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*Preliminary paper
Predhodno saopštenje*

HOW TO ORGANISE THE USE OF PRIVATE OWN MACHINERY IN AGRICULTURE IN THE COUNTRIES OF WESTERN BALKAN?

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INTRODUCTION

Farmers in western Balkan countries are badly equipped with machinery. This is due to the small size of farms and fields and that farmers have problems financing. If they can be helped to organise the use of machinery then farmers can lower their machinery costs and increase their income.

It is important to know what your machines actually cost, whether it is economically defendable to have your own machines or not. Another alternative is to have machinery together with neighbour/neighbours. One of the best alternatives might be leasing the machinery service that is needed.

1. MACHINERY RINGS

Machinery costs can be lowered in two ways. One way is to use the machinery more, and the other is for farmers to sell their machinery and buy the services from other farmers or contractors.

If study material can be created to increase the awareness of machinery costs the farmers, hopefully by themselves, understand that co-operation is necessary to lower the costs of machinery, which is one of the most important elements in farm production.

Study material has been created for Macedonian conditions and used for a big number of farmers. The creation of machinery ring is an ongoing process and we can say that we are successful but it is still a long way to go.

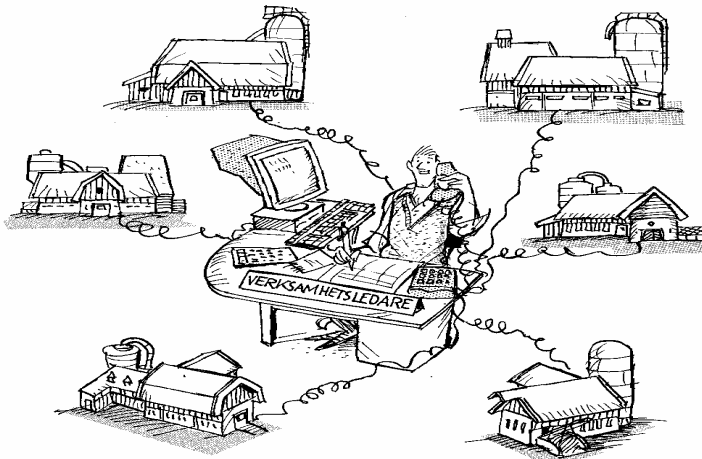


Fig. 1. Manager in a machinery ring busy connecting buyer and sellers of machinery services

1.1. What is a Machinery Ring?

A machinery ring (MR) is an association of farmers who share their machinery and their labour force among their farms.

This means: profitability and success for the individual farmer are increased through the joint use of machinery and labour force. This enables even smaller farms to withstand the strong competition. The MR office co-ordinates the co-operation, the exchange of machinery and the staff operations. The potential of modern and productive machinery and tools within the member farms is almost inexhaustible.

The strengths of the MRs are:

- Quick and uncomplicated consultation
- Commission of qualified and experienced manpower
- Targeted application of appropriate and effective technical means
- Low mechanisation costs and together with these, general cost-savings for the farms.
- Cashless and quick accountancy with the social insurance in the case of social farm assistance.

www.mr-akademie.de/ (multi lingual web site for European machinery rings)



2. HOW TO CONTINUE?

It is very important that farmers in western Balkan country's self-confidence are improved. They should be shown that it is possible to co-operate with machinery use. Show how it is done in other countries. If they can see that it is possible in the longer term to co-operate with machinery use and to improve self-confidence, everything is possible!

The objective of planned seminars "How to organise the use of private owned machinery in the countries of the western Balkan" is to improve self-confidence and that it is possible to co-operate with machinery use to lower costs.

The expected effects in the short term are

- Improved understanding and self-confidence about how to co-operate with machinery

The expected effects in the longer term are

- New collaborations among farmers
- Decrease of machinery costs
- Improved financial investment possibilities in machinery
- Saved time and more efficient use of machinery

This is the first step towards profitable and sustainable family farming. We must make it possible to together with interested from countries in the western Balkan can continue the work of how to organise the use of private owned machinery!

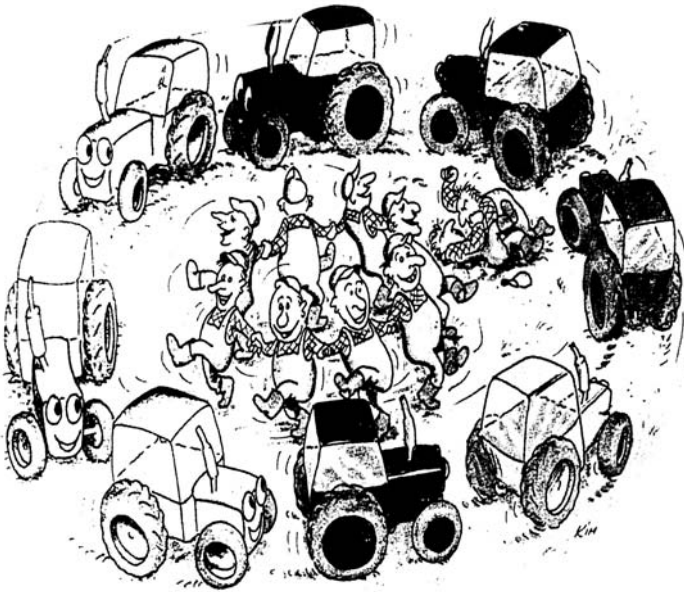


Fig. 3. It is not easy but it must be done!

3. CONCLUSION

This is the first step towards profitable and sustainable family farming. We must make it possible to together with interested from countries in the western Balkan can continue the work of how to organise the use of private owned machinery!

Me together with the project in Macedonia, want to organise a seminar within the two-first months of 2006. A seminar who covers the most important topic how to cooperate with machinery to get profitable and sustainable family farming!

Project of special interest that the Per-Olov Johanson has taken part in, listed in reversed chronology. (i) time of engagement, (ii) short description of scope and content of the project and responsibility, (iii) country and place where the project has taken place, (iiii) buyer and financier.

i) Support to Macedonian farmers, SFarm 2

ii) Developed capacity in farmers' organisations, increased economic collaboration between farmers and raised awareness concerning competence among farmers.

SFarm 2: Part of implementing team, December 2004-June 2007, part time 20%.

SFarm 2: Medium term expert concerning how to implement and organise the use of machinery, machinery rings. Development of methods such as financing, invoicing systems for services, adapted to Macedonian conditions. Part of project management concerning information systems such as databases, websites and e-mail, December 2004 – June 2007, part time 20%.

iii) Macedonia

iiii) Financier SIDA (The Swedish Agency for International Development Cooperation)

i) Inter MR 2005, an international seminar for Machinery Rings

ii) Short term expert concerning preparation and presentation of project MR Competence Europe.

iii) Finland

iiii) Buyer MR-Akademie e.V, Germany, financier The Leonardo Da Vinci programme

i) Support to Macedonian farmers, SFarm 1

ii) Developed capacity in farmers' organisations, increased economic collaboration between farmers and raised awareness concerning competence among farmers.

SFarm: Part of implementing team, April 2001-May 2002, part time 25%.

SFarm1: Medium term expert concerning how to organise the use of machinery, machinery rings. Development of methods for training, study circles, and development of material for how to calculate machinery costs adapted to Macedonian conditions. Part of project management concerning information systems such as databases, websites and e-mail, August 2002 – July 2004, part time 25%.

iii) Macedonia

iiii) Buyer SwedeAgri AB, financier SIDA (The Swedish Agency for International Development Cooperation)

i) MR Competence Europe

ii) Short term expert concerning support to development, test, adjust, disseminate and evaluate the method of making marketing plans in machinery rings and create an Internet based resource centre for daily use of the result, April 2003 – October 2005.

iii) Romania (other partners; Sweden, Germany, Luxemburg, France, Hungary and Slovenia)

iiii) Buyer MR Academy, Germany, financial programme within EU:s structural funds Leonardo da Vinci

i) Inter MR 99, an international seminar for Machinery Rings

ii) Short term expert concerning presentation of country reports and how to work in EU-financed projects.

iii) Hungary

iiii) Buyer Europe's Machinery Rings (EMR), financier LRF (Federation of Swedish Farmers)

REFERENCES

- [1] Per-Olov Johanson: *Project of MR in Macedonia*, Tomorrow Design, Gardby, Sweden, 2004.

**KAKO ORGANIZOVATI KORIŠĆENJE PRIVATNIH MAŠINA
U POLJOPRIVREDI U DRŽAVAMA ZAPADNOG BALKANA**

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Sadržaj: Farmeri u zemljama zapadnog Balkana su veoma loše opremljeni poljoprivrednom tehnikom. Razlog su imanja manjih površina i usitnjenih parcela i problemi sa ulaganjem u obnavljanje mehanizacije. Ukoliko bi se napravio plan zajedničkog korišćenja, farmeri bi značajno smanjili troškove ulaganja u mehanizaciju a samim tim povećali zaradu.

Veoma je važno znati stvarne troškove nabavke i korišćenja neke mašine kako bi se utvrdilo da li se farmeru isplati da sam nabavi mašinu ili je isplativije da se udruži sa još nekoliko proizvođača. Jedno od alternativnih rešenja predstavlja formiranje službe ili servisa za iznajmljivanje mašina.