Future Trends and Outlook

- Improved efficiency of utilization, for example through **custom hiring** or larger holdings;

- Better trade-off of safety, quality and affordability;

- Stronger public-private partnership;

- Greater scope for regional cooperation in policy assistance, information sharing, collaborative R&D, harmonization of standards, capacity building and trade and investment facilitation.
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Custom Hiring

What’s custom hiring about?
What is custom hiring about

Custom Hiring

- Lower cost
- Higher returns
- Greater efficiency
- Economic viability

Sharing
Custom Hiring

What is custom hiring about

Specialized management and operations:

- more skilled and high quality operations
- better access to repair and maintenance service
- rural entrepreneurship development and income
- faster uptake of new technologies and machines
- facilitate the organization and implementation of subsidies and other incentive policies
What is custom hiring about

Custom Hiring

- Sharing
- Specialized management and operations

Small and marginalized farmers, especially women:

- access to machinery service otherwise economically and technically out of reach
- more timely planting and harvesting to avoid waste and loss, contributing to:
  - food security
  - resilience to disasters and risks
What is custom hiring about

Custom Hiring

is about sustainable agricultural mechanization
I. Effective policies to facilitate the development of custom hiring, including:

1. subsidy regimes to trigger greater invest in custom hiring, especially the purchase of quality machines and implements;
2. reduction and/or exemption of related fees, including road toll fees and taxes;
3. concessional loans and credits;
4. funding for research, training, extension and information;
5. infrastructures and facilities.
II. Strengthened planning and piloting to encourage innovations in custom hiring, including:

1. formulate country-specific strategies and plans, with practical goals, priorities and actions;

2. organizing demonstrations of different types of custom hiring at different levels;

3. effective communication and advocacy of good practices and successful model.
III. Laws and codes to regulate the conduct related to custom hiring:

1. formulate laws and regulations to promote agricultural mechanization, including provisions to monitor and control market activities and promote fair competition;
2. put in place standards for quality control;
3. promote compliance with laws and voluntary codes of conducts by custom hiring practitioners;
4. specifically, regulations in regards to the repair service and supply of spare parts.
IV. Capacity building and training activities to:

1. improve the skills and capacity of machinery operators and enlarge the pool of qualified operators;

2. develop capacities in entrepreneurship;

3. build capacities in the access to, and the analysis and use of information in relation to custom hiring.
V. Improved information service to farmers and custom hiring entities, for example through:

1. setting up information networks to share and exchange information;

2. innovative ways to communicate real-time information on supply and demand, price, weather, fuel and repair, e.g. through SMS and mobile phones.
VI. Commitments of government agencies at all levels to:

1. survey on new trends of development and design supportive measures, to ensure the sustainable development of custom hiring sector;
2. reinforce the testing and certification of machines and equipment, focusing on adaptability, safety and reliability;
3. put in place surveillance system to address complaints and disputes;
4. to safeguard the rights of custom hiring entities as well as those of farmers;
5. coordinate among themselves to ensure the consistency and synergy of their measures.
**Expected outcomes**

Stakeholders, from international agencies, national governments, academia and the private sectors, are convened to:

I. Take inventory of the experience and lessons, both at policy and at practical levels;

II. Assess and highlight the importance of custom hiring in sustainable agricultural mechanization; and

III. Brainstorm on the way forward and how regional knowledge- and information-sharing and cooperation can contribute.
Expected outcomes

I look forward to your presentations and discussions.

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