuel stations of every sort — from one-dispenser bus-filling stations to convenience stores to full-blown truck stops. The company installs tanks, pumps, piping, dispensers, canopies, fire-suppression systems, electrical systems, and tank-monitoring systems — everything needed to make sure the facility runs smoothly and safely.

PrimeTime’s three-pronged assault of a jobsite includes skid steers, CTLs, and compact excavators. Skid steer loaders feed the supply lines, loading materials back behind the front lines at the main office. They are also called onsite to lay fuel lines, among other duties.



“Compact excavators are a critical part of our business — absolutely essential for what we do. We work in so many small areas, behind and beside buildings, near dispensers, backed up into corners — places you just can’t get large equipment.”

*Kevin Hartson, owner,
PrimeTime Services*



The CT332s are PrimeTime's "tank" division — one of their main jobs is helping to install fiberglass gas tanks. "The tracks are indispensable for us," explains Hartson. "We use pea stone and sand to install the tanks, and the tracked CTLs go right through it, unlike rubber-tire machines, which get stuck. We also use the CTLs to move a lot of wet, heavy, contaminated soil, and they excel in muddy conditions.

"The pushing power, lift height, and lift capacity of the CTLs are unequalled. And the controls are extremely responsive, which is important because we do many things that require a lot of precision, such as setting dispensers, submersible pumps, and tanks. There's no margin for error."

Call to arms

When Hartson needs to call in the heavy artillery, he calls on his compact excavators. Using breakers and thumb attachments, they remove concrete, piping, and other debris found on jobsites. And of course, they dig the numerous trenches and holes needed for installation.

"Compact excavators are a critical part of our business — absolutely essential for what we do. We work in so many small areas, behind and beside buildings, near dispensers, backed up into corners — places you just can't get to with large equipment.

"Plus the power is exceptional on them, and the controls are very precise. They've eliminated a lot of hand labor, for sure, cutting it down by more than half."

And just because the machine is compact doesn't mean it's not comfortable. PrimeTime's 35D and 50D are both equipped with heated and air-conditioned cabs. "They're very comfortable to run for extended periods of time, and we run them all day long, every day of the summer."

PrimeTime keeps plenty busy, working on two large projects and several smaller projects at any given time. Hartson needs machines he can absolutely depend on. "Deere machines never break down. They just run and run and run."

Simple to service, too, which also helps maximize uptime. "Daily service and periodic maintenance are a breeze. Filters and grease fittings are all very accessible. John Deere machines are very economical and low-cost to run."

John Deere parts and service support also ensures PrimeTime gets the job done on time. "Parts availability is excellent — they're either in stock or you get them the next day. And our John Deere dealer is always there for us. They are just a great asset to our company.

"John Deere has treated us very well. We've had great success with their equipment, and the support is excellent. We couldn't be happier."

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your story!**

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Keeping the job on track. Pea gravel, sand, and muddy conditions are no problem for the CT332.



RAINMAKER



“We use the 320 Skid Steer for just about anything imaginable — this one machine does it all.”



Chuck Biffar, owner,
Turfbuilders Irrigation

Amidst rough economic waters, Chuck Biffar, owner of Turfbuilders Irrigation, Inc. of Omaha, Nebraska, hasn't had trouble keeping his business afloat. He and his full-time staff of 15 go full-steam-ahead year-round, adding seasonal help during the spring and summer.

Turfbuilders has been installing irrigation systems for residential and commercial clients since 1982. Biffar has always serviced everything he installs, but about 12 years ago, he realized that by expanding his maintenance services — including spring turn-ons, winterization, and monthly inspections — he could achieve a steady source of revenue when installations were lagging. Today maintenance represents 30 percent of his business.

Another key to Biffar's success has been John Deere compact equipment, which has helped maximize productivity and uptime at low daily operating costs. Turfbuilders uses its 320 Skid Steer, 35D Compact Excavator, and 110 Tractor Loader Backhoe (TLB) to handle irrigation as well as utility work. “Our Deere machines handle anything we throw their way. They can't be beat.”

Deere makes a splash

Biffar's company handles almost every type of job within a 100-mile radius of Omaha, including residential lawn sprinklers, commercial installations, athletic fields, municipal projects, and utility work.

Biffar bought his first piece of John Deere equipment, a skid steer, five years ago, after a dealer brought one by for a demo. “I liked the maneuverability and incredible versatility with all the different attachments you can hook it up to,” he says. “I was immediately hooked, excuse the pun.”

The 320 is used to haul dirt, backfill, and move trees and building materials. “It's the perfect size and has more than enough power. And it's incredibly stable — from steep slopes to flat terrain, it does everything we need it to do.”

With the Quik-Tatch™, operators can easily switch from the bucket to other attachments in no time flat, including a compacting wheel for compacting trenches. “We use it for just about anything imaginable — this one machine does it all.”

Irrigation contractor pours on the productivity with the help of Deere compact equipment

Pit boss

Turfbuilders uses its 35D Compact Excavator to install water-meter pits for city water mains and large commercial irrigation projects. It's also used on utility jobs for installing manholes and digging. Operators can switch between a bucket, plate compactor, breaker, or auger — whatever is needed to get the job done.

The first time Biffar used a 35D was to dig a hole for a pool next to a friend's house. "There was virtually no room, but with its zero-tail-swing, the 35D could rotate without banging into anything."

Once he got his feet wet, so to speak, Biffar immediately recognized the potential of the 35D for irrigation projects. It is the perfect size for the work they do. "Any bigger, and it would have been a little tight in some of the areas we work. Any smaller, and we wouldn't have enough power for bigger jobs such as meter pits. The 35D has plenty of muscle for its size, and it's as rock solid as the day we bought it."

Hole patrol

The latest addition to Turfbuilders' lineup is the turf-friendly 110 TLB. "It's the perfect combination of capability and compact size," says Biffar. "It has a

lot of horsepower to do the job, yet can easily get into the areas we need to work."

Directional boring crews use the 110 TLB for potholing, digging catch holes for drill rigs, and setting pole boxes next to fiber ducts. The LoadMatch™ load-sensing drive system (similar to the hydrostatic drive used on Deere crawlers) minimizes stalling and maximizes productivity. Plus, it's super versatile, with standard skid steer mounting plates that accept skid steer attachments in front.

"I like the hydrostatic feature," says Biffar. "And like any tractor, it's easy on turf, so we can easily work on existing grass areas without tearing them up."

Uptime is important to Biffar's success. "If we're working on equipment, we're not making money, bottom line. The reliability of Deere equipment has been phenomenal for us — we really haven't experienced any breakdowns.

"Deere machines combine high uptime with good fuel efficiency, so they're low-cost to run. Plus they're versatile and easy to use. They give us everything we need to succeed."



No problem fitting in. The newest addition to Turfbuilders' lineup is the 110 TLB, which provides the perfect combination of compact size and ample horsepower.

Liquid asset. Turfbuilders' 35D is used to install water-meter pits for city water mains and large commercial irrigation projects.

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machine performance and response to personal preferences. “You can limit the top speed for new operators, so they’re not trying to run more machine than they’re comfortable with. Experienced operators can set the machine to production mode to achieve maximum productivity. It’s just a great, great feature.”

The EH joysticks come equipped with a floor-mounted foot throttle. “It’s really advantageous when you’re going from a detailed area to a production area — it gives you the dexterity you need. Operators are familiar with the gas pedal they use in their car every day, so they are comfortable with it right out of the gate.”

D-Series “D”elivers

Another wall at AllSite reads: “Promise only what you can deliver, then deliver more than you promised.” AllSite’s John Deere dealer has done just that since AllSite made its initial purchase seven years ago.

“John Deere has lived up to everything they said they would do and more. The dealer has delivered on its promise of seeing us through any downtime and problems. And the skid steers and CTLs are dependable and provide the power we need to get the job done — plus they keep evolving to meet our needs. That’s why we’re a John Deere company.”

To view video,
visit **DigDeeper**.



AllSite Contracting is serviced by James River Equipment, Manassas, Virginia.

TechTips

Oil analysis just got more affordable

If your guys aren’t doing oil analysis because they’re worried about expensive fluid-analysis kits, check this out: Deere now has a lower-cost fluid-analysis kit that meets warranty requirements.

You can use the universal test kit for engine oil, hydraulic fluid, or powertrain lubricant testing.



Here are the specific test results gained from the kit:

Spectrochemical analysis — levels of wear metals, contamination, and additive levels

Viscosity

Crackle test for water in engine oil samples

Water by Karl Fischer Test for hydraulic/hydrostatic samples

Fuel dilution

Fuel soot

Presence of raw coolant

Total Base Number (TBN) — Extended drain indicator

Total Acid Number (TAN) — Extended drain indicator

Particle count — Reported in 4/6/14 and actual count formats



Get Connected >> **WORKSITE PRO™** Mulching Head

Mulching woody material in the forest is easy with the **Worksite Pro™ MH60 Mulching Head**. Remove up to 8-inch-diameter trees or shred underbrush into beneficial mulch in just minutes. The mulching head works well below soil level, too, for chewing out up to 12-inch stumps.

With a 60-inch opening and 36 teeth, the high-capacity rotor takes big bites out of trees and stumps. Rotor torque is balanced to deliver superior large-material knockdown and shredding performance. Internal counter-combs help shatter incoming material, creating a finer mulch.

A hydraulic brake stops the rotor in less than 10 seconds, eliminating the “freewheeling” common with other designs while allowing an operator to exit quickly, if necessary.

Smooth rotor performance reduces material drag and horsepower requirements, and the hydraulic system

maximizes available hydraulic horsepower. A prominently positioned gauge lets an operator easily monitor hydraulic operating pressure, for increased efficiency and reduced stalling. For extra protection, an internal valve eliminates return-oil pressure spikes during stalls.

The severe-duty design employs 2½-inch sealed rotor bearings and double carbide-tipped teeth for long-term durability. A heavy-duty push bar helps protect the carrier, and can be used to topple trees or brush. Plus an in-line cooler reduces hydraulic system heat for efficient operation in high-ambient-temperature conditions.

Like all Worksite Pro attachments, the mulching head is optimized to work with John Deere skid steers and compact track loaders. See your local John Deere dealer for details.

To view video, visit [DigDeeper](http://DigDeeper.com).

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Unleashed.

Last year we put our new skid steers to the test in five rounds of knockdown, drag 'em out battles against some pretty tough competition on a closed course. This year, we're taking it on the road with more head-to-head duels and brand-new opportunities for YOU to jump into the driver's seat to see for yourself why John Deere has what it takes to be number one. Be on the lookout for more details.



JOHN DEERE

**THE ULTIMATE SKID STEER
SMACKDOWN**
skidsteersmackdown.com Season **2**