



REPORT

FRANCE 2015

ACTIONS on Economics and market

- Survey on conjuncture (Agric and garden machinery)
- Survey on ratios : analysis of the balance sheet of the dealerships (Agric and garden machinery)
- Analytical ratios by jobs
- Survey on the quality of the products
- Survey on the salaries by services and by jobs

Profitability
Rate
Relative
sales
Profit
Investment
size firm
number
return
focus
relation
margins



HUMAN RESOURCES

- Negotiation on the minimum wages
- Since June 1st, Introduction of a new complementary health insurance for all the employees of our branch, with a common financing by employees and employers
- Introducing of a complementary contribution to favor the vocational training of the employees and to help them with technical evolutions

Training courses : to anticipate the needs of the companies

- Renovation of the diplomas : Bac pro « Maintenance of the machines 3 options MA TPM PJ » and CAP of the 3 options
- Renovation of the CQP « Technician maintenance of agric machines »
- Creation of a new CQP installation of machines for milk production



PROSPECTIVE



- Reflection on the evolution of the manufacturers practices and the effects on the distribution
- Remelting of the fees scale :
 - Integration of dealerships for garden machinery
 - Regroupings of companies

Branch actions



- Terms of payment for “seasonal” machines :
perpetuation of the special agreement



110 j. fin de
mois



55 j. fin de
mois

- Driving is possible with only a normal driving licence B for all the vehicles and machines in Agric and forestry, **if the speed does not exceed 40 km/h**

Promoting actions and jobs

- Worldskills



Sedima promoting actions

- SIMA
- Local events :
 - SPACE
 - SOMMET DE L'ELEVAGE
 - SALON VERT
 - SITEVI

