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PERFORMANCE

The Windrow of Change.

With tightening restrictions on glyphosate use, Chris Barron took the leap and purchased a MacDon Windrower. He's learning that the change was not only necessary, but comes with a load of advantages too.

Keep 'em Running

Despite COVID-19, the harvest clock kept ticking, so MacDon's US Custom Harvest Support Team was there to help keep things running smoothly.

Performance Minute

Helping you get the most Harvesting Performance from your MacDon!



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MacDon® is a Linamar Company



LINAMAR
Power to Perform



The Windrow of Change.

With tightening restrictions on glyphosate use, Chris Barron took the leap and purchased a MacDon Windrower. He's learning that the change was not only necessary, but comes with a load of advantages too.

Chris Barron

In a year full of unexpected surprises and challenges owing to the COVID-19 pandemic, it has been relatively smooth sailing for farm manager Chris Barron and his crew at HJ Fairs & Son.

Located in Colchester, in the county of Essex near the south-east coast of England, Barron says the family farm has managed to carry on as normal when it comes to its owned, rented, and contracted farming land, which spans 4900 acres (2000 hectares).

HJ Fairs & Son are unique in the area for a few reasons. First, the farm offers contracts to other growers in the area, as well as in regions to the north and west of them, for borage, echium, and quinoa through "something like a sister company to us," Barron explains. Fairking Ltd., a business partnership between HJ Fairs & Son founder, Peter Fairs, and another farm, John K King & Sons, incorporated in 1982 and now

specializes in offering buy-back contracts to growers in the UK.

Secondly, in some cases the types of specialty crops they grow, such as camelina, borage (otherwise known as the star flower), quinoa and echium (canary flower), tend to be a rarity in not only the immediate area, but across the UK and have taken decades of work to perfect.

They grow these alternative crops, which mostly end up being used as parts of various pharmaceuticals, because they bring great value in two ways: of course, the product itself, but also the value added by prepping and processing them pre-crush in house.

In addition to the specialty crops, HJ Fairs & Son also grow the more traditional wheat, oilseed rape (canola) and peas.



Though all of these crops are conventionally combined, Barron says, many of them need to be windrowed.

"The borage and the echium, the seeds don't ever mature all at one time, they mature in stages across the plant, so you've got to try and cut it or windrow it at the right point, when there's the most seed on the plant," explains Barron, 32.

"It'll drop the seed on its own, so you have to windrow it so you can hold it in a windrow and let the rest of it ripen, and then you harvest it with a pickup header. If you left it standing and combined it direct, you couldn't spray it off, and you couldn't cut direct, it'd be very green and all the seeds would have dropped off the plant."

To accomplish this, Barron and his team use MacDon's M155E4 windrower, another feature distinctive to their farm. In fact, it's one of only two farms in the area running a MacDon windrower, which they added to their fleet in June of 2019.

The previous fall, it became evident that the trio of 20-year-old machines they were using at the time just weren't cutting it (literally); they were becoming unreliable, and Barron knew the time had come to start looking at newer options.

"We windrow our own, but we also windrow for a lot of our growers as well. We tried to do the contracting with our old machines, but we just found them very, very unreliable and we thought we had to do something about it," he says.

When he was initially researching the M155E4, Barron was concerned about the width of the machine — roads in the UK can be incredibly narrow, and at more than three meters wide, it was a concern that the MacDon windrower might just be too big to squeeze through. But, he ultimately decided to "bite the bullet" and buy it — and hasn't looked back since.

"It was quite a jump moving from the machines that we had that were 20 years old, to then jumping to this. It was quite a leap, without being able to use it and try it and see what kind of job it does. It was a bit of a stab in the dark but we went with it and we're very pleased with it," Barron says.

Harvesting Performance Note:

Following MacDon's tradition of listening to customers like Chris to create harvesting innovations, MacDon has developed the MacDon M170NT Windrower. The NT stands for Narrow Transport, allowing this windrower to shift into a narrow transport mode ideal for European roads further boosting productivity.

After conquering the size barrier, every other feature of the windrower became an added bonus, which only further convinced Barron and his

"The comfort of it, the road speed, and being able to tow the header behind it, it's quite good getting in gateways."



Crop: Borage (Starflower)

team that MacDon was entirely the right choice for them. The control, the comfort of the cab, and the ease that comes with newer technology all top Barron's list.

"There's so many more control options in the cab compared to what we had and what we were used to, so there's a lot more you can do with it to get the window," says Barron.

"The comfort of it, the road speed, and being able to tow the header behind it, it's quite good getting in gateways. And the way you made the header trailer with the dolly on it, it follows into gateways really, really well; the ease of just hooking on and off the header from work mode to transport mode is just an absolute ease compared to the old machines that we ran," Barron says.

The MacDon draper header Barron runs on the windower is the D120, which has been a perfect companion to the M155E4 and offers a myriad of benefits of its own.

"It's great the way you can tilt the header forwards and backwards, and the active header suspension allowing it to follow the contours whilst still flat on the ground and not building up on the skids, which is a huge benefit compared to our old machine," says Barron. "We can now swath in wetter ground conditions than we ever could before, which in turn gives us a higher output in some of our specialty crops."

Barron also praises the tight seal on the draper belts, which does not allow trash to get under the belts, and the fact there's easy access to the belts if he does need to clean them out. In addition, the reel is "fantastic," as it can perform in any condition and lift very flat crops.

When thinking about how farming might change in the next five to ten years, Barron predicts the practice of windowing to only become more

"The active header suspension allowing it to follow the contours whilst still flat on the ground and not building up on the skids, which is a huge benefit..."



and more popular in his area as glyphosate restrictions and bans, which includes products such as Roundup, are phased in all over the world.

Glyphosate is the most widely used herbicide in the UK; according to a study from Oxford Economics, 5.4 million acres (2.2 million hectares) of land were treated with glyphosate annually in 2014. But concerns have been raised and conflicting studies have been published as to the possibility of the herbicide being carcinogenic to humans, and in 2016, a YouGov survey of more than 7000 people in the European Union's five biggest states, including the UK, showed majority support for banning the chemical.

And while the ban of glyphosate could mean many things from an economic perspective, it most certainly means many farmers will have no choice but to get back to basics when it comes to some of their harvesting practices.

"Glyphosate has only got a matter of time before that's going to be banned. A lot of people use pre-harvest glyphosate just to kill the crops off to get in there a bit earlier, so chemicals are getting less and less so I think, as time goes on, people are going to resort back down the windrowing route because they haven't got much choice," Barron says.

"We've found you can get in there a lot sooner and it thrashes a lot easier in the combine. People are spraying theirs off around us, they get in after three weeks where we're about ten days and it's still bunging their combines up, so I think that will change and people will go back to how they used to do it and windrow it.

"That's why we're pushing for the second windrower now, get a bit more work out there, because we can see the future is going that way and hope that we're there first and the service is there so people will come to us," Barron says.

And for those in the market, those who notice the same trends and expect the same drastic changes Barron sees coming down the pipe, he would unreservedly recommend a MacDon for anyone who predicts windrowing will be a substantial part of the success of their farming future.

"A hundred per cent I would recommend it, but just not too much because I don't want to lose business around our area," Barron laughs.

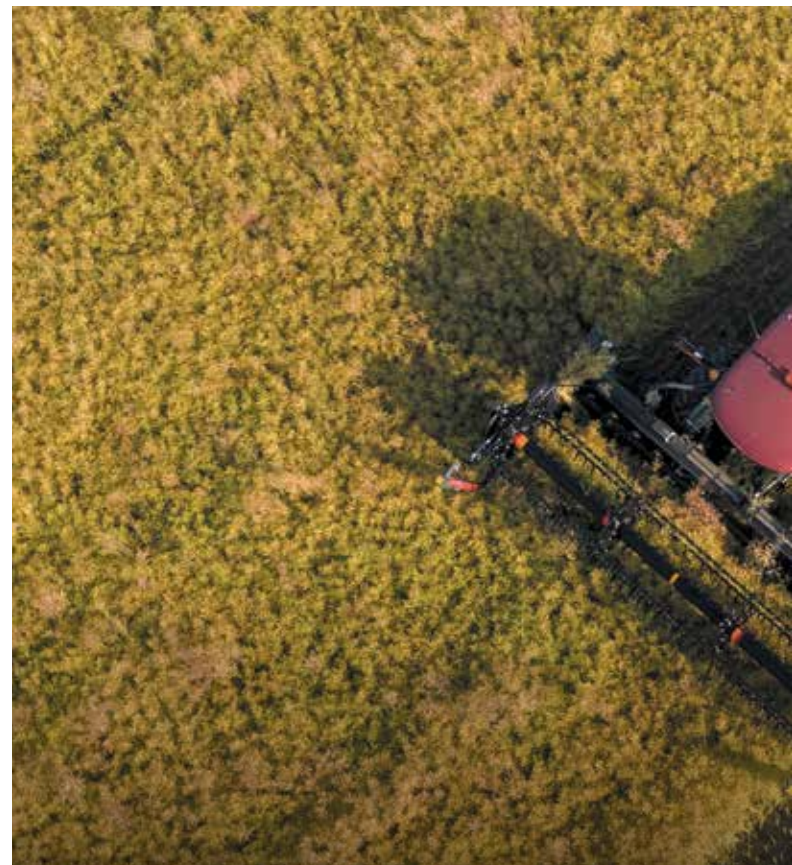
"But no, definitely, because there are still a lot of the 20-year old machines about and they just cut their rape with it every year, 100 acres or something like that. The difference between one and the other is just night and day, it's a completely different machine to drive," he says, adding his experience with MacDon customer service has also been exceptional.

"We can get so much closer to the ground and do a much better job, all the customers are very happy with the MacDon compared to what we were doing before for them,"

And, for the true cherry on the performance cake, Barron notes customers too have noticed a positive difference in the quality of cut since HJ Fairs & Son introduced the M155E4 to their lineup.

"We want to cut very, very close to the ground and the difference that this machine makes because of the extension on the actual header, how it pivots, and the plastic skids that don't drive the soil, we can get so much closer to the ground and do a much better job, all the customers are very happy with the MacDon compared to what we were doing before for them," says Barron.

"It's been a hit all the way through, really, for everyone." **M**



"A hundred per cent I would recommend it, but just not too much because I don't want to lose business around our area."



Crop: Borage (Starflower)



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**MacDon M1 Series
Windrowers Video**

Crop: Canola



Keep 'em Running!

Despite COVID-19, the harvest clock kept ticking, so MacDon's US custom harvest support team was there to help keep things running smoothly.

Jon Redford

Events moved swiftly after the World Health Organization declared a global pandemic on March 11th, 2020. Within hours, the US restricted travel to 26 European countries, and just 10 days later the US/Canada border was shut to non-essential travel. Instantly, companies across North America that do business internationally found themselves scrambling for work-arounds.

Caught looking for a Plan B was Tanner Fontaine, MacDon's coordinator for its US Custom Harvest Support Team usually staffed by university students.

"In a normal year we typically hire Canadian students as it makes it easier to train everyone in Winnipeg where all our equipment is. This year, that was not going to be possible because we couldn't get them into the US."

With the clock ticking, Fontaine rushed to get his job postings out to a handful of US universities where he had some leads. He had to get a new team hired and trained before the custom run started in northern Texas around the middle of May.

"It was pretty crammed, especially because I wasn't able to cross the border myself. We had to do our training out of our Kansas City office using distance learning as much as we could, but then accelerated that portion so that we could get them into the field as quickly as possible because that was probably the best way for them to learn the hands-on stuff."

To ensure service quality wasn't compromised by the rushed training, it was decided to partner the student hires with experienced MacDon veterans.

"This year we went with a combination of student hires supported by a rotation of our full-time product support representatives. These guys have been around up to 15 or more years with the company, so they brought a lot of knowledge and skills with them."

In addition to staffing the seven person team, Fontaine was also tasked with locating a replacement for himself as he would not be able to cross the border to handle field coordination responsibilities for the run. Luckily, MacDon had Jon Redford in the wings eager to pick up the baton.



“Going on the custom run was always one of those unique experiences that I would like to do, so when they said they had a need for a replacement field coordinator I was definitely up for the opportunity,” says Redford.

Redford, who was first hired by MacDon back in 2016 as a product support rep for the territories of California, Arizona and Nevada, originally hails from Washington State where he had previously worked as a GPS specialist for a dealership. Now, as MacDon’s new custom harvest field coordinator for the 2020 harvest, he found himself responsible for managing the team’s two parts trailers, as well as the deployment of its four service trucks and four service pickups.

“Our parts trailers function almost like a mobile dealership. We have a 48’ trailer that’s filled with parts and has an office in there as well, and then we have a smaller 25’ cargo trailer that got converted into a parts trailer and office. Together they hold about 90% of the parts that we

would ever need, while our service trucks are fully equipped with all of the tools and testing equipment we require to do anything on a header. We can do everything from rebuilding a drum to repairing an adapter frame or anything on the header itself with the parts we have on hand.”

***“Our parts trailers function almost like a mobile dealership...
...they hold about 90% of the parts that we would ever need”***

From the start of the run in Texas to its conclusion in the Dakotas in mid September, Redford says that he found his work managing the team both exciting and satisfying.

"We were kept really busy most of the days. At the start of the season we were mostly called out to do walk-arounds of customers' equipment to see if anything might need to be fixed, as well as make sure that everything was set up properly. However, once on the run the days could be long, usually starting around 7:00am and going as late as 10:00 or 11:00pm at night if needed."

According to Redford, the Harvest Support Team's primary mandate is to keep their customers running.

"If the callout was a downed or completely stopped machine we would definitely commit to getting out there the same day. It didn't matter how long it took or what time it was, we knew we had to get that machine going because the customer's business depended on it."

Redford's strategy was to make sure that whenever a truck went out on a call that it was fully equipped for any eventuality, as the last thing he wanted was someone having to return to the trailer for a part they didn't have. That would only cost the customer time.

"In responding to any call, I always encouraged the guys to go out as soon as possible. Our response time was almost always within an hour, as long as all our crews weren't already taken up on other jobs. In the rare

instance we couldn't respond immediately to a request, we always let the customer know how long it would likely take to get to them."

Surprisingly, Redford says that the extra precautions the team had to take this year dealing with Covid-19 had no effect on the service they were able to provide.

"I didn't see the virus compromising us in any way. It did add more precautions as far as sanitizing, masks and social distancing, but as far as getting out there to help our customers, it didn't stop us. All of our guys took the precautions in stride and nobody complained about it even though it was harder working on machines with the masks on, especially when it was 110 degrees Fahrenheit out.

Redford says that the only time they were allowed to break protocol and remove the mask was if they found themselves working on a header with no one around.

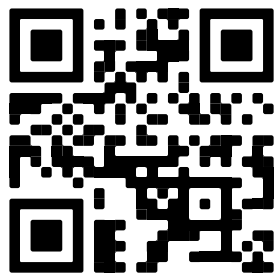
"Overall, we definitely tried to stay safe, not only for ourselves but also our customers. We didn't want to have any health issues or hospital runs."

As a first year member of the team, Redford says that one of the things that impressed him was the quality of the parts support they received from both MacDon's Kansas City office and from the main plant in Winnipeg.

"If we were ever short of anything we always had parts the next day. In fact I have to give a huge shout out to Karl Brooks in our Kansas City

"If we were ever short of anything we always had parts the next day."

SCAN HERE



**MacDon FD1 FlexDraper®
Headers Video**



office. Whenever I needed a part, even if it was past the order deadline for the day, he would get it out to UPS for us, even if he had to drive it to the plane himself. That was all part of what we did to make sure that our customers could reduce their down time and keep going."

An even bigger surprise for Redford was that MacDon serviced all its customers on the run for only the cost of parts, which are sold through local MacDon dealer where the trailer is set-up at.

"We never charged a service fee. Coming from a dealership background where the customer was charged \$125 an hour to work on a machine, and then seeing everything that we were doing for no charge, well I found that really amazing."

Back in Winnipeg, Fontaine says that the job MacDon's Harvest Support Team did in 2020 will go down as one of its best efforts. According to his records, over the four months of the run, the team had a total of 650 service calls helping more than 100 customers, while the team's four service trucks logged more than 64,000 miles, roughly the equivalent of driving 2 ½ times around the earth.

"Our service was perhaps even better this year than in previous years because we utilized our product support reps. They were especially valuable for training our new guys, and keeping things moving pretty well. There was definitely a lot of extra planning that had to go into it, but it all paid off in the end." 



"It didn't matter how long it took or what time it was, we had to get that machine going because the customer's business depended on it."



PERFORMANCE MINUTE

Helping you get the most Harvesting Performance from your MacDon!



Keep Your Harvesting Options Open!

As a farmer you deal with risk every day, so a little bit of control goes a long way. MacDon M1 Series Windrowers help widen your harvest window and give you more options to help manage that risk. MacDon has been perfecting the windrower concept for 70 years, so we know that with swathing comes great harvesting benefits: quicker harvest times, fully organic harvesting, a shorter season, an alternative to natural drying or desiccation, and even crop ripening. **Here's how MacDon Windrowers can help you reach the next level of harvesting performance.**





Multi Use Application

MacDon windrowers can be used in a variety of harvesting applications thanks to three cutting platforms; auger, rotary, and rigid drapers. MacDon D1 Series Draper Headers are interchangeable between windrower and combine applications.



Reduced Crop Loss Caused by Weather

In the final stages of crop maturity, damage from wind or hail can cause crop losses that are higher in the unsheltered, standing crop. By protecting the majority of the crop in a swath for the final days until maturity, losses can be minimized.



Managing Harvest Timing

Swathing can begin much earlier than direct cutting, helping to spread out the harvest. The cutting of the crop is an instant action, resulting in a faster dry down compared to waiting for a pre-harvest glyphosate application to take effect.





Minimize Pest Damage

For areas with pest issues, one of the best options for a successful harvest is to swath the crop before the pests damage the crop too much. This is done to control the infestation and damage the pests can do to the crops. By swathing before the crop suffers damage you can reduce your losses from the downed crop.



Even Crop Ripening

When crop matures unevenly due to hilly terrain, climate, staggered seeding, or uneven germination, crop cut by the windrower will continue to ripen in the swath, evening out as it dries down to the correct moisture content. This helps improve grain quality and can even eliminate the requirement to dry grain after harvest. Swathing at the right time also reduces the amount of seed loss compared to leaving the crop standing until the lower seeds ripen.



Eliminating Pre-Harvest Chemical Applications

By swathing crops to trigger the dry-down process, pre-harvest chemical applications are eliminated. With farmers facing increased consumer and regulatory pressure, particularly around the pre-harvest use of glyphosate, swathing provides a viable option to manage harvest timing without chemical use.



Double Windrowing Ability

For low yield crop varieties, or in a low yielding year, the windrower can shift the drapers and place two swaths side by side. This effectively doubles the amount of crop going into the combine to keep the combine running at peak efficiency.



Maximize Combine Harvester Productivity

When picking up a swath with a MacDon PW8 Pick-Up Header, the combine operator can focus on the combine, rather than straight cutting. Using a PW8 eliminates double cutting residual standing straw that most times is still green and wet, and can affect combining efficiency. Combine stoppage from minor issues like broken knife sections is eliminated. Picking up a swath also helps reduce combine rock ingestion compared to direct cutting on the ground.



In Case of Ineffective Desiccation

Wet, cold, cloudy weather and poor canopy penetration of the chemical may cause desiccation to be ineffective. Desiccation works best in hot and dry weather.





Weed Control

Weeds can often reach maturity and produce seeds at the same time that the crop is going into the final stages of maturity. Windrowing a crop before final maturity can cut weeds before they have a chance to produce seeds, helping reduce weed pressure for the subsequent season. Also, swathed weeds will dry out, reducing the amount of green weed material going through the combine. In pulse crops such as edible beans, weeds may smear or stain the seeds. By swathing them prior to picking them up with the combine you give the weeds a chance to dry out.



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MacDon M1 Series
Windrowers Video

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YOUR HARVEST WINDOW JUST GOT WIDER.

As a farmer you deal with risk every day, so a little bit of control goes a long way. MacDon M1 Series Windrowers help widen your harvest window and give you more options to help manage that risk.

Visit MacDon.com or scan the QR to see M1 Series Windrowers in action!

