



CLIMMAR, our international roof-organisation of the national association for the dealers and reparateurs of outdoor equipment – it means agricultural, garden or municipal machinery – decided in March 2014 to publish regularly a summary of the branch-relevant items that happened nationally and in the EC-Community.

So this is the second try, coming from Germany: our national association LandBauTechnik-Bundesverband (LBT) created it from the input most CLIMMAR-members sent in time.

## European items

Erik Hogervorst, President from the Netherland´s Association FEDECOM, sent us this information regarding a very important EC-regulation due to new rules for agricultural tractors and machinery: Manufacturers have to give full information to brand independent repair companies and also manufacturers for universal parts. This undermines the position of the brand dealers and it is something to be good aware about. This becomes effective from 1-1-2016.

The new directive is named REGULATION (EU) No 167/2013, it has the link: <http://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=OJ:L:2013:060:0001:0051:EN:PDF>.

- (20) It is important that manufacturers supply relevant information to vehicle owners in order to prevent misuse of safety devices.
- (21) In order to allow manufacturers of components or separate technical units to apply for EU type-approval for components or separate technical units or for authorisation for parts or equipment, it is also important for these manufacturers to have access to certain information that is available only from the vehicle manufacturer, such as the technical information, including drawings, required for the development of parts for the aftermarket.
- (22) Non-discriminatory access to vehicle repair information, via a standardised format which can be used to retrieve the technical information, and effective competition on the market for vehicle repair and maintenance information services are necessary to improve the functioning of the internal market, particularly as regards the free movement of goods, the freedom of establishment and the freedom to provide services. A great proportion of such information is related to on-board diagnostic systems and their interaction with other vehicle systems. It is appropriate to lay down technical specifications that the websites of the manufacturers should follow, along with targeted measures to ensure reasonable access for small and medium-sized enterprises.
- (23) Vehicle manufacturers should also be permitted to fulfil their obligations to grant access to repair and maintenance information on the communication protocols between tractors and towed or mounted equipment, as defined in ISO 11783, by providing on the manufacturer´s website a link to a website set up jointly by several manufacturers or a consortium of manufacturers.

See also the article on the CEMA website. <http://www.cema-agri.org/news/tractor-safety-danger-new-eu-regulation>.

## National items

### A - Austria (ARGE Landtechnik):

Traktor-Immatriculations stay on a high level, between Jan and March it was 1.363 units. Marketdevelopment for 2014 is positive.

### B – Belgium (Fedagrim):

In May Fedagrim organised three informational meetings for concessionaries (members and non-members), on "creditors' rights when victims of late payments". The management and recovery of debt is, indeed, a sensitive question for Belgian companies, and a good number of them are unaware of the measures to take in order to stay safe from poor payers.

### CH – Switzerland (SMU)

The annual congress "Treffpunkt Landtechnik Schweiz" in Olten had the subline „Machinery-Business in development - What are the solutions for the future?" About 180 members took part. Special





guests were Hans-Peter Fricke (CEO Fricke-Group including Granit) and Ulf Kopplin (CEO DOKO Agrartechnologien and President of the German Association LBT). Both reported about their experiences in the branch, but gave a positive view: The growing number of world´s inhabitants makes our branch one of the most important ones in the current century.

SMU is very busy in teaching and persuading the dealers to calculate and increase the individual invoice-tariffs.

## D – Germany (LBT)

New record in qualification: 3.2% more apprentices in 2013 the year before, in summa about 8,000.

Branch-Conjuncture is growing, too: Turnover +4.3% in quarter I/2014 compared with winter/spring 2013. New Equipment (+1.4%) is growing less than second hand (+8.9%), workshop (+6.8) and spareparts (+6.6) in between; costs are increasing, but less: +4.8 for personal and +3.2% for the rest. The expectations are indifferent: Exactly one third expects growing, decreasing and the same turnover than last year.

The new DSI-Survey came out during the first days of May: 750 tractor-dealers (with exclusive contract) got it with an individual identity-number by mail; Two weeks later 180 were answered and back, all together LBT expects 300 (40%) until end of May.

LBT is busy in preparing the next congresses: "Tag der LandBauTechnik" on 22/23rd September with Kuhn in Saverne (F) – all dealers are invited, but it is in German – and 8/9<sup>th</sup> January in Würzburg (with partner country Poland), here are all dealers and partners from the industry invited, it will be translated simultaneously into E, F and PL.

## DK – Denmark (DM)

We have got new service we are offering all our member companies: **Falck Healthcares**

It is a consultancy for owners involves Advisory centre (all calls regarding psychological counseling and assistance are received 24 hours a day. The advisory centre can be contacted 24 hours a day for assistance requiring advice or help), Multidisciplinary team (offers psychological counseling and assistance the whole year in relation to the problems, which may influence the work negatively), Consultation (this subscription provides access to Falck Healthcares national teams of specialists), Emergency telephone counseling by a psychologist, acute assistance (depending on the event, help may be provided within two hours by a duty officer at the place). Coverage and examples of coverage:

- Serious private related events can be: accidents, deaths and serious disease.
- Private related well-being problems can be: psychological problems, depression and anxiety.
- Serious work related events can be: accidents at work, including traffic accidents and robbery.
- Work related well-being problems can be: stress, bullying and redundancies.

This offer costs 4 euro per year. Afterwards there is paid according to consumption.

## F – France (SEDIMA)

"Convention nationale des Agroéquipements" was held in April in Biarritz, organised by SEDIMA (dealers) and AXEMA (manufacturers) every two years. The title this year: how to enhance the new technologies? More than 400 persons attended this event. As it is only in French, we invited the French speaking countries, and the Belgian colleagues were welcomed for the whole convention.

A lot of speakers, round tables, interventions, among them we have to focus on the one of Xavier Beulin, President of the FNSEA, French organisation of farmers, and also on innovation the one of Luc Ferry, philosopher and former minister of Education in France. All the details will be presented in the next "Sedimag", our newspaper.





During that event 3 groups of students presented films promoting our jobs. The selection has been made before by a jury among 15 teams. The best one received the price called "Jobs trophy 2014".

### **GB – United Kingdom (BAGMA)**

@BAGMA\_official is our new Tweeting Address.

BAGMA are involved in changes to our apprenticeships schemes in the UK driven by government changes that are supposed to put the employers in charge of what training they want for their staff. This also means funding will be channelled through the employers using the tax system. This could be a disaster but we are working on it for changes in 2016/2017.

BAGMA are now training staff in most of the UK tractor suppliers on Lifting Equipment regulations, Installation and handover of products to end users and European F-gas regulations and certification. John Deere, Claas, JCB, AGCO and CNH.

We will be sending out our BAGMA Bulletin Magazine by email to the CLIMMAR Group starting with this month's latest edition. The magazine goes out every two months.

BAGMA are working with industry to introduce a parts apprenticeship – this is to help companies recruit better staff to work in parts and after sales departments where dealers are making most of their profits.

BAGMA are organising regional conferences for members and non-members to show what BAGMA has to offer, to deal with industry issues and to discuss the future of dealerships. See BAGMA Magazine for an article on The Future of Dealerships.

### **H – Hungary (MEGFOZS)**

This year's Hungarian Great Plain Animal Husbandry and Agricultural Days Exhibition and Fair, which was the 21st, attracted a lot of interest again. The exhibition is known as one of the biggest and most famous events for Hungarian agricultural collaboration, and the biggest one of East Hungary.

On „professions” day of Friday, several thousands of visitors attended the exhibition. By the end of the 3 days long event, about 60,000 visitors had been counted. A notable piece of them came from abroad, specifically to visit this event. The exhibition in the town of Hódmezővásárhely was not only for agricultural professionals, but due to the colourful attractions, it was perfect for family pastime. Even though the weather conditions didn't favour the attendees, ten thousands of people spent their weekend in Hódmezővásárhely.

The most exhibitors of all time were present on the 21st animal husbandry days. The number of exhibited animals also exceeded the previous years'. On the 16 hectare big field 506 exhibitor introduced to the visitors. About half of them were representatives of agricultural machinery producers and distributors. The other half was stockbreeders, deploying about 1000 animals.

During the 21st Animal Husbandry and Agricultural Days, the 2014 Product Grand Prize "For Hungarian Plant Production" and the 2014 Product Grand Prize "For Hungarian Animal Breeding" were given away.

The exhibition was held with European standards owing to the employees of the Hódmezőgazda Ltd. They did everything in order to develop the exhibition to an internationally recognized event.

Essen, May 23<sup>rd</sup>  
U. Beckschulte