

Provided by RDO Equipment Co.

SUMMER / 2019

WORKSITE journal



RIDING HIGH
PAGE 4



ONLINE NOW:

LEARN MORE ABOUT THESE GREAT CUSTOMERS
BY WATCHING THEIR VIDEOS AT:
JohnDeere.com/worksitejournal

RIDING HIGH

Watch Discount Dirtworks lay the foundation for a pristine white-sand horse arena.

DATA MINERS

Learn how Benchmark Utility Services struck gold in a booming data center market.

CALIFORNIA DREAMERS

See a John Deere 332G Skid Steer help Johann Dairy cut man-hours and keep up on chores.

LETTER FROM JUAN

GET MORE FOR LESS



At John Deere, one of the most important things we do is help our customers be as successful as possible. For example, we design and deliver a full line of Compact Construction Equipment (CCE) — including more than 100 models of John Deere attachments — to help contractors, landscapers, ranchers, dairy farmers, and do-it-yourselfers capably and economically tackle whatever the workday throws their way. And we service and support what we sell through a comprehensive network of over 1,400 CCE dealer locations in North America.

As the demand for compact construction equipment grows, another way we stand behind our customers is through competitive financing and leasing options that fit within their budgets and help them expand their operations. For example, a low monthly payment lease program is now available to help those looking for financial flexibility and machine adaptability to acquire select models of John Deere G-Series Skid Steer Loaders (SSLs) and Compact Track Loaders (CTLs).

For a limited time, we're offering the More For Less Lease on our small-frame 314G and 318G

SSLs and 317G CTL. Until October 31, 2019, you can lease a 314G or 318G SSL with canopy and 66-in. bucket starting at \$379 per month (US)/\$512 per month (CAN); with cab option, these models lease starting at \$429 per month (US)/\$565 per month (CAN).^{*} This program is a great opportunity for customers to add reliable new machines to their fleets while conveniently managing their long-term cash flow.

To learn more about the new More For Less Lease, other versatile leasing and financing options, and how our wide-ranging lineup of CCE equipment and attachments can mean more for your business, we invite you to contact your local John Deere dealer today.

Juan Raya
Division Manager,
Compact Construction Equipment

^{*}Terms, conditions, and exclusions apply. Visit deere.com/en/campaigns/construction/more-for-less-lease/ for terms, conditions, and exclusions; to explore eligible models and options; and to watch a promotional video.

THERE'S NOTHING STOPPING YOU NOW.

Instantly increase productivity during this busy season with John Deere attachments.

PAY NOTHING FOR 180 DAYS¹

when you pay with Zero. Zilch. Nada. on PowerPlan[™].

There are ZERO reasons to wait!
See your John Deere dealer today.

¹Offer ends 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 14.9% APR. 0% APR for 180 days. Repairs must be made to John Deere equipment using John Deere OEM parts. Prior purchases are not eligible. Available at participating U.S. dealers. CR2211535



JOHN DEERE
FINANCIAL

JohnDeereFinancial.com

4 COVER STORY

RIDING HIGH

Discount Dirtworks builds horse arenas in the equestrian capital of the world with the help of John Deere equipment.

10

DATA MINERS

In just two-and-a-half years, Benchmark Utility Services has grown from a five-person startup to a \$25-million operation.

14

TECH TIPS

Learn how John Deere compact machines help dairy farmers keep up on their to-do lists.

16

CALIFORNIA DREAMERS

Johann Dairy in Fresno, California, has grown from an operation of 56 cows to 56 employees caring for a herd of over 10,000.

19

GET CONNECTED

Highly maneuverable John Deere backhoes are the ideal attachment for light-duty ag or utility applications.



COVER STORY

RIDING





Wellington, Florida, is the equestrian capital of the world. Every year, thousands of riders, trainers, breeders, and enthusiasts flock to this affluent community just outside of West Palm Beach for the Winter Equestrian Festival, a four-month-long series of competitions and events. At the center of all this activity, building the arenas in which horses and riders from across the country train and compete, stands one man — Drew Discount, owner of Discount Dirtworks.

“We bred horses on our family farm, so I grew up riding,” says Discount. “But then I got into dirt bikes. I raced motocross from 1993 to 2006 and used farm tractors to build tracks on our property.”

Building dirt tracks — and his family’s history in the concrete and general contracting business — gave him the confidence to start Discount Dirtworks in 2002. “We began operations with a single skid steer,” he says. “We did final grades, slab work, concrete work, and tear-outs. Then we got into drainage and full sitework around the higher-end homes on the beach. I was still racing professionally, but it got to the point where business was booming and I had to choose one or the other. Motocross is a short-lived career, so I focused on running the company.”

According to Discount, the transition to equestrian work came about naturally. “We were working on my father’s farm and he needed a new arena, so I built one. Then someone else asked if I could build their ring, too, and it snowballed from there. Every day of the year, we’re on a horse farm.”

— continued





ON STRONG FOOTING

Discount Dirtworks builds and maintains show grounds around the country, but most of its projects are for private horse farms in South Florida. “We’re typically brought in early to help with the overall design of the property,” says Discount. “Owners will ask for advice on paddock placements and additional sitework since

we have a background in construction management.”

Discount knows that to build an arena fit for world-class horses, you need a strong foundation. “Draining and footing are key for the rings to operate as they should. Footing is what we call the final surface — it’s a high-quality, fine-grain sand blended with a geotextile fiber made from 100-percent polyester. The fiber

is designed to be preblended with sand to mimic a synthetic root system, which stabilizes the horse while it’s on the move. The footing releases energy and retains moisture, but every client wants something a little different. Some want their footing softer, others want it harder. It really depends on personal preference and whether you’re running jumper or dressage horses.”

COLLECTOR'S ITEMS

For Drew Discount, owner of Discount Dirtworks, Wellington, Florida, his fleet wouldn't be complete without a few vintage John Deere machines. "I have a private museum with antique Deere Model L and Model M Tractors. I think it's one of the rarest and most complete collections of Ms out there. I have rare colors like brown, red, orange, yellow, and even green. It's funny to say I have a rare green tractor, but it was an industrial version ordered Ag green for orchards. I also built a replica 1940s dealership in the museum that's fully stocked with Deere memorabilia from over the years."

Discount can trace his admiration for the John Deere brand way back to his youth. "I think my love for Deere started with the ERTL® toys my parents bought me as a kid. Now that I've started this collection, I don't think it'd be proper to own a brand other than Deere."





For Drew Discount, the 333G Compact Track Loader is a perfect machine for two-acre microfarms like this one.

HORSES OF A DIFFERENT COLOR

Discount Dirtworks deploys a small but efficient fleet of machines to construct each arena, including a John Deere 35G Excavator, a 333G Compact Track Loader (CTL), a 244K-II Wheel Loader, a 450K LGP Crawler Dozer, and a 4066R Compact Tractor as well as a HAMM H 5i Compactor. “Building the average horse arena on a private farm takes about two weeks from start to finish,” says Discount. “We’ll use the 35G to dig drainage trenches — there’s a rock layer below the ring to grab all the water and send it out. We’ll also use the excavator to reach over fences to help backfill. There are plenty of tight areas in Wellington, lots of two- to three-acre microfarms where we can’t even fit a CTL. So the 35G saves us some handwork on zero-lot-line properties. We can get the bulk of the grading done without too much manual labor.”

The 333G is another versatile machine in the Discount Dirtworks fleet. “We’ll use the CTL with a laser-box attachment to help grade the final layer of footing. I really like its power and size — it’s perfect for sites like this. We can do things that a dozer or wheel loader would normally do, and we can use it to get rid of the tracks left by the 4066R when we come in with a rake for the final grade.

— continued

BEST IN SHOW

Discount Dirtworks of Wellington, Florida, builds arenas in the heart of the equestrian world. Within those pristine white sand arenas, amateur and professional riders showcase their skills in a variety of competitions. Explore a few of the riding styles displayed at the Winter Equestrian Festival and other events throughout South Florida.



DRESSAGE

Dressage is an English style of riding in which a horse and rider perform a series of set movements. The pair is judged on its precision and the horse’s obedience to the rider.



JUMPING

Jumping is a style in which the horse must hurdle over a series of obstacles, including horizontal beams set at varying heights.



HUNT SEAT

Hunt Seat is another classic form of English riding based on the tradition of foxhunting. The horse and rider aren’t necessarily judged on speed, but on how they look while navigating fences, sharp turns, and several changes in direction.



WESTERN PLEASURE

Western Pleasure is a style that highlights a horse’s relaxed gait and responsive disposition. As the name implies, the horse should appear to be a pleasure to ride.



“IT REALLY IS A PLEASURE OWNING DEERE MACHINES. I LIKE TRACTORS. I LIKE EQUIPMENT. I LIKE PROBLEM-SOLVING. I LIKE WORKING WITH GOOD CLIENTS AND KEEPING MY TEAM BUSY, KNOWING THEY CAN SUPPORT THEIR FAMILIES. IT'S FUN, YOU KNOW. I GET TO PLAY IN THE DIRT EVERY DAY.”

— Drew Discount, Owner,
Discount Dirtworks

“I’ve had a lot of John Deere 244s since I started this business,” says Discount, discussing the role wheel loaders play in everyday arena construction. “I like the visibility, steering, and the fact that we can use our CTL attachments on them. We’ll run the 244K-II because most of these properties are very tight and the loader moves great around paddocks and other areas. Plus, it tends to be pretty quiet to operate, so we can load trucks without startling the horses.”

One of Discount’s newest additions is the HAMM H 5i Compactor. “We use the H 5i to compact subgrade, drainage rock, and the final layer of footing. We’ll also use it to compact the paths trucks use to enter and leave the jobsite so they don’t get stuck. It’s another versatile machine for us.”

TROTTING FORWARD

After the team finishes up on this two-acre site, it’s headed to Wilmington, Ohio, to build a private indoor arena. Then, according to Discount, the busy season begins. “Once we’re back from Ohio, we’ll start preparing for a horse show we do every year down on Miami Beach. We haul out the footing, laser grade the beach, bring in a temporary base system, and lay down the riding surface. When that’s done, the tents and stadiums go up, the riders and horses compete, and we tear it all down until next year.

“I try not to stress too much about the work,” Discount continues. “When I was racing motocross, I was stressed all the time, so I try to remember that while I run my business. It really is a pleasure owning Deere machines. I like tractors. I like equipment. I like problem-solving. I like working with good clients and keeping my team busy, knowing they can support their families. It’s fun, you know. I get to play in the dirt every day.”

Discount Dirtworks is serviced by Everglades Equipment Group, Loxahatchee, Florida.

Check out the video at:
JohnDeere.com/worksitejournal

WORKING TOGETHER

Drew Discount, owner of Discount Dirtworks in Wellington, Florida, appreciates the strong partnership he shares with his dealer, Everglades Equipment Group. “Jim Hogg is my go-to guy over there, but the entire team is great. If there’s a warranty issue, they’re on top of it. If I need parts they don’t have on hand, they’ll overnight them. It’s nice to buy a piece of equipment that’s backed from the start. That’s why I keep buying John Deere machines.”



Discount Dirtworks deploys its 333G CTL with a laser-box attachment to grade the final layer of footing.



**“WE WERE WORKING ON MY FATHER'S FARM AND HE NEEDED A NEW ARENA.
SO I BUILT ONE.”**

— Drew Discount, Owner, Discount Dirtworks





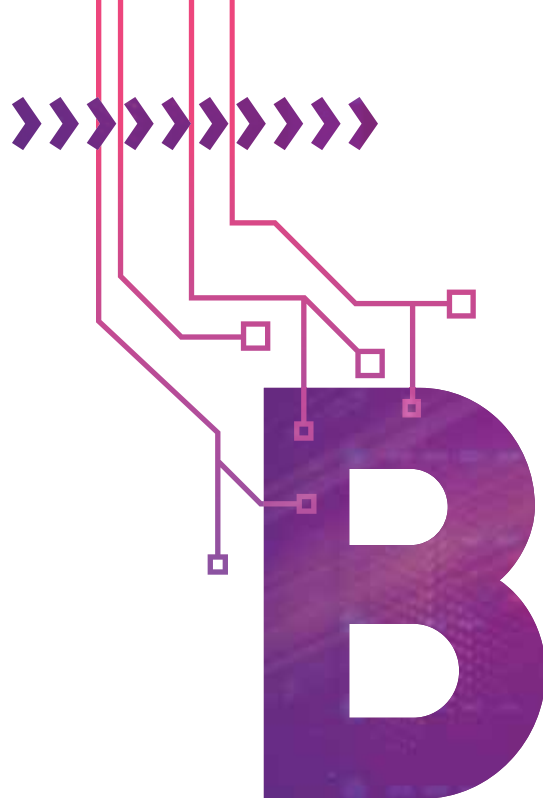
BENCHMARK UTILITY SERVICES STRIKES GOLD IN THE BOOMING DATA CENTER MARKET

WINNERS

THE RAPID GROWTH OF CLOUD COMPUTING

*has been a huge windfall to Loudoun County, Virginia. In the last decade, approximately 75 data centers have gone up. Almost 70 percent of the world's internet traffic flows through these massive, fortress-like structures. A single data center can house tens of thousands of servers that store, manage, and deliver data for internet search, social media, and e-commerce sites, as well as large banks and other corporations. To get an idea of the power of these data centers, one leading social media site, whose data centers house 30,000 servers, delivers 600,000 photos to users in a **single second**.**





BIG DATA, BIG OPPORTUNITY

The demand for data centers shows no signs of slowing down, with 13.5 million sq. ft. in operation and another five million sq. ft. on the drawing boards.*

Danny Raynes, CEO, Benchmark Utility Services, and his partner Michael Freeman, COO, recognized this enormous business opportunity. The two had worked together at a utility construction company for almost three decades. Two-and-a-half years ago, Michael approached Danny about starting their own company. Danny secured financial backing, and in two weeks the new enterprise had a business plan and a license.



“EVERYONE WENT OUT INTO THE FIELD TO WORK — OWNERS, SECRETARIES, WHATEVER IT TOOK... I’M REALLY PROUD OF THOSE PEOPLE WHO STOOD WITH ME AND TOOK THE RISK.”

— Michael Freeman, COO, Benchmark Utility Services



Danny Raynes, CEO,
Benchmark Utility Services

With five employees, the company began taking on a few small contracts. Word of mouth began to spread and within three months it landed a multimillion-dollar contract. “Everyone went out into the field to work — owners, secretaries, whatever it took,” recalls Michael. “We got the machines we needed, started digging, and began hiring more employees. It just blossomed from there. I’m really proud of those people who stood with me and took the risk. Many left very good jobs.”

EXPLOSIVE GROWTH

In a short time, Benchmark has grown into a \$25-million company with over 20 work crews and 190 employees. In addition to data centers, it also works on new office buildings and hotels. Plus it has a gas utility

division that works for Washington Gas™ in Washington, D.C., and a power company group working for Dominion Energy® in Northern Virginia.

The company has doubled its revenue from 2016 to 2017, and again from 2017 to 2018. “I’m hoping we don’t double again this year, because I don’t know if I can take it (laughs) — but it looks like we have a good shot at it,” says Michael. “I keep a cot in my office just in case.”

Benchmark has worked on 13 buildings at six data center campuses in the past 18 months alone. Each data center project takes a year to a year and a half to complete. The company is responsible for the important work of installing conduits for communications and power for each data center.

“We couldn’t do this without the support of John Deere and our dealer, James River Equipment,” says Michael. “If I get a call on Thursday about a new job starting on a Monday, I can call James River to tell them we need machines right away. Even if they have to source the machines from stores that are miles away, they’ll put them on a lowboy and get them to us by Monday. That’s critical because schedules are always tight.”



John Deere has been behind the company from the start. “Deere has helped us finance the equipment, and that has really helped us keep up with the fast-paced growth of our business,” says Danny. “Lease terms are great, and we also have the option to purchase rental machines. This allows us to obtain equipment with a minimal down payment and put money aside toward a full down payment should we decide to buy.”

“DATA CENTER” FOR THE FLEET

Benchmark owns 32 John Deere machines, from large excavators down to 35G Compact Excavators, 331G and 333G Compact Track Loaders (CTLs), and 204K Compact Wheel Loaders. It also rents numerous pieces of Deere equipment. At any given time, 50 to 60 Deere machines are on its jobsites.

At a conference room in the company office in Sterling, Virginia, a large TV displays the location of its machines courtesy of the John Deere JDLink™ machine-monitoring system. “We can track fuel usage and idle time, which helps us relocate a machine to a different job to maximize utilization,” says Michael. “The system also provides alerts

**DATA CENTERS:
13.5
MILLION
SQ. FT.
IN OPERATION
— PLUS —
ANOTHER
5 MILLION
SQ. FT.
ON THE DRAWING
BOARDS***

for periodic maintenance or if there is an issue. Our dealer can remotely diagnose a machine and dispatch a technician with the right part the first time without having to make an extra visit.”

The company also purchases maintenance contracts with every new machine. “It gives us peace of mind knowing our equipment will be taken care of at a fixed, predictable cost,” says Danny. “And if we have any issues, the response from James River is instantaneous. They go above and beyond to keep us up and running.”

The combination of reliable machines, easy financing, and exceptional support has been a winner for Benchmark. “I’m really appreciative of what John Deere

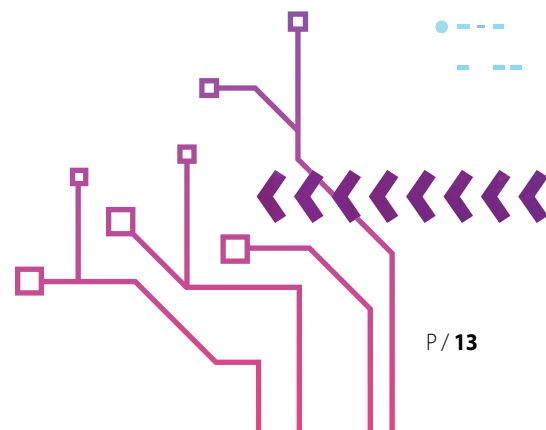


*Michael Freeman, COO,
Benchmark Utility Services*

and James River have done for us,” says Michael. “Without them, we would not be as successful.”

Benchmark Utility Services is serviced by James River Equipment, Manassas Park, Virginia.

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



DELEGATE YOUR TO-DO LIST TO A JOHN DEERE COMPACT

Dairy farming doesn't have to be a chore. Instead of resorting to manual labor, assign more tasks to a highly capable John Deere compact machine. Here's a guide to help you find the right one to help you reduce man-hours.

COMPACT LOADERS

Keep a low profile

Our 204L and 304L Compact Loaders combine serious performance with low clearance, so you can be more productive even when navigating low entryways and narrow openings. With up to 930-mm (3 ft. 1 in.) reach and 2.62-m (8 ft. 7 in.) dump clearance, they are highly capable alternatives to skid steers for loading feed mixers and shuttling seed. Optional skid-steer-style coupler can be actuated by push button to quickly and easily connect or release attachments without leaving your seat.

Turn it loose in tight spaces

Whether you work in confined places or simply need a smaller machine to get big results — our 244L, 324L, and 344L Loaders have what it takes. Industry-exclusive Articulation Plus™ steering system on the 244L, 324L, and 344L allows tight turns with large loads, with a tighter turning radius than leading competitive articulation loaders. Loader linkage on the 244L and 324L improves the lift path to near parallel, for increased fork stability and greater holding force than previous models.



IT OUT IT



SKID STEERS AND CTLS

Capable farmhands

With their additional lift height and reach, increased boom and bucket breakout forces, and greater horsepower than their small-frame siblings, large-frame 331G and 333G Compact Track Loaders (CTLs) and 330G and 332G Skid Steer Loaders (SSLs) are built to easily tackle your toughest dairy challenges.

Bet the farm on it

Compact sizes enable maneuverability in close quarters. 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 a moo-ve on

Need to run to the other end of the farm to pick up a hay bale or load the feed mixer? A two-speed transmission (standard on large-frame models; optional on small and mid frames) can really speed things up.

Load, carry, repeat

Mid- and large-frame models feature an optional electrohydraulic (EH) boom-performance package that provides bucket self-leveling in both the up and down directions, and programmable settings to ease highly repetitive load and carry tasks.

Narrow it down

Slimmed-down wheel options enable small-frame 312GR, 314G, 316GR, and 318G SSLs to easily fit through openings as narrow as 1.52 m (60 in.).

Milk it for all its worth

Silage defacers, side-discharge or rollout buckets, pallet forks, or a bale hugger — our John Deere attachment lineup includes over 100 versatile models.

Give dairy operations a lift

Select **vertical lift** for stability and height when loading and lifting. Or choose a **radial-lift** small-frame 312GR or 316GR SSL for strong digging, grading, and backfilling capability.

CALL DREAM

**FRESNO,
CALIFORNIA**

Daring to dream dairy.
John Verwey (right) and
his father, John Sr., helped
grow the family dairy
business from 56 cows
to over 10,000 head.



DAIRY AMERICA

Founded by a Dutch immigrant over 50 years ago, Johann Dairy has succeeded beyond his wildest dreams

Sorry, Cheeseheads, but California is America's true "Dairy State," surpassing Wisconsin as the nation's number-one milk producer in 1993. The Golden State is also the country's leading butter and ice cream producer, although Wisconsin can still take pride in making the most cheese. Which state is second? California, naturally.

According to the California Department of Food and Agriculture, one in five dairy cows in the U.S. lives in California, which produces almost a fifth of the nation's milk. Milk production per cow has increased more than 50 percent over the last three decades.

Genetics, cow comfort, and nutrition have all contributed to this growth. "Instead of quantity, we're

looking for quality," says John Verwey, who owns and operates Johann Dairy in Fresno, California, with his father, John Sr. "We get higher production out of better cows."

Keeping cows comfortable is a big part of keeping them productive. California's mild climate, which is less harsh than in the Midwest, helps. As does the dairy's rotary milking parlor, which keeps cows calm. Verwey also works with vets and nutritionists to keep the herd healthy.

Plus stalls must be groomed and the cows must be fed on a strict schedule. John Deere equipment works tirelessly to keep up. Three large Deere wheel loaders run up to 16 hours a day, mainly moving feed. A Deere 332G Skid Steer handles a multitude of tasks, including hauling manure, cleaning up around fence lines, sweeping, and installing fenceposts.

FROM 56 COWS TO 56 EMPLOYEES

Johann Dairy was founded by Verwey's grandfather in Fresno in the 1960s after he immigrated from the Netherlands, a country with a long tradition of dairy farming. His grandfather started with just 56 cows. Today the dairy relies on that number of employees to care for

over 10,000 head, including 4,400 cows that are milked three times daily. The dairy produces about 387,000 pounds of milk per day (that's 45,000 gallons for you non-dairymen), which is used to produce butter and powdered milk that is shipped all over the world.

"We're a generational family farm," says Verwey. "I get to work with my dad and brother-in-law every day. All of us live within two miles of the dairy. It's a nice family business that I'm really passionate about."

Verwey has many fond memories of his grandfather, who passed away in 1998. "I would sit with him in his office after helping my dad out with the cows," he says. "I can remember running over to show him my report card or just hanging out."

Like in many dairy operations, Verwey started helping out on the farm at a very young age. "I'd feed bottles to the calves or mark cows with a visual tag so you could see their numbers." Today the dairy uses a much more sophisticated method: a radio-frequency identification (RFID) tag, which allows monitoring of the production of every cow by computer.

— continued

*Why the long face?
Food is on the way, as the 332G Skid
Steer handles many other chores.*



Verwey began working full time on the dairy after graduating from the University of Idaho with a degree in animal science and dairy nutrition. He first ran a skid steer at a dairy where he was working in college, and when he got home, he helped the family find a used one at auction. Verwey eventually traded it in for the John Deere 332G because he was impressed by how easy that machine is to service.

“This is the number-one thing I look for in smaller equipment because we do all our own maintenance,” he says. “When I saw how easy it is to remove the back panels and lift up the cab, I knew it was the machine for us. And we’ve had it for a little over a year, and we haven’t had any breakdowns on it yet. We’ve owned many brands of equipment, and we seem to put the most hours in with the least amount of problems with a John Deere.”

Equipped with buckets, forks, augers, and broom attachments, the skid steer is a dependable farmhand. “With all these different attachments, you can do so much with the machine,” says Verwey. “It used to take four guys two or three days to clean fence lines. With a skid steer, it might take only half a day to a day. Sweeping out a large area would take a guy all day. Now we can do it in an hour. If we only run the skid steer half a day, we might save several days in physical labor. It pays for itself.”

LEAPS AND BOUNDS

RFID tags and Deere equipment are among the many ways Johann Dairy uses technology to run its operation more efficiently. The dairy recycles manure into clean, comfortable bedding. It uses solar panels to produce power and is looking into using methane digesters as an additional source of energy.

Despite the favorable climate, California dairymen face a daunting challenge — drought. “Water is a big topic here,” says Verwey. “We use it for cooling barns and milk, and for cleaning. We’re always looking at new techniques and technologies to save water including subsurface irrigation systems and recycling.

“I’m proud of the leaps and bounds we’ve made,” adds Verwey. “We’ve adapted into using technology effectively. We have good cows and good production. And I’m really proud we’re a multigenerational farm started by my grandfather and now run by my father and me. And in the future my kids will be running it, hopefully for many years to come.”

*Johann Dairy is serviced by Papé Machinery,
Fowler, California.*

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

CASH COW

FACTS ABOUT THE CALIFORNIA DAIRY INDUSTRY:



**#1 MILK, BUTTER,
AND ICE CREAM
PRODUCER IN THE U.S.**



**PRODUCES 33 PERCENT
OF OUR COUNTRY'S
DAIRY EXPORTS**



**PRODUCES 18.5
PERCENT OF U.S. MILK**



**46 PERCENT OF
CALIFORNIA MILK IS USED
TO PRODUCE CHEESE**



**PRODUCES 31.2 PERCENT
OF THE NATION'S BUTTER**

GET — CONNECTED



JOHN DEERE COMPACT CONSTRUCTION EQUIPMENT **ATTACHMENTS**

BACKHOES

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. In this issue, we discuss **Backhoes**.

Our backhoes are perfect for light-duty ag or utility work. Three models are available: the BH9B with a maximum digging depth of 2795 mm (110 in.), the BH10B with 2945 mm (116 in.), and the BH11B with 3380 mm (133 in.). Heavy-duty buckets feature an easy cleanout design, and a trio of linkage options help increase curl, reach, and breakout force.

With 180-deg. swing range and precise two-lever control, these backhoes are highly maneuverable in confined areas. The attachment's low-profile console allows good jobsite visibility.

Cushioned cylinders limit shock loads for smooth operation. The standard adjustable seat further boosts operator comfort. The seat can be tilted away, and a convenient grab handle makes it easier to enter and exit the cab.

Dual-lock arms quickly and easily latch to the machine mainframe. Handy boom- and swing-lock levers enable secure transport.

Like all John Deere attachments, backhoes are optimized to work with Deere G-Series Skid Steers and Compact Track Loaders. **See your local Deere dealer for details.**



RDOequipment.com

Minnesota

Burnsville
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



JOHN DEERE

**DON'T SETTLE FOR LESS.
UNLESS YOU'RE TALKING PRICE.**

\$379

INTRODUCING THE ***MORE-FOR-LESS LEASE***

Take advantage of leases as low as \$379/month (\$429 with cab) for 36 months on qualifying models. See your dealer for complete details.*

*Offer valid between 1 April 2019 and 31 October 2019 on qualified new equipment and is subject to approval by John Deere Financial. For agricultural and commercial use only. Advanced lease payment may be required. Average advanced lease payment is 10% of total sales price. Qualified equipment includes the 314G canopy unit with 10"x16.5" tires, 2" seat belt, and 66" construction bucket. Example based on a lease of \$30,076 with a 10% advanced lease payment, monthly payment \$379 for 36 months. Lease terms include 600 hours per year. For an additional \$50 per month (USD), customers can upgrade to a 314G with a cab. Taxes, freight, set up and delivery charges are not included and could increase monthly payment. Payments may vary based upon the end of lease term purchase option price and length of lease term. Available at participating U.S. dealers. Price and model availability may vary by dealer. Prices and savings in U.S. For full details, visit JohnDeere.com/MoreForLess.

JohnDeere.com/MoreForLess