

Provided by John Deere Compact Construction Equipment

SUMMER 2021

WORKSITE journal

CLEAR PATH

TO A BRIGHT FUTURE | PAGE 6

Own your future

At John Deere, we're committed to helping you be as successful as possible. Our full line of compact construction equipment (CCE) — including over 100 models of John Deere attachments — helps you tackle almost any task imaginable. These machines are backed by a comprehensive network of over 1,400 CCE dealer locations throughout North America. And we're connecting our machines with the latest technology, enabling them to do things smarter, more precisely, and more productively — so you can become more efficient and profitable.

Another important way we stand behind you is through competitive financing and leasing options that fit within your budget and help you expand your operations. For example, you can increase the size of your fleet with special financing on select machines through our latest "Own It" low monthly payment program offer.*

Until October 31, 2021, we're offering a 60-month payment plan on select John Deere compact and mid-size construction equipment with specific configurations, including 26G, 75G, and 85G Compact Excavators; 316GR and 324G Skid Steers; the 317G

Compact Track Loader; and the 204L Compact Wheel Loader. This program will help you get on the path to equipment ownership today and grow your business with our legendary quality and reliability. And every Deere machine comes with our two-year/2,000-hour full-machine standard warranty. It promises we'll fix any defects in materials or workmanship on our compact equipment for two years after delivery or 2,000 hours.[†]

To learn more about our "Own It" low monthly payment program, other leasing and financing operations, and our lineup of CCE equipment and technology solutions, contact your John Deere dealer today.



Juan Raya
Division Manager Sales,
Compact Construction
Equipment



** Offer valid on qualifying purchases of new equipment made between 1 April 2021 to 31 October 2021. Subject to approved installment credit with John Deere Financial, for commercial use only. Down payment may be required. Average down payment is 10%. Taxes, freight, setup, delivery charges, and optional features could increase monthly payment. Available at participating U.S. dealers. Prices and available models may vary by dealer. Offers available on qualifying purchases of new equipment purchased in the U.S. Prices and savings in U.S. dollars.*

[†] See your local John Deere Compact Construction Equipment dealer for complete warranty terms and conditions.

We're Here to Help You Keep Running.

In these uncertain times, one thing is certain — John Deere Financial is here for you. Save your cash for payroll and other critical business expenses. Put John Deere and non-John Deere parts, service, technology, and attachments on PowerPlan™. You can keep your equipment and crews working now and we'll waive the payments and interest for 180 days.[†]

PowerPlan™

We'll get through this together.
Contact your dealer or go to
JohnDeereFinancial.com/PowerPlan
to apply.



[†] Offer valid on qualifying purchases made between 30 April 2021 to 31 October 2021. 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 14.9% APR. 0% APR for 180 days offers a minimum \$3,000 purchase 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 dealers. Prices may vary by dealer.

PowerPlan is a service of John Deere Financial, f.s.b.
CR210955 Litho in U.S.A. (21-04)

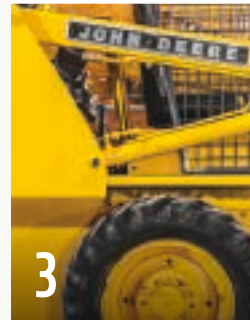


JOHN DEERE
FINANCIAL

JohnDeereFinancial.com



6



3



12

3 | RETURN TO FORMER GLORY

Farmer Matt Manternach restores a 1970s John Deere ag skid steer. Or is it?

COVER STORY

6 | CLEAR PATH TO A BRIGHT FUTURE

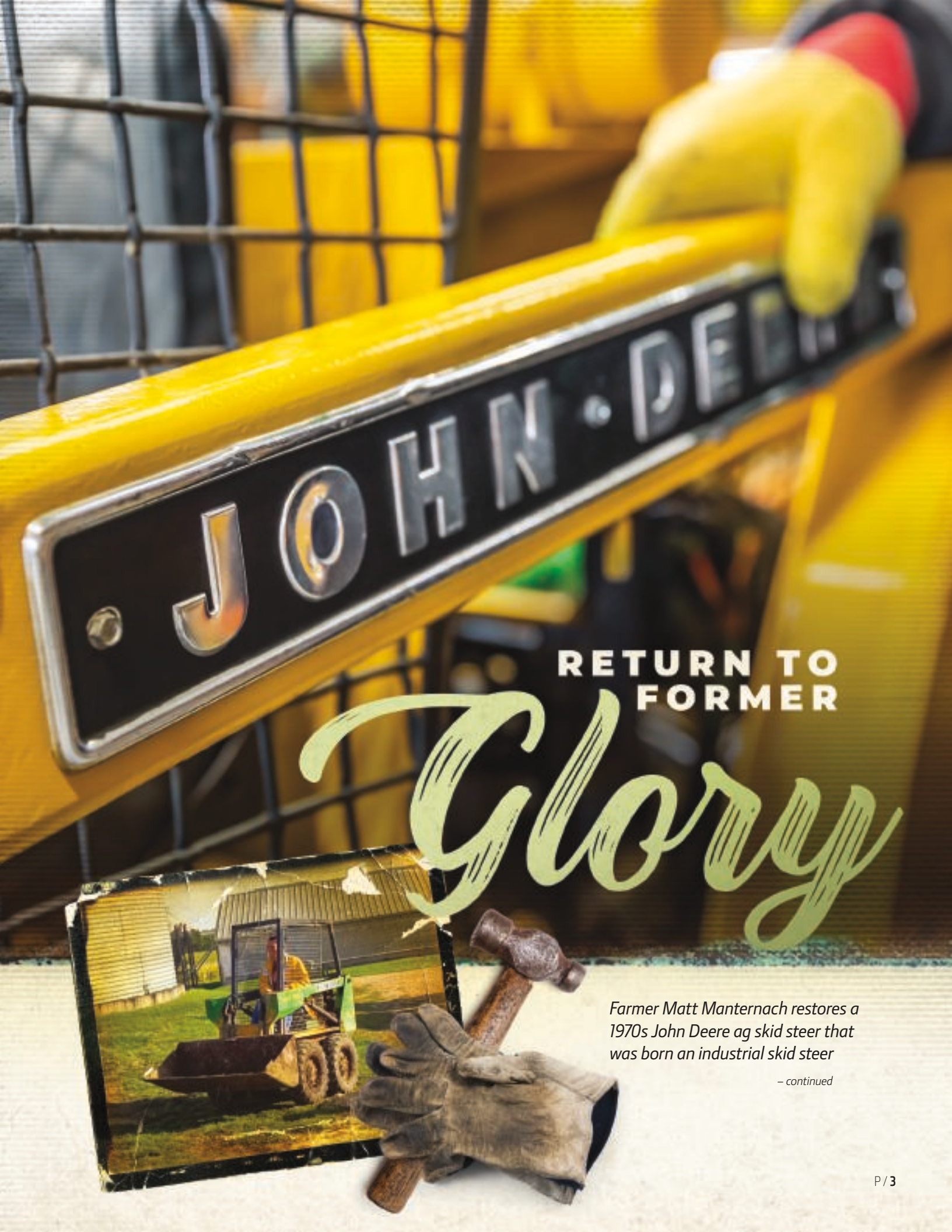
Enterprising electrical contractor owes his success to hard work and John Deere compact track loaders.

12 | ON THE FRONT LINES

Budding natural gas technicians learn their trades with the help of 30G Compact Excavators.

18 | GET CONNECTED

Farm tasks are hardly a chore with John Deere compact machines and attachments.



RETURN TO
FORMER

Glory



*Farmer Matt Manternach restores a
1970s John Deere ag skid steer that
was born an industrial skid steer*

— continued



To commemorate 50 years of being in the skid steer business, John Deere displayed a restored Model 24 that was introduced in 1970 at CONEXPO-CON/AGG® 2020. When Matt Manternach of Manternach 4L Farms, Cascade, Iowa, saw photos on social media, he posted a shot of his own restored skid steer, an early 1970s Model 14.

THAT '70s SKID STEER

In 1980, Manternach's father Larry bought the farm's first skid steer — a John Deere Model 70 — at a farm sale and brought

it home in the back of a pickup truck. "It was perfect timing," Manternach recalls. "When my older brothers went off to college, the same jobs still needed to be done. The skid steer was the right tool to replace that old wheelbarrow."

Early John Deere skid steers including the company's first offering, the Model 24, were marketed as mechanized wheelbarrow replacements. The Model 70 was introduced in 1972 along with its twin, the Model 14, Deere's first industrial skid steer.

Manternach and his siblings loved the skid steer. "Boy, we thought we really had

something," he says. "You couldn't have designed a better piece of equipment for the farm. It saved a lot of backbreaking jobs. It was handier than a pocket on a shirt."

The machine is simple and intuitive to run, too. "One of the reasons my dad liked it was that it was so easy to operate," says Manternach. "Just point the T-bar handle in the direction you want to go and use the foot pedals to control the arms and bucket. And the skid steer has a full rollover protection system, so my dad knew we could run it safely with a little practice."

that it didn't look like the Model 70 in the operator manual," he recalls. "It had a black seat like the Model 14, while the Model 70 was sold with a yellow seat. It also had a chrome John Deere nameplate that came with the Model 14 but not the Model 70. There's even a badge on the roll cage

The farm still runs the Model 70 on occasion to push snow or haul feed and square bales. "It was always really reliable, starting up even when it was cold, ready to go to work. Today, almost all the equipment we depend upon to run day to day is John Deere. And even though times

**"I'VE ALWAYS
HAD A PASSION FOR
OLD EQUIPMENT."**

**— MATT MANTERNACH,
OWNER, MANTERNACH 4L FARMS**

that says Model 14. So we spoke with our local Deere dealer. He thought the machine was returned to the factory to be repainted and rebadged to sell in the ag market, where there might have been more demand at the time."

In 1990, the original engine failed, so Manternach's father and uncle replaced it with a 24-horsepower Kohler® lawn-mower engine that fit perfectly. Manternach decided to repaint and restore the skid steer in 2018 when he needed to replace the hydraulic pump. "I've always had a passion for old equipment. I thought it would be neat to make the skid steer look like it did when it was original. It's a pretty simple machine and didn't take long to take apart. I spent some of my free time that winter replacing hydraulic lines and wheel seals, and overhauling the hydrostatic pump. I also researched as best I could what the authentic appearance of a Model 14 would be and painted it John Deere construction yellow."

have changed and everything has gotten bigger, Deere is still right there for us with the local dealer support that we need. Their equipment has always been great and stood the test of time."

Manternach 4L Farms is serviced by Martin Equipment, Dubuque, Iowa.

 Check out the video at:
[JohnDeere.com/worksitejournal](https://www.johndeere.com/worksitejournal)

As the farm's needs changed over time, so did the family's skid steers. They would later add a John Deere 675B to handle bigger jobs like hauling large round bales, and in 2012, they bought a used 2008 Deere 325 with auxiliary hydraulics to do even more jobs, which they still run to this day.

RESTORED TO FACTORY SETTINGS

Manternach believes the farm's Model 70 came out of the factory as a Model 14. Soon after they got it home, he and his father saw industrial yellow paint coming through the green paint. "We also noticed





**ELECTRICAL
CONTRACTOR
DUSTY MOORE
PROMOTES
THE VALUE OF
THE BUILDING
TRADES**

CLEAR



DEERE

PRAIRIELAND

333G



PATH

TO A
BRIGHT
FUTURE

— continued



Dusty Moore, owner of Zenor Electric Co. in Hutchinson, Kansas, studied electronics in college but discovered it wasn't really what he wanted to do. "Instead I found my calling in the electrical trade and completed a five-year apprenticeship program," he recalls. "I spend more time in the office now, but I still love the days when I can get out in the field. Probably the biggest thing I like about the trades is going to different locations all the time and not being stuck in the same setting. And I get to use my brain and hands at the same time."

Hutchinson is nicknamed "Salt City," although locals call it simply "Hutch." Salt was first discovered in 1887 and would become a major industry. The first salt mine opened in 1923 and is still operating today as the Hutchinson Salt Co. Mike Rowe once visited the salt mine on his popular television show *Dirty Jobs*.

"Rowe has been a big advocate of the building trades, including the electrical trades," says Moore. "He's right when he says men and women can get good jobs and get paid while being trained, so they

don't accumulate a mountain of student debt. It's a great industry to get into, and there is a huge shortage of skilled labor."

STRONG WORK ETHIC

Agriculture is the other major industry in Hutchinson — the city is home to a half-mile-long grain elevator that until recently held the title of the longest in the world. Moore grew up on a farm near "Hutch." "Salt has always been the city's staple — our high school team nickname is the Salt Hawks," he says. "But farming has always been very important to our economy."

Moore still helps out his father and two uncles on the family cattle farm. "Growing up on a farm was a great experience," he remembers. "It taught me a lot of life lessons and responsibility at an early age. I credit any success I've had to the things Dad taught me about having a strong work ethic. The biggest thing I learned is to get up early and don't burn daylight. He had no time for laziness."

— continued

A man with a beard and mustache, wearing a blue baseball cap, a black jacket over a blue shirt, and blue jeans, stands in a wooded area with bare trees. He is looking upwards and to the left, with his hands in his pockets. The ground is covered in dry leaves and grass. The background shows a line of trees and a clear sky.

APPRENTICE BECOMES MENTOR

In 2021, Zenor Electric Co. of Hutchinson, Kansas, will celebrate its 20th anniversary. Almost two decades ago, owner Dusty Moore bought out an existing business after completing an electrical apprenticeship. Today he is on the board of directors for the Joint Apprenticeship Training Committee, and his oldest son is completing the program.

Moore currently employs 30 electricians, typically running six to eight crews. Approximately 40 percent of jobs are on commercial, school, retail, and manufacturing sites. Ten percent are residential, with the rest being heavy industrial or for the oil and gas industry. "If it takes electricity, we do it," he explains.



“ THE POWER

THAT DEERE COMPACT MACHINES DELIVER COMPARED
TO THEIR SIZE IS TRULY PHENOMENAL.”

— DUSTY MOORE, OWNER, ZENOR ELECTRIC CO.



TOOLS OF THE TRADE

Six years ago, Moore bought his first John Deere compact track loader (CTL), a 331G. He has since upgraded to a 333G CTL, and he also runs two Deere 35G Compact Excavators. "The 333G can do so many tasks, from backfilling to unloading trucks with forks. The lifting capacity is incredible for wire spools and pallets of light fixtures. We also have a trencher that is unbelievably fast for digging trenches for conduit. We use it for anything and everything. The possibilities are endless."

Moore moved up to the 333G to have the extra horsepower to run a mulching attachment. "We use the mulching head for clearing pathways for underground utilities. We also run a mower, forks, and buckets. It's the most versatile machine I've ever owned. It does everything we need it to."

The 35Gs are used to dig trenches for installing primary and secondary electrical service. "They are small enough to get into tight spaces but have plenty of power and digging depth for what we need to accomplish," says Moore.

"The power that Deere compact machines deliver compared to their size is truly phenomenal," he adds. "It feels like you have the lifting capability and power of a lot bigger machine than you are actually running. And they are much easier to trailer and haul around than larger machines."

Moore also finds Deere machines easy to service. "Everything is accessible. It's easy to check the oil or get to the motor. And the machines are incredibly reliable."

When Moore needs service and support, his local Deere dealer, PrairieLand Partners, is right down the road. "The service I get from there is top notch. They're just a phone call away. They always get me the parts I need, and I never have trouble getting in right away for service."

"To me, there's no equipment to consider other than John Deere," says Moore. "For reliability, power, smooth control, ease of access, and all the attachments, they can't be matched."

Zenor Electric Co., Inc. is serviced by PrairieLand Partners, Hutchinson, Kansas.

Check out the video at:
JohnDeere.com/worksitejournal

SALT CITY

HUTCHINSON, KANSAS, IS HOME TO ONE OF THE LARGEST SALT DEPOSITS IN THE COUNTRY:

SALT WAS FIRST
DISCOVERED IN
HUTCHINSON IN

1887

THE FIRST MINE
OPENED IN

1923

THE SALT DEPOSIT IS

650 FT.

BENEATH THE
EARTH'S SURFACE

IT TAKES

90 SEC.

TO DESCEND

THERE ARE

150 MI.

OF TUNNELS

4 TONS

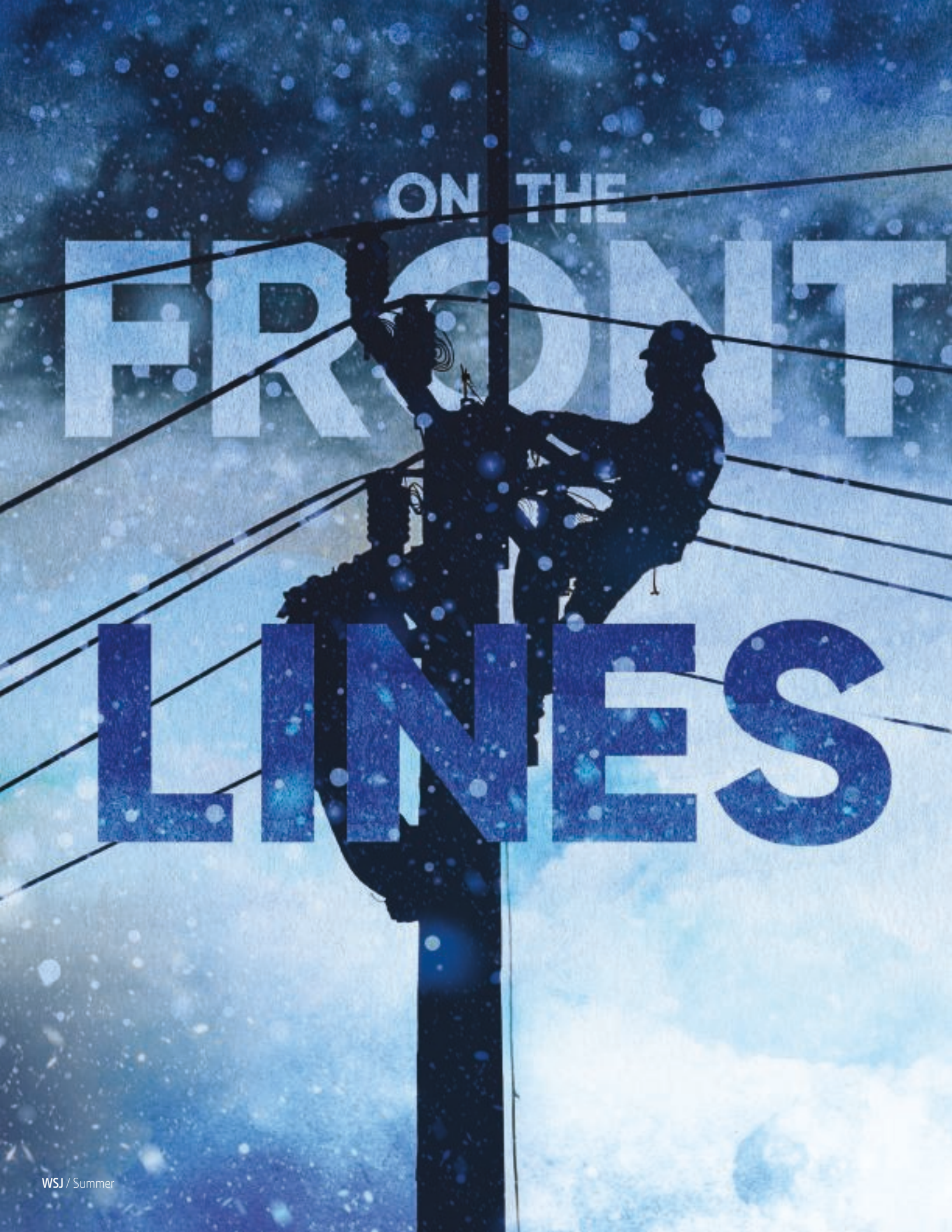
ARE MINED EVERY
THREE MINUTES

SALT DEPOSITS ARE

275M

YEARS OLD

Source: underkansas.org



ON THE
FRONT

LINES



NORTHWEST LINEMAN COLLEGE

UTILIZES DEERE EQUIPMENT TO GIVE STUDENTS AN EDGE

We visited the Denton, Texas, campus of Northwest Lineman College (NLC) in February during a historic winter storm that left millions of Texans without power. Record snowfall and subfreezing temperatures pushed the state's electric grid beyond its limits. The storm provided a stark reminder of the importance of electric, telecommunications, and natural gas workers in times of crisis.

"We're first responders," says Billy Kidd, lead gas training specialist at the Denton location. "A lot of people run away from these scenarios. We run toward them."

It can be brutal working out in the elements in extreme heat or cold. But by restoring electrical, telecom, or gas service, these workers are regarded as heroes. As they used to say about the Peace Corps, it's the toughest job you'll ever love. "Our students go out there and make a real difference," says Kidd.

THE SKY IS THE LIMIT

Every year NLC trains over 8,000 people at its four campuses in Texas, Florida, Idaho, and California. Over 95 percent of students who complete the seven- to 15-week programs are placed soon after graduation, with salaries averaging from \$60,000 to \$80,000. "Some of our students are hired before they graduate," says Kidd. "Many baby boomers are retiring and leaving this industry, so our students are filling those jobs."

Some graduates will be promoted to foremen within just a few months of starting a new job. "That's really unheard of," says Kidd. "It usually takes a few years. But with the foundation they get here, they will be the future leaders of this industry."

— continued



The college offers three programs: natural gas technician, telecommunications lineworker, and electrical lineworker. The school has trained electrical lineworkers since 1993. Kidd helped start the natural gas program two years ago. "I was pretty excited because I've been a part of the industry for 20 years and wanted to give back. It's been a great experience."

Starting out as a laborer, Kidd worked his way up to be a fitter, equipment operator, foreman, and supervisor. He loves the industry and being able to pass on his knowledge. "If there's no passion, there's no purpose," he says. "My favorite part is explaining the 'why.' Back when I started in 2000, I would have appreciated knowing that."

"That's what I love most about teaching — seeing the lightbulb going off when a

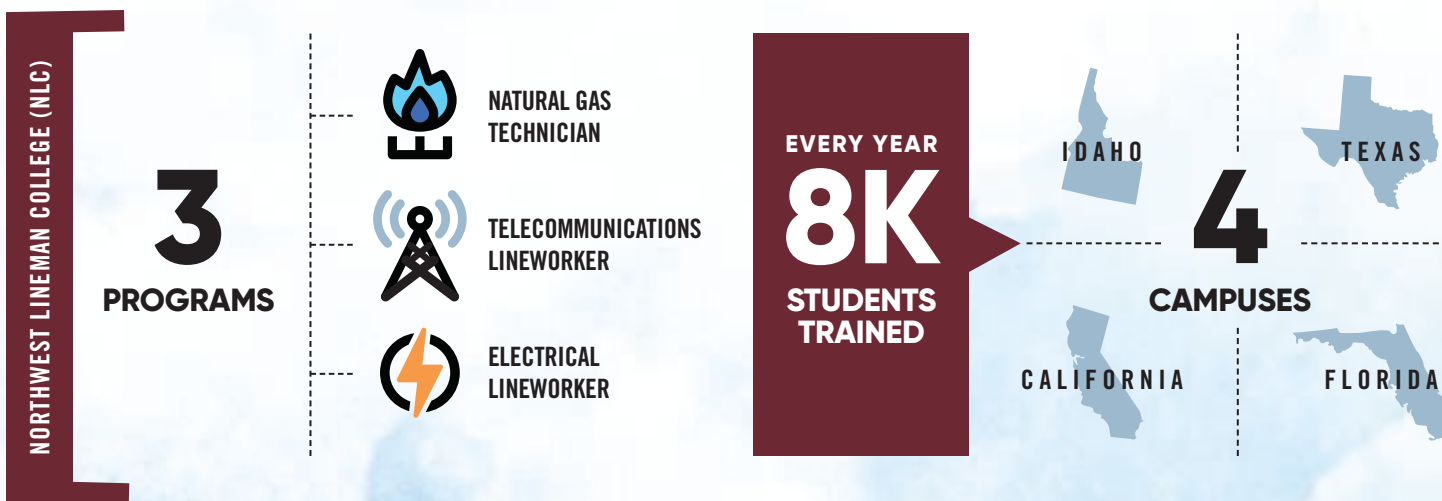
student figures out the 'why,'" says gas instructor Robert Gantt. "We have a safety-first attitude. Many of the tasks gas workers perform in a day can be dangerous if safety policies and procedures are not followed. Here at NLC we educate our students to adapt to change and be a leader in safety."

Like Kidd and Gantt, instructor Matthew Peterson has extensive experience in the natural gas industry. He started out at a local distribution company with a shovel, learned how to run equipment, and worked his way up to be a crew leader. "Over the years I've installed tons of mainline and services, and handled numerous emergencies. I started here in October and realized how much I was impacting the industry and changing people's lives. I love it here at Northwest Lineman College."

Both male and female students come from all walks of life, from someone right out of high school to people in their forties looking for a career change. "We had a student recently come from the medical field," says Gantt. "He was tired of it. He wants to work outside and with his hands. The first woman who completed our program became a crew foreperson within 90 days, and after six months they want to move her up to general foreperson. It doesn't matter where you come from. You come here and get a good knowledge base, and the sky is the limit."

BROTHER'S AND SISTER'S KEEPERS

The seven-week program includes a combination of learning in an indoor classroom and lab, and working outside on a massive training ground. Students learn about the history of natural gas, safety,





working with meters, installing services and mainline, and operating compact equipment. "People come here knowing nothing about the natural gas industry and leave with all kinds of opportunities and possible career paths," says Peterson.

During the course, students learn how to operate John Deere 30G Compact Excavators. They start by learning daily maintenance including checking oil and fuel. They then learn to dig trenches and backfill. The students work in an environment that is set up like the real world, in close quarters around sheds that are set up like houses. They must even make 8-1-1 "call-before-you-dig" calls as they install mains and services, making sure they hand-dig around all utility lines before using the Deere 30G to do the heavy lifting and digging.

— continued

FAST FACTS ABOUT NATURAL GAS

- Cheap, abundant, and the least expensive electrical-generation source to build.
- Has increased from 17 to 35 percent for electricity generation, while coal has decreased from 40 to 27 percent over the past 15 years in the U.S.
- Should exceed 50 percent for electrical generation by mid-century.
- Solar and wind will become second most abundant source for electricity by 2030.
- Necessary backup to renewable sources such as wind farms and solar arrays.
- Nearly 1.9 million jobs are projected in oil and natural gas and petrochemical industries through 2035.



Sources: www.forbes.com; www.api.org.

 **95%**
PLACEMENT RATE
UPON PROGRAM COMPLETION 

 **\$60K–80K**
AVERAGE STARTING SALARY



The college chose the 30G Compact Excavators because they are commonly used in the industry. "I see many contractors and distributors using them," says Peterson. "They're easy to maneuver between houses. And they're simple to run — you can easily select between backhoe and excavator controls."

The Denton location also purchased a John Deere 333G Compact Track Loader (CTL) to haul material and handle other tasks around campus. "We're beginning to train students on the machine as more and more job descriptions are looking for experience on compact excavators and skid steers or CTLs," says Gantt.

The school chose Deere because it needs machines it can depend on. "We're not here to work on equipment," says Kidd. "We're here to educate." During the historic storm, Dallas-Fort Worth experienced the coldest three days on record, averaging 10.8 degrees Fahrenheit from February 14–16. The Deere compact machines fired right up.



*We support each other
and are always looking
out for one another —
we never let each other fail.*

*We are all part
of a brotherhood
and sisterhood."*

*Matthew Peterson, instructor,
Northwest Lineman College*

The students leave the program ready to go, too. The school helps them prepare résumés and engages them in mock interviews. "We get attached to these people," says Peterson. "We see their drive and motivation, and want them to know we've got their backs and are looking out for their best interests. We want to help them develop the tools to get a great job."

Former students are encouraged to contact past instructors with any questions. "Even after they graduate, they can always call us," says Peterson. "As an NLC alumni they are always valued and welcome. We support each other and are always looking out for one another — we never let each other fail. We are all part of a brotherhood and sisterhood."

*Northwest Lineman College is serviced by RDO®
Equipment Co., Irving, Texas.*

 Check out the video at:
[JohnDeere.com/worksitejournal](https://www.youtube.com/watch?v=JohnDeere.com/worksitejournal)





"Our students
go out there and
**MAKE A REAL
DIFFERENCE.**"

Billy Kidd, instructor, Northwest Lineman College

GET + CONNECTED

FARM OUT YOUR NEXT TASK

to a John Deere compact machine and attachment

Running a successful dairy or beef cattle operation is very labor intensive.

That's why so many farmers have come to rely on proven, reliable John Deere compact equipment, including our L-Series Compact Loaders and G-Series Skid Steers and Compact Track Loaders (CTLs). Add any of the more than 100 John Deere attachments for the versatility you need to help you work efficiently and productively.

TECH TIPS



Capable compacts

Our **L-Series Compact Loaders** help you tackle a wide variety of ag and farmyard chores. With reach of up to 3 feet 1 inch and dump clearance of 8 feet 7 inches, the 204L and 304L are highly able alternatives to skid steers for loading trucks and placing pallets. Industry-exclusive Articulation Plus™ steering system on our larger 244L, 324L, and 344L models enables tight turns with large loads, delivering more turn-tip capability and stability than standard articulation loaders. Optional skid-steer-style coupler on the 204L, 244L, 304L, and 324L allows you to quickly and easily connect or release attachments without leaving your seat.

Flexible farmhands

Your “to-do” list is never ending. Our **G-Series Skid Steers and CTLs** are designed to help you keep on top of it. With their compact size, they can maneuver easily in close quarters. Impressive pushing power, torque, bucket breakout forces, and lift heights help handle large loads with ease. And a wide range of model choices from small to mid to large frames and customer-inspired options allow you to match the machine to the application.



GET ATTACHED TO DOING MORE

Our John Deere attachment lineup includes over 100 models ready to handle almost any task imaginable. Here are some of the standout attachments that can be used on any dairy or feedlot:

Rollout buckets feature an open design that enables quick, clean, and easy material loading. Available in three sizes, their elevated dump heights allow them to excel in high-capacity applications.



Side-discharge buckets are ideal for close-quarters material distribution, including spreading sand, sawdust, or straw in livestock stalls. Material can be discharged from either side. Manually adjusted gates control flow.



Bale spears are perfect for the loading, carrying, and stacking of baled organic materials typically used for livestock feed and bedding. Round bale spears are replaceable and come in three different configurations of single, dual, or triple to help match your bale-handling applications. Low-profile design provides clear visibility from the machine.



Mulching heads feature a 60-inch-wide, high-capacity, smooth rotor and 30 double-carbide-tipped teeth to shred underbrush and woody materials into beneficial mulch in just minutes. Removes underbrush and up to eight-inch trees and 12-inch stumps.



Rotary cutters excel at clearing medium to heavy brush and hardwoods up to 10 inches in diameter. Retractable forward shield rolls back to expose blades to larger trees and falls closed for processing material and minimizing flying debris. Direct-drive bearing delivers higher efficiency and extended durability. Hydraulic valve stops blades from spinning within seconds upon shutdown.



317G CTL
\$775
PER MONTH^{1,2}
\$839 WITH CAB



JOHN DEERE



THE **OWN IT** OFFER BACK FOR **MORE**

More machines, more savings and more muscle. Because now's the time to **OWN IT** and get even more out of your investment. Contact your dealer today.

¹Offer valid on qualifying purchases of new equipment made between 1 April 2021 to 31 October 2021. Subject to approved installment credit with John Deere Financial, for commercial use only. Down payment may be required. Average down payment is 10%. Taxes, freight, setup, delivery charges and optional features could increase monthly payment. Available at participating U.S. dealers. Prices and available models may vary by dealer. Offers available on qualifying purchases of new equipment purchased in the U.S. Prices and savings in U.S. dollars. ²Qualified equipment includes the 317G canopy package (0730) or cab package (0735) with 12.6" offset block lug tracks, vinyl mechanical suspension seat, 3" seat belt, and 66" construction bucket.

Machine icons in this ad are representations of qualified equipment.

[JohnDeere.com/OwnIt](https://www.johndeere.com/OwnIt)