WELCOME TO CLIMMAR!
The International Dealership Network of 15 National Associations and their Member Companies in the Agricultural Machinery and Equipment Sector

15 Members and counting!
16,849 Dealers and counting!
139,094 Dealers employees
3,544,311 Farmers
1,942,224,700,5 ha. in total
SPISE workshop 2016

Introduction to the highlights of CLIMMAR-activities in 2016
CLIMMAR Board Team

President : Erik Hogervorst
Vice President : Ulf Kopplin
Vice President : Joost Mercx
General Secretary : Jelle Bartlema
Provisional strategy of CLIMMAR:
Move into the direction of Dealer-interests!

• Focus on topics, aligned to the work of national members
• Concentrate workforce, attention and money on few priority-activities/projects
• Choose topics that will effect all four quadrants
• Involve the member organisations in the work of CLIMMAR
The four-stroke engine of CLIMMAR:

The Topics

Creating conditions

Collective

Impact and influence

Output oriented

Individual

Lobby

Development Branch

Identity and Core Values

Services

Collective

Impact and influence

Output oriented

Individual
CLIMMAR Branch Report

presented by Workshop 2: Data and Surveys

Chairman: Ulf Kopplin, Vicepresident CLIMMAR
Results:

What are the “CLIMMAR-Branch-Report”-results:

- National branch view - markets & structures
- National Branch view - current situation: trends
- Dealers view - companies averages
- Dealers view - warranty conditions
National Markets and Structures:

relations: Employees per Company

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National Markets and Structures:

relations: Tractors per Company

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Part III - Companies:

turnover-structure of the average CLIMMAR-dealer

- New equipment: 1290
- Second hand: 314
- Parts: 256
- Workshop: 365
- Externals: 75

Total: 3,093,000 €/comp.
Lobby issues

- SPICE sprayer testing
- Growing new contacts & members
- RMI (repair & maintenance information)
- EuroSkills (mechanic mobile machines)
Dealers are important in inspection scheme:

- In most EU countries dealers can be official inspection workshop
- In all countries dealers must do the repairs/upgrading sprayers

CLIMMAR wants to cooperate with SPISE in order to come to periodical inspections at a qualitative and EU wide uniform level.
SPISE - CLIMMAR

The advantage of sprayer testing from a dealer point of view:

1. Awareness of the technical state of the machine to the user
2. Better cleaning of the machine after work
3. More precise visual check of the spray pattern between inspections
4. Testing of manometer and/or flowmeter improves precision (3 years is too long)
5. Overall quality of the sprayers improves a lot
What is important when making new regulations:

- Our customers work international more and more so we need unified regulations
- Service company's work international more and more so they need.....
- Respect of the investments that the dealers have made
- Inform dealers in time about changing or new regulations
- Create a period that dealers can use to adapt new regulations (investments & training)
- Use more repair information from dealers to improve the inspections.
RMI (repair & maintenance information)

CLIMMAR project - The idea

Aim of the CLIMMAR feasibility analysis is to install several applications of the various manufacturers on one personal computer.
CLIMMAR project - The result

Development of a diagnostic and programming structure using only one vehicle communication interface for all ECUs in the vehicle.
CLIMMAR and Euroskills

CLIMMAR participates in the Euroskills assemblies and is also a partner member of Euroskills organisation. This participation started for the Spa competitions in 2012. The work done in each country for the promotion and the success in Lille convinced us to pursue the collaboration until at least the 2016 competitions.

The next Euroskills competitions will be held in Sweden in Gothenburg from November 30th to December 3rd, 2016.
The competition and the stand «Try a skill»
Official visits, schools, awards
FACTS

- Gothenburg, December 1-3
- Opening Ceremony November 30, Scandinavium Arena
- Award Ceremony December 4, Scandinavium Arena
- Europe’s biggest skills competition
- Venue 40 000 m2 at the Swedish Exhibition and Congress Centre
- ~500 competitors
- ~26 countries
- 30-40 skills
- Up to 25 years old
- 25 try-a-skill
- ~30 000 visitors
- Visitor target group 13-16 years old
- ~250 journalists
- ~3.000 delegates, ministers, observers and other guests
Thank you for your attention!
For more information
WWW.CLIMMAR.COM