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DISCO Front Mowers

Celebrating 30 Years of In Field Strength

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our commitment to quality

It's easy to say that we are committed to quality, but quality is a word that can mean something different to everyone. That's why at CLAAS, we think of quality in a holistic, multi-dimensional way.

Our commitment to quality starts with our engineering and industry specialists. With technological advances, the highest level of design, construction and performance we expect from ourselves goes higher. Our CLAAS Power Systems team, for example, is in constant pursuit of systems, engines and electronics that can increase efficiency, throughput and fuel economy. That's one way to approach quality.

Our definition of quality also extends to the fields. The ability of our machines to meet or exceed their day-to-day demands is one of the most important ways we can prove our dedication to quality in the eyes of our customers. In this way, quality means reliability.

There's one more level of quality, especially when it comes to forage harvesting. The CLAAS definition of quality includes the final product – the feed produced by our machines. This application of quality is important to more than just our customers. To the animals consuming this feed and the dairy and beef producers who own them, this definition is perhaps the most important. It protects the animals' health and wellbeing and is key to the profitability of the operation. With an increase in global food demand, this area of quality affects us all.

The pursuit of quality in all of its many dimensions, from the engineers in the design laboratories to the bales in the field. It's what you find with CLAAS.

Bob Armstrong, Editorial Director

Gar-Lin Dairy puts CLAAS JAGUAR to the test and wins

Superior Harvest = Superior Nutrition



The superior quality of forage produced by CLAAS equipment is well-known. Recently, the CLAAS entry in the chop off competition at Cornell University took first place for quality. As winners of the 2010 Minnesota Milk Producers Association Producer of the Year Award, Dean Allen of Gar-Lin Dairy in Southeastern Minnesota, a CLAAS customer, knows how important harvesting, in particular harvesting equipment, is to the overall productivity of dairy cows and a dairy operation's profitability.

Their 2,800 acres of farmland produces enough silage and grain to feed their 1,650 dairy cows. But it isn't just the amount of silage and grain produced or the size of their herd that makes them an award-winning, high-production dairy farm. The quality of the feed produced from those crops is primary.

For the last eight years, the dairy has used CLAAS harvesting equipment to bring in feed crops and prepare them to go into the total mixed rations (TMR) fed to the herd. They started with the JAGUAR 860 and recently upgraded to the new JAGUAR 960.

Because of the JAGUAR's high capacity, they're able to get through 1,100 acres in five to six days of cutting. The quicker they are able to harvest, the higher the nutritional value of the forage, so this capacity is important for ensuring the highest nutrition for the cows, which leads to higher milk production. According to Dean the reliability of the JAGUAR also helps to ensure that no unexpected harvesting delays will erode the nutritional value of the forage.

A True Powerhouse:

CLAAS POWER SYSTEMS AND THE JAGUAR

CLAAS offers the most efficient and versatile range of forage harvesters with the JAGUAR. Forage harvesters have the greatest power requirements of any agricultural machinery and these workhorses are known worldwide for their combination of massive power and impressive fuel economy. How are these two seemingly opposite characteristics possible in one machine? They are the result of the CLAAS POWER SYSTEM (CPS), an approach to creating the most efficient, powerful and capable machines possible.

With new emissions control technologies, alternative drive systems, biofuels – growers and manufacturers have to ready themselves for a new host of technology innovations taking place on the farm.

The CPS team is a group of experts from different disciplines and business sectors that work together to develop the best solutions in drive technology. The team is comprised of experienced specialists who focus on ensuring that the best engines, power train systems and other features are developed and sourced for each piece of CLAAS machinery. Overall, the group works to develop not only the best systems for power generation, but also for power conversion and power usage. Finding the most efficient ways to turn engine power into throughput is at the very heart of this process for the JAGUAR line of forage harvesters.

For the JAGUAR, the CPS process has included not only determining the most efficient engine to use for each model, but also targeting the hydraulic, drive technology and electronics. In addition, there's a constant focus on improving fuel economy. Even the location of the engine is carefully examined to contribute to overall efficiency. By positioning it at a right angle to the direction of travel and behind the axle, the chopping unit can be driven directly – producing an extremely high level of efficiency and optimum weight distribution.



CPS | CLAAS
POWER
SYSTEM

Look for new CPS emblems on CLAAS machines. The CPS marking indicates that the machine has been designed with the specific engine and drive components to give it optimum power, throughput and fuel efficiency.

To gain further intelligence, trends, dialogue and how CPS affects you, visit www.kraftintelligenz.com.

= Superior Productivity

“CLAAS equipment is extremely reliable,” Allen explained. “We have never been down for more than an hour or so, and even that was very infrequently. We do the maintenance necessary to keep the machine in good condition, but other than that, we really don’t have to do anything else. That’s why we chose to use CLAAS in the beginning and why we chose CLAAS again when we upgraded.”

Dr. Rick Canfield, a dairy nutritionist with Cargill, sees many factors as primary in producing the most nutritional feed. Dr. Canfield works with clients in the field to help them determine the best diets for their herds. He usually consults with dairy farmers quarterly, advising them on how best to provide their herds with the nutrition they need to be as productive as possible.

This productivity, according to Dr. Canfield, starts well before the cow is eating their TMR. It begins with how the elements of that TMR – grain and forage – are cut and processed. Dr. Canfield explained, “Chop quality, for one, is extremely important to the ration’s nutritional value. Consistency of length and the degree of processing of the kernels are the two most important factors beyond moisture content,” he stated. “When we talk about chopping, uniformity is one goal. The more uniform the chop is, the better it packs. When there is less air you get more fermentation and higher nutritional value.”

He continued, “A consistent chop also provides a more consistent diet in the TMR. When a farmer knows the chop length is consistent, he knows that his livestock are getting the same nutrition in every bite. This helps digestive health by keeping the rumen’s pH level consistent. If the silage is not properly chopped, the more aggressive cows get the grain. The grain makes them produce more acid, which can be problematic. The less aggressive cows then get less grain and more forage, leaving with them with less energy. Less energy means less milk production.”

Dr. Canfield also stresses the role of corn kernel processing. “Kernels must be crushed. This breaks them open so starch can be digested in the rumen and not in the small intestine. Bacteria thrive in the rumen, and these bacteria digest the carbohydrates from the starch and increase in number. Billions of bacteria then pass through to

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Silage: Why Baling and Bag



Silage production itself is nothing new, but the idea of baling silage (sometimes referred to as baylage) for storage and preservation didn't start to gain attention until just over a decade ago. However, as evidence mounts about the benefits of baling and wrapping silage, more and more growers are adopting this technique. When completed properly using the right equipment, baled silage can provide producers with added convenience, higher quality feed and a financial boost.

CLAAS has been the driving force behind a growing trend towards baling and wrapping with its ROLLANT line of balers, which are designed and built for professional use. The feeder system of the ROLLANT line includes the unique CLAAS ROTO CUT technology. With 16 or 14 knives, it provides a better; cleaner cut – vital to ensuring the forage is the best quality for feed. ROTO CUT also ensures maximum throughput. Precision chopping and high volume throughput is possible because the crop is fed accurately over the knife bed by the spiral rotor blades, reaching an impressive cutting frequency of more than 8,000 chops per minute. The unique CLAAS stripper design keeps the areas between and inside the tine blades clean. This allows the ROTO CUT to be useful and dependable in both wet and dry conditions according to CLAAS North America's Senior Product Specialist, Matt Jaynes.

The ROLLANT UNIWRAP has been especially well received among the CLAAS balers, because of its ability to simultaneously bale and wrap silage, allowing the operator to perform two jobs at once. Because the wrapping is fully automated, focus can remain solely on the baling process. The UNIWRAP has proven itself to save producers time during critical harvesting windows while reducing labor and other costs.

Frank Beckner has seen the trend towards baling and wrapping silage increase over the last 15 years at B-Equip in Waynesboro, Pennsylvania, where he works with customers looking to enhance their silage operations. "Getting a cut that is the right length is a major benefit with the CLAAS balers," he shared. "This is possible because of the ROTO CUT design. It also gives more control with the hay, weather-wise. Both of these are important to getting the most out of wrapping chopped silage."

The UNIWRAP wrapper covers bales of silage with six layers of stretch film in just 35 seconds using twin 29.5-inch wrapping arms. Because the process is so fast, the wrapper automatically finishes with one bale before the next one is ready. This automation allows the baler to continue at full speed even when baling and wrapping together.

Baling May Come Out On Top

Business Benefits

Baylage provides farmers with a variety of benefits from a profitability standpoint. In addition to being relatively low in cost to produce, it can also produce far more tonnage of feed in the same growing season. This is because bale silage, due to the protection of the nutritional value of the feed, can include grass from the second and following cuts. Although it is typically lower in nutritional value when just cut, the preservation benefits of baling compensate, allowing higher feed production capacity in each harvest season.

Baling and wrapping silage also allows silage producers to conserve and utilize surplus grass and grass harvested at the end of the growing season. Surplus can also be sold, thereby creating an additional income for the operation. Wrapped bales provide flexible storage and can be stored either in the field near the location where they will be used as feed or easily transported. This additional convenience is something forage growers are looking for more and more, according to Beckner in Pennsylvania. "I see that people are getting away from complicated unloaders in upright silos. Picking up these bales with the loader, dropping them right into the TMR mixer makes it easier all around. You can keep bales in more than one place. With a silo, you're limited to one place. This is easier and can make the same quality TMR."

The baling and wrapping method also frees forage producers from the impact of weather. According to Beckner, this is also an important advantage. "It gives the farmer more flexibility because of weather. If he mows today but doesn't have time to dry it in the field, then he can wrap it and save that crop. That is one of the biggest reasons to wrap haylage. If rain is coming, it makes a lot better product. This cuts down the nutritional risk, too. Rain makes the nutrients leech out. It doesn't stay in the stems and leaves. Wrapping protects what you've got," he explained.

"CLAAS equipment is the level of quality that can do this. It takes a well-built baler to handle heavy wrapped hay that includes all the moisture. But silage producers know that CLAAS machines are up to the task."

Frank Beckner, B-Equip



Feed Quality Matters

Added convenience is certainly an attractive feature of the CLAAS ROLLANT balers and the UNIWRAP feature, but at the end of the day, bales must be high in quality to be valuable as feed. Jaynes at CLAAS reports that forage produced by machines from the CLAAS ROLLANT series consistently proves its quality at forage harvest competitions around the world – and in many fields across North America – year after year.

The high nutritional quality of the feed produced can also help a dairy or beef operation's bottom line according to Jaynes. "There are real business benefits to baylage," he offered. "Because it has higher nutritional value, dairy farmers and beef producers don't have to feed as much corn. This is positive in two ways. First, it can lower the cost of production by eliminating other commodities, and in the end lower operating costs. It can also be better for animal health than feeding too much corn, which can affect foot and leg health."

Because it contains fiber content and chop length that encourages appetite and rumination in dairy and beef cows, baylage has become a preferred method of conserving forage for many growers. The method, when done correctly with precision cutting and wrapping as the ROLLANT UNIWRAP provides, minimizes nutritional losses between harvesting and feeding. By allowing for a quicker harvest, adequate moisture content, consistent chop length and excellent compaction, the fermentation

process after wrapping is helped. This produces feed with higher value. That, in turn, leads to higher milk production in dairy operations and better weight gain in beef operations.

The final benefit baling and wrapping forage provides is increased safety. Baylage has also shown to produce less risk of feed loss due to spoilage compared to silage pit or silo storage. When damage to a bale does occur, loss is less than when this occurs in silo storage. Because each bale is wrapped separately and then stored, there is also a lower incidence of mold that can be harmful both to the livestock that consume it and the people handling the feed. This can also affect the safety of the milk delivered to consumers.

Putting the benefits together, Beckner sees more and more forage producers moving to baling and wrapping as a preferred method. "Our dairy guys love this, but I also see that beef producers have the same benefits from this method. Baling and wrapping is definitely here to stay, and the way things are moving."

30 years of DISCO Front Mowers

1981 marked a special milestone as CLAAS introduced the first DISCO front mower to the market. Within the past 30 years, the technology built into the DISCO mowers has also improved year after year, making them the fastest, most efficient mower in the field today. Those accolades aren't lost with North American farmers, who've seen the benefits disc mowing delivers in terms of efficiency, forage quality and durability, according to Randy Olmscheid of Arnold's, a CLAAS dealer located in Minnesota serving parts of South Dakota. "This is our fourth season selling the DISCO mowers, and we've picked up in sales every year," he said. "The popularity of these mowers just continues to grow."

30 years of durability and efficiency

The DISCO's heavy duty design is one reason for the growing number of farmers buying them for their mowing needs – especially those looking for durability, high capacity and efficiency in a mower. Todd Wheeler of Wheeler Farms in Sunnyside, Washington, has been using DISCO mowers for more than eight years to mow grass crops that include triticale, alfalfa and Sudan grass. He and his father farm and also perform custom mowing for other operations. They now own two DISCO 8700C Plus models that hook onto a CLAAS JAGUAR 880 and a JAGUAR 900.

Critical to their decision to purchase the DISCO mowers was their reliability. Because timing is crucial to a successful mowing operation, down time was something they wanted to avoid by investing in mowers that wouldn't put them in a bind during harvest season. "I think the DISCO is one of the best kept secrets of CLAAS, as far as I'm concerned. We've had no mechanical problems at all. That's why we now own two," he shared.

Dealers like Arnold's also see the durability of the DISCO as an important factor to its growing popularity after 30 years. And salesman Randy Olmscheid's customers are looking for mowers that are cost effective – not priced the lowest in the market, but economical over time. "The DISCO gives the farmer no downtime because they are built tough. Well-built and dependable, that makes them economical. This is why our customers are moving to DISCO mowers more and more, he pointed out. "DISCO mowers have been a mainstay in Europe for years and now their value is really starting to be understood here in North America."

Gene Holiday, who is both a CLAAS dealer in Laurens, South Carolina and a farmer who owns and operates CLAAS DISCO mowers on his own 1,450 acres of hay, agrees that the construction quality of the DISCO is one of the success factors contributed to its 30-year history. "One of the reasons these

DISCO mowers are so dependable is in how they're built. The gears and bed are an inch thick. Competitors' machines run ½ to ¾ of an inch. That makes one heck of a difference. CLAAS builds a good mower. It's tough construction that can survive working hard."

In addition to dependability, the unmatched capacity is also vital to growers like Wheeler in Washington. He appreciates the increase in productivity he's seen using his DISCO mowers. "We decided to go with the DISCO because we wanted to increase our efficiency. That 28' path is what did it. That just changes what we can do completely. I have cut at the same time as my neighbor before. Our hay had correct moisture and we were out of the field two days earlier!"

30 years of engineering progress

Thirty years of development and product refinement by teams of CLAAS engineers has increased the benefits the DISCO provides year after year. There are DISCO mowers for every size farm, with working widths from 8.5' to 29' 10", with many front mounted and rear mounted combinations available. The entire DISCO product line incorporates features included for high efficiency, capacity and durability. This means farmers are getting more done in less time, and using one machine to do the work of many. With or without conditioner, spreading or swathing, the DISCO shows impressive performance and flexibility in the field that is rooted in exceptional engineering and continuous improvement.

Many of the award-winning engineering features are common among all models of the DISCO. The power drive system, for example, includes a smooth running, low-wear power transmission that contributes to its long life cycle. The gearing design enables it to absorb significant shocks effectively. The CLAAS P-CUT cutterbar is another feature many DISCO owners have come to rely on. All DISCO mowers, regardless of cutting width, feature this professional cutting technology for premium quality forage harvesting.





DISCO 9100 & 3100FC

The special contour of the cutterbar and lowered cutting discs makes for an even, clean cut and optimal crop flow.

Holiday from South Carolina was quick to praise this design feature of his DISCO mower. “The DISCO just does the job, no matter what. In the south, we have a problem with fire ant mounds, which are sandy hills. This is a problem with other mowers – the knife kicks back, causing streaking. That DISCO just goes right through them. And if there’s one thing you don’t want to do, it’s to get down out of the tractor and have to manually deal with a fire ant hill. It wastes time and it can hurt a whole lot, too!”

30 years of better forage

In addition to being more fuel efficient and more durable, DISCO mowers are also more productive. Not only are growers using DISCO mowers able to get in and out of the field faster, the forage they produce is of higher quality.

Olmscheid believes this is key for his customers. “One of the most important things about a DISCO mower is that you really can make ‘hay in a day’. That keeps the sugar levels high in the hay, and that means more nutritional value,” he shared. Beyond the higher nutritional levels in the forage material due to how quickly crops can be harvested, the DISCO also contributes to optimum forage quality in another way. With the CLAAS cutterbar technology and ACTIVE FLOAT suspension, the DISCO is able to pass over things in the field more easily – meaning a lower level of contamination in the final forage produced due to handling.

For Wheeler in Washington, the fact that he is able to harvest more quickly means both higher quality forage for customers of his custom mowing operation and increase the amount he is able to harvest – and his bottom line. “The DISCO mower provides three windrows at 28 feet. They’re laid out thin compared to what other machines do. That means our drying time is cut quite a bit. Then the feed has better nutritional quality. We also get in and out of the field quicker. Because of that, farmers can get water on the ground again to grow the crop again. We can get five cuttings a year here instead of four. With a lighter windrow, we can increase our tonnage overall,” he concluded.



DISCO 9300C & 3100FC



Outstanding Young Farmer Award

CLAAS CUSTOMER: RYAN KELLER

Ryan Keller of Richland Center, Wisconsin is a proud CLAAS customer. He’s now also a celebrity, after winning the National Outstanding Young Farmer Award given by the U.S. Jaycees on February 19. While he may be a young farmer himself, he is the fifth generation of farmers on the land he currently farms. Having grown up in agriculture, he has seen a great deal of change over the years.

“We’re farming more acres and milking more cows now. The technology to make that so efficient is amazing. We have higher yields per acre and more milk per cow. The planting and harvesting equipment is so important to being able to make that happen,” he explained.

Ryan and his wife, Michelle, are partners in Junction View Dairy, an operation that includes 930 dairy cows, 800 replacement cows and 2,100 acres of land, where they grow alfalfa and corn to feed the large inventory of bovines. The operation is a partnership with Ryan’s parents and two neighboring farms. “We decided to combine the land together and create a big dairy,” he explained.

When they combined the two farms nearly four years ago, they first decided to keep the two forage harvesters they already had. According to Ryan, “They were fairly new, and after spending the money to create the large dairy operation, we really felt like we should just make do.” However, in the spring of 2007, months later, the partners decided to invest in a CLAAS JAGUAR 830.

Why the sudden change of heart? Ryan credits Randy Leonard of Ritches, his local dealership in Cobb, Wisconsin. “Randy was really a lifesaver. He showed us that we could harvest so much more efficiently with just one CLAAS machine versus the two we already had. We’d seen what the JAGUAR could do at different farm shows and on other farms, but I am very glad that Randy talked us into it. He wasn’t joking when he said it would be much more efficient.”

Ryan reports that the efficiencies came from two directions. In terms of inputs, using one JAGUAR reduced fuel usage, labor hours and the costs of owning and maintaining two machines. But there were output benefits as well. “That JAGUAR produces a really consistent cut length and consistent feed. Dairymen know that consistency is the key to high production and healthy cows. That’s exactly what we’ve seen since we’ve had the JAGUAR here.”

the small intestine during digestion. These bacteria actually provide a great deal of protein to the cow. The higher protein levels produce higher quality milk. Better quality milk, higher in protein, produces better cheese and dairy products. All of these details serve the farmer's production goals in the end."

Fully processed kernels are even more important in regions where grain corn is used, like in the West, according to Dr. Canfield. "When grain corn is used in feed, the texture of the starch is harder. This makes kernel processing even more important. A complete breakdown of the kernel becomes vital. Even in hybrids used in the Midwest and Northeast, the better processed the kernel, the more beneficial it is to the animal," he pointed out.

"Consistency is everything with feed. With the CLAAS machine, we know we can get the job done, and get corn and hay in without breakdowns. Forage has to be harvested at the proper moisture, and being able to depend on the CLAAS machine is so vital. This helps make us more efficient all the way around. It is more efficient for our feeders because they don't have to measure moisture as often. The CLAAS machine also gives a consistent cut, and that means better nutrition for the cows, too. That's our business!" Allen concluded.

ROBERT LINDER REMEMBERED AS CHAMPION FOR TULARE COMMUNITY

Robert Linder was known as a steadfast and true supporter of the Tulare, CA community and specifically the Tulare FFA program through the service of his farm equipment business.

CLAAS recognizes the impact his dedication had on both the agricultural industry of Tulare and its future leaders.

We are honored to have been able to count Robert as a pioneer towards the success of the CLAAS company and products. His commitment will live on in the support his memorial donations will provide to the Tulare FFA program.

**HE WILL BE MISSED,
YET FOREVER REMEMBERED.**



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30 years DISCO Challenge



It's a CLAAS prize package that will have you geared up to win! 30 winners will receive a coupon for 30% off merchandise available through the CLAAS Company Store. www.costore.com/claas

Detach and mail in the form below or enter online at www.claasclub.com.

(Online entry only available to those with a password provided above.)

ENTER TODAY! Entry deadline is July 31, 2011.

To enter our DISCO Challenge, please complete the form below and mail to CLAAS of America Inc.

1. In what year did CLAAS launch the first DISCO Front Mower? _____
2. For Gene Holiday in South Carolina, the DISCO goes right over what?

3. The DISCO Mower is made up of a unique technology, passing over things quickly and reducing contamination of the final forage product. What is this technology?

All fields must be filled in to be eligible.

Name: _____

Address: _____

City: _____ State: _____ Zip: _____

County: _____ Telephone: _____

E-mail: _____

Type of Farming Operation (check best description)

Dairy Beef Custom

Please mail completed form to >> **CLAAS of America Inc.**
Attn: Marketing Specialist/DISCO Challenge
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