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Nick Wiltshire

# Fencing efficiency

**Investing in a new AXOS 3.95 with an FL80 loader marks a major step up in both power and size of tractor as fencing contractor Nick Wiltshire looks to take his business to the next level.**

Until now, Nick has relied on a 40hp compact tractor which, he says, was fine but the business had got to a stage where it was just too small for his needs. "For fencing work I don't need screens or electronics, so the AXOS is ideal for what I want. Mechanically it's a simple, straightforward tractor, but it has a comfortable cab with air conditioning and Bluetooth, plus being able to lock the doors open is fantastic, as when fencing you are always in and out of the tractor."

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"Looking at what is available, not many manufacturers offer a tractor like the AXOS. I have always been interested in tractors and had my heart set on one day owning a CLAAS, plus I knew from farming friends that CLAAS EASTERN has a fantastic reputation for their service support."

"I am only a small fencing contractor, but they have been absolutely fantastic to deal with. William (Clark) and especially their finance manager Bob Taylor could not have been more friendly and helpful. With a lot of finance companies all they want is to sell you a standard finance plan, but Bob made the effort to come out and meet me, learn about the business and what I wanted and then build a finance offer around that."

## THE FULL PACKAGE

"Yes, I could have bought a used tractor, but it's not just a tractor that I have invested in, but the whole package. A good product, with a 5-year warranty – no one else does that, tailored finance and a service package so as to fix my costs, plus a great team of people at the dealership."

In order to make full use of the 92hp AXOS, Nick has invested in a complete range of machinery to go with it. Also new is a Bushpig netting unit to go on the front of the tractor, suitable for 2.0m high netting, which has hydraulic side shift, tilt, clamp and tensioning. In addition, he has bought a 2.1m side flail mower and small hedgecutter.

"The Bushpig is a new venture. I am doing an increasing amount of grant work against hedges and deer fencing around new woodland, as well as quoting for fencing to go around solar panels and dog fields. Previously I just used chains for tensioning, but having the 2.0m netter unit makes tensioning far easier and quicker."

"Having the loader on the AXOS saves a lot of man handling and time. A full pallet of rails is nearly 2 tonnes and a pack of round posts 1 tonne so it takes far less time to lay out a job plus its important to look after your body."

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