

CLAAS

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harvest times



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Weathering the Storm



In many ways CLAAS is like the family farms we serve. We think in generations and seasons, not in quarterly reports and stock options. Sure the balance sheet is important, but just as important is our commitment to making the highest quality harvesting products and the trust we've earned with the people who feed the rest of the world.

There will always be factors we can't control. Drought. Floods. Disease. Grain prices. Milk prices. All are sources of sleepless nights.

But much like your family business, our family business chooses to take the long view. Tough times aren't easy, but they also bring with them interesting opportunities. While many of our competitors have been quick to cut, we've chosen to stay the course and stay true to our long term goals. We make the highest quality, most efficient harvesting equipment in the world. That quality and efficiency are just as essential when harvesting windows are narrowed, yields are reduced and market prices aren't at all-time highs.

This issue of Harvest Times is all about making the most of harvest. Good seasons and bad. From new precision farming technologies on board our JAGUAR forage harvesters to our expanding parts distribution to balers built to take on the toughest conditions and silage processing with proven nutritional benefits. No matter the crop or season, CLAAS has you covered.

Bob Armstrong, Editorial Director



See CLAAS in ACTION

**Rural America Live!
Episode Now Available**



If you've ever seen Rural America Live! on RFD-TV, you know it's an informative interview and call-in show about various ag-related topics. Recently, host Mark Oppold spent an entire show with CLAAS. Matt Jaynes, Product Coordinator and David Friedersdorf, Baler & Hay Tool Business Unit Manager discussed everything from the CLAAS company history to the latest innovations and features in balers and hay tools. The intrigue to growers lies in the ability to hear firsthand knowledge and answers to some of the most asked questions from growers across the country.

Whether you missed the show or simply want to see CLAAS equipment in action as you learn more about its capabilities, you can now view this episode of Rural America Live! in its entirety!



<http://tinyurl.com/lh5abug>



Helping Growers Get Parts Faster

CLAAS Parts Facility Expansion Indicates North American Growth



Expansion of the CLAAS U.S. parts distribution center in Columbus, Indiana, is underway, making it faster and more efficient than ever for growers to get the parts they need.

“This expansion not only gives us more space for parts,” says Roger Parker, Vice President North American Parts, “it also allows us to streamline our inventory management process.”

The expansion project increases the footprint of the U.S. parts distribution center by 75 percent to 175,000 square feet and adds 18 more shipping and receiving docks.

“With the addition of the new truck docks, we are able to support the growing number of parts orders in the most efficient and cost effective manner while facilitating many other efficiencies,” explains Parker.



- Separate storage areas for small and large parts
- All packaging done in house ready for shipping
- Products supported: JAGUAR, LEXION, XERION, Balers & Hay Tools

The CLAAS Parts Center was originally built in 1981 as the corporate headquarters for CLAAS of America. Corporate offices were eventually moved to Omaha in 2002, when the company built its state-of-the-art combine assembly plant. After the move, the Columbus facility was transformed into the company's North American parts hub. The parts facility was expanded 42,000 square feet in 2007, and the current expansion helps the company stay on top of growing demands as well as allows for projected growth.

CLAAS Group Executive Board Member Jan-Hendrik Mohr says, “CLAAS finished last business year near record levels, which is good in an environment where the global markets have been trending down. Here in North America, we have made a big step in Columbus with this expansion. This facility, along with a new parts facility in Saskatchewan, will help ensure that we are prepared to support our customers well into the future.”

The Columbus Parts Center is the primary distribution hub for CLAAS customers in the U.S. Additionally a Parts Logistics Centre & CLAAS Academy was opened in Regina, Saskatchewan in 2014, to better serve CLAAS customers in Canada. Both warehouses are served by the Parts Distribution Center in Hamm, Germany, the company's worldwide distribution center.

CLAAS Precision Farming

Trimble® Technology Makes Chopping Even Smarter

Precision farming is now even better, as Trimble® technology is now available for steering and yield mapping on JAGUAR forage harvesters.

The Trimble system uses the CLAAS AUTO PILOT infrastructure for steering, and the Yield and Moisture Meter for mapping as part of the CLAAS EASY (Efficient Agriculture Systems) technology available in North America.



The yield mapping capabilities allow harvesters to gather data in a systematic way, so they can make more informed decisions on hybrid selection and field use.

“CLAAS has worked with Trimble on LEXION combines since 2011,” according to Brandon Olstad, CLAAS Platform Manager for EASY. “The market demanded this technology on forage harvesters, and we responded. Trimble was already a great partner, so it made perfect sense to work together and make this technology happen.”

Last harvest season, a Beta test was conducted with approximately 20 harvesters using the Trimble technology. Olstad stated their feedback was a critical factor in the development of the technology now available to customers.

Nick Plaetz and his father Leon run a custom cutting operation and also cut silage for their own family’s farm near Wabasso, MN. Nick was among those who tested the Trimble technology on his JAGUAR 880 last season.

“It’s very easy to use,” says Plaetz. “I had a learning curve of about a day, and then I thought it was even easier to use than the same technology I have in my LEXION 740 combine.”

Plaetz says the Trimble yield mapping function allows him do grid sampling which assists him and his customers to identify



the strong and weak areas of the fields. In turn, they can make smarter decisions about varieties, fertilizing and moisture needs, and even calculate the best time to harvest.

“It’s another service I can give to my customers, and it’s a real competitive advantage,” he says. “During the test phase, I had a computer and printer with me right there in the harvester, so I could give my customers the information before I even left the field.”

“Yield mapping lets me provide invaluable information for them, so they can get the most out of every acre.”

Bob Scherping, a dairy farmer near Little Falls, MN, was also one of the Beta testers for Trimble technology as he chopped silage for his family operation.

Coming to Balers and Hay Tools > Terminal Techno

Simpler control and mobile viewing are just around the corner for hay operations, as CLAAS prepares the UT App – the ISOBUS Universal Terminal application for tablet computers.

“Precision farming will continue to grow and move toward other farming operations in addition to mainstream row crop and small grains applications,” says Brandon Olstad, Platform Manager for Efficient Agriculture Systems (EASY) for CLAAS. “CLAAS is working toward technology solutions for the hay market in the future as well.”

The UT App is already award-winning, earning a gold medal award at the SIMA show in 2013, and for good reason.

“The UT App will save money, because operators won’t need an additional terminal for controlling their implement,” explains Olstad. “They’ll get all the usual advantages of a smart tablet, like a high-resolution display and intuitive touchscreen controls.”

The app can control select CLAAS balers and hay tools right from a consumer device like an iPad, which have become common place in agriculture. The Standard ISOBUS Terminal will still be available to those operators who prefer it.

“We plan to release the app for iOS systems on the iPad initially, and later expect to make it available for Android platforms,” Olstad says. “It’s exciting technology that exemplifies new methods of operator control technology in the field.”

Stay tuned for the release date of the new award-winning UT App for select balers and hay tools.

Scan the QR code with your smartphone to see a behind the scenes look at the UT app development.



<http://tinyurl.com/ncz9h3c>

Technology

"It was all new for me. I was new to JAGUAR, and new to Trimble," he says. "I got my JAGUAR 970 just as I was ready to start chopping, so I learned it on the fly."

After harvesting, Scherping spent some of the winter months getting better acquainted with his new equipment and technology, though he says he saw the benefits pretty clearly.

"I especially like yield mapping, because it shows me what comes out of the field, and what varieties work," Scherping explains. "I can see it having a big impact on the varieties we grow," he says. "If we find that a variety isn't yielding, we won't plant it again."

The Trimble steering and mapping technology is available aftermarket through Trimble resellers on all new JAGUAR harvesters, but it can also be retrofitted to existing compatible model harvesters.

"It aligns with our North American strategy for precision ag," Olstad says. "We created it with an open architecture, so the system for yield and moisture mapping connects through a CAN BUS cable. Steering is available via the CLAAS AUTO PILOT system."

"Also, if the grower owns a Trimble display or controller on another piece of equipment, they are able to use it in the JAGUAR, too," says Olstad. "This allows the customer to maximize their investment in Trimble technology on the farm and to maintain their precision ecosystem."

"This technology was developed exclusively for JAGUAR. It was tailored specifically for our equipment, so growers can make the most out of their harvest and take advantage of innovations to aid in their precision farming methods."

If you're interested in adding Trimble technology to your JAGUAR harvester, contact your CLAAS dealer or Trimble reseller.



A Cut Above

All corn silage is not created equal. That's why discerning producers have been running JAGUAR forage harvesters for decades. The right cut simply delivers more. More nutritional value. More weight gain. More milk. More dollars.

Innovations like the infinitely variable cut length of our new 900 Series JAGUAR line and the quality of our MCC crop processors make CLAAS a cut above. And now there's one more innovation that distinguishes CLAAS from all the rest:

Shredlage® Technology!



For years, operators have been retrofitting their JAGUAR forage harvesters with the processing equipment exclusively designed to produce Shredlage silage – a special university-tested cut that delivers added nutritional value when compared to standard cut silage. The new CLAAS-manufactured, Shredlage Corn Cracker is now available as a factory-installed or aftermarket option for the JAGUAR forage harvester. Thanks to the unique design of the LorenCut® roller in the new cracker, these specially equipped JAGUAR forage harvesters are now able to produce Shredlage silage. The new processor rips stalks lengthwise into planks and strings effectively enhancing the fiber content, improving packing and exposing the inner cells of the plant for increased microbial activity. The corn plant is chopped significantly longer than before, but the corn kernels are still split several times.

Go to Shredlage.com to learn more!

Shredlage® and LorenCut® are registered trademarks of Shredlage, L.L.C.

Technology On Your iPad®



Quality Starts with **QUADRANT**

When it comes to getting a forage job done, Mike Krepline and his dad, Larry, turn to CLAAS. This busy duo has a 70-head dairy farm in Brillion, Wis., cash crop 2,000 acres in two states, and run a custom harvesting business in their spare time.



“We cash crop corn, soybeans, wheat, oats and alfalfa,” said a tired Mike Krepline, who had just returned from planting in Michigan. “We have a number of CLAAS choppers and a QUADRANT 3300 RC baler in our lineup – they are reliable.”

With three choppers on the farm and another being delivered in a month, their loyalty to the brand shows.

“We very seldom, if ever, have a major break down with our QUADRANT,” Mike explained. “The auto drop-down door is awesome. If there’s a plug, you don’t have to get out in order to take care of it. You can handle it all from within the cab of the tractor.”

The hydraulic pre-chamber is controllable from the cab, allowing the operator to stay put but get the job done.

Another feature Mike likes is the convenient knife bed because it is easy to change out knives on the machine.

“Our customers really enjoy the ease of replacing the knives on the QUADRANT,” said Tony Vande Yacht, sales rep for Vanderloop Equipment, Inc. in Brillion. “Our customers always talk about how simple the maintenance is on their CLAAS machinery – especially their QUADRANT balers. It’s so easily understood.”

Farmer Tim Mader agrees. He and his dad, Mike, work 1,400 acres of corn, wheat, alfalfa and soybeans in the Menasha, Wis. area and also run a 120-head dairy. The two have been using a CLAAS forage harvester since 1998, and this year marks the third season of their 3300 QUADRANT baler.



“The quality of our QUADRANT is phenomenal,” Tim Mader said. “The cutting system is top of the line. It’s just unbeatable. I love the capacity too.”

The 3300 RC is equipped with a one-piece knife drawer, allowing quick and easy access for maintenance. The drawer does a good job of protecting the knives from dirt. Through the automatic function, the blades are switched on and swung out to remove contaminants from the knife slots in the cutting floor. The drawer itself is mounted on four eccentric bearings and eight bearings for easier access to change and sharpen knives. The knife bed can also be raised or lowered by pushing the button directly on the outside of the machine.

Vande Yacht agrees that the capacity of the QUADRANT sets it apart from other balers.

“I have a customer that bales marsh grass and that stuff is sometimes 4 or 5 feet tall,” he said. “His previous baler just couldn’t do the job but his QUADRANT can. The more they use it, the more they love their CLAAS equipment.”



“Swamp” People

Baling cattails and canary reeds out of a swamp is difficult on the best of days, but adding a Minnesota winter to the mix makes it that much more difficult. While these blustery winters are hardly ever described as “perfect,” last February proved to be just that for Randy Rutz, a crop and dairy farmer in Randall, Minnesota.

With help of a CLAAS VARIANT baler, Rutz was able to bale his wetlands for the first time since 1981. With snow on the ground, it’s virtually impossible to bale in wetland areas. Even without snow, there must be at least a couple feet of frost in the ground and the ponds must be frozen solid. Needless to say, these conditions rarely occur in Minnesota.

“It was perfect conditions,” said Pat Linz, CLAAS Sales Representative, Arnold’s Inc. of St. Martin. “Conditions like that happen once every 30 years or so. Under normal [February] weather conditions, you might be able to cut high, but you normally can’t bale. It was very impressive how they handled that situation.”

But Rutz didn’t do it alone. The VARIANT baler boasts the ability to bale under all conditions, and Rutz put that claim to the test. Rutz is pleased that the VARIANT passed with flying colors, and his dairy cows and steers will now have comfortable, cozy bedding through the year.

“We had never used CLAAS before,” said Rutz, “but we talked to people we know who said they had great products.”

When asked if this successful experience with the VARIANT baler would push Rutz to use other CLAAS products in the future, he enthusiastically said, “Oh yeah! We’d like to have a chopper next.”

We say bring on another test!

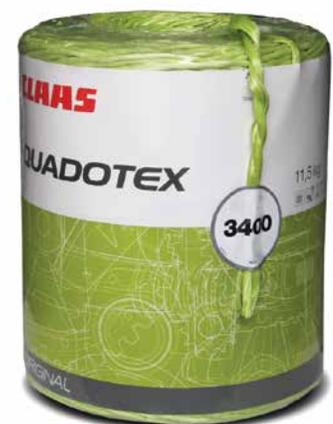
High Performance Twine Wins on **STRENGTH**

QUADRANT BALERS

- ➔ QUADOTEX 3400 for Hay & Straw
- ➔ QUADOTEX 3400 CX for Cornstalks

The QUADRANT 3300 is a high performance baler and to further its strength in the field CLAAS QUADOTEX twine is now available. Designed especially for the CLAAS single-knot system, the heavy-duty twine will hold up increasing capacity, reliability and securing your bales – even those of the toughest crops like cornstalks, biomass and switch grass.

Visit your local CLAAS dealer and get the twine that keeps it all together!



MAD JAG

WINNER 2014

and the winner is. . .

Marklane Farm
Beachville, ON

Dealer: Sunova Implement Ltd.

Marklane Farms, a custom cutter operation in Beachville, Ontario Canada cuts hay, oats and grass for their family dairy farm, however, 85 percent of their work is for others. From May through October, you can spot them working day and night in their JAGUAR 960 choppers.

"We had an older 970 last year that we fixed up and traded in for a new 960 at the end of the season last year," says Equipment Manager and Operator Jonathan Markus. **"Winning the JAG POT saved us about five grand in parts, so I was pretty happy about that. Actually, we maxed it out, so it was a good year for us to win."**

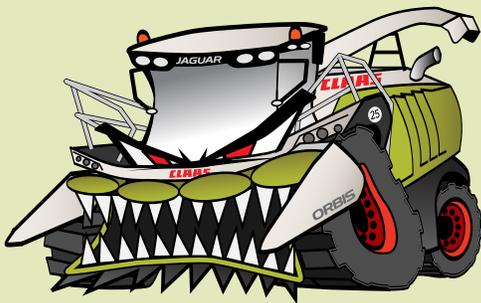
The MAD JAG Parts Rebate program allows JAGUAR owners to receive special rebate savings on select wear parts.

Every year, one lucky winner is drawn to receive a special rebate of 10% off every part purchased during the year, in addition to the parts eligible on their rebate form.

Sunova Implement Parts Manager Gord Russell says he makes sure all his customers take advantage of the MAD JAG rebates, and he enters them in the JAG POT drawing every year.

"I want to make sure they take advantage of all the discounts we can give them," Russell says, "and I was pretty excited when I got the call that Marklane Farms had won."

"We've been using the rebate program for five or six years now," says Markus, "and it's an excellent program. We'll keep entering the JAG POT drawing every year for sure."



All JAGUAR owners are invited to do the same. If you own a JAGUAR and currently don't receive the valuable MAD JAG Parts Rebate mailing, please email your name and address to kelly.snider@claas.com.

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See your dealer for **excellent rates** on additional CLAAS hay tools.

*© 2015 CLAAS of America Inc. Offer begins June 1, 2015 and ends July 31, 2015 and applies only to new CLAAS round balers purchased in the US and Canada. Financing subject to credit approval from CLAAS Financial Services. Offers cannot be combined with any other promotional offer. Equipment must be financed at listed terms above to receive special financing offer through CLAAS Financial Services or early settlement penalties will apply. See participating dealer for details. Product and specifications subject to change without notice.