

# HarvesTimes

The Journal for Agricultural Professionals

Spring 2015



New DISCO  
mowers  
Pages 6-7

New VOLTO and  
LINER  
Page 9

New ATOS  
tractor  
Pages 16-17

Focus on Careers  
with CLAAS  
Pages 20-21

[www.claas.co.uk](http://www.claas.co.uk)

**CLAAS**







CLAAS VOLTO

# Go Green

## **0% FINANCE WITH 2 PAYMENT OPTIONS**

**2 + 22 monthly payments commencing at time of signing or  
0 + 2 annual payments, commencing May 2015.\***

CLAAS provides the ultimate green harvest chain for your farm, whatever the size.  
Make sure you are ready to Go Green this Spring with 0% finance.

Call your local dealer today for details.

[claas.co.uk/products/forage-harvesting](http://claas.co.uk/products/forage-harvesting)

\*Based on 50% of RRP or balance to fund, whichever is lower. Terms and conditions apply. All prices exclude VAT. An administrative fee of £75 will be charged on signing. Offer applies to UK, excluding ROI. Finance offer is an illustration only. Offer applies to Green Harvest kit only. Participating dealers only. Finance schemes offered through CFS. Pictures shown may not be a true representation of machines on offer.

**CLAAS**





12



23

## General news

Police tractor .....	4
Artistic VARIANT .....	4
Show time .....	5
Financial results .....	5
Tractor lifetime testing in just four weeks.....	15
Finance news .....	19
Dealer news.....	20

## New products

New DISCO MAX CUT range .....	6/7
New VOLTO 1300T.....	9
New LINER 3600 .....	9
New ATOS range .....	16/17
New AXION 800 .....	17

## Pre-series user reports

DISCO 9200 helps boost yield.....	8
VOLTO 1300 doubles daily output .....	10

## General features

Easy-to-use JAGUAR 970.....	11
Fuel saving JAGUAR 870 .....	12
Foraging flexibility for pedigree quality .....	13
Insatiable ROLLANT 375RC.....	14
Compact SCORPION 6030.....	18
FW award winning manager.....	21

## Focus on career opportunities

Apprentice and graduate training career opportunities and profiles.....	22/23
---	-------



Follow CLAAS on our official Facebook page at:  
[www.facebook.com/yourclaas](http://www.facebook.com/yourclaas)



All the latest images and videos of CLAAS machinery can be found on the official CLAAS YouTube channel at YourCLAAS



Scan the QR code with your smart phone to connect to the CLAAS UK website

**[www.claas.co.uk](http://www.claas.co.uk)**

# Welcome

Welcome to our Spring edition of HarvesTimes and to British Summer Time! With grass harvest on the horizon make sure you are fully prepared for first cut. We are currently running seasonal finance offers on all green harvest equipment and QUADRANT balers, so call your local CLAAS dealer today for more details.



Jeremy Wiggins  
 Sales and Marketing Manager,  
 CLAAS UK

As always the annual Budget was met with mixed emotion and on page 19 you will find a budget overview from our CLAAS FINANCE team. For the agricultural industry, the announcement of the introduction from April 2016 of 5 year averaging for tax purposes, rather than the 2 years now in place, should help with cashflow management, particularly in the more volatile market we find ourselves in today. Our CLAAS FINANCE team are here to help you with tailor made finance solutions to suit your individual business plans, so please pick up the phone if you wish to discuss finance options further.

I am delighted to report that our tractor market share steadily continues to rise. CLAAS has launched a completely new tractor model on average every 6 months for the past 10 years. We can offer from 72hp to 520hp, with CMATIC now available on the new AXION 800 and the ARION 600. CMATIC infinitely variable transmission is proven to reduce fuel consumption, as confirmed in recent independent tractor test results; indeed our full range of tractors can offer an increased efficiency solution for every farming application today.

For CLAAS UK the Grassland Event at the Bath and West Showground will showcase the very latest green harvest kit including the new DISCO MAX CUT, so make a date in your diary to visit this one day demonstration event on May 7th, we look forward to seeing you there.

Finally, golden harvest is still some way off but there's no better time to be looking at buying a used combine. We have a great choice of premium used machines, with stock continually changing. Special seasonal finance offers are also available on many combines today and you may well be surprised at the value of your trade -in. Your local CLAAS dealer will be happy to discuss either buying or hiring a used combine for the coming season.

Looking forward to seeing you at one of the many agricultural events around the UK this summer,

Kind regards,

Jeremy Wiggins  
 Sales and Marketing Manager, CLAAS UK Ltd



# You're nicked

CLAAS UK was delighted to host the first Rural Crime Conference organised by Suffolk Police back in February. Star of the event was the latest addition to the force's crime fighting fleet – an ARION 540, which was on public display for the first time.

Whilst it may not be ideal for a high speed chase down the A14, the ARION will help raise awareness of rural crimes, such as the theft of farm machinery, fuel oil or metal, arson, hare coursing and burglary and the ways in which these can be prevented.

The ARION has been loaned by CLAAS UK to Suffolk Police for the next 18 months and been fully decalled in police high vis colours, complete with blue flashing lights. It will be used by the police at events around Suffolk, such as trade shows, farmers markets and other rural events.



From left to right: Temporary Chief Constable Gareth Wilson; Trevor Tyrrell, CEO of CLAAS UK; Police and Crime Commissioner Tim Passmore; Temporary Assistant Chief Constable David Skevington and Rural and Wildlife Crime Officer Mark Bryant.

The Rural Crime Conference brought together landowners, businesses and farmers to look at the issues of rural crime, create better understanding and ways of improving intelligence gathering in order to help tackle the problem.



## Artistic VARIANT

CLAAS balers have always been good at cleanly lifting crops and creating firm, dense bales, but a recent art project in Germany shows this also applies to drinking straws!

Internationally renowned installation artist Michael Beutler hit upon the idea of baling colourful sangria straws into multi-coloured bales – a project he has called 'Bale Harvest'.

To create the work of art, he laid out millions of the colourful straws in a park in Bad Driburg, northern Germany, and then used an ARION tractor and VARIANT baler borrowed from the local CLAAS dealer to create 60 'straw' bales.

The artistic bales stayed on display until the end of January, after which some have gone on to be on show in Munich city centre and also the Louvre in Paris.



The LAMMA Show

## Show time

The ARION 400 with the PANORAMIC cab attracted a lot of interest at shows throughout the UK, Ireland and Europe this spring. The ARION's first public showing in the UK was at LAMMA in January, where we had our largest stand ever to display a wide range of CLAAS machinery, attracting a high level of interest at the show.

In February, the ARION 400 PANORAMIC was centre stage at SIMA, where it was awarded a gold innovation medal. Later in the month, the FTMTA Show in Ireland was as busy as ever and the highlight for the CLAAS Ireland team was receiving the 'New Product Award' for the ARION 400.

Gary Irwin of CLAAS dealer ERWINS in Northern Ireland hands over a cheque for £1,000 of CLAAS Farm Parts to Trevor Thompson, who was a recent LAMMA Show competition winner.



Karol Duigenan is presented with the Award by FTMTA President Donal Fitzpatrick, with Trevor Tyrrell, CEO of CLAAS UK and James Maloney (right), Machinery Editor Irish Farmers Journal and chairman of the awards judging panel.

The RIVERLEA Show (left) and the RICKERBY Show (right and below).



## CLAAS Group report strong financial performance

In its latest financial results for 2014, while the agricultural machinery market as a whole fell, CLAAS maintained a high level of sales of €3823.0 million (£2,865 million) which were similar to the €3824.6 million reported for 2013.

Income before tax was affected partly by increased costs due to the switchover to new engine emissions standards but also by events in Eastern Europe, reaching a figure of €155.1 million (£116.2 million).

"In 2014, we remained successful despite the difficult economic and geopolitical circumstances and were able

to further expand our market share in key products such as combine harvesters and tractors. At the same time, great progress was made on the internationalisation of CLAAS", said Lothar Kriszun, Spokesman of the CLAAS Executive Board.

CLAAS has continued to invest in developing its international structures and expanding its product portfolio in order to further develop its market presence. Investment in research and development was also increased to €212.3 million (£160 million), up from €197.0 million.



# New DISCO MAX CUT

CLAAS has launched a complete new range of mounted and trailed DISCO CONTOUR disc mowers, that incorporate the revolutionary new CLAAS MAX CUT disc mower bed.

The new MAX CUT range covers a total of 19 models, from the simplest 2.6m mounted mower up to advanced, ISOBUS compatible, high capacity triples with cutting widths as wide as 9.10m.

In order to achieve a clean cut and avoid soil contamination, extra-wide skids are fitted to the underside of the mower bed, which guide dirt and foreign material backwards. There are also additional wear skids and high cut skids available as an option. The satellite drive train of the new MAX CUT is permanently lubricated and maintenance free, and designed so that in lighter crops it can be run at 850 rpm instead of 1000 rpm, which will help reduce fuel consumption by up to 20%. To fully protect the drive train, each mowing disc is mounted using a CLAAS SAFETY LINK module, which incorporates a pre-determined breaking point that will shear in the event of a collision, and is easy to replace.

### Five model range

To clearly identify the range of model specifications, type of operation and control systems, the 19 new DISCO models have been divided into five variants: TREND, CONTOUR, BUSINESS, AUTOSWATHER and DUO.

Simpler TREND mower units are operated using the tractor spool valves without any electric control terminal, but if required can be incorporated into the tractor's headland management. The optional individual lifting function is operated using a hydraulic isolator valve, which makes it possible to pre-select the mowing units.

CONTOUR series mowers are also operated using the tractor's spool valves, but the pre-selection is made using the new OPERATOR control panel or an ISOBUS control terminal.

BUSINESS and DUO mower units utilise load sensing hydraulics and are controlled using the new OPERATOR terminal or the ISOBUS-compatible COMMUNICATOR II terminal, which allows the various mower functions to be assigned to the function buttons on the tractor's multi-function control lever. The AUTOSWATHER model series is also controlled using the ISOBUS COMMUNICATOR II control terminal.

### High output triple mowers

A total of seven new high output DISCO triple mower and mower conditioners are now available, ranging from the 9.10m wide DISCO 9400 C DUO to the DISCO 8500 TREND, which has a working width of 8.10m. This is a new entry-level model that has a low power requirement and is simple to operate, making it ideal for medium-sized farms.

On BUSINESS, AUTOSWATHER and reverse drive DUO ranges, the load sensing hydraulic system enables active







Video



Weblink



control of the ground pressure directly via the ISOBUS control terminal. They also have a hydraulic non-stop break back system as standard, which enables the mower unit to swing back automatically without reversing.

#### **Trailed and mounted mowers**

A total of nine new mounted or trailed CONTOUR straight mower or mower conditioner versions are available, ranging from the DISCO 2800, which has a working width of 2.60m up to the 3.80m-wide DISCO 4000, all of which retain the hydro-pneumatic ACTIVE FLOAT suspension.

New features, such as the optional hydraulic transport lock, now ensure that even the smaller models offer a high level of

ease of use. There is also a new un-hitching option, which allows the mower to be un-hitched in the transport position safely and in a way which saves space.

In the trailed mower range two new models are available, the DISCO 3200 TC and the TC AS which has a conveyor system for swath grouping, both of which have working widths of 3.00m.

#### **PROFIL front mowers**

Completing the DISCO mower line-up are two front mowers, the DISCO 3200F and the DISCO 3200FC mower conditioner, both of which have a 3.00m cutting width and are fitted with the proven PROFIL kinematics to ensure optimum ground contour following.



The new MAX CUT mower bed features a waved shape leading edge, which means the cutting discs can be mounted as close to the front of the bed as possible. In combination with the new, specially formed discs, this means there is a greater overlap between the blades, so creating an enlarged cutting area for optimum cutting quality and flow through the mower. The new MAX CUT mower bed is made from two pieces of pressed steel plate, which are bolted together instead of welded to achieve a high torsional strength. Using a bolted construction also reduces the potential of cracks developing as there are no heat stresses, caused during the welding process.



# Boosting forage quality

A new pre-series DISCO 9200 C CONTOUR triple mower has enabled Philip Jones and his sons Andrew and Evan achieve higher outputs, optimise their silage quality and boost milk yield from forage.

Silage quality and maintaining a high milk yield from forage is key to the Jones's, who run two herds on the 1600ha they farm near Wrexham. To help achieve this, attention is paid to both the grass itself, which is increasingly being managed as they would an arable crop, but also the harvesting process using their own foraging machinery.



“Like any dairy farmer, the most important thing to us is the cost per litre produced. Achieving high quality silage and the maximum milk yield from home grown forage at the lowest cost, is therefore essential in order to achieve that,” states Philip Jones. “And by running our own foraging machinery we have total control over the operation.”

The Jones's run two herds, with the larger 450-cow herd yielding 10,500 litres, while the second 300-cow herd yields 9,600 litres, plus there are 700 followers. To provide enough forage, they annually harvest around 640ha of grass from up to four cuts, plus 190ha of maize. The cuts are mainly taken from short term leys, using high sugar varieties, grown in rotation with wheat and maize, plus they have also started growing lucerne.

For harvesting they run a JAGUAR 850, the latest in a long line of CLAAS foragers, starting with trailed JAGUAR 40, 60 and 60E's, then a JAGUAR 695, followed by a JAGUAR 860 before the arrival of the current JAGUAR 850 eight years ago. Supporting the JAGUAR is a LINER 3100 rake and the new 8.90m cut DISCO 9200 mowers. They also run CLAAS ROLLANT 354 and QUADRANT 2200 balers, all of which are bought through MORRIS CORFIELD.

“Conditions allowing, we will wait until sugar levels are as high as possible, and we like to aim for a DM of 35%. Having the triple mowers allows us to leave off mowing until late in the morning when sugar levels are high,” explains Evan.

“The DISCO 9200 gives us the capacity to knock down 80ha by late afternoon, but it is noticeable that the new DISCO triples don't use any more fuel than the old front and rear DISCO combination. Obviously we are covering more ground but we are also reducing wheelings and compaction.”

“The spread from the mower is very even and the triples are well matched to the LINER 3100, so that it in turn can leave a good consistent swath for the forager. Due to the new design of mower bar, the cut from the new DISCO is much better. At times the old mowers could push the crop down a bit, but these leave a very clean finish and the flow through the mower is smoother, so you can push the mower and go faster; in good conditions I could typically be going at 12kph. The mowers also seem to be quieter and the other great advantage is the blade changing system, which is so easy it only takes about 15 minutes to change the full set.”

The DISCO 9200 is mainly used on a tractor with a maximum power output of 269hp and is ISOBUS compatible, making it easy to operate the mowers either through the tractor's terminal or the new CLAAS OPERATOR terminal if they are on another tractor.

“ISOBUS makes it easy to set-up and operate the mowers. The display is very clear so you can see exactly what's going on and having the speed sensors on each of the mower units, you can easily see if you are pushing too hard and to just ease off,” says Evan.

“Over the years we have had a lot of CLAAS machinery and the reason that all our grassland kit is CLAAS is down to the service and support we have had from MORRIS CORFIELD,” adds Philip Jones. “The back-up they provide is unreal. Nothing is ever a problem and when you give them a call, they will come out immediately, which is worth a lot.”



Evan and Andrew Jones





## Wider working VOLTO MAX SPREAD

Following the introduction of the award winning MAX SPREAD crop flow concept on the VOLTO 1100, 900, 800 and 700 models, a new 13.00m version has now been added – the VOLTO 1300.

The new VOLTO 1300T is a 10 rotor trailed machine and the widest tedder in the current CLAAS range. Each of the rotors is 1.50m wide and fitted with seven spreader arms with sprung steel tines.

Instead of the spreading arms being straight, on the MAX SPREAD the spreader arms are angled by 29 degrees to improve crop flow through the tedder. As a result the spreading arms work for 65% longer and the increase in pick-up rate results in significantly higher working speeds.

Compared with conventional spreading arms, the crop flow runs between the rotors in a straight line which, combined with a reduced PTO speed, is more gentle on the crop. As a result of this linear flow through the tedding rotors, this creates a greater space for the crop to pass through, so helping increase throughput but also provides a wider and more even spread pattern, similar to that from a fertiliser spreader.

For different crop conditions, the spreading angle can be adjusted between 16° and 12°, without the use of tools. The standard specification includes a hydraulic headland crop guard and a new headland lift system that enables all the rotors to be lifted while still turning.

In addition to the support wheels on each rotor, for optimum ground following, the VOLTO 1300T is also fitted as standard with a double castor wheels on the drawbar.

## Compact LINER 3600

CLAAS has introduced a new rake, the LINER 3600 which has a working width of 9.90m up to 12.50m, but is designed so that it is compact to transport down the road.

The LINER 3600 succeeds the LINER 3500 and uses well tried-and-tested components from the rest of the LINER range, including the continuously lubricated and hermetically sealed cam track. Each of the tine arms has four dual tines, which are secured using the PROFIX quick-change system.

For accurate ground following and to avoid crop contamination, each rotor is equipped with a large four-wheel chassis. In addition, the contour wheels are positioned extremely close to the tines, so that the rotor can accurately follow ground contours.

The LINER 3600 is controlled using the new OPERATOR control terminal or the COMMUNICATOR II. Using these terminals, the delay between the front and rear rotors lifting or lowering can be easily set, and the LINER 3600 also has an optional Load Sensing system. Alternatively, the LINER 3600 can be controlled using an ISOBUS cable via an ISOBUS-compatible control terminal.

Between fields, the LINER 3600 can be safely transported down the road without removing the tine arms and has a transport height of less than 4.00m. If necessary the new design of running gear enables the transport height or ground clearance to be simply adjusted whilst on the move, without needing to use the control terminal. The new running gear also makes it possible to fit large-volume, ground-protecting 620/40 R22.5 tyres and still keep the machine within 3.00m for transport.

While its low centre of gravity ensures that the new LINER 3600 can be quickly and safely transported on the road, this also has the advantage of ensuring that it is safe to use on hills.







 Video

 Weblink

## Absolutely brilliant

With around 4,800ha of clamped and baled silage to make each year, a high proportion of which is tedded out, Andrew Cann of Canns Contractors has been extremely impressed with the performance from his new pre-series VOLTO 1300T.

“It has been absolutely brilliant,” he states. “It has enhanced the whole foraging operation. The spread is so even and consistent, and far less lumpy which makes it far easier for the

rake to make a better swath for the forager. It has virtually doubled the output of the VOLTO 770 it replaced and you spend far less time turning on the headland, so it enables us to cover a lot of ground in a short space of time and do more in a day, which is what it is all about.”

Based near Bideford, to meet all requirements Andrew’s foraging fleet includes a 2014 JAGUAR 870 and 2012 JAGUAR 890, plus two forage wagons and two balers, all supplied by **HAMBLYS**. Supporting these is the new VOLTO 1300T, which does about 90% of the tedding, and an older VOLTO 770 for smaller fields, plus four CLAAS rakes – a 3500 and 3000 which are mainly used with the foragers, a 2900 for the forage wagons and balers, and a 780.

“We ted about a third of what we pick-up, mostly in first and second cut. I prefer to ted the crop rather than spread it with the mowers, so that we can leave the grass in a swath to let the ground dry out a bit, before tedding it out a day later and then raking it in just ahead of the forager.”

The VOLTO 1300T is Andrew’s first experience of the new angled tine MAX SPREAD concept which, he says makes a considerable difference. “The spread pattern is far wider but it is also far less lumpy. We certainly see a difference and my customers have also commented on how good the spread is from the VOLTO and also the difference in output.”

“The great thing for me is how easy it is to set-up and use, so you can just turn-up and get straight to work. And even though it is far wider than our old tedder, it does not need a lot of power to operate it. It can comfortably cover up to 10ha an hour, so it allows us to start tedding later in the day when conditions are better.”

Andrew Cann





## Smooth flow JAGUAR

One of the first of the new JAGUAR 900 range to be put to work in the UK, is a JAGUAR 970 bought by John Clapp, who is based near Tiverton in Devon. Supplied by **HAMBLYS**, the new JAGUAR arrived at the end of August and clocked up 320 hours harvesting 720ha of grass and 384ha of maize, which will mainly be used for a new 500kW AD plant that is due to come on-stream later this year.

In addition to his own AD plant, John is also responsible for growing and harvesting crops for another five AD plants operated by Greener For Life. With a combined capacity of 5mW, the JAGUAR will eventually harvest grass, maize and whole crop rye for use in the plants.

Having run a LEXION combine for many years, while John did price another make of forager, he says that he was always going to end-up with a JAGUAR, which was specified with a 28-blade V-Max chopping cylinder to give a range of chop length from 4.0mm to 17.5mm.

"The service and support from **HAMBLYS** has always been excellent," he says. "I think it is also important that unlike other manufacturers, CLAAS use all of their own headers which are designed specifically for the JAGUAR, which has to be a benefit."

From an operator's perspective, John says that he found the new CEBIS very simple to use. "It has to be one of the simplest systems on the market to use. The flow through the forager was extremely smooth and the ability with the 28-blade cylinder to go down to chop lengths of 5.0mm for maize but still maintain forward speed is a great benefit."

"The (COMFORT CUT) variable chop length system makes it very easy to change the chop length, especially when we are harvesting for dairy units.

The variable position accelerator is good, as being able to bring it in tight to increase the blow in light crops certainly helps save power and fuel. Also the (MCC L) heavy duty cracker does an excellent job and is so easy to move in and out."

Turning to the cab, which is now fitted with sound reducing glass and flooring, John says that this has certainly made a difference, as his JAGUAR 970 is notably quieter than the JAGUAR he had on demonstration.

"The visibility is excellent and features such as the auto-park for the chute just make it so easy. Having the variable tyre pressure system has also been worth its weight in gold, as it makes it a lot smoother in the field, which in turn helps reduce compaction, but when increased for the road it travels very well. Also daily servicing couldn't be simpler. Because the autolube does virtually everything, I was surprised by how little needs to be greased manually."



John Clapp



Video

Weblink



# Fuel saving JAGUAR

The service and support that contractor Nigel Jones receives from his dealer, **HAROLD JOHNS**, has been the main reason that his machinery fleet has gradually changed to CLAAS.

The latest addition to the fleet of machinery run by Nigel and his son-in-law Wayne Sperry is a new 4WD JAGUAR 870 with DYNAMIC POWER, which joins five CLAAS AXION and ARION tractors, a ROLLANT UNIWRAP baler, QUANTUM forage wagon and two LINER 2900 and 3100 rakes.

"Whilst I have dealt with **HAROLD JOHNS** for a long time, I only bought the first CLAAS tractor from them four years ago," explains Nigel. "The service that they offer is 'spot on'. Huw (Brown) is always available on the end of the phone and he has a very loyal following in the area. I tend not to buy new, but look for low hour tractors and the CLAAS tractors we have had from Harold Johns have been excellent and very reliable."

"We don't aim to be the cheapest but we do aim to provide our customers with a reliable service, using high quality machinery, because ultimately with foraging, what we do in a day will affect their profitability all year, especially where the cows are permanently housed," says Nigel, who has been in business for 40 years.

Until last year the policy of running good second-hand machines had also applied to foragers, where Nigel would look to buy a machine with about 1500 hours on it and keep it for about three years, by which time it would have about 3,000 hours on the clock.

"Interest rates are unlikely to get any lower, so it made sense to bite the bullet and go for a new machine because of the reliability that would offer," states Nigel. "Being new we will have the confidence to put the hours onto it, and being a JAGUAR even if we keep it 'till 3000 hours, it will still hold its



Wayne Sperry and Nigel Jones

value well."

"This is our first CLAAS forager," says Wayne who drives the JAGUAR. "We felt that with features like DYNAMIC POWER and STOP ROCK, CLAAS are more forward thinking. The JAGUAR is very user friendly and easy to use, and having CEBIS on the tractors helped, but it is very intuitive."

"At 598hp the JAGUAR 870 is slightly lower powered than our old forager, but you only really need all that power for maize. Using DYNAMIC POWER, typically in grass the engine runs at level 5-6 (400hp and 426hp) and it will only rise to full power in maize. As a result fuel consumption has been about 150 litres a day less in grass and up to 200 litres a day less in maize."

"STOP ROCK is also invaluable. This is a very stony area and it has paid for itself over and over. The start of the season was not ideal due to the heavy conditions, but this was the first time a set of blades has lasted a whole season, as normally we would expect to use two sets," adds Wayne, who says that customers have also commented that the chop from the V-CLASSIC 20-blade cylinder is far more consistent, especially in grass, compared to the 40-blade cylinder in their old forager.

"The JAGUAR is very well thought out. Routine maintenance is straightforward, so it's far quicker to get ready in the morning. Also it's extremely easy to get the corn-cracker in and out, and the accelerator will blow anything and over some distance."



Video



Weblink





# Foraging flexibility

Benefits in terms of flexibility, higher forage quality and ultimately increased milk yield more than justify his running his own JAGUAR forage harvester, believes George Templeton.

The arrival of a new JAGUAR 840 PROFISTAR last Spring marked the latest step in an association with JAGUAR foragers going back to 1979 and a JAGUAR 60E. After running trailed foragers for many years, George made the step-up to a self-propelled machine when he bought a 4-year old JAGUAR 820 11 years ago, which in turn has now been replaced by the new JAGUAR, bought through **GORDONS**.

“The key reason for having our own forager is timeliness,” explains George. “The weather in Ayrshire can be very catchy, so if you see a window of three to four days you have to go for it and go quickly. The difference between making good quality silage and mediocre quality can be an increase in yield of up to two litres a cow. With the JAGUAR we can comfortably clear 50ha during the best part of the day without having to start early or finish late.”

George, who farms near Cumnock, owns the 300-cow Knowe herd of pedigree Ayrshires. He is a past-President of the Ayrshire Cattle Society and will be judging at this year's Royal Highland Show. Average yields for the herd are 8,500 litres with a high average protein of 3.5%, and the milk goes to the Caledonian Cheese Company for use in their Seriously Strong Cheddar.

The herd is only summer grazed between early June and mid-August, and even then only in a good year, so to ensure he has enough forage for the whole year George aims to ensile about 4,000 tonnes of silage. This is taken from two cuts of mainly 6-8 year leys, using late maturing varieties, with the aim of achieving a DM of 30-35% and as high a D-Value as possible.

When it came to replacing the old JAGUAR 820, George initially planned to buy another good second-hand machine, but finding that JAGUARS of the size he wanted were in short supply, he then approached **GORDONS** about buying new.

“Financially buying new made sense and the JAGUAR 840 was very good value-for-money, plus it qualified for Annual Investment Allowance, so there was a tax benefit,” states George. “While mechanically nothing much has changed between the two, the difference in terms of comfort, ease-of-use and visibility is fantastic. And being new, the running and repair costs will be considerably less than with a used machine, and with TIER 4 there should be a fuel saving from having AdBlue.”

“The cab is superb; it's very spacious, quiet and the visibility is excellent. All the controls are well laid out and CEBIS is fantastic. One of the best features for me is the automatic shearbar adjustment and knife sharpening system, which makes it so simple to just check the blades and setting the shearbar every 12 to 16 hectares and will certainly help prolong blade life.”

“I also really like the new heavy duty pick-up. The bigger auger and the five-tine bar are so much better and the feed into the forager more positive. Things like the on-board additive system are good and when you have a blockage, the reverser is nice and smooth; the old one could be a bit abrupt! Daily maintenance is also so much easier due to the autolube and takes a fraction of the time, you can get everything done in about half an hour.”







Robert Campbell

## Insatiable appetite

Robert Campbell's initial impression when he had a ROLLANT 374 on demonstration in 2013, was that it was not too different to his old ROLLANT 255, but that quickly changed when he got it working in the field.

The Campbell's have been using ROLLANT balers for years, starting with a ROLLANT 44 and Robert states that the ROLLANT 255 was one of the best balers they have had. But that was until he had the ROLLANT 374 on demonstration, after which they went ahead and bought a new ROLLANT 374RC in March last year.

"The old ROLLANT 255 was a great baler, I loved it to bits," says Robert, who with his parents Margaret and William runs 300 ewes, 160 dairy cows plus a further 360 cattle on their farm near Galston in Ayrshire. "It never broke down and eventually did about 50,000 bales. We then made the decision

to change to another make, which was probably one of the worse things we have done; it was a big mistake."

"When we had the ROLLANT 374 on demo from GORDONS I was initially not sure that it was that different, but once in the field it was very impressive. I don't know what CLAAS have done, because the ROLLANT 374 does not look that different to the old 255, but its ability to take in grass is amazing. We can put a 30ft swath in front of it in first cut and still do 10mph. It has an insatiable appetite; you can just keep pushing it and pushing it."

By the end of last season, the ROLLANT 375 had made around 4000 bales, mainly from 2nd cut. This usually gives them more than enough bales to have some spare to sell off, plus the Campbell's also do some contract baling for neighbours.

"Having our own baler gives us flexibility and makes grass management far easier," explains Robert. "If grass is getting away from the cows we can just shut it off for baling, and I am quite happy to even go out and just do 10 bales."

"One of the best features on the baler has to be the drop floor. Having looked at others on the market it's certainly the best there is and I love the fact that if you are flying along and there is a lump, it will automatically just ease off to let the lump through. Having the buzzer means I can confidently push the baler to its limit and know it will let me know when to ease off. Typically I aim to produce about 50 bales an hour, but in the right conditions I have been as high as 69."

Also high on Robert's list of 'likes' is the fact that the ROLLANT uses a mechanical net feed system, rather than electronic sensors which, as he points out, can easily become obscured by dust and start applying different amounts of net.

Ideally Robert likes to produce a one tonne bale with a dry matter of 40%. After mowing with a DISCO 2700 CONTOUR, the crop is spread out ahead of raking-in using a LINER 680L.

## 2015 CLAAS Scholar



Congratulations to Hywel Phillips, who is the latest Harper Adams University student to be awarded a CLAAS Scholarship.

Hywel, who is from Haverfordwest and is in his second year studying for an MEng in Agricultural Engineering, receives as part of

his prize financial assistance toward his second and third year. He will also spend his placement year working with CLAAS, initially in the UK and then in Germany.

"I am absolutely thrilled to have been awarded the CLAAS Scholarship, as it is something I have been aware of for a

couple of years," said Hywel. "It is a very competitive process and the fact that I live with two other candidates made it even more difficult!"

"Having the chance to be part of a global company while at university is a rare thing, and hopefully this will lead to a future career with them. I really enjoyed the interview process as it allowed me to improve my presentation skills and really emphasise why I wish to become an agricultural engineer. I would like to thank everyone from CLAAS who was involved in selecting me – I look forward to working with them."

CLAAS has also offered a placement to finalist Alison Skea, after they were impressed by her performance in the selection process. After her initial training at Saxham, Alison will then spend six months at the CLAAS tractor factory in Le Mans, France before going on to work at Harsewinkel.





## An entire tractor life in four weeks

Two new test-benches costing 6.5 million euros have been installed at the CLAAS Testing and Validation Centre in Trangé, France, making it one of the most modern and capable facilities in the European agricultural machinery sector.

The new test-benches consist of a driveline test-bench for performance testing and optimisation of the entire drive system from the engine, transmission and hydraulics through to the software, and a 4-posts test-bench for assessing and improving the durability, reliability, comfort and design of CLAAS machines.



The new test-benches will enable CLAAS to carry out performance and reliability testing on both complete vehicles and vehicle parts with high precision and reproducibility. Working around the clock, seven days a week, the test-benches will help to reduce the time required for endurance testing and, in turn, also reduce product development costs. Naturally, field testing remains an essential part of the process and will still be carried out on our partner farms throughout the world.

### A trip around the world in a few hours

The new driveline test-bench allows testing up to a total power load of 2500 kW on tractors from the AXOS through to the XERION. The technology is also able to replicate conditions from around the world. "We carry out field testing on our customers' farms and record between 20 and 100 different values. Based on this data, we can reproduce these usage conditions on our new driveline test-bench as often as we want. We can record French, Ukrainian, North American, Australian and other countries' usage cycles and thus cater to worldwide requirements from our facility in Trangé," explains Frédéric Cavoleau, Head of the Testing and Validation Centre.

### Ten years of tractor life in just four weeks

The new 4-posts test-bench has four hydraulic rams which each provide a lift capacity of 25 tons, a maximum frequency of 25 Hz and a maximum height difference of 40 cm. The bench is extremely powerful and versatile because, alongside CLAAS tractors from the AXOS through to the XERION, the facility can also test CLAAS combine harvesters, forage harvesters and balers. This test-bench is able to subject the machines to a complete endurance test under heavy vibration - for example, to optimise the chassis and suspension. The new bench allows the testing of machines under vibration even though the engine and gear are not actually in operation. "We can simulate ten years of tractor life in just four weeks," explains Frédéric Cavoleau.

Both test-benches have been installed in a new 12m-high building and are mounted on air cushions on an earthquake-proof floor pad that resists impacts and vibrations, built using 950t of concrete and 60t of steel. At peak load, up to 2.9 megawatts are needed to operate the facility, but when it is in operation, the driveline test-bench also generates power which is reused directly on site.



# New ATOS

CLAAS has further expanded its tractor range with the addition of a complete new model – the ATOS. Following the launch of the ELIOS and ARION 400 last autumn, together with the existing AXOS and ARION 500 range, CLAAS now offer a total of 23 distinct 3- and 4-cylinder models, making this one of the largest ranges below 160hp on the market.

Six new ATOS models are available; three 3-cylinder 200 models with power outputs of 76, 88 and 97hp and 4-cylinder variants and three 4-cylinder 300 models with power outputs of 88, 102 and 109hp.

The ATOS features robust and simple technology, but with a wide range of options, making it very versatile. Its compact design and excellent manoeuvrability make it the ideal option for all kinds of farm work.

Under the bonnet, there's a Stage IIIB/Tier 4i-compliant Farmotion engine with a cubic capacity of 3.8 litres on 300series models and 2.9 litres on the 200 series. The engines feature a common rail injection system, turbocharger and charge air cooler and are fitted with a diesel oxidation catalytic converter (DOC), whilst a cooled exhaust gas recirculation (EGR) system ensures maximum efficiency.

The catalytic converter is integrated under the bonnet leaving clear all-round visibility. High torque values of up to 436 Nm mean that the ATOS is extremely responsive to drive. To satisfy the wide range of market requirements for the ATOS, three different transmission options are available.

The basic manual transmission provides 10 forward/10 reverse speeds, but for those wanting more sophistication there is the option of the 20/20 TWINSHIFT with two powershift speeds or the 30/30 TRISHIFT with three powershifts. All transmission variants are available with either a mechanical or the clutchless REVERSHIFT reverser.

PTO options include either 540; 540/540 ECO or 540/540 ECO/1000/1000 ECO. An automatic power take-off system and a separate groundspeed power take-off for powering trailers are also available optionally.

### SMART STOP

A new feature that will be particularly useful for jobs that require frequent stopping or starting, such as when using a loader or round baling, is SMART STOP. Available on tractors fitted with REVERSHIFT, when activated using a button on the dashboard, when the brake pedal is pressed, SMART STOP will automatically de-clutch the transmission, so that stopping and starting is carried out just using the brake pedal.



Video



Weblink







The ATOS is equipped with a comfortable four-pillar cab, which provides excellent all-round visibility of the working area. Furthermore, all of the functions are clearly arranged within the cab. The doors open over a wide range, making it easy to enter and exit the cab. Thanks to the glass roof hatch, the driver always has a good view over the front loader, ensuring they can work safely and accurately at all times.



If required, the ATOS can be fitted ex-factory with a fully integrated 1.9t capacity front linkage, which is controlled using either the mechanical PROPILOT control system or the hydraulic FLEXPILLOT control system. The rear linkage can also be controlled mechanically or electronically as an option. The ATOS 300 has a maximum lift capacity of 4.8 t at the rear, while the ATOS 200 can lift up to 3.6 t.

The standard hydraulic pump has an output of 55 l/min, but ECO models have an increased hydraulic output of 60 l/min at a reduced engine speed of 1600 rpm – thus lowering fuel consumption. A total of four spool valves are available.

The ATOS is available in both two- and four-wheel drive across all models and the maximum tyre size for the ATOS 200 is 34" rising to 38" for ATOS 300 models.

## AXION 800 range expands

Two new models have been added to the award winning AXION 800 range for 2015, in addition to extra functions and equipment options across the range.

The two new additions to the range, the AXION 800 and the AXION 820, have maximum power outputs of 205hp and 225hp respectively. This means that CLAAS now offer a total of six AXION 800 range models ranging from 205 to 264hp, optionally available with the HEXASHIFT power shift transmission or continuously variable CMATIC variant and with the two operation concepts of CIS and/or CEBIS.

As with other models in the range, the new AXION 800 and 820 are powered by an FPT TIER 4f engine, which is one of the most fuel efficient engines on the market.

### New CIS colour display

CIS versions of these new AXION models are also the first to feature the new colour A-pillar display, which shows all of the HEXASHIFT transmission functions at a glance and combines and improves on the capabilities of the two black-and-white displays in a single 7-inch display. With a new user interface as well as additional indicators and adjustment options for the transmission, ELECTROPILOT and F-keys, the colour CIS display is very similar to that used in CEBIS. CIS with new colour A-pillar display is available as an option for all models in

the AXION 800 model series as well as the ARION 600, 500 and 400 with power shift transmission.

### New additional options

Other new options now available for the AXION 800 and ARION 600/500 ranges include energy-saving LED work lamps as an alternative to the xenon work lamps. Thanks to their LED technology, these are particularly long-lasting and also relieve the load on the tractor's alternator and battery due to their reduced power consumption. New outside mirrors have also been introduced, which can be equipped with a second wide-angle rearview mirror on both sides.





# Nifty loader

With its combination of a high lift capacity, ease of use and compact size, the CLAAS SCORPION 6030 is the ideal telescopic handler for use around yards and for livestock work, states Gavin Hayes.

Like many telescopic handlers on livestock farms, over the six months that Gavin has had the SCORPION it has hardly stood still, clocking up over 90 hours a month. In the future it will only be busier, so reliability and good dealer support are essential.

Currently Gavin runs a closed 120 cow dairy herd at his farm in Upper Ballinderry near Lisburn, from which the bull calves and any heifers not needed for replacement are kept as beef animals and taken through to finishing. The farm also has a 13,000 free range hen enterprise, from which eggs go to Skea Eggs who supply all the main supermarkets in Northern Ireland.

The dairy herd is housed all year round, so one of the main jobs for the SCORPION is to load the TMR mixer twice a day with the six tonnes of feed the cows get through, which is based on grass and whole crop silage, plus meal which is all mixed on the farm.

However, as of this year that will all change because after a couple of year's delay, construction is about to start on a 500kw AD plant that will run on a combination of slurry and 30 tonnes a day of grass silage and whole crop.

"The aim is that we will scale back the cows slightly once the AD plant is up and running, and that we grow around 200 hectares of grass silage and 40 hectares of whole crop, which should be enough for both enterprises," explains Gavin.

The two-year delay in constructing the AD plant has meant that while the silage pits have been built, Gavin has had to sell off the 6000 tonnes of silage made each year. However, with up to



Video

Weblink

Gavin Hayes

1000 tonnes of silage being sold off every a week, loading this proved too much for his old handler which struggled to cope.

"My old machine was getting a bit long in the tooth and needed replacing. I went online and had a good look at all the main brands and the one thing that appealed to me about the SCORPION was that all the videos included it working in AD plants. Having run both Renault and CLAAS tractors, I knew that the support would be good, and when I spoke to **ERWINS**, they were obviously keen to do a deal, and when you compared like with like, the SCORPION was very competitive. You get a lot for your money."

"The SCORPION 6030 is a great machine and its compact size makes it very manoeuvrable for getting around the yard and in and out of buildings. Being able to operate all the main functions just using the one joystick makes it very easy to use. It is mainly used with a big 1¼ tonne grab, which is probably a bit big for it, but it handles this quite happily and is very stable. Overall its ideal for what we want it to do."

"We leave all the servicing to **ERWINS**, so that they know everything there is to know about the SCORPION when it comes to resale, which hopefully should count for something. Once the AD plant becomes fully operational, I suspect that we will find that the SCORPION 6030 will be at its limit, so I may need to look at replacing it with a slightly bigger model, but I have no regrets about buying it as it has been great for what we want it to do," concludes Gavin.





## 2015 – A Farmers' Budget?

**The Budget is always met with mixed reaction. An overview from CLAAS FINANCE pinpoints what the 2015 Budget means to UK Farming.**

In the run up to Budget 2015 most commentators were predicting that there would be very little by way of new announcements, and that it would be very much a "holding action", pending more fundamental announcements after the election.

On some levels this was true. There was relatively little in the headline figures of tax rates and allowances which had not been either announced in the Autumn Statement or leaked in the few days beforehand. However, the Chancellor undoubtedly managed to pull some big rabbits out of his hat – or at least the promise of emerging rabbits over the life of the next parliament.

### **FARMERS' AVERAGING**

First and foremost was the very welcome announcement that, in response to lobbying by the NFU and others, the special rules for farmers averaging would be reviewed, to extend the period over which self-employed farmers can average their profits for income tax purposes, from 2 years to 5. It is a long time since a government has brought in special legislation for farmers, and it is a welcome move, particular in this era of price volatility. There will be a consultation later in 2015 on the detail of the new relief, and it should be remembered that it still only applies to individuals and members of partnerships (ie not farming companies). The measure will come into effect from 6 April 2016 and be legislated for in a future Finance Bill.

### **PENSIONS**

The second big announcement had been fairly well flagged. Pension reform has been a recurring theme of the last few years and this Budget extended it further. The good news for some is that the government believes people who have already bought an annuity should be able to enjoy the same flexibilities as those retiring from April 2015. The government will therefore change the tax rules in a future Finance Bill to take effect from April 2016, so as to allow people who are already receiving income from an annuity to sell that income to a third party. The lump sum will then be taxable as drawn, rather like a drawdown annuity. There will be a consultation over the next twelve months on how this will be achieved, and how a market in such buy-back annuities might be developed.

The less welcome news is that there will be a further restriction in the lifetime pension allowance which will now be reduced to £1 million from £1.25 million. In future this limit will be index linked and, as previously, fixed and individual protection regimes will be introduced alongside the reduction which will take place from April 2016. This will affect an increasingly large number of businesses, particularly those who may have purchased farmland within a pension fund some years ago, and who may now find that the recent increases in land values will mean that their fund is now approaching this reduced limit.

This probably concludes the current range of pension reforms (at least for the time being). A pension is still an incredibly valuable and flexible tax planning tool – both in terms of using tax relieved money to buy capital assets which can be used in the family business. It can provide a mechanism by which the older generation can build up a fund to enable them to live their later years without necessarily being wholly dependent on the farm. More morbidly, a pension is also now a very tax effective form of life insurance.

### **CAPITAL ALLOWANCES**

Very little was announced on the subject of capital allowances beyond some minor anti avoidance provisions. The good news was that the Chancellor alluded to the current Annual Investment Allowance of £500,000 in his speech, and whilst he gave no indication that it would continue beyond December at its current generous level, he did indicate that he felt the fall-back position of £25,000 was too low (and presumably will be revised upwards at the next Budget or Autumn statement). Those who have limited faith in politicians promises might like to consider making their planned capital expenditure sooner rather than later.

### **NATIONAL INSURANCE**

The Chancellor announced his intention to abolish Class 2 NICs in the next Parliament. Given that these are a tiny and irritating monthly payment for no visible benefit, it is to be welcomed.

### **INHERITANCE TAX**

No major changes, but a threat to the "Deed of variation" much loved by tax planners and under threat for at least the last thirty years. A consultation is planned over the next year – in anticipation of a negative outcome, individuals should reconsider their Wills, since the traditional fallback of "we can always do a deed of variation" might no longer apply.

### **THE STING IN THE TAIL**

Probably the biggest surprise was the promise that the government will abolish the annual tax return, replacing it with digital tax accounts. Preliminary notes suggest that these will import details of income from PAYE and pension providers, payers of interest and dividends, and then calculate tax liabilities which can be settled on a regular basis. It is not entirely clear how this will interact with partnership profit shares (which often cannot be determined until some time after the year end) or indeed self employed accounts generally. HMRC's view that accounts software will be able to interact with the digital tax account on a real-time basis seems an interesting proposition, especially considering the number of businesses which still function perfectly adequately from a large red cashbook or excel spreadsheet.

Having seen the teething problems which DEFRA have experienced in dealing with 130,000 BPS registrations, the proposal to bring several million self-employed taxpayers into a broadly similar system seems likely to prove challenging.



## Dealer news

CLAAS UK is currently undertaking a programme to expand and upgrade its dealer network across the UK and Ireland. As part of this programme, a number of dealers have recently, or are in the process of, redeveloping or opening new branches. This will help ensure that they can provide their expanding customer base with the highest levels of Service and After Sales support.



In Oxfordshire, **OLIVERS** are on the move from their branch in Bicester to new, larger premises at Tingewick near Buckingham, which will provide them with far more space to display and service machinery.



At Brigg in Lincolnshire, after many years at the Station Road site, **MARSH** has recently moved to new state-of-the-art premises on the edge of town.



Another dealership relocating is **MILL ENGINEERS**, who later this year will be moving from their current site near Bibury to new premises adjacent to Cirencester Cattle Market alongside the A419.



**MARSH** has also completely redeveloped their branch at Markham Moor in Nottinghamshire. Here, most of the old building has been demolished and replaced with a new building that is virtually finished.



In Ireland, to provide improved sales and service support for their customers, **LEINSTER FARM MACHINES** has opened a second branch at Granard in Co. Longford.



The Used Machinery Centre at Saxham is now fully operational and provides state-of-the-art facilities in which to store and display used machinery to the highest standards.



# Farm Manager of the Year 2014

The winner of this year's Farmers Weekly 'Farm Manager of the Year' award, sponsored by CLAAS UK, is Dave Green. A reduction in risk has been a key element of the changes he has brought about at A J Duncan, near Turriff in the north east of Scotland.

When Dave arrived at Grampian Country Pork as arable manager at the farm, there were 640ha of cereals, six employees under his instruction, and the company ran a herd of 2000 sows. By 2008, after a restructure in the business Dave was appointed farm manager of A J Duncan, the farm had grown to 3,600ha, and around 65,000 finishing pigs were being contract reared annually and employed 18 people.

However, in 2009 major changes within Grampian Country Foods, to whom they were major supplier, prompted Dave to start looking at options for de-risking the business and reducing this reliance.

As a result, the whole pig operation was closed down and having looked at options that would allow the business to utilise the investment that had been made in buildings, the decision was made to invest £12 million in the development of an egg production enterprise, currently numbering 400,000 birds. In addition to rearing all their own birds from a day-old, the enterprise also utilises 70% of the cereals grown on the farm, so reducing risk from volatile and limited outside grain markets, which in turn ensures feed quality consistency and above average egg production.

Alongside all of this change, having initially built three wind turbines on the farm, recognising the opportunities that this experience provided, Dave has also been central to the development of Muirden Energy, which now develops wind turbines throughout Scotland and has 27 turbines in operation, with a further seven currently being built and 21 in the pipeline. Between the arable, egg and renewable enterprises, total staff is now 65 with additional people brought in at peak times.

"I don't think I really realised quite how prestigious the awards are until I won," says Dave. "It's a once-in-a-lifetime event and the opportunities that arrive as a result are amazing; I have had some very interesting phone calls."

"A lot of credit has to go to my boss Fred Duncan who has been amazing. He allows me to treat the business as my own, but he is always there as a mentor and has been a great supporter. It's he who has given me the confidence to look at new opportunities and how to develop the business."

Dave is the first to admit that he likes to be in control and the detail that he brings to his management is impressive. "Nothing just happens; you have to make it happen and the key is information, as without information you don't have control. I do try and cover all angles, I don't like surprises. But a big part of management is trust and giving people



accountability and responsibility, but also recognising people have a worth and that as a team they have shared responsibility."

"So the award is also great recognition for the team and for the business as a whole, because we are all in it together and if the business succeeds, then we all succeed."

For Dave, one of the most important aspects of winning the award has been the opportunity it has provided to step back and just look at the business as a whole and question why certain actions have been taken.

"The judging process is intense; you have to give it everything. But it gave me an opportunity to put structure into my approach to the business and question the method in which I have done things. One of the best questions I was asked was 'what has been your best decision', which made me reflect on the things I have done and made me aware of the routine actions you do subconsciously, which do make a difference. I definitely got a 'buzz' from it, but that's behind me – we now just have to keep the momentum going!"

To enter or nominate someone for this year's awards, please visit the award's website at [www.farmersweeklyawards.co.uk](http://www.farmersweeklyawards.co.uk)



# Focus on career opportunities



Young people are the future and as a family owned company, CLAAS has a strong ethos of bringing young people into the company and mentoring, training and supporting them in order to realise their potential.

If you look at CLAAS UK today, there are people who have joined CLAAS at the start of their working careers and been given the opportunity and support to advance through the company, including current CEO Trevor Tyrrell.

CLAAS was one of the first to recognise that if the skills shortage of high quality service technicians was to be overcome, then it was essential to bring young people into the business and to provide them with the highest level of training. The success of the CLAAS Apprenticeship scheme, the

development of the Academy at Saxham and the support for the LTA (Landbased Technician Accreditation) scheme are central to this and have been key to providing dealerships with the skilled service personnel they will need for the future.

CLAAS has also enjoyed a long relationship with Harper Adams University (HAU) in Shropshire and more recently other agricultural education establishments around the UK, taking in placement students and also accepting graduates into the CLAAS Graduate Management scheme. The high regard for HAU within the CLAAS Group, is also evident in the fact that it is one of the few educational establishments in Europe, to which Helmut Claas awards a personal scholarship to a student each year.

## “No two jobs the same”

### Profile: Ed Chilton

- > 2007 Graduated from CLAAS Apprenticeship scheme
- > 2008 Qualified as Master Mechanic (LTA 3)
- > 2012 Qualified as Master Technician (LTA 4)
- > 2013 Appointed Service Foreman at SEWARD, Sinderby

“Initially after school I did a business studies course, but a friend joined an apprenticeship course at another dealer and I liked the idea of doing it, so after six months I left the course and applied to SEWARD for a work placement.”

“The opportunity to do the apprenticeship was brilliant and it gave me the theoretical knowledge that you need to be able to do the job properly. For me the enjoyment of the job is the fact that no two jobs are the same and every day is different.”

“Also it is very satisfying to know that customer’s trust you to work on their machines and the appreciation you receive from them when you have done a good job.”

As Service Foreman at Sinderby, Ed now oversees a team of six service vans, two apprentices and one student. In addition, as part of his ongoing training with CLAAS, he has now also started a management training course.

“The management training adds a different skillset and dimension to the job, but it’s ideal at the moment as I am still able to be involved in the workshop.”







## “A real BUZZ”

### Profile: Matt Scott

- > 2010 Joined CLAAS Apprenticeship scheme working for MILL ENGINEERS
- > 2014 Graduated from Reaseheath College

“The teachers at Reaseheath were really good and the best bit was the fundamental knowledge that you gain, which you can then bring back to your work at the end of each block and apply what you have learnt,” says Matt.

“You do become a close knit group and good friends. It was good to be able to experience it together, but also do other things such as going out bowling. For me, the most interesting thing I have learnt is electronics. Obviously it is an important part of the job but electrical faults are often a challenge and it is very satisfying when you work it out.”

“I have two highlights. The biggest was travelling to the factory at Harsewinkel in Germany in my last year and seeing everything that goes on there. It was intense and a great eye-opener but very interesting. The second has to be graduation and the opportunity to meet everyone at Saxham.”

“Looking to the future, firstly I want to take the opportunity to travel and work with CLAAS in New Zealand, which I plan to do next October/November. After that, I will certainly look at becoming a Master Mechanic, specialising in combines, and hopefully then go on to Master Technician.”

“The bit I really enjoy about the job is when someone is stuck with a problem and you go out, sort it and get them going again and they really appreciate you for that. I get a real ‘buzz’ from that.”



## “Fantastic training”

### Profile: Colin Arnold

- > BSc Marketing & Management, Harper Adams University
- > One-year placement with CLAAS UK
- > 2009 Joined CLAAS UK Graduate Training scheme
- > 2010 Tractor product specialist training Harsewinkel and Le Mans
- > 2012 Appointed Territory Sales Manager



As part of his studies for a BSc in Marketing and Management at Harper Adams University, for his one-year industry placement, Colin worked with CLAAS UK.

“Over the 14 months I was at Saxham, after three months in the training school, I was then moved to Marketing and was then demonstrating foragers, combines and tractors.”

At the end of his placement year, Colin was offered a contract for the CLAAS Graduate Training scheme, conditional on his getting a 2:1. He joined CLAAS UK in 2009 after travelling and working for a CLAAS dealer in New Zealand.

“The training you get in all aspects of the business is fantastic as you get to work in all the main departments at Saxham. In July 2010, I then spent ten weeks at Harsewinkel, before then spending a further six weeks in France to get more specialist training at the tractor plant, so that I could eventually become a product specialist working within the tractor division.”

“The opportunity then arose for a challenging new role working in the field as a Territory Sales Manager, covering the West Midlands and north Wales, which means that I now cover all products and am also responsible for the day-to-day contact with both dealers and customers.”



# All Powerful

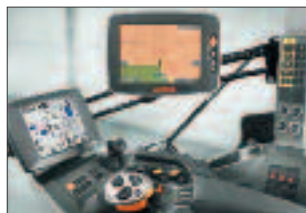


## AXION 800



### POWER

With up to 264 horsepower available at all times, the AXION 800 offers superior performance.



### INTELLIGENCE

CMOTION multifunction lever gives complete control at the touch of a button, making your job easier with either CMATIC CVT or HEXASHIFT – semi powershift transmission.



### ACCURACY

GPS PILOT steering offers a choice of accuracy options tailored to your requirements.



### COMFORT

Massive 4 pillar cab complete with 4 point suspension provides superb all round vision and comfort.

Take control today. Call your local dealer today or contact the CLAAS Hotline on 01284 777666.

[claas.co.uk/products/tractors/axion850-810](http://claas.co.uk/products/tractors/axion850-810)

**CLAAS**

