

Fedecom proudly presents

Highlights and activities 2018 in
supporting stronger ag-machinery
(dealer) business in the Netherlands

CLIMMAR
Congress
2018



PRAGUE
Czech Republic
4th – 7th October



Trends 2018

1. The operational results at dealer-companies are slightly improving, the restructuring, consolidation and specialisation is going on; slight decrease of dealers
2. Shortage of well-educated young and experienced mechanics; competition on employees further intensifies
3. Regulation on EU type allowance of ag-machinery has been implemented in the Netherlands, leading to questions and discussion between farmers and dealers



Spear points Fedecom 2018

1. Education and training

- Attracting young new talents, mechanics and staff with the right skills; In 2018
- Restructuring Fedecom Academy Programme towards broader TIM Platform (10 schools, 3 branch organisations) for marketing, educational material, etc.
- To be continued on Saturday



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Spear points Fedecom 2018

2. Initiatives regulation safety and security

- As of January 1 Netherlands is one of the first EU-countries who implemented national regulation of EU-requirements (after haven't changed regulation for over 66 years)
- The regulation was poor accompied wih communication and leading to big questions of manufacturers and dealers
- Started new website with FAQ for dealers and farmers
- Preparing a digital manual on all machinery-requirements
- Started a cooperation with 10 organisations and launched national campaign "Veilig op 1" ("Safe at 1")



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3. Growing Inspection brand VA-Keur

- Rising number of workers safety and machine security inspections in **VA-Keur** (up to 155.000 in 2018)
- Orientation on opportunities a machine passport



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AGRO
TECHNIEK
HOLLAND

12^T/15^M SEPT
2018
WALDEE OEDDONGHUEZEN
Alles wat leeren leeft



Spear Points Fedecom 2018

4. Trade fair Agro Techniek Holland

- Again succesful at this first jubelee
- Over 210 exposers, more than 500 brands
- Over 50.000 visitors
- About 4.000 young pupils from different (technical or universal) schools



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SDZT



Spear Points Fedecom 2018

5. several initiatives

- Network group new technologies/smart farming (involved in several national projects)
- Ladies Day MOVE
- Sustainable Working with labour force in (dealer)-business
- Benchmark gradually developing
- Very successful annual meeting, theme “Working Apart Together”



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Thank you

Let's make CLIMMAR great again !

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