

GOOD SERVICE SELLS

Fermanagh in the north of Ireland is renowned for its intensive dairy industry, with top quality grass resulting in high milk yields.



Kyle Beacom (left) with Adrian Wilson (ASHFIELD & WILSON), John Beacom and Ian Beacom.



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John Beacom runs a substantial dairy enterprise in partnership with his brother Will milking over 1,000 cows, spread across three farms in Fermanagh and one in the south of Scotland, totalling almost 485ha all of which is in grass. “Milk production is our business, it’s what we do, and one of the most important aspects here is grass quality in order to produce quality milk and keep yields up,” comments John.

To cover such a large area of land requires a small army of machinery and looking around the farmyard one brand is definitely predominant - CLAAS. “We were first introduced to CLAAS back in 2003 when we purchased a LINER 880. This machine was a big step forward as it allowed us to make 30ft swaths to cover the ground faster.”

To compliment the larger swaths the trailed forager was replaced with a self-propelled machine in 2004. However, in 2011 this was destroyed in a fire, which proved a turning point for John who was in Scotland overseeing the silage harvesting, which was being carried out by a local contractor. “The grass was exceptionally heavy, and he had just purchased a new JAGUAR 870 off RICKERBY. I was so impressed with its performance devouring 30ft swaths.”

John returned home and went straight to his local dealer ERWIN where he purchased a used JAGUAR 870. “This was a milestone for us, the JAGUAR was a far superior machine than our previous forager, the performance was outstanding, and we have never looked back.”

The following year the JAGUAR 870 was traded for a new 890. “After some careful consideration we decided to go for a slightly more powerful machine which comfortably covers 6ha/hour, saving us time which is vital due to weather pressures and commitments elsewhere on the farm.”

To compliment the new JAGUAR, in 2012 a LINER 3100 was purchased off local dealer ASHFIELD & WILSON, followed the next season by DISCO 9100 C rear mowers and a DISCO 3100 FC Actifloat front mower.

“For me the butterfly mowers have to be one of the best machines we’ve ever bought. Its performance and how well it cuts cleanly to the ground is very impressive, coupled with the fact that it can be taken on or off the tractor in under 5 minutes made it a step in the right direction for us.” John also found using a larger mowing combination helped considerably in fuel saving. “We can now cut 40 ha of heavy first cut grass using only 190 litres of diesel, which helps reduce costs.”

To further improve the silage quality, a VOLTO 800 tedder was added to the fleet in 2015. “This allows us to improve the quality of our silage by raising dry matter content and removes the weather risk to a certain extent. When you are harvesting over 600 ha of silage a year it’s vital that it’s made right. Bad silage is the most expensive thing we can have on the farm.”

The most recent arrival is a SCORPION 7055 purchased in 2016 from ASHFIELD & WILSON. “We took a demo of the 136hp SCORPION 6030 and were very impressed with its 6.0 metre reach and 3.0 ton lift capacity. But after talking to Adrian Wilson we opted for the larger 156hp SCORPION 7055 for that bit more power, performance and stability.”

“I cannot fault CLAAS or their dealers whatsoever, ERWIN who look after the forager are top notch and the same goes for ASHFIELD & WILSON who look after the rest of our machines. Service is what sells machines and I can confidently say that I am a loyal CLAAS customer.”