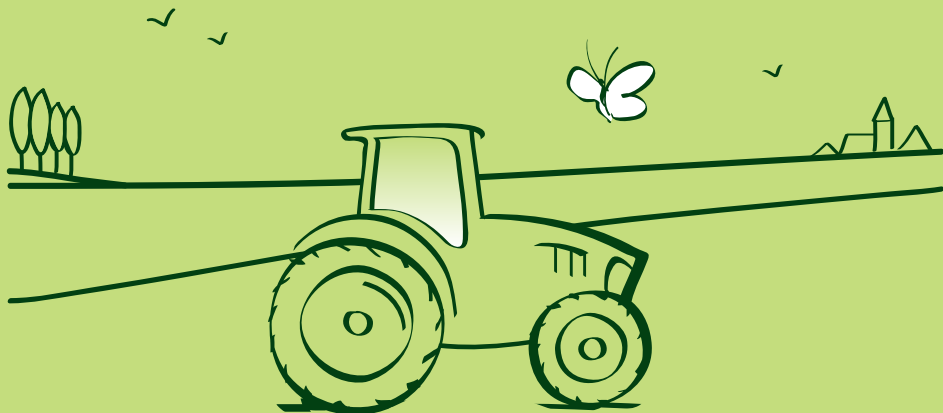


# Together in Europe

## Contractors serving the Rural Community



**A brief history of CEETTAR  
(1961-2011)**



EUROPEAN ORGANISATION OF AGRICULTURAL  
AND RURAL CONTRACTORS



**Together in Europe**  
**Contractors serving**  
**the Rural Community**

**A brief history of CEETTAR**  
**(1961-2011)**



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## *A message from the author*

*I would like to thank Gérard Napias, President of CEETAR, who asked me to write a history of the organisation when I retired in January 2011. It is a true story. But, as we are fully aware, there are always many sides to the truth. This non-exhaustive account does not claim to tell the whole story, but I am sure that it will cover the key facts and events.*

*I am also greatly indebted to Jan Maris, Johan van Bosch, Otto Oestges and Nestor Lafalize who opened up their archives and provided me with various sources. I also referred to the archives of Etienne Tessier, who coordinated the European organisation between 1961-1983*

*The sound advice provided by Eric Drésin, the current Director of CEETAR, played a crucial part in tying together the different threads of this complex story.*

*I would like to conclude by expressing my gratitude to Pierre Ergo who took the time to read and provide me with feedback concerning the first manuscript. I wish to thank him from the bottom of my heart for his kind contribution and meticulous attention to the tiniest details.*

**Eddy KLÖCKER**

## Foreword

In 2011, agricultural, rural and forestry contractors celebrated the 50<sup>th</sup> anniversary of the international organisation that was formed in order to represent them. This milestone also appeared a good opportunity to produce a retrospective of the history of these professions in Europe, which will certainly be a revelation for some people.

The fact that the **Union Internationale des Entrepreneurs de Travaux Agricoles** (UIETA), which predated CEETTAR, was formed back in 1961 shows that agricultural contractors have long wished to focus on the basic principles of the Common Agricultural Policy (CAP) established by the Treaty of Rome.

The organisations representing the contractors were accompanied by and sometimes caused unprecedented changes to agricultural and forestry work in the rural sector at national level. At the same time, this concise, accurate and well-documented account shows that those representing the contractors have long had clear objectives and convincing visions at European level. Since the 1990s, these objectives can be seen mainly in the structural reinforcement and increasing effectiveness of CEETTAR.

It goes without saying that the growth of CEETTAR has not always been easy and was tied to the meandering development of European Union. However, starting in the six founding countries and thanks to the commitment shown by people who shown great conviction, the organisation gradually expanded to include 17 active and observer members. It also became rapidly clear to all concerned that the problems facing them went beyond political borders and that any solutions must be based on a debate informed by different cultures and visions. In a nutshell, unity must always go hand-in-hand with diversity.

With the active support of all the national federations, CEETTAR is now the recognised voice of almost one hundred thousand contractors towards the Community institutions. By contributing to the development of political priorities and legislation, it now fulfils not only a defensive role but also that of developing rights and a *force to be reckoned with when it comes to advancing proposals*. Moreover, its task has become more complex, as it has to adapt to increased Community powers, while taking account of a diversified agricultural, rural and forestry contractor sector, which has gradually come to include all contractors providing vital services for the economy and rural life.



With this in mind, I feel it would be appropriate to use this anniversary as an opportunity to look to the future. Without doubt, the importance that our society attaches to the environment makes it necessary to radically rethink the economy. One of the crucial challenges is that of making agriculture, forestry and rural development more sustainable. It is not simply a question of which techniques are used and has mainly to do with the actual people involved. Based on their spirit of initiative and knowledge of the field, as well as their sense of responsibility and service to society, agricultural, rural and forestry contractors – a part of the *land-based contractors (LBCs)* – have the necessary expertise and dynamic approach, which make them an essential lever for a new kind of development, which is both sustainable for society and economically viable for the rural sector.

Gérard NAPIAS,  
President.



## **I. Creating structures (1950-1960)**

*Professional harvest contractor organisations from several European countries came together, shared information, arrived at a convergent analysis of their situation and agreed to join forces at international level to protect their members' common interests. This led to the gradual emergence of a new sectoral player – the agricultural and rural contractor (ARC).*

The gradual birth of CEETTAR began in Belgium, in both Wallonia and Flanders. On the Flemish side, the first initiatives were undertaken by Etienne Tessier, Secretary of the **Nationaal Verbond van Loondorsers** (NVL) (national union of rural contractors), which was created in 1950 and affiliated to the **Nationaal Christelijk Middenstands Verbond** (NCMV) (national christian small businesses association). The latter had been informed by the Catholic Federation of the Dutch small businesses of the existence in Utrecht, in the Netherlands, of another representative organisation within this professional sector, the **Bond van Agrarische Loonbedrijven** (BOVAL) (union of agricultural contractors). At the same time, BOVAL had formed links with a similar organisation, the **Zentralverband der landtechnischen Lohnunternehmer in Land- und Forstwirtschaft e.V.** (ZLLF) (federation of agricultural and forestry contractors), which was based in Goslar, Germany.

The late 1950s saw the advent, in Belgium, of the **Association Nationale des Entrepreneurs de Travaux Agricoles** (ANETA), which was led, from early 1960 until 2003, by its Walloon President Nestor Lafalize, who was a driving force behind the profession's development at Belgian level and played an active part in the rise of the future international organisation. ANETA published two magazines entitled *Agroservice* and *Landbouwservice*. While, in Flanders,

the ARCs were primarily harvesting and spraying contractors, in Wallonia their activities covered all types of agricultural work.

Based on his interest in the organisation, problems and concerns of BOVAL and ZLLF, and particularly their pricing policies, Etienne Tessier suggested that they share the information from their respective newsletters. At the time, BOVAL had the best resources, with its monthly magazine *Het Loonbedrijf* (Agricultural works enterprise), while its German counterpart regularly published articles on harvesting contractors in the magazine *Feld und Wald* (field and forest). In Belgium, the NVL publication *De Loondorser* (The Harvest Contractor) appeared once per year. Apart from a single visit to Utrecht, communication was limited to written correspondence.

## **The gradual need for an international dimension**

The three pioneer organisations then became aware of their French equivalent, the **Fédération Nationale des Entrepreneurs de Travaux Agricoles et Ruraux** (FNETAR), which was based in Paris and published a professional journal called *L'Officiel*.

**1955** On 9 October 1955, the Belgian harvesting contractor organisation held its first national conference as a professional association, which coincided with the NCMV congress. Dutch and German colleagues were also invited. Inspired by the German model, the delegates decided to include all technical and commercial services provided by agricultural contractors under the same “umbrella”. Administratively speaking, the German and Dutch organisations were dependent on their respective ministries of agriculture, while the Belgians came under the Ministry of Economic Affairs and small businesses. It could be seen that professionals from all countries were facing the same problems, including internal competition between harvesting contractors, advantages granted to *agricultural machinery sharing (CUMAs)*, wide machinery on public roads, the rapid development of mechanisation and the resulting need to train contractors. In fact, the conference demonstrated the importance of organising meetings to discuss the creation of an international organisation.

## First international conference

**1956** At the Brussels agricultural show on 15 February, the Belgian organisation held a “technical day”, during which a member of parliament called De Nolf delivered a presentation on entrepreneurs in the agricultural sector. This meeting was followed by the first international conference, which was held at the Hôtel Cosmopolite and attended by A. Hooghe and E. Tessier from Belgium, Dutch representatives J.L. Hamel from BOVAL and a group of five Germans from ZLLF - Mr Kwasny, Mr Jüntgen, Mr Ecks, Mr Schumacher, Mrs Geiszmar and Mr Pauwels. The participants agreed to follow up an invitation from their French colleagues to organise another meeting for discussion, in Paris on 5 March, in order to bring together the secretaries from four countries.



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1<sup>st</sup> international conference in Brussels (from left to right): Mr. Hamel (NL), Jüntgen (D), Tessier (B), Hooghe (B), Ecks (D), Pauwels (B), Mrs. Geiszmar (D), Mr. Kwasny (D) and Schumacher (D).

**1957** This year saw a series of international meetings and the emergence of two other organisations: the **Unione Nazionale Imprese di Meccanizzazione Agricola** (UNIMA), the national union of agricultural machinery contractors, which was based in Rome with Franco Fanelli as its Secretary, and the **British National Association of Agricultural Contractors** (NAAC), based in Suffolk near London.

## Second international conference

**1958** A second international meeting, organised as part of Expo'58 in Brussels, commenced on 4 - 5 June at the Hotel Rembrandt in Bruges, focusing on the subject of *Agricultural contractors providing services for people*. English representatives Mr Kimbel and Mr Norman were invited for the first time. Unable to attend, the French organisation presented a report on

2<sup>nd</sup> international conference in Bruges (from left to right): Mr. Tessier and Mr. Leeuwerk (B) and the guest speakers Mr. Buntinx and Mr. Decock.



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agricultural contractors in the European Economic Community (EEC). Another meeting was held on 6 June at the Hôtel Cosmopolite in Brussels, where the future Belgian prime minister, Leo Tindemans, gave a presentation on the *Role of contractors in the agricultural economy of the tomorrow*.

### **Third international conference and first attempt to draft statutes**

**1959** On 2 - 4 April, the German ZLLF organisation hosted the third international conference in Bad Godesberg. The impressive delegation included representatives from the Netherlands, France, Italy, the UK and Belgium. A Luxembourg-based contractor from Vianden, Mr Osch, was also present as an observer from the Grand Duchy, which did not have a similar organisation. In the same year, at the “Royal Show” in Oxford, the British organisation NAAC invited secretaries from the different countries to a meeting, which focused on a single and highly significant agenda item – the drafting of statutes for the creation of an international union of agricultural contractors.

## International Show in Reims – a common diagnosis

**1960** Mr Dubroeuq, regional President of the organisation of agricultural contractors of Nord – Pas-de-Calais, invited the Belgians Mr De Munck and Mr Tessier to the Franco-Belgian agricultural contractor day, which he organised as part of the agricultural show held in Reims. The *Voix du Nord* newspaper of 7 May 1960 reported at the time: “*Of all the events taking place in Reims, the agricultural contractor day proved the most popular*”. After the general assembly of the Département of Nord – Pas-de-Calais organisation, which was attended by over 200 contractors, the Belgian and French organisations exchanged their views on the situation in the two countries. It emerged that the problems were virtually identical and included reciprocal aid between contractors, rights assigned to agricultural cooperatives, intensive mechanisation, respecting prices for services rendered and problems of recruiting a qualified workforce. More than ever before, it emerged that we would have to work on the actual creation of an international union, with statutes, a management Board, programme and EEC representation.

## **II. Developing a global strategy (1961-1968)**

*Starting in four countries, agricultural contractor representatives (ARCs) finally managed, after a great deal of trial and error, to create a common organisation, the International Union of the Agricultural Contractors (Union Internationale des Entrepreneurs de Travaux Agricoles - UIETA). This organisation developed its own statutes and structures, held general assemblies, organised study days, forged links with the European Economic Community (EEC) and made first attempts to gain recognition as a representative organisation for ARCs.*

## Creation of the International Union of the Agricultural Contractors (UIETA)

**1961** At the invitation of the French federation, the secretaries from the different countries met in Paris once again at the **Salon International du Machinisme Agricole** (International Agribusiness Show) (SIMA), where they prepared for the founding meeting of the International Union. The statutes were drafted in three languages and adopted at the meeting, which was held on 30 May 1961 in Valkenburg in the Netherlands, by the following organisations: the **Nationale Centrale Landbouwservice** (Belgium), the national centre for agricultural services (the Dutch-speaking wing of ANETA); ZLLF (Germany); UNIMA (Italy); BOVAL (the Netherlands); and FNETAR (France).

This led to the creation, on 31 May 1961, of the **International Union of the Agricultural Contractors (UIETA)**.

In the absence of a Luxembourg-based organisation, the Grand Duchy's representative assumed observer status. In anticipation of the instrument of incorporation, the Austrian organisation allowed itself some time for reflection. The statutes were submitted, as required by Dutch law, and published in the Official Journal of the Netherlands (Staatscourant) on 6 February 1962, with a recognition

Bijvoegsel van de Nederlandse Staatscourant van  
dinsdag 6 februari 1962, nr. 26.

Nr. 155

V E R E N I G I N G : Internationale Unie van Na-  
tionale Organisaties van agrarische Loon-  
bedrijven.

I. Algemeen

Naam, domicilie en duur van de vereniging

Artikel 1. 1. De navolgende organisaties van agrarische loonbedrijven vormen te zamen een Internationale Unie van Nationale Organisaties van agrarische Loonbedrijven:  
Nationale Centrale Landbouw-Service, Brussel, België;  
Zentralverband der Lohnunternehmer in Land- und Forstwirtschaft e.V.; Goslar, Westdeutschland;  
Fédération Nationale des Entrepreneurs de Travaux agricoles de France, Paris, France;  
Unione Nazionale Imprese di Meccanizzazione Agricola, Roma, Italia;  
Bond van Agrarische Loonbedrijven in Nederland (Boval), Utrecht, Nederland.

2. De unie is een vereniging op grond van de Nederlandse wet van 22 april 1855 ter regeling en beperking van de uitoefening van het recht van vereniging en vergadering. Zij wordt opgericht voor de duur van 29 jaar, te rekenen vanaf 31 mei 1961.

3. De unie is gevestigd te Utrecht (Nederland) en heeft haar domicilie ten huize van het secretariaat.

Doel en taken

Artikel 2. 1. Taak van de unie is het over al die beroeps-vraagstukken overleg te plegen en in voorkomende gevallen te beslissen, die het agrarische loonbedrijf betreffen en betrekens bezitten over de grenzen heen. Haar werking betreft dus de bevordering en de verdediging van de belangen en het oplossen van de gemeenschappelijke vraagstukken der aangesloten vakorganisaties op sociaal en economisch terrein in het bijzonder door:

period due to expire in 1989. Each founding organisation was assigned two votes and invited to submit proposals for a work programme. The first annual subscription was fixed at 3,600 BEF.

The first UIETA Board was made up of Mr R. De Munck, President (B); E. Bizière (F), Mr Franke (NL), Mr Nieländer (D), Mr Fratta (I) and R. Vandenbulcke (B), Vice-Presidents; E. Tessier (B), General Secretary. The management Board comprised J.L. Hamel (NL), A. Kwasny (D), P. Van Landeghem (F) and F. Fanelli (I). The role of observer for Luxembourg was assumed by G. Osch. The organisation's head office was located at 12 Rue de Spa, Brussels.

## **The first meetings and study days organised by UIETA**

**1962** With a large Dutch delegation and participants from Italy, France, Germany, the UK and Belgium, the first general assembly of UIETA was held in Amsterdam on 26 - 27 January 1962. Internal rules of procedure were adopted. Proposals submitted by the member organisations for the work programme were discussed.

## II. Developing a global strategy

1961-1968

From 21 - 23 November 1962, the first UIETA study days were held in Bruges, Belgium. The Netherlands, Germany, the UK, Italy, France and Belgium presented their activity reports at this event. The participants also examined reports presented by experts from CEMA - European Agricultural Machinery, who met on 15 October in Zeldegem, in order to discuss issues linked to the highway code for combine harvesters: width, length, speed, lights, indicators, rear-view mirrors, licence plates and brakes, together with the minutes of the meeting held on 25 October in Berlin, which focused on permitted speeds for tractor-trailers and other towed machinery on public roads, as well as their brake systems. Mr Bizière presented the results of a survey on the major problem of accidents caused by the use of agricultural machinery, including statistics, frequency, causes and prevention. The secretariat was informed of recommendations made by the CEE Commis-

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1<sup>st</sup> General Assembly  
in Amsterdam  
(from left to right):  
Mrs Geiszmar,  
Mr Van Der Linde,  
Franke, Hamel and  
Calis.

sion to the Member States, concerning the customs tariffs applied for the temporary import of agricultural tools. It was also suggested that the organisation should contact the **Comité des Organisations Professionnelles Agricoles** (COPA) concerning the implications of the Agricultural Framework Law of the EEC, which was being prepared at the time.

**1963** In addition to the activity report, financial questions and Internal Rules of Procedure, the UIETA general assembly held in Paris on 5 - 6 March 1963, examined a report on links with CEMAG and a presentation by Professor Bergman on the future structure of the agricultural contractor sector in the EEC.

General Assembly  
in Paris.  
Pr Bergman  
speaks about the  
future structure  
of the European  
agriculture.



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**1964** Reports on the activities of the German and Dutch organisations were circulated, together with their work programmes. Mr Tessier participated as an expert to the preparatory work of the **Comité économique et social** (Economic and Social Committee - ESC) on the Directive on the freedom to provide services in the agricultural and horticultural sectors. He also shared ideas on this subject with Belgian member of European parliament J. Dupont. After the working group meetings, the ESC responded favourably. The Directive was eventually adopted on 14 December 1964.

On 29 September in Montreux (France), at the congress of the **Confédération Européenne de l'Agriculture** (European Confederation of Agriculture) (ECA), which unites research centres in several European countries, Mr Tessier contributed to work on the “agricultural machinery” section, for which the recording secretary was Mr Dricot, Director of the Station du Génie Rural (**Centre de Recherches Agronomiques – CRA**) (Agricultural Research Centre) in Gembloux, Belgium and President of CEMA. The latter emphasised the importance of the professional role of agricultural contractors (*ARCs*) in a context, in which preferential subsidies were granted to their main competitors and *agricultural machinery cooperatives* (*CUMAs*) or groups of farmers share this equipment. He called for sufficient attention to be paid to the situation of

ARCs at the next CEA congress, either in the “Agricultural Machinery” or “Economy” work group.

In the same year, UIETA’s partners examined the report from the Scheveningen Congress (7-10 September) produced by the Crédit Agricole bank on the structure and development of agriculture in the Netherlands. They became aware of the existence of a Swiss union of tractor owners, whose members included agricultural contractors.

## Striving for recognition as an NGO

**1965** UIETA was invited to hold its general assembly on 10 March in Paris. Agenda items included developing links with the ECA, in order to tackle the problems facing ARCs at its next congress, the push for de facto recognition of UIETA’s “EEC Committee” as a non-government organisation (this body was created by the latter to protect the interests of the profession within the Community institutions existing in the Member States at that time) and the realisation that many of its partners now wished to work with it. At the contractor day organised by the Département of Nord – Pas-de-Calais and held at the annual show in Reims, no less than 300 professionals listened to the speech given by the organisation’s President Mr Bizière.

RICHTLINIE DES RATES  
vom 24. Oktober 1967

über die Einzelheiten der Verwirklichung der Niederlassungsfreiheit  
und des freien Dienstleistungsverkehrs für die selbständigen Tätigkeiten in der  
Forstwirtschaft und der Holzwirtschaft

DER RAT DER EU  
GEMEINSCHAFTEN

gestützt auf den Vertrag zur Gründung der Europäischen Wirtschaftsgemeinschaft, insbesondere auf Artikel 54  
Artikel 63 Absätze 2 und 3,  
gestützt auf das Verzeichnis der Tätigkeiten, die der Aufhebung der Beschränkungen der Niederlassungsfreiheit (1), IV E,  
gestützt auf das Verzeichnis der Tätigkeiten, die der Aufhebung der Beschränkungen des Dienstleistungsverkehrs (Abschnitt V C),

auf Vorschlag der Kommission,  
nach Stellungnahme des Rates (2),

nach Stellungnahme des Sozialausschusses (3),

in Erwägung nachzusehen, dass  
Nach dem Zeitprogramm ist die Aufhebung der Beschränkungen der Niederlassungsfreiheit und der Holzwirtschaft (CIT) (4) für den Zeitraum des zweiten Jahres der Behandlung auf den Übergang

Zur Tätigkeit als Holzhändler und der Holzverkauf der Erzeugnisse der Forstwirtschaft. Die Anwendung auf den Einzelhandelsverkauf nicht im Aufnahme

(1) ABl. Nr. 2 vom 15. 1. 1962, p. 32/62.  
(2) ABl. Nr. 2 vom 15. 1. 1962, p. 32/62.  
(3) ABl. Nr. 58 vom 28. 1. 1962, p. 1729/84.  
(4) ABl. Nr. 205 vom 7. 12. 1963, p. 2772/64.  
(5) Nach der Classification des métiers des branches de toutes les professions libérales, Ann. des Vert. des Prof. Lib., 1964, p. 1, 200-201.

COMMUNAUTÉ ÉCONOMIQUE EUROPÉENNE

INFORMATIONS

LE CONSEIL

DIRECTIVE DU CONSEIL

du 14 décembre 1964

fixant les modalités de réalisation de la libre prestation des services dans  
les activités de l'agriculture et de l'horticulture

(65/1/CEE)

LE CONSEIL DE LA COMMUNAUTÉ ÉCONOMIQUE EUROPÉENNE

vu le traité instituant la Communauté économique européenne et notamment son article 63 paragraphes 2 et 3 et son article 227 paragraphe 2,

vu le programme général pour la suppression des restrictions à la libre prestation des services (1) et notamment son titre V C d),

vu la proposition de la Commission,

vu l'avis de l'Assemblée (2),

vu l'avis du Comité économique et social (3),

considérant que le programme général comporte un échéancier spécial pour la suppression des restrictions en matière d'agriculture et d'horticulture ; que cette suppression a été prévue avant le 31 décembre 1963 pour un premier groupe de prestations de services, avant la fin de la deuxième étape de la période de transition pour un second groupe et dans le courant de la troisième étape pour les autres prestations;

considérant que ces services interviennent d'une façon directe dans les coûts de production de l'agriculture et de l'horticulture et favorisent le dévelop-

pement du progrès technique ; que leur libération doit par conséquent être réalisée au plus tôt, conformément à l'article 63 paragraphe 3 du traité et aux objectifs de la politique agricole commune ;

considérant que la liberté d'établissement dans les activités couvertes par la directive n'est prévue que pour la fin de la période de transition (4), sauf pour certains salariés agricoles bénéficiaires de la directive du Conseil du 2 avril 1963 (5) ; que, d'autre part, la libre prestation des services, lorsque le prestataire exécute sa prestation dans le pays du destinataire, ne doit pas comporter l'obligation pour le prestataire de remplir les conditions auxquelles les personnes établies dans ce pays satisfont en raison seulement du caractère stable et permanent de l'activité qu'elles y exercent, comme cela peut être le cas, pour certains États membres et dans des circonstances déterminées, de l'inscription au registre du commerce et de l'affiliation à certains organismes professionnels ;

considérant qu'en raison de cette diversité d'échéances et de régime entre le droit d'établissement et la libre prestation des services, il est nécessaire de préciser dans la directive ce qu'il faut entendre par

(1) JO n° 2 du 15. 1. 1962, p. 32/62.  
(2) JO n° 109 du 9. 7. 1964, p. 1729/84.  
(3) JO n° 174 du 4. 11. 1964, p. 2772/64.

(4) Programme général pour la suppression des restrictions à la liberté d'établissement (JO n° 2 du 15. 1. 1962, page 36/62), titre IV F 6 et annexe V ex groupe 012.

(5) JO n° 62 du 20. 4. 1963, p. 1323/63.

As soon as 1965, the EEC recognises the value for the European agriculture of the input of agricultural and forestry contractors.

A report, which was produced by the latter on the entry into force of the directive on the freedom to provide services within the EEC, highlighted problems for cross-border workers due to the different situations facing French and Belgian contractors, in legislative and administrative terms, which needed to be resolved.

On 6 October, UIETA received a response from the Commission (DG Internal Market and Services) to the questionnaire concerning coupling hooks for agricultural tractors. In the same month, at the ECA congress in Amsterdam, Mr Tessier and Mr Hamel contributed to the working group on “Agriculture and agricultural contractors” and listened to a presentation, in which Professor Geisendörfer from Bad Godesberg highlighted the situation in Germany.

**1966** On 29 June, C. Van Rumpt replaced Mr Franke from BOVAL on the UIETA Board, which had since become the **Cultuur technische werken en grondverzet, Meststoffen distributie en Loonwerk Agrarisch**, or CUMELA (association of farming, landscaping, manure spreading and agricultural contractors). On 13 August, another German organisation, the **Bundesarbeitsgemeinschaft der Verbände land- und forstwirtschaftlicher Lohnunternehmer (BVLL)** (federal

professional association of agricultural and forestry contractor organisations), which represented ARCs from all the Länder of the Federal Republic of Germany, except for Saarland, emerged and requested further information on UIETA. Its head office was located in Lemförde and it had Richard Ey as its president. Its application for BVLL membership was forwarded to the German organisation ZLLF for a second opinion, as the latter was already a member of UIETA. On 11 October, Mr Hamel presented a report on the activities of the EEC Commission concerning agricultural machinery and tractors, which led to the adoption of a Directive on the adjustment of legal requirements in the Member States for wheeled tractors on 31 March.

The second UIETA study days took place on 7 and 8 December in Antwerp, Belgium, and were followed, on 9 December, by a meeting of the EEC committee of UIETA in Brussels. It was proposed that a meeting should be held between the latter and Commission officials, in order to prepare joint conclusions to be presented to the Director-General for Agriculture, Louis Rabot, with the aim of including the problems experienced by ARCs in the issues considered by the Commission. At this meeting, the Commission was represented by Mr Pignont (professional training), Mr Gräber (harmonisation of legislation), Mr Van Lierde (agricultural groups) and Mr Giebler (structural problems) and Mr Fitterer (Director of the DG Agricul-

ture). It was also decided to apply for ECA membership, as the presence of UIETA in the latter's working groups had proven necessary.

**1967** During this year, links with BVLL, which was then led by Dr Ey, remained sporadic, as this organisation seemed to concentrate on representing spraying contractors. The annual general assembly of UIETA, held on 9 March in Paris, provided an opportunity to amend the statutes and Internal Rules of Procedure, follow up the discussion concerning ECA membership and share ideas on a variety of issues, such as *CUMAs*, illegal labour, etc. On 10 July, a draft proposal was presented for a third directive focusing on the harmonisation of legislation in the Member States, in response to the application of VAT for agricultural products. At the end of November, the Institute of Agricultural Mechanization of Wageningen (NL) sent UIETA a memorandum on contractors in working sandy areas.

On 18 - 20 December, Turin was the venue for new study days, during which the debate focused on the highly topical subject, according to national reports recently submitted, of VAT and how it affected the situation in different countries. The meeting also included a visit to the FIAT plants.

## Developing links with the EEC

**1968** The year was mainly devoted to developing links with EEC institutions, which concentrated on the transposition of European VAT requirements to tax legislation in the different Member States. After a meeting with Mr Janssens, an EEC consultant responsible for VAT, a survey of contractors in the agricultural sector was planned. The departments led by Mr Van Leuwen, Mr Eichelberg and Mr Gambini, who were responsible for the study within the Commission, were informed by Mr Hamel and Mr Tessier, of UIETA, of the situation in the different countries. The latter encouraged organisation members to cooperate actively, in order to complete the various questionnaires and formulate UIETA's position before the Third VAT Directive was finalised. On 19 December, Mr Hamel informed the members of new difficulties arising for ARCs due to the Mansholt Plan, with the foreseeable negative effects of the policy of the agricultural land reparaCELLing, particularly in terms of the rural environment and biodiversity.





### **III. Speaking with one voice (1969-1979)**

*UIETA spoke with one voice when communicating with the EEC. Following the first Common Agricultural Policy reform (CAP), it was confronted with the Mansholt Plan and full-scale introduction of VAT. By means of European study and training days, it gradually adopted a more systematic approach to meeting challenges and identifying future opportunities for the sector. It welcomed new member organisations and developed links in response to EEC expansion and the accession of new Member States.*

## A common position concerning the effects of the Mansholt Plan

**1969** In addition to agricultural contractors, the consequences of the Mansholt Plan were also of concern for the European Federation of International Trade in Agriculture Machines, which consulted the Commissioner on the question of agricultural structures on 21 March 1969. The meeting of 14 May between UIETA and the “EEC Committee” in Brussels defined a common position. A circular on the problems arising from the plan was sent to the member organisations, while a position paper was presented to Commissioner Mansholt.



© European Commission

Sicco Mansholt,  
European  
Commissioner.

**1970** On 30 January, UIETA received a reply from Commissioner Mansholt, assuring it of his interest in the study conducted by Mr Heringma (NL). At the beginning of May, Mrs Geiszmar, the ZLLF secretary from Goslar, informed UIETA that she and Mr Kwasny planned to retire and their organisation would be put on hold. The way was now open for UIETA membership

for the other German association, the BVLL from Lemförde, which de facto replaced ZLLF.

At the invitation of consultants from a German association on methods and construction in the agricultural sector, UIETA took part in a study day organised by the **Deutsche Landwirtschaftsgesellschaft** (DLG) (German Agricultural Society) on 25 -26 May in Cologne, which focused on the topic of *Shared use of machinery by contractors*. Its secretary Mr Tessier gave a presentation to a large panel of contractors and press correspondents. Mr Ey discussed the problems facing ARCs and Mr Röhner looked at cooperation between CUMAs and rural contractors. Recommendations from Professor K. Hage, from the University of Giessen in Germany, on the shared use of machinery by contractors were followed by a report from one of the major Dutch contractors, Mr Maris (father of the CEETTAR's future General Secretary), on polder drainage in the north. Visits to the Claas company in Harsewinkel, a machinery cooperative and an agricultural contractor gave BVLL an opportunity to establish, on behalf of UIETA, a link with Mr Soll, editor of the *Lohmunternehmer* magazine (*Agricultural contractor*).

During the same year, the preparation of VAT regulations attracted a great deal of attention in each country and presented the different national organisations with a huge amount of work.

**1971** The European VAT legislation came into force. Despite various discussions between the member organisations, UIETA's activities set the tone during this year.

**1972** On 17 April, a directive was issued on the modernisation of agricultural holdings, together with another on socio-economic guidelines and training for people working in agriculture. At the invitation of Dr Ey, President of the German organisation, on 26 - 27 April, UIETA took part in a visit to the DLG in Hannover. 26 May saw the funeral of Mr Hamel in Utrecht.

After a break of two years, an UIETA general assembly was convened on 2 June 1972 in Hannover, Germany. Following the retirement of Mrs Geiszmar and Mr Kwasny, which led to the merger of ZLLF and BVLL, the latter became an official candidate for UIETA membership and, as a result, the "EEC Committee", with Mr Ey and Mr Grothe acting as representatives. Each organisation presented a report on the situation in his country. This served to highlight the urgent need for VAT harmonisation in the EEC, in order to make effective the free movement of services provided by ARCs. Apart from the promises made by the Commissioner to take full account of the latter, the measures introduced by the Mansholt Plan as part of the

Common Agricultural Policy (CAP) were not sufficient to reassure UIETA officials.

In the context of the first EEC expansion, UIETA forged links with the Danish organisation **Landföreningen Danske Maskinstationer** (LDM) (national association of Danish ARCs) in Veilje. Miss Scizier, from the EEC Agricultural Information Service, was invited to deliver a presentation on 8 December in Diksmuide, Belgium, in preparation for the meeting of UIETA's EEC Committee working group, which was asked to examine VAT regulations in the different countries and the Directive of 17 April 1972 on the modernisation of agricultural holdings. At this meeting, it was requested that membership of the new German organisation, BVLL, be placed on the agenda of UIETA's next general assembly. Mr Castle succeeded Mr Bishop as Secretary of British organisation NAAC.

**1973** The UIETA general assembly, held on 8 March in Paris, ratified the membership of BVLL. On 11 - 12 June, a study day organised by the **Centre Européen pour la Promotion et la Formation dans le secteur Agricole et Rural** (CEPFAR - European centre for promotion and training in the agricultural and rural sector), an off-shoot of COPA, was also held in Paris, on the subject of *Developing cooperatives for the shared use of agricultural equipment* (these cooperatives did not belong

to *CUMAs*). Representatives from the different countries (Germany, Belgium, Ireland, Italy, the UK, Luxembourg, the Netherlands, Denmark and France) provided feedback on the respective national situations and UIETA gave a report on the situation and decisive role of agricultural contractors.

Another general assembly was held in Gent (B) on 15 June of the same year. The new management Board comprised E. Bizière (President), R. de Munck (first Vice-President), R. Ey, A. Laforgia and M. Rijsbergen (other Vice-Presidents, with two people to be designated by the United Kingdom and France). The Treasurer was Mr W. Van der Linde. Accounts were transferred to the Netherlands but the secretariat continued to be led by E. Tessier, with a Vice-Secretary to be designated by France for the purpose of developing links. The Board now consisted of a President, first Vice-President, Secretary, Vice-Secretary and Treasurer. The administrative costs incurred by the Nationale Centrale Landbouwservice (Belgium) were now to be covered by UIETA.

**1974** On 7 - 8 February, CEPFAR organised its fourth European days on the subject of *Agricultural machinery sharings rings*, which were also known as *CUMAs*. 8 March saw UIETA's statutory general assembly, which focused mainly on the question of subscriptions.

**1975** Another meeting took place with the French federation at SIMA in Paris. During this year, UIETA's activities focused on developing closer links, between the secretaries and with the EEC.

**1976** The situation facing UIETA was discussed at several meetings. On 20 - 21 May in Munich, under the auspices of the DLG, Mr Tessier and the German BVLL organisation informed each other on the actual situation of contractors in this country.

**1977** In Paris on 11 March, FNETAR welcomed 50 German contractors visiting SIMA, together with an agricultural contractor. The Danish LDM, presided over by Mr Paul Jörgensen, became a member this year, as well as the Austrian organisation **Bundesin-nung des Gewerbes** (BG) (federation of trade guilds), from Vienna, while Austria was yet to become an EEC member. Its Secretary was R. Palanski.

**1978** In January, Mr Castle, from NAAC, sent UIETA a *Price Guide* for services provided by ARCs. The report on the agricultural conference, held on 7 - 8 March by the Christian Democratic Group in the European Parliament, was also circulated. On 30 May and 1 June, UIETA took part in the DLG international

study day in Frankfurt, on the shared use of agricultural machinery by contractors. On 20 September, a report was released on the major problem of safety for agricultural tractors, the use of which leads to frequent and often serious accidents. On 21 December, a directive was published on the market and use of phytosanitary products. At the same time, UIETA submitted requests to the Commission for amendments to the proposal of 4 August 1976 on the use of phytosanitary protection.

**1979** UIETA was informed, via the Landbouwschap report (Dutch inter-state body for socio-economic affairs in the agricultural sector) on ARCs, that Mr Van Rijsbergen, from CUMELA (formerly BOVAL), had also become President of the professional agricultural sector. On 8 June, the latter had its first meeting with the engineer Mr Olthaar, Secretary of the Landbouwschap, on the organisation of international meetings. On 23 October, a meeting took place between Mr Tessier and Mr Floris, Secretary of the Landbouwschap's Foreign Affairs committee. A link was also forged with Mr J. Bamps, Legal Advisor to COPA and CEPFAR.



## **IV. Joining forces and making our mark (1980-1992)**

*When it came to protecting more effectively the professional interests of ARCs, UIETA's membership of COPA seemed to be vital. The organisation held its first conferences with the latter and initiated a decisive turning point, by adopting the name Confédération Européenne des Entrepreneurs de Travaux Techniques Agricoles et Ruraux (CEETTAR). Unfair competition arose between the ARCs and Agricultural Machinery Sharing Rings (CUMAs), due to the latter receiving direct European subsidies. Each time a new European commissioner was nominated, CEETTAR submitted its programme and pushed for the profession to be granted recognition.*

## UIETA absorbed by COPA/COGECA

**1980** During this crucial year for the organisation, UIETA received concrete information from the Danish organisation LDM, based in Veilje. On 17 July, it studied a report from the **National Farmers Union of Scotland** (NFUS,) together with a series of articles concerning: *The impact of UK entry into the European Economic Community; His place in livestock farming; The contractor and his machines.*

The Dutch Landbouwschap sent its response to the questionnaire so that a report could be prepared on the new discussion surrounding agriculture. In the context of these discussions, UIETA joined COPA/COGECA, otherwise known as the European “agricultural umbrella”, formed by the **Comité des Organisations Professionnelles Agricoles / Committee of Professional Agricultural Organisations** (COPA, which united existing professional organisations at national level) and the **Comité des Organisations de Groupements d’Entrepreneurs de Coopération Agricole / General Committee for Agricultural Cooperation in the European Union** (COGECA), its vital intermediary for links with the EEC.

On 12 September, UIETA sent an impressive delegation to the DLG international day in Hannover, which was

attended by Belgium, with 8 representatives, Dutch organisation CUMELA with 3 delegates, a Danish representative, 2 Austrians, 2 British representatives, 4 Swiss contractors and a large German delegation of 23 people, 21 of whom were contractors. A press release from the organisation was released at the end of the day. The “Ernährungsdienst” (food department) of the *Deutsche Getreidzeitung* publication (German cereal journal) contacted UIETA in order to publish an article in the *Lohnunternehmer* magazine, while the Danish organisation circulated important information on the agricultural machinery market, which was published in the *Konsulenttjenester* magazine.

## First European ARC conference

**1981** Organised at the initiative of Anthony Collier, editor of the *Farm Contractors* magazine, the first European ARC conference was held on 16 - 18 February 1981 in Bad Rothenfelde, Westphalia. It united 70 participants from various organisations (Austria, Belgium, Denmark, France, Germany, the UK, Italy, Netherlands, Sweden and Switzerland), together with representatives from the Claas OHG Group, J. Mann & Sons Ltd (which sponsored the meeting), *Farm Contractors* and Wade Farm Tours. *The fixing of prices for agricultural and “all inclusive” services* was discussed (presentation

by Franco Fanelli from UNIMA), as well as *Recognition of ARCs* (E. Tessier, from Belgian organisation Nationale Centrale Landbouwservice), *Independent Consulting for specific machinery and technical problems experienced by ARCs* (E. Groth from LDM), *The role of ARCs in developing machinery* (Dr. J. Poesse from the Institute of Agricultural Mechanization of Wageningen (NL) and *Designing Machinery for ARCs* (W. Busse, engineer and Director of the Claas company's design department). 18 February was devoted to a visit to the Claas company and its combine harvester assembly line.

Once again, the SIMA annual agricultural fair, held in Paris on 10 March, provided an opportunity for Mr Tessier to improve the relationship, particularly with French organisation FNETAR, in order to develop UIETA.

On 17 November in Brussels, the Presidents of the ARC organisations held a meeting at the Maison Européenne de l'Agriculture, the COPA/COGECA headquarters. After presentations on the various working methods adopted by the national organisations, the participants debated the topic of *Identification of contractors in the agricultural sector*, before preparing for the meeting to be held in Herrsching, near Munich, on 18 - 20 May 1982 at the initiative of DGL.

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1<sup>st</sup> European contractors conference, with notably R. Palansky (A), E. Groth (DK) (respectively first and third from left), as well as of E. Tessier (last person on the right).

## Second European ARC conference

**1982** Once again under the auspices of *Farm Contractors*, Claas OHG and J. Mann & Sons Ltd, a second European ARC conference was organised on 15 - 18 February in Bad Dürkheim, Germany, on the topics: *The future of ARCs in Europe* (W. Fournier, NL), *The way to the future* (J. Bamps from COPA), *Guidance for emerging ARCs* (E. Groth, DK), *Forming ARCs* (F. Ey, D), *The role of ARCs in baled silage* (L. Forster, UK), *Crop spraying – low ground pressure & CDA work* (M. Morel, F), *Treatment of straw and silage* (O. Eriksen, DK), *Share farming* (R. Duke, UK), *Machinery distribution* (M. Potter, UK) and *Machinery manufacture* (M. Rodenburg, NL). The meeting was complemented by a visit to the Dieter Müller and Claas companies in Salem and Saulgau.

Mr Erik Groth requested assistance from FNETAR with the organisation of a visit by Danish contractors to northern France on 11 - 12 June of the same year.

## **UIETA becomes CEETTAR**

The general assembly held in Hersching on 18-20 May 1982 marks a decisive turning point in the history of ARCs. Representatives from the organisations (Germany, Belgium, Denmark, France and the Netherlands) and COPA/COGECA effectively concluded that it was essential that UIETA's EEC Committee should be awarded its own status as a European confederation. The name **Confédération Européenne des Entrepreneurs de Travaux Techniques Agricoles et Ruraux** (CEETTAR - European Organisation of Agricultural and Rural Contractors) was adopted. The delegates broadly confirmed the objectives defined in the existing statutes, which were to be adapted and approved by the next general assembly and signed by the member organisations. The permanent address of the association was now Rue de la Science 21-23, Brussels, in the Maison Européenne de l'Agriculture, where COPA/COGECA also had its head office. A work programme was defined according to the basic demands expressed by ARCs. The conclusions of the meeting were circulated by press release.

On 1 December of the same year, a second general assembly of the newly established CEETTAR organisation was held at its head office in the Maison Européenne de l'Agriculture, Brussels, with the aim of discussing the statutes and determining the composition and operation of the confederation. This included member organisations, the number of general assembly mandates (2 votes per country), the election of a President (Mr Van Rijsbergen, NL), Vice-President (Dr Meyer, D), a Secretary-Treasurer (Mr Tessier, B), a Coordinator (working in an advisory capacity) for links with COPA/COGECA (Mr Bamps, B), the number of Board mandates (one representative per country), which consultants should be invited to meetings and the total subscription fee (7,000 BEF).

**1983** The German, Danish, French and Dutch representatives and Mr Bamps (B) from COPA-COGECA met on 6 December in Kassel, Germany (the day before the BVLL congress) for a new CEETTAR general assembly. Dr Meyer was replaced as Vice-President by Mr Welz (B). The new statutes were approved, together with the Internal Rules of Procedure. They were sent to the ARC organisations by COPA. It is recorded that the replacement of UIETA and its EEC Committee by CEETTAR (whose role is to cover most of the EEC) was vital for recognition as a non-government organisation by the EEC Commission, with which CEETTAR requested a

meeting. The new organisation submitted its official membership application to COPA/COGECA. The delegates also examined a memorandum on the status of *ARCs* (as most of the latter have commercial status, contractors in the sector cannot truly be represented by the COPA, since less than half of them have farmer status) and formed various working groups.

**1984** On 12 September, the European Commission published the 1983 financial report of the European Agricultural Guidance and Guarantee Fund (EAGGF). On 14 November, a CEPFAR meeting focused on *The role of agricultural consultants in the introduction of new structures for Community policy*.

**1985** On 8 January in Brussels, the CEETTAR general assembly included on its agenda an overview of the problems faced by rural contractors, discussion with a representative from the European Commission and decisions concerning basic options for CEETTAR.

At Agritechnica in Frankfurt, on 26 November of the same year, another general assembly concentrated on the situation for member organisations. Mr Kjeldal succeeded



Mr Groth as representative of the Danish organisation, while Mr Koekhoven replaced Mr Olthaar at the secretariat of the agricultural workers' department of the Dutch Landbouwschap organisation. It was decided that each member organisation should designate one full and one alternate member. In addition, as soon as the composition of CEETTAR was established, a request for the organisation to be recognised as the foremost professional representative of ARCs was submitted to the European Commission, with an ad hoc legal status (in fact, the temporary status established when UIETA was created in 1961 would expire in 1989). This request was later reiterated on a regular basis.

**1986** A CEETTAR general assembly was convened on 11 - 12 February on COPA premises in Brussels. The agenda included the election of a new Board, amendments and updating of statutes, specific problems in the different countries, the financial situation and payment of subscriptions in ECU. Mr Vandembulcke (B) was elected as CEETTAR President and Mr Olthaar (NL) became its Secretary-Treasurer.

On 1 June, Mr Tessier retired and was succeeded as secretary by Mr Hugo Meert (B).

The general assembly of 29 November, in London, discussed the vademecum used by member organisations to obtain information on negotiations with the EEC, adopted the questionnaire proposed by the German delegates and tackled once again the question of representation for CEETTAR at the European Commission.

**1987** On 9 December, Germany hosted a general assembly in Bad Dürkheim, during which the delegates present (D, B, F, DK and NL) discussed ad hoc representative bodies at the Agriculture Commission, the necessity of representing EEC countries that had not yet joined CEETTAR, so that the voice of the ARCs would be properly heard, and responses to calls for information on the profession in the different countries, in order to prepare a common platform of demands to be presented to the Commission.

**1988** On 9 December and for the first time in France, at the initiative of the FNETAR, CEETTAR held its general meeting at the Chamber of Commerce in Reims. Only three other countries were represented, alongside COPA-COGECA. The President, Mr Vandembulcke (B), stressed the importance of joining forces to establish basic rights for the profession within the Community in anticipation of the single market; in this

respect, the main difficulty lay in the major differences between definitions, legislations and regulations concerning *ARCs* in the different countries. The agenda also covered the improvement of statutes and the development of links with Spain, Italy and Portugal. An agreement was concluded in order to hold working meetings in Brussels and set up a provisional secretariat in the Netherlands.

**1989** At its assembly on 14 April at the COPA headquarters, CEETTAR adopted an amendment to the statutes, decided that meetings should be held at least twice yearly (a working meeting followed by a general assembly) and examined the role of consultative committees at the DG Agriculture, which it wished its representatives to join. Dutch organisation CUMELA reported back on its attempts to forge links with *ARC* representative organisations in Portugal, Spain and Italy with the support of the Dutch Embassy.

From 25 - 27 May, CEETTAR took part in the annual FNETAR congress, which was hosted in Dax by the French organisation's President for the Landes region, Gérard Napias, who went on to become its National President and later President of CEETTAR. The resulting round table discussions were led by an agricultural press journalist on the subject: *The ARCs of tomorrow and in Europe with*

*CEETTAR*, with the participation, amongst others, of Alain Vesselle, another future *CEETTAR* President, and Robert Sabathié, who would later become President of both *FNETAR* and *CEETTAR*.

On 25 May, Jan Maris, General Secretary of *CEETTAR*, sent Commissioner MacSharry a letter, requesting the presence of *ARC* representatives on the agricultural consultative committees. It is here worth to underline how important the contribution of Jan Maris and his Administrative Secretary Marianne Van der Esch to the development of *CEETTAR* during 1990's.

**1990** 28 delegates from seven countries (B, D, DK, F, IR, NL, UK) met in Jutland, Denmark, on 20 - 22 January. In addition to debates concerning the usual agenda items, they listened to a presentation by British delegate Mr Goldingham on seed sorting and approved a policy statement on the use of farm-saved seeds as a means of maintaining high quality standards.

In March, a study focusing on the development of *CUMAs* in France, Spain and Portugal was prepared by *CEETTAR*, which was considering the long-term possibility of forming a European federation for the latter. In April, Vice-President Alain Vesselle forged links with Jean-Louis

#### IV. Joining forces and making our mark

Giraudy and Philippe Tabary, who were responsible for information and relations with professional organisations at the DG Agriculture (Unit A1). The development of links with the European Commission proved difficult, however, as CEETTAR often faced the problem of finding the appropriate point of contact for the specific problems affecting the ARC sector. On 6 - 7 November, at the invitation of COPA, Mr Maris and Mr Fournier represented CEETTAR on the “Assises du monde rural” (rural areas forum), in presence of Commissioner MacSharry and the President of the European Commission, Jacques Delors.



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Jacques Delors,  
Commission President.



© European Commission

Ray Mac Sharry,  
European  
Commissioner

Recognition for CEETTAR, plant cultivation, professional and continuous training for contractors in Germany, how to manage the Board more effectively, objectives for the organisation, problems such as taxation, competitive relationships between the ARCs and CUMAs, illegal labour, etc. This wide range of issues was tackled at the working meeting in London on 29 November. Jan Maris

raised the question of whether real dialogue was taking place with trade unions in the various countries. The meeting also considered whether representation of *ARCs* may be affected by possible short-circuiting throughout the European Community.

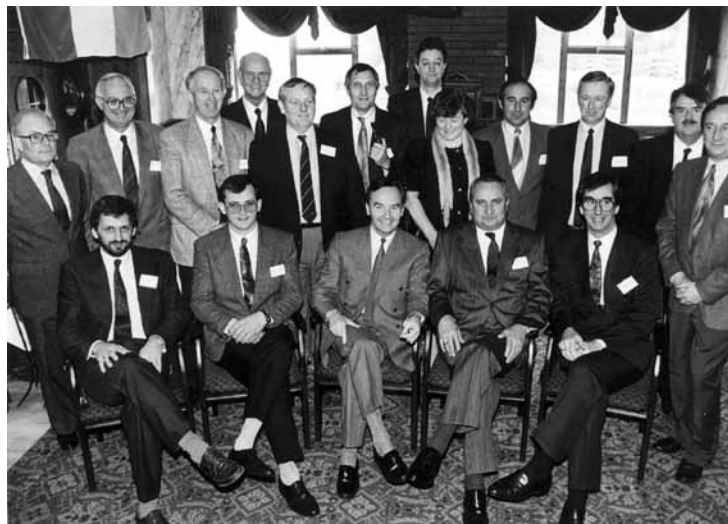
**1991** The particularly full agenda for the working meeting, held in Paris on 10 January, was based on a survey. The issues debated included raising the profile of *ARCs* in the different countries and several fields (agriculture, forestry, horticulture, landscape management), structured links with parliamentary, trade union and business organisations (machinery dealers), problems of driving machinery on public roads, contractor training, *CUMAs* and the push for equivalent equipment for *ARCs*, the brand image of agricultural contractors and even the financial structure of the international organisation.

On 28 June, and later on until 1993, the DG Agriculture sought the opinion of CEETTAR, via the agricultural consultative committees, on the question of “farmer exemption”.

The general assembly of 8 July, in Brussels, at which Philippe Tabary represented the DG Agriculture, saw the unanimous election of Alain Vesselle as President, Rolf Zur Mühle as Vice-President and the re-election of Jan Maris as General Secretary of CEETTAR. The delegates debated the CAP reform and a press release was circulated, which focused on the involvement of *ARCs*, the necessity of managing agricultural costs and over-production more effectively and reinforcing the sector's competitive position.

At its meeting on 17 September, the executive committee deplored the absence of a representative from the Commission and highlighted the problems experienced by CEETTAR with "Brussels". An exchange of views took place on VAT, various fuel types, the "Mobility" circular on agricultural machinery and development of a training programme.

On 5 - 6 December in Dublin, the Irish association **Irish Association of Agricultural Contractors (IAAC)** hosted its first CEETTAR general assembly, during which the question of recognition of the organisation by the EEC and operational aid for *ARCs* was debated once again, in addition to a presentation on the economic impact of *ARCs* and a paper on the Irish *CUMAs*.



General assembly in Dublin.

First row (from left to right): Jan Maris, General Secretary of CEETTAR (NL), Irwin Rothwell (IRL), Dr Michael Woods, Minister for Agriculture (IRL), Alain Vesselle, President of CEETTAR (F) and Tom Murphy (IRL).

Second row (from left to right): Laurie Taylor (UK), Christian Bouchet (F), Dick van der Flier (NL), Maup Roodenburg (NL), Robert Pinches (UK), Wim Fournier (NL), Rolf zur Mühlen (D), Alan Mc Cartney (IRL), Richard Devereux-Cooke (UK) and Marc Speckaert, Treasurer of CEETTAR (B).

**1992** During this year, the organisation continued to reap the fruit of its work under the dynamic leadership of General Secretary Jan Maris. The points debated at the 14 April meeting, at the COPA headquarters, gave rise to the launch of a CEETTAR draft



presentation brochure, the identification of links to be developed with “green” sector organisations and emergence of a British forestry contractor organisation, following a request for information sent to CEETTAR for this purpose by forestry contractor John Clegg & Co.

The agenda for the Brussels seminar on 8 - 9 December included presentations on the CAP reform and Maastricht Treaty by Commissioner MacSharry, on VAT by Mrs Wallis Goelen from DG XXI (Customs Union and Indirect Taxation), on the situation facing CEETTAR by Richard Devereux-Cooke (UK) and Rolf zur Mühle (D). The seminar also looked at the development of links with the DG Agriculture, its Director Guy Legras, Jean-Louis Giraudy and Philippe Tabary, steps to be taken with the **Fédération Européenne du Commerce International de Machines Agricoles** (FECIMA) (European Federation of International Trade in Agriculture Machines) and examined a document from the Commission on plant variety rights and farm-saved seeds.



## **V. Gaining strength (1993-1999)**

*In addition to its relationship with COPA, CEETAR worked hard to develop direct links with the DG Agriculture of the European Commission, mainly in order to be represented in the European social dialogue structures. The organisation began to gain recognition. It held its first congresses and now operated in consultation with a series of European organisations affected by its initiatives, including those working to protect agricultural employees and “green” sector organisations (landscape management and forestry contractors).*

**1993** This year saw the arrival of a new Commissioner responsible for agriculture, René Steichen from Luxembourg. Attended by 30 national delegates, the meeting on 14-17 January in Maarsen (NL) saw Alain Vesselle take up the position of President, who used his speech to flag up his ambition of opening a new representative office for the organisation in Brussels in the near future. Once again, the subjects tackled included involving CEETTAR in the Commission's consultative structures. The delegates also took stock of links with employee trade unions and examined collective agreements in the different countries. It was revealed that, in Belgium, farmers were becoming competitors for ARCs due to the existence of *CUMAs*. The draft CEETTAR presentation brochure was finally completed.



© European Commission

René Steichen,  
European  
Commissioner.

On 23 March, President Vesselle introduced CEETTAR to the new commissioner, Mr Steichen, and a meeting was arranged with the DG Agriculture. In the same context, it should be noted that 1993 was a year, in which structured links with COPA became less intense and gave way to direct links between CEETTAR and the DG.

## First CEETTAR Congress

It fell up on the city of Reims (F) to host the first CEETTAR congress on 25 - 26 May 1993. As well as adopting new statutes, finances and the 1993-94 work programme, the congress delegates debated how to follow up the dialogue on farm-saved seed sorting, collective agreements, fuel prices, environmental issues, CAP reform and, in particular, the problem of set aside land. It also identified

the key points in the recent development of ARCs and acknowledged the interest in CEETTAR shown by a new Spanish organisation, the **Asociación de Empresarios de Maquinas Cosechadoras (AMACO)** (Association of combine harvester contractors).



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1<sup>st</sup> congress together with FNETAR.

**1994** The meeting with Mr Burtin, from the office of Commissioner Steichen, on 27 January resulted in three decisions being taken. Links with the DG Agriculture were now to involve Mr Giraudy and Mr Tabary, whom CEETTAR was required to provide with information on its activities in 1993. Upon examination of the action plan, an application was submitted for a seat on the Economic and Social Committee and Joint Agricultural Committee. A meeting was finally arranged with Laurent Van Depoele, Director of the DG Agriculture for the “Rural Development” pillar, who was to present a paper.

The machinery manufacturer New Holland sent CEETTAR a request for information on ARCs, including numbers and equipment, while the Permanent Representation of Catalonia expresses an interest in the international organisation. CEETTAR officials considered which course of action to adopt, if several organisations from the same country applied for membership. CEETTAR was also continuously called upon to provide quantified data to various bodies, as well as national and European institutions. A MEP, Antonios C. Trakatellis, was contacted for the purpose of producing a study on ARCs. The cooperation request, which was sent to CEETTAR by an external body subsidised by the Commission and appointed to prepare a

comparative study of *ARCs* and *CUMAs* in the field of alternative agricultural machinery, was unanimously accepted.

President Vesselle proposed to develop, with the support of the Commission, an exchange project between *ARCs* in the different countries based at a French training centre. However, major problems of timing hindered links between Commission members and CEETTAR officials. For example, after being planned and prepared for, a meeting at the Commission's offices, on 20 June, had to be cancelled.

**1995** President Vesselle informed French MEP Philippe Martin of the socio-economic influence of *ARCs* and requested his support, in order to obtain, via CEETTAR, operational aid in line with its European dimension and primarily to establish a permanent office in Brussels. On 10 February, at the invitation of the Commission, CEETTAR took part in a dialogue on farm-saved seeds with a presentation on the Regulation on Community plant variety rights. Regular meetings were also held with the **International Union for the Protection of New Varieties of Plants** (UPOV).

## CEETTAR begins to make itself known

CEETTAR was now operating in consultation with 7 other European organisations that were affected by its initiatives. The Board encouraged member organisations to develop initiatives that benefited the European structure, convinced them of the necessity of permanent representation in Brussels and proposed a structured action plan with deadlines and the necessary financial resources.

**1996** The first meeting took place with the **European Federation of Agricultural Workers' Unions (EFA)**, while the **European Landscape Contractors Association (ELCA)** expressed an interest in CEETTAR. A joint meeting of CEETTAR/EFA/ELCA, held on 12 November in Brussels, took the first steps towards a draft proposal in partnership with three organisations, within the framework of a specific social dialogue. This, of course, raised the question of recognition for partners at European level.

In addition to the continuous sharing of information on fuel prices, aimed at providing an overview of the situation in the different countries, the year was also marked by CEETTAR's participation, on 6 December, in a regional conference of German contractors, which predated the



biennial German Contractor Days, known as **Deutsche Lohnunternehmer Tage** (DeLuTa).

**1997** In a letter addressed to the Commissioner responsible for agriculture, Franz Fischler, CEETTAR stated that it wished to create a structured cooperation network with EFA. It also submitted an application to be included on the Social Dialogue Committee for Agriculture; the Head of Department, Hermanus van Zonneveld, indicated in his reply that a study was being prepared for all social dialogue committees.



© European Commission

Franz Fischler,  
Commissioner.

At the end of April, CEETTAR was invited to the BLU day, during which discussion focused on the “inter-contractor” challenge presented by machinery and the resulting opportunities for the organisation of ARCs. The German minister of agriculture presented a paper on the major importance of interventions by the latter for modern, competitive and environment-friendly agriculture.

The general assembly held on 19 June in Brussels examined the various aspects of the member organisations’

activities in their respective countries and took stock of the discussion with EFA. It went on to elect the new President of CEETTAR, Robert Sabathié, who took over from Alain Vesselle, who had passed away at the start of the year.

The second meeting of CEETTAR/EFA/ELCA, on 12 November

CEETTAR developed its long term strategy for the creation of a cooperation network for the three “green” sector organisations, including itself, landscape contractors from ELCA and the **European Network of Forestry Enterprises (ENFE)**, as well as for their full recognition by the DG Agriculture and DG Employment.

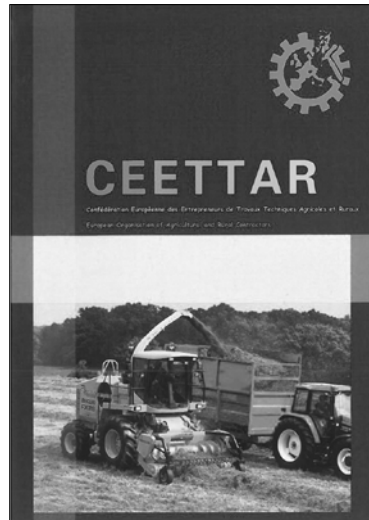
**1998** The meeting held in Verona on 14 - 15 February provided delegates from other countries with an opportunity to visit an Italian contractor. On 7 September, the General Secretary Jan Maris gave a new impetus to the member organisations by means of a study, which was intended to update information on the situation of *ARCs* in the different countries. This survey was finalised at the Brussels meeting held on 6 October, which also provided an opportunity to discuss links with *CUMAs*, prepare for the 2<sup>nd</sup> CEETTAR congress planned

## V. Gaining strength

for the following year in Paris and launch a media campaign with the manufacturers of agricultural machinery.

**1999** A new CEETTAR presentation brochure was published at the start of the year.

Some 200 participants attended the 2<sup>nd</sup> CEETTAR congress, on 1 - 3 March in Paris. The themes were agricultural road traffic, technical developments and how they are used to save energy, and legislation on the inspection of mini-loaders. The congress elected a new Board, which comprised President Robert Sabathié (F), former President of FNETARF, Vice-Presidents Klaus Pentzlin (D) and Marc Speckaert (B), and General Secretary Jan Maris.



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Brochure presenting the organisation.

On 3 - 4 June, the ELCA meeting was attended by Jan Maris. During May, CEETTAR contacted Eddy Klöcker (B), the candidate put forward to take on the new position of part-time Director, with the aim of opening a permanent office in Brussels. As the former General Secretary of EFA, Mr Klöcker had been its spokesman at CEETTAR and had helped, since 1996, to lay the foundations for sectoral social dialogue between the two organisations. On 8 June, he held an informal meeting with Jean-François Lebrun, Head of Unit at the DG Employment and Social Affairs, to whom he introduced CEETTAR and its activity plan. The CEETTAR meeting on 23 June took stock of this meeting in order to organise a seminar in Brussels with the technical assistance of the Commission. A report of the discussions with ELCA in Denmark was also made.

At the premises of CASE – New Holland in Paris, on 23 September, CEETTAR convened its Board in order to discuss cooperation with these two machinery manufacturers, evaluate the follow-up of meetings conducted by Jan Maris with ELCA, EFA and the Commission, and plan a joint CEETTAR/ELCA initiative for a meeting with MEPs in Strasbourg.

**1999** saw the **Foire de Libramont** in Belgium, one of the most important events of its type in Europe, which welcomes 200,000 visitors per year, host its first European ARC days, during which about one hundred contractors take part in specific activities. On this occasion, CEETTAR arranged for speakers to talk about the technical problems of agricultural mechanisation and, in a broader sense, the defence of agricultural contractors at European level. This development owed a great deal to the dynamic leadership of Otto Oestges, Regional Secretary of the Belgian organisation and enthusiastic organiser of agricultural machinery exhibitions.

It should be noted that, in order to draw greater attention to the fact that the activities of ARCs also include rural and forestry services, and not only agricultural services, from now on frequent use will be made of the term *Agricultural, Rural and Forestry Contractors –ARFCs*).



## **VI. Getting established in the heart of Europe (2000-2008)**

*CEETTAR moved things up a gear and finally achieved its ambition of acquiring a permanent office in Brussels. Research initiatives on problems in the ARFC sector were conducted with the support from the European Commission. CEETTAR defined more accurately the challenges of an efficient protection for its members at European Union level. Eight conferences were organised with the support of the European Commission and Parliament, social partners and sometimes COPA. In addition to the traditional rural contractor sectors, the organisation became increasingly well known for supporting environmental projects.*

## First Brussels seminar

**2000** For its first Brussels seminar, on 24 and 25 February, CEETTAR obtained a substantial financial support from the Commission, which covered a large proportion of accommodation, travel and interpreting costs for the 28 participants. The programme focused on the rapid transformation and development of agriculture, by Philippe Tabary (DG Agriculture); labour relations in Belgium's agricultural sector, by Marc Speckaert (CEETTAR); the structure, role and future prospects for COPA, by its Deputy General Secretary Stef Swinnen; the influence of the services provided by ARCs on agricultural employment, by the new Vice-President of CEETTAR, Klaus Pentzlin; industrial relations in the European Union and social dialogue, by Jean-François Lebrun (DG Employment); and finally, the future outlook for CEETTAR, by Jan Maris.

1<sup>st</sup> seminar in Brussels (from left to right): Marc Speckaert, Treasurer (B), Robert Sabathié, President (F) and Jan Maris, General Secretary (NL).



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At this seminar, CEETTAR took the decision to firmly anchor its presence in Brussels by means of a permanent office, which would enable it to fulfil its role in the *ARFC* sector, intensify dialogue with agricultural employees, expand its links with a wide variety of organisations and play a full part in an economic and social partnership, by developing a systematic and consistent working method. The appointment of a part-time Director, with a very wide range of responsibilities, formed a key element of this strategy. He was responsible for all administrative tasks at the permanent office (including the identification of funding sources), the implementation of decisions taken by the committees, European lobbying by CEETTAR, maintaining links, forging contacts with the specialist agricultural press, the creation of a MEP grouping, preparing international meetings, etc.

This new policy owes a great deal to the foresight of Robert Sabathié, who managed to revitalise this strategy, so that “Brussels” would be more aware of it and take account of its impact on the rural sector. For this purpose, he consulted several European officials, including an official at the DG Employment who confided that: “*We, at the Commission, don’t talk to letter boxes*” (like that used by CEETTAR at the Maison Européenne de l’Agriculture). As the Commission has to be able to consult organisations, the latter must have a permanent office in Brussels. The crucial decision had to be taken.

On 26 April, in Brussels once again, CEETTAR held an evaluation meeting aimed at assessing the outcomes of the seminar, converting its defined action plan and debating the situation in the different countries. On 5 May, President Sabathié sent a letter to the recently reappointed Commissioner Franz Fischler, requesting a meeting with the Board members. CEETTAR also obtained the agreement of Odile Quintin, from the DG Employment and Social Affairs, for a meeting. On 22 - 23 September in London, a CEETTAR meeting was convened in order to fine tune the financial aspects of appointing a director, Eddy Klöcker, from January 2001.



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Eddy Klöcker,  
first Director of  
CEETTAR.

## **A decisive step – CEETTAR opens its permanent office in Brussels**

**2001** After decades of slow progress, difficult groupings, organisational trial and error and low points, the new millennium saw CEETTAR move up a gear and reinforce its European dimension, by decisively developing its Brussels organisation. Its first permanent office took up residence, in the business incubator at

the Centre d'Entreprises Antoine Dansaert, 7 Rue d'Alost, 1000 Brussels, where the organisation was relieved of some of its organisational constraints, could focus its efforts and benefit of shared equipment at the Centre for several years for a reasonable rent. The first Director of CEETTAR, Eddy Klöcker, took up his post on 1 January.

On 18 January, the planned meeting was held with Commissioner Franz Fischler. The delegation was led by Mr Sabathié (F), Mr Speckaert (B) and Mr Klöcker (B). As a result of the meeting, CEETTAR was assured of the support of the commissioner's office for the broader recognition of the organisation by the European institutions and its inclusion on the agricultural consultative committees. The request for operational aid, however, did not lead to any concrete agreement at this stage.

The year was also marked by the launch of European studies and surveys. A research initiative on *The importance of the rural contractor sector for agriculture*, though no general European information existed on this subject, produced constantly changing data, which had remained consistent since 1995, on the type of services provided by ARFCs in the agricultural and rural domain. Two key facts were identified: ARFCs were becoming increasingly vital partners for agriculture; at social level, they represented

a developing agro-industrial sector, which creates accredited employment and training opportunities.

CEETTAR was also working, with the active participation of the member organisations, on plans for a second study for the Commission, focusing on *The influence of ARFCs on the structure of agricultural employment in Europe*, for the development of a training and information project for Polish contractor organisation officials on *Social dialogue as a means of integrating the European dimension more effectively*, and for a project concentrating on safety at work, entitled *CEETTAR at the heart of European innovation*. As part of the work of the European Parliament (EP) on industrial accident prevention in SMEs, this involved identifying and sharing good practices and innovative initiatives in this field in Germany, France and Denmark.

## **First conference at the European Parliament**

The first conference at the European Parliament was held on 3 December and focused on the following topic: ARFCs, *new partners for new agriculture*, with the aim of introducing CEETTAR to the European Parliament, the European Economic and Social Committee (EESC),

social partners and representatives of several Directorate Generals of the European Commission (Employment and Social Affairs, Agriculture, Environment, Enterprise) and expressing CEETTAR's position vis-à-vis CAP reform, on the occasion of its "mid-term review". In conclusion, it emerged that *ARFCs* have to be fully involved in European agricultural debates, that CEETTAR's contribution to sectoral social dialogue needs to be defined and its role in civil society reinforced, in order to help build bridges between socio-professional stakeholders. CEETTAR's programme proved to be a credible and forward-looking political move, both at national and European level.

A series of initiatives aimed at developing the organisation were introduced at European Commission (DG Employment and Social Affairs, Agriculture and Rural Development, Environment, Enterprise), European Parliament and European Economic and Social Committee level, as well as to social partners from the agricultural sector. Contact was established with the French Ministry of Agriculture by President Robert Sabathié and Director Eddy Klöcker.

In terms of public relations, CEETTAR turned to the specialist press (*Agra-Europe*, *Agence Europe*). The first links were forged between agricultural (CEETTAR),

forestry (ENFE) and landscape (ELCA) contractors. Approaches were made to joint social organisations, the **Fonds National d'Assurance Formation des Salariés des Exploitations et Entreprises Agricoles** (FAFSEA, Paris, whose Consultant François Bizais provided valuable assistance) and the **Fondation Travail Université** (FTU, Brussels / Louvain-la-Neuve), in order to help CEETTAR achieve its objectives.

**2002** The gradual implementation of the work programme included issuing position statements on everyday decisions in Europe and providing regular information to member organisations on the issues that affected them the most, such as the “Vibrations” Directive on minimum health and safety requirements for workers and the Directive on the harmonisation of certain social legislation relating to road transport.

The member organisations were always actively involved in following up study and survey projects concerning *The influence of ARFCs on the structure of agricultural employment in Europe*. In the absence of aggregate information, the task involved collecting and processing the data available in the Member States on the development and major transformation of European agriculture, due to the mechanisation and increasingly frequent and

efficient services provided by *ARFCs* in the field of crop and livestock production.

## Close links

In addition to its links with the European Commission (Employment and Social Affairs, Agriculture and Rural Development), CEETTAR intensified its relationships with the Economic and Social Committee departments responsible for agricultural, rural and environmental issues, presented its organisation and work programme to the President of the Agriculture and Rural Development Committee of the European Parliament (COMAGRI), Joseph Daul, and forged links with the European trade union for employees working in the fields of catering, agriculture and tourism (**European Federation of Food, Agriculture and Tourism - EFFAT**), which was created by the merger of EFA and the **European Federation of food, hotel, restaurant, café and catering trade unions (ECF-IUF)**. On 24 May, it held a conference focusing on the above-mentioned influence of *ARFCs*, which was attended by the president of the **Groupe des Employeurs des Organisations Professionnelles Agricoles / Employers' Group of Professional Agricultural Organisations (GEOPA**, which represents employees within COPA).

VI. Getting established in the heart of Europe

Various publications were issued by CEETTAR during the year: *The influence of ARFCs on the structure of agricultural employment in Europe*; the resolutions *Identical work, equal charges*; *Using social dialogue to transfer and share the European dimension*; *New partners for a new agriculture*.

It is necessary to emphasise the challenge constantly facing CEETTAR with regard to his activities of representation. With its greatly reduced internal human resources, in order, at the same time, to successfully complete the organisation's on-going tasks, meet its partners' expectations

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THE CENTRAL EUROPEAN TRANSITION - THE CENTRAL EUROPEAN TRANSITION

## Programme:

**14:30** Colloquium opened by the chairman of CEETTAR, Robert SAMBHE

Shored by Ms Sabine de KOCKRE of the European Commission Enlargement Directorate.

- The economic and social reality for agricultural and rural contractors in Estonia - Latvia and Poland. National organisations present local studies of the problems they confront about:
  - The relative importance of agriculture in the national economy.
  - The particular situation of small farmers.
  - Problems raised by unequal application of Common Agricultural Policy (CAP)
  - Popular resistance to structural change.
  - The structuration of contractor's organisations of national level

**16:15** Klaus PENTZLIN, CEETTAR Vice-President presents.

- Responses by European Commission Directorate for Agriculture, followed by general discussion.
- The point of view by European Commission Directorate for Enlargement.
- Strategies adopted by organisations of agricultural and rural contractors to solve the transition through social and the tripartite dialogue
- The role of CEETTAR in the EU enlargement countries in supporting and informing agricultural and rural contractors.

\* listening -> information -> dialogue

**17:00** Conclusions of the Colloquium by Jan Maria Gierard/Secretary of CEETTAR

**16:15** Klaus PENTZLIN, CEETTAR Vice-President presents.

**17:00** Conclusions of the Colloquium by Jan Maria Gierard/Secretary of CEETTAR

**Practical informations**  
FRIDAY, FEBRUARY 7, 2002

**PLACE**

European Parliament  
Subway: Altonbad or Schumpff  
Building: LACTEMAN 300, rue Belliard 135

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Taking stock of the situation in the future Member States.



tations in most of the agricultural sector, identify new partners in the para-agricultural rural sector and work towards the diversification of statutes and activities, both for farmers and workers, at a very practical level, which is affected by the challenges facing the agricultural and rural contractor sector.

**2003** As expected, this year saw major development in terms of achieving the objectives that the organisation had set itself after setting up its permanent office in Brussels in 2001, including (in summary): protecting the interests of the profession on the different European committees; full recognition of the *ARFC* and farmer professions, by means of an appropriate European regulation; securing specific representation for CEETTAR on the Commission's consultative bodies; gaining European social partner status, alongside agricultural employer representatives. This was in addition to day-to-day initiatives and position statements as part of the European decision-making process and providing information for member organisations on a wide range of subjects: the forthcoming European Union expansion; new CAP reform; review of the proposed Regulation on the harmonisation of certain social legislation relating to road transport (tachometers), etc.

## **Social dialogue - taking small steps toward the East**

A survey entitled *Social dialogue as a means of more effectively integrating the European dimension* focused on training for officials from contractor organisations in Central and East European countries (CEEC) who had applied for membership. The challenge was to integrate partners from three candidate countries – Estonia, Latvia, Poland – in European social dialogue structures, in order to prepare people so that they can help reinforce agricultural structures during the adoption period for the “Community acquis”. The study gave rise to a training information project, which will make it possible to develop a more systematic approach to civil society in these countries, create agricultural contractor organisations in Estonia and Poland and take another (small) step towards social democracy and the more harmonious integration of the candidate countries.

A research initiative, which adopted the same title as the project developed in 2001, *CEETTAR at the heart of European innovation*, was launched in France, Germany and Denmark under the responsibility of Director Eddy Klöcker, assisted by François Bizais, from French organisation FAFSEA. This involved identifying, in these three countries, and promoting, at European level, good prac-

tices and innovative initiatives, in terms of preventing industrial accidents in the sector. The examples identified were evaluated and circulated to all organisations in the various countries of the European Union.

CEETTAR also launched a project on training and information for agricultural contractors in the CEEC, *Enlargement: helping to achieve rural development*, which aimed to develop and expand the work already completed in three initial countries (Estonia, Latvia, Poland) and share the resulting experience with Lithuania, Hungary and Slovakia.

Throughout this period, intense advocacy work was used to communicate with new officials in the context of the reorganisation of the Commission's departments (including, on this occasion, the DG Transport and Energy), and to further develop links with the European Economic and Social Committee, the European Parliament and EFFAT.

Further publications included: *The vision of social partners in Estonia, Latvia and Poland in response to integration into Europe*, the *Position of CEETTAR on the proposed Regulation of the European Parliament on tachometers*. Overall, 2003 was a year, in which CEETTAR was able to assert itself and confirm its position, in a

European context undergoing comprehensive changes and constant upheaval.

Following the death of Marc Speckaert in September, the roles of Administrator-Treasurer were taken over by Johan Van Bosch, who helped reinforce CEETTAR's internal cohesion, by developing more structured cooperation between the two Belgian *ARFC* organisations. The **Centrale Nationale Agroservice / Nationale Centrale Landbouwservice**, an organisation that emerged from the former ANETA, was relaunched as an “umbrella” for the various Belgian professional sub-sectors. Lionel Vaneste was elected as its President, while Nestor Lafalize and Jan Stultiens became its Vice-Presidents.

In November, CEETTAR's permanent office move to the premises of the Belgian organisation, at 8 Rue de Spa, 1000 Brussels. It should be noted that, during this period, the strategies were implemented by the Confederation, under the leadership of its Vice-President Klaus Pentzlin, to reinforce its self-funding capacities, by involving the member organisations of each country in this venture.

**2004** On the launch of the initiative first planned in 2003, CEETTAR successfully contributed to debates on the Regulation on the harmonisation of certain social legislation relating to road transport, by submitting amendments, aimed at avoiding the obligation to equip every vehicle used for agricultural and forestry work with a tachometer (the unit cost of which was estimated at 1,000 €), in order to monitor driving and driver rest periods, and increasing the maximum permitted speed to 40 km/h (instead of 25). As a result, all vehicles used by ARFCs for agricultural purposes were exempt from the obligation to be equipped with a tachometer.

The organisation also showed a sense of consistency by adopting, at its 6th conference on 10 June 2004, the resolution *No accidents – meeting the challenge*, which highlighted the fact that ARFCs remain a high-risk sector in terms of the employee health and safety and that, in addition to major economic challenges, they have a special responsibility in this respect: “*Any accident is one accident too many*”. CEETTAR decided to continue with its comparative study on insurance systems in 3 countries (D, DK, F), while identifying and sharing good prevention practices. On this basis, it developed sectoral social dialogue in each country, as well as with EFFAT at European level and with the working groups of the DG Employment and Social Affairs. It thus set out to improve safety in the workplace throughout

WITH THE PARTICIPATION OF THE AGRICULTURAL AND RURAL CONTRACTORS FROM  
**ESTONIA, LATVIA, LITHUANIA, POLAND, HUNGARY AND SLOVAKIA**

*programme*

**14.00:** Colloquium opened by the chairman of CEETAR

- Position of the European organisation of agricultural worker's union
- Discussion

**14.15:** With participation of the European Commission

**"Civil society essential to rural development"**

- The general situation of the agricultural contractors in the new Member States
- Evaluation by the organisations of the agricultural contractors (ARCI) of their role in shaping and implementing rural development in their countries.
- Position of Joseph Daul, Member of the European Parliament, chairman, Agriculture and Rural Development Committee.
- ... and how looks to other Members of the European Parliament.
- Europe's Economic and Social Committee welcomes its new partners

**15.45:** Vice-President of CEETAR presents:

- Best practice in social dialogue and how to turn into general practice everywhere in the Union
- Building a network between organisations in the new Member States and existing CEETAR members

\* listening \* communication \* deciding together

**16.30:** Conclusions of the Colloquium by the General Secretary, CEETAR

**Thursday, February 26, 2004**

**Place:**

European Parliament  
Metro: Maelbeek or Schuman  
Building EASTMAN 300  
rue Belliard 135 - B - 1047 Bruxelles

**Informations:**

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Developing social dialogue at European level.

the Union and enrich the Community acquis in this field. In his address, President Sabathié drew particular attention to the *“new risks caused by technological advances”* and was delighted to *“witness what has been achieved, with limited resources, by our European organisation”*. Other speakers at this important conference included the Vice-President of CEETAR, Klaus Pentzlin, Director Eddy Klöcker, General Secretary Jan Maris and Arnd Spahn, General Secretary of EFFAT and François Bizais, Consultant from FAFSEA.

The organisation pushed for recognition as a social partner on the Sectoral Social Dialogue Committee (SSDC) for agriculture, created on the basis of the Commission's decision of 20 May 1998 to create committees of this type.

As representative organisations at European level, CEETTAR and EFFAT agreed to exchange information and opinions, adopt joint positions and decide upon possible joint initiatives, in all domains and without restriction. This also applied to topics relating to Community policy and European legislation, wherever the latter exerted an economic or social influence on the *ARFC* sector. This agreement respected the domestic and European requirements relating to information and consultation of workers.

CEETTAR successfully developed its initiatives aimed at supporting the Swedish *ARFC* organisation, the **Landsförening Sveriges Maskinstationer** (LSM).

Three surveys, intended to collect comparable data for the implementation of European initiatives, were launched in three fields: highway code, the situation of the forestry sector and unfair competition for services. This initiative is greatly indebted to Gérard Napias, who represented the French organisation **Entrepreneurs des Territoires** (EDT) on the CEETTAR management committee, who devoted

all his effort, over the next few years, to adding value to the Confederation's initiative, by means of a series of innovative proposals.

At the annual general assembly, Johan Van Bosch was confirmed in his position of CEETTAR Administrator-Treasurer.

**2005** On 1 January, CEETTAR welcomed into its ranks the *ARFC* organisation from Sweden (LSM) and Polish organisation **Polski Związek Pracodawców i Usługodawców Rolnych (PZPUR)**. On 29, at the invitation of his member organization UNIMA, it

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Leaflet on the achievements as regards social dialogue.



participated in Cremona, Italy, in a European meeting on the effects, in terms of business costs, of the new EU rules for the approval of tractors and towed material. Speakers include MEP Mario Mauro and Philip Chantraine, from the office of MEP Mathieu Grosch.

In order to optimise the quality of services provided by *ARFCs* in light of environmental “conditionality” standards, which are increasingly important for European agriculture, CEETTAR launched its “Traceability” initiative, which focused on assessing the possibility of a single certification system for this purpose. In fact, no one can now imagine agricultural work being completed without the professional services provided by *ARFCs*. This initiative was the first to be launched by the organisation on a topic that would keep it busy for a long period – guaranteeing quality services.

## **Successfully protecting shared professional interests**

The CAP included on the agenda for its “first pillar” the reform of the Common Market Organisation (CMO) for sugar. After examining the proposed Regulation of the Council establishing a temporary scheme for the restructuring of the sugar industry in the Community, CEETTAR

published a position statement, which was published in the press, took part in the demonstration staged by beet growers on 18 July in Brussels and repeatedly lobbied the Commissioner for Agriculture, Mrs Fischer Boel, for the right of *ARFCs* to be recognised, like growers, and for compensation for the depreciation of investments in specialist machinery, resulting from the above-mentioned Regulation. Its proposals were included in the legislation and it encouraged its member organisations to protect the interests of *ARFCs*, in relation to the competent national ministries, and to obtain compensation for disinvestment.

The “Tachometer” initiative launched in 2003 was crowned with success with the adoption, by the European Parliament, of CEETTAR’s amendments (see above) to the Regulation on harmonisation of certain social legislation relating to road transport.

The Vice-President of CEETTAR, Klaus Pentzlin, met the Deputy Director General of the DG Agriculture, Dirk Ahner, in order to examine the project concerning recognition for *ARFCs* as experts in the agriculture and rural development sector. It also continued its struggle to be recognised as a partner of the Sectoral Social Dialogue Committee for Agriculture, took part in the activities of professional agricultural organisations belonging

to GEOPA and developed its cooperation with the ENFE forestry network. Under the title *Putting European social dialogue into practice*, it developed a joint action plan for 2005-2008 with EFFAT, which defined a series of initiatives agreed upon by the European social partners in the ARFC sector, while four major political axes: employment, EU enlargement, health and safety in the workplace, as well as initial and continuous professional training.

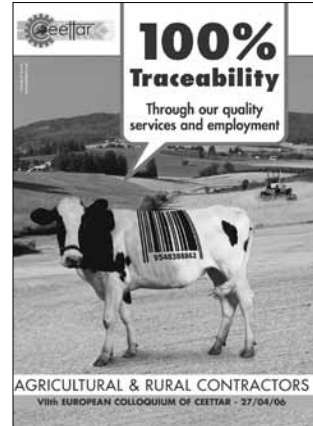
Of the three surveys launched in 2004, one is well advanced (highway code), the second has just been launched (forestry sector) and the third (provision of services and unfair competition) is underway.

**2006** The Spanish organisation **Asociacion Nacional de Empresas Forestales** (ASEMFO) becomes a CEETTAR member.

## **International conference on the traceability of services**

On 27 April, at the European Parliament in Brussels once again, CEETTAR's initiative on the tracability of services culminated in an international conference. The aim was to develop a single self-assessment system for contractors, in order to optimise their work and enable

them to enter into a certification process for their services, if they wish to do so. The many participants included MEPs, the President of the Commission for Agriculture and Rural Development of the European Parliament, representatives from COPA/COGECA, EFFAT, the Directorate Generals Agriculture and Rural Development, Employment and Social Affairs, Environment, Health and Consumers, as well as contractors from the new Member States.



Symposium on tracability of services.

Emboldened by its successes achieved in 2005 vis-à-vis the sugar market reform, CEETTAR continued to lobby the DG Agriculture and support the initiatives of the national organisations, with the aim of obtaining, from their respective ministries, the regulatory compensation allocated by the Community legislation, which the Member States are meant to put into practice.

Recognition of CEETTAR as an expert on agricultural and rural affairs formed the subject of further meetings

with the Deputy Director General of the DG Agriculture, Mr Ahner. Talks held with the EFFAT trade union organisation culminated in a joint training project, which promotes their legitimacy as partners in social dialogue within the agricultural sector. The conclusions of a seminar organised jointly by EFFAT and CEETTAR, on 7 December in Münster, were published in the *Münster Declaration of 7 December*. The two organisations made a firm commitment to work together to implement all initiatives that may promote the creation of enterprises, jobs and high quality services in the rural sector.

CEETTAR was increasingly approached by different external organisations, such as COPA and the **European Crop Protection Association** (ECPA) to contribute expertise to European projects, especially in the environment sector. After talks with the ENFE were interrupted, this organisation held a general assembly in Alsace on 4 December, at which CEETTAR was represented by its General Secretary and Director; talks were also held in order to building occasional links between the two organisations, without any formal rapprochement.

Implementation of European employment policy in the *ARFC* sector was based on joint research projects, such as *Developing skills and professional training*, which

focused on the creation of new accredited jobs and *Rural development: Innovative enterprises create employment opportunities*.

It should be emphasized that although resources remained insufficient the CEETTAR continues to strengthen its contribution to contractors and people working for ARFCs at grass roots level, CAP reform and European integration.

**2007** Faced with the problems encountered in various countries, particularly in France, Germany, the UK and Netherlands, in terms of paying contractors the compensation assigned to them by the Regulation on the common organisation of sugar sector markets (see above), renewed talks were held with the DG Agriculture with the aim of denouncing these systematic obstructions, with the national ministries too often giving way to pressure from the sugar lobbies and farmers.

During the same year, CEETTAR also developed initiatives aimed at European regulations on the free circulation of machinery (focusing particularly on the highway code and driving licences) and road transport, and, on behalf of its members, at the DG Internal Market and Services, concerning the Services Directive, mainly concerning the

right of establishment and the freedom to provide services. In the wake of its “Traceability” initiative, it developed a new research project in this field entitled *Rural development: Innovative enterprises create employment opportunities*.

Other initiatives were launched on an ad hoc basis concerning various European regulations: Directive of the European Parliament and the Council on the sustainable use of pesticides (joint initiative with COPA/COGECA targeting the European Parliament, aimed at preventing amendments by the Environment Commission of the European Parliament, which were considered too drastic due to the serious obstacles that they would cause for the provision of services by ARFCs), the Regulation on the shipment of waste to third countries (supported by officials from the German BLU organisation at the Commission when they investigated this matter) and Directive on the transport of goods by road (investigation, information and guidance for the British NAAC and French EDT organisations).

Lobbying activities were marked by a meeting with the General Secretary of COPA, on 3 October, which aimed to develop a common strategy for certain specific aspects of rural development, linked to society’s new needs in terms of product quality, preserving rural areas and protecting

the environment and natural heritage, the effects of demographic change and global challenges (emerging markets). Further approaches were made to the DG Employment and Social Affairs with the aim of gaining social partner status. On 27 April, following a seminar in Brussels on qualifications for employees working in the sector, which was attended by the Head of Unit at the DG Employment, Mr Jackie Morin, CEETAR concluded a Sectoral Agreement with EFFAT, with the aim of obtaining certification as an accredited provider of agricultural services. The two organisations' joint work programme was implemented as planned.

CEETAR welcomed a new organisation into its ranks, the **Združenie Zamestnávateľov Technických Služieb v Poľnohospodárstve a Lesníctve (ZZTSPL)** (association of agricultural and forestry contractors) from Nitra (Slovakia) and continued its talks with Lithuania and Switzerland.

**2008** During this year, initiatives aimed at protecting the common interests of ARFCs included: providing continued support for national organisations as they issued demands to the ministries for compensation for losses suffered due to the sugar market reform (see above), consultation of the DG Enterprise and Industry on the development of a framework regulation for agricultural vehicles (in other words, all types of tractors,



trailers and interchangeable towed machinery), consultation of the DG Employment and Social Affairs on the representation of European social partners and presentation of a shared position by CEETTAR and EFFAT concerning this matter.

CEETTAR took steps to react to institutional decisions concerning service providers, provided NAAC with a report on the free circulation of machinery (tractors and trailers) and assisted this British organisation with networking, with expertise provided by Dutch organisation CUMELA.

On 9 February, at the Fieraagricola (Agricultural Fair) of Verona, UNIMA and CEETTAR animate together a meeting on *The role of services providers in agriculture*. The discussion, with one hundred entrepreneurs present, is open by Mr. Aproniano Tassinari, President of UNIMA, is supported by interventions on various topics: *A comparative view of the European experience* (Jan Maris, CEETTAR), *Activities of Agricultural contractors: an opportunity for the competitiveness of farms* (Prof. Casati, University of Milan), *Vocational training for workers: German experience* (Klaus Pentzlin, CEETTAR), *The use of pesticides for an eco-friendly agriculture: the TOPPS project* (Roberto Guidotti, UNIMA), etc.

## **Conference at the European Parliament, Contractor Day in Münster**

Focusing once again on the topic *Rural development: Innovative enterprises create employment opportunities*, a further conference was held at the European Parliament on 28 May with the aim of making further progress in the field of traceability with, in addition to Joseph Daul, President of the Committee on Agriculture and Rural Development (COMAGRI) and other MEPs, the participation of COPA/COGECA, the European Commission and EFFAT. The debates focused on the approval of a Best Practice Guide for self-assessment by contractors, in terms of quality policy, respect for the environment, health & safety, traceability of services and products.

At the general assembly of 28 May 2008, Gérard Napias succeeded Robert Sabathié as president of CEETTAR.

On 4 December, a European Contractor Day took place in Münster. It was attended by representatives from the DG Enterprise and Industry and concentrated on two issues: barriers to professional mobility for agricultural contractors and technical legislation for the approval of tractors.

CEETTAR provided expertise, assisted by Dutch organisation CUMELA, for the project entitled *Train the*



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Contractors support the tracability of services in a conference with the participation of Joseph Daul, President of the COMAGRI.

*Operators to Prevent Points (TOPPS)*, which was developed by the European Crop Protection Association (ECPA), in cooperation with COPA/COGECA, with the aim of defining good practices for the use of pesticides (transport by road, spraying, storage and recycling of chemical constituents).

In terms of developing the organisation, links with Luxembourg were defined, while talks with Bulgaria and Hungary stalled. A website in three languages (F, EN, D) was also created ([www.ceettar.eu](http://www.ceettar.eu)).



## **VII. Gaining full recognition (2009-2011)**

*CEETTAR consolidated its internal coherence by means of an innovative project, aimed at creating a network of “privileged partnerships” and sharing the experiences of different member organisations. In addition to its traditional “technical” services, the sector was fundamentally transformed with the emergence of land-based contractors (LBCs), which targeted rural areas and environmental services in the broadest sense. CEETTAR defined quality standards for the main activities of LBCs. Having confirmed its role as an influential source of new ideas, it implemented a joint initiative with the European Parliament Committee on Agriculture and Rural Development (COMAGRI) so that the latter could relay its projects.*

**2009** For CEETTAR, 2009 was a particularly important year, in which it reaped the rewards of its development potentials in a range of practical domains. This enabled it to increase its resources in order to develop in its role of ensuring the defence of the contractors that it represents and become a source of proposals at European level.

It is in this context that on 15 October, the Director of CEETTAR Eddy Klöcker meets in Rome the President of the UNIMA Aproniano Tassinari accompanied by his Board. They talk about the development of the Confederation, the future recruitment of a full-time Director. They prepare an important meeting to be held in November, with the Chairman of the Committee on Agriculture and Rural Development of the European Parliament, Mr. Paolo de Castro, to whom will be sent a memorandum based on a survey with the member organizations to address specific problems common to different countries.

In February, CEETTAR took part, as every two years, in the Paris SIMA agricultural show. The European ARC Day organised on this occasion on the topic *Highly powerful and influential: what are the expectations of ARCs in Europe?* gave rise to an international debate with contractors from 5 countries (F, D, I, NL, PL). Led by Fadela

Benabadji, President of the **Association Française des Journalistes Agricoles (AFJA)** (French association of agricultural journalists), this meeting provided an opportunity to identify the needs of *ARCs*, which face new working environments in Europe, new legislation and therefore new challenges – does agricultural equipment meet their expectations?

Although broadly representative, CEETTAR could still offer only limited visibility. This paradox could be explained by the fact that it defends highly specific sectoral interests which, until recently, have been absent at Community level. With 13 member organisations, its structure is also relatively small, but has been growing for some years.

In recent years, the organisation achieved not insignificant results for *ARFCs* (see above: sugar reform, tachometers) by means of targeted and tenacious initiatives, which had a negative impact on enterprises, and demonstrated its increasing capacity to defend its members' interests. Based on a passionate plea by its Vice-President Klaus Pentzlin, CEETTAR resolutely decided to further reinforce this capacity, by setting itself the short-term objective of becoming fully financially independent and establishing a three-year calendar for subscriptions.

In order to successfully achieve these ambitious plans, CEETTAR organised a wide-ranging internal discussion on basic options in terms of initiatives. Aware of the importance of its European structure, it reviewed the objectives that it set for the latter, the role of each of its member organisations, that of its director, finances and sectoral social dialogue. In terms of visibility, the emphasis was placed mainly on the crucial distinction between the contractors that it represents and farmers.

### **At the forefront of the rural sector - from ARFCs to LBCs**

The debates highlight the necessity for CEETTAR of increasing its profile in the field of rural development in general, without restricting itself to a single agricultural sector. A decision was taken with this in mind. It has increasingly emerged in recent years that the notion of an *ARFC*, an enterprise providing “technical” services, was too limited to cover all the work conducted by the contractors represented, many of whom were broadening their expertise to cover the rural sector in a broader sense and new environmental services, by means of a whole range of services for territorial, local and regional authorities, including the management of water resources and forests, parks and gardens, landscape maintenance, protecting



natural, cultural heritage and biodiversity. This led to the emergence of *LBCs – land-based contractors*.

## Privileged partnerships

Having identified the disparities that exist between the member organisations and the limited resources that most of them have, the committees discussed an innovative project: the creation of an internal network of “privileged partnerships” between organisations. The intention was to link large and small, as well as old and new organisations, in order to transfer knowledge, share experiences, expertise and thus optimise the work of the European structure. Four geographical regions were defined in the EU, in which the following partnerships were created: **North** (Denmark, Sweden), **North-West** (Netherlands, UK, Ireland), **Centre-East** (Belgium, Germany, Poland and Slovakia) and **South** (France, Italy, Spain, Portugal).

Of course, CEETAR continued to communicate with its partners on an everyday basis, responded to requests for assistance or intervention from member organisations, and developed a range of activities, which not only enhanced the visibility of the confederation, but also contributed to the realities experienced by stakeholders in the field and their operational structures.

At the request of two member organisations EDT (F) and NAAC (UK), CEETTAR helped the latter to create a specific European organisation for seed processors, the **European Mobile Seed Association (EMSA)**, which plans to establish itself in as many countries as possible, where this profession exists, with the support of CEETTAR, which it would join the following year.

**2010** CEETTAR continued with its project aimed at developing privileged partnerships between its member organisations, which it had first launched the previous year.

The three survey workshops opened in 2004 continued to work towards completing their projects. For the first workshop on the *free circulation of machinery* (“highway traffic code”), the various European directives were scrutinised in order to make, via the Parliament, any improvements that were considered vital. The operational resources requested from the DG Employment and Social Affairs for the identification of obstacles to the free circulation of machinery were not granted.

In terms of *forestry services* (planting, silviculture and forest management), it became apparent that this sector is subject to many problems, due mainly to environ-

mental constraints and climate changes. The scourge of forest fires, which resulted from an arid climate, but also that of traditional practices, which are difficult to shake off, particularly affected the Mediterranean basin. One of the urgent problems to be resolved seems to be the lack of qualified specialist staff. The social cost of illegal labour is too great for us to neglect once again to consider solutions that are already on the negotiation tables.

The work of the third workshop, on the *provision of services (unfair competition)*, revealed that, in most countries, agricultural and forestry contractors are affected by a real distortion of competition compared to the *CUMAs*, which benefit, within the framework of the European Regulations, from direct aid from the CAP for investments in equipment. The survey revealed that the provision of services was highly consistent in the countries covered by the survey. Despite the existence of a large number of *CUMAs* (approx. 12,500



The new presentation brochure.

in France and 6,400 in Italy), the development of rural contractors (*ARCs*) is significantly more dynamic. *ARC* customers were unanimously satisfied due to their great flexibility and performance when it came to completing the relevant tasks. Based on these findings, it was decided to continue the work undertaken with the Parliament and Commission, aimed at obtaining the necessary resources to put an end to the current inequalities caused by unilateral subsidies.

In February, in Verona, a European Day, attended by over 150 contractors from 10 European Union countries, was organised jointly with the Italian organisation UNIMA. This provided an opportunity to take stock of the problems shared by all contractors throughout the EU in the presence of Paolo De Castro, President of the European Parliament Committee on Agriculture and Rural Development (COMAGRI) and M. Michael Pielke, Deputy Head of Unit in charge of the rural development policy in the DG Agriculture. M. De Castro proposed to the assembly the creation of a particularly motivated group of MEPs, in order to highlight the scale of services provided for the rural sector and work towards greater recognition for the ARFC profession and its European organisations.

The creation of the common platform (CEETTAR, COPA, EFFAT, European Commission), which was first planned following the 2008 conference, *Rural development – innovative enterprises create employment opportunities*, was postponed. In 2010, the initiative aimed at increasing the recognition of ARCs focused on surveying the various systems of accreditation in the Member States.

### **Towards European accreditation for services provided by ARCs**

The role of ARCs in European agriculture today is considerable. The implementation of the European Directive on the provision of services, combined with assignment of cross-border markets (e.g. after storm “Klaus” hit the south of France at the end of 2009), highlighted the necessity of developing uniform quality standards. For CEETTAR, ARCs have to be approved specialist enterprises, equipped with installations that meet the standards, permanent and support staff who meet recognised professional standards; they must have a modern fleet of machinery and apply, within the enterprise, Community regulations in terms of health and safety for workers.

In April 2010, a study day held in Berlin, which focused on the various quality systems, provided an opportunity to take stock once again. The results were very revealing. From one country to another, there is no comparable system for the granting and management of quality certificates. Despite the crucial question of knowing whether these certificates are necessary for all *ARCs*, CEETTAR considers that the environment sector will not tolerate the provision of services in the rural sector for much longer by any enterprises that do not hold quality certificates. The priority for *ARCs* is to establish a consistent quality certification system for the most important activities, before the sector is flooded with a profusion of certification procedures. Quality standards should, according to the existing regional markets, be subject to a classification covering the main activities certified, such as agricultural work (entire food crop production chains, manure spreading, transport, phytosanitary protection, etc.), rural services (public works, replanting and excavation work and renaturation measures, as well as water, soil, landscape and ecosystem protection) and work conducted by forestry contractors (special machinery).

1 June 2010 saw CEETTAR's new Director take up his post. Eric Drésin from France was recruited to take over from Eddy Klöcker who retired.

In terms of social dialogue, the partners EFFAT and CEETTAR finalised their work programme, developed projects focusing on training, employee mobility and employment in agriculture. They also agreed to prepare a new 5-year action plan for 2011-2015.

Efforts also continued to achieve a rapprochement between CEETTAR (ARCs), ELCA (landscape contractors) and ENFE (forestry contractors). Despite the difficulties, the emergence of a common “green” sector in place of three separate structures was on the agenda, to which the European Commission responded favourably.

CEETTAR continued to explore opportunities to work more closely with countries, in which an ARC structure scarcely exists or is completely absent. A new Austrian federation of contractors was approached with the support of German organisation BLU. Other links were forged with Hungary, Romania, Bulgaria and the three Baltic states; initiatives introduced by the political representatives of agricultural employee organisations at the ministries of agriculture in these countries have not yet been completed.

At the invitation of BLU, the member organisations took part in the German Contractor Day on 1 - 2 December in Münster. Johan Van Bosch presented the various

legislations on the highway traffic and agricultural transport in Belgium. The sixth European Contractor Day, at which over 100 contractors and MEPs were expected, was planned for February 2011 in Paris and would coincide with SIMA.

**2011** In order to provide an overview of the year when this publication goes to press, it should first be mentioned that, at the joint request of



European day of the contractors in Paris. From left to right: Aproniano Tassinari (I), Klaus Pentzlin, Vice-President (D), Gérard Napias, President (F), Michel Dantin & Giovanni La Via, members of the European Parliament and Herman Hooyberghs, Permanent Representation of Belgium to the EU.



CEETTAR and EFFAT, the **European Foundation for the Improvement of Living and Working Conditions** (Eurofound, Dublin) launched a European study on employment and industrial relations in the *ARC* sector. The foundation's experts in Dublin conducted a detailed analysis in four European countries (Germany, Denmark, France and Poland), based on the existing documentation and interviews with national stakeholders and contractors from these countries. At the same time, the secretariat actively contributed to the experts' work. Publication is planned for 2011. For *ARCs*, this study is especially important in political terms. In fact, this is the first European study on the subject to be supervised by an official EU institution. This initiative demonstrates that agricultural contractors are being taken into account more effectively and the project will create a major source of support for other initiatives aimed at obtaining greater recognition for them at European level.

One example of this success is the European Contractor Day held on 21 February 2011 in Paris. At the invitation of CEETTAR and EDT, Michel Dantin and Giovanni La Via, from the European Parliament and Herman Hooyberghs from the Belgian Presidency of the European Union met with almost 100 contractors from several different countries. A long and fruitful discussion made it possible to develop links between CEETTAR and

these vital stakeholders for the drafting of the future CAP, with whom the confederation continues meet regularly throughout the year.

In the wake of the study day held in Berlin in April 2010, CEETTAR continued to lay the foundations for a joint initiative in the field of quality standards for services.



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General assembly in Malmo.

Front row (from left to the right): Jan Maris, General Secretary (NL), Geneviève Oestges (B), Barbara Szuszkiewicz (PL), Robert Pinches (UK), Claes Jönsson (SV), Zbigniew Studniarski (PL), Otto Oestges (B), Nicole Fels (D), Eric Drésin, Director, Gérard Napias, President (F) and Sven Svensson (SV).

Second row (from left to the right): Göran Johansson (SV), Johan Van Bosch, Treasurer (B), Per-Olaf Andersson (SV), Eddy Klöcker, former Director (B), Klaus Pentzlin, Vice-President (D), Bert Van der Kley (L), Mogens Kjedal (DK), Lars Olofsson (SV), Pavel Stevick (SK), Dick Klok (NL), Michal Adamcek (PL), Per Dellrud (SV), Francesco Torrisi (I), Dick Bowler, representing EMSA (UK) and Przemyslaw Pruchniewski (PL).

After inviting the national organisations to widely share their good practices on this matter, it saw the launch of a pilot project for internal communication and initiated the definition of a common core with equivalent components already produced by the different countries, in order to develop European specifications to support countries, which are still without a national system of accreditation. Once this phase has been completed, CEETTAR will present the results to the European Commission and other European stakeholders in the sector.

In addition, the organisation took steps to further increase the level of representation that it provides. This work focused initially on Luxembourg. After identifying several key players, a link was established with one of the most enterprising stakeholders, Bert Van Der Kley, who is seen as CEETTAR's coordinator in this country. Luxembourg's decision to become a member is therefore anticipated in the near future. Finally, following difficult research, the secretariat was able to identify a new representative organisation for agricultural contractors in Spain: **AMACO-ANESA (Asociación Nacional de Empresas de Servicios Agrícolas y Empresarios de Máquinas Cosechadoras)**. A fruitful meeting took place in June in Spain, during which ANESA communicated its desire to join CEETTAR. A formal procedure has been initiated.



## **To avoid concluding**

In half a century, the European rural society underwent a complete change. Technology and agricultural productivity have been pushed always further with positive but also adverse effects that lead today to highlight the environmental dimension. It is in the interest of a quality agriculture and forestry to better respect the ecosystems. Today is at stake the protection of the biological and landscape heritage of our territories, essential in terms of sustainability, quality of life but also of economy, through recreation and ecotourism.

In this context, the agricultural, rural and forestry contractors have taken an increasing share in the agricultural and forestry chain of production and are increasingly involved in the environmental professions providing service of all rural communities. Their role can not be reduced anymore to qualified providers of services to farmers and forest owners only, with whom they have also been often confused. Understanding their activities requires an integrated approach, taking into account the diversity of territories and of the actors of the rural life.

At the same time, the geographical and institutional context of the *ARCs* activities also changed through the development and successive reforms of the Common Agricultural Policy, through the complexities and contradictions of European integration, through decision-making procedure of the Council of Ministers, Commission and European Parliament today that draft the outline of the future of the countryside. Here too, the *ARCs* played their part consistently, in order to develop the international cooperation and an active representation of about 100 000 companies in the heart of Europe.

Despite being a modest testimony of the commitment of men and women who with many ups and downs manage this ramp up, this book aims at supporting the will of CEETTAR to take note of recent changes in the business model of *ARCs* and to bring them into the land-based contractors circle. This will also further strengthen their role as proactive players, aware of the situations on the field and the economic and political context, to achieve its final recognition as a full representation of an industry professionally and socially important. The story is not over, new pages are to be written.

## Index

Index of organisations referred to and the specific names used in this publication (except for official institutions and bodies of the European Union). The long names are provided in full when mentioned for the first time in the text, but are then replaced by their acronym.

- AFJA:** Association Française des Journalistes Agricoles (French association of agricultural journalists).
- AMACO:** Asociación de Empresarios de Maquinas Cosechadoras (association of combine harvester contractors – AMACO, Spain), which later merged with ANESA to become **AMACO-ANESA** (Asociación Nacional de Empresas de Servicios Agrícolas y Empresarios de Máquinas Cosechadoras).
- ANESA:** Asociación Nacional de Empresarios de Servicios Agrícolas (National association of agricultural contractors, Spain).
- ANETA:** Association Nationale des Entrepreneurs de Travaux Agricoles (Belgium) later to become **Agroservice/Landbouwservice**.
- ARC or wider ARFC:**  
*Rural Contractors (or enterprises) of Agricultural, Rural and Forestry Works.* See also *LBC*.
- ASEMFO:** Asociación Nacional de Empresas Forestales (National association of forestry contractors, Spain).
- BOVAL:** Bond van Agrarische Loonbedrijven (Union of agricultural contractors, Netherlands, later to become **CUMELA**).

- BG:** Bundesinnung des Gewerbes (Federation of trade guilds, Austria).
- BVLL:** Bundesarbeitsgemeinschaft der Verbände land- und forstwirtschaftlicher Lohnunternehmer (Federal professional association of agricultural and forestry contractor organisations, Germany).
- CEA:** Confédération Européenne de l'Agriculture (European Confederation of Agriculture) (ECA).
- CEETTAR:** Confédération Européenne des Entrepreneurs de Travaux Techniques Agricoles, Ruraux [et forestiers] (European Organisation of Agricultural and Rural Contractors).
- CEMA – European Agricultural Machinery:**  
current name of the Comité Européen des Groupements de Constructeurs du Machinisme agricole (European Committee of Associations of Manufacturers of Agricultural Machinery).
- CEMAG:** Centre d'Études de la Mécanisation en Agriculture (Gembloux, Belgium).
- Centrale Nationale Agroservice:**  
forms, with the **Nationale Centrale Landbouwservice** a common “umbrella” for the Belgian professional sub-sectors. The last is the equivalent of the pre-existing NVL in Flanders.
- CEPFAR:** Centre Européen pour la Promotion et la Formation dans le secteur Agricole et Rural (European centre for promotion and training in the agricultural and rural sector) (offshoot of COPA).
- CES and later EESC:**  
Comité Économique et Social (European Economic and Social Committee).



- COGECA:** Comité des Organisations de Groupements d'Entrepreneurs de Coopération Agricole (General Committee for Agricultural Cooperation in the European Union), an intermediary body for links with European institutions.
- COPA:** Comité des Organisations Professionnelles Agricoles (Committee of Professional Agricultural Organisations) (which unites existing national professional organisations at European level).
- CRA:** Centre de Recherches Agronomiques (Agricultural Research Centre) (Gembloux, Belgium).
- CUMA:** *Coopératives d'Utilisation de Machines Agricoles (Agricultural Machinery Sharing Rings).*
- CUMELA:** Cultuur technische werken en grondverzet, Meststoffen distributie en Loonwerk Agrarisch (Technical cultivation, landscaping, manure spreading and agricultural services, Netherlands); formerly BOVAL.
- DeLuTa:** Deutsche Lohnunternehmer Tage (German Contractor Days).
- DLG:** Deutsche Landwirtschaftsgesellschaft (German Agricultural Association).
- ECPA:** European Crop Protection Association.
- EDT:** Entrepreneurs des Territoires (French association of agricultural, rural and forestry contractors) (France).
- EFA:** European Federation of Agricultural Workers' Unions. Later merged with ECF-IUF to form EFFAT.
- EFFAT:** European Federation of Food, Agriculture and Tourism Trade Unions.
- ELCA:** European Landscape Contractors Association.

- EMSA:** European Mobile Seed Association.
- ENFE:** European Network of Forestry Enterprises.
- ECF-IUF:** European Federation of food, hotel, restaurant, café and catering trade unions. Later merged with EFA to form EFFAT.
- FAFSEA:** Fonds national d'Assurance Formation des Salariés des Exploitations et Entreprises Agricoles (National insurance fund for the training of employees of farms and agricultural enterprises) (France).
- FECIMA:** Fédération Européenne du Commerce International de Machines Agricoles (European Federation of International Trade in Agriculture Machines).
- FNETAR or FNETARF:**  
Fédération Nationale des Entrepreneurs de Travaux Agricoles, Ruraux [et Forestiers] (National federation of agricultural, rural [and forestry] contractors) (France).
- Foire de Libramont:**  
major annual agricultural show in Belgium.
- FTU:** Fondation Travail Université (labour and university foundation) (Belgium; Brussels / Louvain-la-Neuve).
- GEOPA:** Employers' Group of Professional Agricultural Organisations (specifically represents employers within COPA).
- IAAC:** Irish Association of Agricultural Contractors.
- Institute for Mechanisation, Work and Construction** (Wageningen, Netherlands).
- LBC:** *Land-based contractors.* The *ARFC* are one of the components of the *LBC*.
- LDM:** Landföreningen Danske Maskinstationer (Danish organisation of agricultural machinery contractors).

**NAAC:** National Association of Agricultural Contractors, United Kingdom.

**Nationale Centrale Landbouwservice:**

forms, with the **Centrale Nationale Agroservice**, a common “umbrella” for the Belgian professional sub-sectors. The first is the equivalent of the pre-existing NVL in Flanders.

**NCMV:** Nationaal Christelijk Middenstands Verbond (National Christian Small Businesses Association, Belgium).

**NFUS:** National Farmers Union of Scotland.

**NVL:** Nationaal Verbond van Loondorsers (national union of rural contractors, Belgium).

**PZPUR:** Polski Związek Pracodawców i Usługodawców Rolnych, the Polish organisation of *ARFC*.

**SIMA:** Salon International du Machinisme Agricole (Paris).

**UIETA:** Union Internationale des Entrepreneurs de Travaux Agricoles (International union of agricultural contractors) (became CEETTAR in 1982).

**UNIMA:** Unione Nazionale Imprese di Meccanizzazione Agricola (National union of agricultural machinery enterprises, Italy).

**UPOV:** International Union for the Protection of New Varieties of Plants.

**ZLLF:** Zentralverband der landtechnischen Lohnunternehmer in Land- und Forstwirtschaft e.V. (Federation of agricultural and forestry contractors, Germany).

**ZZTSPL:** Združenie Zamestnávateľov Technických Služieb v Poľnohospodárstve a Lesníctve (Association of agricultural and forestry contractors, Slovakia).

## **List of Presidents and General Secretaries/ Directors (UIETA/CEETAR)**

### **Presidents:**

René De Munck (1961-1973)

Étienne Bizière (1973-1976)

Étienne Tessier a.i. (1977-1980)

Marinus Van Rijsbergen (1981-1986)

Roger Van Den Bulcke (1986-1991)

Alain Vesselle (1991-1997)

Robert Sabathié (1997-2008)

Gérard Napias (2008-...).

### **General Secretaries / Directors:**

Étienne Tessier (General Secretary, 1961-1986)

Jan Maris (General Secretary, 1987-2000)

Eddy Klöcker (Director, 2001-2010)

Éric Drésin (Director, 2010-...).

### **Current Board**

Gérard Napias, President

Klaus Pentzlin, Vice-president

Jan Maris, General Secretary

Johan Van Bosch, Treasurer

## **CEETTAR today**

The European Organisation of Agricultural and Rural Contractors represents almost 100,000 independent contractors and close to 500,000 workers. The member organisations are based in Germany, Belgium, Denmark, Spain, France, Italy, Ireland, the Netherlands, Poland, Portugal, the United Kingdom, Slovakia, Sweden and soon Luxembourg. Lithuania, Hungary and Romania are also represented as observers. CEETTAR aims to be pro-active and put forward proposals for the benefit of contractors and the European rural economy. Its mission is to:

- Represent the national federations and protect their professional interests in relation to the institutions of the European Union. CEETTAR is recognised by the European Commission and Parliament in this role. It contributes to the various forums of these institutions and working groups on agricultural machinery of the DG Enterprise of the European Commission. CEETTAR also acts as a consultant on certain projects of the European Economic and Social Committee and contributes to the work of the European Committee for Standardisation (CEN), etc.
- Represent and protect the same professional interests in relation to other private organisations, which are

active at European level and beyond. CEETTAR maintains constructive links with COPA-COGECA (farmers), CEMA-European Agricultural Machinery (agricultural machinery), EFFAT (workers), UPOV (protection of new plant varieties), etc.

- Help national organisations to structure and develop their activities by transferring expertise developed over the last 40 years via the CAP and achieve their domestic objectives under the best conditions and as rapidly as possible.

CEETTAR's current priorities are as follows:

- Increased recognition of the role of contractors and combating unfair competition within the framework of the CAP post-2013,
- Improving rules for driving of agricultural machinery on roads,
- Developing activities in the forestry sector,
- Promoting good practices in terms of quality of services,
- Supporting projects aimed at creating privileged partnerships between the member organisations,
- Maintaining the social dialogue with EFFAT,
- Developing communication both within and outside the organisation.





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Confédération Européenne des Entrepreneurs de Travaux  
Techniques Agricoles et Ruraux

European Organisation of Agricultural and Rural Contractors

Europäischer Zentralverband der Lohnunternehmer









Apart from those working in the field and the relevant organisations within the rural sector, how many people reading this short book can say that they already know about *agricultural and rural contractors (ARCs)* and their specific role? But these committed professionals, who are still too often difficult to spot with their strange machinery, have shown that they have their feet firmly on the ground, by gradually gaining recognition as a new sectoral player, creating an international structure, making themselves a force for the protection of rights and putting forward proposals. Through their permanent representation in Brussels, they successfully developed links and organised conferences, studies and other initiatives. In addition, they have diversified and added a “green” dimension to their work in order to become *land-based contractors (LBCs)*. Let’s take a look at what they have gradually achieved in this brief history of CEETTAR.



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