



Sam Mouland

In March 2020, the Mouland family were on the hunt for a new tractor. After demoing the CLAAS ARION 650 CIS+ there was no looking back.

"We were in the market for a new tractor alongside our 2 McCormicks. A friend of ours had a CLAAS, and we were impressed with how hard it worked. So when it came to it, we thought we'd give it a try. At the time, we demoed a Fendt, a Valtra and the CLAAS. The Fendt was around the same price as the CLAAS, as the dealer was keen to get a machine in with us. However the service charge was going to be nearly £1 per hour more expensive."

"With the McCormick's, we were only getting 2000hr warranty. For our next tractor, we wanted 5 years/5000hr warranty and a service contract all tied in so that we knew what our costs were going to be upfront. HAMBLYS were the only dealership to put their neck on the line and say 'As soon as you buy the tractor, we'll make sure you have the back up for the 5 years.' With that, we could calculate exactly how much we would be paying over those 5 years, bar the odd £100 excess with a warranty claim, and any tyre wear."

So the first CLAAS ARION 630 CIS+ rolled into the yard near Chard, Somerset, ready to get to work. With the loader, it was kept busy during the summer loading straw bales and in the winter it was used heavily on feeding cattle.

'That first 630 did 4000 hours & never missed a days work.'

It wasn't long before they changed out one of the McCormick's and an ARION 650 CIS+ joined the growing fleet.

"We went with the CIS+ because it had the right amount of technology that suited our farming needs, such as the electric spools & such, without going overboard. The 650 tends to be out mowing, ploughing, doing general ground work. We're not using GPS yet as we're not quite at that point but I see it potentially happening in the next few years. We're starting to do some of our own drilling, and with the price of fertilizer, it'll be something we'll be looking at factoring into our next tractor."

In July 2023, they swapped the 2020 ARION 630 for the same again, the only difference this time being the fact it was a CEBIS model.

"They're a great all-round tractor. Very easy to drive, nothing complicated. Any one of us on the farm can hop in to either of the ARIONS and do what needs to be done. In regards to comfort, there's no comparison. In previous tractors, you could be out all day with a silage trailer and by the time you got home your bones would be absolutely rattled. With the CLAAS, it's like cruising around in a sofa, it's second to none. We have no complaints with the tractors at all. Either of our ARIONS, whether it be the 630 or the 650, will do any of the jobs on the farm. It doesn't matter what they have to do because we know that they can do everything."

Other than their CLAAS DOMINATOR combines and a single rotor rake, the Mouland's hadn't had too much to do with CLAAS machinery. The ARION had been their first machinery purchase from HAMBLYS.

"CLAAS is lucky to have a dealer like HAMBLYS between them and the farmer. It doesn't matter who you pick up the phone to, they know what they're talking about."

Sam recounted a time where they had an issue during a busy silage season.

"I was out mowing first cut with the 650 around 7pm one evening, and unfortunately it blew the radiator pipe. I rang up Dan Olive, who was the engineer on-call at the Honiton depot that day, and explained what had gone wrong. I was hoping he'd be able to come and mend it first thing the next morning as we were under pressure, but without saying a thing he turned up in the yard and we were back out in the field by 9pm the same night. That sort of service alone is worth a lot of money, you can't ask for any more than that."

"We can't fault HAMBLYS, we genuinely haven't got a bad word to say about them. It doesn't matter which mechanic comes out, they're all brilliant. All the staff represent the business well, from the engineers, to our Field Sales Manager Mark Hoare, to the admin team at the other end of the phone. We have such a good relationship with them that we know our local team by a first name basis, and that stands to them."

'When it comes to buying our next tractor, we don't see the sense in looking anywhere else. With CLAAS we've got everything we wanted, but even more so with HAMBLYS.'

