

MEET THE BiG MAN



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Don't Compromise on Quality - Use Krone Excellent Parts

Your investment in a Krone machine shows that you are convinced of its high quality and reliability. Using parts from the original manufacturer is the only way to ensure your machine will maintain its peak performance well into the future.

All Krone Excellent Parts are engineering approved to the highest standards and top-quality OEM standards, assuring longevity and value. Remember: operational reliability is the single top priority in the heat of harvest. Only parts made to the correct tolerances for Krone machines provide optimum performance.

Time is money. For this reason farmers need to

rely on fast and dependable parts supply service in the heat of harvest. To ensure our customers are supplied with the required parts in the shortest possible time, Krone continues to invest in its logistics system to streamline procedures. Krone has four parts warehouses in North America, with locations in Memphis, Tenn., Reno, Nev., Ontario and Quebec. The Memphis warehouse is over 60,000 square feet with stock of over 20,000 items. An integrated logistics system allows for picking and shipping more than 200 orders per day.



Full parts shelves in Memphis, Reno and Canada mean Krone is able to provide dealers and customers with the parts they need when they need them.

Up Coming Events

World Ag Expo - February 14-16, 2012 - Tulare, California

With 2.6 million square feet of show grounds and 1,600 exhibitors, World Ag Expo is an industry leader in agriculture expositions. Attracting an annual average of 100,000 attendees, this three day expo transforms Tulare, California into the World's hot spot for agriculture technology and innovation. Visit the Krone lot and speak with our product experts and see the newest machines Krone has to offer.

National Farm Machinery Show - February 15-18, 2012 - Louisville, Kentucky

The future of farming is coming to the 45th National Farm Machinery Show, as the nation's largest indoor farm show returns to the Kentucky Exposition Center. Start the year with row after row of quality products and services, hands-on demonstrations of the latest technological advancements, and a variety of free seminars. While at the show, make sure to stop by the Krone booth to visit with product experts and see the newest in Krone innovation.

Ag Connect Expo - January 29-31, 2013 - Kansas City, Missouri

It's never too early to start planning a trip to Ag Connect Expo. The 2013 dates and location have been announced and we hope you will join us in Kansas City! Ag Connect Expo is a world-class trade show and education program offering not only the latest technology and products, but also quality learning and networking opportunities. The event is filled with exhibitors and experts from the U.S. and around the world. Krone will be exhibiting our newest products and will have product experts from Krone NA and Krone Germany available to answer any questions. For more information on Ag Connect, visit www.agconnect.com.

Quality - Customers Demand It

With today's ever tighter margins, livestock owners are becoming more and more focused on the quality of their haylage and silage. Just ask custom harvester Wiebren Jonkman, owner of Diamond J Farms in Merced, Calif. "Our dairy customers are demanding the best possible forage in the pit. At Diamond J we are all about quality and doing a quality job for the customer."

Wiebren Jonkman was introduced to custom forage harvesting by working for a custom contractor in his native Netherlands. After a job offer in the United States, he came to California with the intention of staying for 1½ years, thinking it would be a great experience. In addition to the US custom harvesting experience, Jonkman met Luciana who encouraged him to move to Merced, Calif., where there was an opportunity for him to be a dairy herdsman. From this experience he recognized the opportunities for a custom harvesting/farming operation, Luciana became his wife, and Diamond J Farms was created.



Diamond J Provides a full range of custom farming services including silage harvesting, silage hauling, silage packing, custom manure application and agitation, custom hay mowing and raking, tillage work



and planting. They harvest approximately 60 thousand tons of wheatlage and 120 thousand tons of corn silage with three Krone BiG X 650 forage harvesters. Jonkman explains how his fleet began: "We started out with another brand for 1½ years, and then we got in contact with Krone. We started with a Krone 605 horsepower V-8 and then moved up to the 650 horsepower model 650. As our business has grown, we have added another BiG X each year."

When asked why they initially chose Krone Jonkman explains, "We like the chop quality - that's what first caught my eye. We also appreciate the fact that the Krone machine comes fully equipped- no need for upgrades like the other guys. The heavy tonnage and large number of acres in California make the need for XTreme duty liners (that come standard in the Krone BiG X) a must in the entire crop flow of the machine." Features like cab adjustable kernel processor settings and changing length of cut on the fly are other things that the team from Diamond J like.



Wiebren Jonkman, left, speaks with Krone President and CEO Rusty Fowler.

In five years, Diamond J Farms has gone from concept to a leader in the market. First-rate machines, quality people and a dedication to a professional job have proven once again that quality matters.

XTreme Parts for an Extreme Machine

Krone BiG X forage harvesters come standard with XTreme parts in their crop flow, which are proven to last **5-8 times longer** than standard parts. These XTreme parts are hardened to stand up to intense conditions, like the ones Wiebren Jonkman encounters every day in California.

With the BiG X you get the following XTreme parts: spout wear liners, grass channel wear plates, chopping drum bottom, chrome kernel processor, and hardened knives. **These knives have a 40% longer life span than standard knives.**



MEET THE BiG MAN

The new generation of BiG X forage harvesters are impressive machines. With the new VariStream crop flow and a MAN engine, Krone has taken the BiG X to the next level. To showcase the new BiG X, Krone started the Meet the BiG MAN Tour. Benedikt Schäfers from Krone in Germany is the person in charge of the tour. Teaming up with the folks from MAN engines and Busatis, a manufacturer of wear parts for the BiG X, Benedikt set out to show the BiG X to as many customers as possible.



The Meet the BiG MAN Tour truck was provided by MAN. It contains a MAN display engine and information on Busatis wear parts.

The grass portion of the Meet the BiG MAN Tour went from April 4 until June 15. Benedikt and his crew started in the Central Valley of California. Additional stops were made in the Panhandle of Texas, New Mexico, Colorado and Idaho, where they ended the grass season. In total, 52 demos were conducted during this portion of the tour and over 100 demo drivers were in the seat of the new BiG X. Benedikt explains, "I demoed for customers from 7 different states in the US. The interest in the new chopper was so big that we had visitors from the East Coast come to California for some demos and some Canadians came to Idaho for the demos. During my first round I chopped winter forage (oats, wheat and triticale), rye grass and alfalfa. The yield varied a bit between states because of weather conditions. While some triticale in California yielded up to 22 tons per acre the yield in Texas was sometimes less than 15 tons per acre because of the drought."

The second phase of the Meet the BiG MAN Tour, corn season, started the beginning of July. Benedikt is currently demonstrating the BiG X with Krone's trifold corn heads, which are the EasyCollect 753 and EasyCollect 903. So far the tour has chopped corn in California, Texas and Washington, with plans to stop in Colorado, Idaho and Western Canada before the season is over.

Benedikt and his crew have experienced great corn crops and poor corn crops, and the BiG X was able to excel in both. Benedikt explains, "In California, the corn was massive. With corn up to 16 feet tall and yielding up to 38



tons per acre, we could really show the performance of the new BiG X. In Texas the yield was very poor because of the drought. In the uneven crops the VariStream crop flow helped to fill the machine."

Chopping quality is always important, but this is especially true in corn. The EasyCollect corn head feeds the corn very smoothly and consistently which leads to an accurate length of cut, which Benedikt said the customers really liked. The Krone head is also much lighter than competitors' corn heads, so it requires less power. "Customers who are running Krone headers on competitive machines told me that they could speed up one mile per hour while chopping after changing to the Krone header," noted Benedikt. Another important point for chop quality is the kernel processor. The BiG X has a chromed kernel processor that has a 30% speed differential between the two rollers. The large surface of the rollers and the speed difference allows operators to run with a wider gap while still getting high quality processing. "A wider gap results in more performance. Good processing and high performance makes farmers and contractors happy," explained Benedikt.

Everyone always wants to know about capacity and fuel efficiency, the BiG X impresses in both of these categories. Benedikt has a performance and fuel measurement device in the cab so he can conduct testing. He explains what he found, "With the BiG X 700 I could chop about 280 tons per hour, with the BiG X 1100 I have been chopping 350 to 400 tons per hour. The best performance was with the BiG X 1100 when I was able to chop 450 tons per hour in good corn. During all of the performance tests, we could chop between 7.8 and 8.6 tons per gallon of fuel used, dependent upon crop, engine load and driver. Customers like that. In chats with them I understood that their machines are burning much more fuel compared to the ton."

The Meet the BiG MAN Tour continues on until there is no more corn to chop. Keep up with Benedikt and the tour online at:

<http://meetthebigman-usatour2011en.blogspot.com/>

In their own words...

Wil-Roc Farm
Kinderhook, New York
1,300 Dairy Cattle
Owners of a BiG M 400
Machines serviced & sold by: Salem Farm Supply
Salem, New York

We are on our second BiG M at Wil-Roc Farm. We bought our first one 10 years ago and were very pleased with the capacity of the machine, so when it was time to update to a new machine we only had to look at one brand. We are very familiar with Krone equipment, as we currently own a BiG X 650 forage harvester, a Swadro 1400 rotary rake and now a BiG M 400.

The features that we really like on the BiG M 400 are the very low fuel consumption, less than 0.5 gallons per acre, and that the merging hoods can be opened from the cab on the go when going from dry hay to merging for the forage harvester. When merging in front of the forage harvester we can run 2-3 mph faster with the harvester than if we use a rake. Also, going over the field only one time



Taylor and Zachary Williams are the BiG M and BiG X operators at Wil-Roc Farm.

saves on fuel and labor.

The second reason we chose Krone was the support we get from Salem Farm Supply. The parts and service departments there are second to none. If there is a question or problem, no matter what time it is, they are there to help.

With the speed, clean cut, and quality of the machines they sell, we wouldn't chose anything but Krone.

Deals this good only come your way once a year.



There's no better time than now to choose Krone.

The Krone DealMaker Early Order Program offers the best pricing of the year and interest rates as low as 0%*. DealMaker is available on BiG Pack Large Square Balers, BiG M Self-Propelled Mower Conditioners, BiG X Forage Harvesters, EasyFlow Hay Heads and EasyCollect Corn Heads. Offer Available: October 1 - December 31, 2011

*Subject to approval by Krone Finance.

DEALMAKER EARLY ORDER PROGRAM



The BiG Performance Demos

By: Martin Markert

When it comes to mowers, tedders, rakes, and round balers Krone is a familiar name in the Northeast and Midwest, but people are not as familiar with the BiG machines Krone offers. The goal of the BiG Performance Demo was to show and inform people about the commercial machines in our product line, the BiG M, BiG Pack, and BiG X. We wanted to give farmers the opportunity to sit in the operator's seat and test our equipment. Together with Krone dealers located in New York, Vermont, Ohio, Indiana, Iowa, Minnesota and Ontario, Canada we set out to do just that.

I am Martin Markert and I grew up in Bavaria, Germany and came over to the United States to be the operator for this tour. In Germany I worked for a custom harvester who ran Krone equipment. Since I was used to operating Krone equipment, it made for an easy transition to be the BiG Performance Demo operator.

We began the tour at the end of May by cutting grass and alfalfa with the BiG M and chopping with the BiG X. I have never seen so much alfalfa in my life! In Germany, we mostly feed grass and corn along with wheat, rye, and other grains. Also, I have never seen so much rain. Every time we were in New York for demos it rained! It was a challenge at times to work in demos between rain showers, but we managed to somehow. The BiG M 400, a self-propelled mower conditioner, was demoed several times throughout the many stops

we made and everyone that operated the machine was very impressed with it. The BiG M 400 boasts user-friendly controls, operator comfort, and is highly efficient. The efficiency is proven by its ability to cut up to 40 acres per hour and only consume 0.4 gallons of fuel per acre. With the price of fuel these days and the short window farmers have to cut their crop, these numbers were very impressive to them.

In order to show both the EasyCollect corn head and EasyFlow hay head on the BiG X we visited each dealer twice to demo to customers in hay and corn. Many of the operators we demoed to left the cab with the same sentence, "that is one impressive machine!" The smooth ride, rear axle suspension, and spacious cab were common features the operators liked about the BiG X. They also liked that the BiG X comes standard with many features, such as an auto lube system, four-wheel drive, and 25 mph road speed. When we demoed the new generation BiG X the operators were impressed with the VariStream system, which improves crop flow and chop quality. They also liked the new joystick and redesigned cab. The most commonly heard comment about the EasyFlow hay head was how they liked the camless pickup along with its smooth flow, and the EasyCollect corn head impressed operators with its row independent technology and its performance in down corn.

In the Midwest I was able to demo a BiG Pack 1290 XC HDP to a customer who was making baleage. We were only able to run the baler at 45% pressure so the bales would not be too heavy for the skid loader to pick up for wrapping. The customer would really like to use the HDP baler to increase the weight of his straw bales he hauls from Canada to the United States. By using this baler he would be able to put more weight on a truck to help reduce his transport costs.

The last six months of demos have been very busy, but in this time we have really been able to show farmers and operators the benefits of using Krone's BiG M self-propelled mower conditioner, BiG X self-propelled forage harvester, and BiG Pack large square baler.



A Way of Life is Threatened

By: Kristine Walker

For farmers and ranchers alike, 2011 has been one for the record books. It has been a struggle for most in the South and parts of the Southwest with record-breaking temperatures and little to no rainfall. The Carolinas are abnormally dry with most of Georgia in an extreme drought, while Eastern New Mexico, Texas, Oklahoma, and the southern portion of Kansas are suffering from an exceptional drought. These states in the Southwest have been hit the hardest by this drought.

The Panhandle and South Plains of Texas produce 60% of the corn crop for the state of Texas. Most crops in this area rely on irrigation to survive the semi-arid climate, but this year even the irrigation pivots could not supply enough water to the crops. This part of Texas has not had a significant rainfall since September 2010, resulting in a dry winter, spring, and summer. This coupled with record temperatures and high winds lead farmers to divert irrigation water to the crops that had the best chance of breaking even.



Dried corn is an all too common sight on farms in Texas.

Andrew Hurt, Krone Territory Business Manager for the Panhandle of Texas, explains, "On the family

farm we have seen our entire corn production fall victim to the drought. Hale County has a lower water table than other row crop areas of the Panhandle and because of this we have abandoned almost all of our corn to direct more water to cotton production." This practice has been all too common for farmers this year.

In order to utilize as much of the failed grain corn crop as possible, many farmers are having it chopped for silage at a reduced yield and quality, when compared to an average crop of corn for silage, explained Dr. Brent Bean, Texas AgriLife Extension Agronomist. Bean goes on to say, "Some farmers that chopped their grain corn for silage went back and planted grasses, such as sorghum-sudan, which they are irrigating when they are able to. Some of those who combined wheat at the end of June also went back and planted grasses to be baled for hay." Local hay should be a welcome relief for livestock owners that are feeding their herds through the drought.

The lack of rainfall has also added fuel to the many wild fires that have consumed over 3.5 million acres of pastures, woodland, and residential areas in Texas. Earlier in the year the wild fires contributed to pasture loss and subsequently decreased hay production, further hindering rancher's efforts to feed their cattle.

Many ranchers in Texas and Oklahoma rely on a winter wheat crop to graze their cattle on through the winter. Some will graze out the winter wheat while others will harvest it for grain in May and June. Which-

ever option is chosen, winter wheat is a staple for winter grazing in this area of the country. Due to minimal amounts of ground moisture there is the threat that the winter wheat crop will not be able to be planted this year unless substantial rainfall comes by mid-October. Without a winter wheat crop, more pressure will be put on livestock owners to find additional forage to feed throughout the winter or they may be forced to cull more of their herd. Ranchers and farmers both remain optimistic for rainfall in the near future.



Pastures are not the only casualties of the drought, trees are also showing signs of stress and are beginning to die.

"Oklahoma hay producers have had a non-existent hay crop this year, except for those in Northeast Oklahoma which has had more moisture than the rest of the state," explains Dr. Daren Redfearn, Extension Forage and Pasture Management Specialist at Oklahoma State University. "Hay production has been reduced down to 70% to over 90% of what is typically produced at this time of the year. The only local hay there is was left over from last year. Most hay is being trucked in from Nebraska and

South Dakota and alfalfa is coming from Colorado, New Mexico, and a little from Arkansas.” The transportation costs on hay that is trucked in is up to \$3.00 - \$4.00 per mile. The transportation costs combined with high hay prices can put the cost of feeding cattle through the drought up to \$3.00 - \$4.50 per head each day, according to Redfearn.



With much of the hay ground looking like the dead of winter, hay producers without irrigated land have only been able to take a minimal number of cuttings, if any.

High hay prices have led to heavy culling and full sale barns. Some ranchers have also resorted to early weaning or completely liquidating herds. “Ranching is a way of life and an Oklahoma tradition,” explains Redfearn “many will plan to rebuild herds once the weather improves”.

Charles Nutley runs a cow-calf operation in Elk City, OK. He has experienced his fair share of droughts through the years, but never one to this extent. Nutley described the condition of his pastures in one word, decimated. “There is no grass growing and the drought is not over with yet. There were a few showers through the summer, but it just was not enough. In July the high temperatures and high winds dried out the pastures very quickly.”

Nutley bales his own wheat and alfalfa to feed through winter, typically getting five cuttings of alfalfa. This year he was able to cut his wheat

at a reduced yield of only 1/3 of what is typically produced and he was only able to get one cutting of alfalfa. Nutley said, “I have never had to move cattle from pasture to pasture more than I have done this year.” He typically starts feeding hay in mid-December but has already been feeding hay to supplement grazing.

Although Nutley was able to purchase some hay at the beginning of the summer and baled a fraction of what he normally does, in May he had to start culling cattle. He has reduced his herd by 68%, but if he is unable to get his winter wheat crop in the ground he will have to liquidate the rest of his herd. “The sale barns have been full with most of the cattle going right to the slaughterhouse,” Nutley explained.

Not only are cattle owners culling herds because of a hay shortage, but also because of a water shortage. Nutley is fortunate enough to have wells on his property for his cattle while others are on a waiting list to have wells drilled. “During my whole life, I have never seen creeks and ponds dry like they are now,” says Nutley. Nutley, along with other ranchers, plans to rebuild his

herd once there are signs of improved pastures. Nutley hopes it will be next summer, but others think it might be two years before they start rebuilding.



Ranchers in Texas are also having to deal with a water shortage for their livestock herds.

The concern many livestock owners have is about how pasture conditions might look next year. To minimize additional pasture damage this year, Redfearn recommends that livestock owners avoid turning cattle out on pastures that begin to show signs of growth and improvement. The pastures will need time to recover before they will be ready to graze again. If these steps are followed pastures will most likely recover well and will be ready for grazing next year.



Empty, overgrazed pastures are a sign of the times in Texas and Oklahoma. This pasture in Troy, Texas used to be full of cattle but now stands empty.

Finding a Niche with the BiG Pack PreChop



Tom LeFevre of Fort Recovery, Ohio has found a niche when it comes to baling straw for use as bedding in his and his neighbors' turkey barns – the Krone BiG Pack 1290 HDP XC with PreChop.

LeFevre farms 2,800 acres and has 12 turkey barns. His barns are filled three times a year with 66,000 birds each time. The turkeys are brought in at five pounds then grown to 45 pounds before being sent to market. In total LeFevre Farms sends 198,000 birds a year to market.

The local turkey processor requires that the bedding in their growers' turkey barns be less than two inches in length. To comply with this LeFevre bought a BiG Pack 1290 HDP with the PreChop attachment. The PreChop system can chop the crop as small as 0.8 inches, so it could easily handle the two inches that LeFevre needed to meet requirements.

LeFevre explained, "The savings for us was in the labor it took to process the bales the way we used to have to." Using a competitive baler, LeFevre made bales 27 inches high, 48 inches wide and 10 feet long, they would then have to put the bales in a tube grinder to cut them to the proper length for bedding. Now they just cut the strings on their 36 inch high, 48 inch wide, 10 foot long BiG Pack bales and put them in the spreader and bed their barns, completely eliminating the need for the tube grinder.

According to LeFevre, "My best day was over 250 acres, making 400 bales." With their HDP they do not run at full plunger force because they would not be able to get the flakes apart when spreading the bedding. So, they run the plunger density

setting at about 60% making straw bales of 1,500 to 1,600 pounds. With their previous baler they could produce bales from only 900 to 1,000 pounds.

With their purchase of the BiG Pack, LeFevre Farms has ventured into the custom baling business. Because of how well the BiG Pack's PreChop bales work for turkey barn bedding, they now bale straw for 20-25 other turkey growers in their area. Needless to say, LeFevre is very happy with his purchase and the new opportunities it has opened up for his farm. He also credits his success to the support of his local dealer, Sutter Brothers in Coldwater, Ohio.

**Machine Serviced & Sold By:
Sutter Brothers - Coldwater, Ohio**

**left: Entrance to LeFevre Farms in Fort Recovery, Ohio
right: Tom and his BiG Pack 1290 HDP XC with PreChop**



PreChop
The integral pre-chopper for straw.



The PreChop system is an attachment that is installed on the BiG Pack large square baler in front of the pick-up. PreChop picks up the crop in the windrow and uses 72 rotary knives to feed the crop through two rows of stationary knives, then feeds the crop into the baler's pick-up. This system can chop the crop to lengths as short as 0.8".





New Rake Makes for More Family Time

HS Jansen & Sons Farm is truly a family operation. The 1,200 acre dairy farm, which milks 850 cows, is located in Spallumcheen, British Columbia, 1 ½ hours north of Kelowna, BC in the heart of Okanagan farm country. Brothers Dale, Andrew and Harold share the responsibility of operating the farm, the third generation of their family to do so. The Jansen's aim is to produce high quality feed in order to maintain the healthiest herd possible.

The desire to purchase the Swadro 2000 came from a simple principle, family. The Jansens place a high emphasis on the values of their families. The faster they can get a job done, the more time they have to spend with their families. But this is not a three-man show. The Jansens complete most every job on the farm as a family. The Jansen children, as soon as they are able, are on the farm helping one another complete the many daily tasks.

Deciding to buy the first Swadro 2000 rotary rake sold in North America was not an easy decision for the Jansen brothers. After a meeting with their dealer, Avenue Machinery, and some Krone representatives, the Jansen's decided that it made sense for their operation to purchase this machine.

The Swadro 2000 is a BiG rake, with a raking width of 60 feet. Of course as with any new machine comes questions and new challenges. The first being once the Swadro 2000 came off the ship from Germany – how do we find a truck to haul a monster like this? A special extendable double drop truck and trailer was brought in to move the machine from the port in Washington to its new home in British Columbia.



Unloading the Swadro 2000 at the dealership.

Upon receiving the new Swadro 2000, Andrew Jansen was appointed the man in charge of the machine. He quickly became familiar with the machine and fine-tuned several adjustments so it would work perfectly for their operation. Then it was time to wait for the wet Western Canadian conditions to dry up so silage could be made.

Once Andrew got into the field with the rake he was very pleased. "It does leave a very desirable windrow," he explained, "the end product that this rake leaves is great. Bringing four (swather) windrows together has been ideal for feeding the chopper effectively." The Jansens' upgrade from a 30 foot rake to the 60 foot rake allows them to get the job done more than twice as fast while being able to drive the rake at a slower speed and still stay ahead of the forage harvester. Yet, the biggest benefit of the Swadro 2000 is the improvement in feed quality, claims Andrew.

It may have been a slightly risky move to be the first owners of a Swadro 2000 in North America, but the Jansens have been very pleased with their decision. They now have a reliable machine that provides a desirable end product and more time-savings, resulting in the most family time possible.

**Machine Serviced & Sold By:
Avenue Machinery – Vernon, British Columbia**



HS Jansen & Sons Farm

Looking for machinery to improve the performance and productivity levels in your operation?

We invite you to see how Krone machines can make a difference for you. That difference can be a higher chop quality, a tighter bale, a uniform windrow, a precision cut, increased capacity and many other advantages depending on the type of machine you require. Krone's development and growth in the North American market has evolved as a result of innovation and technology designed to cut your cost per unit of production; cost per acre, cost per ton, cost per gallon or any measure you use to determine productivity levels.



Krone equipment is manufactured in Spelle, Germany where the company is still run by the Krone family.



The Krone North American headquarters is located in Memphis, Tennessee.

Hear From Krone Customers * Catch up with the Demo Tours



**PO Box 18880
Memphis, TN 38181**

DealMaker Early Order Program * State of the Drought in the SW

Pull-Out 2012 Krone Calendar Inside!

