ISSUE 9 | FALL 2010
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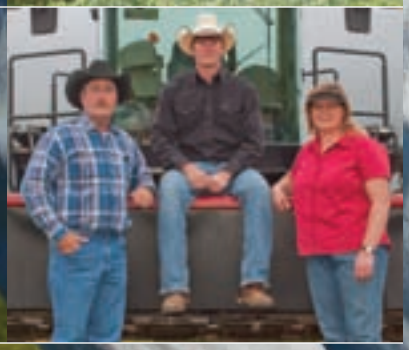
THE ENTREPRENEURIAL MASSE FAMILY.

## 35 YEARS AND COUNTING.
MACDON'S AUSTRALIAN BEGINNINGS.

## SNEAK PEAK.
MACDON'S NEW ROTARY DISC WINDROWER REVEALED.

## TOUGH CUTTING.
CAREY'S PUT MACDON'S R80 ROTARY DISC TO THE TEST.



PAUL AND DAVID MASSE

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MacDon PERFORMANCE

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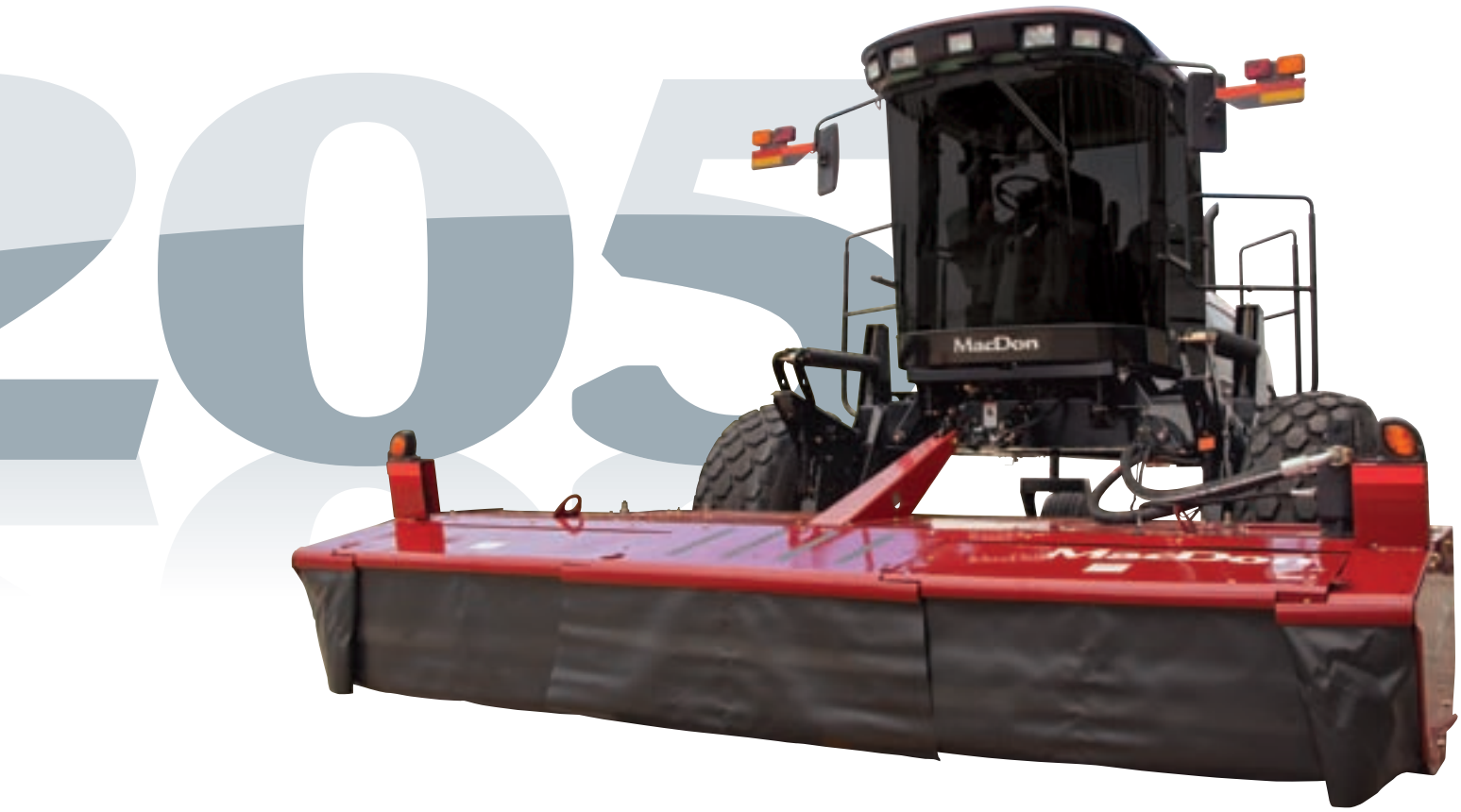
M2


# NEXT GENERATION DELIVERS MORE POWER

## JOIN US AS WE TAKE A SNEAK PEAK AT MACDON'S NEW BEEFED-UP ROTARY DISC WINDROWER.




It seems like only yesterday that MacDon's "next generation" M Series windrowers were released, setting new benchmarks for performance in several harvesting categories. In fact, many of these machines won coveted AE50 awards for agricultural innovation from the American Society of Agricultural and Biological Engineers. Now, before the competition has even had a chance to fully catch up, MacDon will soon release the first of its all new 5 Series machines; each machine in the series is designed to provide a significant upgrade over its current version and a leap forward in windrowing technology.

"As a specialist agricultural manufacturer, we can never rest on our laurels and let the rest of the industry catch up," said Richard Kirkby, one of the team leaders on the 5 Series development team. "To remain competitive, our machines can't just match what the others are doing, they have to exceed the competition in almost every category. That's why MacDon invests so heavily in R&D – we have to lead to succeed."

First out of the gate for the 5 Series will be MacDon's high powered rotary disc SP windrower – the M205 SP with R85 Rotary Disc Header – and if any machine was ever created to lead, this is it.

"It's just loaded with performance enhancements across the board," said Kirkby. "Current owners of MacDon's M200 R80 Rotary Disc Windrower will notice major advancements in many areas."

Let's start our tour of the machine with the M205's all-new powerplant – a high powered Cummins turbo diesel engine (220 HP at a rated 2,340 RPM) that can automatically power boost to a whopping 230 HP when in extreme conditions. Powerful enough to run draper headers up to 40', this tier-3 engine is both fuel efficient and environment friendly. Owners can be confident that it meets the most stringent emission control requirements.

## "OUR MACHINES CAN'T JUST MATCH WHAT THE OTHERS ARE DOING, THEY HAVE TO EXCEED THE COMPETITION."

"Cutting with a rotary disc is a power intensive operation, especially if you're working in heavy crop and wishing to maintain higher field speeds," said Kirkby. "When setting out to design the M205 we wanted to make sure that the operator was never lacking power, and we achieved that with this engine, the heart of the machine."

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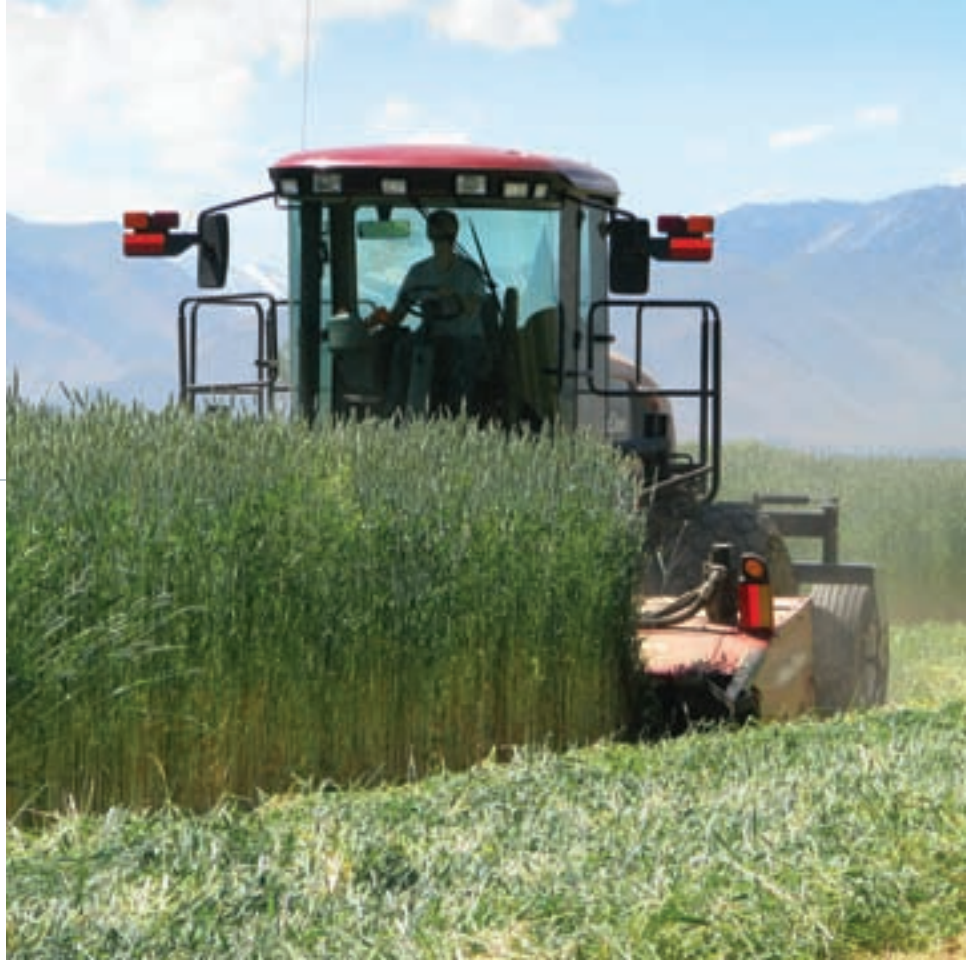
## "WE REALLY WANTED TO PUSH THE ENVELOPE OF WHAT A ROTARY DISC HEADER CAN ACHIEVE."



MacDon gave the M205 a completely redesigned air intake and exhaust system. This has resulted in a cosmetic reworking of the windrower's body and hood to allow for greater airflow into the engine. To keep up, the air filter was also enlarged which has provided the added bonus of longer periods between service intervals.

The M205's header drive system has also been rethought and reworked to ensure that every ounce of power being generated is effectively delivered to the header drive motor. The result is a simpler – more efficient – design with fewer working components that promises to be more constant, more dependable in tough cutting conditions. The header lift speed has even been increased thanks to a larger hydraulic pump.

The new M205 is not just all about muscle and power. It also has a softer side, thanks to MacDon's new Ultra Glide™ Cab (UGC) suspension system. This four-corner "custom tuned" independent suspension system features suspension stabilization proprietary to MacDon to prevent cab roll. As such, operators can look forward to perhaps the smoothest ride they've ever experienced in a hay machine.

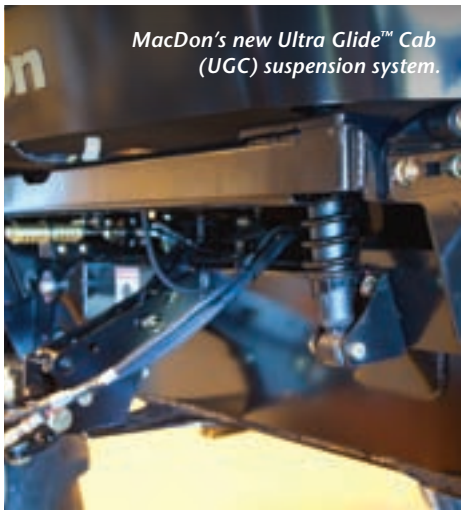
"Given the field speeds these machines are now able to cut at, cab suspension has now become a necessity for operator comfort," said Kirkby.

Operators of the M205 will also appreciate the enhanced instrumentation that now provides accurate readout of hydraulic oil temperature, along with the reporting of more information on other critical systems.

Moving up front to the business end of the windrower, the new R85 Rotary Disc Header matches the M205 for performance upgrades. Here the focus has been to take the rotary disc concept to the next level by not only increasing productivity, especially in heavier material, but also ensure a cleaner, smoother cut in those extreme conditions.

"Productivity is definitely the name of the game with rotary discs, but productivity means nothing if you're not also cutting clean," said Neil Barnett, MacDon's lead engineer on the R85 development team. "With the R85 we really wanted to push the envelope of what a rotary disc header can achieve. We wanted to make possible those high cutting speeds that operations need today, but we also didn't want to sacrifice cutting quality."

To achieve this goal, the engineering team completely revamped the design of the R80. For example, on the 16' model (the R85 is also available in a 13' version) they eliminated the multiple drum crop conveying system which tended to interfere with the header's cutting ability in very heavy conditions. In its place they've added an overshot auger which delivers more positive feeding – and less back-feeding – of crop at the ends of the header when cutting heavier material. To help in lighter downed or lighter crop, the cutterbar assembly now sports a lower profile with full width wear protection. This enables lower, faster cutting.



*MacDon's new Ultra Glide™ Cab (UGC) suspension system.*

# R85

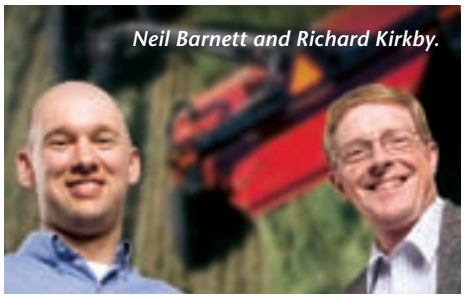

"We also wanted to make the R85 more durable, as these types of headers can really undergo a lot of punishment," said Barnett. "To do that we first set out to improve the unit's overall integrity by using structural beam construction for the frame. We also reduced the number of drive elements by having one less belt drive on the 13' model and two less drives on the 16'. Less moving components, means less that can go wrong and more trouble free operation."

MacDon's engineers also gave the R85 an all-new feeding configuration to reduce crop build-up behind the drums. This is particularly beneficial when cutting partial passes. Finally, they improved conditioning by revamping the conditioner's design so that it can feed crop more efficiently with lower power requirements. They also added a dual pitch auger to better distribute crop over the entire width of conditioner rolls, reducing the streaming effect from the cutterbar.

"I think anyone using a rotary disc machine today, regardless of brand, will see a big difference in overall performance when they finally have a chance to demo this machine," said Barnett.

One person who has already had an opportunity to try out the R85 is Morgan Quick, the Operations Manager for the Peaks to Plains Hay Company out of Colorado. The company does custom cutting and baling in Idaho, Colorado and Montana, and cuts from 30,000 to 50,000 tons of hay a year. MacDon has been testing a prototype 16' R85 unit with them over the summer, and Performance Magazine caught up with Morgan Quick as his crew was working a job in Montana's Gallatin Valley. Morgan Quick said that they were able to put close to 5,500 acres on the unit over the summer, or close to 300 hours.

"The R85 has as clean a cut as I've seen out of anything," said Morgan Quick. "There is definitely less streaking, or scalloping, with the R85. That's mostly a cosmetic thing, but still very important because, as custom operators, we want to be able to not only impress the people you are working for, but the neighbor as well so that maybe you can get their business."


*Neil Barnett and Richard Kirkby.*

"It's also no slouch for performance. We've cut some hay that was about chin high, probably three and a half or four tons to the acre at about 12 miles an hour. In comparison, before we owned a MacDon, in that type of hay our other unit would start to bog down at about nine miles per hour."

## "THOSE OTHER BRANDS, WELL THEY'RE NOT PLAYING IN THE SAME LEAGUE."

Morgan Quick also reports that there is no longer any problem with plugging up behind the cages thanks to the addition of the larger diameter conveying drums (on the 13' size) that deliver smoother, more even feeding. He also likes the new lower cutterbar profile, which allows for cutting closer to the ground.

"It allows us to cut cleaner at a flatter angle. That's a pretty big deal because we run in a lot of rocky conditions. But the thing that I was most impressed with on the R85 was that it makes a much smoother, more even windrow, even in light conditions now that the new auger has been added."

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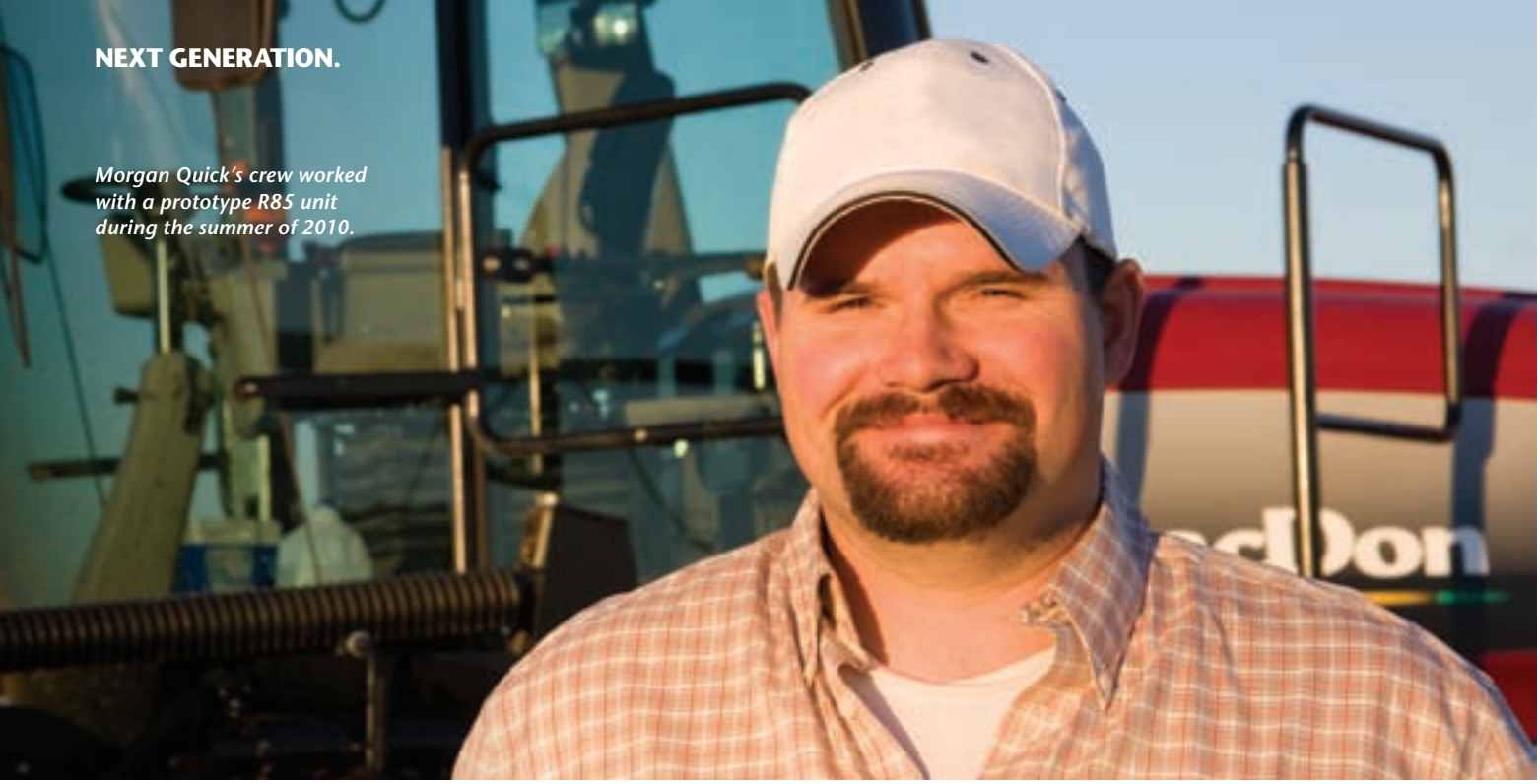


*Morgan Quick's crew worked with a prototype R85 unit during the summer of 2010.*

Morgan Quick noted that working with a prototype unit hasn't been without its glitches, something one would expect with a test machine. But those glitches have allowed him to meet some of the people behind the machine, and what he has seen he's liked.

"I've been very impressed with MacDon. I've noticed that all of the guys who've been working with us on the R85 have a farm background. That's a big deal. They're really interested in seeing their machine succeed in our environment. They actually pay attention and they care. More important, they don't shy away from the bad stuff. In fact it seems the more problems we have the better, so they can figure out what's not working and find a solution."

Morgan Quick says that working with MacDon on the R85, as well as their dealings with MacDon regarding the four other MacDon rotaries they own (all M200 R80s) has been a revelation.

"They want us to be a satisfied customer. With other companies, they seem to have an attitude that you can buy their machine or not – they don't care as much. Those other brands, well they're not playing in the same league."

As this article goes to print, the finishing touches are being applied to the R85 and M205. Look for them soon at a MacDon dealer near you.

# CANADIAN COMBINE GETS AHEAD IN THE HARVESTING STAKES.

Reprinted courtesy of Farmers Guardian, United Kingdom, www.farmersguardian.com, May 28, 2010

THE Canadian-built MacDon combine header was trialled by UK operators during last summer's harvest, having been revealed at the Cereals Event by Shelbourne Reynolds. Geoff Ashcroft takes a look at the system.

Combine throughput and performance goes hand-in-hand with crop flow – and getting the best out of any harvesting system starts with the header, suggests Shelbourne Reynolds, which added the MacDon draper-style combine header to its portfolio last year.

The firm claims the MacDon D60 header provides a seamless flow of cut crop to the threshing drum and, as a result has the potential to increase throughput and harvesting efficiency.

Working in a variety of crop types, often in far from perfect conditions, the D60 header's ability to provide a smooth, lump-free flow of crop to the threshing area means it continually out-performed conventional headers.

"We have operated the headers in oilseed rape, wheat, barley, peas and beans, often in some difficult conditions," explains Neil Smith, Shelbourne Reynold's sales and marketing manager, "and, overall, we are more than pleased with the results – as have been the growers whose combines they were operated with."

So how is crop flow improved over original equipment headers? The MacDon header uses two conveyors to take the cut crop to the centre of the table where a third conveyor set at right angles feeds the crop to the intake auger and into the elevator.

To enable taller crops to be harvested, a small diameter auger is positioned on the top edge at the rear of the header to help move the crop to the intake.

On the header, two following wheels form part of a suspension system, which allows the header to float and also move laterally to follow ground contours.

One of the first to try a mid-sized 35' version of the MacDon draper header – there are also 30' and 40' versions – was Eddie Banks of Thomas Banks & Partners who farms 1,214 hectares (3,000 acres) at Harlton in Cambridgeshire.

Demonstrated on Mr. Banks' Case IH AFX 8010 combine in place of the standard 30' cutterbar, the MacDon header was able to cut and feed the crop smoothly into the combine at a speed much quicker than with his conventional header.

"It does show that combine threshing systems are not being fully used," he says. "The smooth, lump-free flow of crop through the combine meant that the threshing system could be fully utilized."

In operation, the header's conveyors take the crop as soon as it is cut to the centre of the table where the third conveyor takes it to the feed auger and then into the elevator.

"The header does present the crop beautifully to the drum, and without lumps or tangled straw there is the potential for the drum to handle that little bit more," he adds. "The visibility is good down on to the header table, but is a bit limited in the middle of the header where the reel has its join and is no doubt a problem that afflicts any wide header."

All drives to the header are hydraulic, a shaft driven pump powers the knife, conveyors, feed auger and sails.

The header's suspension system, which can be set to allow ultra-low stubble heights and very close cutting with little fear of hitting the ground or dozing, is a feature he fully appreciated.

"The MacDon helped me to get every last bit of straw for my baling operation," Mr. Banks says.

"We bale around 2,000 tonnes of straw each season which is sold for electricity generation, and the ability to leave very short stubbles is an attractive proposition, although I think the combine would need a very good stone trap if we were to cut crops so tightly, as the header operates a bit like a vacuum cleaner – it will lift just about anything off the deck when cutting tight to the ground."

He adds: "I would have preferred to cut much more with it than I actually did. The weather conditions and Shelbourne's demo programme meant that 50 acres of spring barley and a similar area of wheat was as much as we got to do."

# PROACTIVE APPROACH.

## MACDON'S LEAN MANUFACTURING INITIATIVE WILL MEAN A BETTER PRODUCT FOR THE CUSTOMER.

*Kurt Buehler*

Lean manufacturing – it's an industry buzz-word that has been rediscovered in manufacturing circles of late, especially with the advent of the recent economic downturn. While with many companies the phrase has meant little more than a drive to shave costs, at MacDon lean manufacturing has come to mean something very different.

"At MacDon, the focus of our lean manufacturing initiative is really on the product," said Kurt Buehler, MacDon's Director of Manufacturing. "How can we make it perform better? How can we improve how we make it and deliver it to the customer? How can we make sure that it lives up to its promise as a premium product? Cost savings are just a by-product of this approach."

Buehler said that lean manufacturing had its inception at MacDon about three years ago when the company went through a major growth spurt to keep up with demand for its products, especially its FlexDraper® line which opened new markets for the company. As it moved from batch production to a multi-line approach it needed to find new ways to ensure product quality and consistency in a company that was now much larger.

Like an athlete getting itself in peak competitive condition, MacDon embarked on a company-wide process of continuous improvement; one that could look at everything that the company did and ask how it could be done better.

Central to the process has been MacDon's use of "Tiger Teams" for problem solving. Similar to the Kaisen approach first used by Toyota®, Tiger Teams are made up of representatives from key departments from around the company, who are put together to solve a well defined problem or issue.

"We say to the team you have access to anything at MacDon that you need to identify the source of the problem and what needs to be done to fix it. The solutions that have come out of our Tiger Teams have resulted in significant improvements to our system, to our suppliers and our processes."

"If you take our draper product as an example, we used to have a weld shop that was laid out significantly different than it is now. The new weld shop is set up so that all of the sub components flow through to the major weld assembly, and then from there onto the assembly line. This means fewer steps in the system, less clutter, less chance of losing parts and fewer mistakes."

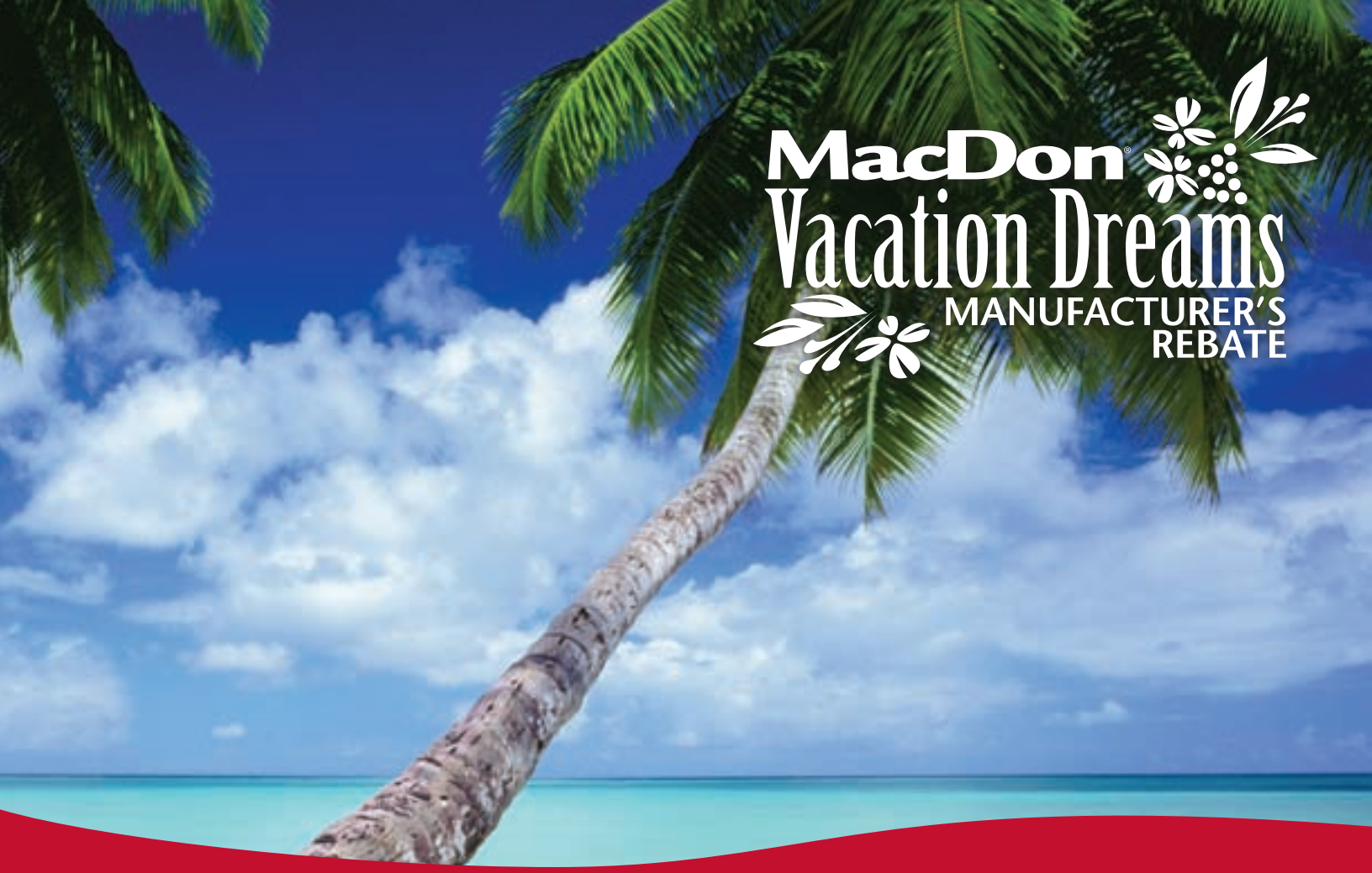
"THE SOLUTIONS THAT HAVE COME OUT OF OUR TIGER TEAMS HAVE RESULTED IN SIGNIFICANT IMPROVEMENTS TO OUR SYSTEM."

According to Buehler, MacDon has recently been working on flattening the separation between its customers and the factory floor. The goal is to become more nimble as an organization in responding to issues with the product and changes in the market.

"This last year we worked on improving feedback from the field. We actively went out to find out what was going on. We had manufacturing employees visit our customers and dealers to hear firsthand any concerns or ideas they might have. We even had some dealer product specialists visit us and talk to our guys on the production line. This has helped us improve our quality and implement recommendations from the field for 2010 product, and is continuing to have an effect on our 2011 run."

Going forward, one of the things the company will be looking at with its lean initiative is pre-tuning equipment before it leaves the factory to the crop and field conditions of the region where it will be sold.

"Tuning our products is vital if the farmer is to achieve optimum benefit and results. As such, we want to have the product leaving our facility as closely matched to the customer's requirements as possible. It's just one more way that we can improve customer value for our premium product."

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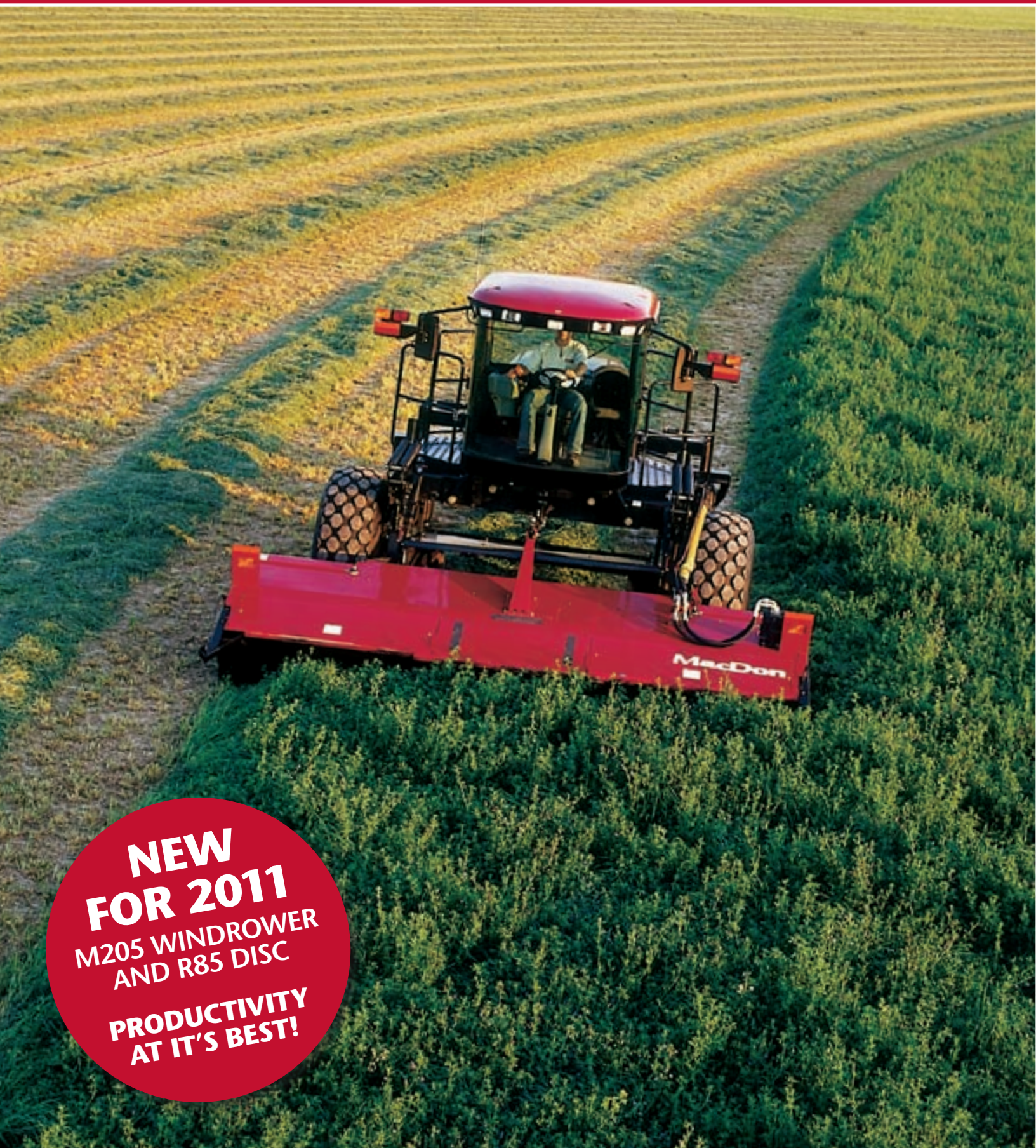


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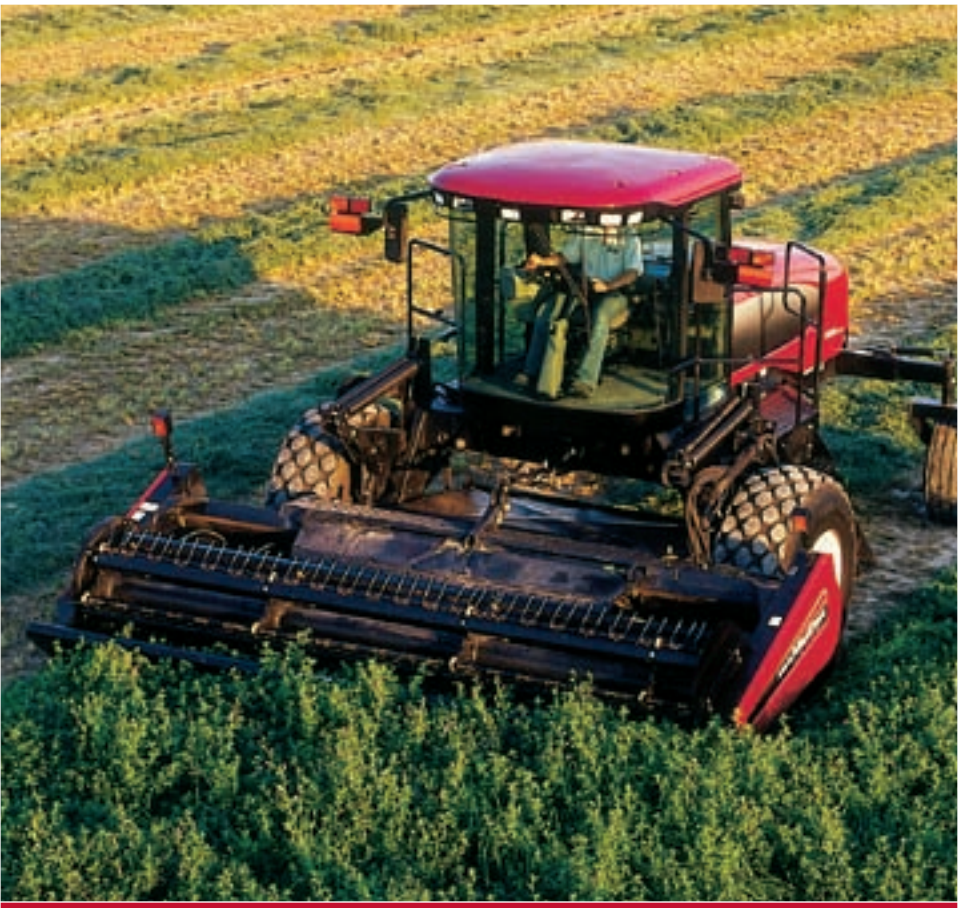

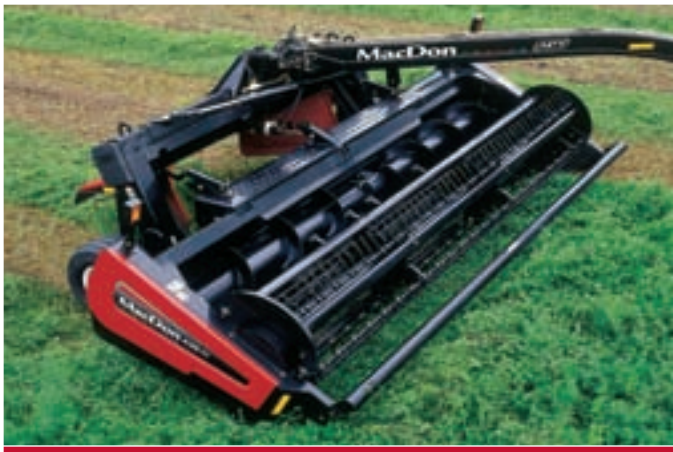


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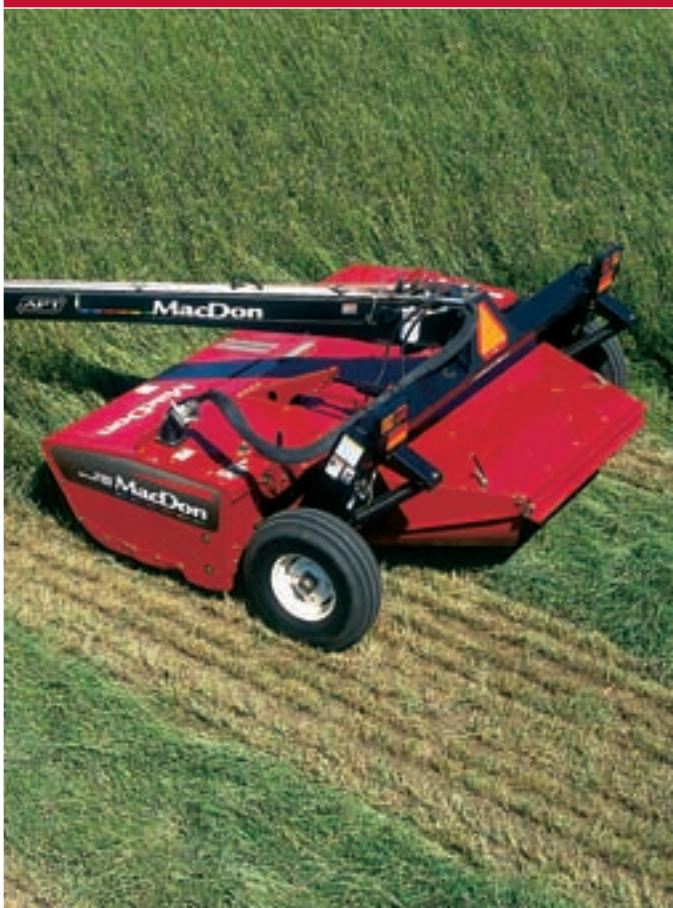

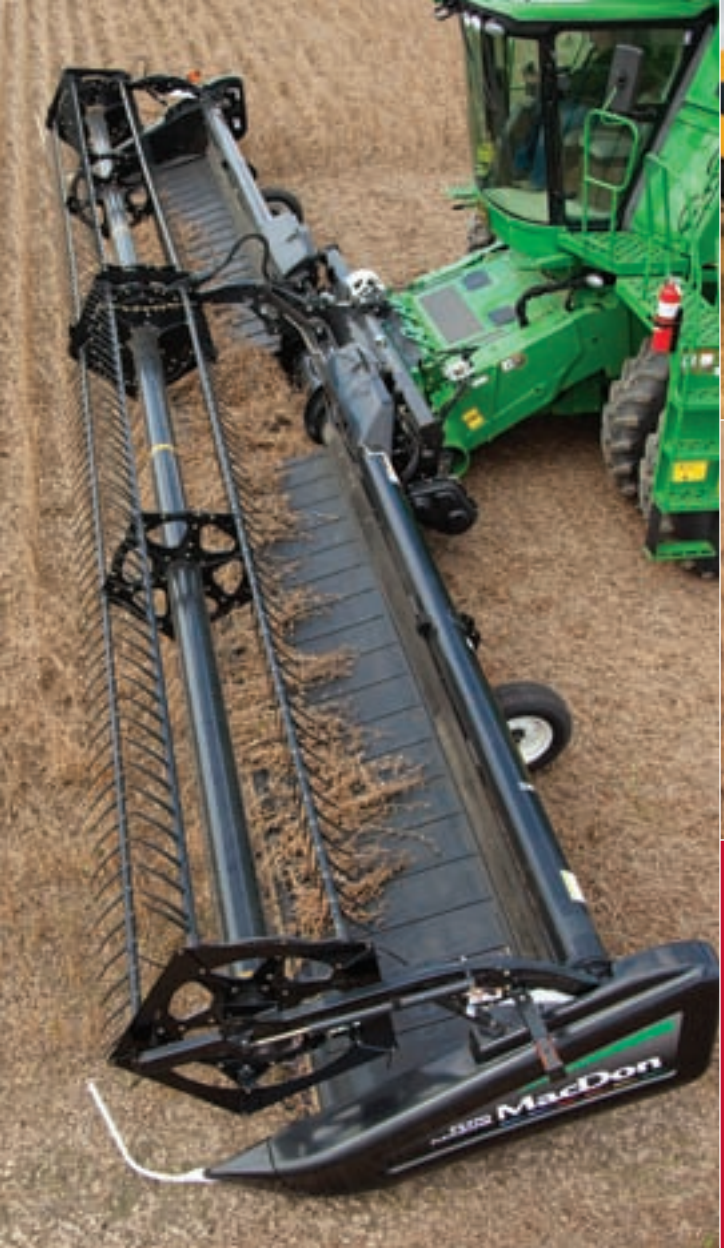


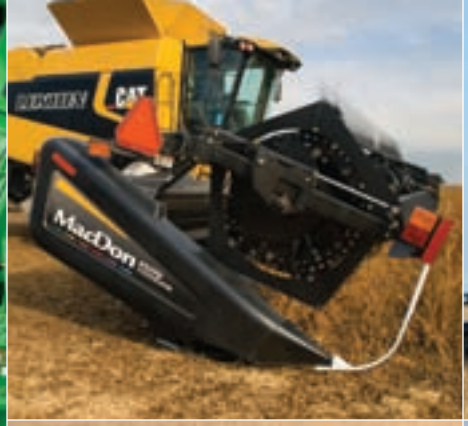


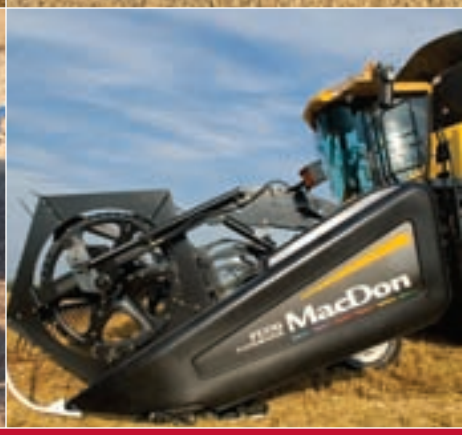


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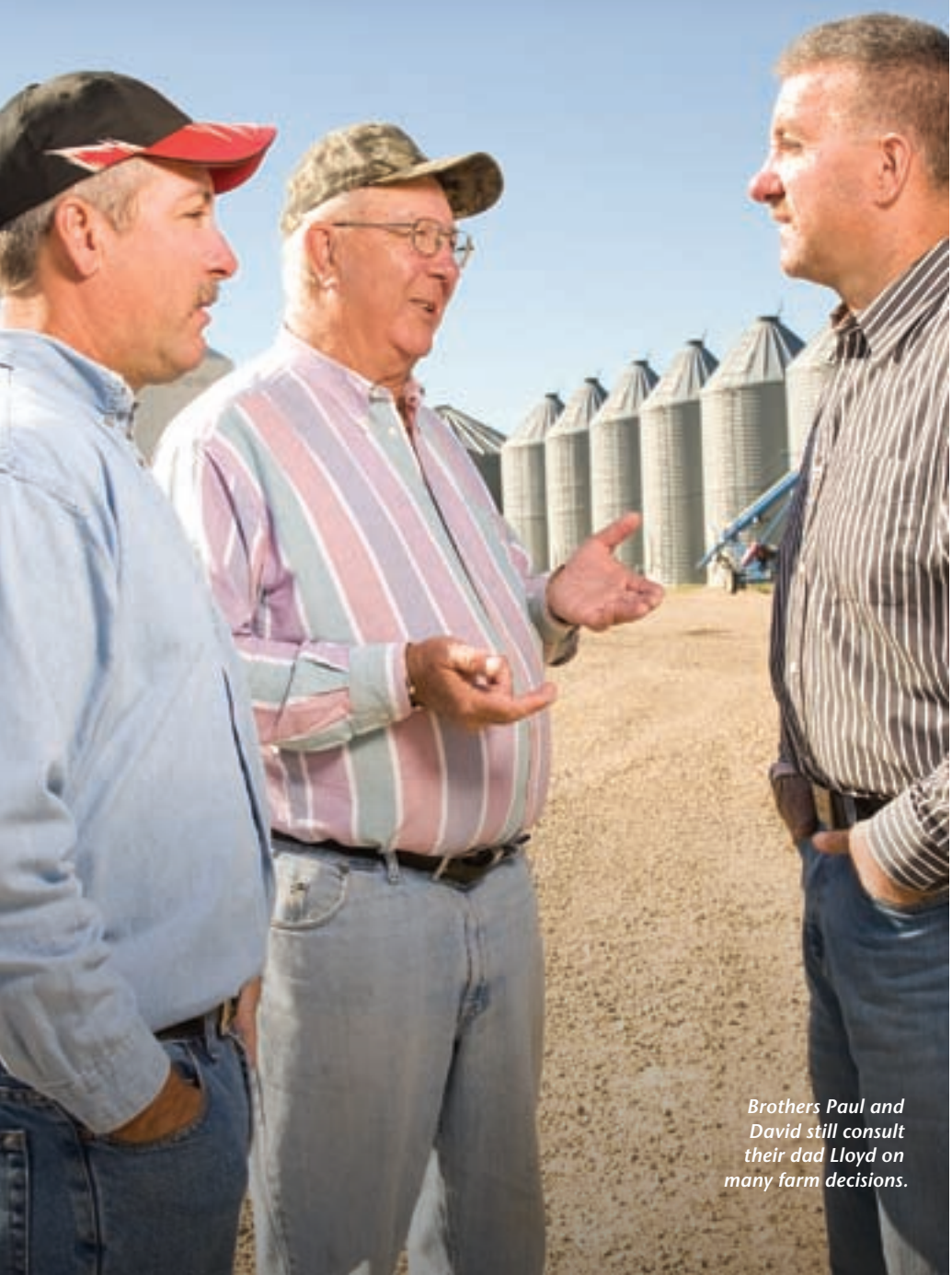
# ENTREPRENEURIAL SPIRIT.

## KEEPING AN EYE OUT FOR THE NEXT BIG THING KEEPS THE MASSE FAMILY IN BUSINESS.



*Brothers Paul and David still consult their dad Lloyd on many farm decisions.*

Drive down any rural road at night and count the number of lit farms you see. The fact that thirty years ago you would have counted at least three or four times that number is direct evidence that the traditional family farm is changing. Of those farms that remain, many have found ways to not only survive, but also thrive. One such operation is the 8,000 acre Masse farm near Starbuck, Manitoba. Operated by brothers David and Paul, this third generation business is in many ways the face of the new family farm thanks to the Masse brothers decidedly entrepreneurial approach to farming.

"If you're not an entrepreneur you better not be a farmer today because you won't survive," said David Masse. "You can't sit still. You've also got to be willing to try something new."

David says that their search for more profitability has resulted in them becoming more specialized in their growing operation over the years. In addition to traditional staples such as wheat, canola and oats they also grow soybean seed, grass seed, alfalfa seed and leaf cutter bees. The actual crop mix is always in flux, as the brothers are constantly evaluating the business and how to increase their return on each acre of land.

The brothers' entrepreneurial mindset has also led them to take on numerous side ventures over the years to contribute to the farm's income, including their own custom spraying business. But as the brothers added more land to the farm, they found their side businesses were taking too much time away from their core business, so they let them go. But what they haven't let go is their entrepreneurial approach to farming, an approach David credits to their father Lloyd, who now "farms with a fishing rod" since handing off the farm to the two brothers.

Continued

"He was always looking for new ways to maximize farm income. He would haul grain in the winter and was always trying new things. For example, he was one of the first guys in Manitoba to use liquid fertilizer."

David says that new ideas are essential to their business's success, and all parties' contributions are appreciated, including those of Paul's son Lindsay who is studying agriculture at the University of Manitoba and will join the farm full time when he graduates. "He's the next generation and you'd be foolish if you weren't listening to his ideas."

According to David, the Masse family first started using MacDon equipment about 35 years ago in the mid 70s, but it wasn't until they started farming grasses that they truly appreciated the engineering that goes into MacDon-built equipment.

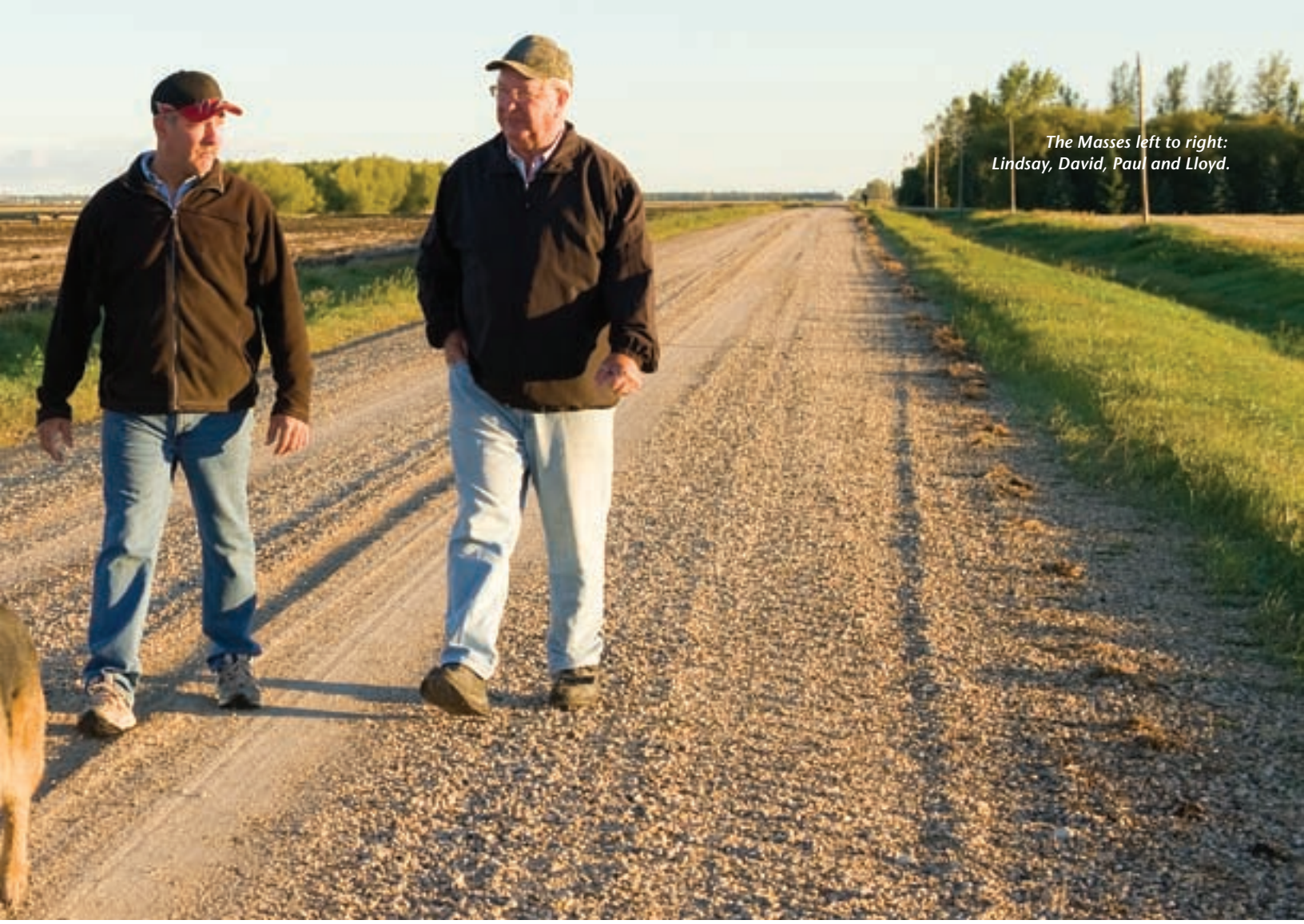
"Years ago, when we first started getting into grass we grew this stuff called western wheatgrass. It was so tough that we would cut 30 acres and both the belts on the end would snap. When we would pull out the knife it would be completely worn out. We tried other swathers but they couldn't even touch it; the only swather that could was a MacDon."

"When they came out with the open faced knife [C-shaped cutterbar], well that was just fantastic for our grass crops. MacDon comes out with innovations like that all the time. That's because MacDon's one of the only companies I have ever known to listen to the farmer – they genuinely want to know your thoughts on everything."

According to David one of the biggest impacts MacDon technology has had for the Masses has been the recent release of its next generation equipment. Similar to other farms that have moved to MacDon's new M Series swathers, the Masses were able to reduce the number of machines they require from three to two and "still cut as much or more."

"Trading off our three older swathers with two new MacDon M Series swathers (M150s with 35' D60 drapers) was one of the best things we've ever done. As far as I'm concerned they're the best piece of machinery on our farm. I've never seen anything cut canola like that before."

"We're saving on equipment, we're saving on fuel and we're saving on maintenance. We're also saving time. We do a lot of roading with our swathers and the 23 MPH road speed on those swathers is absolutely vital to our farming operation now because it gives us the ability to get out to a field and cut it quickly, then pack up and go again."



*The Masses left to right: Lindsay, David, Paul and Lloyd.*

The Masses also noticed a significant speed boost with the MacDon headers they have mounted on two of their three combines; one a 45' FD70 FlexDraper® and the other a 40' D60 draper. David says that the two combines mounted with MacDon drapers can be run about a mile and a half faster and "do a better job" than their third combine mounted with its standard 40' auger header.

*David Masse*

"MACDON SWATHERS MAY COST A BIT MORE, BUT WE MAKE BACK THAT PREMIUM MANY TIMES OVER IN INCREASED PRODUCTIVITY."

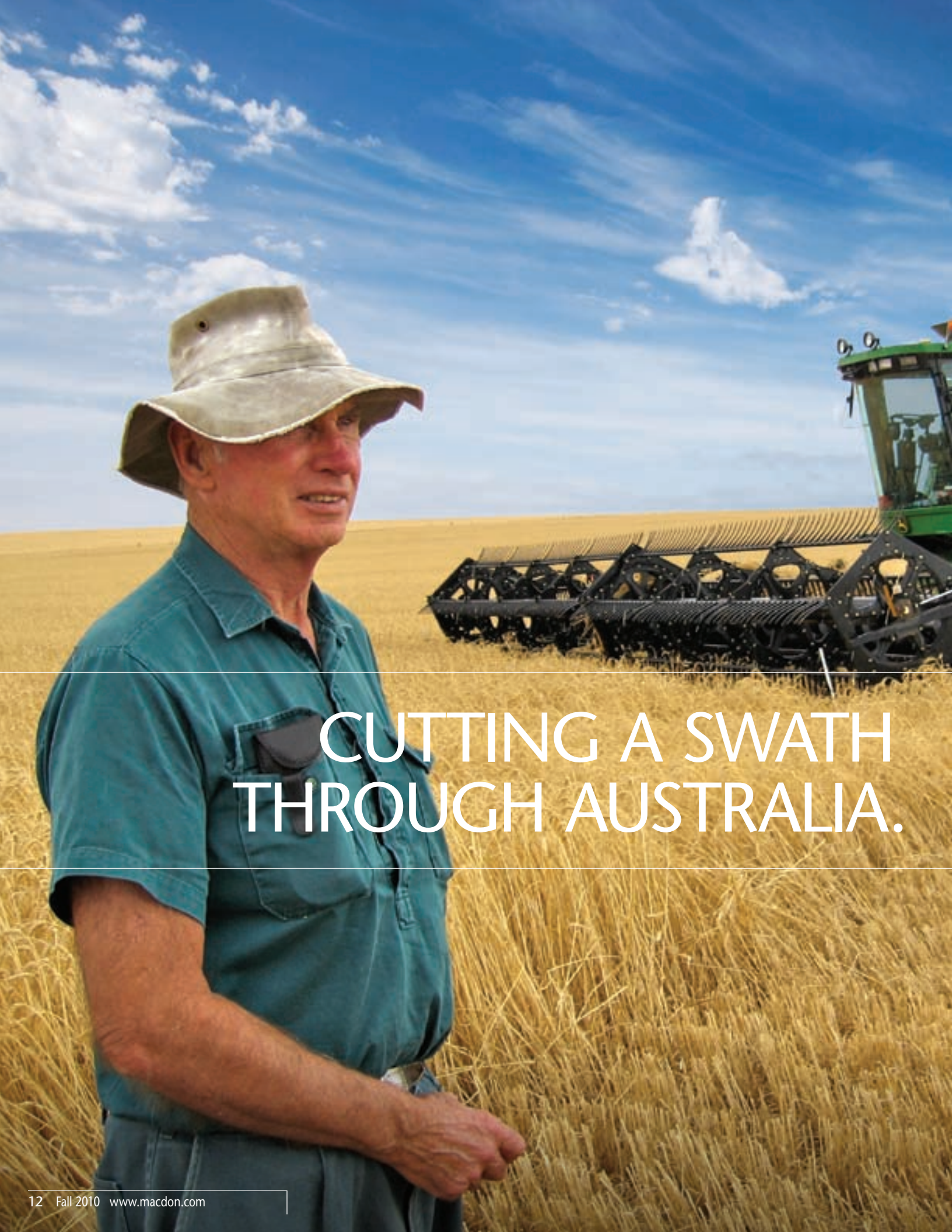
"Last year, believe it or not, we took one of our MacDon windrowers and swathed in front of the third combine. We don't do that normally, but the weather was closing in and we just wanted to get done. Well, we were doing just as good a job with the swather in front as with our other combines mounted with MacDon headers – it was absolutely incredible. Now, if I had a choice between running that combine's auger header, and swathing in front with my MacDon swathers, I would swath with my MacDons every time."

But perhaps the most important benefit the new M Series swathers give the Masses is the fact that they need one less operator to get their cutting done. As with most farms these days, access to experienced workers is vital for the Masses. Unfortunately it is something that is becoming increasingly hard to find.

"We're always short on manpower. Our biggest challenge over the next few years will be labor. I've got retired farmers coming in right now to help, but another 10 years down the line I'm not going to be able to put those same gentlemen in our swathers. There's not going to be that pool of retired, knowledgeable farmers that can come in when we need and do the work. That's going to be the challenge because we can't afford to have three or four guys year round. I don't know what we are going to do."

The ability to reduce their reliance on hired labor is just one more reason why the Masses believe their MacDon M Series swathers are critical to their operation going forward.

"We've done the math. MacDon swathers may cost a bit more, but we make back that premium many times over in increased productivity. For us, they're not just good tractors, they're good business."



# CUTTING A SWATH THROUGH AUSTRALIA.

# THIRTY-FIVE YEARS AGO A URANIA FARMER HELPED AUSTRALIA EMBRACE WINDROWING.

This year marks the 35th anniversary of the first MacDon windrower being sold in Australia. That unit (actually three) was sold to Trevor Greenslade, a most enterprising and innovative farmer from Australia's Yorke Peninsula who had come to North America, with his wife in 1975, with the specific intention of bringing home a wider North American style windrower – then something almost impossible to find in Australia due to the reluctance of the major equipment manufacturers to bring them into the country. Fortunately, his search for a windrower in the U.S. and Canada proved a little more challenging than he first imagined.

"We saw thousands of them in dealerships, but they were all retailed," said Trevor Greenslade from his farm near Urania, South Australia. "We had just about given up when a salesman in Winnipeg said most windrowers were actually manufactured under OEM contract by MacDon, but they only sold to the large companies. They were just down the road so I took a chance and called the company. I was fortunate enough to be able to talk to the owner, Mr. Joe MacDonald."

That call turned out to be the start of not only one of MacDon's longest standing relationships in its over sixty year history, but also the beginning of modern windrowing in Australia.

"In the mid 1960s there were a few windrowers sold in Australia, but the idea never really took off. The machines were narrow, very basic and not very reliable, with crank handle starters and steel plough seats."

Greenslade says that at the time what little windrowing was done in Australia was restricted to a few coastal regions like the Yorke Peninsula, a 50 km wide strip of land that juts about 130 km or so into the Southern Ocean. Here, there are often moisture laden sea breezes, which can lead to higher moisture content in the grain and harvest delays. Also, at the beginning of harvest, there are often extremely strong hot north winds which can shake the heads off barley.

At the time, most growers were rolling their barley using a light steel 10 m wide roller mounted on a front end loader about 10 days before it was ripe. This laid the crop on the ground to protect it from the strong winds and also helped provide increased solar input to lower the moisture content. Greenslade himself believed windrowing was a better alternative. He was using a 14' Massey Ferguson self-propelled windrower, but the 14' cut didn't put enough crop in a row to allow it to be picked up cleanly, thus his search for a wider windrower.

The three Prairie Mac windrowers Greenslade had ordered from MacDon arrived about a week before the 1975 harvest; none too soon because all of them had to be assembled before they could be put to work.

"We used two and a friend had the other. We'd just had 40 mm of rain and there were quite a few people looking over the fence thinking the crop would be ruined or we would never pick it up again, but it came up well. It was later, when we experienced no crop loss following severe winds that caused 80% or more loss to adjacent standing crops, that people in the area really started to take notice of windrowing's merits."

"That was good enough for many local people to want to order one for the following season. I contacted Joe MacDonald and he agreed to ship me 15 units to sell to local farmers."

Thus began Greenslade's venture into the import business under the company name TCB Imports PTY. Ltd., something that brought on a whole new set of challenges for the entrepreneurial farmer.

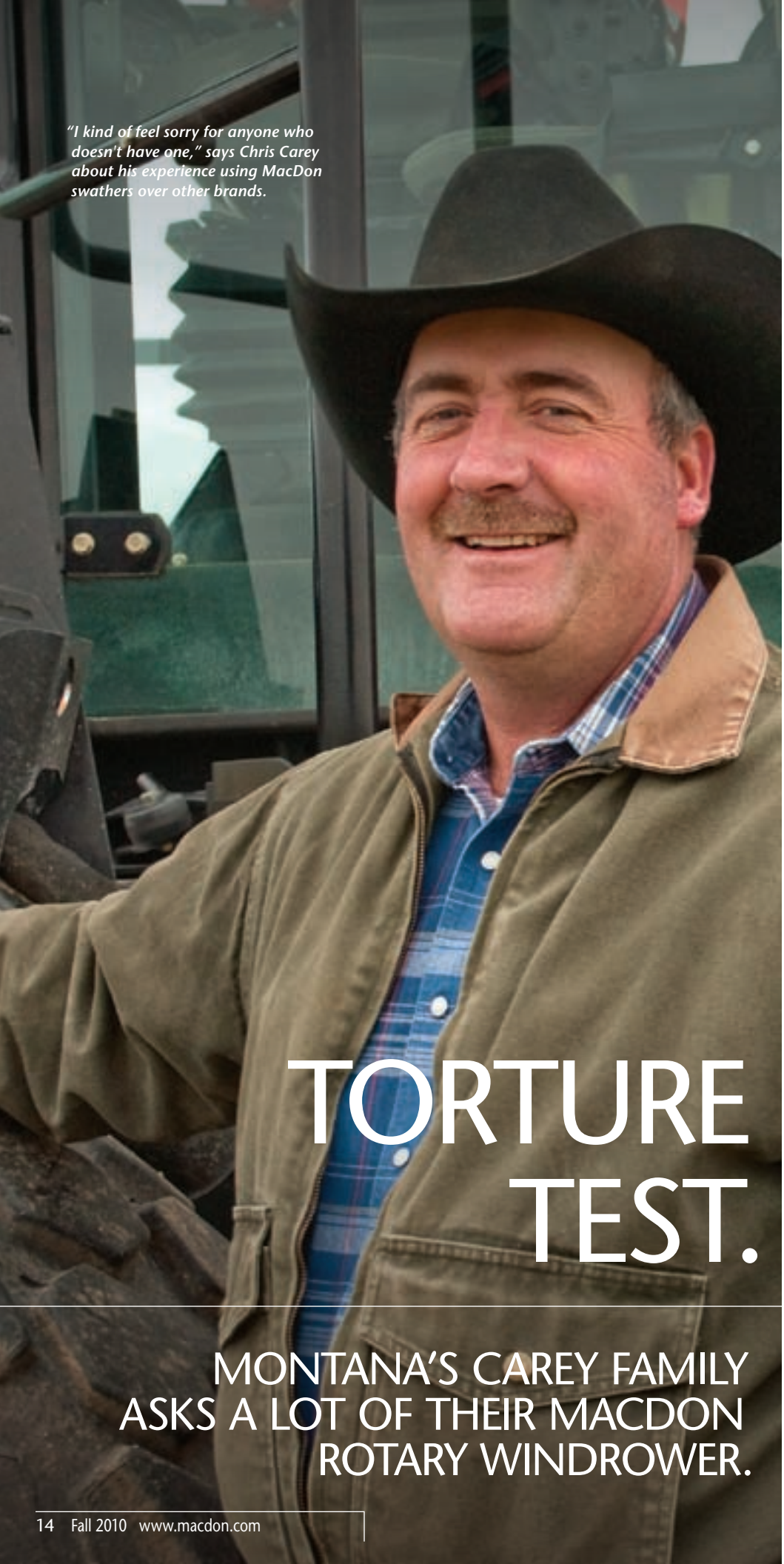
"I had a steep learning curve, learning to deal with the customs department, shipping companies and how to get the product properly packed in containers."

Greenslade says that it was also quite difficult to find a dealer to take on an unknown brand for a product that was yet to be proven.

"MacDon at the time was unheard of in Australia, and the practice of windrowing was almost unknown. It was not just a matter of selling a machine; the whole concept of windrowing had to be shown to be financially rewarding to the farmer."

Over the next several years Greenslade worked hard to convince Australian farmers and dealers about the merits of windrowing – a role he excelled in based on the widespread use of windrowing on the continent today. MacDon's own Australian operations grew substantially over the next two decades thanks, in a large part, to his continued efforts on behalf of the company. Trevor has also been instrumental in the introduction of MacDon's draper and FlexDraper® headers for combine application in Australia. Today, Trevor maintains an active role in the company and holds the position of Resident Director of the Company.

"MACDON AT THE TIME WAS UNHEARD OF IN AUSTRALIA, AND THE PRACTICE OF WINDROWING WAS ALMOST UNKNOWN."



*"I kind of feel sorry for anyone who doesn't have one," says Chris Carey about his experience using MacDon swathers over other brands.*

# TORTURE TEST.

## MONTANA'S CAREY FAMILY ASKS A LOT OF THEIR MACDON ROTARY WINDROWER.

If you're old enough you may remember the old Timex® watch commercials from the 60s and 70s. They'd always feature one of their watches subjected to all sorts of wacky torture tests, like being strapped to the front of a speed boat or fired through a plate of glass on the front of an arrow. In all cases, the watch "took a licking and kept on ticking." Well the story of the Carey family's new MacDon M200 R80 Rotary Disc Windrower is not that much different. It too has been put through a torture test of sorts, succeeding in conditions that defeated many other swathers.

The family's ranch – called the Dunn Canyon Cattle Co. – is located along the North Boulder Valley in Montana's portion of the Rocky Mountains, about an hour northeast of Butte. Here the Careys raise about 500 head of beef cows on about 8,000 acres, 7,000 of which are reserved for grazing and the remainder for growing alfalfa and grass. The ranch is run by Chris and his wife Sandy, who represent the fourth generation of his family to be ranching this land. In working their ranch they also get help from their three sons Brian, 25, Bo, 21 and Justin, 19. Brian works full time in Bozeman while both Bo and Justin are attending college and intend to return to the ranch full time when they finish their studies.

"This isn't the greatest place in the world to be raising hay," admits Chris Carey. "Our machines get a pretty good test around here. They get about every kind of cutting you can imagine. On one end of a field we might have some grass hay that's six feet tall and just a nightmare to cut, while on the other end the grass might be only 12" high, but just as hard to cut because it's so short."

Add to that the Careys' constant battle with rocks, pocket gophers and downed crop from high winds and the trampling of elk, antelope and deer, and you have just about as challenging a situation as any hay machine has a right to be in.

Making matters even worse was the 2010 growing season, one of the coldest and wettest in recent memory.

"In a year like this where you get some moisture and those molehills or pocket gopher mounds get very wet and hard, the cutting can get really tough. In conditions like that our old machines would plug up so bad we would have to wait a couple of days to get going again."

But not with the new MacDon rotary unit.

"Even under these conditions gumming up is just not an issue; we just keep a rolling. In theory I'm sure you can plug it, but we just haven't yet. That's been a night and day difference for us."

Another night and day difference for the Careys has been the significant speed boost that they've enjoyed from the new unit.

"We've pretty much gained a week. Normally our harvest takes about 220 hours, but this year we'll probably finish up around 150 – some seventy hours less. I don't know what we've done with that extra week, but we certainly didn't spend it sitting in the swather."

Chris says that the time saved is due to a number of factors. First, they are able to harvest much faster in the field, even though Chris tends to run a swather slower than its limits just so he can "think a little bit."

"No matter what crop we put it in we're gaining at least twice the capacity. We're able to cut alfalfa at maybe six or seven miles an hour, where as with the old one we'd maybe run three or four miles an hour. On the other spectrum we have some grass hay that gets so tall and thick you can't imagine how anything can cut it, especially if it is lodged a little bit. In that we're probably cutting at three or four miles an hour where as before with the other machine we were cutting at one mile an hour."

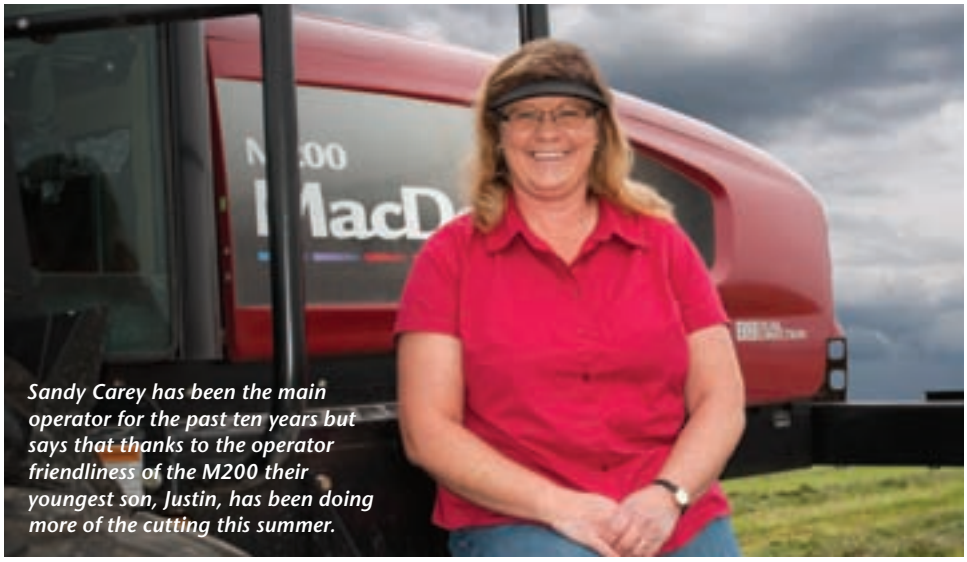
The Careys have also picked up time due to the lower maintenance requirements of the M200 R80 package.

"The maintenance part of it is also better. Most of the bearings are 25 hour rated, where on our older one they were 10 hour. That makes quite a difference as we can now go two or three days without stopping to grease."

"We also liked the idea that it would be easier to deal with the knives rather than the sickle. Changing them out takes significantly less time. With all the mole hills we're probably changing the sickle a little more often than most people. That adds up to being a pretty good job in itself, and the new machine cut our time dramatically on maintenance."

Finally the extra power provided by the M200 tractor has also been an important factor in maintaining speed on some of the Careys' steeper fields.

"We've got a couple of pivots that are on really hilly ground, and with the old swather when you were cutting up some of the steep hills you had to really slow down to keep being able to cut. But with this one there isn't any issue. It doesn't matter if you're going up hill or on flat ground, you've still got an abundance of power."



*Sandy Carey has been the main operator for the past ten years but says that thanks to the operator friendliness of the M200 their youngest son, Justin, has been doing more of the cutting this summer.*

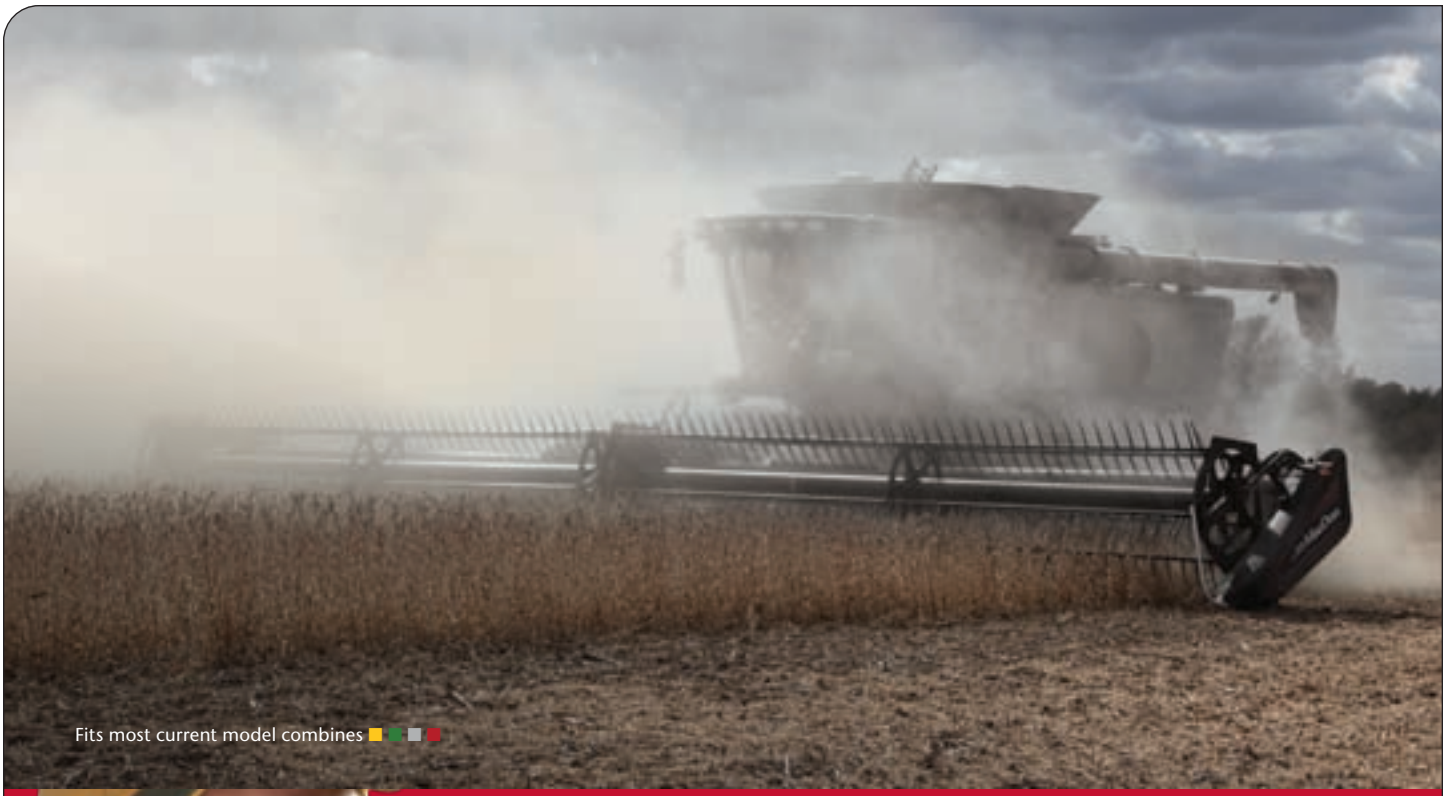
## "I DON'T KNOW WHAT WE'VE DONE WITH THAT EXTRA WEEK, BUT WE CERTAINLY DIDN'T SPEND IT SITTING IN THE SWATHER."

In addition to the speed advantages, the new R80 rotary has also performed surprisingly well in other areas.

"Quality of the windrow is really important to us. Our old MacDon 9300 [mounted with a MacDon 920 auger header] probably gave us the best windrow for baling we've ever seen. Real uniform, square sided windrows. We were concerned that when we went to the rotary the windrow wouldn't be the same quality, based on what we have seen from competing brands."

"We have seen cuts stripped, so much so that you think you could go in there with your MacDon and make another windrow out of the hay that's left over. We've also seen another competitor's pull-type rotary have a lot of issue with chopping the hay up too much and then drive it into the ground when it comes out of the conditioner. That makes it hard to pick it up with your baler."

"But, we've had no issue like that with our MacDon R80. Anytime we turn one of our windrows over it looks well formed – certainly much better than anything we've seen over the fence."




*"MacDon's FlexDraper® is helping us recover at least $60,000 more in beans."*

**GREG BIGHAM, Vergennes, IL – Owns one 45' FD70 and two 40' FD70s mounted on John Deere 9870 combines**

**MacDon owners are talking...** read and watch what they are saying.
Visit **Producers Corner** and **MacDon TV** at **macdon.com**.

MacDon®