

Cheffins



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CAMBRIDGE
AND BRISTOL

machinery sales

BREAKING ALL THE RECORDS

With more than 2700 lots including 570 tractors, Cheffins' April machinery sale was the biggest yet in its sixty year history. This is another record for what is probably the world's largest monthly collective sale of tractors, agricultural and construction equipment.

Established back in the early 1940's, the machinery sale started out as basically an added service to the Cambridge weekly cattle market. Now buyers from across the world attend each monthly sale.

The ebb and flow of buyers from different countries provide some interesting agri-geographical trends, influenced by political stability, monetary exchange rates and trends in farming.



Cambridge Machinery Saleground Sutton, Ely, Cambridgeshire CB6 2QT • Tel: +44 (0)1353 777767 • machinery@cheffins.co.uk



For example, a few years ago Syria was a huge buyer of older tractors particularly Massey Ferguson 165's and Fordson Majors, all over 30 years old and in many cases, near derelict machines almost fit for the scrap heap. Syrian buyers bid enthusiastically for these models and monopolised the market until the Syrian Government banned the import of second hand tractors and consequently trade plummeted over night.

The USA has always been represented strongly at the auctions until the 2:1 exchange rate scuppered the strong trade we enjoyed.

From the early days of our sales, the Republic of Ireland has been our biggest buyer until very recent times. The type of machinery purchased has been a barometer of the development and state of Irish farming. It has been interesting over the years to see their equipment purchases change from the

basic machinery to bang up to date kit, laden with electronics and management systems.

The biggest overseas buyer now is Poland. Since the country joined the EU back in 2004, the number of Polish buyers has dramatically increased, buoyed by European subsidies and the development of their agricultural economy. Gone are the days when Eastern European buyers solely purchased Zetor tractors (the "Lada" of the tractor world). Now they strongly concentrate their efforts buying top end gear for their domestic use or for further transportation to their eastern neighbours. We firmly see this trade developing and the quest for suitable machinery to service this market is endless.

Combined with our on-site farm machinery sales across the country, our Cambridgeshire and Bristol machinery sales have developed into an internationally successful business.



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Full details of our sales including entry forms, sales dates and catalogue listings are available on our website: www.cheffins.co.uk. Alternatively, contact our auction team on **01353 777767**.