

## European news

### At SIMA : European conference on ETA and innovation



**CEETAR and the French Federation of agricultural contractors have organised a conference on 23 February called “Agricultural Contractors and Innovation: which perspectives with CAP 201-2020” in the framework of SIMA.**

After some introductory remarks, in which Gérard Napias, President of CEETAR, has emphasized the importance of innovation for contractors and enjoyed the presence of foreign delegations (Belgium, Denmark, The Netherlands, Ireland, Italy, Sweden), three other speakers took the floor.

Interaction, knowledge sharing and partnership were the keywords of Pacôme Bouna Eyenga's speech, director of EIP-AGRI Service Point « Agricultural Productivity and Sustainability », whose goal is to bridge the existing gap between research and practice (see interview in the box).

#### SOILPROOF project

Next, Dr Bernhard Streit, Professor of Agricultural Mechanics at Bern University of Applied Sciences, presented SOILPROOF, an innovative project for the improvement of soil quality. “We observe an overall soil degradation in Europe, caused by the cultivation techniques”, asserted as an introduction the speaker, familiar with contracting companies and is as comfortable with operating machines as with research. “Soil quality is part of CAP 2014-2020, as well as of the European research programme Horizon 2020”, proceeded Dr Streit. He advocated a modification of cultivation techniques in order to fight against soil degradation, especially through a reduction of ploughing and cover-crops techniques before sowing.

SOILPROOF projects is a multidisciplinary project that is based on a consortium of 25 partners whose

goal is to foster innovation to improve soil quality. “In order to apply direct seeding without ploughing and on a vegetation cover, we need complex machines” reminded the speaker during a video of the Swiss experience concerning this technique. “Many European countries are already taking part in this project, which had been submitted to the European Commission”, explained Dr Streit.

According to him, the agricultural contractor fits perfectly in this project for various reasons : he is capable of operating complex machinery while having experienced cultivation in different conditions. “The agricultural contractor is a key element both because of technical competences and because of the ability of communicating information concerning this project, of which CEETAR is a partner”, concluded Dr Streit. « Agricultural contractors may put forward their experience and their added value in the execution of this project, of which we will continue to follow the dynamics”, stated Eric Drésin.

Dr Ulrich Adam, General Secretary of CEMA, European Agricultural Machinery Confederation, stressed that “CEMA contains 4,500 manufacturers with a turn-over of 26 billion euros and 135,000 direct jobs. Machinery investment is directly linked to the agricultural policy”, affirmed the speaker for whom there still is a certain confusion in the implementation of CAP 2014-2020, which is supposed to be less complex and greener. Besides the need for a study that would evaluate the impact of the new political European policy, Ulrich Adam wished to have better access to precision farming through a greater flexibility of the European funds.

“We witness a decrease in productivity in Europe since 2002”, reminded the speaker who wished “to restore the productivity potential of European agriculture”, especially through new technologies. “The notion of efficiency and productivity should apply to the instruments itself of the Commission”, concluded the speaker who advocated the introduction of an agricultural productivity bonus in the CAP. ■

**Pacôme Elouna Eyenga : “Contractors can act as a catalyst for innovation for farmers”**



**Is EIP-AGRI Service Point “Agricultural Productivity and Sustainability” a direct mouthpiece for the European Commission ?**

“Yes, the European Commission has created Service Point in April 2013.”

**What are your structure’s instruments and objectives?**

“Service Point’s objective is to put the stakeholders in touch, simplify innovation and exchange agricultural knowledge.

As a driving force of the EIP-AGRI network, our role is to improve communication and cooperation between all the key players in innovation, notably farmers, forest managers, researchers, advisors, companies, environmental groups... and other NGOs.

Service Point offers a permanent assistance to the stakeholders and any other interested party in

agricultural innovation by answering their questions (Helpdesk). They have Expert Groups at their disposal (Focus Groups) whose objective is to take-up the specific challenges linked to agriculture, forestry and horticulture. We organise many events (seminars, workshops) as well and make publications available to the network through our website, which the objective is to create an interactive platform and a meeting point.”

**How can agricultural contractors take part in operational groups? What advice could you give them in order to jump on the bandwagon ?**

“ Agricultural contractors are service providers. They are the interface between farmers, forest managers... and agricultural machinery industry, among others. On this account, they are aware of the farmers’ needs especially on innovating techniques and technologies. In an operational group, this knowledge and the provision of agricultural material are substantial assets when it comes to testing/conceiving new techniques or technologies. They are thus allowed to participate by developing ideas for projects with the farmers, researchers. I invite them to look for the websites of the regional or national authorities responsible for rural development programmes (which encompass the PEI AGRI plan) in order not to miss the calls for proposals (operational groups).

In order to jump on the bandwagon, the first thing to do is to join the European network of PEI AGRI, to take note of the PEI agriculture plan on regional and national level and finally to make known the added value they represent in order to catalyse innovation for farmers and other players.”■

<http://ec.europa.eu/eip/agriculture/>

## STANDARDISATION: CEETAR enters CEN the European standardisation body



Since the 1st of January, CEETAR is a member of Small Business Standards (SBS), the European platform to help SMEs to have an influence in the

elaboration of standards in large variety of sectors. SBS, operating under the strict supervision of the European Commission, is able to officially appoint representatives to ISO and CEN technical committees. These representatives, called experts, are then full member of these committees.

Thanks to this membership, CEETAR expert for agricultural machinery Mogens Kjeldal, from the Danish organisation DM&E, has been appointed SBS expert for Working Group 1 "General Safety requirements" of the CEN Technical Committee 144 in charge of tractors and machinery for agriculture and forestry. In Denmark, Mogens Kjeldal is notably heading the Danish Agricultural Traffic Group and at European level CEETAR expert in the Commission's Working Group on Agricultural Tractors. With this responsibility with CEN, CEETAR is developing a new dimension to its activities. For more information, please contact the secretariat. ■

## COMMISSION: 1st meeting of the Civil dialogue Group on CAP

On 4 March, the civil dialogue group on CAP held its first meeting. Silvano Ramadori was representing CEETAR at the meeting. Minutes of the meeting will be circulated in the next Newsflash. However Silvano Ramadori informed us that in the Expo 2015 (which will takes place in Milano), the Commission is providing place to the members of the CDG to hold conferences on the following themes: innovation,

safety compliance, quality of work and production, within the Italian pavilion. CEETAR already entered in contact with the Commission to consider the possibility of organising such event.

Finally, we remind you that thanks to the change in the EU rules, CEETAR is now present in three civil dialogue groups: CDG on CAP, CDG on Rural Development and CDG on Forestry & Cork. ■



## TECHNOLOGY : The Future of Flying – Drones conference in Riga

In Riga on 5-6 March, in the framework of the Latvian Presidency of the Council of the European Union, the Latvian government and the European Commission jointly organised a High-Level Conference on Remotely Piloted Aircraft Systems (RPAS).

The Conference brought together politicians, legislators, industry and civil societies to inform about and discuss the challenges and opportunities that lie in the development of the European RPAS market and industry.

The main objective of the conference was to hold for the first time an in-depth high-level political discussion at the EU level on important issues relating to RPAS. The Conference addressed the main top-

ics connected to the integration of RPAS into non-segregated airspace (this is the case for drone operating for precision farming) and focused both on safety and security and on data protection and privacy. Commissioner Bulc insisted that Europe should develop safety rules focused on addressing the risk associated with operating a drone and that this basic regulatory framework should be put in place without delay, as from this year, in order to help the private sector to take well-informed investment decisions. At the end of the conference, a declaration was adopted. ■

More information available at:

[http://ec.europa.eu/transport/modes/air/news/2015-03-06-drones\\_en.htm](http://ec.europa.eu/transport/modes/air/news/2015-03-06-drones_en.htm)

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## Environment : Improvement, particularly in agriculture, but with delays

The five-year report of the European agency for environment "The environment in Europe – State and outlook 2015", published the 2<sup>nd</sup> of March, is severe: despite improvement, the EU doesn't achieve the environmental goals, especially with regard to biodiversity and water and air quality. If it wants to redress the balance, it will have to thoroughly review its production methods, in particular in agriculture.

The agricultural sector is indeed no exception to the rule : improvement has been witnessed (decrease of 22% of the emission of greenhouse gases since 1990, decrease in pesticide use, improvement of water quality) but it is not enough. The newly used pesticides, of which the active principles are more concentrated, lead to a reduction of the use volume, but the environmental impact is not scaled-down. Since 1990, the agency has observed that the number of common farmland birds has declined with 30% in Europe, and during the same period, the meadow butterfly populations have dropped to almost 50%. From then on, the Commission could have been less flexible on the autonomy of the Member States for the implementation of the greening of direct aids.

The agency also gives some suggestions. It suggests to protect most high-nature-value farmland which is characterized by a high semi-natural vegetation proportion and low-intensity agriculture. Generally, the report considers thus the actual ambition level of the European environmental policy as insufficient if the EU wants to reach its long-term goals. For instance, the reduction of the current emission of greenhouse gases is too weak for the EU to reach its goal of 2050 i.e. reducing its emission by 80-95%. The agency therefore suggests more ambitious policies, an in-depth research and investments in order to radically transform the key systems which are supply, energy, accommodation or even transport. "This report has to be the star that guides us to orientate our policies", said the environment commissioner, the Maltese Kamenu Vella, identifying four fields in which the Commission will have to make progress : circular economy, nature and biodiversity, oceans governance and air quality. On the latter, Brussels has maintained its legislative suggestions, which expects to reduce by 30% ammoniac emissions. ■

Plus d'information: <http://www.eea.europa.eu/soer-2015/synthesis/report>

## GMO : The Council formally adopts the new cultivation rules

The Member States and the European Parliament have definitively adopted the new directive on GMO cultivation in the EU on 2 March and 11 March respectively. This text allows Member States to forbid a transgenic variety allowed at European level in all or part of their territory by putting forward any justification other than sanitary ware or environment – such as spatial planning, coexistence between networks or even public order maintenance. The presidency of the European Council and European Parliament had achieved an agreement in December 2014.

In a declaration enclosed to the new directive, the European Commission indicates that "in order to proceed to the permission of GMO cultivation, in full

compliance with its obligations, it will consider every available element, including the possibility for the Member States to restrict or forbid GMO cultivation on their territory". So, shortly after the text's publication in the Official Journal (20 days after the formal vote of the European Parliament) Brussels may give the green light to the cultivation of Pioneer's 1504 corn in the EU, which had to be authorized since no uniform opinion – for or against – could be reached at the Council in 2014.

At the same time, the European Food Safety Authority (EFSA) is carrying out a new study on the reliability of GMO varieties authorized or being authorized for cultivation, results of which will be announced in late May.■

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## Forest : Management of help to fight against criticized fire

The European Court of Auditors considers that the funding of the EU for the forest fire prevention and for the reconstitution of forests damaged by natural disasters and by fire, hasn't been managed properly over the period from 2001-2013.

In a report published on 24 February, the ECA ventures recommendations for 2014-2020, observing for instance



that the prevention measures, which represented more than 80% of the 1,5 billion euros financing available for the period preceding the rural development policy, weren't targeted enough. The measures focused on forests presenting a medium to high fire hazard, but there was no definition, nor common criteria at EU level to register these forests.■

For more information:

<http://www.eca.europa.eu/en/Pages/NewsItem.aspx?nid=5647>

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## CAP after 2020: First requests

In an interview for trade press, the President of the French Republic has drawn up the first reflection lines for CAP after 2020. Among the topics that seem important, he believes that the agricultural crop insurance has to be subject to an important support during the next CAP reform. Furthermore,

he suggests to deepen research and development of new technologies in the agricultural policy.

The main idea of this interview is the confirmation that it brings to CEETAR's will to work from now on for the defence of the contractors' interest for CAP after 2020.■

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## Member organisations' activities

### France

#### Beet grubbing: a new tool for decision support with "PerfBet"

Perfbet is the result of a partnership between different organisms specialising in beetroot or agricultural machinery. FNEDT and its partners have gathered their knowledge, their methodologies and their experiments within the framework of a common project aiming at putting this tool online. "Perfbet" is a free, intuitive and interactive tool which aims at elaborating performance indicators on beet harvesting sites.

This specific tool on beet harvesting sites has three modules concerning technique, economy and work organisation. (these modules can be used independently with pre-filled data):

- "Characteristic harvesting site" module: the machines' database inventories the technical characteristics of the different beet harvesting sites existing on the market. In this base, created in collaboration with the manufacturers, the characteristics are listed in different categories: pneumatic, leaf stripping, cleaning...
- "Site cost calculation" module: the "site cost calculation" module allows to calculate the cost

price of a harvesting site and to compare different site types or working programmes. The default values, from surveys, are pre-entered to simplify the use, although values corresponding to a real situation may be used as well.

- "Working programme feasibility" module: This module links a workload plan with a climatic risk of working in bad harvesting conditions. It evaluates the number of harvested hectares in such conditions, and which consequences this may bring in terms of soil tare, working time and consumption.■

Tool freely available on the internet:

<http://perfbet.itbfr.org/>



#### At Sima: the future of the agricultural machinery sector

IRSTEA (national institution of research and sciences of technologies for the environment and agriculture) has organised a report restitution conference "Defining the future of agricultural machinery together" on Sunday 22 February at SIMA. This report is the result of the agricultural machinery mission's activities, aimed at identifying the strengths and weaknesses of the agricultural machinery sector. FNEDT and French contractors participated in this mission.



The world market of agricultural machinery is estimated at 134 billion USD in 2013, and could reach 196 billion USD in 2018. The EU is the main world producer of agricultural machinery, before the US and China, with a sales revenue of 40 billion EUR for manufacturing and 64 billion EUR for trade in 2011. The main contributors of this industry in Europe are Germany, Italy, France, the United Kingdom and Spain. France is the third European producer with a sales revenue of 4.4 billion EUR in 2013, more than 540 production companies and 2000 distribution

companies, representing 40 000 jobs. It is a net importer, the fifth agricultural machinery exporter country with 3 billion EUR for exportation (with a huge proportion of tractors) and the second import country with 4.6 billion EUR of imported material in 2013. They are mainly trading with Germany for importations as well as exportations. Even though the industrialists of this sector benefit from a dynamic national market and from a well levelled training offer, the lack of image and of visibility of the industry are reflected in the recurring recruitment difficulties (5000 to 7000 lacking jobs with the manufacturers and distributors, as well as with EDT). Consequently, IRSTEA formulates several recommendations, such as the conception of agricultural systems and equipment for the agro-ecological transition, the development of agricultural robotics, innovation encouragement and reinforcement of the sector's skills and methods.■

[http://agriculture.gouv.fr/IMG/pdf/Rapport\\_agroequipements\\_Irstea\\_VERSION\\_DEC2014-1\\_cle87bbe1.pdf](http://agriculture.gouv.fr/IMG/pdf/Rapport_agroequipements_Irstea_VERSION_DEC2014-1_cle87bbe1.pdf)

## Industry contract CSF wood has been signed

On Tuesday 16 December 2014, FNEDT has signed the industry contract of the Strategic committee of wood industry (CSF wood) in the presence of the ministers for Agriculture, Economy and Environment and of the president of the Association of the French Regions.

This contract will have to be a voice of ambition to revive the future of a whole industry. Indeed, it recognises the 8000 forestry companies carrying out 70% of the silvicultural and reforestation works and 80% of the logging activities. While the resource tension is increasing inevitably in all wood uses and

while the reconstitution of production forest is stagnating, the industry contract will have to be the source of a common and collective ambition for the French forest-wood industry. The contract has indeed several strategic axis: strategic piloting, company structuring, adaptation of skills, innovation, supply, resource optimization. ■

*Source: Entrepreneurs des Territoires Magazine 89- January-February 2015*

## Belgium

### An online tool for good phytosanitary choices



ILVO, Flemish institute of research for agriculture and fishing, has

launched a new

online interactive tool: [www.spuithulp.be](http://www.spuithulp.be), which should allow taking the right decisions at a glance concerning pipes, pressures, buffer zones and other

products used according to the crops (in open ground) and to the problem that exists (vermin or disease). This tool should allow farmers, agricultural contractors and professional users of pesticides to spray more efficiently, to limit redundant losses and to reduce the environmental impact. ■

*Source: Agro-Service Magazine January-February 2015*

### Agro-service reaches out to the forestry sector

In its first issue of 2015, Agro-Service reaches out to its forestry colleagues who just arrived at CEETTAR. "The forestry contractors are now also part of CEETTAR, our European association of agricultural contractors. Agro-Service wants to invest for the forestry sector's specific needs. Besides, they often use the same agricultural tractors and machines as agricultural contractors.



In Belgium, the silvicultural sector is not that important on the economic level. In Europe, on the other hand, it reaches the third place concerning

employment with more than 3.5 million employees, after the metallurgical and the food sector. Silviculture and related sectors include nearly 452,000 companies which represent together seven per cent of the economic growth. Every year, they fell the equivalent of 60 per cent of new wood. More than half of the woods are in private hand. Europe has thus more than 16 million forest owners.

The plan considered by the European Commission for silviculture within the EU, encounters some resilience from the European Parliament. Unlike agriculture, silviculture is a competence of the Member States. The Members of the European Parliament preferred from then on to limit the European intervention." ■

*Source: Agro-Service Magazine January-February-March 2015*

## The Netherlands

### Meetings for a greater regional representation

Michiel Pouwels, director of Member Affairs at CUMELA, informs us on the Dutch association's news: « At the moment, our organisation is busy with regional board-meetings in the 12 Dutch provinces and meetings with three section boards (agricultural contracting / organic manure distribution / rural contracting & earthmoving). As every year we meet over 60 percent of our nearly 2.000 member companies during these meetings and for us - and them - these gatherings are experienced as important to meet colleagues and to be informed on actual developments. One of our key issues during these meetings is realising a better contact with governments and local authorities and getting better connected to local developments which can be of influence to our contractor companies. In this

local / regional representation we help our boards to develop themselves in getting more skilled in - for example - in presenting themselves and our sector to stakeholders. By appointing board members as specialists on files like traffic, environment, regional planning and vocational education, we create a network of 10 - 12 specialists who can take better care of their own region. To support them with 'new connections' we sent out an inquiry this week to all our members in which we asked them how and where they are connected to other branch organisations, networks of entrepreneurs, if they are involved in political or social activities. At the end of this year, we hope we will have made a good start with our local representation ».■

### Inspiration Day CUMELA

On 14 and 15 January, CUMELA has organised "inspiration days" for its members. Besides new ideas and good advice for the new year, the members have learned why a rebate should never be granted in order to avoid displeased clients. Granting a rebate means, by definition, that work brings in less money. This brings inevitably an unpleasant feeling, and work is limited to strictly as necessary. Result: the customer is not less displeased and no one wins. The workshops organised by CUMELA concerned several novelties such as:

- sugar beet refining: why should sugar beets and the huge quantity of water that they contain be transported to factories? It should be better to transform the sugar beets in the holding;
- fodder management: the agricultural contractor becomes the fodder manager in livestock farming;
- online marketing;
- the 'Prestatieladder Socialer Ondernemen':

a preview of the companies which have obtained a certificate for their efforts concerning job creation for risk groups;

- use of AGR/ GPS technologies for manure application;
- earthmoving and cultivation techniques: certification, material and conduct code;
- the evolution of the profession of agricultural contractors: what will be the expectation of farmers in 2025. What will be the gain of agricultural contractors?

To conclude, the president of CUMELA Netherlands has announced that a new tradition has seen the light of day. The inspiration days will be repeated next year, with again a new election of Contractor of the Year.■

Source: *Agro-Service Magazine January-February-March 2015*

## Finland

### Parliament elections in April

New parliament of Finland will be elected in National Elections on 19<sup>th</sup> of April. The Trade Association of Finnish Forestry and Earth Moving Contractors (TAF-FEC) has made its own list of priorities and important political issues to be solved during next four year of elected parliament. We try to affect on political guidelines of different political parties to get progress in the business environment of rural contracting. Our priority list contains guidelines for several areas of politics and issues ; better road infrastructure, more efficient use of forests, more domestic bioenergy, less administrative burden on contractors shoulder, better occupational training for jobs on wheels, lower taxation on fuel, etc.

We send our message straight to political parties and their decision makers by letters and via press releases. We meet politicians face to face. We have posted our professional magazine "Koneyrittäjät" to selected group of political decision makers already for a year. In this magazine we have written during

last year special articles about issues important for contractors in terms of politics.

Our regional associations (not all) organize several events, where they invite sitting members of parliament and new candidates to give them a view of rural contracting and at the same time they tell



them about our political targets in promoting success in rural areas. ■

*Open door day organized in a local power plant in Alavus commune in Finland. Owner in the middle (yellow safety jacket) is discussing*

*with a member of parliament, Mikko Savola. Many of the members of parliament from that area visited this event. TAF-FEC were represented there too.*

### Contractors Energy Day in Finland

The Trade Association of Finnish Forestry and Earth Moving Contractors (TAF-FEC) organized Taffec Energy Day (in Finnish "Koneyrittäjien Energiapäivä") on 5<sup>th</sup> of February 2015 in Helsinki, capital of Finland. The seminar is one day event focusing on actual issues on Bioenergy sector. It has been organized almost every year. Target groups of Taffec's energy day are contractors, authorities, journalists, politicians, customers on bioenergy sector included wood and peat energy. This year roughly 100 professionals and representatives of stakeholder groups attended the seminar. First half of the Energy Day was dedicated to political issues. This year we had presentations focused on growth potential in use of forest biomass and how to promote it with long sighted and steady energy politics. There has been a lot discussion of the benefits which can be gained by using domestic bioenergy instead of imported fossil fuels (coal, gas). We had one presentations of that. In the seminar we organized a panel discussion focused on the actual political issue concerning the production of



electricity by burning wood. There has been a lot of discussion if it is wise to give public subsidies for using pulpwood in electricity production. Forest industry is heavily against it, but almost all other are favorable to it, due to positive employment and rural development effects. One argument is the fact that Finland has much more wood in forests than what is the demand of wood.

Half of the Taffec Energy day was given to technical and business issues. There were presentations about profitability in chipping business, development of wood terminals, energy wood procurement, water handling in peat production etc.

Taffec represent contractors on forestry, bioenergy and earth moving branches. Most of the members are running their business on rural areas. Taffec organizes similar seminars than Energy day for each of branches; Taffec Earth moving Day (next. 20.-21.3.2015) Taffec Forestry Day (next 2.10.2015) and also Taffec Silviculture and Forest preparation Day (next autumn)..

## Other countries

### Italy: 60% of the agricultural areas in the hands of agricultural contractors

In the editorial of the December 2014 issue of *Contoterzista*, the president of Unima recalls the major growing role of the agricultural contractors in the Italian agriculture. "Nearly 60% of the agricultural areas are handled by agricultural contractors, i.e. 5.6 million hectares", asserts Silvano Ramadori who adds that



agricultural contractors intervene more and more in big holdings. This statistical overview of the profession has been presented during the 2014 edition of Eima last November. It is the result of work carried out by the research institute Nomisma and was subject to a supplement of the *Contoterzista* Magazine in December 2014 (see picture). The summary of this study will be an integral part of the special issue of CEETTAR which is currently under preparation.■

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### Ireland : The FCI association as an official member of CEETTAR

The Association of Farm Contractors in Ireland (FCI), the national association representing farm contractors in Ireland, was inaugurated as the Irish member of CEETTAR (Confédération Européenne des Entrepreneurs de Travaux Techniques Agricoles, Ruraux et Forestiers), the European Organisation of Agricultural and Rural Contractors, which took place on Friday, February 6th at the FTMTA Farm Machinery Show in the Punchestown Event Centre, Punchestown, Naas, Co. Kildare.

The inauguration took place at a special meeting of FCI at which CEETTAR Secretary General, Jan Maris from the Netherlands attended.



FCI has been an active partner in CEETTAR since 2012 and has now been welcomed as a formal member of the European association, with partner associations in 12 EU countries. FCI will use this important occasion to generate support for the

opportunities that are present from a strong European link, where Irish contractors can learn new strategies for best practice to ensure efficiency through training in skills and machinery management and operator safety.

FCI was supported by 24 manufactures and dealers through sponsorship of the event.

FCI also ran a promotion on association with FBD (Farm Insurance company) on Child Farm safety by handing out Hi-vis jackets to children at the show, which proved very popular (pictures included)

« I visited Ireland 6th February invited by FCI to represent CEETTAR during their General Assembly. », quotes Jan Maris. I was impressed by the enthusiasm and ambitions of the board of FCI. They plan to build up their new organization to be the one and only representative for farm contractors in Ireland. They have good contacts with politicians: two members of the national parliament were present at the GA. And both persons had a rational but motivated support for the ideas of FCI (especially referring to black economy problems).

I think FCI is acting very professionally and can have the role of excellent example for other (restarting) members of CEETTAR. YES, I was very happy to meet the colleagues in Ireland. »■

### Germany: BLU launches a communication campaign on contractors' image



As a complement to the issue of February of LU aktuell Magazine published by BLU, the subscribers have received a brochure entitled "10 Punkte für Image und Akzeptanz" or "10 points for an image and acceptance" (see picture). Presented in the last DeLuTa days, this communication

campaign describes and stages through pictures

specific situations with which agricultural contractors are confronted in their environment, in particular on the road. "Everything goes well on the road if everyone does an effort of tolerance", specifies Klaus Pentzlin, president of BLU in LU aktuell's editorial. In this way little details or specific gestures of road behaviour can improve the image of the contractor. "This campaign is a prevention procedure in time, since two years are needed to change acquired habits", adds the BLU president. ■

### Slovakia: news from de ZZTSPL association

Pavel Stevcik, Manager of the Slovakian association ZZTSPL, informs us that his association is prepared to sign the annual contract with the Agricultural Workers Union of Slovakia in March. This contract, signed every year, stipulates the salary and working

conditions that the members of the ZZTSPL association are required to respect. "We are always looking for new members and follow the events organized by CEETTAR", adds Pavel. ■

### Spain: Guide on managing forest water services

Published by ASEMFO, the Guide on managing forest water services follows two years of reflection on the way to start a professional activity in this niche activity. "In our professional approach, we emphasize the flows consumed by fronds and plant structures as main variable for planning and managing", asserts Arancha López de Sancho, manageress of ASEMFO who adds that the content of this guide takes up the major topics of the training courses of the Agua Forestal II project. The new issues at stake concern the necessity of water for forest areas, such as the operation of

Mediterranean watersheds, the promotion of biodiversity, the evaluation of environmental impacts, the incorporation of studies and scientific knowledge, the calculation of annual tides, the business plan and sales strategy... "All these issues are tackled from a professional point of view and in a didactic and educational way", specifies Arancha, who adds that the aim of this practical guide is to help specialised technicians to include the forest water management in their services. ■

More information: [www.asemfo.org/aquaforestal](http://www.asemfo.org/aquaforestal)

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## Agenda

**17 March.** Brussels. ENRD Thematic Group on the implementation of rural development programmes

**19-21 March.** Bordeaux. FNEDT Congress

**23 March.** Brussels. CE-BEI cooperation on agriculture and rural development in EU

**24 March.** Brussels. UEF Round Table meeting

**31 March.** Brussels. « 8th FFA Land and Soil Management Award Ceremony » Award Ceremony

**15 April.** Brussels. Forest Working Group CEETTAR

**23 April.** Brussels. UEAPME members/sectors meeting

**23 April.** Brussels. Structured Dialogue with European Structural and Investment Funds' partners group of experts

**5 May.** Peterborough. EMSA General Assembly

**6 May.** Brussels. Civil Dialogue Group rural development

**12 May.** Brussels. Board meeting CEETTAR

**22 June.** Vejle (DK). CEETTAR General Assembly. Arrival Sunday 21 June in the evening return Tuesday 23 June in the morning



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European Organisation of Agricultural and Rural Contractors

Europäischer Zentralverband der Lohnunternehmer