

**TRANSFORM
YOUR AFRICA
YOUR FUTURE**



Facilitating Efficient Mechanisation Delivery Models: Lessons from the Private Sector

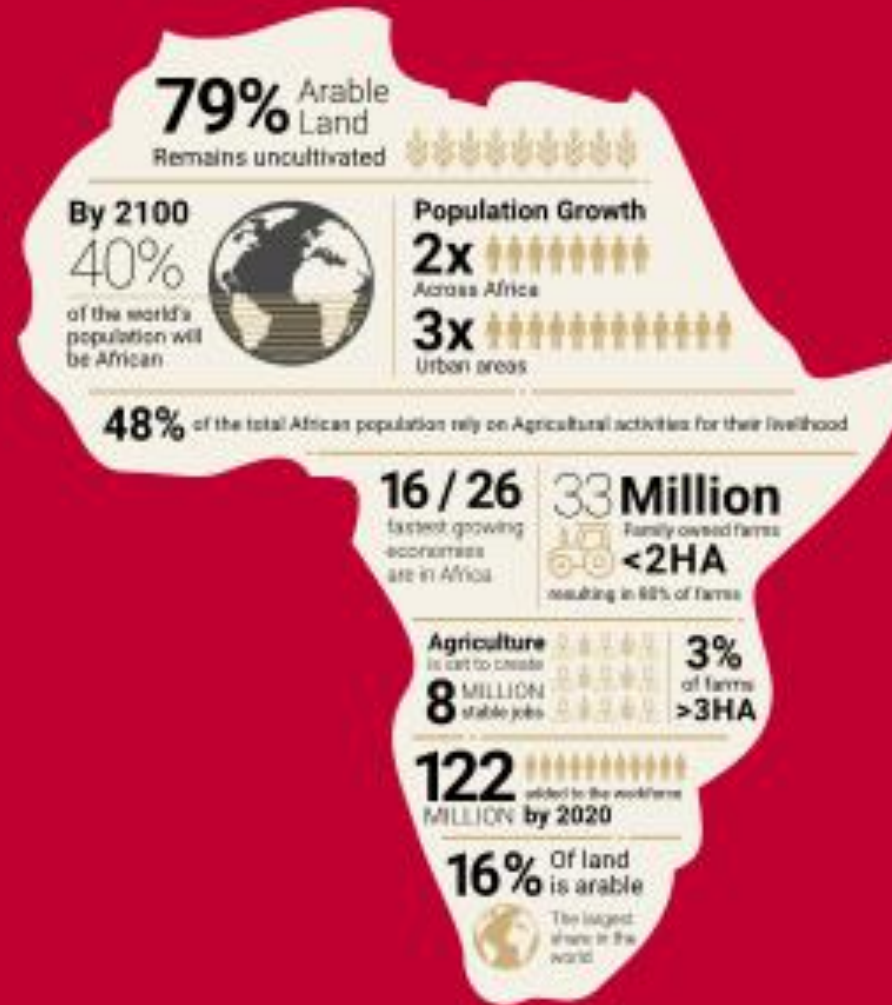
Kalongo Chitengi- Senior Manager AGCO FUTURE FARM

28 September 2020

Mechanization – Sub Saharan Africa Context






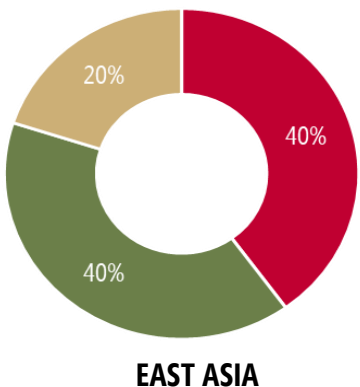
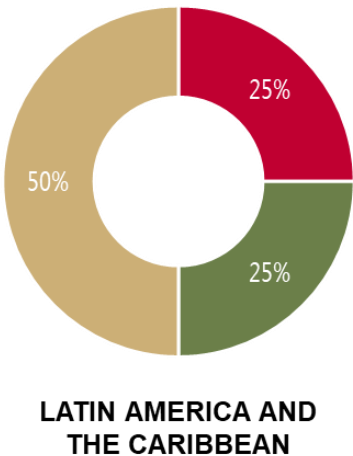
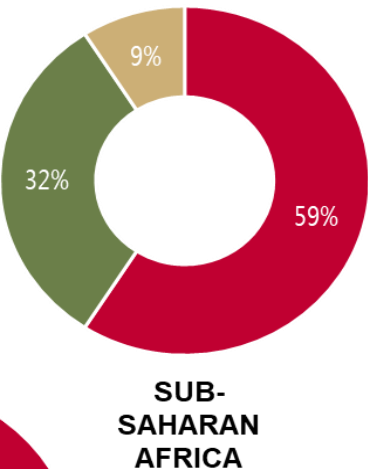
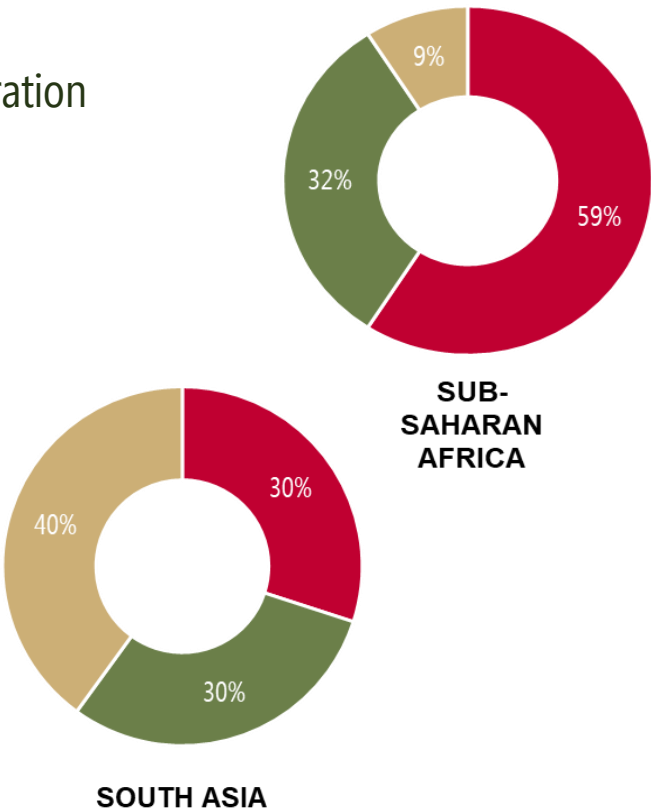
Fast Facts



SSA Mechanization Versus Other Regions

Sources of power for land preparation

-  Human muscle power
-  Draught animal power
-  Engine power



Source: FAO, 2006

Some Key Challenges to Mechanization



Distance to
dealers



Lack of maintenance
knowledge



Language/
market dynamics



Affordability perception

Facilitating Access to Farm Mechanization



How is AGCO facilitating Access to Farm Mechanization?



Affordable



Accessible



Supported

1. Appropriate Mechanization Solutions

2. Equipment, After Sales Services and Technology

3. Training, Capacity building and On-farm Demonstrations and Trials

1. Appropriate Mechanization Solutions for Farming Communities



Affordable

Appropriate Mechanization Solutions

Smallholder farmer mechanization solution delivered through the AGCO Future Farm



AGCO's Global Series Tractor



Matched Implements



Spares



After sales support, Training

2. Improving Access to Equipment, Services and Technology



Accessible



3. Training, Capacity building and On-farm demonstrations and Crop Trials



Supported



Crop Establishment



Crop Nutrition



Harvesting



Operator and Mechanics Training



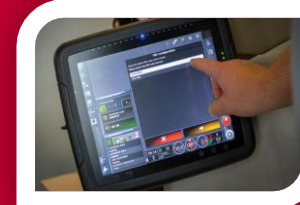
Crop Storage



Farm Business Mgt & Marketing



Crop Protection



Digital Training

Lessons from AGCO FF Rural Mechanization Pilot (FIAB)

- Having access to mechanization, smallholder farmers were able to increase their farm yields by 30% in the first cropping season of the pilot
- Demand for mechanization services in doubled in the second year of the pilot
- Despite AGCO support, the equipment experienced regular breakdowns due to low operator skills.
- Introduction of mechanization requires comprehensive theoretical and hands-on operator and mechanics training



Lessons from AGCO FF Rural Mechanization Pilot (FIAB)

- Smallholder farmer training must be practical, more learning by doing and consider literacy and language constraints
- Mechanization only viable with availability of spares, aftersales support and well trained operators
- Mechanization must be promoted on the principles of environmental sustainability
- Improving agronomy practices and farm business management key to ensuring farmers realise surplus income to invest in mechanisation



Challenges to Mechanization



Private Sector Challenges and Recommendations

- High import taxes and duties especially on tractors 100hp and above not favourable for business
 - Requires deliberate government policy to set favourable tax rates and duties to promote mechanisation
- Market distortions caused by poor quality/ unsuitable equipment and mechanization products especially tractors
 - Government mechanisation programmes to engage with private sector to draw on their technical experience before they procure equipment.
- Lack of trained operators and a lagging behind in agricultural technologies
 - Agricultural training curriculum should include comprehensive equipment and machine operator training, updated modules on agricultural technologies to expose learners before they enter industry.
- Unfavourable agriculture policy environment e.g controls on Maize prices, low investment in the sector, lack of controls on imports of foods and agricultural produce etc
 - Government to promote favourable agricultural policies that will make farming more profitable.



Thank you for your attention

www.agcofuturefarm.com