



CLIMMAR CONGRESS 2014 PRESIDENT'S REPORT BELGIUM

FRIDAY 24 OCTOBER 2014
Riga, Latvia

FEDAGRIM asbl vzw
Fédération Belge des Fournisseurs de machines, bâtiments et équipements
pour l'Agriculture et les Espaces Verts asbl
Fedagrим, de Belgische Federatie van de Toeleveranciers van machines, gebouwen en uitrustingen
voor de Landbouw en voor de Groenvoorzieningen vzw



Member of Climmar

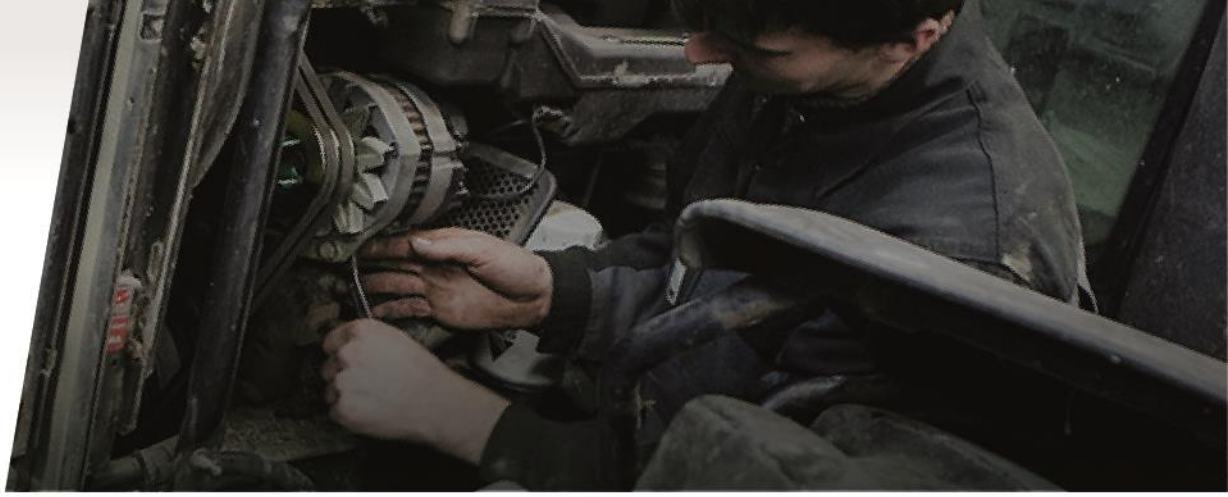
CLIMMAR Congress 2014, Riga, Latvia

President's report Belgium

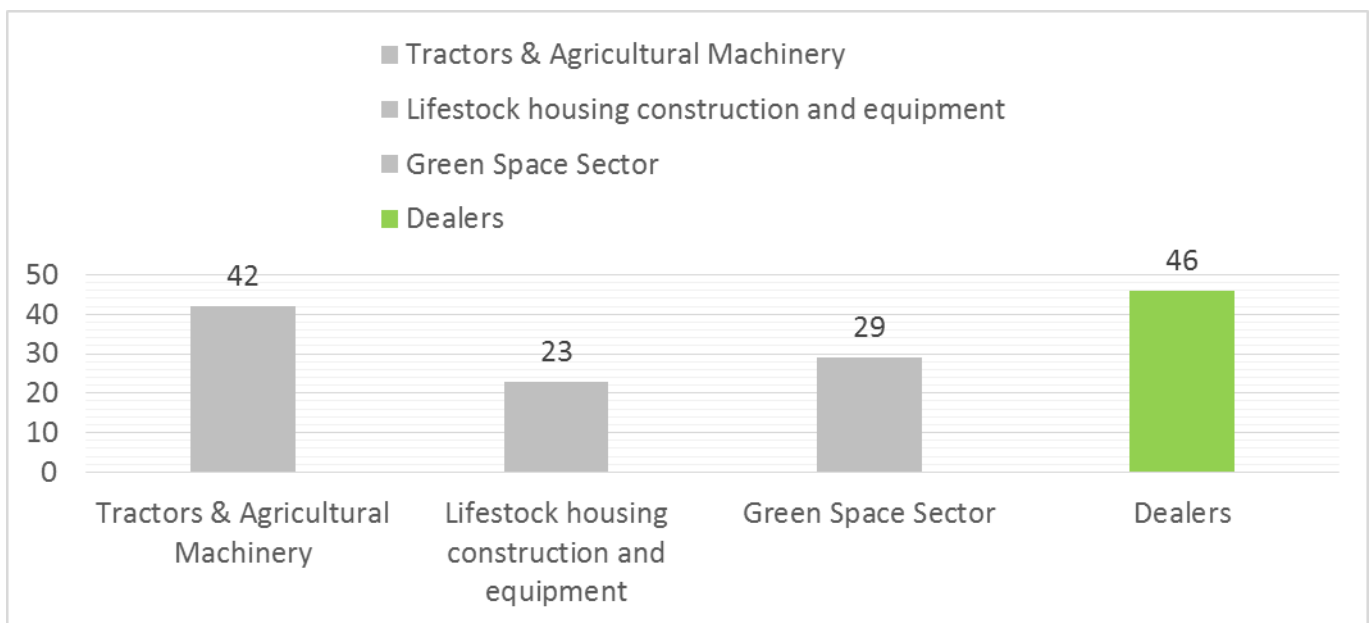
Dear Mr. President, Alain, Vice Presidents,
Colleagues and friends,

I'm very pleased to participate at our 61st congress here in the historical city of Riga,
I'm a happy man ! As you see, our Belgian delegation grows every year. You all know Delphine, our
secretary, and I want to introduce my vice president and friend Jos Lowette. He too is infected
with the CLIMMAR virus, since his father attended for 30 years the CLIMMAR congresses.





Some key figures about our federation FEDAGRIM



Since 2013 members of FEDAGRIM are divided in 4 different groups :

- "Tractors and Agricultural machinery" : importers and manufacturers of agricultural tractors, telescopic loaders and machines : 42 members,
- "Livestock housing equipment and construction": manufactures of agricultural buildings and internal equipment, dairy equipment, etc : 23 members,
- "Garden and green zone materials" : importers and manufacturers of machinery for garden and green spaces : 29 members,
- "Distribution": dealers : **46 membres.**

As you see in the green column, despite our efforts, only 46 dealers until now, are member of the 4th group Distribution, out of a potential group of around 400 dealers, and here I am a not so happy man.





Let me put it in this way :

before we had a heavy locomotive and some pieces of rails scattered all over.

In our new structure within FEDAGRIM we've managed to put the train on a long stretch of straight rails and now we're pushing very hard to move this 100 ton vehicle. But it goes slowly, very slowly.

It's indeed not easy to motivate our colleagues. Keith, I remember your words in Lille during Euro Skills : an astonishing apathy of most of the dealers...

I appreciate the hard work of Delphine, she's really doing a good job and it isn't always rewarding, thank you Delphine !

Some sales figures from Belgium

Tractor sales (over 50hp) : **a small reduction of 2,3%, 2014 started good with an increase of 20% if you compare the first 8 months with the previous year,**

- compare 2013 (2.162 units) with 2012 (2.214 units) : a reduction of 2,3%,
- first 8 month of 2014 (1.912 units) compared with the same period in 2013 (1.599 tractors) : an increase of 20%.

Baler sales : **a reduction of 7%, and this year sales dropped further with 11% over this period of 8 months,**

- compare 2013 (185 balers) with 2012 (199 units) : a reduction of 7%,
- first 8 month of 2014 (121 units) compared with the same period in 2013 (136 balers) ; reduction of the market with 11%.

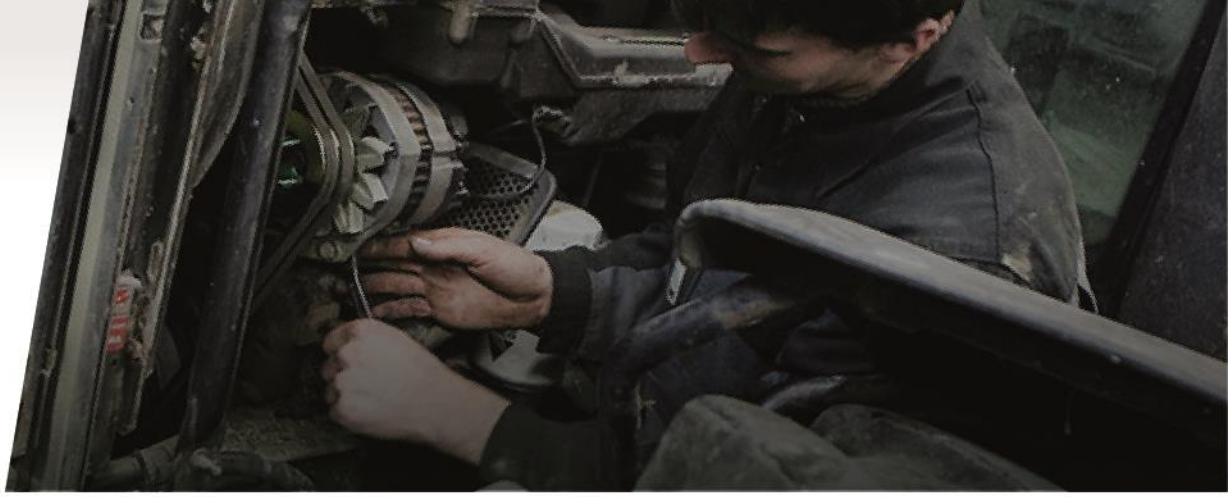
Forage Harvester sales : **nearly status quo, as you see, in our small market 1 unit means 2%, this year the market raised with 20% or 4 machines,**

- compare 2013 (43 machines) and 2012 (44 harvesters) : reduction of 2%,
- first 8 month of 2014 (24 units) compared with the same period in 2013 (20 units) : an increase of 20%.

Combine sales : **the Belgian market dropped with 18%, this year the loss of last year was almost regained : an increase of 14% or 7 combines,**

- compare 2013 (79 combines) with 2012 (96 units) : a reduction of 18%,
- first 8 month of 2014 (56 units) compared with the same period in 2013 (49 combines) ; an increase of the market with 14%.





All the key figures of the Belgian agricultural machinery market are gathered in the yearly FEDAGRIM report "Fine Tuning the Future' - A survey of the equipment sector : Economic assessment 2013-2014". Delphine brought some in Dutch, French and English, they are at your disposal.

Some actions of our group Distribution during the last year :

we finally launched the CLIMMAR **Dealer Satisfaction Index inquiry**.

For our first time, we achieved a response rate of 8%, in terms of sold volume this result represents 19% of the tractor market.

Since our sample is so small and the results are not representative, we'll only present the global trends of all brands together during a meeting with the Belgian tractor suppliers next month.

As an example of the strategy "**Together and stronger**" I can mention here our efforts together with the group "Tractors and Agricultural machinery" and with the full support of the legal department of FEDERAUTO. We were involved in the negotiations with the fiscal and legal administration concerning the changing legislation and fiscal rules for agricultural tractors.

A strong tool to support and advice our members is our new project : **analysis of the workshop profitability**. Our federation proposed to each member of the group Distribution a thorough analysis of the profitability of their workshop. The global results will be presented during our next meeting with our members.

It's already clear that the hourly rates of the participating companies don't cover the real costs. We will continue to stimulate our members to participate in this analysis.

We tackled also **the issue of debt-recovery**. Indeed, this high sensitive matter is a major problem in our businesses. During several meetings competent speakers of the legal department of FEDERAUTO gave tips to avoid difficulties and to improve debt-recovery.

Last year FEDAGRIM launched 2 websites : www.agrojobs.be and www.gardenjobs.be. Members of FEDAGRIM can present themselves and offer jobs. These sites are promoted during several agricultural events.





Writing down this overview of all our actions , some thoughts crossed my mind :
my father attended the CLIMMAR congress in Munich in 1975. A few months ago I found the Belgian president report with the main issues of the Belgian agricultural dealers in 1975 :

- *"it's so hard to find and keep skilled mechanics in our workshops,*
- *the low hourly rates cause very low profitability in our workshops,*
- *and the vast amount of unpaid customer invoices causes financial problems for a lot of the dealers".*

It makes me wonder : 40 years ago our fathers struggled with the same problems as we do now !
It may look disappointing. But to me it proves that a strong, inspired and inspiring national federation together with the international exchange platform CLIMMAR has an important role to play.

Some major agricultural events in Belgium during the last year :

Agribex 2013 (3th to 8th of December), our national exhibition in Brussels
more than 114.000 visitors.

Foire de Libramont 2014 (25th to 28th of July), an open air show with its typical family character wich attracted more than 215.000 visitors.

Demo Vert/Demo Groen 2014 (7th to 9th of September), a specialized open air show in Brussels was visited by more than 4.700 visitors (which means +50%).

Still to come and we warmly invite you all :

Agribex 2015 (8th to 13th of December 2015)

Potato Europe 2015 (2th and 3th of September 2015)

Dear listeners, I'll end my overview here,
and thank you for your attention.

