



# Groupe sectoriel "Distribution" Secoriële groep "Distributie"

10/03/2023  
10:00  
Teleconferentie



# Agenda – Ordre du jour

- **10.00 Arbeidsdeal**
- **11.30 Vergadering:**
  - **Markttendensen**
  - **Risico-analyse**
- **12.00 Varia**
- **10.00 Deal pour l'emploi**
- **11.30 Réunion**
  - **Tendances du marché**
  - **Analyse de risque**
- **12.00 Varia**



# Arbeidsdeal – Deal pour l'emploi



# PC 149.04

- **Vertegenwoordiging**
- **Représentation?**



## **Tendensen Poll**

## **Tendances Poll**

- **Climmar Branch Report**
- **Omzet inschatting 2022 vs Start 2021**
  - **Positief**
    - **Vooral werkplaats en wisselstukken “0,625”**
    - **Kosten nog hoger ingeschat “0,875”**





## Tendensen Poll

## Tendances Poll

- **Climmar Branch Report**
- **Vooruitblik najaar 2022 Positief qua omzet**
  - **Vooral atelier “0,375”**
  - **wisselstukken “0,625”**
  - **Kosten nog hoger ingeschat “0,875”**
- **Machinery negatief ingeschat (nieuw als gebruikt)**



## **Tendensen Poll**

## **Tendances Poll**

- **Climmar Branch Report**
- **Evaluatie najaar 2022 positief qua omzet lichtjes positief**
  - **Vooral atelier “0,642”**
  - **wisselstukken “0,642”**
  - **Kosten hoger ingeschat “0,714”**
- **Machinery positief of neutraal**



# Inschatting voorjaar – estimation printemps 2023

- Turnover +/-
- Machinery +/-
- Workshop & spare parts “0,214” +
- Costs “0,857” +





# Verkoopsstatistieken – statistiques de vente

- **tractoren +50pk -6%**
- **tractoren -50pk -20%**
- **Materieel +**
  - **Gras en hooibouw - Equipement pour l'herbe et le foin**



## Project - Projet

- **Type documenten risico-analyse werkpost**
- **Documents type pour l'analyse des risques d'un poste de travail**
- **Evaluer les documents des membres avec un spécialiste**
- **Retourner des documents type**



## Save the date

- **Lente ontmoeting – Réunion de printemps**
- **15/03 Visioconférence ‘aides à l’investissement’**
- **1/06/2023 garden dealerday**
- **14/03/2024 Dealerday Agri**



# Varia

- **Belangenbehartiging**
- **aandachtspunten?**
- **Plaidoyer**
- **Points d'attention?**





- DSI Tractoren
- DSI Garden
- Cobra pomp?

My name is Åsa and I am working at **Ranaverken** in Sweden.

**Ranaverken** is a producer and seller of Agricultural products, where our Cobra Pump is one of our best sellers.

We are referring to Lina Hallman at Maskinleverantörerna in Sweden who has given us your contact information.

We are now looking for new retail sellers in Belgium, we had hoped you could be of assistance with your knowledge and experience.

The Cobra pump which we have sold more than 15000 of is a portable, hydraulic pump that thanks to low weight, can be moved, transported, and installed by hand.

The pump has a unique design which makes the pump ideal for e.g. farmers, excavator operators or the rescue services.

It can cope with everything from water and urine to sludge and liquid manure, as well as floods and daily work.

We know by experience that our Cobra pump is reliable and requires minimal service and is an affordable product for the retail resellers.

Attached you will find our catalogue where you can read more about the products.

If you would like to know more about us as a company, you will find information on our website.

[www.lantbruk.ranaverken.se](http://www.lantbruk.ranaverken.se)

I hope you will find this interesting and that we will have a good collaboration.

We would be grateful for your help in finding new retail sellers.

Have a nice day and hope to hear from you soon.

*Please forward this information to the persons concerned.*

*Thank you for your help!*







# VRAGEN ?

## Neem gerust contact op!

Hans Verstreken

[h.verstreken@fedagrim.be](mailto:h.verstreken@fedagrim.be)

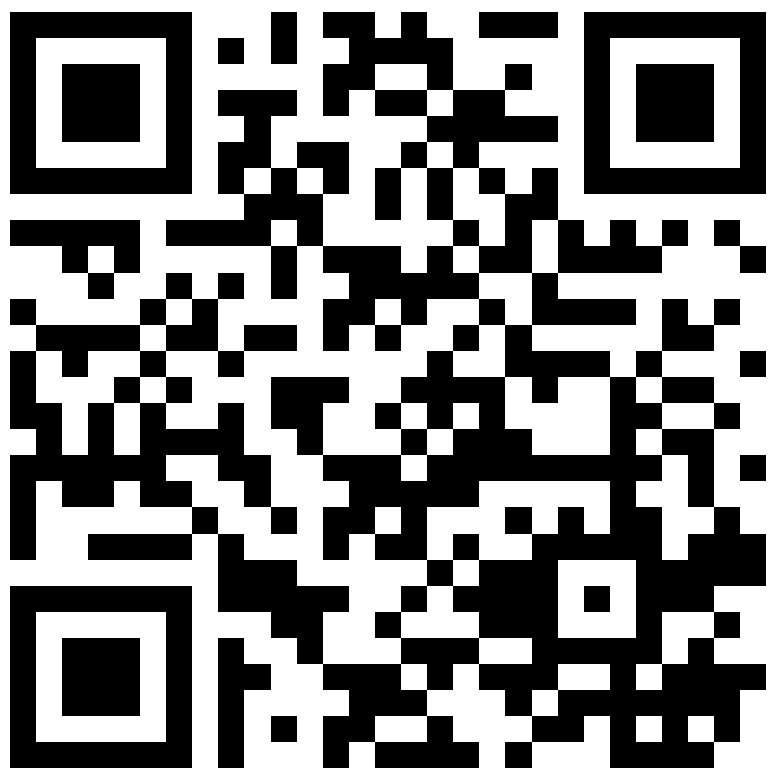
Tel : +32 475 98 98 76



**Laat weten wat je van deze  
vergadering vond in 1 minuut.**

<https://www.fedagrif.be/nl/bevraging>





**Dites-nous ce que vous en pensez de cette rencontre en 1 minute.**

**<https://www.fedagrim.be/fr/bevraging>**



# VRAGEN ? QUESTIONS?

Neem gerust contact op.  
N'hésitez pas à nous contacter.

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