

INSIDECONNECTION

FALL 2005

COMPACT EDITION



JOHN DEERE

4. Track Stars

8. Victory Lane 10. Turn Up the Volume 12. Rent-a-Star 15. Get Connected >> Roller Level



digdeeper[™]

See inside for details.



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INSIDETRACK

At your service.



Why do so many contractors choose John Deere Commercial Worksite Products?

A major reason is dealer support. Quite simply, it doesn't matter how good a machine is if it's not available when you need it because you are waiting on maintenance, parts, or repairs that are not delivered in a timely manner.

John Deere products are backed by industry-leading parts and service. Our dealer network sells and supports our growing line of compact equipment, which includes our new Compact Track Loaders, 300 Series Skid Steer Loaders, D-Series ZTS Excavators, the 110 Tractor Loader Backhoe, and the 244J Compact Loader.

With over 900 locations throughout North America, our dealer network is diverse. Yet they all share the same commitment to keeping customers up and running with well-equipped, certified technicians and outstanding off-the-shelf parts availability. If a part is not available when you need it, your dealer will have it by the next day if it is ordered before 5 p.m.

To find the dealer closest to you, visit our Web site at www.JohnDeere.com and click on the Dealer Locator. We are always at your service!

Roger Mohr
Director, Corporate Business Division

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Online now:

Dig Deeper Exclusive — CTL Photo Gallery

After you check out the feature story in this issue, catch even more shots of the CT322 and CT332 Compact Track Loaders in action.

More to the Story

Victory Lane

Watch the tight-turning 244J Compact Loader run circles around the competition.

[View Video Clip](#)

Turn Up the Volume

See more photos of customers turning up the stereo — oscillating stereo steering, that is.

Get Connected — Roller Level

See why the roller level is the perfect finish-grading tool.

[View Video Clip](#)

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 Dig Deeper or one of our print publications, we'll send you a free gift.

Meet the new CT322 and CT332 — the next generation of compact track loaders



Track Stars

The market for compact track loaders (CTLs) has exploded in the last few years. With their superior flotation, traction, and stability, CTLs can operate in conditions where skid steer loaders cannot, such as soft, wet, and steep terrain.

Yet many equipment owners are disappointed to discover that many manufacturers offer CTLs that are little more than tracked versions of their skid steer counterparts.

That's why the new CT322 and CT332 CTLs are purpose-built with rigorous CTL applications in mind, delivering exceptional breakout forces and tractive effort along with excellent flotation, unmatched stability, and faster ground speeds. These machines

excel in adverse working conditions and are the perfect tool for final grading on hillsides, landscaping, site development, and excavation in wet or dry conditions.

The CT322 and CT332 CTLs are more productive and have higher uptime with lower daily operating costs than any other CTL on the market. With best-in-class performance in almost every category, Deere has set the bar high, establishing the new benchmark for CTLs.

More than just a skid steer with tracks

John Deere CTLs incorporate all of the best-in-class advantages that have made John Deere skid steer loaders so popular,

including unsurpassed stability, visibility, serviceability, and breakout forces.

With increased pushing power and massive breakout forces, CTLs operate under much higher load factors than skid steer loaders. Because cooling requirements are greater, Deere CTLs are built with larger coolers. They also come with larger fuel tanks, so you can run longer without interruption. To absorb the higher loads, structures including the booms and upper links are thicker and reinforced. You won't find a tougher CTL on the market.

Longer life, lower cost

The track system on the new Deere machines is significantly more durable than competitive CTLs. Components are simply the hardest and longest lasting of any CTL.

The undercarriage features durable steel-reinforced rubber tracks with all-steel sprockets, idlers, and double-flange rollers. The CTLs also borrow the same durable bearing/seal design as Deere crawler dozers, with journal bearings for high-impact load conditions and metal face seals for superior life.

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By comparison, many competitors use rubber-coated rollers, which degrade, cut, and deteriorate into chunks of rubber. They also use inferior, less durable seals and bearings, resulting in shorter life.

A survey of Caterpillar and Bobcat owners reveals that their undercarriage life is much shorter than John Deere's — Caterpillar's last approximately 800 to 1,000 hours, while Bobcat's last 1,000 to 1,200 hours. In tests, Deere undercarriages lasted 1,200 to 1,500 hours in very abrasive environments.

Deere undercarriages not only last longer, they cost much less to rebuild. For example, it costs almost \$20,000 just to replace the parts on a Cat 277 undercarriage — a whopping 40 percent of the machine's initial value. Parts for the John Deere undercarriage cost half that much to replace. When you do the math, the cost difference is significant: \$20 per hour of operation to rebuild Cat's undercarriage compared to only \$7 per

hour to replace John Deere's.

Next-generation performance

Longer life at lower cost is a compelling reason to buy a John Deere CTL. Here's another: unmatched performance. In virtually every category John Deere excels with superior numbers in breakout force, tractive effort, stability, ground speed, and bucket capacity. (See chart at lower right.)

The proper match of boom and bucket breakout forces to the increased pushing power of a CTL is critical to ensuring superior performance. The CT322 provides 6,050 pounds of bucket breakout force and 8,000 pounds of tractive effort, for best-in-class digging and pushing power. The CT332 delivers massive breakout forces (11,600-pound bucket and 6,650-pound boom) and 11,300 pounds of tractive effort, for digging and pushing power that lead the industry.

The superbly balanced CT322 and CT332 are also terrific on sloped jobsites with their low center of gravity and high ground clearance. The patented vertical lift boom is another stabilizing feature that also delivers exceptional height and reach. (Put it to work in a truck-loading appli-

cation, and you'll never work with anything else.)

The ride is smooth, too, due to advancements in the undercarriage design. The front idler and roller move in tandem when track-tension adjustments are made. The diameter of the idlers is larger, further enhancing the ride. Plus, rollers are double-flanged and ride on the outside of the track, unlike Bobcat's, which ride down the center. Think of a bicycle riding down the middle of a railroad track over the ties instead of on the rails, and you get the idea.

Add to that faster ground speeds and industry-leading bucket capacity, and it's easy to see why these machines move significantly more material every cycle than any other similar-sized CTL.

And like John Deere skid steer loaders, the new CTLs offer industry-leading 360-degree visibility, along with a comfortable, sculpted seat and ergonomic armrests for daylong comfort and support.

Service is simple

Ease of service is the first stop on the road to lower daily operating costs. Simply swing open the rear door, lift the hood, remove the side shields, and tilt the operator station for all-around access to all components.

Tracks need to be inspected only every 50 hours. Adjustments are made with just a grease gun and a simple crescent wrench — no special tools are needed like on a Bobcat. Cat's complicated bogie system, by comparison, must be checked every other day and requires a lot of complicated wrench work to service. In addition, the John Deere easy-clean undercarriage shortens end-of-day cleanup, while reducing track wear due to excess build-up.

Other simplified maintenance features include 500-hour engine oil and filter service intervals, a never-adjust serpentine fan belt with automatic tensioner, and never-adjust hydraulic valve lifters.

Find out for yourself why the new John Deere CT322 and CT332 are truly the next generation of CTLs. Call us for a demo today.

Visit *Dig Deeper* to view more CTL images.



Not just a skid steer with tracks — these CTLs feature larger coolers and fuel tanks along with reinforced structures to keep up with the higher load factors.



1



2



3

1. With best-in-class breakout forces, tractive effort, stability, visibility, and flotation, the CT322 and CT332 deliver maximum productivity.
2. Faster ground speeds produce more cycles per hour than competitor machines.
3. The longer life, heavy-duty undercarriage features durable all-steel sprockets, idlers, and rollers. Deere undercarriages last twice as long and cost half as much to rebuild.

Key specs

	CT322	CT332
Gross engine power	66 hp (49.2 kW)	82 hp (61.5 kW)
Tipping load	6,400 lb. (2903 kg)	9,200 lb. (4173 kg)
SAE ROC @ 35%	2,200 lb. (988 kg)	3,200 lb. (1452 kg)
of tipping load		
SAE ROC @ 50%	3,200 lb. (1452 kg)	4,600 lb. (2087 kg)
of tipping load		
Bucket breakout force	6,050 lb. (2744 kg)	11,600 lb. (5262 kg)
with heavy-duty foundry bucket		
Boom breakout force	3,410 lb. (1547 kg)	6,650 lb. (3016 kg)
Ground speed	6.1 mph (9.8 km/h)	6.2 mph (10.0 km/h)
Tractive effort.....	8,000 lbf (3629 kgf)	11,500 lbf (5227 kgf)



Victory Lane

Tight-turning 244J Compact Loader races past competitors

Race-car drivers are always talking about being quick, as opposed to simply being fast. To be competitive on a winding road course, race cars need to have more than just high top-end speed. Countless hours go into setting up the chassis of the car so it can maneuver effortlessly through tight corners and hairpins.

Maneuverability is critical on cramped or crowded jobsites, and that's where the tight-turning 244J Loader will literally run circles around its competition. If you need a loader that's solid in the corners and can deliver fast cycle times, it's time to drop the green flag.

The 244J is fast, too. Travel speed is a best-in-class 19 mph, so the 244J has no trouble blowing past competitors on the straightaway.

Breakout force, reach, and stability are also best in class, and that means more productivity.

Le Mans start to productivity

To demonstrate our point, we pitted the 244J against comparable competitors: the Cat 906, the Volvo L25B, the Case 221D, and the Kubota R520. Each machine was timed on a winding road course complete with three tight hairpin turns.

First out on the track was the 244J, which maneuvered through each hairpin effortlessly. Its oscillating stereo-steering system combines machine articulation with rear-axle steering for a turning radius that's 20-percent tighter. Most of the other loaders had to do 3-point turns to get through the hairpins.

The 244J doesn't sacrifice lift capacity for maneuverability, either. While most other loaders oscillate in the center pivot area or on the two axles, the 244J oscillates in both locations, for better stability and handling. Its rear wheels turn in relation to articulation, which gives you tighter turns and a higher tipping load because the machine articulates less.

The 244J cruised through the course with an impressive lap time of 54 seconds. Its bucket remained steady through the entire run, and never once did it have to back up or lift the bucket to avoid the cones.

No contest

Next across the starting line was the Cat 906. Going into the first turn, we could see that it was not going to get through the course without backing up. It knocked down a cone in the first hairpin, and hooked cones in the second and third turns.

To navigate each turn, the operator also had to raise its bucket, which helped contribute to a miserable time of nearly two minutes — dead last.

The Volvo L25B followed. Like the Caterpillar, it had to back up to get through each corner. And like the Cat, it ran into the cones. It completed the course at 1:24 — 30 seconds behind the 244J.

The Case 221D fared exactly the same as the Volvo L25B, posting a lap of 1:24. Like the Cat and the Volvo, the Case needed to back up to make it through each turn. Like with the other loaders, the operator had to lift the bucket.

Could the smaller Kubota R520 do any better? Only marginally. At 1:10, the Kubota still took 25-percent longer than the 244J. Like with the other loaders, the operator had to lift the bucket.

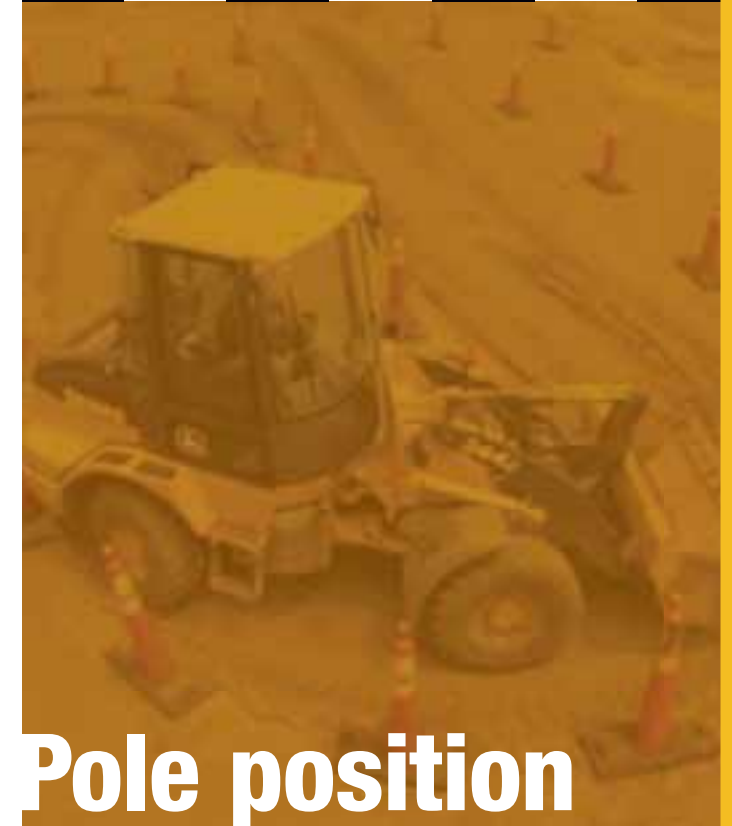
Only the 244J was able to make it through the entire course without lifting its bucket or backing up. The demonstration shows how the the 244J boosts productivity in close quarters.

Smooth moves

In another demonstration, we compared the ride of the 244J with the four competitors as they traversed a bumpy course. In a side-by-side comparison, the 244J clearly had the smoothest ride.

The 244J's oscillating rear axle and elastic articulation provides a smooth ride and superior load stability in rough terrain. Fourteen inches of ground clearance also ensure excellent mobility and a smoother ride.

See for yourself. Visit *Dig Deeper* to view video of these demonstrations.



Pole position

Lap times:

John Deere 244J	0:59
Kubota R520	1:10
Volvo L25B	1:24
Case 221D	1:24
Caterpillar 906	1:59



Turn Up the Volume

John Deere customers all over the country are turning up the stereo — oscillating stereo steering, that is. This unique feature gives the 244J the tightest turning radius in its class, along with excellent tipping loads for faster cycle times with less spillage. These versatile machines also deliver unmatched stability, performance, and operator comfort. As 244J owners will tell you, that means big-time productivity and low-cost uptime.

“We really like the stereo steering,” says Denny Collins, owner, Arrow Masonry, Chandler, Arizona. “The machine articulates at the pivot while the rear tires turn, so you can turn on a dime. Working around developments, we have to get into some tight spaces, and it works just great.”

Wave of the future

Arrow Masonry, a large family-owned company, builds retaining walls and foundations for large subdivision developments. It does the majority of perimeter block-wall fencing in metropolitan Phoenix and outlying areas.

Many of these jobs are miles long. Jobsites are characterized by rough, uneven, and tight terrain.

Critical to the success of these jobs is the ability to haul 3,500-pound pallets of concrete blocks around the jobsite. They use three 244Js to handle the work. “The 244Js have speeded up our work tremendously — we’re getting twice the production,” reports Collins. “They’re small enough

to get into tight spaces when we need to, yet powerful enough to handle the block.”

The machines are also used to move sand and for backfilling. All three units are equipped with a standard pin-type hydraulic coupler, so they can go quickly from buckets to forks.

The company had been using Case skid steer loaders, but found the John Deere compacts to be more productive. “Compact loaders are the wave of the future,” says Collins. “We’re planning on replacing the other machines with 244Js, one by one.”

When the Case machines are used, the block tends to slide off in difficult terrain, but the 244J’s ride-control option lets it travel over rough spots without losing loads. The boom lift cylinders also cushion the ride, which helps keep the blocks on the forks.

“Great feature,” says Collins. “It keeps the block from loosening up on the pallet and falling off. We have to wrap the block in plastic on other machines, but with the 244Js, we just scoop them up and go. Plus, visibility is better — the cab sits higher so you can see over the load much easier.”

Creating greener pastures

Jamie Simcheck, part owner of Meadowbrook Acres Sod Farm in South Lyon, Michigan, also appreciates the 244J’s superior visibility. The company owns two 244Js, which it uses to install sod on commercial and residential jobsites.

Previously, the company used a tracked Bobcat T300 to move sod, but switched due to poor visibility. “These pallets can be up to five-and-a-half-feet tall,” says Simcheck. “We easily see over them in the Deere machine. Plus Deere compact loaders have better lifting power, but are still small enough to cross concrete.”

The 244Js are fitted with forks to move pallets of sod, which weigh as much as 5,000 pounds. The loaders are also equipped with quick-couplers, so they can quickly switch to a bucket for cleanup or spreading topsoil.

The company originally purchased two JCB 407s Compact Loaders five years ago, but moved to Deere when the JCBs proved unreliable.

“There was always something going wrong with them, and on a job-site where I’ve got 15 guys waiting for me, the cost can really add up,” Simcheck says. “We haven’t had a single problem with our Deere machines — the JCBs would have broken down a dozen times by now. Just look at a John Deere, and you can tell it was built to last.”

According to Simcheck, you can also tell the machines are designed with the user in mind: “Deere obviously researched why a person would buy this machine and what they would need to do with it.”

His favorite feature is the single-handed, low-effort control of boom and bucket functions. “There are no cables to push or pull, so you

have more control,” he explains. “Sometimes a pallet of sod can be really unstable, and the joystick allows you to slowly finesse it.”

Quick-change artist

Mill of Blackhorse purchased its 244J when it saw how productive another store location was with one. The agricultural retail outlet in White Hall, Maryland, replaced its two Wrangler loaders.

The company uses the machine primarily for loading and unloading fence materials. “Our fencing business is really growing, and those bundles of fence boards and posts are too heavy for our forklifts,” says Ben Hushon, manager. “The 244J is much more stable, so there’s less spillage. Going over bumps or through grass and mud is no problem. It lets us work a lot faster.”



Denny Collins, owner, Arrow Masonry

The versatile machine also swaps its fork out for a bucket, which is used to move bulk fertilizer. “Being able to change from bucket to forks without having to get out of the seat is pretty nice,” says Hushon.

Hushon also appreciates the machine’s exceptional visibility, and likes how easy it is to run with its single-handed control and clearly visible, easy-to-read gauges. “We have a number of employees who need to hop on the machine when our regular operators aren’t available,” he says.

In the past, Hushon would have to tell someone to go out and unload the posts and boards. “Now we have three or four guys coming in early so they can drive the 244J,” he says. “Not physically fighting over it, but pretty close. It makes the job that easy — even fun.”

To find out how much fun you can have turning up production on your jobsite, see us today.

Visit *Dig Deeper* to see additional photos from these customers’ jobsites.

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244J Compact Loaders turn heads by cranking up production



Jamie & Paul Simcheck
Meadowbrook Acres Sod Farm

Rent-a-Star

John Deere is the clear choice among renters, from homeowners to large contractors

There are three ways to acquire new equipment — buying, leasing, or renting. Each has its advantages. The important thing is to weigh all of your options. The main advantage of renting is it gives you access to the latest equipment without the expenses of maintenance costs, taxes, loan interest, insurance, or idle equipment.

Why are John Deere skid steer loaders and compact excavators so popular among renters? Greater productivity is a big reason. Growing numbers of renters have discovered that John Deere machines simply have more power to get the job done. They also provide better visibility and are easier to use.

Power surge

Last fall, Bledsoe Rentals in Olathe, Kansas, replaced its lineup of competitive compact excavators with six John Deere 17ZTS and four 35C ZTS Compact Excavators. In business since 1988, the community rental center caters to homeowners and contractors. They have had great success renting John Deere skid steer loaders and were confident the compacts would also be a hit.

They assumed right. Since acquiring the units, utilization has almost doubled. “We can’t keep them in the store,” says William Saunders, manager. “They are out everyday.”



William Saunders, manager
Bledsoe Rentals



Renters like the 320's patented vertical-lift capability, which delivers exceptional height and reach.

Versatility is another reason. Available in a range of sizes, there's a machine that's a perfect fit for any application. And with nearly 100 models of Worksite Pro™ attachments available, these highly capable compacts can handle just about any task you throw their way. Rental companies like them because they are rugged and dependable and because of their unbeatable parts, service, and support — all an absolute must in the rental business.

Many renters include past customers who had stopped renting with Bledsoe because they had become dissatisfied with under-powered competitive machines. “I just delivered one this morning to a past customer who had started renting from one of our competitors,” says Saunders. “I called him to let him know about the new Deere machines and asked him to give one a shot. He did, and since then he's rented them at least a dozen times.”

The new machines have also attracted the attention of local municipalities. “We hadn't rented to them in the past,” says Saunders. “But after trying the Deeres, they now take them out two or three times a week to handle water-line repair.”

The machines are also popular with landscapers and contractors. And because Olathe is a rural community, they are often rented by farmers as well as homeowners, who use them to install septic systems, drain tile, and ponds.

Renters are impressed by the diminutive machines' ample power. “We have hard, compacted clay and a lot of rock in our area,” notes Saunders. “We're always hearing from our customers about how Deere machines have the power needed to get the job done.”

Renters also like the compact excavators because they are easy to operate. Low-effort pilot controls provide smooth, combined-function performance. An ergonomically correct design helps operators get up to speed quickly. “Customers also like the ability

Customers also like the machines' industry-best 360-degree visibility and patented vertical-lift capability, which delivers exceptional height and reach.

An important reason Bledsoe Rental chose John Deere is because of its local dealer. “If something happens, we can have the machine serviced locally,” says Saunders. “With our former line of equipment, we did our own repair work because there was no local dealer.

We haven't had any major problems with our Deere equipment,” says Saunders. “But if something comes up, parts are usually in stock, and we can be up and running in a couple of hours. And if it's ever needed, my dealer will give me a loaner.”*

Zero tail swing, 110-percent effort

In business since 1975, Litzel Rental started out as a lumber store. It entered the rental business ten years ago and currently has two locations in Ames and Boone, Iowa. The company caters to everyone from small homeowners to large contractors.



Renters also like the 320's industry-leading 360-degree visibility.

to change from backhoe- to excavator-style controls quickly,” says Saunders.

Bledsoe Rentals also rents ten John Deere 250 Series-II Skid Steer Loaders and two 320 Skid Steer Loaders. Like the compact excavators, the skid steer loaders are popular because they are powerful and easy to use.

Like Bledsoe Rental, Litzel Rental has trouble keeping its John Deere compact excavators in the yard. The machines are used for everything from landfill work to landscaping to demolition to farm applications. Renters particularly like the zero-tail-swing design, which allows the machines to rotate fully without banging into anything.

Continued on page 14 »



The diminutive John Deere compact excavators are a huge hit among renters.

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“Many guys specifically rent these machines because of zero tail swing,” says Shearer. “They can fit into tight areas without hitting walls or anything.”

The large 50C ZTS has been, well, hugely popular. “It has been everywhere,” says Shearer. “The city landfill uses it. We have a number of plumbers who rent it regularly to install septic tanks and pipelines.

“Guys come in and ask for it specifically,” he says. “I was skeptical at first about spending the additional money on a larger machine, but it’s out all the time. Customers really like the power and digging depth. Plus it’s very smooth.”

Litzel’s rental fleet also includes a 17 and a 27C ZTS Compact Excavator. The smaller 17 is popular with homeowners, who find it easy to use for landscaping or foundation work.

Like Bledsoe Rentals, Litzel Rentals converted its fleet of competitive equipment to John Deere. It is now a John Deere Preferred Rental Store, so it rents out only John Deere equipment. Their local John Deere dealer, in turn, agrees not to compete against them.* “Our dealer won’t rent against us,” says Shearer. “You can’t say that about other manufacturers.”

Litzel rents out a complete lineup of John Deere skid steer loaders, too. Customers like the power, 360-degree visibility, and maneuverability of the machines. Plus their vertical-lift capability makes them perfect for loading trucks, a common application among contractors in the area.

Homeowners like the smaller John Deere 240, 250, and 317 Skid Steer Loaders. “When Saturday comes, I never have a skid steer loader on my lot,” says Shearer. “If you don’t make a reservation by Friday night, you won’t get one Saturday.”

The 280 is popular among contractors. “There is nothing the 280 won’t do,” says Shearer. “It never gives up. Put it against any competitor, and the 280 will outperform it all day long. It’s just an awesome machine.”

Serviceability is a key reason Litzel chose Deere. “It’s just excellent — it’s why I own them,” says Shearer. “There’s a night-and-day difference between John Deere serviceability and that of competitors. In the rental business you have to look at how quickly you can service a machine, and my technicians can work on a John Deere extremely fast.”

Nobody comes close to Deere in terms of service and support either. “Parts arrive overnight,” says Shearer. “Show me a competitor who can do that.”

Above all, Litzel chose Deere because of the company that stands behind the machines. “The John Deere name represents quality,” says Shearer. “I can park one out front, and it will rent instantly. We’re just completely happy with our rental fleet and with Deere.”

*Bledsoe Rentals is serviced by Van Wall Equipment in Olathe, Kansas. Litzel Rental is serviced by Van Wall Equipment in Ames, Iowa.



WORKSITE PRO™

Get Connected » Roller Level

To get more productivity out of your skid steer, compact track loader, compact excavator, compact loader, or tractor loader backhoe, hook up one of the many easy-to-use Worksite Pro™ attachments. With nearly 100 models available, you’re sure to find the right tool for the job. In this issue, we discuss **roller levels**.

A roller level provides landscapers and land-improvement contractors with the perfect finish-grading tool. With its patented design, the front roller can be easily positioned to provide complete control. Use it to contour, grade, level, and smooth flat or steeply sloped surfaces.

When moving forward, the roller and front edge stay in constant contact with the ground while leveling, spreading, and shaving material. Run it in reverse to

use it as a material mover. Move and spread large amounts of material, quickly and evenly, for quick finish grading or prep work.

You can also use the roller to break up clods of material in soft soil conditions. Or use the front edge to shave off vegetation when preparing or maintaining a jobsite.

The roller level is simple and easy to maintain, with only four components — two greaseable bearings and two cutting edges. Plus, there are no hydraulics to worry about.

The roller level is available in two widths: 66 inches and 84 inches.

See the roller level in action at www.JohnDeere.com/DigDeeper



“The John Deere name represents quality,” says Shearer. “I can park one out front, and it will rent instantly.”

Why settle for the other guys' compact track loaders when you can run a John Deere next-generation CTL? Their best-in-class stability, breakout, tractive effort, and travel speed enable the new CT322 and CT332 to outwork them all. Plus, they run on a smooth-riding easy-to-clean undercarriage that's more durable and significantly less expensive to operate and maintain. To learn more about the many ways these new CTLs redefine productivity, uptime, and low daily operating costs, give us a call, or stop in and see us today.

“Upstart”



www.JohnDeere.com