

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



AGRICULTURAL, RURAL AND FORESTRY  
CONTRACTORS OF EUROPE





## COMPETITIVENESS (OF OUR AGRICULTURE)

Land-based contractors provide cutting-edge techniques at attractive prices. Farmers do not have to invest in their own machinery and can avoid certain financial risks (which is even more important for young farmers). They can therefore devote more financial resources to expanding their businesses and spend their precious time managing the latter. **This makes farms more competitive.**

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## INNOVATION

Within a highly competitive context, **land-based contractors are continuously embracing the challenge of adopting new technology.** According to an internal study, the sector is investing about 6 billion euro per year. No surprise that contractors are speeding up the uptake of new technologies in the fields: **precision agriculture, farming 4.0** and sustainable intensive farming are concepts already put into practice.

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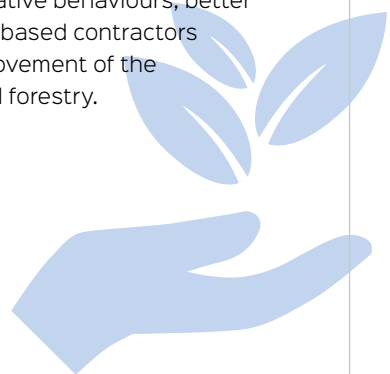
## LOCAL JOBS

Land-based contractors, due to their innovation ethics, are characterised by the employment of a **qualified workforce and skilled professionals.** As the sector is mainly made of very small and small enterprises, we can estimate that they employ **600,000 people in permanent or seasonal workplaces** in the whole Europe. Located in rural areas where job offers are scarce, they are crucial to maintain economic vitality of local communities

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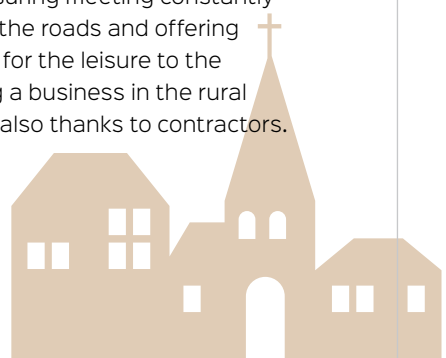
## SUSTAINABILITY

Fine-tuned techniques, qualified staff and professional planning of even the most complex work processes **make it possible to achieve a better compliance to increasingly important environmental constraints.** Reducing quantities of chemical products, improving the application procedures, fostering innovative behaviours, better protecting employees, land-based contractors are key-players for the improvement of the sustainability in farming and forestry.



## RURAL SERVICES

Rural contractors are vital to the rural communities and businesses. They carry firstly out **crucial works maintaining all types of networks** (energy, water supply...). They also help public authorities implementing territorial development plans, ensuring meeting constantly safety requirements of the roads and offering the necessary services for the leisure to the inhabitants. Developing a business in the rural areas remains possible also thanks to contractors.



## DEVELOPMENT (OF OUR FORESTS)

Forestry contractors ensure the provision of quality timber production to the forest-based industries (sawmills, pulp and paper...), simplified monitoring of the plots, qualitative stand improvement and growth of the most beautiful trees. They play a **key role in the sustainable management of forests**, stimulating investments. Some contractors diversify their activities to forest management, supply of wood for energy, logistics and transport.



## Facts and Figures

Land-based contractors have all that it takes to provide and complete tailor-made services to their customers in **agriculture, forest** and in **rural areas**.

- ▶ Cutting-edge techniques at attractive prices
- ▶ Modern and high-tech machinery
- ▶ Certified companies providing qualitative services
- ▶ Better compliance to environmental constraints
- ▶ Qualified workforce and skilled professionals
- ▶ Financial resources and time to improve client's competitiveness



**150,000**  
Companies



**600,000**  
People



**30 billion**  
Turnover

- ▶ **France:** agricultural contractors harvest sugar beet across an area covering over 250,000 ha, equivalent to 70% of the area of beet production;
- ▶ **Germany:** agricultural contractors harvest and make silage from approx. 90% of maize. For grain maize alone, this is equivalent to 1.35 million ha and 54 million tonnes;
- ▶ **Ireland:** over 20 out of 25 million tonnes of grass is annually harvested by agricultural contractors;
- ▶ **Italy:** agricultural contractors prepare over one million ha of soil and harvest cereals and vegetables on 2.5 million ha;
- ▶ In **Sweden** and **Finland**, almost 99% of the respectively 86Mm<sup>3</sup> and 60Mm<sup>3</sup> are harvested, forwarded and transported by forestry contractors;
- ▶ In **the Netherlands**, rural contractors maintain over 11,000 km of roads and 140,000 km of waterways.

Additional examples are available on  
[www.ceettar.eu/publications](http://www.ceettar.eu/publications)

## Our members

AT	<b>VLÖ</b>	<a href="http://www.lohnuntennehmer.co.at">www.lohnuntennehmer.co.at</a>
BE	<b>LANDBOUW-SERVICE</b>	<a href="http://www.landbouwservice.be">www.landbouwservice.be</a>
BE	<b>HOUTCONFEDERATIE</b>	<a href="http://www.houtconfederatie.be">www.houtconfederatie.be</a>
BG	<b>BULPROFOR</b>	<a href="http://www.bulprofor.org">www.bulprofor.org</a>
CH	<b>AGRO-SCHWEIZ</b>	<a href="http://www.agro-lohnuntennehmer.ch">www.agro-lohnuntennehmer.ch</a>
DE	<b>BLU</b>	<a href="http://www.lohnuntennehmen.de">www.lohnuntennehmen.de</a>
DK	<b>DM&amp;E</b>	<a href="http://www.dmoqe.dk">www.dmoqe.dk</a>
ES	<b>AMACO-ANESA</b>	<a href="http://www.amacoanesa.com">www.amacoanesa.com</a>
ES	<b>ASEMFO</b>	<a href="http://www.asemfo.org">www.asemfo.org</a>
FI	<b>KONEYRITTAJEN LITTO</b>	<a href="http://www.koneyrittajat.fi">www.koneyrittajat.fi</a>
FR	<b>FNEDT</b>	<a href="http://www.fnedt.org">www.fnedt.org</a>
IE	<b>FCI</b>	<a href="http://www.fci.farmcontractors.ie">www.fci.farmcontractors.ie</a>
IT	<b>CAI</b>	<a href="http://www.caiagromec.it">www.caiagromec.it</a>
LU	<b>Altmeisch &amp; Van der Kley</b>	<a href="http://www.lohnuntennehmen.de">www.lohnuntennehmen.de</a>
NL	<b>CUMELA</b>	<a href="http://www.cumela.nl">www.cumela.nl</a>
PL	<b>PZPUR</b>	<a href="http://www.uslugirolne.pl">www.uslugirolne.pl</a>
SE	<b>LSM</b>	<a href="http://www.sverigesmaskinstationer.se">www.sverigesmaskinstationer.se</a>
SE	<b>SE</b>	<a href="http://www.skogsentreprenorerna.se">www.skogsentreprenorerna.se</a>
SK	<b>ZZTSPL</b>	/
UK	<b>NAAC</b>	<a href="http://www.naac.co.uk">www.naac.co.uk</a>

## Our network

LT	<b>LNMA</b>	<a href="http://www.lnma.lv">www.lnma.lv</a>
NO	<b>MEF</b>	<a href="http://www.mef.no">www.mef.no</a>
PT	<b>ANEFA</b>	<a href="http://www.anefta.pt">www.anefta.pt</a>

## About us

- ▶ Established in 1961
- ▶ Member of civil dialogue groups on CAP, Rural Development and Forestry & Cork and EU Rural Network Assembly of DG AGRI
- ▶ Member of the Expert Group on Forest-based Industries and Sectorally Related Issues, of the Working Group on Agricultural Tractors and of the Machinery Directive working group of DG GROW
- ▶ Member of the Structured Dialogue with European Structural and Investment Funds of DG REGIO
- ▶ Observer in PEFC international, ForestEurope & UPOV

Gasthuisstraat / Rue de l'hôpital 31, b2  
B-1000 Brussels, BELGIUM

T +32 (0)2 274 22 06

E [ceettar@ceettar.eu](mailto:ceettar@ceettar.eu)

[www.ceettar.eu](http://www.ceettar.eu)

