



SYMBOL OF

BAGMA

SERVICE



British Agricultural
and Garden Machinery
Association

CLIMMAR Conference Stockholm 2015

Howard Pullen



UK Apprenticeship Facts. All Industries



British Agricultural
and Garden Machinery
Association

- **Total apprenticeships 2013/14 = 440.400**
- **16 to 19 year olds = 119.760**
- **Over half of under 19's = Level 3**
- **10% of employers have apprentices**
- **328 apprentice frameworks**
- **170 different industries**





British Agricultural
and Garden Machinery
Association

Legislation Challenges

- RMI
- Consumer Rights Act
- Consumer Credit Licences
- National Living Wage
- ESOS (energy savings)
- Waste Oil Burner Regulation Changes





New Out Door Power Equipment Price Guide App for 2015 Joint Venture with the Manufacturers Association



UK Industry Key Facts



British Agricultural
and Garden Machinery
Association

a specialist division of **biro**

**BAGMA have 565
members, agricultural
and garden machinery
dealers**

**BAGMA members
represent over 1.2
billion pounds of
UK sales**

**UK Sales of agricultural
equipment is estimated
at over 4 billion pounds**

**1200 Agricultural
Machinery Dealers**

**703 Tractor
Franchised dealers
representing 15
brands**

**1800 Garden
Machinery Dealers**

**Over 25.000
employees**

**10.000 technicians
(40% of dealers
staff)**



Targeting over 1000 potential Outdoor Power Equipment Dealers in Autumn 2015





British Agricultural
and Garden Machinery
Association

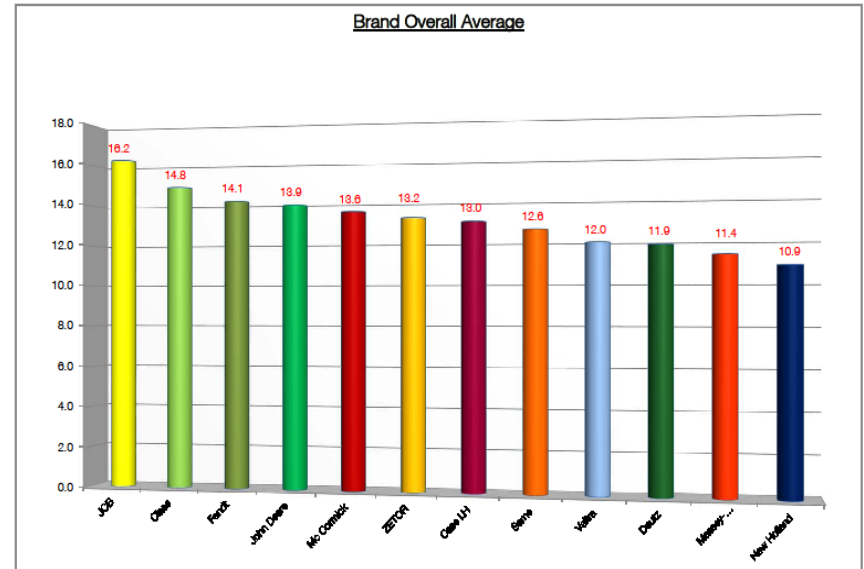
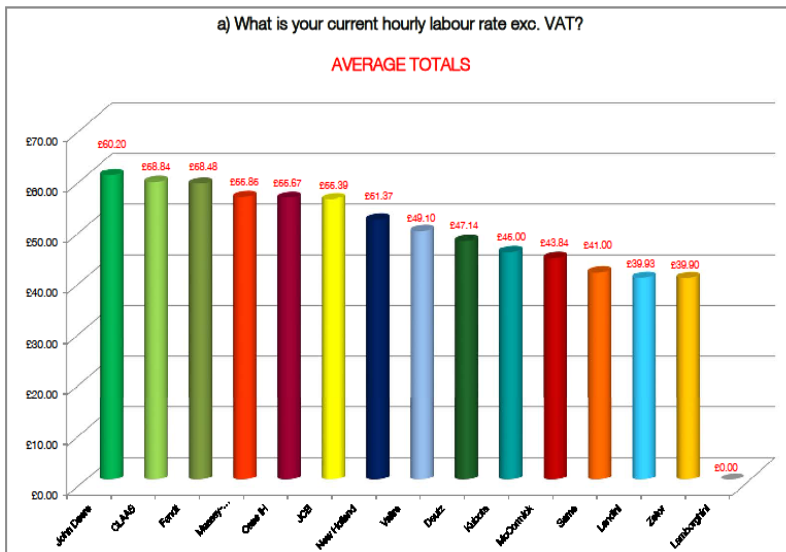
DSI 2014



BAGMA National Dealer Satisfaction Survey 2014



BAGMA National Dealer Satisfaction Survey 2014



BAGMA Industry Engagement

Working with Industry Partners



British Agricultural
and Garden Machinery
Association

a specialist division of bira



**BAGMA
Skills Manager**

Education Standards

Government Regulation Reforms

Farm Safety Partnership, improving farm safety

Training, Colleges and Training Providers

Recruitment, Retention and Development

Industry Standards

Better Dealer Contracts with Suppliers

Providing Members with better Services

Giving Industry a Voice

Developing an on line Skills Manager Programme

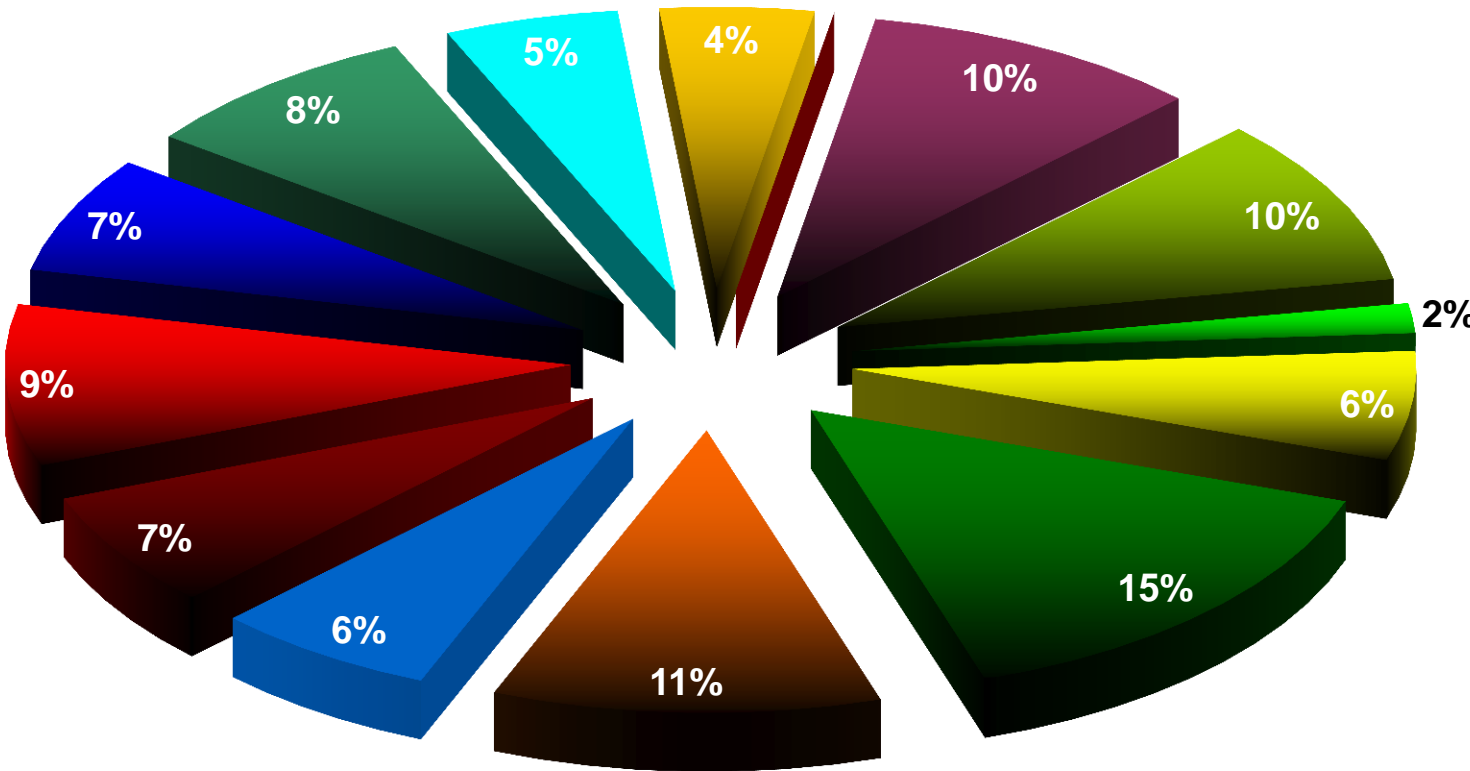


UK Dealers by Brand

600 Tractor Franchised Dealers (Inc. Compacts)

How will they be affected by RMI?

- CLAAS
- FENDT
- JCB
- JD
- KUBOTA
- LANDINI
- MCCORMICK
- MF
- NH
- SDF
- VALTRA
- ZETOR



UK Agricultural Machinery Sales 2012/2013/2014/2015



British Agricultural
and Garden Machinery
Association

a specialist division of bira

	2013	2014	2015
Combine Harvesters	780	800	575
Tractors Over 50 hp	12,498	12,433	10,000 E
Forage Harvesters		150	165 E
Ploughs			
Power Harrows			
Drills			
Round Balers			
Sprayers			
Telescopic Handlers			2,500 E





SYMBOL OF

BAGMA

SERVICE