

**CLAAS**

**ht**

Fall 2013

harvest times



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Lineup ... 4



ROTO CUT  
System  
Eases Forage  
Digestibility ... 5



CLAAS  
Celebrates with  
World Family  
Day ... 10



# It's All About the Savings



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OFFER 2

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Corn Cracker\*

0% Financing  
for 7 years

on all new CLAAS round balers\*

\*See offer details on page 11.

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## 100 Years of Family Pride

*We've spent the last 100 years trying to make the lives of growers better through innovation, technology and customer service. But what lies at the core of CLAAS is family. In this issue, we've focused on families who live, farm, work and celebrate just as we do.*

*Not every company gets to mark 100 years of moving growers forward, and we're extremely proud to do just that. It wouldn't be possible if you didn't believe in our family commitment and our goal of bringing you better and better harvesting technologies.*

*We like to think that every LEXION owner feels as if they are part of our extended family. That's how we think of you. After all, without you, we wouldn't be here.*

*Many things change, but family tends to be there for you – to listen and to provide support every step of the way. And that's what we're here for too, now and for the next 100 years.*

*Bob Armstrong, Editorial Director*

# CLAAS Website Goes Mobile

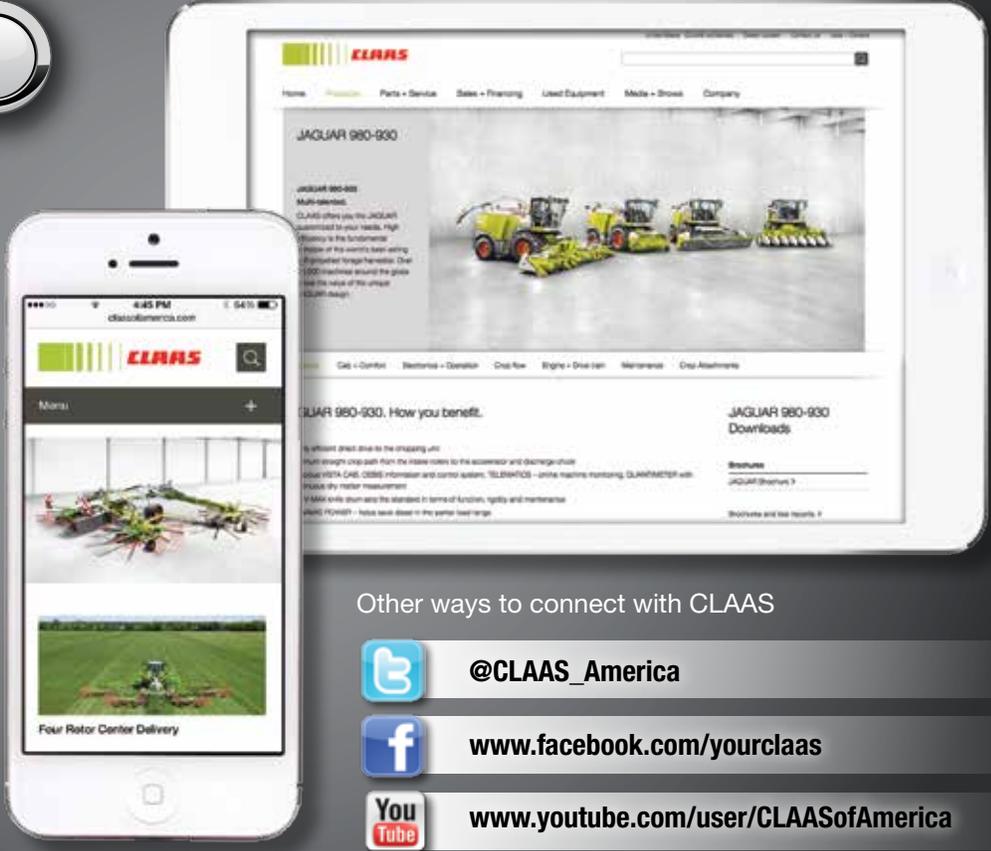
[www.claas.com](http://www.claas.com)

Your CLAAS website is now easier to use, and not just from your PC or laptop. Now, with the completely redesigned and retooled site, you can easily navigate [www.claas.com](http://www.claas.com) from your smartphone, tablet or any other device that provides you with Internet access.

The CLAAS site gives you access to information about equipment, parts and service, financing options and more.

Get a good look at the latest machine features for the CLAAS family of products. Take a virtual journey through the 100 years of CLAAS company history and even discover how your CLAAS equipment can optimize your precision farming.

See what CLAAS has in store for you. Get mobile and get to [www.claas.com](http://www.claas.com) today!



Other ways to connect with CLAAS

- @CLAAS\_America
- [www.facebook.com/yourclaas](http://www.facebook.com/yourclaas)
- [www.youtube.com/user/CLAASofAmerica](http://www.youtube.com/user/CLAASofAmerica)



# Custom Cutter “JUST KEEPS ON GOING”

About 38 years ago, Pete Moriarty of Bladen, Nebraska, took his two-row chopper and a tractor and started chopping for his neighbor.

He's been hooked ever since.

“I thought maybe it would be a money maker, and it turned out that way,” says Moriarty. “I’m 75, so I’m probably the oldest cutter out there right now. I just love the game.”

## A LONG SEASON

Moriarty now works for about 10 different farmers. Though he is based in Nebraska, his yearly harvest season starts in Texas as early as March 5<sup>th</sup>. Depending on the year, he and his crew go north as far as South Dakota or even North Dakota and finish in late October.

“My crew and I go seven days a week, 10 to 12 hours every day. I try not to go beyond 12,” he says. “I run two machines the whole season, but I have no idea how many acres we do. We just keep on going from one field to the next.”

## ONLY THE BEST

All of those long hours can be hard on equipment, so Moriarty says he likes to run only the best. Right now, that’s a JAGUAR 980.

“In the 1990s, I was one of the first custom cutters to run a JAGUAR forage harvester in the U.S. In fact, I actually called CLAAS and asked if they’d bring it to the area. They said they would if someone would run it all year. So I used it in the spring, and another cutter ran it in the fall. I’ve been using them ever since.”

Moriarty says the JAGUAR 980 is the best cutter made today, partly because of its ease of use. “I’m a simple man, so my machine has to be simple, too,” he jokes. “It’s easy to run, and it’s easy to keep running. That’s really important, especially with our long days and all the hours we work.”

According to Moriarty, CLAAS machines come with “better stuff” on them as well. He embraces technology like AUTO FILL and CAM PILOT – features that can help keep the operation running efficiently with less operator strain.

AUTO FILL, a recent 2014 AE50 Award winner, is an automatic filling system that allows for hands-free spout operation. It reduces driver fatigue and crop loss. CLAAS CAM PILOT steers the JAGUAR. When coupled with the advantages of AUTO FILL technology, this option allows working speeds of up to 10 miles per hour.

“CLAAS service has been superior overall as well,” says Moriarty, “especially at the very top level. They get things done.”

## AND STILL GOING...

Moriarty says he could probably quit custom cutting and retire, but it’s not going to happen anytime soon. “I’d go crazy. I plan on going until someone makes me quit!”

# Meet the CLAAS

Equipment that makes your job easier and more productive makes everything better in the field. It's exactly why we continue improving our CLAAS lineup through technology and with common sense. So whether you're ready to add equipment or update what you have, 2014 brings you plenty of opportunity to enhance your operation and make your workday less challenging.

## DISCO - New Machines. New Options

With a long standing tradition of providing mowers and conditioners for operations of every size, we're pleased to introduce the latest additions to the DISCO lineup.

### New 3200 Front Mower Series:

- DISCO 3200 F
- DISCO 3200 FC (with Tine Conditioner)
- DISCO 3200 FRC (with Roller Conditioner)

A 2014 AE50 Award winner, these new 9' 10" DISCO models have wear skids standard, heavy-duty CLAAS cutterbars and CLAAS SAFETY LINK® Cutterbar Protection. They feature industry-exclusive three dimensional contouring with optional hydraulic flotation.

### Conditioner choices

Because everyone manages their forage crops a little differently, CLAAS makes the 3200 F Series available with and without conditioners. Select the DISCO 3200 FC model for tine conditioning and the DISCO 3200 FRC for roller conditioning; both designed to ensure consistent and rapid dry down.

### Additional DISCO Enhancements

At CLAAS, we are constantly improving the design and operation of all our forage products. Some of the many upgrades for this year include the hydraulic folding side curtains for rear butterfly mowers in the DISCO 9100 and 9300 series and a crop spreader for the DISCO 3500 TC and DISCO 3900 TC. Plus, the DISCO 3450 features a new, 540 rpm PTO.



DISCO 3200 F



DISCO 3200 FRC



DISCO 3200 FC



VOLTO 800



VOLTO 900 T

## VOLTO Tedders Get an Update

Two new VOLTO tedders join the CLAAS family of products in 2014. The VOLTO 800 and the VOLTO 900 T have some incredible new features, including MAX SPREAD with better crop intake, gentle forage handling and a more even spreading pattern, which delivers better reliability while consuming less power. The safety guard support is made of polyamide that's reinforced with fiberglass for added flexibility and strength. These tedders also feature a Walterscheid PTO drive shaft and PERMA-LINK drive shaft connections for better wear and power transfer.

Both the VOLTO 800 and 900 T are built to handle heavy silage applications. And the hydraulic fold makes it easier to transport from field to field.

The VOLTO 800 features a 25' 3" working width and 3-point mounting with a new stronger mainframe and CKL load management. The six rotors have seven arms each.

The VOLTO 900 T has a larger working width of 28' 6", a 2-point attachment trailed, and features eight rotors with six arms per rotor.

# AS of 2014

## INTRODUCING THE NEW LINEUP

### LINER - Large and in Charge

If you're looking for the latest in rotary rakes, you've found them. Along with one new model, CLAAS has new options on some existing models, including the sequence-lifting valve for the LINER 650 and a front sensing wheel for both the LINER 650 and LINER 750.

#### Meet the LINER 550 T

The newest LINER is the largest single rotary rake in the business.

- 13' 11" clearing width, with a 17' working width
- All-new 14 tine arms with five double tines per arm
- Parallel drawbar trailed
- CLAAS solid rotor gearbox with cast housing
- PROFIX tine arm support
- Adjustable swath guard changes windrow width
- Optional hydraulic folding safety guards

If you're looking at a small twin rotor design, take a look at this more heavy-duty option that won't break your pocket book.



### Roll On Over to the New ROLLANT

CLAAS is taking the ROLLANT 455 to the next level with the new ROLLANT 455 RC PRO – the closest thing to the UNIWRAP without actually being a UNIWRAP.

This heavy-duty silage use baler is perfect for silage or dry hay. Here's what makes it all happen:

- The ROTO CUT feeding system has 25 heavy-duty knives
- Hydraulic forward-dropping rotor floor for easier cleaning
- The new CLAAS COMMUNICATOR features even more adjustments
- An 83-inch-wide pick-up with crop assist augers
- A 48" x 49-53" fixed chamber with MPS® technology
- The MPS II system has rollers positioned as an arc, so it's more reliable and uses less horsepower
- Heavy-duty rollers
- Drop-down floor
- Wide-angle 1000 PTO with slip clutch
- Optional ISOBUS cable



#### More Options Available

It just makes sense that CLAAS would offer an optional heavy-duty roller for other models, too. It's available for the ROLLANT 340 and the ROLLANT 350 RC.

And since your work doesn't come to a screeching halt when the sun goes down, an optional light for nighttime baling is available for the ROLLANT 357 UNIWRAP and the ROLLANT 455 UNIWRAP. The ROLLANT 375 UNIWRAP also has the option for an auto greaser, saving you even more time and hassle.

Take a closer look at the 2014 CLAAS Lineup. Visit your local dealer or learn more at [www.claas.com](http://www.claas.com).

# WHY BALEAGE?

Less Stress. More Flexibility. Nutrient Rich.

Baleage is giving many farming operations greater flexibility and enhanced efficiency, while providing peace of mind. Instead of worrying about moisture and rain damaging hay in the fields, growers can get the most out of their forage crops by harvesting at the right maturity.

Baleage expands the harvest window for growers and lessens the waste from hay that's left in the field.

"It's a great alternative for farmers dealing with high moisture forages," states Matt Jaynes, CLAAS of America Product Coordinator, "but you can't just go out there with a baler that's used for dry hay."

Jaynes continues, "For baleage, you need a heavy-duty baler that can handle baleage and pack tighter bales."

When a grower has to wait for dry conditions to harvest, hay

can become too mature. When the right equipment is used to bale and wrap silage at its peak maturity, growers can take advantage of the proper level of fermentation, which preserves optimal protein levels – one of the most important benefits of baleage over other feedstuffs.

Baleage can achieve protein contents of about 15 percent and a sound variety of vitamins and minerals. It's also easy for livestock to digest. If a bale with the proper moisture content is wrapped tightly, it can be properly stored for more than two years.<sup>1</sup>

"Baleage is a really great option for farming operations today," says Jaynes. "There's a lot less stress when harvest isn't dependent on a certain number of dry days, and baleage further provides livestock beneficial nutrients."



## How It Works

The crop is cut with a mower and often spread with a tedder, allowing it to lie in wide rows that make the most of sun exposure. While over-drying can cause problems, some drying is necessary to avoid mold and spoilage. Finally, you need to gather it back up in a windrow prior to baling.

Baling is next, followed quickly by wrapping, helping avoid aerobic deterioration.<sup>1</sup>

"Baleage can be done in in-line wrappers, tube line wrappers or individual wrappers," explains Jaynes, "but quality is maintained the most with an individual bale wrapper. Individually wrapped bales can be moved more easily as well."

The CLAAS ROLLANT UNIWRAP machines bale and wrap at the same time, saving hours and hours of harvest time. These compact machines transfer bales in 12 to 15 seconds, depending on the model. When one bale is on the wrapper, the operator can start forming the next bale, which means two processes can be done at the same time.

Bales should be wrapped with at least five layers of material, though this number could increase during peak high temperature months, as extreme heat can cause oxygen permeation and eventual spoilage. Hay is typically baled at 15 to 18 percent moisture, while baleage can be harvested anywhere from 40 to 60 percent moisture. That high moisture content is desirable since it helps anaerobic bacteriological fermentation of the hay.

The UNIWRAP uses stretch film that's been prestretched with 67 percent standard which creates airtight bales. The ROLLANT 455 UNIWRAP baler/wrapper stretches six layers of stretch film in just 23 seconds, while the ROLLANT 375 does the job in 35 seconds.

With all the careful time and effort dedicated to mowing, raking and ensiling baleage, the last thing a farmer wants to do is damage and waste a bale. Minimizing transportation by storing bales close to the wrapping site will lessen the chance for damage.

Another quality maintenance step is monitoring the timetable from wrapping to feeding. While weather and forage maturity factors can influence the process, full fermentation should take 1-2 months. After two months, the process should be completed and the baleage will be stabilized enough to feed. Once the bale is opened, the entire supply of baleage should be fed in 24-48 hours, as prolonged exposure to oxygen can damage the quality of the baleage.

In short, baleage provides an excellent option for growers to provide nutrient-rich silage for their livestock, while taking away some of the stress of harvest season. And, CLAAS makes baleage an even more attractive alternative with equipment that makes baling and wrapping fast and easy.



CLAAS executives answer questions from the local press at ribbon cutting ceremony.

One of the ways CLAAS celebrated their 100th anniversary was by opening the new CLAAS Parts and Logistics Centre to support dealers and growers in Western Canada.

The new facility in Regina, Saskatchewan, serves as both the Canadian distribution hub and a training academy for all of North America. Opened in May 2013, it's part of the CLAAS mission to double its Canadian sales over the next five years.

According to Jan-Hendrik Mohr, Executive Vice President of CLAAS Sales and Service based in Harsewinkel, Germany,

**“Demand was very high. We had so much downstream parts and service business that we had to expand.”**

# New Regina, SK Facility Delivers **Parts & Smarts**



Mr. Mohr addresses the audience at a recent open house event at the new CLAAS Parts and Logistics Centre.

**“CLAAS products have a reputation for being extremely productive machines,”** said Division Manager for Western Canada Torey Hadland, **“and our sales have increased every year. The purpose of the Parts and Logistics Centre is to provide superior parts support for our dealers and ultimately our customers.”**

Hadland said that the small harvesting window in Western Canada means producers need capacity to take the crops off in a timely manner. **“With this facility, we can deliver parts to our dealers one or even two days faster than if we had to ship them from the parts center based in Columbus, Indiana. It saves the customer freight charges as well.”**

Regina has been home to a small CLAAS parts centre from the beginning, so it made sense to build the expanded facility there. A city of about 180,000, Regina is ideally located, with easy access to major cities in Saskatchewan, Manitoba, Alberta and British Columbia.

**“Eighty percent of all Canadian parts will be supplied out of this facility,”** explained Mohr. **“Previously, our Regina facility supplied 40 percent.”**

The Parts and Logistics Centre features 25,000 square feet of storage with another 6,000 square feet for training. It's the first of its kind in North America.

**“We need to make sure our dealers are properly trained to handle the increased demand for CLAAS equipment,”** said Hadland. **“The new training facility allows us to train at any time of year on products, parts and sales.”**

The training centre also serves customers on their CLAAS equipment, so they can make the most of every feature.

**“Since opening in May, we have already trained over 300 people,”** said Hadland. **“We're going to keep busy.”**

**“Eighty percent of the parts will be supplied out of this facility,”** explained Mohr. **“Previously, our Regina facility supplied 40 percent.”**

# ROTO CUT SYSTEM EASES FORAGE DIGESTIBILITY



Managing a healthy cattle herd is a day-to-day concern for every farm manager – comparing feedstuffs, supervising dietary needs and adjusting rations all require daily monitoring, all on a budget. Feed and pasture expenses make up about 58 percent of cost per animal, so growers want to make sure they are getting the most productivity possible from their input costs.

That's why many farm managers are turning to advancements in engineering, such as ROTO CUT systems on balers that chop forage into shorter, more digestible pieces.

The reduced particle size created by the ROTO CUT system lowers maintenance energy expenses and feed waste. The ROTO CUT system, located just before the

bale chamber, is designed to pre-cut the hay or forage into specified lengths. The length of the chop depends on the number of blades installed on the pre-cutter.

According to Francis Fluharty, professor at Ohio State University and expert on forages, most forage particles are broken down to between a tenth and one-half inch to pass through the rumen, helping increase digestibility by 30 to 35 percent. Starting with forage pieces that are four inches or less in length gives the animal a head start.

Chopping the forage with ROTO CUT systems exposes more surface area, allowing bacteria to attach to and break down the feed particles, which leads to more efficient digestion.

Jaynes says, "Properly cut forage can be packed more densely in a bale, creating the ideal conditions for lactic acid fermentation and digestibility."

The ROTO CUT system allows the bale to be broken up more effectively when feeding the hay or processing in the feed mixer. Shorter length forage also helps reduce feed loss as the animal takes full bites, because less forage falls to the ground.

Fluharty stresses maintenance of ROTO CUT system machines, especially the knives. Sharper knives ensure that particles are consistently smaller and will pack tighter when being baled, lessening the chance of developing air pockets and spoilage.

ROTO CUT systems have also replaced less efficient methods of forage production like grinding hay which can dry out the forage and cause leaf loss. In addition, it's an extra step that lacks the efficient production of a chop cut baler.

ROTO CUT systems allow the bale to be broken up more effectively when it comes time to feed the hay or process in the feed mixer.

"Our ROTO CUT system will size the hay to a length of 1.75 inches before being fed into the bale chamber, which is an ideal length for enhancing digestibility."

Matt Jaynes, CLAAS of America  
Product Coordinator.

"Properly cut forage can be packed more densely in a bale, creating the ideal conditions for lactic acid fermentation and digestibility."

Matt Jaynes, CLAAS of America  
Product Coordinator.

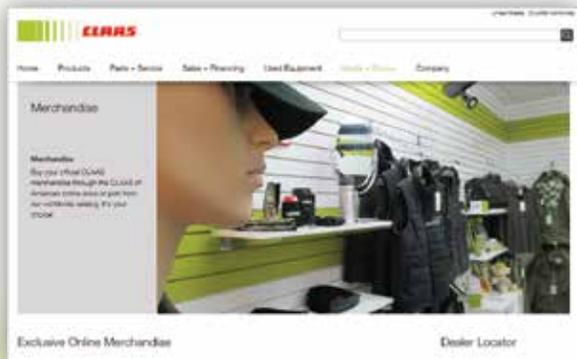




# New CLAAS Merchandise

JUST IN TIME FOR THE HOLIDAYS!

CLAAS offers an ever-changing selection of toys, clothing and other gift items, including many new items available now. Order online for the very latest North American merchandise items, or find an even bigger world-wide selection of products available for order through your local CLAAS dealer.



Go to



<http://tinyurl.com/muk4ojd>

to start shopping for CLAAS holiday gifts, including exclusive 100 year anniversary items today!

## ADVANTAGE LINE KNIVES

### PREMIUM PERFORMANCE AT A REASONABLE PRICE

Proudly made in the U.S.A., the CLAAS Advantage Line<sup>®</sup> knives are the newest knife offering from CLAAS for V-CLASSIC machines. Advantage Line knives have been proven to last in the toughest conditions time and time again while being easier on your wallet than other knives.

We are so confident that you'll find the CLAAS Advantage Line knives a good fit for your V-CLASSIC JAGUAR that we are offering a \$6 rebate on any Advantage Line knife purchased through the 2014 MAD JAG rebate program! Watch your mailbox for this program in December.

#### ADVANTAGES:

- Long wear life
- Lower cost alternative to premium knives
- Made in the USA



# 100 Years in the Making

## CLAAS Celebrates with **WORLD FAMILY DAY**

CLAAS is the fourth largest agricultural equipment company in the world, employing thousands of people around the world. But it's also a family company – family-owned and operated since its inception in 1913.

So when it was time for CLAAS to celebrate their 100th anniversary in business, they did it the only way they knew how – with family. In September, more than 400 employees and their families attended CLAAS World Family Day at their North American headquarters in Omaha, Nebraska, and another 200 were at the CLAAS Parts facility in Columbus, Indiana. The day included a jumbotron worldwide “live” webcast so members at corporate headquarters in Harsewinkel, Germany, could join them. As well, dignitaries U.S. Senator Deb Fischer and U.S. Congressman Lee Terry ignited the audience along with members of CLAAS in Germany as they relayed the economic impact the North American CLAAS facility has on Nebraska.

Family is the CLAAS culture. After founding CLAAS in 1913 and securing the company's first patent for the “knotter”, August Claas built the company with the help of his three brothers. August's son Helmut took the helm in the 1950s, and Helmut's daughter Cathrina Claas-Muhlhauser is now Chairwoman and Member of the Supervisory Board, managing daily activities of the company.

“Even as we've grown by leaps and bounds, we've remained a family company,” says Bob Armstrong, CLAAS Vice President of Product Marketing. “From August and his three brothers to Helmut and Cathrina, all of the family members have really developed the company. We're looking forward to even more advancement in the years to come.”

### Engineering & Artistry

Omaha is not only known for being the CLAAS North American headquarters, it's also topping the charts in production of indie music. In honor of that heritage, indie artists performed a song that CLAAS employees across the globe could enjoy. The results aired at CLAAS World Family Day beginning on one side of the globe and ending on the other.

▶▶▶▶ <http://tinyurl.com/ljjaw2t>

“The creativity and excitement that our employees had with this was just incredible,” states Leif Magnusson, President of CLAAS of America Inc. “It was really a great experience.” In addition to the 100 year celebration, groups gathered for the soap box derby racing offsite which brought ingenuity, skilled engineering and creativity to the forefront plus a chance for Magnusson to earn his racing stripes. “CLAAS is family and to be able to showcase this experience of how close our family is to our growers is to know that CLAAS is building a better way with family,” stated Magnusson.

▶▶▶▶ <http://tinyurl.com/mm8bjhy>



*U.S. Senator Deb Fischer and President of CLAAS of America Inc., Leif Magnusson.*



# CLAAS Forage Line Captures Two AE50 Awards

CLAAS of America Inc. was recently awarded two 2014 AE50 awards, for their DISCO 3200 Front Mower and JAGUAR AUTO FILL. CLAAS earned this distinctive recognition from The American Society of Agricultural and Biological Engineers (ASABE) for their ground-breaking advancements in agricultural design and engineering.

The AE50 awards program annually honors 50 products for their innovative engineering in the areas of agriculture, food and biological systems. Products are selected by those that advance engineering in their respective industries.



## DISCO 3200 Front Mower

With a working width of 9' 10", the DISCO 3200 features the patented PROFIL linkage and ACTIVE FLOAT suspension systems, ensuring consistent mowing quality and cleaner forage while facilitating higher mower speeds.



## JAGUAR AUTO FILL

An integrated camera on the underside of the discharge spout monitors the fill level and volume of transport vehicles. Based on digital three-dimensional image analysis, the system calculates the most favorable location for further filling. This ensures optimum filling and reduces operator fatigue.



Look to this issue of Harvest Times for further product informations on these advancements and hear how the JAGUAR AUTO FILL is helping a Nebraska Custom Harvester.



# Purchase Now And SAVE BIG

Offers End December 31, 2013.



take **\$15,000 off**  
your first annual payment\*  
when you finance a with CLAAS Financial Services

**OR**

get a **FREE**  
Corn Cracker\*

with purchase of any new JAGUAR forage harvester



**0% Financing**  
**for 7 years**  
on all new CLAAS round balers\*

\*©2013 CLAAS of America Inc. Subject to credit approval through CLAAS Financial Services in the U.S. and Canada. Offers begin October 1, 2013 and end December 31, 2013. \$15,000 off first annual payment offer applies only to new 2014 production models of CLAAS JAGUAR forage harvesters and only valid when financed through CLAAS Financial Services for a minimum of 2 years. Equipment must be financed for at least 24 months or early settlement penalties will apply. Free Corn Cracker offer available on JAGUAR forage harvesters with factory-equipped crackers. 0% financing for 7 years on new CLAAS balers requires 14 semi-annual payments on a maximum finance amount of \$29,000, subject to credit approval. Special finance programs are only offered through CLAAS Financial Services (CFS). Purchasers must apply for retail financing within 10 days of retail reporting date to validate program offer. Purchasers financing through CLAAS Financial Services must meet certain credit terms and down payment requirements. Subsidized terms/rates are not transferable to another financial institution and/or do not have a "cash in lieu" value. See participating dealer for details. Product and specifications subject to change without notice.

# BRING your JAGUAR in for a PITSTOP ... on CLAAS



Enter for a chance  
to win a full CLAAS  
lubricant package for  
your CLAAS Harvester.

- AGRIMOT© Engine Oil
- AGRISHIFT© Transmission Oil
- AGRHYD© Hydraulic Oil
- AGRICOOOL© Engine Coolant
- AGRIGREASE© Lubricating Grease



Send this coupon along with your CLAAS dealership name and location, your name and location and your machine serial #, to:

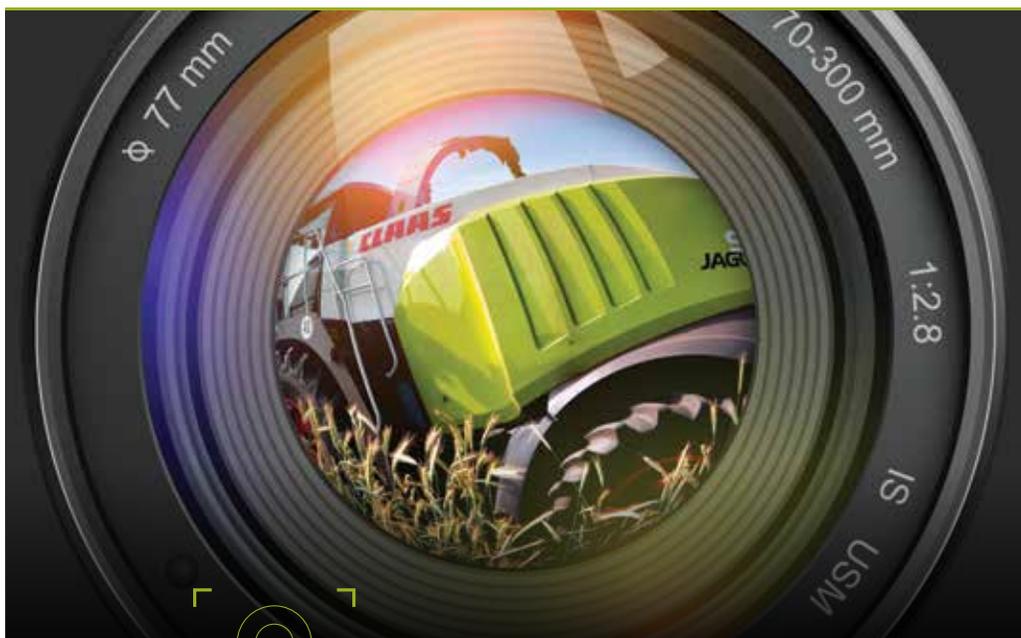
**Attention: PITSTOP 2014**  
**CLAAS of America**  
**3030 Norcross Dr.**  
**Columbus, IN 47201**

Estimated 1:100 chance of winning. Lubricant package valued up to \$1500 USD. Labor costs not included. One coupon per customer or farm. Available at participating dealers only. Winners notified by mail no later than March 15, 2014. Dealers: See the applicable Parts Bulletin for details. Valid through February 28, 2014.

# CLAAS

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# COMING SOON

## 2014 Forage Calendar

As we approach the launch of the new Forage Calendar for 2014, it's almost time to reveal the winners. Look for the calendars to arrive on your doorstep soon after the announcement.



**We thank all of those who entered this year and  
 continue to look forward and see what our  
 CLAAS owners will share next year!**