

WORKSITE

journal



History
IN THE MAKING



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HISTORY IN THE MAKING

Watch an arsenal of John Deere compact equipment take on projects around the greater Washington, D.C., area.

BRICK BY BRICK

Learn how MCL Construction became an "overnight success" through decades of hard work.

LETTER FROM JUAN

BECOME A MULTI-TASKING MASTER



You've always got a lot on your "to-do" list. With over 100 available John Deere attachments, we can help you find the right tool to cross the next task off your list.

Our attachments help landscapers, contractors, farmers, and rental companies work more efficiently and productively. A common theme in the customer stories we share in *Worksite Journal* is "versatility." The small size of our compact machines makes them easy to trailer, get in and get things done, and move on to the next job. Add a few attachments to your trailer, and you can accomplish a multitude of tasks without needing several larger machines.

MCL Construction (page 8), for example, equips its John Deere 325G Compact Track Loader (CTL) with buckets, a scrap grapple, a trencher, and a rotary cutter to complete tasks instead of waiting on a subcontractor and potentially delaying schedules. AllSite Contracting (page 4) owns over 25 Deere compact machines and sends one each morning with every residential crew, often to do work previously handled by a bigger machine.

Your needs are constantly changing, which is why we're always expanding and improving our

attachment lineup. We recently added mulching head, stump shredder, and backhoe attachments, and we updated our rock and scrap grapples. Check out the Get Connected article on page 19 to learn how our snow attachments can help you earn more revenue when the snow starts flying and other business opportunities slow down.

John Deere attachments are easy to use, with intuitive controls. The universal Quik-Tatch™ easy-attachment system makes it simple to switch from one attachment to another, so you can become a multitasking master. Our attachments are compatible with multiple Deere machines as well as many comparable competitor models. And they're backed by our legendary parts, service, and warranty coverage.

Whatever your needs, we'll hook you up. See your local John Deere dealer to learn more.

Juan Raya
Division Manager Sales,
Compact Construction Equipment

THIS WINTER, FREEZE YOUR PAYMENTS — NOT YOUR INCOME.

Keep working all year round! Add John Deere snow-removal attachments to your fleet and pay **Zero. Zilch. Nada.** for up to 180 days.

NO PAYMENTS/INTEREST FOR 180 DAYS* OR **1.9% APR FOR 12 MONTHS***
when you put John Deere attachments on PowerPlan.™

*Offer valid on qualifying purchases made between August 30, 2019, to October 31, 2019. Subject to approved credit on PowerPlan, a revolving credit service of John Deere Financial, f.s.b. For commercial use only. After the promotional period, interest charges will begin to accrue at prime plus 14.90% APR. 1.9% APR is for 12 months only. 0% APR for 180 days, and 1.9% APR for 12 months offers have a minimum \$3,000 purchase required with at least \$1,000 of the purchase being parts. Repairs must be made to John Deere equipment using John Deere OEM parts. Prior purchases are not eligible. Available at participating U.S. dealers. Prices may vary by dealer. CR2211556



**JOHN DEERE
FINANCIAL**

*Pile up more profit this year.
Ask your dealer about
Zero. Zilch. Nada. today.*



4

IN THIS ISSUE

4 COVER STORY

HISTORY IN THE MAKING

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

8

BRICK BY BRICK

Matt Lovell learned the bricklaying trade from his father and grandfather before finding his calling building custom homes.

12

TECH TIPS

Find out how Deere compact equipment is ergonomically designed to help beat fatigue.

14

FRIENDS IN HIGH PLACES

Find out how our 324L and 344L Compact Wheel Loaders with optional High-Lift configuration can take your operation higher.

8



12

16

DONE IN ONE

Eager to rise to every challenge, this contractor needed a workhorse with the agility to do the same.

19

GET CONNECTED

There's no business like snow business when you add John Deere snow-removal attachments.

16



14

FFristo

IN THE MAKING

Site contractor runs Deere compacts at Mount Vernon and on other Washington, D.C.-area projects



G 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-in. 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."

— continued



EXCEEDING EXPECTATIONS

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 325G 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."

GO-EVERYWHERE VERSATILITY

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-



◀ 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.

**“
PRETTY
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A LARGE
MACHINE
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compact.
THEY GET
THE JOB
DONE.”**

— Gary Wolfrey, supervisor, AllSite Contracting

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-deg. 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.

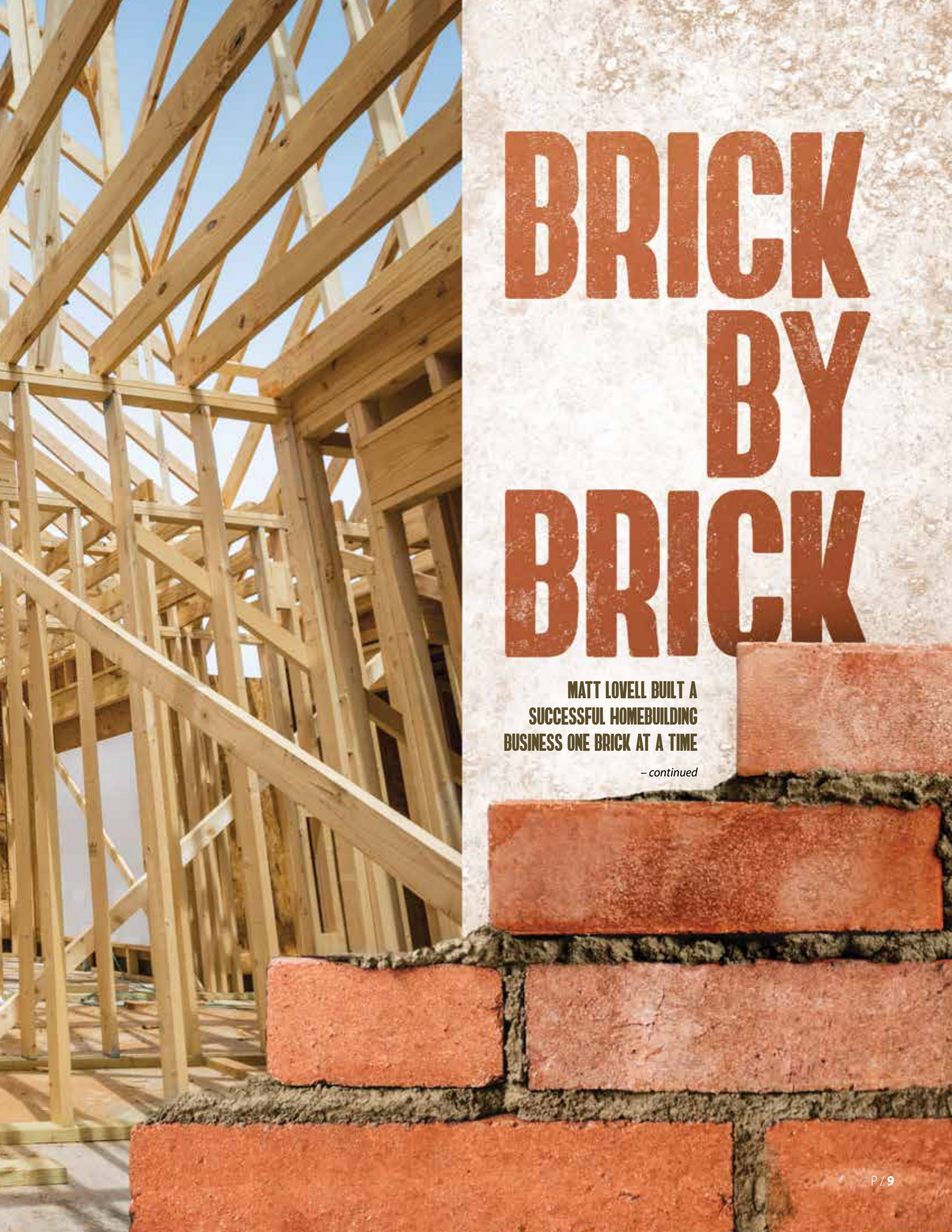
“He’s got us covered, from the day we purchase the machine to the day we sell it. He really takes care of us to the fullest. John Deere and James River Equipment have grown with us, providing everything we’ve needed.”

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.

▶ Check out the video at:
JohnDeere.com/worksitejournal





BRICK BY BRICK

**MATT LOVELL BUILT A
SUCCESSFUL HOMEBUILDING
BUSINESS ONE BRICK AT A TIME**

— continued

MANY HIGHLY SUCCESSFUL PEOPLE CLAIM THEIR “OVERNIGHT” SUCCESS STORIES WERE ACTUALLY YEARS IN THE MAKING. MATT LOVELL’S STORY IS LIKE THAT. HIS SUCCESSFUL HOMEBUILDING COMPANY, MCL CONSTRUCTION, SEEMED TO BLOSSOM OVERNIGHT. BUT NOT BEFORE HE PUT IN DECADES OF HARD WORK.

GAME ON

Lovell got his start in homebuilding seven years ago, finishing the last 17 houses in a subdivision for a banker. “Things just exploded from there. It’s been ‘game on’ ever since. There’s a new automobile plant and other industry in the area, so Athens, Alabama, is just booming. It’s not real expensive to live here, so it’s an attractive place to live. We can’t keep up with everyone who wants a home built. Business has been really good.”

During the 1980s and ’90s, when Athens was experiencing another housing boom, Lovell worked for his grandfather and father, both bricklayers. During summers in high school and college, Lovell would lay brick from six or seven in the morning until five in the afternoon. “That really provided me with the foundation to work really hard.”

Life wasn’t all work and no play. “My grandfather had a 150-acre farm, which was fantastic for hunting, fishing, and all kinds of recreation. I loved growing up here. My childhood was great.”

Lovell started his own bricklaying business when he was 25, working for a contractor who did 40 to 60 houses a year. He developed such a good reputation that, even during the downturn of 2008, he stayed constantly busy.

As his bricklaying business took off, Lovell began acquiring compact machines to dig footings and do other underground work. He built a home for himself, then built and sold another, and a new business was born. “I’d been around homebuilders a lot and decided that’s what I wanted to do.”

LIFESAVER

MCL Construction builds all custom homes, ranging from 1,200 to 4,200 square feet. Lovell buys lots from developers. All of the homes have buyers — the company doesn’t build spec homes. “I’m really proud of our ability to set and meet budgets. We do a really good job of that — a lot of homes

come in under budget. That’s really helped ensure a steady flow of customers.”

John Deere compact equipment has helped keep costs down. The company runs a 35G Compact Excavator and a 325G Compact Track Loader (CTL). “John Deere machines have been absolute lifesavers. It’s hard to imagine not having the equipment on a jobsite. I can get things done without having to call someone else to do it. I can jump on these machines and get jobs done when I need them done. That has been very important to keeping everything on schedule and for the success of MCL Construction.”

The 35G is used to dig all footings and underground utilities, while the 325G CTL can handle a wide variety of tasks. “The 325G has tons of power, and with the tracks, it’s friendly on yards. We can haul out dirt, bring in gravel, dig trenches, cut grass, and remove brush — there are so many things you can do with this machine. It is extremely versatile.”

Lovell is still very much the hands-on guy. Even with chasing down and bidding new work or supervising his crew, he finds time to jump on a machine. And he’s a very capable operator. “Deere machines are easy and comfortable to run. And I don’t think we’ve ever had one in the shop. They start when you want them to, and they always perform. They get the job done, and that’s what we demand.”

Lovell got his first John Deere machine five years ago from his local Deere dealer, TriGreen Equipment. “I had a competitor’s machine at the time. I did about two jobs with that machine, and I knew immediately it just wouldn’t cut it. I needed a machine that could work in tight quarters around a house, and it didn’t respond like I needed it to. My dealer contact at TriGreen, Doug Swaim, really stepped up and got us a 325G CTL. It’s a fabulous machine. It performed exactly the way I wanted it to and saved the day for us.”

“**WE’VE BUILT THIS COMPANY FROM THE GROUND UP, BRICK BY BRICK.”**

— Matt Lovell, owner, MCL Construction



TriGreen has saved the day on more than one occasion, according to Lovell. “They’ve been fantastic. Whatever I need, I make one call and they get it done. I couldn’t ask for anything more than that. TriGreen has been really important to all of the contractors in the area that use John Deere equipment.”

Lovell can be proud of his “overnight” success. “We’ve built this company from the ground up, brick by brick. It takes a lot of work when you start at the bottom. But through hard work and being honest with the customer and dependable, I believed we could really achieve something. And there’s plenty of work yet to do. I feel lucky to live in such a great community.”

MCL Construction LLC is serviced by TriGreen Equipment, Huntsville, Alabama.

 Check out the video at:
JohnDeere.com/worksitejournal



▲ Matt Lovell began a brick-laying business at age 25. Today his MCL Construction builds 1,200- to 4,200-sq.-ft. custom homes.

◀ John Deere compacts are "absolute lifesavers" to Matt Lovell of MCL Construction, who couldn't imagine not having them on a jobsite.



TECH

TIPS

MAKE YOURSELF

Comfort

DEERE COMPACTS ARE ERGONOMICALLY DESIGNED TO BEAT FATIGUE

John Deere compact equipment can help you maximize productivity in tight quarters. But that doesn't mean the operator has to feel cramped and confined. Operator stations have come a long way, even on smaller machines. Gone are the days of rigid seats and little in the way of creature comforts.

At John Deere, we devote a considerable amount of time and effort to designing our skid steers, compact track loaders (CTLs), compact excavators, and compact wheel loaders to be as ergonomic as possible. We strive to accommodate operators of all sizes because we firmly believe compact doesn't have

to mean uncomfortable. We even consider the average eye position of an operator to achieve optimal all-around visibility. Here are a few features to consider when you're trying to keep your operators as comfortable and productive as possible over long shifts.





Wide-open
entryways



Sculpted
adjustable seats



Optional
4-season cabs



All-around
visibility



Ergonomic
control options

ortable

Welcome mat. Wide-open entryways make entry and exit easier than ever.

Sit down and take a load off.

Sculpted adjustable seats provide daylong support. Optional heated air-ride seats and highly efficient climate-control systems enhance comfort year-round.

Feel right at home. Optional four-season cabs are spacious, comfortable, and designed to accommodate even larger operators. Plus they're tightly sealed to keep out dust and reduce noise, so operators can enjoy the Bluetooth® radio.

Easy on the eyes. All-around visibility is virtually unobstructed. Expansive glass provides a commanding view of the jobsite. Easy-to-read monitors are conveniently located so the operator can view vital operating info at a glance while keeping a close eye on the work at hand.

Don't lift a finger. Short-throw low-effort controls provide smooth, responsive control. On our large-frame skid steers and CTLs, optional four-way switchable controls include electro-hydraulic (EH) foot, ISO joystick, H-pattern joystick, and ISO and foot controls. Our compact excavators allow operators to easily choose between backhoe- and excavator-style controls with a twist of the wrist, so they can match their preference. And on our larger compact wheel loaders, boom and bucket, F-N-R, and differential lock are controlled by the same low-effort joystick, for convenient one-handed control.



324L AND 344L HIGH-LIFT LOADERS

FRIENDS IN HIGH PLACES



OPTIONAL
HIGH-LIFT
NOW ON THE 344L



**BIG-TIME
PRODUCTIVITY**



INDUSTRY-EXCLUSIVE
ARTICULATION PLUS™
STEERING SYSTEM



ASPIRE TO GO HIGHER IN A DEERE COMPACT

REACH YOUR POTENTIAL WITH OPTIONAL HIGH-LIFT

Combining our industry-exclusive Articulation Plus steering system with the optional High-Lift configuration available on the 324L and 344L, these highly adaptable multipurpose machines deliver head-turning maneuverability, sure-footed stability, and the speed you need to quickly get things done.

HIGH HOPES

With exceptional lift and height to hinge pin, the optional High-Lift configuration on the 324L and 344L helps make both models especially adept at repetitive dumping and stacking applications.

IN A TIGHT SPOT? TURN THINGS AROUND

Articulation Plus steering system combines 30 deg. of articulation with another 10 deg. of rear-wheel steer, reducing the articulation angle, for tighter, more stable turns.

KEEP THINGS MOVING

Travel speeds up to 25 mph on the 344L and 23 mph on the 324L help improve productivity on large jobsites.

ROOM TO MANEUVER

With expansive visibility, intuitive low-effort controls, and an optional heated air-ride high-back seat, the spacious cab offers plenty of comfort.

PARADIGM SHIFT

Load-sensing automatic shifting employs a proprietary software with “shift logic” that eliminates the need to constantly stop and shift, for smoother operation and maximum material retention.

CONVENIENT ONE-HAND CONTROL

Boom and bucket, F-N-R, and differential lock are controlled by the same low-effort joystick.

LEAD THE WAY

These loaders deliver a greater full-turn tipping load, a tighter turning radius, and more stability than comparable competitive articulation loaders.

KEEP YOUR COOL

Redesigned engine compartment and cooling package improve airflow and reduce the amount of debris entering the system.

DO YOUR LEVEL BEST

Loader arm and coupler create a near-parallel lifting path, improving load-carrying capability over previous models. A more-level load from ground to truck-bed height to full height requires fewer manual adjustments.



**SURE-FOOTED
STABILITY**



**HEAD-TURNING
MANEUVERABILITY**



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.

— continued





▲ **Jesse Plant**, general manager, Plant Brothers Excavating, talks shop with **Bill Price**, West Side Tractor Sales, and **Chris Novotney**, West Side Tractor Sales.



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 everything from the controls to the climate-controlled cab help keep the operator comfortable and

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

— *Jesse Plant, general manager, Plant Brothers Excavating*

“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-in. line being installed under a high-priority area with no disturbance whatsoever. The pull and receiving pits were 15-ft. 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

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/worksitejournal

GET — CONNECTED



JOHN DEERE COMPACT CONSTRUCTION EQUIPMENT **ATTACHMENTS**

SNOW REMOVAL

Looking to tackle a new project or expand your operation's capabilities? Add a John Deere attachment. Our ever-expanding lineup includes over 100 models, so you're sure to find the right tool for the job.

Our **snow attachments** are an excellent way to maximize your return on investment in John Deere compact equipment. Instead of closing up shop, many landscapers and contractors take advantage of winter weather, piling up profits while removing piles of snow.

Two-stage hydraulic **snow blowers** throw snow up to 45 feet. Seven models are available, including high-volume models with 25- or 36-inch shroud openings that enable you to work quickly.

Snow pushers quickly and efficiently remove large accumulations of snow from sidewalks, parking lots, and

driveways. An optional pullback edge allows you to work around vehicles, buildings, fences, and other obstructions.

Snow/utility blades angle 30 deg. to the right or left, to quickly and easily clear moderate snowfall. Four trip springs help protect the vehicle from sudden impacts with obstacles.

Snow/utility V-blades versatily handle snow removal. Blades can be angled straight for larger cuts, in a V-configuration for pushing through hardpack, to scoop (both sides inward) for easy snow stacking, and 30 deg. right or left.



RDOequipment.com

Minnesota

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Mankato
Marshall
Rochester
St. Cloud
Moorhead
Brooklyn Park

North Dakota

Bismarck
Dickinson
Grand Forks
Minot
Williston

South Dakota

Aberdeen
Rapid City
Sioux Falls

Montana

Billings
Great Falls
Bozeman
Missoula
Kalispell

RUN
[YOUR]
WORLD

**“IF YOUR LOADER
CAN’T TURN TIGHT
AND STAY STABLE,
SAVE YOUR BREATH.”**

THE L-SERIES WITH ARTICULATION PLUS™ STEERING.

Thanks to their exclusive system that provides articulation and rear-wheel steering, the 244L, 324L, and 344L Compact Wheel Loaders boast high full-turn tip loads and amazingly tight turning. And all three models are backed by a standard 2-year/2,000-hour full-machine warranty. Highly stable. Highly capable. Learn more from your John Deere dealer or our website.



JOHN DEERE

JohnDeere.com/Loaders