

MacDon™

PERFORMANCE

GETTING THE MOST FROM YOUR MACDON MACHINE



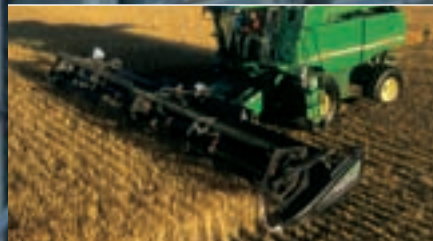
THINKING BIG.

PRODUCERS SPECIFY
MACDON DRAPERS FOR THEIR
SUPER-SIZED COMBINES.

IN THIS ISSUE:
GOING IT ALONE.
MACDON'S D60 HELPS ONE
PRODUCER HARVEST MORE.

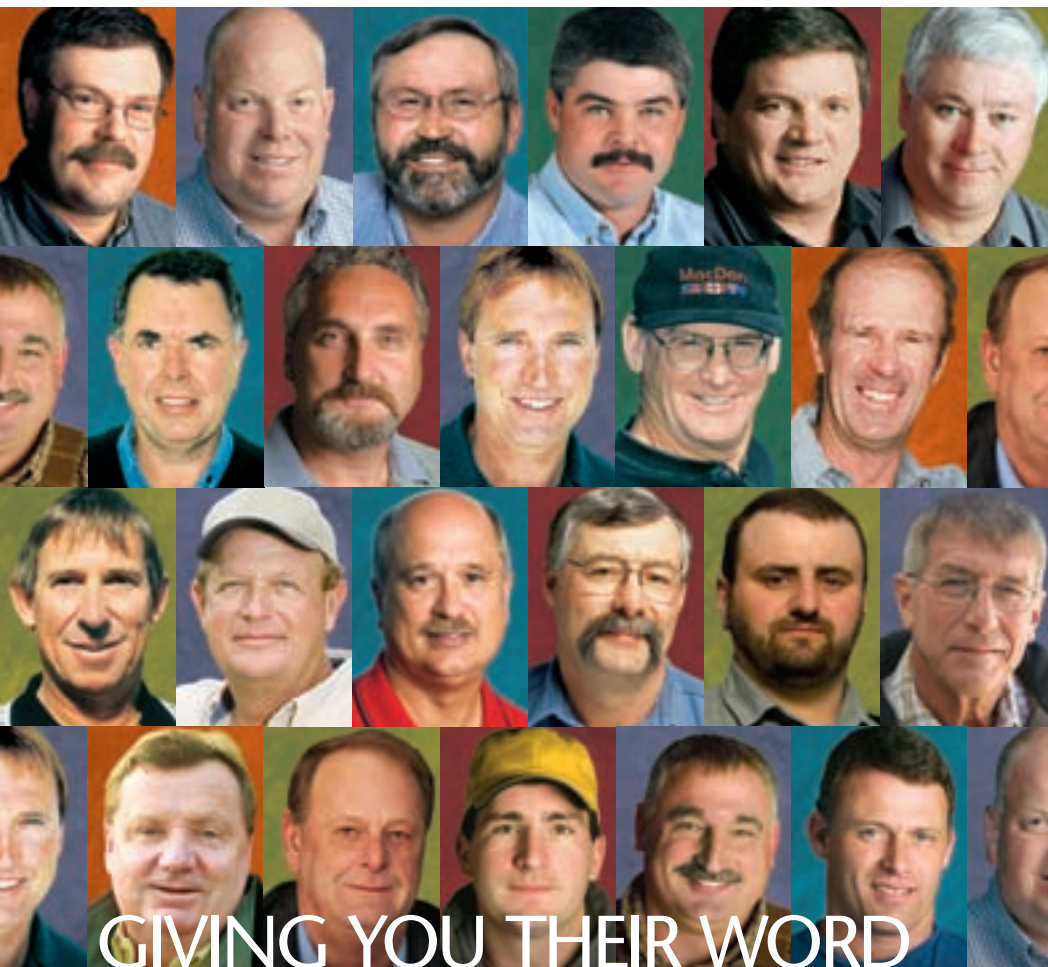
PROFESSORS OF
PERFORMANCE.
EQUIPMENT
TECHNICIANS GET
SCHOOLED.

ROAD WARRIORS.
DEMO TOUR A HIT
WITH PRODUCERS.



MATT MARTIN

PRODUCER'S CORNER



GIVING YOU THEIR WORD

PRODUCERS SPEAK OUT ABOUT WHY THEY USE MACDON EQUIPMENT.

At MacDon we know that, if you are like most producers, when you are thinking about getting a new piece of equipment your first inclination is to ask someone you know, who already owns one, about it. But what if there is no one that you know who does?

Well, if you are thinking about purchasing a piece of MacDon equipment, then you could simply log onto **www.macdon.com** and click on to our new section, Producer's Corner. Here you will find the actual comments of numerous producers talking about what they think about their MacDon equipment.

Better still, if you have your own comments on MacDon equipment you can submit them through the site. You can even upload a photo of yourself, or a video of you using the equipment if you like. If they get posted we will send you a gift certificate that can be spent in MacDon's promotional products store. You may even get featured in a MacDon ad.

So log on today.

CONTENTS

- 3** MACDON DRAPERS HELP DON BOLES BRING HIS HARVEST IN.
- 5** PRODUCERS TAKE THEIR LARGER COMBINES TO THE MAX.
- 10** TECHNICIAN TRAINING IS THE KEY TO OPTIMUM PERFORMANCE.
- 12** COMMENTS FROM MACDON'S CUT ACROSS AMERICA.
- 14** EQUIPMENT VIDEOS NOW AVAILABLE ONLINE.

MacDon[®] PERFORMANCE

PERFORMANCE IS A PUBLICATION OF MACDON INDUSTRIES LTD.

For more information on any of the products mentioned in Performance please visit www.macdon.com. All materials copyright of MacDon Industries Ltd. For reprint permission please contact:

MACDON INDUSTRIES LTD.

680 Moray Street
Winnipeg, Manitoba
Canada R3J 3S3
t. (204) 885-5590
f. (204) 832-7749

MACDON, INC.

10708 N. Pomona Avenue
Kansas City, Missouri
United States 64153-1924
t. (816) 891-7313
f. (816) 891-7323

MACDON AUSTRALIA PTY. LTD.

A.C.N. 079 393 721
P.O. Box 243
Suite 3, 143 Main Street
Greensborough, Victoria
Australia 3088
t. 03 9432 9982
f. 03 9432 9972

GET MACDON PERFORMANCE FREE

To register for a free subscription to MacDon Performance, or remove your name from our mailing list, go to www.macdon.com, or call (204) 885-5590.



ONE MAN SHOW

MACDON
DRAPERS HELP
DON BOLES
BRING HIS
HARVEST IN.

Don Boles is challenged like many other one-combine producers today. While his farm's acreage has crept up in recent years, available labor has become increasingly scarce, ruling out the feasibility of simply adding a second combine to the mix. Even so, he still prefers to do the work himself and that means getting bigger, more productive equipment to allow him to keep up with his increased workload.

"Farms are getting larger and there are less people to do the work," said Boles from his farm near Three Hills, Alberta, where he harvests wheat, barley, canola and peas.

"For me it's easier and more cost effective to run one combine instead of two. That means taking advantage of the latest technology so that I can do as much as possible with that one machine."

And when it comes to employing the latest technology, Boles has benefited over the last three years from being able to use one of MacDon's new D60-D headers on his John Deere 9860 combine. According to Boles it has been a very productive experience for his operation.

Continued

"The D60-D feeds a lot better across all crops and conditions than any other draper I've used. This is mostly due to its wide feed draper on the CA20 combine adapter, which allows fluffy crops like peas or canola more room to fall, and the CA20's large feed auger."

Boles says that the more even feeding not only means better, more consistent threshing, but also faster travel with his combine in the field. Those are important benefits when you are trying to cover more terrain with one machine, or fighting a challenging crop. But better feeding is not the only thing to love about the D60, according to Boles.

"I also like how it doesn't push the dirt, even when you are skimming it. You can cut very close thanks to the D60's excellent flotation, hydraulic header tilt, automatic header height control and poly wear plates under the cutterbar and on the skid shoes. MacDon drapers continue to lead the industry because of the combined effect features like these."

Close cutting is important to Boles when he is harvesting peas, and in this crop the D60 really shines.

"In peas the D60 has performed flawlessly. The new pattern that the reel fingers travel is really gentle on the peas and I think that that minimizes shatter due to reel engagement. MacDon is the only header manufacturer that builds its own reel, and it shows."

Boles also reports that maintenance has been minimal on the D60 over the three years that he has used it.

"As far as maintenance goes, the D60 performed trouble free in the three years I have had one. In fact, I went through all of one year and I didn't work on the knife at all. That is partly due to the flotation being so good now. I think that MacDon still has the best flotation in the business. Even without gauge wheels it's easy to lift either end of the header with one finger, something that can't be done with any other make."

This is just one more reason that Boles enthusiastically recommends MacDon drapers to just about anyone who will listen. He says that he has recommended them to both neighbors and to farmers as far away as Australia through some of the online farmer forums that he frequents.

But as wonderful as the D60 has performed for Boles, he won't be using it on his combine this summer. That's because he has upgraded to a new class 9 combine. When selecting a header he chose to go with the flex cousin of the D60, MacDon's FD70 FlexDraper® in its 40 foot size.

"When I decided to go to the larger combine I was looking for a flex head that could keep up. I seriously considered all of the flex options out there, but after using MacDon's D60 for three years, it was easy to see there was really only one option."

He says that everything he has read on the online forums about the FD70 FlexDraper® has been very positive, and it is those opinions that in part convinced him to go for the FlexDraper®. But don't mistake him, he hasn't abandoned the D60 altogether. In addition to his new FD70, he has also purchased a new 35 foot D60 to go with his new M Series 200 windrowing tractor. With all of the new technology in his new M Series windrower, Boles says he hopes to achieve at least a 40% boost in productivity over his old machine – a Model 9352 mounted with a 972 Harvest Header®.

When asked why he is so loyal to MacDon products his reply is simple.

"I can't imagine getting out of something that works that good."

"THE D60 FEEDS
A LOT BETTER
ACROSS ALL
CROPS AND
CONDITIONS
THAN ANY
OTHER DRAPER
I'VE USED."



Don Boles



SUPER-SIZE IT

MACDON FLEX AND RIGID DRAPERS ARE LETTING PRODUCERS TAKE THEIR LARGER COMBINES TO THE MAX.

Suddenly everything in agriculture seems to be super-sized; the farms, the tractors and especially the combines, which have grown by several magnitudes to meet the need for producers to be more productive.

Unfortunately, many producers who have upgraded to larger combines are not receiving the full productivity gains that they were hoping for, due to the crop feeding limits of the traditional auger headers they have mounted on them. This is why many producers are now specifying MacDon draper headers for their combines – both D Series Rigid Drapers and FD Series FlexDrapers.

Not only do MacDon drapers allow most producers to move up in header size, while operating at the same or higher ground speeds as a shorter auger platform, but these producers are also experiencing other significant benefits for their operation.

Take for example the experience of Tim McGrady of Hillsboro, Indiana, who runs a 40 foot FD70 FlexDraper® on his John Deere 9760 and estimates that he is gaining at least a bushel an acre increase in soybeans recovered. He says that this is due to the smooth, even feeding of the FD70 which helps reduce shatter loss.

Continued



Tim McGrady

"We just don't have the bunch feeding anymore," says McGrady. "We're also able to follow the contours better with this 40 foot FlexDraper. We had a 35 foot flex platform before, and the 40 foot MacDon cuts beans off closer to the ground and follows the terrain just as well, probably better."

McGrady says that the smoother crop flow and closer cutting has had significant financial benefits for his operation.

"WE JUST DON'T HAVE THE BUNCH FEEDING ANYMORE, WE'RE ALSO ABLE TO FOLLOW THE CONTOURS BETTER WITH THIS 40 FOOT FLEXDRAPER."

"With the price of the beans right now, we're easily looking at recovering \$10,000 and, probably, closer to \$15,000 [more in beans]. After seeing what the FlexDraper can do I don't know why you would want to cut with an auger platform – it's just really as simple as that."

Another producer who is elated with the close cutting and smooth feeding abilities of the FD70 is Matt Martin of Kingman, Indiana, who also operates a 40 foot unit on a John Deere 9770.

"For being 40 feet wide you'd think you wouldn't be able to hug the contour of the ground, but it doesn't just hug the ground, it shaves it," says Martin.

"The biggest benefit that I see is the way the head feeds. It's so consistent; it's like the crop almost forms a rope in the center and helps pull itself into the combine.

Until a person sees it run, I don't think you can completely understand how even and smooth it feeds ... it's really amazing."

For some producers like Keevin Lemenager of Clayton, Indiana, who have done side-by-side comparisons with the FlexDraper®, the differences have been dramatic.

"Last year when we were looking [for a new flex head], we were running a 40 foot platform auger head next to a 36 foot FlexDraper and we found, when we counted beans, that we were getting 1½ to 2 bushels more with the FlexDraper thanks to less head loss due to shatter," says Lemenager.

According to Lemenager the FlexDraper's feeding qualities even help him work longer each day and push his combine to the max.



"WE WERE GETTING 1½ TO 2 BUSHELS MORE WITH THE FLEXDRAPER THANKS TO LESS HEAD LOSS DUE TO SHATTER."

"The head will even feed higher moisture material so we can run a half hour before anyone else can with an auger platform and at least a half hour later. In the past, the limiting factor for speed has always been the header for us, but now with the MacDon FlexDraper our combines are actually the limiting factor."



Matt Martin

But substantial capacity increases aren't confined to MacDon's FlexDrapers. Owners of MacDon's new D Series rigid draper headers also report similar gains. Available in widths up to 45 feet, D Series headers feature "next generation" technology and have been designed with the singular purpose of maximizing a combine's capacity.

"Last summer we ran a 45 foot D60 on our class 8 combine and we noticed a huge capacity increase," says Marty Ritterhouse of Woodward, Oklahoma who had the unit mounted on a Gleaner A85. "We were able to run that class 8 combine with a 45 foot head at the same field speed as our class 7 combines with 36 foot heads. More important, that D60 45 foot head did a great job keeping the combine full.



Keevin Lemenager

It was feeding about five-to-one better than our other draper headers."

Ritterhouse has also noticed another benefit of D Series headers that would make MacDon engineers proud – namely their ease of operation.

"With the D60s there is a lot less operator fatigue. You can see the crop a lot better, and the adjustments and leveling with the new combine adapter is easier and more forgiving, especially in the ditches."

Continued

"FOR BEING 40 FEET WIDE YOU'D THINK YOU WOULDN'T BE ABLE TO HUG THE CONTOUR OF THE GROUND, BUT IT DOESN'T JUST HUG THE GROUND, IT SHAVES IT."



Marty Ritterhouse

“LAST SUMMER WE RAN A 45 FOOT D60 ON OUR CLASS 8 COMBINE AND WE NOTICED A HUGE CAPACITY INCREASE.”

He reports that cutting performance is also noticeably better.

“Last summer we encountered some very dry and fluffy green peas and our D60 was the only header that could handle them. Next summer we plan to add more D60s to our operation.”

Half a world away, Australian producer Lance Kennedy is enjoying a similar experience with his D60. He farms 10,000 acres of cereals and lupins near Pithara in Western Australia, and harvests it all with a John Deere 9860 STS mounted with a 40 foot D60.



"Our D60 really saves us time compared to what we were using before," says Kennedy. "We are able to operate at much faster speeds thanks to its ability to lay material more evenly on the platform and into the feeder house. Some of this is due to the D60's reel design, which is divided into two so there is no sagging in the middle."

He also says that he can run his 9860 faster because of another feature of the D60, its C-shaped cutterbar.

"We operate in very rough country and the D60's cutterbar is designed in such a way that it reduces the intake of soil and rocks when cutting low. The result has been significantly reduced breakage or damage and I estimate that to date we've experienced not more than 1% downtime, and most of that just replacing fingers."

Of course, running faster has meant that Kennedy has become noticeably more productive.

"Even though our D60 is 10% wider than our previous header, we are now operating at speeds of two to three kilometers an hour faster than before, boosting our productivity by about 30% overall."

That 30% boost in productivity seems to be par for the course for most producers who have mounted a super-sized MacDon D60 or FD70 FlexDraper® on their super-sized combine. If you have yet to do so, perhaps you should super-size your header as well.



DIALING THEM IN

TECHNICIAN TRAINING IS THE KEY TO OPTIMUM PERFORMANCE.

It is a part of farm machinery sales that most customers give little thought to, but it's something that can make all the difference in the performance of the machine that you buy. It's called technician training, and it is something that MacDon takes very seriously.

"You can build the most advanced machine in the world but, if it isn't set up right, you're not going to receive the full productivity potential of the new technology," says Russ Henderson, Product Support Manager for MacDon who is responsible for MacDon's technician training programs. He says that the difference between a machine that is set up properly can perform up to 30% better than a machine that is not.

"At MacDon we've spent a lot of time developing products that we believe to be measurably better, but if the information isn't shared on how to dial-in the product to get the most out of it for a customer's specific needs, then the customer doesn't get the full benefit."

That's why MacDon invests so heavily in its dealer technician training programs wherever MacDon equipment is sold worldwide. Every year hundreds of dealer technicians are invited to attend the training sessions, some of which are up to 2½ days in length.

Henderson says that currently MacDon is focusing on providing training for its M Series tractors, as well as its D60 and FD70 draper headers. The draper header sessions are being held regionally, as this allows for training to take place in the field, and often with the customers themselves. Each session focuses on operation and field adjustments so that the customers can go home with the right information for their machine.

"Doing it this way allows us to show the technicians and the customers exactly how to fine-tune the header to the specific field and crop conditions for their part of the country."

In North America the M Series sessions are held at MacDon's offices in Kansas City and Winnipeg. Each session typically has no more than 20 participants and three instructors. According to Henderson the objective is to get the participants thinking. Of the 20 hours of instruction in M Series sessions, a full 14 hours of that time is spent doing hands-on work with the machine. And of those 14 hours, a good portion of it is spent on trouble-shooting.

"Another key to a good session is to encourage interaction between the participants so that they can learn not just from the instructors, but from each other as well."

"A MACHINE THAT IS SET UP PROPERLY CAN PERFORM UP TO 30% BETTER THAN A MACHINE THAT IS NOT."

Mechanic Keith Moss of Churchill Equipment in Manhattan, Montana, concurs that this approach is valuable after recently attending a session in Kansas City, Missouri.

"At my session there were guys from all over the U.S.," said Moss. "You get a chance to talk to them during the sessions, compare experiences and share ideas."

"I've seen many service schools and I must say that I was very impressed with the product knowledge these guys demonstrated."



outergear



businessgear



sportsgear



macdongear.com

MacDon™



COMMENTS FROM MACDON'S CUT ACROSS AMERICA TOUR

M SERIES WINDROWERS



"Drove like a Cadillac – very quiet cab and good service access." – Fallon, NV

"I've used swathers for 30 years and thought all were pretty much the same. Boy was I wrong!" – El Nido, CA

"23 miles an hour down-road is a good thing." – Palmer, NE

"Finally something new in swathers – increased field and road speed is a big plus." – Modesto, CA

"Lots of thought went into the design of this machine." – Lakin, KS

"Awesome machine – really enjoyed everything about it. Well built with plenty of comfort." – Montrose, CO

"Amazing handling of a grass crop that would have plugged ours many times! Unbelievable speed!" – Ord, NE

"A joy to operate; 7 MPH with a very good cut, easy to make adjustments. I may trade two units for one M200." – Elgin, NE

"Impressed with how well the header floats on rough ground. It rode very well for the roughness of our field." – Boelus, NE

"Wonderful! Smart engineers – well designed. Is there one for sale?" – Ord, NE

"It cut two-times faster than mine. Gopher mounds were no problem." – Idalia, CO



ROTARY DISC WINDROWERS

DRAPER WINDROWERS



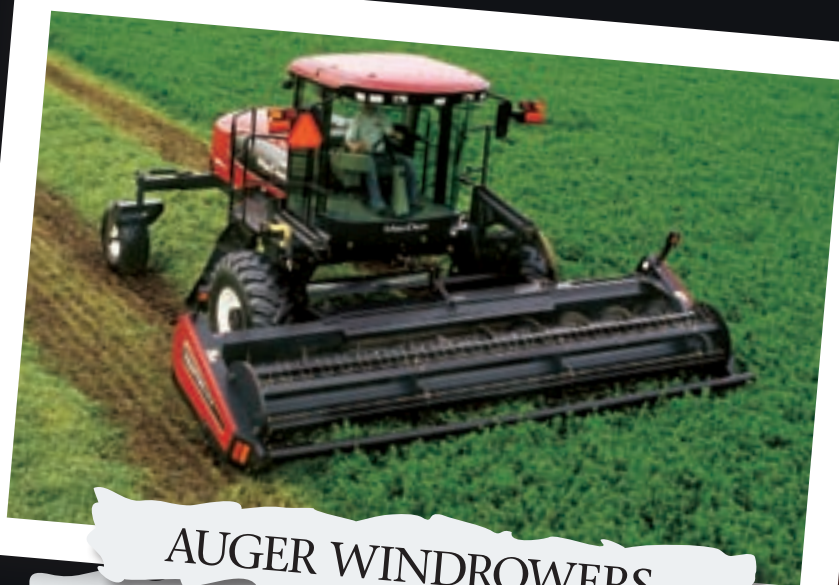
LAST SUMMER MacDon conducted thousands of in-field demonstrations of its new generation of harvesting equipment during its first Cut Across America Tour. Before the tour was finished, producers in no less than 23 states and three Canadian provinces had a chance to operate the equipment, many of them on their own farms. Some operators who tried the equipment were so enthused that we had trouble convincing them to give it back. If you didn't have a chance to catch the tour we urge you to set aside time to do so this year, as we will once again be holding it in most states and provinces where MacDon-built equipment is sold. In the meantime, we think it's worth sharing some of the comments producers gave us last summer.

"No other windrower can compare to this one! Everything looks like a great idea to me. If I used it all season, then I might be able to find something wrong with it." – Fowler, CO

"The D60-D feeds a lot better across all crops and conditions than any other draper I've used." – Three Hills, AB

"Unit cuts like a dream, hard to imagine you can cut canola that fast." – Elie, MB

"I opened the field up in canola, outside round I was cutting canola at 7 MPH, and it only got better." – Weyburn, SK



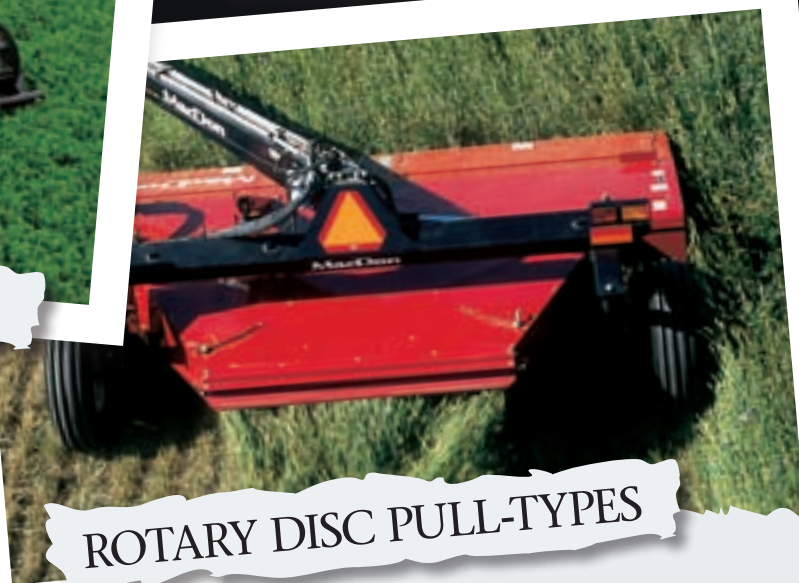
AUGER WINDROWERS

"Excellent machine – wouldn't change anything. The hay I cut with it dried a day sooner than that cut with my own." – Vernon, TX

"Liked the poly pans and power of the machine. I think I could move from four machines to two MacDon M Series." – Ingalls, KS

"Liked how fast and clean it cut in big hills. Really nice machine." – Ravenna, NE

"I've never cut hay this fast. I also liked being able to adjust header speeds on-the-go." – Pick City, ND



ROTARY DISC PULL-TYPES

"Doing point windrows was nice because it didn't plug when hitting the end windrows. I really appreciate getting to try this machine." – Crofton, NE

"I can't believe turning radius with the APT hitch. Even though the knives were not new it cut the grass great." – Watertown, SD

CROPS, CAMERA, ACTION!

EQUIPMENT
VIDEOS NOW
AVAILABLE
ONLINE.

Once again this summer, producers in the United States, Canada and Australia will have a chance to see MacDon's next generation equipment in action during MacDon's many scheduled field days. But if you are not able to catch one when it comes to your area, you can still see the machines in action by visiting **www.macdon.com** and clicking on the video links on the home page. Here you will find a series of videos on the equipment that show and explain why MacDon machines are helping to set new performance benchmarks in the industry. Log on today and check them out.

HOLD ON, WE'RE COMING.

If you've been impatient to see some of MacDon's latest equipment we invite you to see us in person this summer at one of the many product events that we will be at in North America and Australia. For the most current list of events that we will be attending please visit **www.macdon.com**.

**Western Canada Farm
Progress Show**
Regina, SK – June 18-20

Farm Progress Hay Expo
Ossian, IA – June 25 & 26

WI Farm Technology Days
Greenleaf, WI – July 15-17

Big Iron
West Fargo, ND – September 9-11

Farm Progress Show
Boone, IA –
August 26-28

Husker Harvest
Grand Island, NE –
September 9-11

Agritrade
Red Deer, AB –
November 5-8

Put your harvesting on fast-forward.

Be up to 40% more productive with MacDon's next generation of harvesting equipment.

When MacDon set out to create the next generation of harvesting equipment they had one goal in mind – speed. That's because speed makes you more productive, keeps you ahead of the weather and, most importantly, gets you home sooner. And speed is exactly what you get because we've pushed productivity further than anyone thought possible across MacDon's entire product line – up to 40% more than MacDon's previous generation of equipment (which, by the way, was already industry leading).



M SERIES WINDROWERS WITH DUAL DIRECTION™ TECHNOLOGY
The world's fastest multi-head SP windrowers offering incredible in-field cutting speeds and highway speeds up to 23 MPH.

R80 ROTARY DISC MOWER
Super fast and super tough, the R80 is available in pull-type and self-propelled models.



A SERIES AUGERS
Next generation technology offering fast cutting speeds and exceptional conditioning performance for faster hay drying. Pull-type and self-propelled models available.



D SERIES DRAPER HEADS FOR M SERIES WINDROWERS
Up to 40% more windrowing capacity than MacDon's leading 972 Harvest Header®.



D AND FD SERIES DRAPER HEADS FOR COMBINES
Specially designed for today's high capacity combines, you'll experience huge productivity gains thanks to the smooth heads-first feeding of these draper heads. Rigid and flex configurations available up to 45'.

To find the dealer nearest you visit www.macdon.com.

Trademarks of products are the marks of their respective manufacturers and/or distributors. MF10597-0408

MacDon™

So, you're planning to buy *their* mower conditioner?

Here's \$500 towards your purchase.



R80 Pull-Type Rotary Disc
Sizes: 13' (4 m) and 16' (4.9 m)



A30 Pull-Type Mower Conditioner
Sizes: 14' (4.3 m) and 16' (4.9 m)

**Buy MacDon and
get an additional
\$1,000!**

That's right. Take the MacDon Challenge and we'll give you \$500 towards your next mower conditioner, even if you buy the competition's machine.* The catch? You must first demo one of MacDon's new pull-type mower conditioners – either the R80 Pull-Type Rotary Disc or A30 Pull-Type Auger. Now that's an easy \$500! Better still, if you choose to buy a MacDon-built machine (and we know you will) we'll give you an additional \$1,000 towards your purchase. To take advantage of this incredible offer, see your participating dealer today. **For the dealer nearest you visit www.macdon.com.**

MacDon™

*Offer subject to purchase of a MacDon-built or competitor's new mower conditioner within 30 days of dealer demo. The competitive machine that you purchase must be equivalent to the MacDon machine that you demo. Note: the A30 auger is sold under the MacDon and Premier brands. Proof of purchase and demo form is required to qualify. Offer expires June 30, 2008.