

## SUCCESS STORY: USAID PARTNERS OLUTRIUMPH INTEGRATED SERVICE COMPANY TO FACILITATE ACCESS TO MECHANIZATION FOR SMALLHOLDER FARMERS IN NIGER STATE

One of the problems of agricultural mechanization in Nigeria is that many smallholder farmers are poor and cannot afford mechanized farming. Olutriumph Integrated Services Company is tackling this issue by providing mechanized land preparation services and agro-input sales to smallholder farmers in Niger State. Before joining the USAID Feed the Future Agricultural Extension and Advisory Activity (Extension Activity) in June 2021, the firm provided land preparation services and sold agro-inputs to smallholder farmers but did not offer extension messaging. As a result, the firm struggled to remain in business due to low patronage and sales.



*Mr Olusegun Olukosi, CEO of Olutriumph Integrated Services Company, displays his agricultural mechanization equipment.*

Upon joining the Extension Activity, Mr. Olusegun Olukosi, CEO of Olutriumph Integrated Services, received training on business development practices, the most impactful agricultural practices, and the use of digital apps to network with many farmers as clients. As a result of the training, the firm expanded its farmer customer base from about 250 in 2021 to over 2000 in 2024. To provide efficient and quality services to the increasing number of smallholder farmers, the CEO engaged seven Extension Agents to deliver extension and advisory services on the most impactful agricultural practices to smallholder farmers in Niger State.

With increased patronage, Olutriumph Integrated Services Company invested an additional N85,600,000 (USD 57,838) to procure several agricultural machines, including power tillers, seeders, multi-purpose threshers, hammer mills, rice reapers, and rice transplanter to ease smallholder farmers' operations. As a result of the increased patronage, the firm recorded over N25,000,000 (USD 16,891) in income in 2023 compared to N5,000,000 (USD 3,378) in the previous year, representing a 500 percent increase in revenue.

Some farmers who patronized Olutriumph Integrated Services attested to the firm's impact on their agricultural productivity. Mallam Nasiru, a maize farmer who had previously cultivated his land manually, which resulted in his inability to cultivate his 5 hectares of farmland, leaving him and his family with poor output and poverty, stated that his encounter with Olutriumph Integrated Services enabled him to cultivate his 5 hectares of land for maize farming. Consequently, he harvested 10 tonnes of threshed maize sold for N2 million (USD 1,531), compared to less than N350,000 (USD 236) in the previous year. In Mallam Nasiru's words, "Farming has never been this profitable until I adopted mechanized land preparation technique for my farming operations."