

**MacDon**<sup>®</sup>

The People • The Passion • The Product

# PERFORMANCE



## Profiting from Performance

Billy Garnett's family run operation was one of the first in Kentucky to use the FlexDraper<sup>®</sup> and they've been reaping the benefits ever since.

### Weather or Not

Despite bad harvesting conditions last year, Kim & Tony Kun felt relaxed knowing their MacDon FlexDraper would get them through it.

### C for Yourself

MacDon's new C Series Corn Headers are impressing farmers everywhere they demo.

### Let's be Frank

When all else failed, custom harvester Frank Scholz turned to the MacDon Draper; now his clients won't settle for anything less.

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### 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 Enterprises, Inc.

Suite 140 - 5315 Wall Street  
Madison, Wisconsin, United States 53718  
t. (608) 286 1420

### MacDon Brasil Agribusiness Ltda.

Rua Grã Nicco, 113, sala 202, B. 02  
Mossunguê, Curitiba, Paraná  
CEP 81200-200 Brasil  
t. +55 41 2101 1713 f. +55 41 2101 1699

### MacDon Australia Pty. Ltd.

A.C.N. 079 393 721  
P.O. Box 103 Somerton, Victoria, Australia 3062  
54 National Boulevard, Campbellfield, Victoria,  
Australia 3061  
t. +61 3 8301 1911 f. +61 3 8301 1912

### MacDon Europe GmbH

Edisonstrasse 63  
12459 Berlin  
Germany  
t. +49 30 408 172 839

### LLC MacDon Russia Ltd.

123317 Moscow, Russia  
10 Presnenskaya nab, Block C  
Floor 5, Office No. 534, Regus Business Centre  
t. +7 495 775 6971 f. +7 495 967 7600



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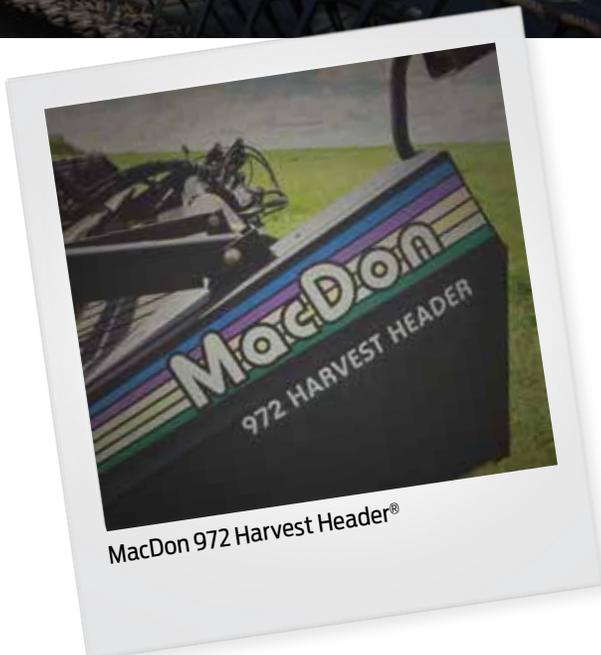




# Profiting from Performance

Billy Garnett's family run operation was one of the first in Kentucky to use the FlexDraper® and they've been reaping the benefits ever since.

*Left to right; Philip Garnett, Kenneth Kington and Billy Garnett*



MacDon 972 Harvest Header®

**P**roviding a striking contrast between traditional and modern farming methods, Billy Garnett's Kentucky farm lies along the Kentucky-Tennessee border, just over an hour's drive northwest of Nashville.

The traditional methods can be found in the 350 acres (142 hectares) of tobacco Garnett grows in partnership with one of his nephews.

"Everything is still done by hand with our tobacco crop, from its planting through to its harvesting, drying and curing," said Garnett. "To manage the tobacco portion of our operation we bring in about 70 migrant workers. It's very labor intensive."

The tobacco harvest on Garnett's farm is a little bit like stepping back in time, as he still employs the same curing process that Kentucky farmers have been using for centuries.



*Left to right; Kenneth Kingon, Philip Garnett and Billy Garnett*



"We grow both burley and dark varieties, which are mostly used for pipe, snuff and cigarette tobacco. All of it is cured in barns using traditional methods. The tobacco is hung from the ceiling and we build these sawdust and hardwood fires underneath to naturally dry and smoke the tobacco."

The drying process, which can take over two weeks, gives the tobacco a smokey flavour unique to Kentucky. For Garnett, the extra effort is worth it as tobacco can yield 10 to 20 times more profit per acre than corn and accounts for about 20% of the gross profit of their 20,000 acre (8094 hectares) operation.

the auger on the header was the problem and was even on the verge of buying an air reel, but then my nephew mentioned a draper header that he had seen working in rice country and about how well it fed."

The header his nephew had seen was MacDon's 972 Harvest Header and they soon found themselves with one on their farm to demo. It never left the farm.

"One memory from that first year with the header stands out. We had stopped for the day around maybe 9:00 or 10:00 p.m. and my nephew, who wanted to show off how well the

**"The grass was very wet with dew all over it, but the combine was able to take it in and keep going. Now that is something we just could not have done with a regular header."**



In contrast to their tobacco business, the rest of Garnett's operation is a study in modern efficiency. In partnership with his brother Phillip and nephew Kenneth, they grow a rotation of wheat, soybeans and corn in their fields back to back over a 12 month period. To keep yields as high as possible, timing between harvesting one crop and planting the next is critical and this is where MacDon has played an important role in the operation. In fact, it was the purchase of a 36' MacDon 972 Harvest Header® back in 2001 that allowed them to commit to the wheat-bean-corn rotation in the first place.

"Even though the wheat-bean rotation had historically made us more money, we were scared back then to raise that much wheat because we rarely could harvest it early enough to give our beans the best chance for a high yield."

Garnett says that what held them back was the feeding ability of their combine heads.

"We have to harvest our wheat a bit green, but our combine back then couldn't handle the moisture. I had been using stripper heads to handle the wet wheat, but the problem with that is having to buy another header. I knew

header fed, took the combine over to cut some Johnson grass. The grass was very wet with dew all over it, but the combine was able to take it in and keep going. Now that is something we just could not have done with a regular header; we would only have gone 15 feet before the combine would have choked. I was really impressed by how well that header fed."

Garnett believes that first 972 may have been the first MacDon header in the state.

"We may have been the first farmers in Kentucky to start using MacDon headers, but I can't say that for sure. I do know that we were the first around these parts to start using them."

Since that first year Garnett has remained loyal to MacDon headers, moving to FlexDrapers in 2007 and continuing to upgrade to the latest model as soon as they became available. He credits MacDon headers with both changing the way they farm and for increasing their profitability.

"That 972 header instantly made us more profitable because we didn't have to purchase as much equipment. Before it, I was using stripper heads for my wheat, a regular flex

auger for my beans and a corn head for my corn. Now I just run MacDon heads and corn heads.”

“The biggest difference MacDon headers have made for us is that they have increased the productivity of our combines enough so that we can now harvest all of our wheat in time to get 100% of our fields planted in beans.”

Beyond being able to cut their wheat greener, Garnett says that the MacDon headers have increased the productivity of their combines by allowing them to harvest faster and cut wider with each pass, as well as cut longer each day.



“If we have conditions where the crop is bedded down we can put the header down and have no trouble pulling in the crop.”

“In the past we probably would have quit around 7:00 or 8:00 p.m., but now we try to run until midnight every night. Now we can't successfully do that every night because it depends on how heavy the dew comes in, but we are able to do that probably 75% of the time. We are able to run those extra hours because of these MacDon FlexDrapers.”

Ever trying to maximize their harvesting efficiency, today Garnett runs MacDon's widest header, the FDI 45' header.

“We need to get the wheat off in a hurry because it's critical to get our soybeans in the ground as early as possible to increase the likelihood of higher yields. We're squeezing that window as much as we can and a couple of weeks makes a huge difference in the average yield that we realize.”

To maximize the time their soybeans have in the ground, Garnett runs their planting crews hot on the heels of the combines.

“My objective is to be planting directly behind them. I don't need to be in the same field, but if I can follow the day after they pull out that's perfect.”

Garnett says that being able to plant right behind the combines likely wouldn't be possible without their MacDon headers.

“We can only do this because the combine is able to spread the straw out more evenly, a direct result of the draper feeding better. Of course combines have better choppers now, but no matter how good the chopper is, if the material is not fed evenly you can't spread it as well. These MacDon headers do a wonderful job with that.”

When it comes time to harvest those beans, Garnett says that the FDI's contribute even more to the operation's profitability.

“Another important benefit of our FlexDrapers is how little shatter they give us. With our traditional auger flex heads my windshield and

feeder house would just be covered with beans; we were losing that much. I can't give you numbers, but our FlexDrapers have probably let us recover a bushel or two more an acre.”

He is also impressed by how low he can cut with the FDI's.

“If we have conditions where the crop is bedded down, we can put the header down and have no trouble pulling in the crop; the header still feeds wonderfully. That's been a huge improvement in harvestability for us.”

“I also like how little maintenance we have to do on the cutterbar. The last auger header that



*Left to right; Kenneth Kington, Philip Garnett and Billy Garnett*

I had we had a lot of issues with the cutterbar, but I don't have that with these MacDon FlexDrapers."

For reasons like these, Garnett has remained loyal to MacDon headers over the years, but the benefits of that loyalty don't just flow one way as MacDon itself has profited from Garnett's quest for efficiency on their farm.

"Every other year MacDon is down here with some prototype to test with us. I guess they feel like we give them the opportunity and flexibility to run the product quite a bit on our combines. Of course, I enjoy seeing new

products first, then we can get it incorporated into our operation quicker."

One of the things that Garnett believes MacDon does a bit better than other manufacturers is providing farmers like him with access to information that helps him run their equipment at peak efficiency.

"With MacDon I find it easier to talk to people with knowledge about how to set up our equipment correctly for our conditions. It's something that I wish all companies would do and I really appreciate that MacDon does it for us. They have been very helpful to us in that way."

As much as he values this heightened level of assistance, Garnett admits that he needs it less and less in recent years thanks to the many advancements built into MacDon's newest headers.

"MacDon's new headers are more operator friendly and easier to adjust than ever. They are continually upgrading and improving them, and seem to be more willing to move to a next generation head, while other companies will try to stay with the same head a lot longer. I think that the size of their company keeps them flexible enough that they can do that to the benefit of farmers like me." 



# Weather or Not

Despite bad harvesting conditions last year, Kim & Tony Kun felt relaxed knowing their MacDon FlexDraper® would get them through it.

## **An email from Kim Kun to MacDon Industries Ltd.**



*Left to Right - Jordan, Tony, Brayden, Kim and Ethan*

Good Morning,

Since the end of harvest I've been meaning to send a note to thank you. My husband and I farm in central Saskatchewan and I am the primary operator of the combine, running a FlexDraper header. We had a lot of straight cutting to do this year and I was a little hesitant about how it would go on some of our tricky land (lots of hills and sloughs). Even though it was a long harvest with challenging weather conditions, I didn't need to worry; I don't know how many times I said to myself, "this header is the cat's pajamas." I've combined with a few other headers in the past, but this one is honestly something I can't see us going without and would definitely recommend it to other farmers. It really has been fantastic and I trust you will get this message to all the right people. Keep up the great work!

Sincerely,  
Kim Kun

**A**s harvests go, last year's harvest weather had the makings of a potential disaster for Tony and Kim Kun, who manage a grain farm near Bruno, Saskatchewan, Canada.

"The weather was very challenging," recalls Kim who does most of the combining in the husband-wife team. "I never would have thought that we would keep cutting under those conditions, but it came to a point where we really had no other choice."

According to Tony it was all part of last year's harvest in Central Saskatchewan, where the weather can be extremely variable and farmers can be forced to cut under less than ideal conditions.

"The weather would go from gorgeous to freak rain or snow in an instant," says Tony. "When that happens we could be shut down for a day or two and you have to wait until it's dry enough to start harvesting again. I call it opportune harvesting."

Under similar conditions to last year's harvest, the couple had once been forced to leave some of their crop in the field. Fortunately, they had a secret weapon; a MacDon FlexDraper® that they had purchased two seasons previous. Kim says that the wisdom of that decision really didn't become apparent until this last harvest.

"It would be raining or it would be snowing, but I was really impressed that the header was able to cut through everything that it did. We really tested its abilities."

In the end the Kuns were able to get all of their crop of wheat, soybeans, malt barley and canola off.

"There were some places in Alberta and Saskatchewan that didn't finish until around Christmas and some guys, I think, still have crop out there. Thankfully, we had a little stretch of weather in October that we were able to get the last of our harvest in and then Tony was drying grain most of the winter."

Kim credits their good fortune to the FlexDraper®. She was so impressed by its performance that she sent an email of thanks to MacDon following the harvest.

“There were many times during the harvest that I felt compelled to say thank you to the people that built the header because, honestly, I couldn't have imagined finishing the harvest without it.”

High school sweethearts, Kim and Tony have been married since 2004. Both grew up on farms in the Bruno area and are graduates of the University of Saskatchewan; Kim with a degree in commerce and Tony with a degree in agriculture.

“It would be raining or it would be snowing, but I was really impressed that the header was able to cut through everything that it did.”

“After school, work took us various places,” says Kim. “Tony worked for companies in the ag industry, and I was always doing things that were tied to ag, but in the marketing field.”

In 2009, the opportunity to take over Tony's family farm brought the couple back to Bruno. Today, they manage the farm along with a seed business while still finding time for their three young sons; Jordan, seven, Ethan, four and Brayden, two.

The farm has been in Tony's family since his great grandfather first broke the land back in 1904.

“The farm received the Century Family Farm Award from Information Services Corporation, so we have been here a while,” said Tony. Our farm occupies one of the early family homesteads and we can see the original family homestead from our house a quarter mile away.”

Tony says that it means a lot to both of them to be able to continue the farm in the family's name.

“There's absolutely a lot of pride in being able to carry on the family business. Respect for the land and the farm's heritage is something we were both born into. A huge part of it for me is that I am able to continue on from where my forefathers had built. It's something that not a lot of people get to experience.”

Tony says that he is reminded often of how much he and Kim are the beneficiaries of the hard work put in by the earlier generations of his family.

“I don't know how many times I've been out in the field and I'm maneuvering around a huge rock pile that was handpicked. I have so much respect for what they had to go through in order for me now to be able to work the field in a nice tractor with a comfortable cab. When you think of the early homesteaders it's amazing what they had to go through. Not many people today have it that tough.”

A quick survey of the land around Bruno gives one a glimpse into just how much of a struggle it must have been for those first homesteaders.



“To put it politely, the terrain around here is variable. Within the six or eight miles (10 or 13 km) that we farm the terrain can change drastically; it can go from flattish and open to hilly, to lots of water in a lot of sloughs and potholes. When it gets really wet, our potholes get bigger and our flatter land gets muddy. Some years you will be seeding around a slough or pothole and other years you will be seeding right through it.”

Such land will test the performance of any header, but Tony says that it proved too much for the previous header that they had used before their FlexDraper.

“When we bought our combine back in 2015 they didn't have the header that we wanted, so the dealer loaned us a rigid draper header to use. That header was just horrible. In our canola we had to go really slow just to keep cutting, stopping often to get out to get it to feed properly.”

Kim says that she has her own bad memories of that header.

“I remember that I was straight cutting some wheat on our hilly land; it wasn't even one of the worst hills, but I still ended up doing quite a bit of what I call landscaping, cutting into the ground. It was not easy to manage the header height at all and I ended up digging a lot of dirt and spending a lot of time pulling it off the canvasses.”

When it came time to replace that header, Tony says that he consulted some of his friends from university, who all recommended that they get a MacDon FlexDraper.

“I think every one of them except me had a MacDon FlexDraper, and they all grow lentils and peas on variable land like us. They all had really good



*Left to Right - Kim, Brayden, Ethan, Tony and Jordan*



things to say about it, but I also did quite a bit of research on the Internet and watched quite a few YouTube videos to try to distinguish it from competitive headers. What I saw with the consistent reel to cutterbar relationship kind of made sense to me for what we face with our topography around here.”

They went ahead and purchased a 40' FlexDraper even though Tony was more than a little skeptical that they could deploy a header that wide.

“We were very reluctant to get into a 40' header because of our hills, but my friends told me I could go wider. I said no way initially, but now that we have the 40' I wish we had gone to 45'. I can't see that being a problem. I just didn't realize how well the header conforms to the terrain.”

Even with all of the good advice, both Tony and Kim admit that their first season was a learning one.

“Initially, we were trying to use the header incorrectly,” recalls Tony. “But once the dealer came out and made some minor adjustment to the flotation and showed us how to use the skid pads in the hills, it was night and day difference.”

Still, it took a while for Kim to trust that the header could cut as low as it could and not plow dirt like their previous one.

“The first year we had it I was afraid to use the header the way our dealer had showed us. I was really nervous about bending the header or putting a rock through the combine, but once we started using it correctly, the header worked much better than I ever thought it could. I was just amazed how easy it was to use and what a wonderful job it

did. Our fields look like a nice lawnmower had gone over them because everything was so evenly cut.”

“We also like how the header transports using the optional transport package. Our land is broken up into two or three main areas and it can be challenging with the 40' header going down some of our back roads that carve into a hill. The clearance isn't wide enough between the hills. The transport package makes travel easier; Tony has it down pat and we can have the header off and behind us in no time.”

“The maintenance on the FlexDraper is something that I really like,” adds Tony. “It does not take me long to do a daily greasing around it and mostly everything else is very hands off.”

Perhaps the thing the couple appreciates most about the header is how much it has reduced the stress they feel at harvest.

“At harvest time we can go over 24 hours cutting without a stop,” says Tony. “When we are running those long hours, especially when I have to jump into the combine so Kim can run home for the kids, it's nice not having to worry about header height or tilt angle or anything like that. We just set it once and it's only very minimal adjustments from there. It's amazing how the operator fatigue part of harvesting just went out the window for us.”

Kim agrees completely.

“Like I said in the email, there were many, many times last year I would be combining and I would say ‘this header is just so awesome that I have to tell someone I was that pleased.” 



# C for Yourself

MacDon's new C Series Corn Headers are impressing farmers everywhere they demo.

“I really, really want one.”

That's how North Dakota farmer Bill Streifel summed up his first experience using MacDon's all new C Series Corn Header. He'd had the opportunity to try MacDon's first ever corn head as part of an extensive demo program across the Northern US and Canada last fall.

“I'd been thinking about buying a chopping corn head for a while, so when MacDon asked me if I would like to demo their new C Series head it was a definite yes,” said Streifel from his farm located close to Devils Lake, ND. “I thought that it would be a pretty good way of seeing if I would like one or not.”

Streifel's time with the header proved to be much more extensive than just a few passes, as he was able to use the product to cut a large portion of his approximately 1,100 acres (445 hectares) of corn.

“Compared to previous corn headers that I've used I was more than impressed with how it performed. I just loved how clean it left my fields looking. Let's just put it this way; after trying it I will never go without a chopping corn head again.”

According to MacDon Product Integrator Scott Dietsche, Streifel's two-thumbs-up response to the C Series was the norm throughout

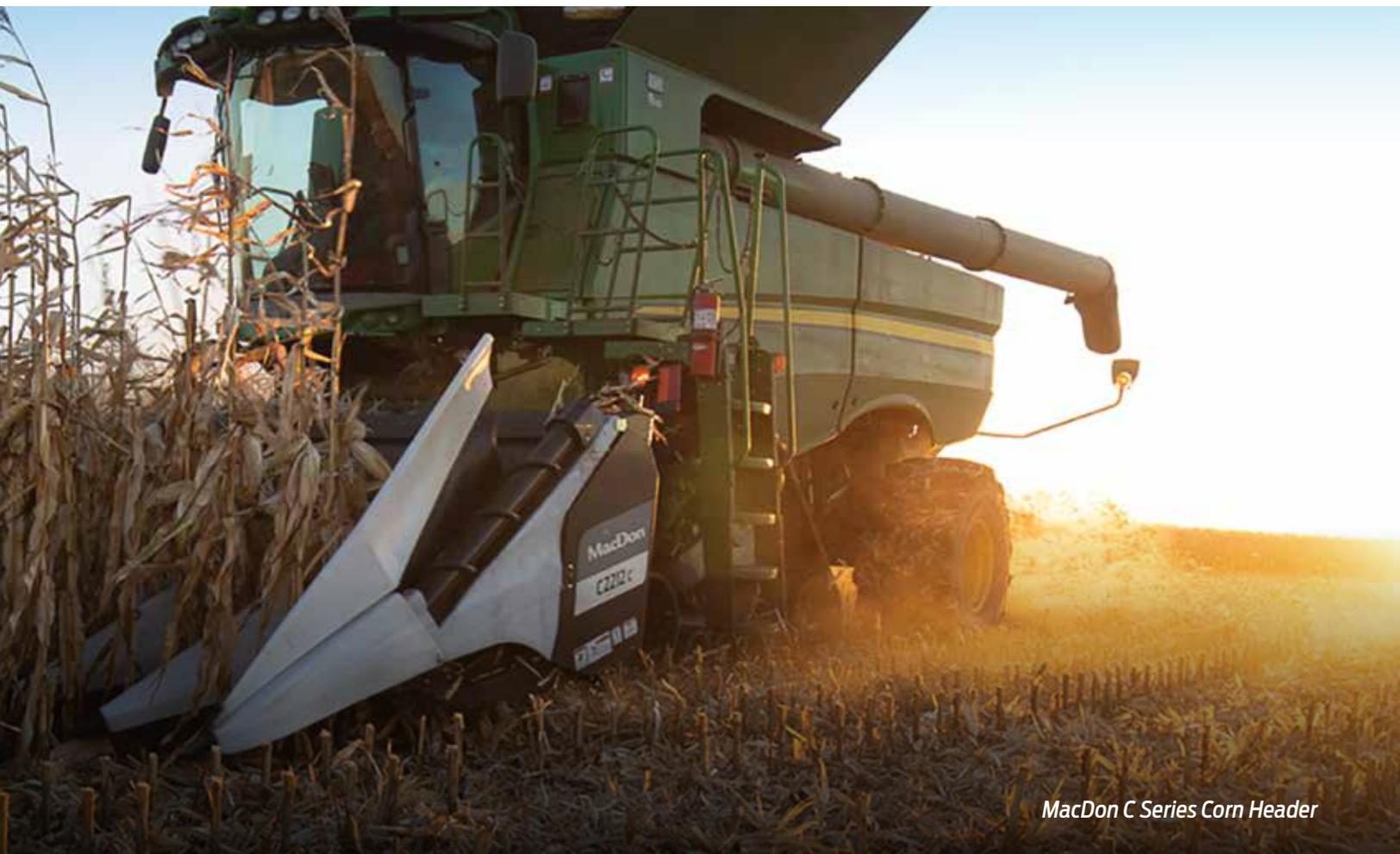
the demo program that saw a total of 16 units deployed under a wide variety of field and crop conditions.

“We received a lot of positive feedback from farmers who had a chance to try them,” said Dietsche. “Comments ranged from being very impressed by the header's residue management system to how much faster farmers were able to harvest with this header. For farmers that used the header's chopping version, they said that they were very satisfied by the chop quality, as well as the appearance of their fields afterward. Seeing a clean field certainly helps you feel like you've done something right and it has become a selling point of the header.”

Dietsche says that he is not surprised by the glowing reviews as he himself was equally impressed using an earlier version of the product on the family farm near Colfax, Wisconsin.

“The reason we got the header initially was to help us with our residue management. With today's higher yielding, heartier varieties of corn there is a need to encourage faster breakdown of the residue material left in the field and these C Series headers are designed for precisely that.”

Available in models for every operation, MacDon will release the C Series in six, eight and twelve row versions with 20", 22" and 30" row spacing configurations. All models will be offered in both non-chopping and



*MacDon C Series Corn Header*

chopping versions, and the eight and twelve row 30" models will also be available with folding frames for narrow transport on the road.

Dietsche says that while from a distance a C Series header looks pretty much like any other corn header; up close some major differences immediately become apparent to any experienced corn farmer.

"If you're intimate with corn heads, the first difference you'll notice pretty quick is the design of our OctiRolls™. What makes them unique from traditional rolls is that they have eight knives on the roll, four with sharp edges to cut the stalk alternating with four serrated knives to grip, crimp and tear the stalk. It's more effective than traditional systems that only have cutting knives, which tend to lose traction pulling the stalk downward."

Dietsche says that the more aggressive pulling action from MacDon's OctiRolls provides faster processing of the stalk and a more positive cutting action, which translates into reduced opportunity for any leaves or top portions of the plant to break off and be taken in by the combine.

"The less material, or MOG (material-other-than-grain) as it is called, that is ingested by the combine the more efficient it can run because it only has to deal with separating grain. Farmers should also experience a reduction in the amount of fluff, or weightless debris, that is hard to convey and tends to accumulate on top of the feederhouse."

**"We used the header over quite a few acres and the knives looked pretty darn good when we got done. I thought that they stood up really well compared to what we normally see."**

Additionally, Dietsche says that most operators should be able to increase their harvesting speeds thanks to the serrated knife design of the OctiRolls compared to competitive systems.

"One of the things I tell farmers right away is that the serrated knife on the OctiRoll allows you to harvest quicker because you aren't waiting for the stalk to be processed by the header. During the demo we saw guys

being able to cut at speeds up to 7 ½ mph (12 km/h). Now, not everyone was able to do that fast due to field and combine limitations, but one farmer said he was able to make up the time we lost switching over headers for the demo within an hour of operation.”

Perhaps the greatest benefit of the design of the OctiRolls is how they help to promote faster breakdown of the plant material left in the field.

“The serrated knives don’t just crimp the stalk, they also shred it a bit, which helps to open it up for faster moisture release cycles. That can

as even a little rattling of the stalk can shake an ear off. This header gives the operator a little more allowance to be off the row an inch or two either way, which reduces field loss and operator stress.”

Producers, who have to do a lot of roading with their combines or work a lot in smaller fields, will likely want to investigate the folding versions of the C Series header.

“Our folding C Series headers can save farmers significant time as they can fold or unfold in less than two minutes. They also employ a

to what we normally see. The maintenance of the unit was pretty easy as well.”

Like most others who demoed the header, Streifel reports that the header improved the efficiency of his combine.

“I was really impressed with the header’s feeding capacity. I was able to harvest at least a mile an hour faster than my regular header, if not more.”

Streifel says that the thing that sold him the most on the C Series, was how nice his fields looked when he finished.

“I’ve never liked the look of a ragged field when I am done; I just don’t like it. But, this C Series chopping head left my fields looking just fantastic. It cuts your stalks at whatever height you want to cut them at. When I would look back all I would see is a nice even field; I no longer had those big long stalks sticking out that I would have to get rid of later.”

To help promote faster breakdown of the residue stalks, Streifel says that he likes to follow the combine with a disk.

“We took a disk into one field after and the field looked pretty darn good after we finished. If you can get a little dirt on those smaller chopped pieces they should rot better through the winter, unlike those larger stalks which can take years to fully decompose.”

So positive was Streifel’s experience with the C Series that he says he is determined to acquire one in time for his 2019 harvest.

“For me it’s a no brainer; I definitely want to buy one for next season. We’re working on it now.”

Unfortunately, he may face some competition as he likely won’t be the only one in the area trying to obtain one.

“Several of my neighbors came by to watch while I was demoing the unit and all were impressed with how it left my fields, one so much so that he had to try it on his own too. That header is just fantastic.”

Scott Dietsche says that farmers interested in getting a C Series corn head for their operation are advised to contact their dealers as early as possible.

“Our customers can contact their local dealers to let them know that they are interested in these headers. They need to know that people want them.” **M**

“I just loved how clean it left my fields looking. Let's just put it this way; after trying it I will never go without a chopping corn head again.”

speed up the microbial breakdown of the stalk by twice as much, so even if you don’t have a chopping model you are still improving your residue management. And, of course, if you do have a chopping model you are that much further ahead because the stalk is being broken down into smaller pieces of two to three inches, increasing exposed surface area.

Another visual difference corn producers will notice between C Series headers and competitive units is the look of the snouts. Colored white for better nighttime visibility (they are also available in red, green, yellow and grey), MacDon’s snouts feature a unique teardrop shape, as well as a specially ribbed surface.

“The teardrop design allows more tolerance of snout position when cornering, before it starts running over corn, while the ribbing helps the header lift lodged corn more easily than smooth surfaced snouts. This last year those farmers who demoed the header in downed corn reported that the header performed extremely well picking up their crop.”

Dietsche says that operators should also notice a bit more forgiveness with C Series headers.

“For some combines it is very important that the operator drive right on the row to gently guide the stalk in, especially if the corn is dry

design that has been proven through many years of field service and that translates into greater header reliability.”

When it comes to product durability, Dietsche says that C Series headers feature the same quality of build and attention to detail that farmers familiar with other MacDon products have come to expect.

“For example, the snapping plates for stripping the cob from the stalk, along with the knives on the rolls and chopping knives, all feature hardened steel so farmers will notice a difference in terms of extended life and reduced breakage on these parts. And should anything go wrong, we will, of course, provide the same exceptional product support customers have come to expect from MacDon. We will also continue to listen to and work closely with our customers to learn how to improve the product for their benefit.”

Back in North Dakota, Bill Streifel can attest to the quality of the header after using it for most of his corn harvest.

“I really liked the overall build of the unit, especially the knives,” said Streifel. “We used the header over quite a few acres and the knives looked pretty darn good when we got done. I thought that they stood up really well compared



*MacDon C Series Corn Header*



# Let's Be Frank

When all else failed, custom harvester Frank Scholz turned to the MacDon D1 Draper; now his clients won't settle for anything less.

**T**he grain harvest of 2017 near Frankfurt, Germany, was shaping up to be a disaster. Thanks to an exceptionally wet summer, soil conditions were not conducive to combine harvesting and few fields had been left standing

"At the time many of my customers were telling me that the harvest was over," recalled custom harvester Frank Scholz, who cuts crops for about a dozen farmers near the town of Linsengericht, about 20 kilometers (12 miles) east of Frankfurt.

"Only about 30 hectares (74 acres) of winter barley in the area were still standing; almost everything else was down. My customers wanted me to mulch the crop because they thought that there was zero chance of recovering it."

Scholz had tried picking up the downed crop with his previous header and combine, but had no success.

"Because of the wet conditions the combine was going very deep into the soil. We just couldn't achieve the correct angle for the header to cut properly."

In desperation, Scholz reached out to his dealer to see if he could get a MacDon D1 Draper header for his combine. He had seen the MacDon

D1 Draper at farm shows, and even on YouTube, and he thought that one of them might be just the thing to improve the situation.

"I'd been interested in MacDon headers for five or six years after seeing them at shows in Europe and North America. This seemed the perfect time to try one. Unfortunately, my dealer told me that we wouldn't be able to get one until September or October, which was too late for us. Then, he called back three days later to say that he had found a header configured for a Case combine in Austria. Thankfully, the dealer had the conversion parts for a John Deere combine so we ordered it."

With its patented active float system and c-shaped cutterbar, the D1 worked even better than Scholz says he could have hoped.

"We were able to cut all of their fields with almost no grain left behind. It made no difference if the crop was lying or standing, the header worked the same. We saved the crop. That was very enjoyable for me."

Since that harvest, Scholz says that his customers are pressuring him to cut exclusively with MacDon.

"Now my customers are telling me that in the future you must get a second D1 for your other combine. They insist that I come with the



*MacDon D1 Series Draper Header*

MacDon because the cutting quality is that much better than the headers we were using before.”

Scholz’s customers are not the only ones who have taken interest in his use of the D1. Since 2017 farmers from across the country have called on Scholz to see the header in person.

“Many, many German farmers and contractors have come to visit me to see my D1 header. In the last three weeks alone, six farmers have come by. They all want to know how it works and I say perfect, just perfect; it is the best machine for my contract operation.”

Scholz says that he began contract harvesting back in 1985 at the age of 20.

“I started my contract operation with nothing, zero. My family did not farm, but my parents gave me 50,000 deutschmarks with which I purchased one combine harvester and one chopper. At the time I was the only contractor in this area without land, so I did a lot of things to make a business for myself. We spread manure, mowed grass, baled hay and even planted corn.”

Through the years Scholz was able to grow his operation enough to employ four or five workers, but he says that he has had to scale back

in recent years due to labor issues.

“Now we only have two tractors, two employees and one trainee because in Germany it’s hard to find good agricultural workers, just like in North America. Because we are so close to a large city like Frankfurt, people don’t like working weekends.”

For reasons like that, having a larger combine and low maintenance, low worry header like the D1 makes sense for Scholz’s operation.

“MacDon machines have very few problems. Their headers are mechanically simple and we can maintain them ourselves in our workshop. That’s not true of most other equipment these days, which only seems to be getting more complicated with computerized electronic systems and such. Unfortunately, we can’t easily fix systems like that ourselves, and the dealer might not have the best trained people, so we might not get the help we need at harvest time.”

As a primary harvesting tool, Scholz says that his D1 has proven more than capable in all the crops he cuts; winter and summer barley, wheat, canola, corn, peas and soybeans.

“In normal conditions the MacDon header performs better than

what we were using before. The grain feeds better, largely because the hole is larger for feeding into the combine. We have a lot of hills in our area and when the combine is on the side of a hill the hole becomes smaller, making it more difficult to feed. With our old headers we had a lot of problems, but with MacDon zero problems.”

“We are even gaining customers because of the MacDon header, not just for cutting grains, but also for soybeans which are increasing in production every year in Germany. In our area we cut all the soybeans grown.”

**“We were able to cut all of their fields with almost no grain left behind. It made no difference if the crop was lying or standing, the header worked the same.”**

Scholz says that his appreciation for MacDon and its equipment grew recently thanks to a visit in January, 2019, to its headquarters in Winnipeg, Manitoba, Canada. While there, he was able to tour MacDon's manufacturing facility and speak to many of the workers, including some of the Engineers behind the D1.

“I was very impressed with how clean the MacDon factory was and how MacDon fabricates its steel on site. I think the product quality is very good and its workers are passionate about doing good work for MacDon. I was lucky to see that.”

While in Manitoba, Scholz was also able to get in some ice fishing, as well as a visit to the Crown Royal whisky distillery, which is located just over an hour and a half drive north of Winnipeg.

“The whisky is a bit special, not so strong and not so hard. Canadian whisky is very smooth and I like it.”

Back in Germany, Scholz says that Germany's shift to organic farming has him looking seriously at another MacDon product line – its windrowers.

“I think in 10 years, 70% to 80% of the farms in Germany will be organic. This means that there will be no Roundup Ready grain and, as a result, more green plants in the field. This will increase the moisture in the grain at harvest. As such, I think we will need to windrow in the future so that we can reduce that moisture before we combine.

To learn more about windrowing, Scholz plans a return visit to Winnipeg this autumn.

“I think that I will come sometime after our harvest, perhaps the 2<sup>nd</sup> week of September. I want to visit MacDon again so that I can find out more about their windrower and how to work with it. That is the plan.”

A shot of Crown Royal whisky will be waiting to greet him should he do so. 



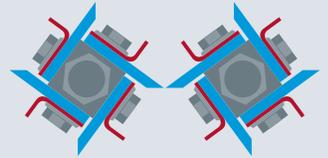


*MacDon D1 Series Draper Header on Frank Scholz's John Deere Combine*





■ Crimping  
Edge  
■ Cutting  
Edge



**OctiRoll™** RESIDUE MANAGEMENT SYSTEM



## One-Pass Residue Management

*With a strong focus on the agronomy of corn, MacDon C Series headers provide industry-leading residue management. In a one-pass process MacDon's OctiRoll™ Residue Management System creates well conditioned/chopped and evenly distributed residue, necessary for achieving accurate seed depth and seed placement essential for maximizing successive crop yields.*

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2019 marks MacDon's 70<sup>th</sup> year as **The Harvesting Specialists!**



**C Series**