BIGGER AND BETTER

John Deere is proud to offer the rental industry’s largest and broadest lineup of earthmoving equipment. Today, our customers have access to a powerful fleet of ready-to-run machines — from backhoes and wheel loaders to skid steers and compact utility tractors — built to boost their productivity, uptime, and bottom lines.

But, as we talked to rental companies across the country, we learned there was another product we could include in our ever-expanding equipment lineup: John Deere Gator™ Utility Vehicles.

So we developed a special lineup of hardworking, rental-ready Gators with select configurations designed to maximize efficiency and maneuverability. Available in two- and four-seat models — and with gas- and diesel-powered engines — these durable, easy-to-operate utility vehicles also come equipped with practical rental industry specs, including beacons, backup alarms, and powertrain guarding.

The broader John Deere product line, featuring proven, industry-first Gator utility vehicles, makes managing and sourcing your fleet easier and simpler. With one dedicated rental account manager to serve as your point of contact for purchasing, service, support, and more, you can concentrate on what matters most — your business.

To learn how rental-ready Gators can help you build a more versatile and productive fleet, contact your John Deere rental account manager today.

Brian Wells
Manager, Rental Marketing
Worldwide Construction & Forestry
COVER STORY

HISTORY IN THE MAKING

PAGE 4
AllSite Contracting uses John Deere compacts on projects ranging from George Washington’s iconic mansion at Mount Vernon to residential homes.

PAVING THE WAY

PAGE 8
Contractors in Tempe, Arizona, love the production-boosting capabilities of our 210L and 210L EP Tractor Loaders.

DONE IN ONE

PAGE 12
Eager to rise to every challenge, this contractor needed a workhorse with the agility to do the same.
IN THE MAKING

Site contractor runs Deere compacts at Mount Vernon and on other Washington, D.C.-area projects
With their small statures and large capabilities, you’ll appreciate what John Deere compacts can accomplish on YOUR rental customers’ job sites.

George Washington’s Mount Vernon plantation estate is one of America’s most iconic historic sites. Located on the banks of the Potomac River in Fairfax County, Virginia, Mount Vernon welcomes an average of one million people every year. Visitors to this National Historic Landmark come to see Washington’s 18th-century home and other original structures, lush gardens, and museums. The 500 acres of this historic property are painstakingly preserved, the kind of work well-suited to compact equipment.

“Mount Vernon is an important part of the whole history of our area,” says Gary Wolfrey, supervisor, AllSite Contracting. The company is working on a huge driveway on the property and also installing 24-inch pipe for storm-water runoff. “There’s not enough room to bring anything big out there, so we use John Deere skid steers and compact excavators. You can use those machines just about anywhere.”

Based out of Manassas, Virginia — not far from another iconic site, Manassas National Battlefield Park, where the first battle of the Civil War took place — AllSite provides a full range of site-preparation services to home builders, general contractors, and property managers. Compact equipment is a critical weapon in its arsenal. The company owns 20 John Deere skid steers, five compact excavators, and a 325G Compact Track Loader (CTL).

“All of our John Deere compact machines work every day,” says Wolfrey. “It’s not just that they’re small and can get into tight places. They’re easy to run and have the power to do what we need to do. And they never stay idle. If they’re needed elsewhere, they are easy to trailer and move to another job.”

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AllSite’s mission statement is to “promise only what you can deliver, then deliver more than you promise.” Wolfrey lives by that credo. “I’m really passionate about getting up every day and doing an honest day’s work. We’re a standup company that provides a good service and does right by people.”

Wolfrey joined the company 13 years ago as it was transitioning from erosion-control work and small site jobs to larger full-service site-development jobs. Today the company’s projects range from large commercial projects and condominium developments for national builders in the Washington, D.C., area to smaller one-off residential jobs. “We’re a one-stop shop,” he says. “You don’t have to call another company.”

At a middle school in Chantilly, Virginia, a 35G Compact Excavator and the 32G CTL work alongside a larger John Deere excavator and dozer, preparing the site for wet and dry utilities, curbs, gutters, and asphalt. Wolfrey directs the action, then gives a rundown of the company’s boots on the ground. “On any given day, our crews are on around 20 to 25 sites. On larger jobs, we might have 10 to 15 guys working a combination of compact and large John Deere equipment. On small residential jobs, each crew has two or three guys, and each one of them has a Deere CTL, skid steer, or mini ex with them when they leave the yard.”

John Deere compact equipment is used for installing driveways, dirt work and backfilling around homes and foundations, and a multitude of other tasks. “Pretty much anything we use a large machine for, we run a compact. They get the job done.”

Site foreman Devin Yankey went to work for AllSite around the same time as Wolfrey, taking a job as a machine operator 14 years ago upon graduating college. “I grew up on a farm with John Deere ag equipment and skid steers,” he says. “So that’s what I like to do — play in the dirt.”

AllSite has been running John Deere compact machines from the word go. “A major advantage is their speed and versatility. We can get in and out quickly and efficiently without tearing things up. Large machines often need an access road, but compacts can traverse virtually any terrain and make it happen. They go everywhere we go, from small sites to large. And they do just about everything we ask them to, from little tasks to big. I don’t think we could survive without them.”

Yankey checks in with a crew at a jobsite near the company’s office — a parking-
lot and car-wash expansion for a car dealership in Sterling, Virginia. “This site was pretty much an open field,” he says. “We’ve taken it all the way from beginning to end, from getting the site on grade to utilities, sewer, and water, to finished asphalt and concrete.”

As a 35G Compact Excavator and the 325G CTL help shuttle materials and handle other miscellaneous tasks, Yankey reflects on the machines’ rugged durability. “The biggest thing about Deere equipment is its reliability. These machines work in ground conditions ranging from sandy soil to hard rock, and in temperatures from below zero in winter to 100-degree heat during the summer. They have held up to everything we’ve put them through. We check the fluids, fire them up, and go to work.”

AllSite has maintenance contracts and extended warranties on many of its new machines through its local John Deere dealer, James River Equipment. “We never have to wait long for their technicians to perform scheduled maintenance. They show up with everything they need and they’re done. It really cuts down on downtime. Plus extended warranties give us peace of mind should we have any problems.”

Yankey has known his dealer contact, Clay Campbell, for going on 15 years. “He’s got us covered, from the day we purchase the machine to the day we sell it. He really takes care of us to the fullest. John Deere and James River Equipment have grown with us, providing everything we’ve needed.”

As the greater D.C. area continues to grow, so too will AllSite, believes Yankey. “The future looks good. I foresee a lot more projects with a lot of Deere machines on them.”

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

“Pretty much anything we use a large machine for, we run a compact. They get the job done.”
— Gary Wolfrey, supervisor, AllSite Contracting

On big jobs, John Deere compact equipment supports larger Deere machines. On smaller residential jobs, crews never leave the yard without a Deere CTL, skid steer, or compact excavator.
On the site of a new development in northeast Tempe, Arizona, there’s a flurry of activity. Skid steers, backhoes, excavators, motor graders, and scrapers hum together in harmony, a careful orchestration of power, precision, and productivity.

“Apartment complexes are real tight,” says Ace Asphalt® Superintendent Tim Orozco. “We have a lot of trades in the same area at the same time, so we have to be able to work around a lot of different equipment.”

According to Orozco, one machine that helps control the chaos is the John Deere 210L EP Tractor Loader. “This is a tough jobsite. We’re laying new curb, doing new subgrade, laying a new base, and then laying new asphalt. There’s some really rocky materials out here. The 210L EP is real versatile. It’s easy to operate. There’s a lot of clearance. It’s just an all-around good machine.

The box blade and the ability to handle tight corners are really convenient for our operators.”

In fact, Orozco hopes to see more tractor loaders on his jobsites. “Since I’ve been with Ace, we’ve purchased six of these machines. We’ve had them for nearly two years now, and we’ve had next to no problems with them. The maintenance is low, and they’re really reliable. We use them 60 to 70 hours a week — they’re machines you can use every day. If you’re a construction company and you’re not using a 210L EP to help you in tighter areas, you’re really missing out.”
DOWN TO BUSINESS

On the other side of Tempe, William Newell, universal operator at Buesing Corp., also takes advantage of the John Deere 210L Tractor Loader’s numerous production-boosting features. “This machine is great for site development for three reasons,” Newell says. “Weight, stability, and maneuverability. It will load a truck in a heartbeat. It’ll grade anything you need. It’ll move aggregate base (AB) and dirt. I’ve never had a pile yet that I can’t crawl up, pull down, work, or move. I can lay rock in no time at all. I can dump a load of boulders, back up, turn around, use that box blade, and push them anywhere I need to go. I can go down a slope with a full bucket, and it has the weight to hold me straight so I’m not sliding sideways. Plus, the visibility is great. I can see both tires — I’m not going to run over something because I’m guessing where my back tires are.”

THE BOX BLADE AND THE ABILITY TO HANDLE TIGHT CORNERS ARE REALLY CONVENIENT FOR OUR OPERATORS.”

– Tim Orozco, superintendent, Ace Asphalt

WORKING TOGETHER

Tim Orozco, superintendent at Ace Asphalt, knows it takes a team to succeed in the desert. “Our RDO Equipment Co. dealer representative, Teresa Reed, came out one day and had us demo a 210L EP Tractor Loader. I ran it myself quite a bit, and it was great — not only to get the tight corners but to work around the different equipment that’s out here. That’s why we chose to buy six more of these machines from her.”
“[THE 210L TRACTOR LOADER] WILL LOAD A TRUCK IN A HEARTBEAT.”

— William Newell, Universal Operator, Buesing Corp.
Newell also appreciates the loading capabilities of the 210L. “When I’m loading trucks, I have enough room to go over the top of the truck and dump the bucket without being so close that I’m going to hit the truck. I love that feature. I can load a belly dump in under five minutes. I can go in and dig a bit further, get a bigger bucket, get out of there, dump it, and blade it off. I’m good to go.”

And Newell is a fan of the improvements to the operator station, too. “Let’s say you’re on a 10-hour shift. If you’re sitting straight forward all the time and you’ve got that seat in the same position, it takes a toll on your knees, lower back, and neck. With the new seat — and the ability to slide back, slide forward, and tilt — I can turn my body so I can operate the machine more comfortably. I don’t go home with my back and neck hurting. I don’t go home stressed out because I had to work hard that day to make things happen.”

In the end, Newell knows the biggest advantage of the 210L is to his company’s bottom line. “When you’re in road construction, the money is in AB. By moving that AB, you save on asphalt. If you get it flat, you don’t have to order as much asphalt. You can finish AB with the 210L almost as fast as a blade. And if I can keep up with a blade, pulling corners, and grading out, I can keep making money.”

Ace Asphalt® and Buesing Corp. are serviced by RDO® Equipment Co., Phoenix, Arizona.

Check out the video at: JohnDeere.com/RentalDirt
DONE IN ONE

THE FULL-PACKAGE DEAL

From framing houses to excavating, commercial contracting, concrete work, and now directional drilling, Plant Brothers Excavating is the living embodiment of utility. Founded in 1973 by Pete Plant and his brother, today the company is owned by Pete and Kathy Plant and managed by their son Jesse — an operating engineer with a penchant for challenges. What started as a way to control more aspects of the job has led to a specialization in work most other contractors would rather not touch.

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“When coming to a site, we want to be the total package contractor,” Plant explains. “Getting into directional drilling was another way we could bring more to our customers without having to sub-out work. That led to getting larger drills, performing water-main work, and becoming prequalified with several nationwide utility firms and municipalities.”

**ANOTHER DAY, ANOTHER DEMAND**

For Plant, yesterday’s impossible job is today’s routine task. “The more difficult the job, the more we enjoy it. We completed one on a campus in northern Indiana last year that included 24-inch line being installed under a high-priority area with no disturbance whatsoever. The pull and receiving pits were 15-feet deep, and we had to put each section of pipe together as we pulled it in. The customer actually came out one day to check in and see when we’d be done, and we were already backfilling the pits — they didn’t even know we had started. We’re really proud of making that one a success.”

High-profile and sophisticated jobs aside, that’s not to say a regular day is always a walk in the park. The simple fact that the company’s usual jobsites are out amongst the general public adds an entirely different level of complexity. “Even though the work directly benefits them, there’s not usually a lot of sympathy shown by most citizens — they have their own schedules and routines, and most often, we’re hindering that. All we can do is work as safely and efficiently as possible, and having the right tools for the job is critical.”

**THE PERFECT FIT**

As a contractor proficient in a myriad of tasks, it’s only fitting Plant Brothers’ all-star machine follows suit. “The 324K Loader is an awesome machine. The first time I saw one, we were doing a drilling project for a competitor and they let me use theirs. I fell in love with it. The next week I was on the phone telling our dealer I had to have one — I couldn’t believe what it was capable of for its size.

With other machines, we’d have to replace tires every three to four weeks — we’ve been running the same tires on this for two years and there’s still 50-percent tread. Then compared to other equipment options, it has a bigger bucket and can backfill so much faster, too.”

**OPERATOR ASSURED**

On top of stellar performance, another key advantage is the safety offered by the 324K. “The height is perfect for the operator — you can actually see the eyes of the people driving in the cars and trucks around you, plus there’s full visibility to the sides and back. The creature comforts make life a lot easier, too. Our guys are in the machine 10 to 11 hours a day, and

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**“THE MORE DIFFICULT THE JOB, THE MORE WE ENJOY IT.”**

— Pete Plant, general manager, Plant Brothers Excavating
everything from the controls to the climate-controlled cab help keep the operator comfortable and alert. If you’re the one down in the trench, it’s nice to know whoever is filling is on top of their game. It just makes everyone more productive.”

**FULLY SUPPORTED**

While Plant Brothers seems to do it all, there are some aspects of its work where it relies on others. Anytime support is needed for the Deere equipment, it’s only been a call away. “The dealer support has been awesome as well. When we took delivery of our first 324K, we had a question about the dump control, and within an hour, they were at our site showing us how to adjust it. It was amazing to have that kind of service. It’s second to none.

“If someone asked me what type of loader to purchase, it would hands down be a Deere. This is our third one, and there’s no question there’ll be another.”

*Plant Brothers Excavating is serviced by West Side Tractor Sales, Lafayette, Indiana.*

[Check out the video at: JohnDeere.com/RentalDirt]
Around the corner and at your service.

SUPPORT. So you can RUN [YOUR] WORLD.

Our well-equipped dealer network understands your equipment isn’t just inventory. So you get support and parts availability when you need it, delivering maximum rentability — and profits.

JohnDeere.com/RentalSales