



VDMA 农机合作社试点项目

VDMA Pilot Project of Ag Machinery Cooperative

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CLAAS





VDMA德国机械设备制造业联合会

Europe's largest industrial association
欧洲最大的工业协会

- “The” networking platform of the innovative mechanical engineering industry in Germany and Europe 德国及欧洲机械行业的创新交流平台
- Representation of 代表
 - more than 3.100 member companies 3100 家企业
 - more than 1 million employees 1百多万就业人员
 - 38 industry-specific associations 38个专业分会
 - 6 regional subsidiaries 6个分部
 - 7 international liaison offices 7个国际办事处

VDMA Agricultural Machinery

Network of agricultural engineering
community 农业工程平台

- over 190 innovative manufacturers of agricultural machinery 190有创造力的农机企业
- highest level of industry representation in Europe (90%) 在欧洲最高的企业入会比例 (90%)
- High expertise level and strong commitment to the leading ag machinery markets worldwide: China, India, Russia and USA 最高行业经验及知识，致力于世界先进农机市场，如中国，印度，俄罗斯及美国
- Dialogue platform for the European agricultural engineering industry 欧洲农业工程工业的交流平台

Part I: 项目描述 Project Description

一、名称：农机合作社可持续发展模式研究

Project: Sustainable Development Models of Ag Machinery Cooperatives

二、合作单位：Cooperation partners

- ◆ 大学生从业合作社理事长工作委员会
University Graduates Farmers Union (UGFU)
- ◆ 沈阳农业大学 Shenyang Agricultural University
- ◆ VDMA 协会会员 Member of the VDMA association
如 CLAAS, LEMKEN, HARDI, HORSCH, Kverneland 等
- ◆ 中德农业中心 Sino-German Agricultural Centre (DCZ)



三、项目宗旨及目的： Objectives and Purposes of the Project

1: 探索农机合作社可持续发展模式,

To study sustainable development models of agricultural machinery cooperatives

分析目前农机合作社的现状; 利用国家政策, 如推进农机化升级、农业合作社升级、发展农业社会化服务业; 实现综合农事服务, 及全程机械化的能力。

analyze current situations of the cooperatives; make use of national policies, such as upgrading of agricultural machinery, upgrading of agricultural cooperatives, and developing agricultural services; facilitate comprehensive agricultural services and achieve whole-process mechanization.

2: 确定合作社经营核心指标,

determine key indicators of cooperative operations.

基于中国农村及农业现状、德国农业发展的经验, 分析现有样本合作社的现状, 包括组织结构、社员结构、业务模式、管理流程、作业标准。

Based on current situations of rural areas and agriculture in China and the experience of agricultural development in Germany, analyze current situations of sample cooperatives including organizational structure, membership structure, business model, management process and operation standards.

Part I: 项目描述 Project Description

3: 建立标杆农机合作社，推广成功模式，

Build up benchmarking agricultural machinery cooperatives and promote successful models

充分利用VDMA会员企业的专业知识、客户资源，中德农业中心的政府资源、专家资源，优化完善农机合作社经营模式，制定核心参数发展目标，具体发展规划及措施，跟踪措施实施。

Make full use of the professional knowledge and customer resources of the member enterprises of VDMA, as well as the government resources and expert resources of China - German agricultural center,

optimize and improve the operation model of agricultural machinery cooperatives,

formulate the development goals of core parameters,

formulate specific development plans and measures, and track the implementation of measures.



Part II: 6 家样板合作社 (6 sample cooperatives)

1. 黑龙江省克东县安全现代农机专业合作社
Heilongjiang Kedong County Safety Modern Agricultural Machinery Professional Cooperative
2. 黑龙江省青冈县沃土丰达现代农机专业合作社
Heilongjiang Qinggang County Fertile Soil Fengda Modern Agricultural Machinery Professional Cooperative
3. **内蒙古通辽市汇民盛丰农民专业合作社联合社**
Inner Mongolia Tongliao Huimin Shengfeng Farmers Professional Cooperative Association
4. 辽宁省彰武县达安农机专业合作社
Liaoning Province Zhangwu County Da 'An Agricultural Machinery Professional Cooperative
5. 山东省枣庄市市中区富源农机农民专业合作社
Shandong Province Zaozhuang City Shizhong Fuyuan Agricultural Agricultural Machinery Professional Cooperative



6. 陕西省西安市长安区长丰农机专业合作社
Shaanxi Province Xi 'An City ChangAn District Changfeng Agricultural Machinery Professional Cooperative

Part III 项目重点 Project Focuses

(一) 农机合作社迫切需求 urgent needs of cooperatives

1. 购机融资 Financing for purchasing agricultural machines, and other equipment
2. 专业农机作业人员 及维修技术员 skilled operators and repair technicians
3. 保护性耕作的配套机具 machine systems for zero tillage seeding

(二) 农事作业标准化与推广 Standardization and promotion of farming operations

1. 利用示范合作社，提炼适合当地的生产作业流程和作业标准，并推广使用

Together with the sample cooperatives, workout operation standards and procedures, and promote to local farms,

2. 参照海外农场及合作社的经验，提升样本合作社管理水平

Referring to experience of oversea farms and professional cooperatives, to improve management level of sample cooperatives.

(三) 交流及培训 exchange and training

1. 先进农场管理、农机应用及管理、农艺等

Advanced farm management, agricultural machinery applications and management, agronomy

2. 培训合作社管理人员，技术员及作业人

Trainings for cooperative management, technician and operators

通辽试点项目 Pilot Project in Tongliao

通辽市汇民盛丰农民专业合作社联合社
Tongliao Huimin Shengfeng Farmers Cooperative Association



规模及业务内容

成立于2015年3月，现拥有成员合作社17家，社员6千户，业务涵盖农资购销、农机作业服务、土地托管及流转、订单农业。

托管土地：

2020年：5万亩； 2021年： 20万亩

组织：

成立通辽市科尔沁区合作社协会

急迫需求：

专业农机手，以保证整个农事的作业质量及产量
缺少大型农机

Size and scope:

Set-up in 3.2015;
Member cooperatives: 17;
Families: 6000
Agricultural materials supplies, agricultural operation services, trusteeship and land transfer; contract farming

Land in trusteeship:

2020: 3333 ha
2021: 13,333 ha

Organization:

Tongliao Association of Agricultural Cooperatives

Urgent needs:

专业农机手，以保证整个农事的作业质量及产量
缺少大型农机

农机作业知识 Training of operation skills



第一期培训:

内容: 农机作业技能及作业质量

培训对象: 科尔沁区, 30家农机合作社的农机手

目的: 提升农机作业知识及技能, 提高作业质量

时间: 2020年12月

地点: 通辽市, 科尔沁区

Training Modul 1:

Subject: ag. Machinery operation skills and quality

Participants: operators of 30 ag. Machinery cooperatives in

Purposes: improve operation knowledge and operation quality

Time: 2020.12

Location: Tongliao city

需求：中德农业中心的支持 Needs: Supports by DCZ

1. 农业管理专家，对样板合作社进行定期技术及管理指导
2. 为农机合作社理事长提供培训
3. 将中德农业示范园的研究成果，推广到合作社：如绿皮书内容
4. 为从事农业合作社管理的大学生，提供到德国交流学习的机会

1. Experts of DCZ give technological support to samples cooperatives
2. Provide trainings for leaders of cooperatives
3. Transfer project results of demo-farms to sample cooperatives, e.g. Green Book
4. Provide opportunities for cooperative leaders to join Sino-German exchange programs

谢谢! Thanks