



Selection, assessment and purchase of power sources and implements



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As households that own equipment and draught animals are monetizing agricultural support services, a hire service business is increasingly being viewed as a viable career option for small-scale farmers and aspiring entrepreneurs.

This course provides guidance on the technical aspects as well as the business acumen required to set up and run a successful hire service business.



1 hour and 25 minutes



Available in English and French

You will learn about

- The importance of planning in the purchase process of tractors, implements and draught animals.
- The steps of the planning process.
- The criteria to consider while selecting tractors, draught animals and implements.
- The factors contributing to the efficiency of equipment and draught.
- Fixed costs and variable costs.
- Conducting a cash flow analysis to analyse loan appraisals and loan repayment methods.
- What to remember during purchase.

Digital badge



Who is the course for?

This course is designed for a range of stakeholders with an interest in agricultural mechanization and the basics of running a hire service business. More specifically, the course is targeted towards:

- Smallholder farmers and rural youth interested in mechanization hire service provision.
- Existing or new mechanization hire service providers along the food value chain.
- Mechanization and agri-business specialists.
- Staff from organizations providing training in mechanization hire service provision.

Key partners

This course was developed by the Food and Agriculture Organization of the United Nations (FAO) Plant Production and Protection Division, and the International Maize and Wheat Improvement Center (CIMMYT). The creation of this course was possible through funding provided by the Mechanization Working Group of the German Development Agency (GIZ) Global Programme for the Green Innovation Centres through the Federal Ministry for Economic Cooperation and Development (BMZ), Germany.

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