







# Activity report 2018







Foreword of the President	5
Management Committee	5
Reform of the CAP	6
ABS	7
Big data	7
Renewable Energy Directive II	8
Partnerships proposals in Horizon 2020	8
Second edition of the Panorama	9
CEETTAR leaflet	9
Bulletin	10
CEMA Summit	10
Confex 2018	10
SC Forestry	11
SC Rural Activities	11
SC Mobile Machinery	12
Membership	13
Recruitment Véronique Luyten	13
Meetings	14
Budget 217	15
EMSA	16
EMU	17

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# Foreword of the President

For the second time, the secretariat is publishing a report in a specific lay out which gives a bird-eye view on the recent activities and developments at European level.

I welcome this approach as it is a tool that can be used by each and every organisation to explain briefly but clearly what is CEETTAR about. I invite all of us to widespread the document and contribute to a better knowledge of what the representation of contractors is doing at European level. It is a way to feed the interest of the contractors in activities that are taking place abroad and not only in Brussels.

Over the last few months, CEETTAR played an active role in the debates on technological evolution, in discussions on regulatory developments on machinery and, of course on CAP. With some achievements calling for new actions. It will be up to a new management to take up these challenges.



# Management Committee



President
Klaus PENTZLIN (DE)



Vice-President **Gérard NAPIAS (FR)** 



Vice-President
Simo JAAKKOLA (FIN)



Vice-President

Michiel POUWELS (NL)



Vice-President

Johan VAN BOSCH (BE)



Vice-President

Bent-Juul JORGENSEN (DK)

# YEAR IN REVIEW

# Reform of the CAP

The reform of the CAP is again gaining momentum. In 6 months, the Commission released three important documents to which CEETTAR reacted. In November 2017, a Communication which set some main objectives for the future CAP policy; in May 2018, a draft multiannual financial framework with a strong cut in the budget for agriculture, yet to be adopted by the Member States and the Parliament; in June 2018, finally, the package of legislative proposals that requires an intensive lobbying in the couple of months. Agricultural, rural and forestry contractors reacted with a certain disappointment to the publication of the Communication on the future of the CAP. Admittedly, good intentions are on the horizon, but the Commission is missing out on a chance to propose a real reform that would put the sector in a position to respond to the current economic, societal, environmental and technological challenges and to the ones that will appear within the next 10 years.

In its Communication, however, the Commission proposed some interesting ideas. The promotion of smart farming, for example, which success relies on the level of support to agricultural contractors who make the latest technology available to all farmers. The commitment to implement the Cork 2.0 Declaration was also welcome, although the measures for rural development needed more strength. An ambitious policy for the European Union being based on common legislation, the proposed subsidiarity must be taken with care.

With a budget of 365 billion euros for the period 2021-2027, the funding allocated to agriculture and rural development is far below the budget of the current period (408 billion euros). A well-funded CAP is an essential for agriculture in Europe and it may be possible that the CAP does not remain the first spending of the EU but becomes the second.

While claiming that Europe needs to keep a resilient, sustainable and competitive agricultural sector to ensure production of high-quality, safe and affordable food for its citizens and a strong socio-economic fabric in rural areas as it claims, the European Commission sharply downsized the only tool it has to achieve these objectives, jeopardising the only truly common policy. It came however not really as a surprise as Brexit is being used as the recurrent argument to make changes.

Finally, the presentation in June of the legislative proposals were the final pieces to this puzzle, confirming the direction in which the initial two documents were going to. The practical changes are numerous and many questions remain yet to be answered. The secretariat is now establishing an assessment of the consequences of the CAP for farmers and contractors: what is the real impact of the reduction of budget? Where are the priorities of the second pillar policy? Are national strategic plans a bad evolution? Is capping the CAP a problem or a solution? What about forestry...?

CEETTAR will again discuss the expectations of contractors with the Commissioner, the Commission services, the members of the Parliament, to contribute to a more competitive agriculture and forestry sector, including:

- integrating all actors in the agriculture and forestry value chain into policy priorities and implementation measures;
- effective use of taxpayers' money with a CAP focused primarily on tangible results;
- a real application of the notion of fair competition for a more efficient CAP;
- maintaining a strong sustainable development policy to support economic activity in rural areas to better support farmers;
- Better consideration of the forest's potential for the environment and the rural economy.

# **ABS**

This certainly was one of the complex topics for the year 2017 and 2018. The Commission unveiled plans to oblige manufacturers to fit ABS on tractors with a design speed between 40 and 60 km/h required extensive lobbying throughout the months. The secretariat and the experts discussed exchanged views with other stakeholders (CEMA and COPA-COGECA) before reacting to the Commission.

Adding an ABS system to tractors would have implied an additional 2000-3000 Euros for each tractor with no additional improvement of the safety. In order to get the Commission accepting this point of view, CEETTAR, CEMA and COPA-COGECA committed themselves to collect data, best practices on road safety within the activities of the Working Group on Agricultural tractors

This has produced a result. After consultation of the stakeholders, included CEETTAR, the Commission concluded that removing the ABS requirement from the Delegated Regulation for those vehicles avoids disproportionate financial costs for the industry and the users, which would ultimately delay the effective use of state-of-the-art braking features on the market. Therefore, the requirement to fit ABS on those vehicles should be deleted. As a result the Directive 2015/68 on braking systems for agricultural vehicles is being amended in order to delete any mention to ABS systems.

The publication of the amended version of Regulation is still being awaited. The replacement of the head of the unit in charge of this dossier slightly delayed the procedure.

# Big data

In April 2018, A joint initiative was launched by the EU agri-food chain in Brussels, including farmers, agricultural and rural contractors, agri-cooperatives and other agri-food chain partners. The cosignatories wished to swiftly move into an era of digitally enhanced farming, presenting a non-binding EU Code of conduct on agricultural data sharing by contractual agreement that sheds greater light on contractual relations and provides guidance on the use of agricultural data.

CEETTAR decided to join the coalition as European contractors can rely on many years of experience in precision farming. The use of digital technologies enables contractors to offer more targeted cultivation and sowing for our customers and helps farmers to reach sustainability through less emission to water and air, saving on seeds, fertilizers and plant protection products. Discussions on big data, data sharing and contractual relationship were indeed present in our internal meetings for some years. As key partners of the agrifood chain, agricultural, rural and forestry contractors believe that access to accurate agricultural data is vital to develop precision farming.

The EU Code of Conduct on Agricultural Data Sharing aimed to set transparent principles, to clarify responsibilities and to create trust among partners. It recognised the need to grant the data



originators a leading role in controlling the access to and the use of data from their business partners and to benefit from sharing the data with any partner that wishes to use their data.

Decisions at European level could greatly help in achieving this ambitious goal, and the Code of conduct on agricultural data sharing agreed was an important step in the right direction. It echoed the recommendations on the principles related to ownership, use and processing of data

that have been adopted in November 2017 by forestry contractors and forest companies in Finland. Ceettar is looking forward to further collaborate with the European institutions for a better future, moving as soon as possible towards a connected and sustainable agriculture in Europe.

#### Code of Conduct on agricultural data sharing





# Renewable Energy Directive II

Together with 6 other stakeholders of the forestry sector and the forest-based industries, CEETTAR, with support of Claus Dannefeldt Clemmensen, the first national expert working with a contract for CEEtTTTAR, regularly lobbied the EU institutions as regards the revision of the Renewable Energy Directive. This lobby activities focused primarely on the evaluation of the sustainability of biomass. This having been successfully addressed in 2017, the sectors were in Spring 2018 now emphasizing the risk to create unintended market restrictions due to an extensive application of the Waste Framework Directive and introduction of requirements related to market distortions in various amendments in the Renewable Energy Directive.

# Partnerships proposals in Horizon 2020

CEETTAR participated in 2017 and 2018 in two call of proposals within the framerwork of Horizon 2020.

**Cosmos**: The action aims at the creation of a European sustainable network of regions with a given high potential for enhancing the mobilisation of forest biomass and the sustainable supply of wood. The advanced network shall be based on existing networks and multi-stakeholders relationships to be strengthened and expanded by COSMOS's coordination and support process.

**Forworknet**: The overall aim is to help foster a health and safety culture within the European forestry sector, focusing on micro and small enterprises engaged in forest operations. Health and safety culture include the knowledge, skills, awareness, attitudes, values, relationships, practices and behaviours, at individual and organisational level, to create the capacity to deliver healthy and safe conditions for forestry workers, woodworking forest owners and other forest users.

The COSMOS application was set on a waiting list by the European Commission. The Forworknet application is still under evaluation by the services of the Commission.

# **COMMUNICATION**

# Second edition of the Panorama

Three years after its publication, and with the prospect of a new reform of the Common Agricultural Policy, it was useful to update, complete and deepen the first edition of the European Panorama of the agricultural, rural and Forestry contractors.

The second edition of the European Panorama of the agricultural, rural and forestry contractors shows the vitality and the overall presence of land-based contractors in Europe and their importance in the design of the future CAP as they understand better than anyone the importance of technology and upskilling and the challenges to rolling this out across Europe.

It gathers more data, factual information in order to show how present contractors are in the whole European Union. The foreword of the Commissioner also shows that little by little the institutions get an understanding of contractors presence.

Its elaboration required quite a lot of energy and more time than expected but the final product was issued in April. Available in English and French, a summary in Spanish is being made by our Argentinian contact, Ricardo Garbers. The Panorama was sent to key players of the European institutions, to stakeholders and the members.



# **CEETTAR** leaflet

Land-based contractors, best asset for agriculture and forests in Europe

AGRICUITURAL, RURAL AND FORESTRY CONTRACTORS OF EUROPE



In an attempt to continually improve the knowledge of civil servants, stakeholders, decision-makers about land-based contractors, CEETTAR issued a leaflet in English to be displayed when events take place (Parliament, Partners, exhibitions....).

The leaflet is firstly presenting the added value of the industry in 6 short paragraphs (competitiveness, innovation, sustainability, rural services, forests, local jobs). It is also informing about the activities of contractors with concrete facts and figures and finally giving some information about the organisation itself.

The leaflet is available for the member organisations upon request to the secretariat.

# Bulletin

After a long period dedicated to the drafting and edition of the second version of the Panorama of agricultural, rural and Forestry contractors, CEETTAR has been editing again its Bulletin. However, since April 2018 a new version is available: it became a monthly newsletter organised in 4 parts: European news, national news, figures, a portrait. The existing lay-out will be still in use but evolution might happen in the coming months.

# **CEMA Summit**

At the occasion of the CEMA Summit on Farming 4.0 held in Brussels on 12 October 2017, the European contractors proposed solutions to stimulate the adoption of new technologies in fields through the intervention of Klaus Pentzlin, president of CEETTAR, and Toon Van Eijck, agricultural contractor from the Netherlands.

Digital and precision farming is of key importance for the European agriculture in order to meet the challenges of a more competitive and more sustainable production. However, despite the fast pace of innovation, all indicators show that the market uptake of such innovations in farming lags behind the swift adoption of digital technologies in other sectors. Many reasons can explain this slow uptake: cost of the technologies, limited infrastructure, lack of understanding of the benefits, compatibility of systems, education of the users... Though their positive impacts on both environment and profitability are not denied.

In that context, the risk-taking and innovative approach of agricultural contractors make them the right actors to foster the uptake of innovation in the fields explained said Klaus Pentzlin, Unfortunately, the European Commission and governments are still focusing on subsidising farmers without asking the crucial question 'is that really efficient'? It is essential to help the agricultural sector to take the full benefits of the digital evolution. Agricultural contractors, who are investing about €6 billion every year in Europe, will bring their positive contributions to make farming even more sustainable and profitable business.

With time, CEETTAR becomes a recognised partner for delivering a strong message in favour of innovation of agriculture.

# Confex 2018

In 10 January 2018, CEETTAR actively participated in the Conference-Exhibition Show organised in Dublin by the Association of Farm Contractors of Ireland (FCI). The FCI Confex theme was 'Contracting – A Vision for the Future' and focused on providing Irish Farm & Forestry Contractors with a one-day event that will incorporate a series of information seminars coupled with a machinery exhibition.

With intervention of Klaus PENTZLIN and Simo JAAKKOLA, CEETTAR did its utmost to demonstrate the 700 Irish contractors present at the show and the deputy Minister for Agriculture of Ireland that farm contractors was a real trend everywhere Europe and that organisations are ready for partnership for a further development of FCI.

# STANDING COMMITTEES

# SC Forestry

Established on the previous Working Group Forestry and on the activities of ENFE, the Standing Committee on Forestry is benefiting from a longstanding commitment of the national experts to work at EU level as well as maintaining direct contacts between each other. The secretariat is pleased to see that the information flow is not only vertical (through "Brussels") but also horizontal.

The standing committee held meetings in October 2017 and in March 2018 in Brussels and a total of 8 member organisations took part. The topics addressed are of a diverse nature:

- \$\ \text{Sustainability of biomass and forest management producing a position paper;}
- Contribution to the evaluation of the forestry measures in the EARDF;
- Big data and ownership of data discussions influence CEETTAR's work on this topic;
- Revision of the European Forestry Strategy—producing a draft position paper;
- ★ Wood measurement exchange of views and situations;
- International day of forest producing a press release;
- The questionnaire on forestry contractors, made at the beginning of 2016 was updated and led to a synthesis which has been disseminated in the national organisations and to the European institutions;
- State of play of forestry contractors in Italy;
- Cascading of wood
- We received guest speakers from the Forest-based sector Technology Platform and ISALVA (IT).
- The representatives in the CDG Forestry and Cork and Forest-based Industry expert group reported on their actions.

In addition, CEETTAR has been actively working on contacting new national organisations: LNMA from Latvia, ANEFA from Portugal and AVIH from the Netherlands have regularly been participating in the meetings and have been cooperating at distance.

# **SC Rural Activities**

As usual the organisation of the activities of the Standing Committee on Rural Activities proved to be a bit more complicated. The standing committee held meetings in November 2017 in Nijkerk (NL) and in March 2018 in Brussels..

The level of commitment of the member organisations is also lower than in the two other standing committees. However 7 countries participated in the two meetings which shows some improvement: if not all the organisations are actively representing the rural contractors and opening the scope of work to the CAP attracted more participants..

The first priority of the standing committee remained to better define the definition of rural activities and to draft a list of the most prominent forms of rural works. Based on these two elements, the standing committee is now working on strategies and goals for the activities.

In addition to the exchange of views on the national developments, the participants also had a discussion on legislative developments regarding technical issues. Contact with CECE (Committee of European Construction Equipment) was established and further exchange of views is planned. A round table on the Common agricultural policy was also made and proved to be a successful

p.12

idea which should be pursued leading to a renaming of the standing committee as Agriculture and rural activities.

Finally, the representative in the CDG Rural Development and the secretariat kept the committee informed of the latest development of the CDG.

Considering the wide scope of this branch, CEETTAR is willing to establish contacts with other European stake-holders such as:

- ELCA (landscaping),
- representation of the local authorities, and
- RED (the rural network).

# SC Mobile Machinery

Since June 2017, the Standing Committee met twice in October 2017 and in March 2018.

There is an obvious demand for more cooperation between the member associations themselves and between the member organisations and the secretariat on issues related to this field of work. This can be concluded by the level of participation shown: more than half of the member organisations participated to at least one of these meetings as well as by the level of commitment of the organisation.

The main topics discussed since last year are:

- \* Policy developments regarding the proposal of the commission for the mandatory fitment of ABS on tractors designed for the speed between 40 & 60 km/h;
- \* Impact assessment on harmonisation of rules for the circulation of non road mobile machinery;
- ★ Big Data: participation in the working group setting up the Code of conduct;
- \* Exchange of information or rules applicable to the mobile machinery at national level with a special focus on Italy;
- \* Update of activities of the working group on agricultural tractors and the Machinery directive working group by the representative;
- \* Efficient us of new technologies, with a presentation of an initiative in Greece
- \* Follow-up of the evaluation of the Energy Taxation Directive

We received various guest speakers from machinery manufacturers (CEMA), farmers (COPACOGECA), consulting (Deloitte).

# **ADDITIONAL DEVELOPMENTS:**

# Membership

This year, two new organisations requested membership in CEETTAR. They are already informed of the activities of the European umbrella organisation. They have participated in some meetings, contributed to the collection of information and are listed in the Panorama. Their requests for membership are a positive signal of the work done by CEETTAR.



The first association concerned VLÖ (Vereinigung Lohnunternehmer Österreich), the Austrian association of agricultural contractors, currently has 187 members, out of 400-450 contractors based in Austria. Created in March 2010, It has its own director general (Helmut Scherzer) and offices in St. Florian, near Linz. VLÖ's members are distributed across all the different regions and over 90% of them are family businesses, which work in various sectors. With a 60% share, agriculture remains the biggest sector, followed by public works (20%), forestry (15%) and earthmoving (5%). Although no official surveys exist, the turnover per contractor can be estimated at  $\leq$  350,000 – 400,000 (the 187 VLÖ members generate an annual turnover estimated at approximately  $\leq$  70 million) and approximately 1,500 people are active in the industry (average of 3 - 4 employees per contractor).

The second association Agro-Lohnunternehmer/Agro-Entrepreneurs Switzerland. From the 700 agricultural contractors, half is now members of the association, which was created in 2003. 90 % of Agro-Entrepreneurs Suisse members are based in German-speaking Switzerland, compared to 10 % in the French-speaking regions, where the association has the most growth potential.



According to a survey conducted by Agro-Lohnunternehmer/Agro-Entrepreneurs, 60 % of members mainly work as agricultural contractors. The majority being small businesses. Over 75 % of member contractors provide other, non-agricultural services: work for local authorities (75%), sale of agricultural products/ inputs (41 %) and transport (35 %).

# Recruitment Véronique Luyten

Mrs Veronique Luyten joined our team in November 2017.

As she has a great language knowledge, she is a great asset to CEETTAR. Her mother tongue is French but she is fluent in English, Dutch and Portuguese as well. At present, she's improving her already good knowledge of German by taking courses at the Goethe Institute in Brussels.

With experience abroad and in international organisations, her competences and skills are essential to the development of CEETTAR. In

charge of the office management, she allows the organisation to work effectively and efficiently on two pillars: by taking care of the practical and financial aspects, she allows the management to invest more time in effective lobbying and networking.

# LIST OF MEETINGS

# Meetings

#### 28/06/2017 & 29/06/2017

Hämeenlinna: General Assembly

03/10/2017

Brussels: Standing Committee Forestry

## 24/10/2017

Brussels: Standing Committee on

Mobile Machinery

#### 08/11/2017

Brussels: Standing Committee on Rural

**Activities** 

## 11/01/2018

Dublin: General Assembly Winter 2017

#### 14/03/2018

Brussels: Standing Committee Rural Activities

#### 20-21/03/2018

Brussels: Standing Committee Forestry

## 28/03/2018

Brussels: Standing Committee Mobile

Machinery

#### 29/03/2018

Brussels: Management Committee

#### 11/05/2018

Brussels: Management Committee

#### 14-15/06/2018

Padua: General Assembly Summer 2018

## 11/10/2018

Brussels: Standing Committee Rural Activities

#### 17/10/2018

Brussels: Management Committee

#### 18/10/2018

Brussels: Standing Committee Forestry

## 13/11/2018

Brussels: Standing Committee Mobile

Machinery

#### 11/12/2018

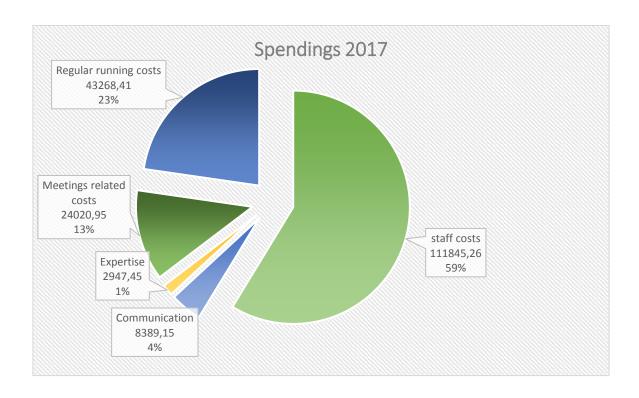
Brussels: Management Committee

#### 12/12/2018

Brussels: General Assembly Winter 2018

# **FINANCES**

# Budget 217



	2017
Income	€ 203 965,36
Membership fees	€ 180 500,00
EMSA	€ 3 100,00
EMU	€ 15 453,38
Recovery	€ 4 911,98
Cost	€ 190 471,62
Balance	€ 13 493,74
Reserves	€ 107 116,97

# **PARTNERSHIPS**

# **EMSA**

CEETTAR Secretariat is also responsible for the management of EMSA. On 23 May 2018 the General Assembly took place in Warstein in Germany.

EMSA (European Mobile Seed Association) is an association of agricultural contractors involved in the processing of farm-saved seed. Farm-saved seed is used widely and traditionally throughout the EU and is an important part of the EU agricultural market.

In 2010 a planned revision of the European Regulation on Plant Breeders' rights (Regulation 2100/94) was tabled, EMSA was created in the same year in the interest of reacting to this revision. At long last, the Commission decided not to open the box of Pandora and opted not to change the existing legislation.



EMSA, though having limited resources, continued to exist and pursue its objectives:

- Regroup European seed cleaners
- Create a virtuous spiral
- Defence of farm-saved seed

Today, EMSA has been able to make cooperation, meetings and exchanges of views between processors and small farmers of several countries; Belgium, Finland, Denmark, Italy, Poland, United Kingdom, Ireland and Spain are stating their involvement. In addition, thanks to its presence in Brussels, the mobile seed processors are, step by step, taking part in more complex legal and policy developments.

In 2017, EMSA had to tackle many challenges within the current administrative and financial framework:

- Improve its representativeness
- React to EU assessment of New Breeding Techniques
- Establish links with the ESA, the European Plant Breeders Association
- Inform the members on collection of plant breeders fees system

This year, CEETTAR added a new page in sectors for EMSA. This way, documents and information can be shared easily.

http://ceettar.eu/sectors

# **EMU**

CEETTAR has a working agreement with EMU (European Metal Union) which implies that the secretariat of CEETTAR also handles the secretariat of EMU.

EMU was founded in 1954 as IMU and started playing on the European plan in 1993, today EMU has eight members in seven countries, respectively Austria, Belgium, Denmark, Germany, Hungary, Netherlands and Switzerland.

EMU is active in many sectors: mechanical engineering, vehicle assembly, shipbuilding, metallic constructions, lock and safety engineering, metal design, welding, drilling...



#### EMU has many objectives:

- Exchange knowledge and experience
- Create transparency of job profiles and qualifications to make them comparable on Europe-an level and to develop
- Promote metalworking occupations to attract young people and apprentices

Look after the interests of its members as to rules and regulations, certification, subvention, labour law issues, etc.

## Challenges for the future:

- Active lobbying in Brussels
- Development of European professional formation
- Participation in the European Social Dialogue
- Active involvement in European standardisation and legislation
- Widen the representativeness by prospecting new members

More information can be found on www.emu-sme.eu

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