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PERFORMANCE

GETTING THE MOST FROM YOUR MACDON MACHINE



100 YEARS.
MACDON HELPS CELEBRATE
4-H CANADA'S CENTENNIAL.

EFFICIENCY
PARTNER.
LAFOLLETTE ENTERPRISES
REDUCES OVERHEAD
WITH MACDON.

45 FEET
DOWN
UNDER.
AUSTRALIAN FARMER
GOES WIDE WITH OUR
D65 DRAPER.

RODNEY McDONNELL

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MacDon® PERFORMANCE

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100 YEARS YOUNG

This year marks the 100th anniversary of 4-H in Canada, making it one of the oldest organizations in an international 4-H network that touches over 7 million youth in over 70 countries. To commemorate this important milestone, MacDon commissioned the production of a special M Series Windrower honoring 4-H's history, to be shown at 4-H's 100th Anniversary events across Canada. The M155 windrower features a wrap around decal with images from 4-H's past, plus the 4-H in Canada anniversary logo. In total, MacDon's 4-H Windrower appeared at more than eight agricultural events in Western Canada, with the last one taking place at the Royal Manitoba Winter Fair in Brandon, Manitoba.

"For a century, the 4-H organization has played an important and valued role in developing Canada's young people into community leaders," said Manitoba Agriculture, Food and Rural Initiatives Minister, Ron Kostyshyn. "Here in Manitoba, 4-H has helped our province's youth develop skills in communication, problem-solving and goal-setting, skills that will serve them well for years to come. I congratulate and thank the 4-H organization for their numerous contributions and wish them great success in their next century of contributions."

MacDon's own involvement with 4-H can be traced back to MacDon's founder Joe MacDonald, who was so impressed by



MacDon's commemorative 4-H Windrower.

the organization and its contributions to youth that he made MacDon a corporate member early in the company's history.

"Mr. MacDonald often said he was impressed by what a great group of talented young people the 4-H organization was," said Gene Fraser, MacDon Director of Marketing. "He always said that the life skills and volunteer spirit that 4-H instills in its young members are not only important for their development, but also a benefit to their communities and the nation as a whole."

"On a personal note, some of the best public speakers I have ever seen have been young 4-H members," said Fraser. "Their talent and confidence is truly impressive and I always believe the country is in good hands after seeing a presentation by these young 4-H members."

Fraser says that beyond supporting the organization as a corporate member, MacDon itself has directly benefited from the training and preparation that 4-H instills, as some MacDon employees were once 4-H members themselves.

"All things being equal, we will look at a resume to see if there is a 4-H connection. If there is it will definitely enter into the decision process. We believe that the skills learned through 4-H are truly an asset for any organization."

100TH 4-H ANNIVERSARY WINDROWER TOUR



TOUR DATES

May 28, 2012
4-H 100th Anniversary Celebration Launch,
Winnipeg, MB

June 1, 2012
Drummond's Farm Services Ltd.,
Holland, MB

June 20-22, 2012
Canada's Farm Progress Show, Regina, SK

November 7-10, 2012
Agri-Trade, Red Deer, AB

November 19-24, 2012
Agribition, Regina, SK

January 7-10, 2013
Crop Production Show, Saskatoon, SK

January 15 - 17, 2013
Manitoba Ag Days, Brandon, MB

March 25-30, 2013
Royal MB Winter Fair, Brandon, MB



1913 2013

ENBRIDGE
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A photograph of three men standing in front of a large red MacDon windrower in a field. The man on the left wears a black jacket, a baseball cap, and glasses. The man in the center wears a purple zip-up hoodie. The man on the right wears a black long-sleeved shirt with a logo. The background shows a cloudy sky and a green field.

LAFOLLETTE ENTERPRISES DEPEND ON
MACDON WINDROWERS TO INCREASE
THE EFFICIENCY OF THEIR OPERATION.



LaFollette Enterprises management team from left to right: Aaron Tucker, co owner, Jason Tucker, co owner, Chad LaFollette, foreman, Bob Tucker, co owner, and, Randy LaFollette, co owner.

With over 1.5 million acres (over 600,000 hectares) under production and almost 9 million tons harvested in 2012 (USDA California Field Crop Review, Oct. 2012), hay is big business in California. It is also highly competitive. According to Randy LaFollette, whose family custom cuts hay and silage near Turlock in California's San Joaquin Valley, there are numerous operations just like theirs throughout the valley working to meet the feed requirements of California's dairy industry.

"About 10 years ago we tried to add up the number of forage harvesters just within 10 miles (16.1 km) of our yard and there was over 100," said LaFollette. "Those people go up and down the valley for work with a radius of operation of about 60 to 100 miles (96.7 to 160.9 km)."

"IT'S A BIG ADVANTAGE FOR US BEING ABLE TO PUT 50' (15.2 M) OF CROP INTO A SINGLE WINDROW WITHOUT RAKING."

LaFollette says that his family originally started in the dairy business themselves back in the early 1950s when his father and grandfather decided that it was a lot more profitable to focus solely on cutting hay and leave the milking to others. By the time LaFollette and his brother-in-law Robert Tucker took over LaFollette Enterprises in 1985 the cows were already long gone and the custom cutting business was humming along nicely.

"At the time we had one forage harvester, and soon went to two. Now we have six of the largest forage harvesters, plus all of the support equipment."

Continued



*MacDon M Series Windrower with
D Series Draper Header in Alfalfa.*

Those two little words “support equipment” are LaFollette’s modest way of referring to quite a bit of iron: 36 silage trucks, five pit tractors, four silage baggers as well as several rakes and various other equipment required not only for harvesting hay but also the family’s 140 acres (56.7 hectares) of almonds. As for windrowers, LaFollette Enterprises operates four MacDon M200 Windrowers, a MacDon 9250 Windrower and four older MacDon 9000s, which LaFollette says still see some spot work on occasion. In all, the company employs 25 year-round employees, plus another 60 seasonal employees, making it a pretty big operation by anyone’s standards.

“Almonds are a small part of our business; our main bread and butter is harvesting silage crops,” says LaFollette. “Our radius of operation is about 100 miles (160.9 km) from our main base near Turlock. We have two main seasons; a spring winter forage harvest, a fall corn harvest, and then we have various cuttings of alfalfa throughout the year.”

“In 2012 we cut exactly 16,812 acres (6,803.6 hectares) of custom silage, and the reason I know that is because we charge by the acre. Our customers are concerned about the quality of the cut on the ground, as well as the moisture level. Making silage is very

moisture sensitive; if it is too wet or too dry we don’t make good silage.”

LaFollette says that their M200s (which do the majority of their windrowing) switch between using MacDon 16’ (4.9 m) R80 Rotary Disc mowers and MacDon 25’ (7.6 m) D60 Draper Headers. The R80s are used primarily for cutting the heavier, wetter winter forage crops but when cutting alfalfa, as well as most of their light to medium winter forage, they prefer to use their D60s as the header’s shifting deck allows them to lay two rows of crop together.

"It's a big advantage for us being able to put 50' (15.2 m) of crop into a single windrow without raking, as it makes our whole business more efficient. Not only does it let us give our choppers all they want capacity wise, but we do not have to run the rake, the tractor or the man. We're saving on fuel, labor and wear and tear on the machinery."

LaFollette confirms that thanks to MacDon's Double Windrow Attachment, they are also able to lay double – and sometimes triple – windrows with their R80 Rotary Disc Headers when harvesting winter forage. Here it is a balancing act between placing enough material in the windrow to maximize the efficiency of their choppers, but not so much that the moisture content gets too high.

Another thing LaFollette appreciates about their MacDon windrowers is the consistency and evenness of the windrows that they lay. He says an even windrow both makes it easier to manage the dry down time and is better for the performance of their forage harvesters.

"If you have a windrow with lumps and bumps because the windrower is always plugging up, it's hard to get the feed to dry consistently.

Also, uneven windrows are hard on the forage harvester because, like any piece of equipment, it wants an even intake of feed. If it has big piles, or big plugs, you tend to break more things. The operator also has to slow down – the truck too."

And, of course, keeping your speed up is the name of the game when you are a custom cutter trying to maximize the number of acres you can cut in a day. That's where LaFollette says his MacDon D60 Draper Headers really shine.

"These headers let us drive faster and do as clean a job – or cleaner – as we did with our older equipment. Even in lighter crops they do a better job. When you can go over 8 MPH (12.9 km/h) with a sickle head and cut clean, that's pretty amazing. In the summertime

when the conditions are good we can do 250 to 300 acres (101.2 to 121.4 hectares) a day with just two windrowers. For custom cutters like us that is a huge advantage."

LaFollette says that they also benefit from the M200's Dual Direction® feature, which allows the operator to rotate the seat in the cab 180° and drive down the highway with the caster wheels in the front. The result is significantly increased stability and speed (up to 23 MPH/37 km/h) on the highway.

"Our average distance is probably 30 to 40 miles (48.3 to 64.4 km) so we are roading these machines a lot. That extra road speed is a huge advantage over what we had before. Another thing that has been huge for us is the ease of attaching and detaching the head. When we are travelling from field to field

"And the durability of these windrowers is unbelievable. As far as maintenance everything is fairly simple. One of the things that has always impressed me about MacDon, even going back to our older 9000 Series Windrowers, is their simplicity of design and ease of maintenance. When you take a MacDon head and place it next to the competition's head it seems that the MacDon head has half as many moving parts. Fewer parts means less maintenance in the long run, and fewer things to break down and repair. That's one of the big reasons we're still running MacDon."

And when things do go wrong, LaFollette says he has been more than happy with the support he has received from both MacDon and his dealer.

"WITH THE M200s WE ARE ABLE TO DO A LOT MORE WORK WITH FEWER MACHINES AND FEWER PEOPLE."

we are attaching and detaching a header sometimes three or four times a day. With these M200s we can have the header off and sitting on the trailer in under 10 minutes; the same when putting it back on."

LaFollette reports that the speed gains they are experiencing in the field and moving from field to field have had a direct impact on their company's overall efficiency, performance and profitability.

"With the M200s we are able to do a lot more work with fewer machines and fewer people. For example, where we once might have needed three or four windrowers for a job, we can now do that same job with just one or two. That's important, especially with these larger capacity choppers where you need to cover a lot of ground quickly to stay ahead of them."

"No machine is without its problems, no matter how good it is. That's why factory and dealer support is so important for a business like ours where timing is critical. Overall, we've been very pleased with our local dealer and with MacDon's factory support too. Our experience is that MacDon will go out of their way to make sure we stay up and running. We like how MacDon listens to our suggestions, problems and issues."

"We need a good partnership with our dealer and the factory. If we cannot get parts and service, I don't care how good the equipment is we might as well buy something else, because eventually we will need parts and service."

BIG DECISIONS.

IN PARTS OF AUSTRALIA,
BUYING A BIGGER COMBINE
DEPENDS ON THE
WIDTH OF THE HEADER.



The story is the same in New South Wales, Australia, as it is everywhere else in the world; combines are getting bigger and hungrier. But in the semi-arid area around the district of Urangeline, NSW, the decision to buy a bigger combine is not so clear cut. Here, where mixed farmer Rodney McDonnell crops about 8,000 acres (3237.5 hectares) of wheat, barley, canola and lupins with his three brothers (another 6,000 acres/2428.1 hectares of pasture land is used to feed the family's 4,000 sheep), the growing conditions are a tad dryer and crops a little lighter. As such, farmers need to know that they will be able to properly feed the extra capacity of a larger combine – known as a header in Australia¹ – before committing to the purchase.

Enter MacDon's D65 Draper Header. Available up to 45' (13.7 m) in width, it's one of the widest production rigid headers in the world today, and designed specifically to maximize the capacity of the largest combines out there. According to MacDon Product Specialist David Rudolph, that extra width will make an investment in a new Class 9 combine easier to make.

**"IF I COULD ONLY
GET A 40' (12.2 m)
HEADER I WOULD BE
STRUGGLING TO KEEP
THE COMBINE FULL."**



"With these larger machines, the farmer needs to feel confident that he will be able to keep his combine fed at or near capacity, especially in lighter crops, for the purchase to make sense," said Rudolph. "Thanks to these new 45' (13.7 m) D65s, we can now give a farmer that assurance."

Rudolph says that the D65, like its predecessor the MacDon D60, is the ideal solution for Australian farmers looking to harvest multiple crops under a variety of conditions.

"With a single header they can do it all. They can cut super close to the ground when harvesting beans or lentils, or higher up when in cereals or canola. Because of its width, it's perfect for lighter crop conditions



Rodney McDonnell took delivery of the first 45' (13.7 m) D65 Draper Header sold in Australia.

where the farmer needs to maximize volume into the combine, but it is also just as good in heavier conditions where smooth, consistent feeding is critical."

Rudolph says that the D65 offers farmers many important advances over the D60 and similar rigid headers including improvements to the feed auger, draper drive and overall hydraulic system.

"MacDon already has a reputation for making a great header for Australian crops and conditions, and these upgrades will only further that reputation by delivering improved performance and reliability. Like everywhere else in the world, Australian farmers want to harvest as much of their crop as they can, as quickly as they can and as efficiently as they can. That's why moving to a larger combine with a wider header makes sense for so many farmers. They can now do as much or more as they did with one combine as they used to do with two or three combines, but it takes a header like the D65 to make that possible."

Cut back to our farmer Rodney McDonnell who took delivery of the first 45' (13.7 m) D65 sold anywhere in Australia. Rodney says that access to a reliable 45' (13.7 m) header was integral to his combine purchase decision.

"I would have bought a 50' (15.2 m) MacDon if they made one," said McDonnell who has the header mounted on his new Massey Ferguson 9560 and says that he would have thought twice about buying the new combine if the 45' (13.7 m) D65 hadn't been available.

"If I could only get a 40' (12.2 m) header I would be struggling to keep the combine full. We seem to have more dry years than wet years out here. That means our crops aren't as heavy so you tend to need a wider cut to keep the combine well fed. The combine works better when you are feeding it more."

McDonnell reports that the D65 was used to cut about 5,400 acres (2185.3 hectares) of cereal in its first Australian harvest, and it performed magnificently.

"There's no comparison to other headers that I have had. The feeding is the best part of the whole thing. I'd definitely recommend it."

Continued



McDonnell reports that the flip-over action of the D65's reel helps him maintain a slower reel speed for better harvesting control.

McDonnell says that even though he was cutting 9' (2.7 m) wider than his previous 36' (10.9 m) header, the feeding was significantly better and that meant that he was able to cut his 5,400 acres (2185.3 hectares) without almost any interruption.

"THERE'S NO COMPARISON TO OTHER HEADERS THAT I HAVE HAD. THE FEEDING IS THE BEST PART OF THE WHOLE THING."

"The D65 has a very even feed. During the whole harvest we only had to stop once or twice, nowhere near as often as with our old header where the combine would choke often because it wasn't feeding properly."

McDonnell attributes the D65's smooth feeding partially to the design of the MacDon's adjustable dual span reel, which helps ensure a close and consistent relationship between the reel's fingers and the cutterbar along the header's entire width.

"I'm also impressed with the D65's reel. The flipping action it has when it gets to the bottom of the stroke allows you to keep a very slow reel speed. That helps keep the front of the feeder house cleaner. With our old header we used to have to run the reel fast to get it to feed properly. Even then there would be crop everywhere."

Although he has only had the header in use for one harvest season, he says that he has already been pleased with the D65's low maintenance requirements and reliability in the field. He says that this is consistent with the experience he and his brothers have had with another MacDon product they have owned.

¹*Australian farming terminology sometimes differs from that used elsewhere in the world. Two cases in point: in Australia a combine is known as a header, and a header is called a front. To maintain consistency with MacDon's printed materials, this article uses North American terminology.*



MacDon's entire line of S Series equipment was available for close-up inspection in Kansas City.

LEAPS AND BOUNDS.

AG CONNECT DOUBLES IN ATTENDANCE TO BECOME ONE OF NORTH AMERICA'S MOST INFORMATIVE SHOWS.

Back when AG CONNECT was still a gleam in the eyes of a handful of key ag executives, their vision was to reinvent the ag show concept for North America. They wanted a bigger, more impactful event; something where producers would not only be able to kick the tires on the latest equipment, but also have access to the brightest minds, latest ideas and most advanced technologies in the industry. In short, they wanted a "must-attend" show focused on giving leading producers access to the best-of-the-best in every ag category; information that could truly help them achieve greater profitability with their businesses.

By all accounts, that vision was achieved with the third edition of the event; AG CONNECT Expo & Summit 2013, held in Kansas City, Missouri, January 29 through January 31. The show drew almost 11,000 registrants, nearly double the 5,800 in attendance at the 2011 show (Ag Connect is a biannual event). The number of

exhibitors was also up significantly with more than 400 in attendance displaying their wares on 220,000 net square feet of exhibit space.

"AG CONNECT GIVES US A CHANCE TO HAVE MEANINGFUL ONE-TO-ONE CONVERSATIONS WITH OUR CUSTOMERS AND DEALERS."

MacDon itself brought 60 representatives to the event including many of the company's top engineers, product specialists and service experts, providing attendees with direct access to the people best able to answer their questions in the company. In addition, MacDon invited over 500 special guests including MacDon dealers, customers, Owner's Circle members and prospects who were able to participate in a number of informative product sessions as well as a special MacDon hosted dinner (with entertainment from Juice Newton and Exile) and breakfast.

"AG CONNECT gives us a chance to have meaningful one-to-one conversations with our customers and dealers away from the pressures of day-to-day business," said Gary MacDonald,

MacDon's Executive Vice President. "It's as much a learning opportunity for us as it is for our guests, and we are able to bring away a lot of valuable feedback about how we can improve our products and our service."

The next edition of AG CONNECT is scheduled to be held in Indianapolis, Indiana, in January 2015.



■ ■ ■ Fits most current model combines

FD75 FLEXDRAPER® HEADER FOR COMBINES

“OUR



LEO METZGER, Circleville, OH
Owns an FD Series FlexDraper® Header
mounted on a CNH Combine

**FD SERIES
FLEXDRAPER®**
**LET'S US CUT
200 ACRES
OF BEANS**
A DAY WITH (80.9 HECTARES)
ONE MACHINE.”

“OUR 45' FLEXDRAPER (13.7 m) performs the way I expect a grain platform to perform. It's very efficient and lets us harvest several thousand acres without investing the money, time and equipment into a second machine. It's very easy to cut 150-200 acres (60.7-80.9 hectares) of beans a day with just one machine.”

MacDon owners are talking...
read and watch what they are
saying at macdon.com.

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