OPERATION OF FARM TRACTOR MARKET IN POLAND

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Introduction. In terms of quantity Polish agriculture is relatively well-equipped with tractors and farm machinery. The quality of the machinery is for the most part bad. What prevails is old equipment, highly exploited, with a high failure rate. The average age of the tractor in Poland is 23 years. This condition results from unfavorable price relationships and the difficult situation of small-scale farms. Polish agriculture is dominated by low-power tractors (up to 40 kW). It is dominated by models of tractors: C 330 and C 360 of Polish producer Ursus (which currently does not operate independently on the Polish market) and the production of Soviet T25 tractors (Fig. 1).

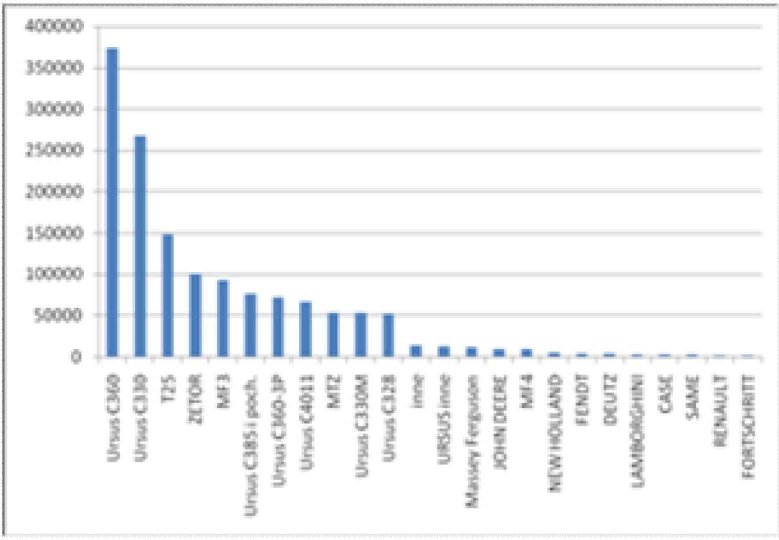

Figure 1. The number of tractors registered in Poland (2009)
Source: Own calculations based on the Central Register of Vehicles and Drivers

The changes in equipment of Polish agriculture with farm tractors in 2002-2010

Changes to equipment with farm tractors and farm machinery are a picture of changes in the mechanization of agriculture. As Common Agricultural censuses carried out between 2002 and 2010 show, Polish farm structure remains fragmented which is considered as a negative phenomenon. However, due to efforts to bring the Polish agricultural holdings to EU standards one can perceive intensification in the process of specialization and modernization of agriculture [1, 2]. In the year 2010 under the Agricultural Census (PSR) in Polish agriculture, there were 1471 thousand tractors, i.e. 9.9% more than in 2002. The farms were recorded with 1448 thousand pcs, i.e., more by 10.1%. Most of the tractors (1394 thousand units, i.e. 94.8% of total) was in farms with an area of over 1 ha of agricultural land. Most tractors occurred in the group of farms of 10-15 ha - 220 thousand units, 14.9% of the total number of tractors [CSO 2011]. Based on the PSR 2010, it was found that the average area per 1 tractor decreased as compared to the results of the previous census, and was 10.6 ha of agricultural land compared to 12.6 ha in 2002 over 8 years between the censuses (PSR) also reported small changes in the structure of power tractors. Just as in 2002 tractors with power ranging from 15 to 25 KW and 25 to 40 KW dominated. Together they accounted for the total number of tractors by 65.3% (in 2002 - 59.1%). The share of tractors of 40-60 kW average power decreased from 27.6% in 2002 to 19.6% in 2010. The farm equipment with high-power tractors, above 60 kW rose slightly, which represented 11.9% of the total number of tractors, versus 9.1% in 2002 [1,2].

Supply of tractors in Poland in years 2003-2010

In the period of 2003-2010, 48.2 thousand agricultural tractors were produced in Poland, (average of 6 024 units per year). Its imports amounted to 117.1 thousand pieces (approximately 14 643 per year) and exports to 25.3 thousand pieces (avg. 3 161 per year). The total supply for the domestic market amounted to 140.0 thousand units, an average of 17 506 units per year. Annual production of tractors decreased by 38% and exports by 28%. What increased was: imports (67%) and the supply of tractors for the domestic market (46%). The share of new tractors in the supply increased from 54 to 87% [3].

Functioning of the agricultural tractor market in Poland The transition from a centrally planned system to a market economy meant that the market for new and used tractors in Poland since the end of the last century, has become very different. The domestic production tractors available are

Pronar, Farmer, Crystal and from Western Europe, USA, with the former USSR and from countries in Asia such as Japan, Korea, China and India. Since last year, an independently known Polish tractors producer, Ursus does not function on the Polish market (founded in 1897, who since 1947 has produced 1.5 million tractors). The manufacturer has been sold to POL-MOT Warfama SA, which started production with the logo of URSUS tractors.

The Polish market is dominated by foreign manufacturers with a large share in the global market such as, New Holland, John Deere, Case IH, Deutz Fahr, Massey Ferguson, Valtra. In terms of registration of new tractors, which reflects their sale in Poland in 2009-2010 Poland was dominated by New Holland and the Czech company Zetor, producing tractors also on the Polish territory.

Table

Registrations of new tractors by selected brands

Company name	**2009**	**2010**
New Holland	2902	2465
Zetor	2578	2179
John Deere	1218	1992
Case IH	1360	1071
Deutz-Fahr	790	1060
Ursus	651	400
Massey Ferguson	412	447
Valtra	300	371
Total	**13 886**	**14 380**

Source: Martin-Jacob AgriTracReport

After a period of stagnation in 2001-2003, when sales of new tractors was less than 8000 units per year there has been an increase to around 15 000 units per year. The year 2011 has seen the highest purchase of tractors. Farmers in Poland, bought more than 17 thousand new tractors for 2.5 billion PLN. New Holland was the most popular brand . The second place was taken by- John Deere, and the third by Belarus. The Polish production of best selling tractors was: Pronar - 371 pieces, Pol-Mot - 290, and the most recognizable Polish brand Ursus - 267 [4]. The increase in sales of tractors in Poland was due to subsidies area and European Union aid funds. In addition, farmers purchase used tractors abroad, which roughly doubles the number of registrations of these vehicles.

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ПРОДАЖ ЗЕМЛІ В УМОВАХ АГРАРНОГО РИНКУ УКРАЇНИ

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Аграрний сектор економіки відіграє найважливішу роль в системі матеріального виробництва, у зміцненні економіки країни, підвищенні життєвого рівня і добробуту населення. Людство існує насамперед тому, що розвиває сільське господарство, основна функція якого – забезпечити людей продуктами харчування, без яких вони не можуть жити, творити і працювати. В умовах розвитку аграрного ринку в національній економіці України створення відкритого і прозорого ринку землі – це одна з важливих складових економічного процесу, яка є обов’язком елементом економіки. Прийняття в першому читанні, з умовою доопрацювання, 9 лютого 2012 року Верховною Радою законопроект (№ 9001-Д) «Про ринок земель». Послужило своєрідним каталізатором до нового витку дискусій між противниками та прихильниками продажу землі. З урахуванням того, що процеси реформування майнових відносин, в тому числі і реформування майнових відносин щодо земель сільськогосподарського призначення , відбуваються вже не протязі понад 20 років – з часу проголошення незалежності України, питання відкритого ринку землі – це питання лише часу. Адже за цей період в Україні розпайовані 27 млн. га землі. Проблемою залишається незавершеність розподілу паїв, адже з розпайованих площ офіційно зареєстровано договорів оренди на сьогоднішній день всього-на-всього 17 млн. га., але в оренді знаходиться 92% земель. Значна частина землі – за офіційними даними, від 3 до 5 млн. га, в загалі не мають визначеного майнового статусу[6]. Проблему продажу земель з позиції кому, скільки, коли і як потрібно підходити дуже зважено і розгляд її слід в світлі останніх подій в національній економіці та світових тенденцій.