



# WORKSITE JOURNAL

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# WORKSITE JOURNAL

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# Meeting your every equipment need



*In this issue, we introduce the 244J Compact Wheel Loader. This new loader expands our successful line of job-proven wheel loaders into the less-than-60-hp compact market. The 244J delivers impressive performance for its size, along with superior agility, stability, and operator comfort.*

*The new 244J demonstrates our ongoing commitment to meeting your needs. We are continually expanding and upgrading the Commercial Worksite Products line to help building and underground contractors, landscape professionals, rental companies, and agricultural customers achieve greater productivity with high uptime and low daily operating costs. Our CWP line now includes five skid steer models, four compact excavators, a compact tractor loader backhoe, a compact wheel loader, and over 100 Worksite Pro™ attachments.*

*But Deere products are not limited to the CWP line. We are the world leader in premium turf-care equipment and work vehicles. For landscape contractors, we offer a wide range of products including compact utility tractors, commercial mowing equipment, turf equipment, and handheld products.*

*If you are a building and underground contractor or rental company, you probably already know that we are a leading manufacturer of construction equipment. Our backhoes, dozers, excavators, and wheel loaders are available at over 450 construction and forestry dealer locations coast to coast.*

*And, of course, we're the world's premier producer of agricultural equipment. So if you're looking for something green for your farmsite, we offer the most extensive selection of tractors, hay balers, and harvesting and planting equipment available anywhere.*

*All of our products are backed by industry-leading parts and service, available at 900-plus John Deere dealer locations throughout North America. At Deere, we understand that product support is one of the most important factors influencing your decision to purchase a Deere. It doesn't matter how good a machine is unless parts or repairs are available when they're needed.*

*So no matter whether the sign in front of your dealership is yellow or green, your John Deere dealer can meet your equipment needs. Contact your local dealer today.*

A handwritten signature in black ink that reads "Sam Norwood". The signature is written in a cursive, flowing style.

Sam Norwood  
Manager, Commercial Worksite Products

# 244J

Looking for something that provides a little more muscle AND all the versatility of a skid steer? Take a good hard look at the new 244J Compact Loader.

The new 244J expands Deere's wheel loader line into the less-than-60-hp compact market. Building on a tradition that started with the job-proven 300 Series Wheel Loaders, the 244J provides agility, stability, performance, and operator comfort unmatched in its class. And that means increased productivity and uptime at lower daily operating cost.

### **Small but serious**

Small four-wheel-drive loaders like the 59-hp 244J are ideal for anyone needing a powerful, stable compact material mover. Straight tip load is 8,457 pounds, while full-turn tip load is best-in-class at 7,718. Top travel speed is 19 mph — also best in class — while 14 inches of ground clearance provide excellent mobility and a smooth ride over rough terrain.

# our turn

**Deere enters compact loader market with the tight-turning 244J**

The 244J is suitable for a wide range of applications, including agriculture, landscaping, and construction. With a lift capability that is superior to telescopic forks, compact loaders are ideal for many ag material-handling jobs.

With its larger bucket, the 244J is perfect for landscapers who are handling large amounts of wood chips and mulch. Plus the higher breakout forces and greater lift capability of the 244J allow it to handle larger tree spades. And with stereo steering, the machines are very turf friendly.

Turn it up





“ With most loaders, you have oscillation either in the center pivot area or on the two axles... We have it in both locations. This provides better stability and handling — especially when carrying a load over rough terrain — resulting in increased material retention. ”

David O’Keeffe  
Marketing Manager, Loaders



« Continued from page 5

Loader maneuverability used to come at the expense of lift capacity. No longer. A feature unique to the 244J is stereo steering, which allows extremely tight turns with excellent tipping loads.

Stereo steering combines articulation and rear-axle steering to give the 244J the tightest turn radius in its class. Because the angle of articulation is reduced, the design also delivers smoother transport of higher loads.

“Most loaders articulate near 40 degrees to accomplish turning radius, whereas the 244J articulates around 30 degrees,” explains David O’Keeffe, loader marketing manager. “Combining front-frame articulation with rear-wheel steering gives the 244J a tighter turning radius and gets you into tighter spaces than competitive machines.”

The unique stereo-oscillating rear axle also contributes to the 244J’s outstanding stability. “With most loaders, you have oscillation either in the center pivot area or on the two axles,” says O’Keeffe. “We have it in both locations. This provides better stability and handling — especially when carrying loads over rough terrain. This also gives the operator better control over his load.”

The ride-control option is another feature that helps the 244J navigate rough terrain without losing the load. The boom lift cylinders act as shock absorbers, cushioning the ride and keeping material in the bucket (or on the forks).



The 244J also comes equipped with lockable front differential, for better traction in slippery conditions.

### Hard work made easy

Operators won't have to work as hard to be productive in the 244J. The combination of oscillating axle and elastic articulation absorbs the pitching motion and reduces cab tilt as much as 50 percent over other loaders. Many competitive machines don't have this feature, and consequently lurch back and forth when traveling over rough ground.

The sound-suppressed, walk-through cab includes everything operators need to be their productive best. Generous glass areas provide all-around, unobstructed visibility. The fully adjustable, high-back seat, along with a tilt steering wheel, provides plenty of comfort.

Doors are located on both sides for added convenience and safety — on municipal jobs, your operator will never have to exit the cab into traffic. A spring-applied, hydraulically released park brake also enhances safety and comes standard.

Boom and bucket function are controlled by a single-lever joystick pilot control, which is comfortably positioned and easy to use. The joystick is equipped with a fingertip F-N-R selector, for convenient direction and full-range gear changes.

Under the hood, a new turbocharged Deere PowerTech™ engine delivers more usable power than competitive engines. The diesel runs smooth and quiet, while meeting Tier-II non-road emissions regulations.

The hydrostatic drive provides infinitely variable speed controlled by a single pedal. The inching pedal allows the operator to run the machine at full engine rpm when full hydraulic flow is needed to place loads accurately.

The return-to-dig function is also standard. It automatically returns the bucket to a preset level for excavating, allowing operators to focus on the job at hand.

### Never takes a break

Like its larger cousins, the 244J is durable and reliable. Wet-disk brakes are inboard mounted to protect them from the elements and are constantly lubricated for long life. Sealed electrical connectors provide additional protection against harsh weather conditions and ensure reliable operation.

The 244J is also simple to service. The engine hood swings wide open, so daily checks from ground level are a cinch. Periodic service points are also easy to access, making it simpler to change filters and check fluid reservoirs. Plus, the 200 Series engine provides 500-hour service intervals when Deere Plus-50® oil is used.

The 244J comes standard with a hydraulic quick-coupler capable of handling a variety of tools. And with the optional Worksite Pro™ skid-steer-style coupler, you can utilize a range of skid steer attachments for even greater versatility and productivity.

To know more about how the 244J can help your business take a turn for the better, call us today about a demo.

## 244J Specifications

<b>Weight</b>	11,552 lb.
<b>Net hp</b>	59
<b>Pin Height</b>	127 in.
<b>Full-Turn Tip Load</b>	7,700 lb.*
<b>Dump Height</b>	100 in.
<b>Turning Radius</b>	148 in.*
<b>Bucket Size</b>	1.0 yd <sup>3</sup>
<b>Breakout Force</b>	10,792 lb.
<b>Travel Speed</b>	19 mph*

\*Best in class

*Best-in-class full-turn tip load and travel speed contribute to superior stability, agility, and performance — and increased productivity.*



SS



# king

# Skid steers help keep Garden State Parkway safe and well maintained

In recent years, John Deere skid steers have become increasingly popular with road contractors and government highway departments. The small-but-mighty machines are agile and easy to operate, while delivering surprising lift capability and pushing force for their size. Plus, these highly versatile compacts can be fitted with an impressive variety of Worksite Pro™ attachments, rolling the capabilities of several machines into one.

The New Jersey Turnpike Authority (NJTA) relies on its four John Deere 270 Skid Steers to help maintain the 173-mile Garden State Parkway (GSP). The skid steers perform a variety of tasks along the parkway, including pavement milling, landscaping, and snow removal.

Running north and south through ten New Jersey counties, the Garden State Parkway (GSP) is consistently rated one of the nation's safest and well-maintained roadways. Thousands of people use the 173-mile parkway everyday. "The majority of traffic on the Parkway is commuters," says John Tobia, fleet manager, GSP. "It's our job to make sure everyone gets to and from work or other destinations safely."

GSP owns a number of other John Deere machines, including 14 624J High-Lift Loaders, a grader, three dozers, and five backhoes. The equipment helps keep the roadway and service areas safe and clear in all weather conditions.

## Ready to rumble

An important safety feature along the GSP — and any highway, for that matter — are the rumble strips that alert motorists to slow down in front of the toll plazas. GSP uses skid steers equipped with cold planers to mill the rumble strips. The cold planers are fitted with a specially

designed four-inch drum to cut a series of four-inch rumble strips, four inches apart. The rumble strips are usually grouped in sets of — you guessed it — four.

"The nice thing about the John Deere machine is the controls are very accurate, so the operator can get a straight line every time," says Tobia. Steering controls are smooth and responsive, delivering precise, low-effort control that doesn't overreact to a bump in the road or operator input.

The skid steers perform other milling duties along the parkway, as well. Cold planers are ideal for milling potholed, cracked, or frost-heaved asphalt. GSP owns the high-flow CP12, powered by a direct-drive high-torque motor. It also owns the high-flow CP18 and CP24 models, equipped with high-flow hydraulics for increased cold-planing ability. All have a planetary drum drive and top-pivot design to increase down force for better control.

The different drum attachments allow GSP to cut grooves of different widths, depending on the application. "If we are going to mill for a repatch, for example, we use a 24 inch," explains Tobia. "To do a center crack about two inches wide, we'll mill a foot wide and install asphalt."

## Road warriors

From May to October, the Deere skid steers are put to work doing landscaping and roadside maintenance. The Garden State Parkway has been nationally recognized for its beautiful landscaping and well-maintained roadways.

Each skid steer is outfitted with the same attachments — including cold planers, augers, backhoes, and sweepers — so it can perform a variety of tasks when it is out on the parkway. "The quick-coupler option makes it easy to change attachments and really saves time," says Tobia.

Continued on page 14 »

of the  
road



# snow business

With the help of a John Deere skid steer, Lawn Master Services is seeing its productivity snowball



ten  
eleven

**T**he next time you bring your car in for servicing, wouldn't it be nice if your dealer offered you any car on the lot as a loaner? That's the kind of service Lawn Master Services Ltd. in Lethbridge, Alberta, has come to expect of its construction equipment dealer, McKay Brothers, Lethbridge, Alberta.

One winter night, Lawn Master was waiting for its John Deere 240 Skid Steer to be serviced when there was a forecast for heavy snow. Lawn Master depends heavily on its 240 for snow-removal jobs — especially for clearing large parking lots for their commercial customers. “Our customers count on us,” says co-owner, Phil Dyck. “They can't get in and out if we don't go in there and do our job at night.

“Our dealer told us our key fit any machine on the lot,” he recalls. “‘You need a machine, you just come to the lot and get one,’ they said. That's a pretty amazing relationship to have with a dealer.”

## **At your service**

Dyck recalls another incident where the skid steer required repairs after its broom got wrapped up in an extension cord buried in the snow. The dealer immediately made arrangements to have another machine ready. “It turns out we didn't need the other machine, but it sure was good to know we were not going to leave our customers stranded,” says Dyck. “To know our dealer is going to back us up with parts and service — and even with a machine if necessary — is simply awesome.”

Founded in 1967, Lawn Master Services Ltd. has grown from a small lawn-mowing service to a professional lawn-care and snow-removal company. In addition to the skid steer, the company also owns a variety of John Deere equipment for its lawn-care business, including mowers, trimmers, and handheld blowers.

Choosing Deere was an easy choice for Lawn Master. “Our Bobcat dealer will not like to hear this,” says Dyck, “but you cannot beat the parts and service support you get from John Deere.”

About 80 percent of Lawn Master’s snow-removal jobs are residential. The skid steer is assigned to larger jobs, such as parking lots for condominium associations or commercial sites. The company also uses a truck equipped with a V-plow, mowers fitted with plows and blower attachments, and smaller hand-held blowers and walk-behind snow blowers.

The skid steer is equipped with an 84-inch bucket — the largest available for the 240. “For snow removal, we figured we only needed the smallest machine,” says Dyck. “People thought we were biting off more than we could chew with such a large bucket, but it’s working out really well.”

The bucket is used when the snowfall is over four inches or when it is wet and heavy. If the snowfall is lighter and two- to three-inches deep, an angle broom is used. “It’s fast and does a great job,” reports Dyck.

The compact size and versatility of the skid steer make it well-suited for clearing areas the truck can’t reach. Because it’s heavier than the truck, the skid steer delivers more downward force, so it is often used in high-traffic areas to break up hard-packed snow.

“It’s really maneuverable,” reports Dyck. “You can get in tight areas and turn around quickly. It has tremendous visibility — you can see all around it and watch for obstacles. Traction is very good, too, even with standard rubber tires. And it’s great for piling snow, which is harder to do with the plow.”

### **Cold comfort**

The skid steer isn’t used during the summertime, so Lawn Master doesn’t have to do much to winterize it. In extremely cold conditions, Lawn Master keeps the 240 inside or plugged into an engine block heater (for more winterizing tips, see the sidebar).

“There are times when the snow and cold roll in unexpectedly and we need the machine to start up right away,” says Dyck. “There’s never a question if it is going to run — whether it’s plugged in or not. The air preheater works very well. We’ve run other brands with diesel engines, and you could never predict whether they would start during the cold. With Deere, this is never an issue, and that sure provides peace of mind.”

Dyck is similarly impressed by the machine’s rugged reliability. “Other than damage caused by something buried in the snow, there have been no troubles,” he says. “We’ve really been happy with it. We really bought the right machine for the job.”

To learn how a John Deere skid steer can earn you some cold hard cash, stop in today.

## Winterizing your skid steer

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*Winter can be hard on equipment, to be sure. But with a little extra attention, you can keep your machine — and jobs — moving, even in extreme climate conditions. Here are a few tips:*

- **Check coolant.**

Deere skid steers come out of the factory with a long-life coolant called Cool-Gard®, which provides the ultimate year-round protection for your cooling systems. Check to make sure the antifreeze/water mix is the correct concentration for –40°F and replace it if necessary.

- **Change engine oil.**

During the winter, you want a lower-viscosity oil so the engine turns over for easier starting. For skid steers, use John Deere Plus-50® 10W30 oil.

- **Change hydraulic oil.**

Use 10W30 oil in the hydraulics. In extremely cold conditions, consider using a low-viscosity John Deere Hy-Gard® oil for superior performance and wear protection.

- **Check the battery and connections.**

Corrosion build-up can cause a poor connection and a voltage drop. Therefore, terminals and cables should be cleaned and protected with corrosion spray. John Deere batteries are designed to be maintenance free, but check to make sure they are producing the amperage needed in wintertime.

- **Use a block heater.**

The optional block-heater kit keeps the engine block and coolant warm for easy first starts.

- **Consider a heavy-duty battery.**

In extreme arctic conditions, you may want to consider a heavy-duty battery, such as the 925 cold-crank amperage battery, which is available as a factory-installed option.

- **Get a cab.**

An optional four-season cab with heater, defroster, and air conditioning provides year-round comfort and climate control. Before winter, check to make sure the cab is properly sealed to ensure good heat and clear, defrosted windows.

- **Keep up with regular maintenance.**

Checking the fluids and tire pressure will reduce the chances of mechanical breakdowns in –20°F weather.

- **Check the lights.**

Consider installing a flashing beacon for snow-removal work. With shorter winter days, it’s critical that lights are working. Plus, snow removal is often done at night.

**L**ooking to improve performance on rough terrain, soft surfaces, and in wet, muddy conditions?

These days, compact tractor loaders (CTLs) are a popular option for many contractors and landscapers. But consider this: like a CTL, over-the-tire rubber tracks provide additional flotation and traction in soft ground conditions — but for considerably lower cost.

“Initial cost is much lower than a dedicated compact track loader,” says Doug Laufenberg, product marketing manager, Attachments, John Deere. “You can buy a skid steer and a set of rubber tracks for about \$7,000 less than a comparable CTL. That’s a huge price advantage.”

Daily operating costs are lower on a skid steer, too. There’s no expensive undercarriage components to repair or replace. “When rubber over-tire tracks wear out, you still have your tires,” says Laufenberg. “When CTL tracks wear out, you not only have to buy new tracks, but you have to buy new sprockets and rollers and rebuild the undercarriage, so it’s much more expensive to maintain.”

#### **Get a grip**

CTL manufacturers will often tout the advantages of having an undercarriage — for example, saying it lowers the center of gravity, delivering additional stability on side slopes. That sounds good in theory, but in

Ground pressure is comparable to a CTL. This is perfect for applications where you want flotation without compaction — installing septic tanks, for example.

Plus, unlike steel tracks, rubber tracks don’t cause surface damage to turf, asphalt, or concrete, so they are just right for applications such as landscaping and site development.

#### **Fast track**

Rubber tracks are designed to fit over common tires — including standard, extra-wall, and hauler — so expensive specialized tires are not required. Two track sizes are available to fit over different tire sizes. Ten-inch tracks fit over the ten-inch tires on the 240, 250, 317, and 320 Skid Steers; while the twelve-inch size fits over the 260, 270, 325, and 328.

The tracks are easy to install and remove. It takes approximately 30 minutes to install each track for the first time. Once you’ve learned how to install the tracks, you should be able to install both within 30 minutes.

All tracks ship with an installation kit that includes a tie strap and three sizes of links to ensure proper tension of one to three inches of deflection. Track adjustment is simple. Rubber joints of various sizes can be selected to adjust track length.

# where the rubber

reality the low center of gravity and optimal weight distribution of a skid steer loader let them outperform CTLs in many applications.

“Compact track loaders don’t work as well in ice or snow — they tend to slip,” says Laufenberg. “Skid steer tires provide much better traction in these conditions — you just have to remove the track. Rubber tracks also provide better flotation in sand and mud, which allows equipment owners to extend their seasons into the winter months.”

A skid-steer doesn’t transmit vibration like the rigid-frame CTL, and the rubber tracks are much quieter. That’s why any operator will tell you that running a skid-steer is a lot more comfortable.

“A CTL is like a crawler,” says Laufenberg. “You take it over bumps or hills, and it rides like a tank. The rubber track on a skid steer molds itself to bumps and obstructions and just glides over them.”

Because they are low tension, they do not rob horsepower like competitive high-tension rubber tracks. Plus, Deere rubber tracks employ steel teeth inside the track to connect it to the tire, eliminating tire sidewall wear.

“Some of the competitive rubber tracks use all-rubber points or side guides,” explains Laufenberg. “When rubber rubs on rubber, it gets hot, causing sidewalls to fail. Steel eliminates this problem.”

And unlike CTLs, rubber tracks can be removed when they’re not needed, so track life is increased. “Track life is approximately 1,500 hours, depending on how they’re used,” says Laufenberg. “By comparison, CTLs typically only get 1,000 to 1,200 hours out of a set of tracks.”

John Deere also offers Worksite Pro™ steel tracks (see the Get Connected column, page 15, in this issue), along with a whole host of other Worksite Pro attachments. To learn more about how to increase the versatility and productivity of your skid steer, stop in today.

Over-the-tire rubber tracks provide low-cost  
alternative to compact track loaders

**meets the load**

twelve  
thirteen



« Continued from page 9

“We can go out on a jobsite with a variety of attachments and do the complete job with one machine. We don’t have to bring out a number of different machines or wait for a machine to become available, so it’s very versatile and cost effective.”

For example, on a landscape job, the skid steer can use an auger to drill holes for trees, then switch to a bucket to plant trees and spread mulch. Or when milling, the cold planer can be quickly replaced with a sweeper for cleanup.

“With a truck-mounted sweeper, we typically have to close two lanes,” says Tobia. “But with the skid steer, we only have to close one, so we can keep traffic flowing. Their small size also makes them ideal for clearing out washout areas. They can go alongside the road, so we only have to close the shoulder.”

During the winter months, the skid steers do their part to keep the roads clear. GSP has a “black-pavement” policy, even during the heaviest snowstorms.

Skid steers are used to clean up around toll areas and service areas where the loaders and graders can’t reach. They use a bucket to move snow out to larger areas where the larger loaders can take it away. “The skid steers make the job much easier and more efficient,” says Tobia. “With their exceptional traction and stable, smooth operation, they’re great in snow, as well as in the sandy soil along the southern area of the parkway.”

Tobia is impressed by the skid steer’s exceptional lifting capability, along with superior lift height — important for lifting materials into large dump trucks. He’s also impressed by the machine’s ease of operation. “Our operators find the machines very easy to use,” he says. “It’s just a very comfortable machine for them to operate.”

**Low-maintenance, road-maintenance machines**

The skid steers have experienced virtually no downtime, other than scheduled preventative maintenance, according to Tobia. “The skid steers have been unbelievable in terms of reliability,” he reports. “Plus, with wide-open access to the engine, they’re really simple for our mechanics to service. They’ve been a tremendous asset to our fleet and have allowed us to perform roadway maintenance in a more cost-efficient manner.”

GSP has found Deere the least expensive machine to run in terms of life-cycle costs. “With all of our Deere machines, we’ve had very little downtime and few repairs,” says Tobia. “In terms of cost of ownership, we’ve increased productivity and service life, while reducing operating cost. That’s very important to our Board of Commissioners.”

A key factor influencing GSP’s decision to purchase Deere machines is Deere’s industry-leading service and support.\* “Our dealer goes out of their way to satisfy our needs,” says Tobia. “The few times we’ve needed repairs, they are always quick to respond. Parts are available when needed, and repairs are always done correctly the first time — it’s phenomenal product support. The dealership is a tremendous and professional operation to deal with.”

\*The New Jersey Turnpike Authority is serviced by Jesco Inc. in South Plainfield, New Jersey.

**WORKSITE PRO™**

Look to this column every month to learn all about Worksite Pro™ attachments. There are nearly 100 Worksite Pro attachments designed for every task imaginable. Many are compatible with compact excavators, compact loaders, and tractor loader backhoes, as well as skid steers. In this issue, we discuss steel tracks.

Like Deere's new, over-the-tire rubber tracks (see related story, page 12), Worksite Pro Steel Tracks provide improved flotation and traction in soft, muddy, and loose conditions, as well as hard ground and gravel.

Although they don't offer many of the advantages of the new rubber tracks — they are not as quiet or as friendly to improved surfaces —

# Get Connected » Steel Tracks

they provide outstanding traction and power utilization. This makes them excellent for applications like excavating, where the skid steer is working continually in dirt or mud.

Like rubber tracks, steel tracks also improve the ride in rough conditions. And like rubber over-tire-equipped machines, skid steers fitted with steel tracks offer a low-cost alternative to dedicated compact track loaders (CTLs). The initial cost is considerably lower, plus there's no expensive undercarriage to maintain and repair.

Steel tracks provide tire protection in tire-damaging conditions and help increase tread life. They can be installed over any approved heavy-duty sidewall tire. Steel tracks are compatible with ten-inch tires on 240, 250, 317, and 320 skid steers; twelve-inch tires on the 250, 260, 270, 320, 325, and 328; and fourteen-inch tires on the 260, 270, 280, 328, and 332.

Worksite Pro steel tracks have thick, heavy-duty bushings for long wear life. Link holes are drilled, not cored, for increased strength. Plus the outer plate is open, for easy cleaning and length adjustment. Adjustable links simplify track tension adjustment.





# PRODUCTIVITY

# “Overachiever”



Of course the new 300 Series' turbocharged four- and five-cylinder diesels deliver more horsepower and torque. But that's not the only reason Deere skid steers outwork the others. Their extra ability comes from a unified design that optimizes hydraulics, lift capabilities, and especially, pushing force. Large standard tires, exceptional axle torque, weight, and superior balance give them the leverage to dig in when others just spin. But that's just the beginning. Ask your dealer for a demo and see for yourself all the ways the 300 Series can make you more productive.

[www.deere.com](http://www.deere.com)

