

GLEANER®

A quarterly publication for owners and fans of Gleaner combines



Gleaner launches new S8 Super Series near Wichita, Kansas » Harvest Support

makes a difference for custom harvesters » Exciting pre-sell program for 2014 Gleaner S7 and S8 combines » Harvest Field

Days Program scheduled for September through November » Strong financing programs for late model R-Series and S-Series combines

Combines parade through the streets of Hesston to the delight of the crowd. The line up featured nearly one of every Gleaner ever built including a 1925 Gleaner Baldwin, an N5 and the very first Gleaner C2 ever built.



Harvest Support makes a difference for custom harvesters

May 20th of this year arrived, and like every year for the last 45 years without interruption, Gleaner's Harvest Support Trailers, a 48' and a 53', were stocked up with parts and four fully equipped radio-dispatched service trucks, that were ready to head to Vernon, Texas, to begin the unwavering support for the custom harvesters who run Gleaner combines and make their living harvesting the crops that feed the world. The two trailers and tech support building in Hesston, Kansas are carrying approximately \$1.3M in inventory to support their efforts. The preferred combine of our custom harvesters is the Gleaner S7 Super Series due to their durability, reliability, light weight and compact design for easy transport. When you talk to custom harvesters like Daryl Kuhns, "Shorty" Kulhanek, Mel Gossen and others, they will tell you it's the incredible grain sample quality that the elevators quickly recognize, and customers appreciate, that only comes from a Gleaner Natural Flow rotary machine.

There are approximately 100 combines that the Gleaner Harvest Support team supports for over five months, as these custom harvesters harvest a variety of crops ranging from winter and spring wheat, canola, sunflowers, barley, millet, corn and edible beans.

Todd Davis, Supervisor of Tech Van Combine Harvest Support and Randy Smith, Tech Van Technician manage the efforts of up to eight service technicians at any given time, that are dispatched when a call comes in. Each custom harvester has a directory of the dealerships and a map of the nine stops along the run the

Harvest Support team makes from Texas to Montana based on the progress of the harvest. Many of our customer's machines and our service trucks are equipped with state-of-the-art telemetry so with GPS and cell phone coverage, we know where they are, the status of the combines and the respective separator and engine hours. Without this very important support team and their incredible efforts, Gleaner would not exist on the custom harvest. Currently one trailer is in Bismark, North Dakota and the other is in Billings, Montana. Yields in North Dakota are above average at 60-70 bushels per acre and Montana is experiencing above average yields as well. On the 16th of September, one trailer will come back south to be stocked with corn parts and will head to Colby, Kansas with service vehicles, where they will remain to support the corn harvest until it is completed.



We are so proud of their efforts and the support they provide to our Gleaner custom harvesters, a tradition that lives on after 45 years.

Kevin Bien speaks to a crowd of more than 1,700 dealers, customers and fans. The launch event was also broadcast live on RFD-TV.



Gleaner launches new S8 Super Series near Wichita, Kansas

August 15-17, 2013 was an incredible three days of events celebrating the 90th Anniversary of Gleaner combines that dates back to 1923 when the Baldwin brothers invented the very first self-propelled combine in Nickerson, Kansas, just 45 miles from the Hartman Arena where the launch events were kicked off on a Thursday night. Over 1,600 people were registered for the event which included dealers, customers, media, and company personnel. This was the first time ever that customers were invited to a product launch event by a major Ag manufacturer. In addition, the event was televised on RFD-TV Live from the Hartman Arena just outside Wichita, Kansas.

Thursday, August 15

An event like no other; it included bagpipe and drum led processional honoring some of our top dealers, retired engineers and key people responsible for launching the original transverse combine in 1979 and a welcoming introduction from Bob Crain, Sr. VP and General Manager, North America. The hour-long event captured Gleaner's proud 90-year history with the telling of this incredible story with historical video and photography projected on to 5 large screens.



The combine introduction began with a procession of dealers and other special guests. Here, a group of retired engineers parade into the arena who were major forces in the development of the transverse rotor combine.

It was then time to unveil the new S8 Next Generation Super series combines, as three new models were introduced, including the very first Class 8 transverse rotary combine in the world, the Gleaner S88. These new machines sporting new graphics paint and decals,



The combines were revealed following a video that celebrated 90 years of the brand's heritage. Afterward, fans got a chance to come see the machines up close.

were shown in a standard livery and a new carbide grey wrap that is optional on the new machines. The S8 Super Series was launched on Gleaner's Optimum Harvesting performance platform which is a culmination of design refinements that further reduce the liabilities of weight, size, fuel consumption, wear and complexity, while maximizing capacity, grain quality, reliability and durability. The result is Class 6, 7 and 8 machines that have higher sustained horsepower, higher sustained torque, the lowest fuel consumption while delivering the highest percent of rated horsepower to the separator than any other combine.

The S68 is rated at 322 hp. with maximum boost hp. to 398 hp., the S78 at 375 hp. with a maximum boost hp. to 451 hp. and the S88 at 430 hp. with a maximum boost hp. to 471 hp. We are wasting very little of this rated horsepower through weight and inefficient drive parasitics. When we compare weight, the S88 is 15,600 lbs. lighter than a John Deere S680 Class 8 combine, which means the S680 loses 31 hp. just getting the weight difference through the field in ideal conditions and on flat ground. If the ground is wet and soft or you are climbing hills, that horsepower loss goes up significantly. When you add up Gleaner's chopper drive system that takes half of the horsepower of competitive axial machines and other systems like Smart-Cooling™, Gleaner has a huge advantage over all other heavy, complex and power consuming drive systems.

Friday, August 16

We provided 900 customers and dealers at our Hesston facility, a rare opportunity to experience a live dynamometer testing of a Gleaner S78 combine off the main clutch shaft, where we showed customers on two large 50" screens inside a tent, the incredible torque curve, horsepower, and low fuel consumption numbers of the new 9.8L 7-cylinder, twin-turbocharged engine that is available in the S78 and S88 combines. The numbers are equally impressive on the S68 as well, with its twin-turbocharged 8.4L engine. The S68



Customers enjoy this demonstration using a dynamometer to gauge the horsepower delivery at the main clutch shaft and show the torque curve characteristics on the new engine.



Friday's events culminated in barbeque and bluegrass on the factory campus in a giant (and thankfully) air-conditioned tent. After a full day of education and entertainment, attendees enjoyed a dinner including several kinds of barbeque and the sounds of local bluegrass band, Jammin' Biscuits.

combine now delivers as much maximum boost horsepower as the previous model year S77 combine.

- The cEGR system (cooled exhaust gas re-circulation) on all models allows Gleaner to provide better fuel consumption and a very low DEF consumption compared to some of our competitors. This gives Gleaner unmatched overall fluid consumption on these platforms.
- The S8 now includes a 230-gallon fuel tank, a 53% increase over previous models to keep you in the field longer.
- The all new DuraGuard™ cylinder gearbox provides growth for the future but has been re-designed to provide a better overlap of speeds to allow you to run on the high side of the lower range in a lot of crop conditions, providing more torque and more efficiency. It also has a manual reversing feature.
- Another feature that got a lot of attention was the new XR™ 2-speed hydro transmission. A button on the right-hand console provides 30% more torque when you shift down on-the-go or a 30% speed increase with less torque when you leave the field.

Many of the features that we showed our dealers and customers on Friday's informative sessions fo-



The combine launch coincided with the introduction of a new dip and powder coat paint system at the Hesston, Kansas plant. Attendees got to see the unique-to-the-industry process that dips the entire Gleaner mainframe in a multi-step electro-coat primer process that results in a remarkable and durable finish.

cused on increased power, increased durability, and increased efficiency. However, it was not as impressive as taking them through our Hesston manufacturing facility and showing them our new dynamometer testing area and our new 200,000 square foot, \$45.7M e-coat dip and powder paint building that is the only one of its kind in the agricultural equipment industry. Patterned after the paint systems used by Mercedes-Benz and BMW, it was impressive to show the investment we have made to build the best quality product that will have a lasting appearance whether you are the 1st buyer or the 4th buyer.



Early Saturday morning, people gathered to commemorate the founding of Gleaner in the town of Nickerson, Kansas. Pictured here are Bill Hurley, AGCO Vice President of Sales; Bill Baldwin, Son of Gleaner co-founder Ernest Baldwin, Hon. Jim Gladden, Mayor of Nickerson; and Kevin Bien, Brand Manager Gleaner Combines.

Saturday, August 17

Saturday was a chance to celebrate Gleaner's 90th Anniversary by commemorating a plaque in Nickerson, Kansas. Bill Baldwin, 85 years old, the son of Gleaner founder, Ernest Baldwin and Bill Hurley, VP. Sales for North America and over 90 people were up at 7:00 a.m. for the ceremony. The day concluded with an awe-

some parade with over 3,000 people lining the streets of Hesston, Kansas to see Gleaner combines from 1925 to the present, antique tractors, antique cars, marching bands, cheerleaders and everything in between. We have shared some of the pictures but I have attached a link so you can experience some of the excitement of Gleaner's launch and 90th Anniversary celebration. Congratulations to Gleaner and Happy Birthday!



Combines caravanned across central Kansas in the 40-mile trek from Nickerson to Hesston. When they got to Hesston, they joined the parade through town.



Exciting pre-sell program for 2014 Gleaner S7 and S8 combines

For the 2014 model year, Gleaner provides a choice for customers who are looking to upgrade to a new combine. Between now and the end of the year you can purchase a 2014 S7 Tier 4i combine or a 2014 S8 Tier 4f combine, make your best deal, and receive 12 months interest free financing. If you make your best deal on a 2014 S7 Tier 4i combine between now and December 31, 2013, you will receive a FREE technology bonus which includes a factory installed AG 3000 sub-meter Auto Guidance system, a \$6,000 value.



If you purchase a new S8 Super Series Tier 4f combine (S68/S78/S88) between now and December 31, 2013, you will have the choice of a FREE technology bonus, which includes a factory installed AG 3000 sub-meter Auto Guidance system or a FREE comfort bonus which includes the Premier™ deluxe heated and cooled seat and the NightSight™ HID and LED lighting package or a FREE Appearance bonus that includes a unique carbide gray wrap. See your Gleaner dealer for more details on this incredible offer.



Harvest Field Days Program scheduled for September through November

With the launch of new 2014 S7 and S8 Super Series combines, a number of large field day events are scheduled to begin in late September and run through November across the plains, corn belt and in Western Canada to allow farmers the opportunity to experience the productivity, grain quality, and the efficiency of these new machines. There are (5) S88 combines and (3) S78 combines that will accompany a number of S77 combines to field day events scheduled for Ohio, Indiana, Illinois, Iowa, Minnesota, Kansas, North Dakota and Western Canada. Gleaner dealers will be conducting individual demos where possible to allow customers to get in the seat and harvest corn, soybeans and canola. Please sign up on the Gleaner website gleaner-combines.com for a demonstration. If we are unable to provide an individual demo due to time constraints, we will direct you to one of the nearest field day events.

Strong financing programs for late model R-Series and S-Series combines

There are a number of great deals on late model previously owned S-Series combines and you can experience these great deals and receive 2 years free interest from AGCO. See your Gleaner dealer for details.



420 W. Lincoln Blvd., PO Box 969
Hesston, KS 67062

PRSR STD
U.S. POSTAGE
PAID
HESSTON, KS
PERMIT NO. 66

The world's first Class 8 transverse combine for a world that needs it.



Soil compaction. Roadability. Fuel and power efficiency. These are real issues for today's farmer. So we're introducing a real answer. The S8 Super Series delivers more of its rated horsepower to the processor than any other combine design with a system that cleans and saves grain with unmatched performance.

Visit your local Gleaner dealer or visit gleanercombines.com to see the combine built with the farmer in mind.

GLEANER® / S88 S78 S68
OPTIMUM HARVESTING PERFORMANCE

We are happy to send you the Gleaner newsletter, but if you wish not to receive it, call us at



AGCO ANSWERS
(877) 525-4384 AGCOanswers@AGCOcorp.com