

Time saving transparency



Scott Paterson



As a small contractor, having CLAAS connect on his new ARION 630 CIS means that Scott Paterson can spend more time in the tractor and less time in the office.

“Having CLAAS connect on the tractor definitely saves me office time. Having all the job information automatically transferred to my computer or phone, makes invoicing far easier and also enables me to be completely transparent as to the time spent and the amount of fuel used on a job,” explains Scott, who set up his contracting business, Paterson Agri Services, 10 years ago aged just 19. “It’s invaluable for when smaller customers ask me at the end of a job how much they owe me, as I can provide them with an immediate accurate cost there and then. What’s also great, is if I have a problem with the tractor, it’s automatically flagged up with GORDONS so they can get me sorted as quickly as possible.”

NO JOB TOO SMALL

Based near Cumnock, Scott says that as a small contractor running just a couple of tractors, he specialises in the jobs that larger contractors typically are not interested in doing. Using an old CLAAS MARKANT 51 conventional baler bought for £1,000, he annually bales around 2,000 conventional bales, but also transports around 5,000 conventional and bought-in round bales, mainly supplying smaller sheep farmers and horse owners around South West Scotland. Having previously run a number of used tractors, Scott made the step up to buying his first new tractor last Autumn, following a CMATIC Experience day at the CLAAS Customer Experience Centre at Saxham arranged by GORDONS.

“I have always dealt with GORDONS as they have been very good to me. When I first started contracting aged 19, they were about the only dealership that took me seriously and Alistair Muir kept in touch, so it’s good that I have been able to repay that trust.

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My previous experience of a CLAAS ARION was with a ‘58 plate tractor, so the day really opened my eyes to how different the current tractors are and how CLAAS connect can help me.”

As his main tractor, in addition to baling other jobs for the 165hp ARION 630 include mowing, using a DISCO 320 mower, and topping. The tractor is also fitted with an FL120 loader, so is responsible for all handling work, and is ideal when delivering bales to smaller customers that may not have the ability to quickly offload bales, so Scott can be totally self-contained.

ARION: A SUPERIOR TRACTOR

“The day at CLAAS really showed how superior the ARION is compared to what I had previously used,” says Scott. “The cab suspension means it’s really comfortable, but the combination of the front axle and loader suspension makes it really smooth when handling bales in rough fields and the visibility even when the loader is lowered is excellent.

“The ARION was also the only tractor I looked at that had a 4-speed PTO with 1,000 ECO which, in combination with being able to run the mower at 850rpm in lighter crops, helps save fuel.

“The day at Saxham and their explaining how CLAAS connect can help my business and save me time, plus the high level of support I have always had from GORDONS, were definitely the main reasons why I bought the ARION 630, and why something smaller like an ARION 400 could be ideal for when I look to replace my other tractor.”