



CEETTAR: Serving the agricultural, rural and forestry contractors

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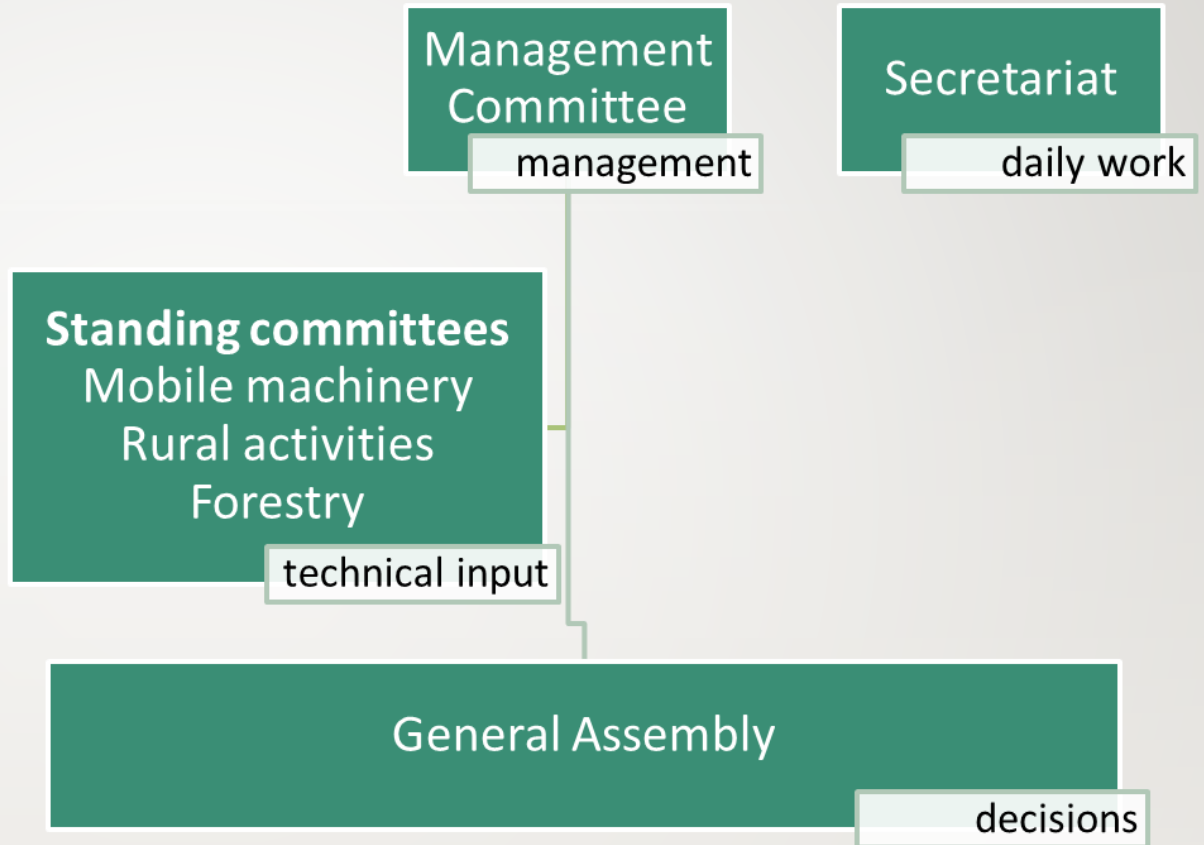


Facts:

- Establishment in 1961
- Merger with ENFE (Forestry) in 2015
- 18 national organisations
- 16 Member States
- Agriculture, rural & forestry services
- About 150.000 enterprises
- About 600.000 employed persons

CEETTAR

Structure





Mission

- Informing & lobbying the institutions
- Contact with EU stakeholders
- Informing of Member organisations
- Develop the sector EU-wide
- Inspiring the creation of new organisations in MS where no organization exist



Important topics on the EU Agenda

- Green deal/climate change
- Biodiversity
- Farm to fork,
- Smart farming and big data
- Legislation on machinery
- Investments in rural areas

Past experiences:

- Tachograph (2008)
- ABS on tractors (2017): mandatory fitment on ABS on tractors with design speed between 40 and 60 km/h
- Code of Conduct on Big Data Management (2018)
- CAP 2014-2020 (2013) and now CAP after 2020...
- CEETAR Manifesto for European Elections (2019)

Skilled Labour Shortage

- Difficulties to recruit skilled workforce;
- Difficulties to keep skilled workforce;
- Forestry Sector: CEETTAR French, German, Finnish and Portuguese Member Organisations created an exchange programme for students between their respective countries. A presentation of the programme was made at a conference in Paris in February 2019;
- PROPOSAL: extend EU support to education programmes for learners and more exchanges of mutual learning practices on digital innovations



CHALLENGES: CREATE A NARRATIVE

- Who are we ? What is our core business ?
- What do we stand for ? What would we like to sell to the European Institutions?
- CEETAR Standing Committees meetings discussions led to exchanges of views between countries and position papers;
- + cooperation with other EU Stakeholders



POSITION PAPER on CAP (2018)

- Agricultural, rural and forestry contractors are a critical part of EU Agriculture's value-chain (60% of regular work is completed by contractors). Therefore contractors should be well taken into consideration by the next CAP 2021-2027.
- Against this background, CEETTAR would like the new regulation to mention a definition of land-based contractors, which would cover agricultural, rural and forestry contractors, which highlights the economic, technological and environmental added value brought by land-based contractors.

DEFINITION of LANDBASED CONTRACTORS

- Contractors use a **large amount of technology** advanced machinery: they support the use innovative technologies for agricultural, rural and forestry activities and not the direct purchase of technology by farmers,
- Contractors contributes to a better use of resources by saving costs, **more profitability** for farming activities and **more environmental protection**, including for small size exploitations,
- Contractors also **employ more skilled workers** than farmers do,

PRECISION FARMING and CAP (2019)

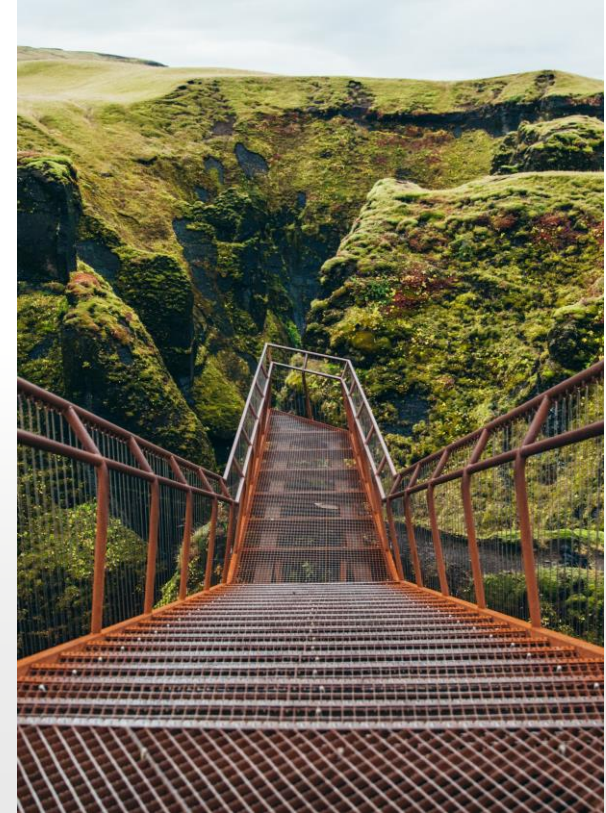
- CEETTAR and CEMA (the Machine constructors association) jointly believe that the new Common Agricultural Policy CAP should stimulate the use of precision technologies by beneficiaries.
- As the current CAP proposal grants more responsibilities to Member States for achieving the new green architecture goals, Member States should design their future national strategic plans so that **EU farmers of all sizes can access** the precision technologies provided by rural, agricultural and forestry contractors.
- In line with these goals CEETTAR and CEMA jointly propose the CAP to set up a new and innovative incentive in the form of a **“smart technologies voucher” to be allocated to farmers and to be released by contractors.**

POSITION PAPER on ROAD CIRCULATION

CEETAR recommends to:

- **EU requirements** addressing mobile machinery construction should cover all existing masses and dimensions,
- EU type approval for all vehicles, so that no additional technical requirements can be requested,
- Before receiving registration, there can be additional requirements like driving licenses, authorisation to move on a limited amount of roads....

What do we need for...
a bright future
for CEETTAR?



PRIORITIES WITH THE NEW EUROPEAN COMMISSION: GREEN TRANSITION

- Tackle the social aspect of green transition: redirect European funds to target the support to green transition;
- Support to the green ICT sector.
- At EU level: streamline all the « green » European policies.



GATHER DATA

- To increase the sector visibility, we need reliable, qualitative, data !
- Scientifically gathered data through research institutes (ex: Wageningen University, European Forest Institute...);
- Mobilize the newly elected European Parliament: Members of the Parliament can convince the Commission to allocate financing to the data collection (ex: mapping of skilled workforce shortage per country in the EU).




BE INNOVATIVE AND BE CREATIVE

- **INNOVATION:** ability to make a difference (make something new in an existing system)
- **CREATIVITY:** ability to change people's perception of things (thinking of a new system).



CONTRACTORS & DEALERS joint initiatives

- Product safety
 - Recall: we need a mechanism to make contractors aware of recalls so that repairs are made on time and less costly machines downtime;
 - Replacement parts warehouse: guarantee of replacement and rapid supply
 - Knowledge exchanges: specialized training and provision of cutting edge expertise
 - JOINT INITIATIVES on adoption of precision farming technologies & new business model development around data management and data sharing.
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LEVERAGE EFFECT: TOGETHER WE ARE STRONGER !

- Make contractors part of the EU VALUE CHAIN !
- Alliances depend upon the content of our requests ! (ex: with CEMA/CLIMMAR on Machinery, with CEPF & PEFC on Forestry...)
- Not one size fits all (small and/or large alliance of stakeholders are possible)
- The most important for CEETTAR: come with clearly defined positions and objectives !
- let us continue to build joint initiatives and extend the network !

Let us stay in touch !



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