

# SENWES Scenario

FREE

JUNE • JULY 2017

**FREE STATE YOUNG  
FARMER OF THE YEAR**

**JOHAN VAN HUYSSTEEN**

**FOCUS ON: KOPPIES**

**Senwes funds Smart Agri  
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## ON THE COVER

THE 2017 FREE State Young Farmer of the Year is Johann van Huyssteen, seen on the cover page of this edition. We visited this dynamic farmer on the farm Bloekom, between Virginia and Theunissen, where he told us more about his title and farming operations.

Read also about another winner, the Northwest Young Farmer of the Year, Ro'an van Tonder, and their game farming operations. Ons best wishes accompany him when he participates in the national leg of the competition later this year.

Another winner is the very popular Nation in Conversation series, which was filmed at Nampo Park for the fifth successive year. Programmes in this series are already being broadcasted.

The Koppies area and Senwes producer Hermann Weiss are in the spotlight and you can also about the Senwes funding of the Smart Agri-Risk Management Desk.

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## Letter from the editor

# To win or overcome

IN THIS EDITION THE OVERARCHING THEME OF ARTICLES SEEMS TO BE TO WIN OR TO OVERCOME. TAKE FOR INSTANCE NAMPO HARVEST DAY'S 51<sup>ST</sup> YEAR OF EXISTENCE AND WITH IT THE OVERWHELMING SUCCESS OF NATION IN CONVERSATION'S 5<sup>TH</sup> VISIT TO THE LEADING AGRICULTURAL SHOW.

**T**his led me to the word *win*. *Win* means to be successful or victorious in a contest. After I delved deeper into the origin of the word win, I came across a section which describes the Old English word *winnan* as a predecessor to win.

*Winnan* means to struggle, strive or fight. And what better way to describe it, because that is exactly what precedes the months or years before the overwhelming feeling of victory.

The first recorded history of *win* as in *victorious*, was in 1300, while the first recorded history of winning as in the modern sense of victory, came only in about 1862. There has since been many an idiom or phrase with the

word win in it, like to win by a nose, win hands down, win on points, win one's spurs, win out, win over and you win some, you lose some, to name but a few.

Keeping with the theme we also focus on the new 2017 winners of the Young Farmer of the Year competitions, with Johan van Huissteen being the Free State winner and Ro'an van Tonder the winner from Northwest.

We also feature an article by Francois Strydom on how to be a winning agricultural company. We are expecting record yields for the current financial year, which is another victory in itself and, with Senwes funding the Smart Agri Risk Management Desk, it is yet another win for farmers, as this function will investigate the increase of risk in the agricultural sector over particularly the last decade.

Enjoy these articles and many more in this edition as we are overcome by the sense of winning, especially after the past few years of drought.

*Aubrey Kruger*  
EDITOR

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## Pieter & Tshepo

We focus in this edition on comments made by panel guests during Nation in Conversation, which were filmed during Nampo Harvest Day.



Nation in Conversation reached much more South Africans in 2017.

### MIKE MLENGANA

DG, Department of Agriculture, Forestry & Fisheries

“THE farmer registry is the most important thing.”

### MILAAN THALWITZER

Bosveld Group

“WE still have to sort out things like ownership, title deeds, etc.”

### FRANCOIS STRYDOM

Senwes HUB

“SOMS moet mens eers in iets beland voordat jy weet wat die oplossing is.”

### JANNIE DE VILLIERS

Graan SA HUB

“DIE beste kompos in die graan-wêreld is die vuilheid op jou skoene.”

### JOHN HUDSON

Nedbank Business Banking: Divisional Manager (Agriculture)

“I love employing young people. They bring energy to the sector.”

### FRANCOIS STRYDOM

Senwes HUB

“DIE goeie van Suid-Afrika is ons wag nie vir die regering nie, ons doen dit self.”

### KOBUS STEENEKAMP

Monsanto - Besturende Direkteur

“IT is very important for a student to have passion.”

### DIRK STRYDOM

Graan SA

“TEGNOLOGIE kos werk by primêre produksie, maar ontsluit weer geleenthede binne 'n groter ekonomie.”

### LINDIE STROEBEL

Produce Marketing Association – GM Southern Africa

She grew up on a farm and says farming is in her blood.

“WHEN I did psychometric tests after school I was told if only I were a boy, I would be perfect for farming. I never saw

### STAAN PRODUSENTE BY IN DROOGTETYD



Die Agri SA Droogte-rampfonds het jou hulp nodig.

### MAAK SÓ JOU DONASIE

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### HOEKOM MOET EK BYDRA?

Senwes doen 'n beroep op alle besorgde Suid-Afrikaners om ons produsente by te staan, aangesien hul bydrae krities is vir die voedselsekureit van ons land en die plattelandse ekonomie.

myself as being different from men in any respect. We are all equal and I think it lies in how you see yourself. If you want to be good for business as a woman you can't be a little girl.”

# Nation in Conversation's message continues to spread far and wide

SOUTH AFRICA'S MOST TALKED ABOUT AGRI-TALK-SHOW, NATION IN CONVERSATION, CELEBRATED ITS FIFTH YEAR OF EXISTENCE DURING ITS REGULAR ANNUAL RECORDING AT THE NAMPO HARVEST DAY IN BOTHAVILLE FROM 16-19 MAY THIS YEAR.

« MARLON ABRAHAMS

**T**he show has grown in stature and reputation of bringing the sector's leading stakeholders and role-players to the conversation table on issues ranging from Women and Youth in Agriculture, to Land Grabs without Compensation.

The Nation in Conversation social media platforms recorded record interactions with over 300 000 impressions over the four days, while organisers of the Nampo Harvest Day are expected to announced improved visits from the record number of 75 000 people who attended last year's event. This, coupled with exposure on platforms like Talk Radio 702/Cape Talk, RSG, Landbouweekblad and live streaming on News24, together with the ongoing exposure of the series on kykNET, Sowetan TV and Business Day TV, have led to Nation in Conversation being the undisputed agri-talkshow foremost on the nation's mind.

This year's broadcast from Nampo can be characterised as being uncompromisingly frank, with all parties in agreement that the time for action has come. Comments like "we cannot wait for government, we have to do it

ourselves," epitomised the spirit of this year's series.

During the media launch on 15 May, a panel hosted by Carte Blanche's Derek Watts, which included DG of DAFF Mike Mlangana, Land Bank CEO TP Nchocho, Roelf Meyer – In Transformation Initiative, 702/Cape Talk's Stephen Grootes and Milaan Thalwitzer of the Bosveld Group heard the DG admit that government has failed in its implementation of land restitution, but that there was a renewed understanding of what was involved and what was needed to make it happen, as well as a new commitment to the process.

Discussions during the course of the week were marked by passion and sincerity with stakeholders like Senwes' Francois Strydom making the point that if business sticks to the principles of business, black empowerment becomes part of the business plan. And Afgri CEO Chris Venter saying that he has never met a farmer who does not want to assist.

Commercial farmer Herbert Mabuza, former editor of the Sunday Times, spoke about his foray into farming and how he was inspired by a white farmer who refused to sell him his farm unless he learned how to farm. While in the insert on Women in

Agriculture, Gloria Scrobe, CEO of Wipcapital and founder of Wiphold, SA's first BEE company to establish a permanent, broad-based shareholding in 1997, said Wiphold has ventured into agriculture with 2 000 hectares of crop farming.

"We decided to do something that the sector doesn't do - there is rural land where people do not have security of tenure, we decided to focus on that area and have demystified the issues of not having title deeds. The land is arable; the fact that people don't have titles doesn't mean we have to wait for government."

Other riveting discussions were held on Finances: Labour, Diversification and Financial Planning; The Role of Technology, Soil Health and Advisors in Agriculture; while broadcast anchor Jeremy Maggs hosted a panel which included Musi Kuzwayo of Ignitive Agency who spoke about the importance of building and maintaining a brand.

Show co-host and former Sowetan editor and Power FM station manager Mpumelelo Mkhabela hosted a show Youth: Career Opportunities and how to Attract New Entrants to the Agriculture Sector. The show made it clear that the agriculture value chain, from the seed to the food plate, has many exciting and varied job opportunities available.

Visit the Nation in Conversation website at [www.nationinconversation.co.za](http://www.nationinconversation.co.za) to download the Nation in Conversation App and to view all the episodes so that you don't miss out on this vital discourse. 📡



❶ Fouché Germishuys from Heilbron was the lucky winner of the weather station on the first day of Nampo 2017.

❷ The winner of the weather station on the second day of Nampo 2017 was Jan Cronje from Virginia.

## Lots of action and winners with Senwes Grainlink at Nampo Harvest Day 2017

IF YOU ATTENDED NAMPO 2017, YOU WILL PROBABLY AGREE THAT IT WAS AN EXCEPTIONAL EVENT WHERE 51 YEARS OF EXPERIENCE IN THE PRESENTATION OF THE LARGEST AGRICULTURAL SHOW IN SOUTH AFRICA, WAS RECONFIRMED.

« MARIETJIE GROBLER

Senwes was no exception and the Grainlink stall attracted a lot of attention.

The biggest attraction was the silo model, which young and old enjoyed. Numerous people admitted that they had no idea of how grain gets into a silo, how it is handled and out-loaded at a later stage. Personnel used the opportunity to explain basic grain handling processes. In addition a number of videos could be watched with special 3D-equipment, which provided a lifelike experience of the inside of a silo and the processes taking place in a silo.

Real-time Safex grain market prices were shown on a large screen every day between 09:00 and 12:00 and visitors could obtain advice from our grain marketing advisors. The Nation in Conversation sessions were also broadcast live from a studio on the premises and could be followed in the Grainlink stall.

Grainlink also launched two competitions - participants could win an electronic weather station to the value of R6 000 on each of the four Nampo days, or a gift voucher to the value of R1 000, redeemable at any Hinterland branch. In order to qualify for the weather station, participants had to trade imaginary grain on a simulated market game. The best "trader" was selected by a computer at the end of the day. To qualify for the gift voucher, participants had to download the new Grainlink App on their phones and answer the easy daily competition question. They also had to place their competition forms in a special container at the stall.

Winners were announced at 15:00 every day, when they were told exactly how to fully utilise the prizes. It was most unusual when, on the final day, the winner of the weather station was also the winner of the gift voucher. ●



The winner of the weather station on the third day of Nampo 2017 was Lourens van Eeden from Swellendam.



Rikus van Rooyen from Heilbron was the lucky winner of both the gift voucher and the weather station on the final day of Nampo 2017.



Well-known news anchor, Jeremy Maggs, enjoys the 360 silo-experience at the Senwes Grainlink stall at Nampo 2017.



# The role of agri-businesses in a changing agricultural environment

AFTER THE EXCELLENT AGRI-BUSINESSES: *WHERE ARE WE HEADING?* ARTICLE BY SENWES CHIEF EXECUTIVE OFFICER, FRANCOIS STRYDOM, WHICH APPEARED IN THE FARMERS' WEEKLY IN MAY 2017, WE CONTINUED THE DISCUSSION WITH FRANCOIS, WITH THE NECESSARY PERMISSION. WE TALKED ABOUT THE CHANGING AGRICULTURAL ENVIRONMENT, THE ROLE OF LEADERSHIP AND THE VISION AND STRATEGY REQUIRED.

« AUBREY KRUGER

## THE CHANGING AGRICULTURAL ENVIRONMENT

To start with. When the agricultural environment changed, certain businesses stayed in the hands of members while others cast the net wider and expanded the value chain. Where does this leave the producer, what is the role of agri-businesses and in whose interest do they act?

In reality it goes about the place and the purpose of an



agri-business and where it fits in. This role has to be rediscovered continuously. In my opinion the global business sector lost direction in the nineties,

when it was said that everything should be about the shareholder. Shareholders are secondary. It goes about the customer, staff, input suppliers and the community first. Once everything works well, the shareholder will be remunerated. The most important aspect is that there should be a balance between all of the above.

## THE ROLE OF LEADERSHIP

The role of leadership is to bring contentious issues to the fore. A leader may never choose to talk about safe subjects only. The contentious issues have to be discussed as well to ensure that you can be definitive.

The definition of leadership goes about the role of leaders in taking their organisations and companies to places where they don't really want to go. However, at a later stage they are grateful that they did go there. This remains a good summary of leadership. This can be only be done through good leadership. A leader reaches this level through hard work and intense reflection. He has to look far ahead and does not merely follow daily plans, but pur-

sues a long-term strategy. He has to have vision - this is what leaders are supposed to do."

## WHAT IS AN AGRI-BUSINESS?

A large number of agri-companies have made adjustments over the past 110 years in order to be able to cope with the new circumstances.

As already mentioned, agri-companies moved into different directions in the past. In view thereof, it is important to make sure that all parties talk about the same thing when they talk about agri-businesses. I think it is wrong to assume that agri-companies belong to producers only. It is the same as assuming that banks belong to bankers only. You limit yourself to a large extent. My question is: What does it have to do with your strategy?

## GOOD VISION IS OF THE UTMOST IMPORTANCE

A business must have a well-defined vision, which has to focus on the execution of its business plan. It goes about strategy and vision. In the case of Senwes: What is the objective of Senwes? The customer will not be able to list the objectives of Senwes. You have to explain what Senwes stands for - Senwes stands for one thing only - to provide solutions to its customers in order to improve their businesses."

## FROM THE PRODUCER'S POINT OF VIEW

Today's producer conducts business with any organisation in the environment where he wants to conduct business. He conducts

> CONTINUED ON PAGE 8



## Role of agri-businesses

> CONTINUED FROM PAGE 6

business with the best stakeholder in that specific environment. The producer can no longer afford to do business based on sentiment.

Obviously all these stakeholders will use different mechanisms to gain the business of the producer. It goes about his own long-term vision in respect of the customer. How do they serve the interest of the customer? Do they offer special loyalty programmes? How do they invest in their business in order to gain a customer?

A range of these normal commercial practices could eventually result in the producer doing business with that specific organisation. Aspects such as price, range and service are also important aspects on which his choice is based.

Senwes invested in excess of R200 million in the silo business over the past few years. It is important to invest in the infrastructure and it is the right thing to do. You have to have a specific attitude. What is Senwes' objective? Personnel are really the people who make things work. Personnel are driven by motivation and not only salary. Such things are timeless. A company is a company for its customers but, it also goes about how you can change the environment, how you can change lives and even more important, how you can change South Africa."

Agri-companies stand before a huge and important choice - they have to be sure about where they are heading and how they should define their objectives. The customer has to know that the organisation with which he conducts business, acts in his interest.

But how often should one think about this? "On a minute-



to-minute basis. However, if you change your goals every minute you will not achieve anything. You have to revisit your goals on a continuous basis."

### WHEN DO YOU SAY NO?

Strategy goes about what you say "no" to and when you should say "yes".

It is important to know where you are heading. It is important to say no. You have to be able to stand on your own two feet and to know what you can do. It is even more important to know what you can't do and to say no to what you can't do. It is easy to say yes, but a lot more difficult to say no. These are the things which define you. To say no means that you have to be sure of the things you want to achieve."

### BE FOCUSED ON THE FUTURE

You have to look at the future

from the outset. When I joined Senwes in 2010, I challenged all the strategies for the first eight months. We are now working on a rolling 10-year basis and every year we move ten years ahead. The reality is that businesses have to looked further and further into the future.

The legacy which we leave behind is important to me. I want to leave an organisation behind which is better than the one I received. I want to change people's lives, I want to change South Africa and for this reason I am willing to take a chance, as I did with Nation in Conversation.

### CONCLUSION

The strategy of a good company is timeless. The methodology may change over the years, but you have to communicate with all concerned - this has never changed. ●



Johan and his wife Juanita with the proof that he is the Free State Young Farmer of the Year for 2017.



## Free State Young Farmer of the Year for 2017

# Johan van Huyssteen

JOHAN VAN HUYSTEEN IS THE RECENTLY CROWNED 2017 FREE STATE YOUNG FARMER OF THE YEAR. AND WHAT'S MORE, HE IS A SENWES CUSTOMER TO THE BACKBONE. SENWES SCENARIO VISITED THIS DYNAMIC PRODUCER ON THE FARM BLOEKOM, BETWEEN VIRGINIA AND THEUNISSEN IN THE FREE STATE.

**T**he first reaction of the 36-year old when he won the title, was surprise. "The other finalists were very good. When I watched their videos, I was in some doubt." When his name was read, he was overwhelmed and grateful.

The bearded Johan has been farming for 14 years, since 2003,

with his father (also Johan) and for him it was a case of first time lucky! The only other competition which he entered was in 2012, when he entered the Grain SA's Grain Producer of the Year competition - Van Huyssteen Farming Operations was one of the three finalists.

Johan is a fifth-generation

producer on the farm Bloekom. The first was Hendrik Petrus van Huyssteen, followed by great-grandfather Johan Abraham, grandfather Bernardus Francois (Naas), his father Johan Abraham and now the younger Johan Abraham van Huyssteen.

This winner, who has been married to Juanita for almost three years, is mainly a maize farmer, on which he was evaluated. However, he also has a cattle component which does not render any profit.

The farms consist of 2 500 hectares, half of which are fallow lands. There is not a lot of grazing - approximately 30 to 50 hectares between the fields, which amount to approximately 500 hectares in total and on which Johan runs his cattle component of 125 head of large and small livestock.

This young farmer, who grew up on the farm, tells us that his father and grandfather purchased the land and in 2013 they bought a further 1 250 hectares of the farm Emmerentia.

Johan does the farming while dad Johan does the books, mother Elize does the payments and

> CONTINUED ON PAGE 10

*A line of Jack Russels! On this farm is six Jack Russels – Mia, Rusty, Belly, Vlekkie, Cindy, as well as Ore, who is somewhere on the bakkie.*



## Free State Young Farmer for 2017

> CONTINUED FROM PAGE 9

brother Francois offers veterinary services. Johan does everything the easy way: "I do everything the chemical way - I don't hoe, I don't plough. I kill chemically, rip and then plant. The easier the better." He says that they do extensive cultivar and fertiliser tests to make sure that they use the right products.

### SENWES

He delivers almost all his grain at the Senwes Welgeleë silo, which is a short distance from the farm. He has a good relationship with silo manager Piet Nel. A small portion of the grain is marketed by Senwes' Jaco Maree.

Johan has a lot of respect for his spares manager at Welkom, Neil Basson - "he thinks ahead and orders in advance for me. If I order before 10:00, I receive the spares the next morning." He never tires of talking about Wesselsbron tractor technician, Myburgh de Bruyn - "He really is very good."

He gets on well with the Welkom branch manager, JD du Plessis, and relationship manager Estelle Hattingh, where he buys all his seed and most of his fertiliser. Johan has five John Deere tractors, as well as a sprayer and a harvester.

### MODELLE EN JACK RUSSELS

This article would not be complete without mentioning Johan and his father's John Deere model collection of approximately 2 500 models. Senwes CEO, Francois Strydom, has visited this collection.

There are Jack Russels everywhere on the farm. Mia drives with him everywhere he goes, Belly jogs with Juanita and don't



*A John Deere farm! Johan van Huyssteen's John Deere harvester. He has also five John Deere tractors, as well as a John Deere sprayer.*

forget about Rusty, Cindy, Vlekkie and Ore.

Johan would like to thank his wife, Juanita, and his parents Johan and Elize for their support, as well as his brother, Francois, for his contributions. He would also like to thank Senwes: "Senwes is a good and honest company - one does not have to worry about

doing business with them."

Last but not least, without his nine labourers, Elias Tlhapi, Makola Theletsane, Lawrence Makhabani, Moeketsi Kholoanyane, Isaac Ntsodo, James Thibile, Motseko Mphongoa, Ezekile Kgoloanyane and Thys Liphlane, he would not have been able to win the title. 🍀



*Faithful personnel! The people that work on the farm are Elias Tlhapi, Makola Theletsane, Lawrence Makhabani, Moeketsi Kholoanyane, Isaac Ntsodo, James Thibile, Motseko Mphongoa, Ezekile Kgoloanyane and Thys Liphlane.*

## The Young Farmer in the Global Market

This was the theme of the Free State Agriculture Young Farmer Conference held on 6 April in Bloemfontein. Dr Dirk Strydom was the keynote speaker and his words were "Globalisation is one of the aspects which will become increasingly important, policies will change even more and adjustments will have to be made".

Senwes was one of the sponsors of the conference, which was attended by approximately 120 young farmers from the Free State, sponsors and the media.

Strydom also indicated that

technology had to be used to keep up with agricultural trends. He said that it was important to focus on research, benchmarking in order to minimise losses, marketing and cash flow.

The conference was concluded with a gala dinner where Johan van Huyssteen, a Senwes customer, was crowned as the Free State Young Farmer for 2017. Van Huyssteen farms on the farm Bloekom near Virginia. He will represent the Free State in the national competition. Senwes Scenario's best wishes accompany him for this national competition. 🍀

# VANDAG SE BOERE IS MEER AS NET BOERE.



Die moderne boer staan talle uitdagings in die gesig en moet verskillende baadjies dra om hulle te oorkom. Jy sien om na jou plaas, jou werkers, jou bates, jou huis en jou gesin. Santam verstaan hoe baie van jou verwag word en daarom neem ons 'n wetenskaplike benadering tot die beskerming van jou oeste, sowel as jou boerdery- en persoonlike bates. Want ons glo jy verdien uitsonderlike versekering. **Vir meer inligting, bel jou makelaar of besoek [www.santam.co.za/products/agriculture](http://www.santam.co.za/products/agriculture). Santam. Regte, egte versekering.**





# Northwest Young Farmer of the Year-title a victory for the game industry

WHEN YOU ASK THE 2017 NORTHWEST YOUNG FARMER OF THE YEAR ABOUT HIS TITLE, HE SAYS WITHOUT HESITATION: "IT IS A VICTORY FOR THE GAME INDUSTRY".



"To me it means that the game industry is now fully recognised as agriculture, and not just as environmental matters and nature conservation." This is after the game industry being in the spotlight for mostly the wrong reasons.

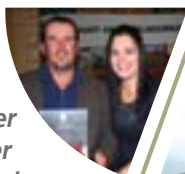
Ro'an's name is unique - it is a combination of the names of his mother Ronnie and his grandmother Andriesa. He has been married to Miquet for almost five years and have two children, Roan (3) and Benroux (4 months). Roan can already tell you the names of all the animals.

He tells us that 95% of the farming operations involve game breeding and 5% cultivated grazing for the cutting and baling of grass to be sold and to rotate cattle through the camps to control grass quality and tick population.

**Baie geluk!**  
**Ro'an van Tonder,**  
**Agri NW Jongboer**  
**van die Jaar 2017**



*Ro'an van Tonder is tydens 'n spoggeleentheid aangewys as die Agri NW Jongboer van die Jaar. Ro'an boer op die plaas Klipfontein in die Potchefstroom-distrik.*



*Opti Feeds wens Ro'an van harte geluk en wens hom alle sterkte toe as finalis in die Nasionale Jongboer kompetisie 2017.*



## A FAMILY OF FARMERS

He tells us that although the whole family farmed, they did not farm on a continuous basis. Grandfather Vos van Tonder and father Nico van Tonder farmed, "but my dad Nico bought this farm as a family farm and his sons had to work themselves up to earning shares.

## BROTHER

Ro'an's older brother, Werner, also entered the 2014 Young Farmer of the Year competition and he ended up as one of three finalists.

## BEST GEMSBUCK BREEDER IN SOUTH AFRICA

Ro'an undoubtedly wants to be the best gemsbuck breeder in the country. There are a lot of advantages as far as gemsbuck are concerned and Ro'an divides them into three categories, namely red gemsbuck, golden gemsbuck and the ordinary large long-horn gemsbuck.

The objective is to get genetics of cows with an average of 43 inches-plus and to have at least four herds of 40 inches-plus.

"The breeding females must be daughters of 44 inch bulls and have to breed with 43 inch-plus bulls. We are busy with this at present and we have approximately 50 cows. We would like



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to supply top genetics to the breeders market and the hunting market - "Where will they find genetics like this - hopefully they will buy it from us."

To top it all they are hardy and the biggest advantage is that they can be brought in from the outside throughout the year and that long-horn cows are as much in demand in the hunting market as the bulls.

As far as he knows they are the only game farmers doing in-depth analyses where all the horns are measured and predictions are made regarding the potential of the animals. Although you cannot always be right, it provides a guideline for the future. We measure everything, while other breeders measure the length and tip to tip only.

They have been farming with game since 2010 and bought the first Burchell Namibian golden gemsbuck in 2012 at the well-known Piet du Toit's auction. 10 were bought at an average of R825 000 per animal.

"It was a high premium, more than double the market price, but we have the best of the best and the premiums will be made up when we sell the golden gemsbuck."

They are also in the process of expanding to a 5 000 hectare farm in Namibia. The actual objective is to not only have the numbers, but to have the best - a quantity of quality. The Kalahari bloodlines have the best gemsbuck genetics.

#### OPTIFEEDS

As far as animal feed is concerned,

Ro'an buys all his feeds from Optifeeds.

"We are satisfied with the product and the price and the animals are in good condition."

One thing he would like is for the media to be consistent. A commercial farmer can buy a R5 million plus tractor, but as soon as a game farmer pays R5 million for a buffalo, he is regarded as crazy. It is, however, an investment in his herd and it adds value.

Ro'an encourages producers to establish a game component. Kroonstud Game, which Ro'an is involved with, will be hosting a game day on 9 August 2017 to show prospect game farmers the ins and outs of the game industry. RSVP before 2 August 2017 by contacting Ro'an by e-mail at [roan.soetvelde@gmail.com](mailto:roan.soetvelde@gmail.com). ●



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# Muf en mikotoksiene

## Hoe beïnvloed dit die prestasie van

DIE MEESTE VOER VIR LEWENDE HAWE BEVAT MUF- EN SWAMSPORE. GEDURENDE HIERDIE SOMER HET DIE GEREELDE REËN 'N UITDAGING GESKEP VIR HOOIPRODUSENTE WAT BEOOG HET OM HOOI TE SNY, TE BAAL EN TE STOOR.

**D**it is belangrik om die impak wat reën op hooi, graan en kuilvoer kan hê, te besef. Benewens die verlies aan voedingstowwe, is 'n ander belangrike komponent van voerwaarde die groei van muf en teenwoordigheid van mikotoksiene. Muf het vog (relatiewe humiditeit van bo 70%), suurstof (ten minste 1 tot 2% O<sub>2</sub>), tyd en die regte temperatuur (veranderlik na gelang van die spesie; hoë temperature bevorder *Aspergillus*, lae temperature bevorder *Fusarium*) nodig om te groei.

Nat, styf-gebaalde hooi verskaf 'n vogtige, donker omgewing vir muf om te groei. Gewoonlik beïnvloed muf die smaak en daaropvolgende inname van hooi deur lewende hawe. Muf kan op graan in die land, terwyl dit gestoor word of in die kuilvoerbunker groei. Weerstoestande kan muf groei op gewasse op die land raak. Graan word gewoonlik droog gehou om te voorkom dat muf groei terwyl dit gestoor

word. Muf wat gewasse op die land besmet, kan verskil van dié wat groei terwyl die gewas gestoor word of in die kuilvoerbunker is. Mikotoksiene is die sekondêre produkte wat sommige muf/swam spesies produseer en kan giftig wees vir diere indien dit teen vlakke wat hoog genoeg is, ingeneem word.

### MUF EN MIKOTOKSIENE SAL DIE VERTERINGSPROSES NEGATIEF RAAK

Muf in voerkomponente kan beesproduksie negatief raak as gevolg van die invloed op voedingswaarde, mikose en mikotoksikoses. Mikose is 'n siektetoestand wat deur die muf en swamme self veroorsaak word, en mikotoksikose is 'n siektetoestand wat deur die mikotoksiene veroorsaak word. Die swam self kan dus produksieverliese veroorsaak wat apart van, en bykomend tot enige toksiese effek voorkom.

Trouens, verskeie swamme word met negatiewe gesondheidseffekte op plante, diere en mense verbind. In talle kliniese gevalle wat gerapporteer is, is dit moeilik om die uitwerking van mikose en dié van mikotoksikoses te skei. Produksente vermoed gewoonlik dat mikotoksiene die vernaamste sondaars is wanneer laer voerinname, diarree, aborsies, swak gewigstoename of vrektes waargeneem word. Selfs waar dit in lae vlakke aanwesig is, kan die inname van veelvuldige mikotoksiene nadelig wees vir beeste se gesondheid en prestasie. Produksente moet proaktief wees en mikotoksienteenwoordigheid en -vlakke moniteer en 'n mikotok-

sienbestuursprogram inkorporeer.

Terwyl mikroörganismes (protosoë) in die grootpens wel tot 'n sekere mate van hierdie toksiene onskadelik kan maak, kan van hierdie metaboliëte (afbraakprodukte) van sulke toksiene net so of selfs meer toksies wees. Wanneer hierdie mikotoksiene deur mikrobies in die grootpens verander word, word hulle omgeskakel na produkte wat soms meer toksies as die oorspronklike mikotoksien kan wees. Sekere protosoë kan egter net op bepaalde mikotoksiene inwerk. Vir sommige mikotoksiene is daar geen protosoë in die grootpens beskikbaar wat hulle kan afbreek nie, en beeste word aan die negatiewe uitwerking daarvan blootgestel.

Daar moet altyd onthou word dat mikotoksiene 'n negatiewe uitwerking op die grootpensomgewing en -aktiwiteit sal hê – selfs voordat die diere self aangetas word. Sommige van hierdie mikotoksiene en metaboliëte het ook 'n antibiotiese uitwerking en kan die grootpens se mikrobiëse omgewing versteur, en so die weg vir ander muftoksiene, giste en bakteriële gevare baan.

Dieet speel ook 'n rol. Wanneer voerkraalbeeste en melkbeeste hoër verhoudings graan gevoer word, word die grootpens se pH verlaag, en so ook die vermoë om mikotoksiene af te breek. Robuuste grootpensfermentasie is belangrik om maksimum mikotoksienafbreking in die grootpens te bewerkstellig. Die gebruik van buffers en voldoende effektiewe vesel om grootpensfunksie te stimuleer is noodsaaklik.



# voerkraalbeeste en melkkoeie?



## ONDER NORMALE OMSTANDIGHED E IS BESMETTING DEUR VEELVULDIGE TOKSIENE WAARSKYNLIK

Voerkrale en melkprodusente benut 'n wye verskeidenheid voerbestanddele, en 'n groot deel daarvan sal waarskynlik verskillende mikotoksiene tot die totale gemengde rantsoen (TGR) voeg. Die insluitingskoers van graan, gluten, koringsemels, "chop", hooi sowel as mieliekuilvoer, sal die mikotoksienbydrae tot die TGR bepaal. Bestuurders en voedingkundiges sal dikwels probeer om die mikotoksienvlakke te beheer deur die insluitingvlakke van bestanddele wat hoog besmet is met mikotoksiene te verminder. Dit kan 'n goeie metode wees, maar talle van die vervangingsbestanddele kan feitlik dieselfde hoeveelhede mikotoksiene bydra.

Mieliekuilvoer is 'n algemene voerbron en kan 'n groot deel van beeste se rantsoen uitmaak. Met verloop van tyd verhoog die mikotoksieninhoud van gestoorde voere dikwels omdat muf aanhou groei. Kuilvoer kan met oestyd miko-

toksiene en ook mufspore bevat. Hierdie mufspore kan mikotoksiene produseer in die kuilvoer, aangesien die omgewing die regte temperatuur, vog of suurstofvlak verskaf. Mikotoksiene kan dus tydens die stoorproses vermeerder, en dit gebeur wel.

Om die groei van mikotoksiene in kuilvoer te voorkom, moet lug in die kuilvoerbunker so vinnig moontlik uitgesluit word. Dit beteken dat plante teen die regte vogvlakke ingekuul moet word en fyn gekerf moet word (8 – 12mm) vir goeie kompaktering. Die gebruik van 'n kuilvoer inokulant/entstof om fermentasie te versnel en die verseëling van die silo onmiddellik nadat dit volgemaak is, is ook uiters belangrik. Nadat die kuilvoer oopgemaak is, moet 200 tot 300 mm van die voorkant (gesigkant) van die kuilvoer daaglik verwyder word. Die gebruik van 'n snyer word ook aanbeveel om 'n skoon, lugdigte gesigkant te verseker. Enige bederfde kuilvoer of kuilvoer met muf moet weggegooi word.

Veelvuldige toksiene vanaf verskeie voerkomponente kan 'n sinergistiese effek hê, wat die negatiewe impak op die dier se prestasie en gesondheid verhoog. Toksiene van muf en swamme, gekombineer met bakteriële toksiene, verhoog die negatiewe gesondheidskwessies beduidend.

## OPSOMMING

Hoewel beeste dalk nie simptome van mikotoksikose (mikotoksien vergiftiging) toon nie, word die beeste se prestasie egter eerstens benadeel. Hierdie verskuilde effek op prestasie is egter van groter ekonomiese belang as mikotoksikose. Muf en mikotoksiene moet in gedagte gehou word wanneer enige soort suboptimale prestasie by herkouers aangespreek word. Benewens die direkte negatiewe effek van mikotoksiene, produseer talle muf spesies stowwe met antibiotiese aktiwiteit. Inname van gemufde voer en mikotoksiene verander die grootpens-mikroflora, wat noodsaaklik is vir doeltreffende vertering.

Bestuurstrategieë wat blootstelling aan en die inname van mikotoksiene voorkom, is altyd die beste weg om te volg. Wanneer produsente vermoed dat daar mikotoksiene aanwesig is, moet voermonsters dadelik getoets word.

Wees bewus van die uitwerking van veelvuldige mikotoksiene, en skerp die bestuur van voerstore, graansilo's en kuilvoerbunkers op. Sluit 'n geskikte mikotoksien-deaktiveerder by die voer in en implementeer 'n mikotoksien-risikobestuursprogram. 🍎

*Koppies silo is a well-known landmark in Koppies. From above a breathtaking view of the area and all the dams awaits you as well as the picturesque road weaving its way around the town.*

# KOPPIES

## makes its mark

OUR AREA FOCUS IS ON THE FREE STATE TOWN OF KOPPIES THIS TIME, WHERE WE CAME ACROSS A FEW INTERESTING FACTS.

« AUBREY KRUGER

**K**oppies is a small town, which owes its existence to a railway station. The town was declared a settlement in 1909 and was laid out in 1910 and declared a municipality in 1926. The name of the town was *Kopjes* first, derived from Honingkopjes, the name of the farm on which the town was established.

### KOPPIES SILO

One of the places of interest in Koppies is definitely the Senwes silo. The silo was inaugurated by

JC Heunis, Minister of Economic Affairs, on 2 September 1976.

Koppies silo has a total of 18 bins, 12 of which have a capacity of 5 000 tons and the other six bins have a capacity of 1 300 tons each. It brings the total silo capacity of Koppies silo to 67 800 tons.

Senwes silo manager at Koppies, Ambrosé Viljoen, tells us that the silo was filled to almost capacity during the 2014 crop. It mainly receives white maize, but also other crops such as yellow maize, sunflower, soy-beans and sorghum. Other silos in the Koppies area are Rooiwal Silo, 13 km from Koppies, followed by Vrededorst, 34 km, Weiveld Silo, 35 km and Heilbron approximately 50 km from Koppies.

### PERSONNEL

Two of his staff members have more than 14 years of service, Paul Mofokeng (Control Board Operator) and Andries Mokoena (General Worker). David

Zondwani (General Worker) has five years service, followed by Silo Manager Ambrosé Viljoen with three years, General Workers David Moeketsi (three years), Daniel Morallane (2 years) and beginner David Diboti (Junior Grain Grader) with one year service.

### THE BRANCH

Locals say that the first Senwes branch was opened in the sixties in Church Street. The Senwes building, which housed a furniture dealer, was bought from a Jewish gentleman named Rozin. The building is still standing, with the old house where the branch manager used to live, next door.

At the end of the sixties the branch was moved to the new premises in Noord Street, where the old Jewish synagogue was situated. It is used as a store today and when you look carefully, you can still see the old foundations of the church. Next the branch was

> CONTINUED ON PAGE 18

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## Koppies

> CONTINUED FROM PAGE 16

moved to Spoorweg Street in 1987 and was upgraded in 2013.

### HENDRIK DE KLERK

Hendrik de Klerk is really part of the community. He was the relationship manager for seven years in the Koppies/Heilbron district and was branch manager for six years before he was transferred to Kroonstad recently. One of his highlights is the 2015 award as Business Unit: Business Offer (B-branch) of the Year. He believes that an open door policy, Christian principles and the four pillars, namely customers, personnel, suppliers and head office, are key to success. He was very proud of his staff and he depended on Marina Zitzke, Hanna van den Bergh, Christa Pretorius, Corné Coetzee and Jaco van der Walt in particular. He believes that every branch, including Koppies, has its own atmosphere and he is very sad to leave Koppies. His advice



The Century of Grace (Eeu van Genade 1838-1938) memorial of the Ossewatrek, which was celebrated in 1938, is located at the NG Church Moedergemeente.



A Koppies welcome!



The current Koppies Hinterland branch is the company's third home in the town. The first branch was already opened in the 1960's after which the branch was relocated to Noord Street with the current branch being erected in 1987 being refurbished in 2013.

to staff is to go to work and back home with excitement and a song in their hearts.

### WELL-KNOWN INHABITANTS

The well-known poet, Olga Kirsch, was born in Koppies on 23 September 1924. She printed a number of volumes of verse, which include *Negentien Gedigte*, *Die Soeklig*, *The Book of Sitrya* and *Oorwinterraars in die Vreemde*. The house where she lived is also still standing.

Another well-known writer from the area is Topsy Smith. Older people will remember him as the writer of the youth story *Trompie*, and the television series which followed the books. He was also the writer of *Saartjie*, under the *nom de plume* Bettie Naudé.

The older generation will remem-



For years Hendrik de Klerk was the branch manager at Koppies and he recently moved to the Kroonstad branch.

ber the TV-series in particular, with the song by Anton Goosen, *Trompie en die Boksbende*.

Topsy matriculated in Koppies.

Another well-known inhabitant is former Senwes director, Tobie Loubser

### CHURCHES

One of the well-known churches in the area is the old NG Church, which was established in 1908, after it broke away from the Vredefort, Heilbron and Kroonstad congregations. The current church was inaugurated on 18 May 1963. The cornerstone of the NG Church Koppies-Weltevrede, was laid on 16 March 1963.

### EMILY HOBHOUSE

A memorial to the school which was operated from 1909 to 1938 was erected at the old NG Church. It was erected to pay homage to the courage of two women in particular, namely Johanna Rood and Emily Hobhouse.

### TREK BY OX-WAGON

A monument to commemorate the Eeu van Genade (1838-1938) which was celebrated in 1938 and which related to the ox-wagon trek, was erected on the old NG Church premises.

Ambrosé Viljoen on top of the silos in Koppies! He is the silo manager here since 2014.

However, the Koppies bowls club is the only remaining sports club in town. Matty Lotter has been the chairman of the club for the past 15 years. He tells us that the club was established in 1963. It has ten members at present and was established by Bossie Hefer and a few other guys.

#### GREENLANDS FARMERS UNION

Hermann Weiss has been the chairman for the past ten years. The union has 42 active members and they meet once a month during quieter times. Their favourite activity is an annual rally, which is held in aid of the churches and other organisations in town. 🌱



#### VREDEFORT ROAD CONCENTRATION CAMP GRAVEYARD

The Vredefort Road Concentration Camp Graveyard is situated just out of town, where a total of 507 people were buried, 335 of which were children under the age of 15 and 172 were persons over the age of 15.

#### DAMS

There are three large dams in

the district, namely the Koppies Dam, Weltevrede Dam and the Rooipoort Dam. General Christiaan de Wet proposed that the dam be built and the dam wall was raised in 1960. The dam is well-known for boat races and fishing - carp, crucian (*geelvis*) and barbels are abundant.

#### BOWLS CLUB

Sports is important in most towns.



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	Beeslek	Skaaplek
Mielie-meel/Hominy Chop	250	250
Oliekoek	-	150
Voergraad Ureum	150	100
Kimtrafos 12 Grandé/PhosSure 12	150	100
Kalori 3000	50	50
Voergraad Swael	7	5
Sout	350	350
<b>Totaal</b>	<b>957</b>	<b>1005</b>
Samstelling:	g/kg	g/kg
Ruproteïen	475	367
% Vanaf NPN	95.6	77.5
ME	3.8 MJ/kg	5.25 MJ/kg
Kalsium	41	27
Fosfaat	21	14
Swael	8	5
Inname Beeste (g/bees/dag)	350 - 500	450 - 650
Inname Skape (g/skaap/dag)	Nie gesik vir skape	80 - 120

\* Voergraad Ureum kan lei tot ureum vergiftiging indien dit onoordeelkundig gebruik word. Lees aanwysings op sak noukeurig.



# Hermann Weiss double the passion

SENWES PRODUCER, HERMANN WEISS,  
DEFINITELY HAS DOUBLE THE PASSION  
IN EVERYTHING HE DOES!

« AUBREY KRUGER

**I**t starts off with a double n in his name and a double s in his surname. This makes Hermann an out and out German and he is very proud of his German heritage. He says that his parents spoke German at home and he can still understand the language. The German tradition for precision rubbed off on him and he strives for precision in everything he does.

## DOUBLE PASSION: FARMING AND ENGINEERING

Farming was actually not Hermann's first choice - he used to be an engineer at Sasol when dad Gerhard asked him to choose between engineering at Sasol and farming. Farming won and the rest is, as they say, history.

## FARMING OPERATIONS

Hermann farms on the farm Vlakkuil outside of Koppies. It is situated exactly between Heilbron and Koppies, approximately 30

km from both towns. However, two thirds of the road to Koppies is tarred.

The history of the farm dates back to 1910. Two passionate generations came before him - his grandfather, Ernst Weiss, was the first Weiss on the farm, followed by his father, Gerhard. He was followed by Hermann, when he decided to continue with the farming operations as the third generation. Hermann is particularly grateful for the few years during which he could farm with his father before his parents passed away.

The farming operations are carried out on seven farms of approximately 4 000 hectares in total. 2 200 hectares are used for crop farming, where they cultivate white maize, yellow maize and sorghum.

You really have to be brave to farm in this area, with a rainfall of between 300 and 500 mm per year. Producers are selective in respect of the type of maize they plant and with the no-till meth-

od on good turf, they have also adjusted the number of plants per hectare in order to ensure viability. The long-term average is between 3,5 to 4,5 tons per hectare.

Hermann tells us that it is interesting that, although Sasolburg is approximately 50 km from his farm as the crow flies, the Sasolburg area receives approximately 200 mm more rain per year due to a micro-climate being created there. One thing his father taught him is that when the wind blows in such a direction that you can smell Sasol, the chances of rain are good.

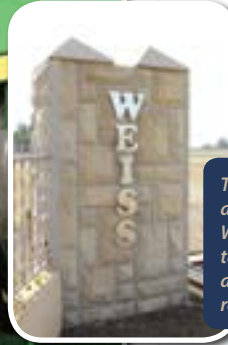
Hermann says that the 2014 and 2016 droughts were a real setback for them. He switched over to precision farming for about a year, but this has been on ice for the past few years due to the drought and the extensive input it requires. But the passionate die-hard will come to the fore when they start the process from scratch again.

He usually plants the same quantity of all three crops, but he





Father and son! Hermann Weiss (on the right) with his son Werner next to one of the John Deere tractors on the farm.



This unique landmarks welcome you at the farm Vlakkui belonging to the Weiss family. There is even an old drop tank which numerous people refer to as the rocket, and it serves as an easy reference.



has been planting white and yellow maize only lately. However, he predicts that he will be planting sorghum again, which the area is actually known for. A further impact of the drought was that he had to stop his commercial Simbra and Bonsmara cattle component.

#### DEPENDS ON SENWES

Hermann's total production account is at Senwes and he has been doing business with the company for 15 years.

He has a good relationship with Koppies branch manager, Hendrik de Klerk, and Ramonde Odendaal and the Agricultural Services team deal with the needs analysis of his farming operations. He depends on grain marketing advisor, Chantelle Jansen van Rensburg, for grain information and on key account manager, Johan Jacobs - Hermann describes him as his "pillar of strength".

Hermann has three John Deere tractors on his farm, as well as a self-propelled John Deere sprayer.

Hermann has been the chairman of the Greenlands Farmers Union for the past ten years.

#### ROGER FEDERER

In addition to farming and his higher diploma in engineering, sports is another passion. He played rugby, cricket, tennis and squash and played as scrumhalf for the Northern Free State Platteland team. He loves tennis and supporting his cousin, the Swiss tennis legend, Roger Federer, who comes to visit him every year. The spirited German passion is evident from the fact that the former Formula One world champion, Michael Schumacher, is another of his sports heroes.

#### FAMILY

Hermann has been married to Georgina for 21 years and they

have two children, Werner and Estené, who are both PUK students.

Hermann is very creative and his creations, old tractors, implements and other objects, can be seen in the garden. His wife is responsible for the rest of the garden and she also does the accounting for the business.

Although young Werner is not currently sure about going into farming, everything will be ready for him should he decide to become the fourth-generation producer, as his father did two decades ago. ●

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# From the Koppies district for the area

IF YOU HAD TO DESCRIBE GRAIN MARKETING ADVISOR IN KOPPIES, CHRISTELLE JANSEN VAN RENSBURG, IN ONE SENTENCE, IT WOULD BE THAT SHE IS IN ESSENCE PART OF THE KOPPIES DISTRICT AND THAT SHE IS THERE FOR HER PRODUCERS, WITH ALL HER HEART AND SOUL.

« AUBREY KRUGER

**A**lthough Christelle has been working as Senwes grain marketing advisor for a year and four months, she has been living in the Koppies district all her life, where she learned how to plant and harvest from a young age. This blonde was born in Koppies and concluded her primary school career at Sarel Cilliers, before she attended Heilbron High School, where she matriculated in 2009. She knows the producers and they know her. The only difference is that she assists them now in her capacity as Senwes grain marketing advisor.

## SERVICES A WIDE AREA

In addition to Koppies, she also works in the Rooiwal, Heuningspruit and Attie areas. She is stationed in Koppies and works in Kroonstad one or two days per week.

What makes Christelle unique is that she communicates extensively with her producers. Due to her long list of producers, she established a Koppies Grain Marketing Whatsapp group, by means of which she communicates with them - market trends, opening and closing prices, etcetera.

She also communicates other important information to the more than 256 customers who form part of the group.

She deals with every person on an individual basis, "because each person's information is private and has to be dealt with confidentially." Being somewhat of a novice, she is supported extensively by senior grain marketing advisor at Senwes, Ben Brink, as well as the broker at Senwes head office, Marcel Lombard. "They taught me a lot and I get a lot of information from them in order to optimally support my producers."

## HER PRODUCERS ARE HER LIFE

"I really love my producers. It is therefore very important for me to get the best possible price for them." She knows the producers from particularly Koppies and Rooiwal, and between herself and Ben Brink, they know everyone at Heuningspruit and Attie as well.

"I understand their stories, since my father is a farmer as well," she says. Her dad, Gerhardus Strydom, farms approximately 18km down the Koppies Dam road, where Christelle grew up. She married Fanie Jansen van Rensburg on 22 April this year - Fanie farms at Wonderheuwel between Sasolburg



and Koppies.

This clever lady has a B.Com Human Resource Management degree, which she obtained in Potchefstroom in 2013, and a year later she obtained an honours degree in Labour Relations.

Although she worked in the labour relations field for two years and she knows all the acts and policies, she won't change her job for anything.

"I know my clients' situations. This is why they all have a special place in my heart." After all the communication and trading during the morning, she captures grain sales from 12:00 onwards and gets her admin up to date.

She deals with every person in the way they prefer to be dealt with. A number of producers see her at the branches and in the afternoons she visits producers on their farms. She also visits the farmer unions at Greenlands, as well as Renosterkop at Attie and Heuningspruit.

She does everything in her power for her clients. "The moment the price increases, I let them know. It is then up to the producer to decide when to sell." 📞





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# Steve Kinghorn is pivotal to the success of the producer



TO SAY THAT STEVE KINGHORN IS IN THE CENTRE OF EVERYTHING, IS TRUE IN MORE THAN ONE RESPECT.

« AUBREY KRUGER

**T**his 59-year old was appointed as client advisor at Senwes in 2002. This position has undergone numerous name changes. His career started as credit inspector at Kroonstad branch. He was appointed as relationship manager at the Parys centre in 2004, and dealt with clients in Parys, Heilbron, Sasolburg, Koppies and Vereeniging. He became the input marketer for the same area, with the exception of Parys, in 2005.

Steve has a lot of experience and was at the Land Bank for 25 years and two years at Vrystaat Mielies.

He was reappointed as relationship manager at Senwes in 2010, as has been in this position ever since.

## FOUR REGIONS

Four regions fall under Steve, while other relationship managers only work in one or two regions. He describes himself as a people's person who enjoys working with people and there is no doubt that he "enjoys assisting his clients as far as possible".

He believes with his whole heart that "there is no such thing as a problem without a solution.

Any problem can be solved, which is what I do and I love it," Steve said passionately.

## WORK ETHICS

As far as his work ethics it is to "retain my existing client base and to obtain new clients. But no client may be neglected."

His primary responsibility is to assist his producers with their finances. He also sell input products and assists them to manage their finances.

The recent drought and the effects thereof have not been forgotten and Steve assists them with deferred payment and loan arrangements.

## CENTRE IN THE RUGBY SENSE

The Despatch-born Steve was privileged to play rugby with the Doring van Despatch, Danie Gerber. They played for Despatch High School's first team for four years and also featured in the Craven Week. This sportsman also excelled in cricket and athletics.

After school he completed his military training at the Airforce in Pretoria playing for the SA Airforce and SA Military teams. He was also part of the Northern Transvaal u/20 team. From 1980 to 1986 he played rugby for Eastern Free State and rural cricket for Eastern Transvaal and Eastern Province.

Steve was born on 6 April 1958 - the day Jan van Riebeeck arrived in the Cape, only 306 years later. "I am a bit of a Jan van Riebeeck-type guy," Steve joked.

## DEALS WITH EVERYONE IN THE SAME WAY

Treat everyone exactly the same. He works with three branch managers, Hendrik de Klerk (Koppies), Wynand Nortjé (Heilbron) and Gusta Hauptfleisch (Vereeniging) and makes no distinction between them. It is his motto. "I treat small farmers and big farmers exactly the same - the same small farmer may become a big farmer!" By doing this, and by the grace of God, he won the title of Best Marketer at Hinterland in 2016. "It means a lot to me". And he won't stop there hoping to do it again in the near future.

This positive relationship manager is also the centre of his family. He has been married to Babsie for 35 years and have two children, Kevin (30) and Darryl (24). He also has one grandson, Ruben (5).

This is who Steve is: A positive person who believes the customer comes first. And although he has to make a few sacrifices, it is who he is - "It is my bread and butter." 📍

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 WORKSHOP MANAGER: KOPPIES

## Corné Coetzee a man of action

FISHING MAY HAVE BEEN THE INITIAL REASON WHY HE CAME TO KOPPIES, BUT IT IS REALLY THE SENWES WORKSHOP WHICH KEEPS HIM HERE.

« AUBREY KRUGER

**S**enwes' workshop manager at Koppies, Corné Coetzee, has been here for only a year and he is already making a difference.

Corné's objective is to return to branch to its former glory of a few years ago. He wants to improve the workshop to the extent where a large number of tractor technicians will be working in the field.

### PRODUCERS

He is a man of action and his first step was to talk to producers in the Koppies and Heilbron areas to establish how he could assist them. He experiences their impact

in the area first-hand when he visits producers with his team.

A number of competitors operate in town and Corné's objective is fast and effective service on a continuous basis to counter the competition. He says that new tractor sales support the workshop with guarantees, etcetera, and sales and service personnel render excellent service in Koppies.

### HIS TEAM

According to Corné he has an incredible team, with Daan Hattingh and Wikus Gomes as tractor technicians, Samuel Mkwanzani and Elias Sobea as assistants and apprentice Victor Mthokwane.

He believes in his team and guides them in a firm but fair manner. "I expect the best of every person. This is good enough for me," says Corné.

### EXPERIENCE

This workshop manager has a lot of industry experience. He used to be a mechanic at Toyota from 2006 to 2011 and completed his apprenticeship there. He was a mechanic at Volkswagen from 2011 to 2014, before he joined Senwes in October 2014, and has been the workshop manager in Koppies for the past year.

Corné was born in Vanderbijlpark. He grew up in Bethlehem, where he attended Graanveld Primary School and Voortrekker High School, before he went to Kroonstad High School, where he matriculated in 2005. ●

# Senwes and Agri SA lead with market first Smart Agri-Risk Management Desk

EVERY BUSINESS, ENTITY OR ORGANISATION KNOWINGLY OR UNKNOWNLY DEALS WITH SOME FORM OF RISK MANAGEMENT WHEN DAILY DECISIONS ARE MADE. THE AGRICULTURAL INDUSTRY IS NO DIFFERENT AND ESPECIALLY SO FOR THE FARMER AND PRIMARY PRODUCER.

« AUBREY KRUGER

**T**hanks to the funding provided by Senwes, Agri SA launched the Smart Agri-Risk Management Desk at Nampo

Harvest Day 2017 to proactively identify and mitigate the key risks within the industry and the value chain.

## WHY WAS IT LAUNCHED?

Senwes and Agri SA thought that the approach to risk management must be re-evaluated. Disaster management was a well developed area within Treasury but last year's drought incident confirmed that the process has since become deficient and sterile.

## GATHERING INFORMATION HAS PROVEN THAT:

- Research on the total risk profile of agriculture as the main objective, is vital.
- A multi-disciplinary approach to risk management is required.
- Rising costs of drought relief in industrialised countries have resulted in a policy shift away from emergency subsidies towards more long-term self-

reliance of rural communities.

- Modern thinking with respect to risk management seems to focus on the integration of risk assessment, reduction, mitigation, response and recovery in respect of the overall agricultural sector.
- It is accepted that agricultural risk management aims to increase the likelihood that a household, community, city or any area will be able to anticipate, resist or recover from the losses sustained from a hazard or other threat. This could indeed become a national crisis should it not be managed.

## RESEARCH ARISING FROM THIS PROJECT WILL AIM TO:

- Ensure permanent protection against or reduction of the intensity of risk events;
- minimise the severity of the consequences of risks;
- prepare the sector to react appropriately during and after a risk event; and
- alleviate hardship and meet basic needs;
- increase the competitiveness of the food sector relative to the international world.

The project will assist with any strategies that may be required to assist the agricultural community, government and other stakeholders and role players following a risk event to fully restore the pre-risk event level of functioning. To this end, the project will entail a holistic approach with collaboration between the agricultural



Omri van Zyl (CEO of AgriSA), Johannes Moller (President of AgriSA), Danie Minnaar (Senwes Chairman) and Francois Strydom (Senwes Group CEO) during the signing of a MOA to establish and fund a Smart Agri Risk Management Desk. The announcement was made on 17 May 2017 at the Nampo Harvest Day near Bothaville.



AgriSA President Johannes Moller and Senwes Chairman Danie Minnaar sign the MOA to establish and fund a Smart Agri Risk Management Desk.

community, government and other stakeholders and role players.

#### WHAT HAPPENED AFTER THE LAUNCH AT NAMPO?

Quick work was made after the launch at Nampo Park and the first discussion between Agri SA and Senwes was held on Tuesday, 23 May. The discussions included,

amongst others, the following key preparatory points:

- Objectives and focus of the desk.
- Timeline and project plan of the desk.
- Additional inputs that are required and possible interested role players.
- Background on the agricultural industry fundamentals.

This is a unique concept and a market first, which will benefit the food value chain and therefore South Africa. Farmers have enough challenges as it is and should not be alone in managing and mitigating their key risks. The industry is plagued with climate, political, market, price, credit and technological risks and the objective of this desk will be to minimise the impact of such risk events. 🌱

\* The Smart Agri-Risk Management Desk will initially run for a period of two years, under the auspices of Agri SA.

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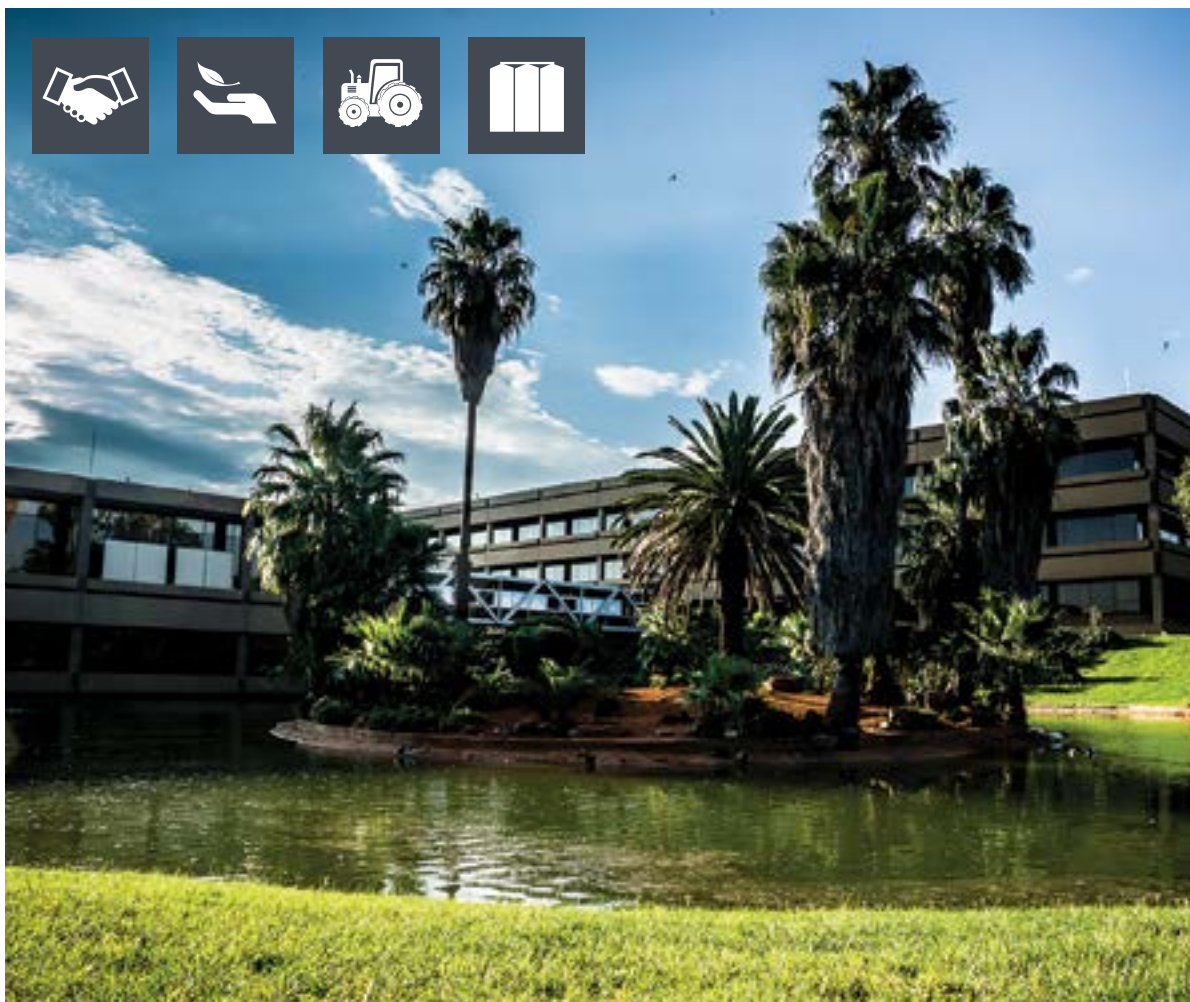
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# JOU VISIE, *ons passie.*

Met 108 jaar se agri-ondervinding is Senwes jou volkome eenstop landboubesigheid en met 'n geïntegreerde besigheidsbenadering raak ons deel van jou besigheidsoplossing. Jou visie is ons passie.

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# GOSA SYMPOSIUM

## *an enriching experience*

THE COUNTRY'S GRAIN STORAGE ENTERPRISES MEET ONCE A YEAR WITH THE OBJECTIVE OF PROMOTING AND IMPROVING THE PERFORMANCE OF AND WORK WITHIN THE GRAIN HANDLING INDUSTRY. GOSA IS AN INDEPENDENT ORGANISATION WHICH BRINGS RELEVANT INFORMATION TO ITS MEMBERS AT THIS SYMPOSIUM.

**T**his year's speakers were of outstanding quality and the very popular Dr Roelof Botha brought a positive perspective, as in the past. He is of the opinion that the economy will grow this year and that agriculture can make a 1% contribution to the

GDP-growth rate. A weakening of the rand is expected, which will support exports. South Africa has been a net exporter of food since 2012, despite the droughts. He mentioned that there is a mass of information in government and that land reform will not take

place in the manner in which it is being propagated at present.

Four years ago Brett Archibald fell off a boat into the Indian Ocean. The crew was unaware of this tragedy and he spent 29 challenging hours in the ocean before being saved. The whole world became aware of what had happened and it was the prayers and faith of his family and friends which carried him through. His message was an inspiration for every individual and organisation facing difficult times.

Japie Snyman is a trader at Seaboard Overseas Trading & Shipping. He discussed statis-

> CONTINUED ON PAGE 32 **31**

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**Senwesters at GOSA 2017!** At the back are Cornelius du Plessis (Silo Manager Enselspruit), Braam Prinsloo (Silo Manager Allanridge), Pieter Malan (Managing Executive - Grainlink), Nico Els (Silo Manager Hennenman), Hardé Lochenberg (Silo Manager Hartbeesfontein), Gammat Davids (Silo Manager Theunissen), Johan van der Berg (Silo Manager Geneva), Barend Botha (Silo Manager Magogong), Pieter Theron (Silo Manager Potchefstroom), Giovanni Marais (Silo Manager Raathsvlei) and Renier Vermaak (Head Fumigation). In front are Dries Fourie (Silo Manager Jan Kempdorp), Carel Scheepers (Regional Manager Area 2), Graham Lottering (Operations Manager), Jenny Harmzen (Divisional Executive Finance Grainlink), Mariana Beytell (Admin Assistant Grain Handling), Marietjie Grobler (Project Manager), Tido Grimbeeck (Silo Manager Bothaville), Ronnie Ladeira (Regional Manager Area 1) and Gideon Ralepeli (Manager Contracts).

> CONTINUED FROM PAGE 31

tics and trends relating to the importing and exporting of grain commodities, as well as the challenges facing the industry. Globally it includes weather conditions which influence supply and demand, infrastructure, health procedures at harbours, phyto-sanitary requirements, import tariffs and the American army worm.

The audience couldn't wait for the presentation by Carte Blanche presenter, Derek Watts. He gave a brief overview of his life story and referred to a few of the better known investigations into, inter alia, digital addiction, farm attacks and truck hijackings, which include the theft of grain. His advice to delegates was to develop a proper news filter.

The president of the Southern African Confederation of Agricultural Unions (SACAU) used his extensive experience in organised agriculture in Africa to highlight the challenges on the continent. According to Dr Theo de Jager, Africa has everything that money can't buy, namely land, good climate, water and people to farm. However, it does not have the food value chains, financing, technology and expertise to farm successfully and he prays that the money will be advanced in the near future in order to start developing it.

Aspects which influence food security in Southern Africa include land claims, high input costs, corruption, trade agreements, border control, legislation, right of ownership of property and the availability of financing. He issued a warning against the poverty trap of farming on a small scale and confirmed that the time was right to develop the 46% under-utilised land in Africa. ☺





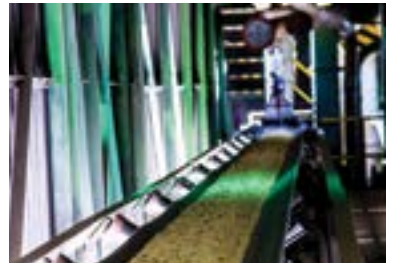
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# JOU VISIE, *ons passie.*

Grainlink het 'n netwerk van graansilo's, deurvoerpunte en verkrygingskantore vir die hantering, berging en bemarking van jou somer- en wintergraanoes. Verder bied Senwes se aanlyn basisverhandelingsplatform, Basislink, beide kopers en verkopers van graan die geleentheid om 'n premie te beding by 'n spesifieke silo.





# Know your Certisure Broker

**PAUL ELS**



◀ AUBREY KRUGER

## WHAT DO YOU DO AT CERTISURE?

I work at Certisure on an agency-basis and am responsible for maintaining the short-term insurance book in my area (Heilbron, Koppies, Parys, Vredefort, Sasolburg and Gauteng).

## HOW HAS YOUR CAREER PROGRESSED UNTIL NOW?

I obtained my agricultural diploma, worked for eight years for Senwes Agricultural Development and then farmed for 16 years. In 2001 Senwes approached me to sell short-term and crop insurance on a part-time basis and I have obtained an agency from Certisure in the meantime.

## WHERE WERE YOU BORN AND GROW UP?

In Heilbron.

## WHAT WERE YOUR PLANS AFTER SCHOOL?

My vision was to farm. After my agricultural diploma I joined Senwes Agricultural Development. Then I farmed on a partnership basis after which I continued on my own.

## HOW DO YOU SEE YOUR FUTURE WITH THE COMPANY?

Certisure offers challenging development opportunities and equipped me to render professional service and advice.

## THE BEST ADVICE YOU WOULD GIVE TO YOUR CLIENTS?

Make sure that you comply with all your policy provisions and know exactly what you are insured for. Do business with a broker with integrity, who will walk the extra mile.

## WHAT DO YOU DO IN YOUR FREE TIME?

I love hunting and I am restoring my house at present.

## FAMILY?

I have been married to Petra for 38 years. We have been blessed with a son, PJ (32) and a daughter Welme (25). We also have a grandson, Jovan (4).

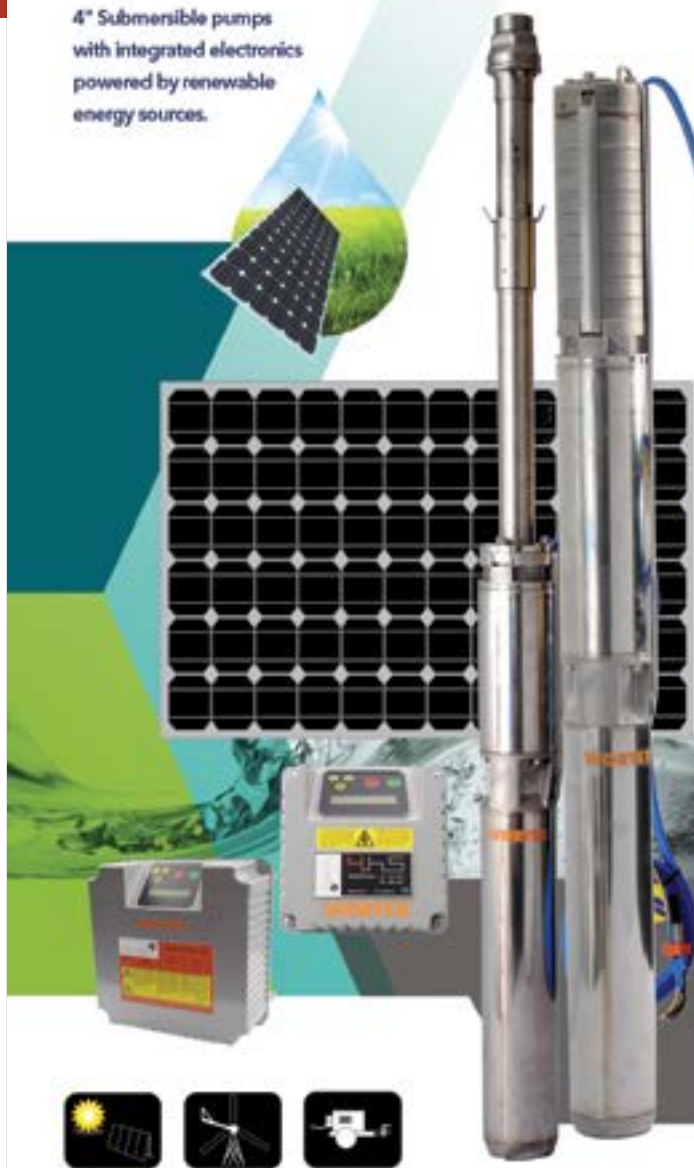
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# Management of sub-soil acidity

SUB-SOIL ACIDITY CAN OCCUR NATURALLY IN HIGH RAINFALL AREAS, OR CAN BE THE RESULT OF ILL-CONSIDERED OR EXCESSIVE APPLICATION OF NITROGEN, AND LACK OF REGULAR LIMING OF THE TOP SOIL.

Advisors find that sub-soil acidity increasingly occurs in the lower rainfall areas, which usually goes hand-in-hand with the practice of applying nitrogen before planting. The placing of nitrogen is usually deeper than in the case of liming. Lime has to be worked deeper into soil where underground acidity is observed in order to neutralise the soil acidity, the reason being that neutralisation is carried from the top soil to the sub-soil

at a very slow pace. The deeper placement of lime is an expensive process which has to be done with specialised or adjusted equipment. The high cost of this specific action and the irregular liming of the top soil result in a worsening of the problem of underground acidity, which has a negative impact on crop production. The depth of the soil profile becomes more shallow due to the chemical limitation in respect of the development of roots, which means that the moisture in the sub-soil cannot be utilised. If this problem is not addressed, it can result in serious consequences, such as lower yields. Table 1 reflects the quantity of pure CaCO<sub>3</sub> which is required for the neutralisation of the resultant acid per kilogram pure nitrogen (N) applied as fertiliser (Moore, 1998). Nitrogen is applied annually, but not everything is taken up by the crops, which means that the remainder seeps through the soil profile. Table 1 reflects the

neutralisation requirements and the quantity of lime required. The lime which is applied, moves very slowly through the soil profile if it is not worked in. In the case of normal application, lime is applied to the top part of the soil profile. The slow movement of the lime in the profile is approximately 8 to 12 mm per year, depending on the texture of the soil and on whether the limed part of the profile maintains a favourable pH. The downward movement or neutralisation takes place by means of root action and insect action, e.g. earthworms. Should liming programmes be maintained over years, it is probable that sub-soil acetification will not take place as fast as is the case at present. An acceptable practice is to apply half of the sub-soil lime requirements with the top soil lime requirements. This management practice should be maintained due to the slow movement of the lime in the soil profile. A gypsum and lime combination can be applied to accelerate the neutralisation of sub-soil acidity, should sesquioxides be present. The application thereof should be done with care since seeping of magnesium and potassium can take place from the top soil to the sub-soil in low percentage clay soil. A safe ratio of gypsum and lime is 20% gypsum and 80% dolomitic lime. It is advisable to mix dolomitic lime, which contains potassium, with the gypsum to counter the seeping of magnesium. ☺

Table 1: Neutralisation requirements relating to the acetification of nitrogen-containing fertiliser with CaCO<sub>3</sub>.

Nitrogen fertiliser	CaCO <sub>3</sub> needed to neutralise the addition of nitrogen (kg CaCO <sub>3</sub> /kg N) No leaching	CaCO <sub>3</sub> needed to neutralise the addition of nitrogen (kg CaCO <sub>3</sub> /kg N) 100% leaching
Ammonium sulphate	3.6	7.1
Ammonium nitrate	0	3.6
Urea	0	3.6
DAP	1.8	5.4
Potassium nitrate	-3.6**	0
Sodium nitrate	-3.6**	0

\*\* Neutralisation by the fertiliser itself

# Grasland50

GRASLAND'S 50TH ANNIVERSARY CELEBRATIONS  
KICKS OFF AT NATION IN CONVERSATION AT NAMPO  
HARVEST DAY 2017.

**G**rasland, the country's leading agricultural lime producing company celebrates its 50th birthday this year, with ongoing events culminating in November, the company's birthday month. Managing Director, Etienne Schoeman, got the party started with a special closed session of Nation in Conversation recorded live at the Nampo Harvest Day in Bothaville.

Nation in Conversation anchor, Theo Vorster, hosted a panel with Etienne Schoeman, the Chief Executive Officer of Fertasa (Fertiliser Association of Southern Africa), Dr Pieter Hauman and Martiens du Plessis of NWK Agriculture Management Services.

Etienne announced that the company would engage in various activities to mark their half-century and that the closed recording would be shared with exclusive stakeholders and clients.

Etienne said that the main reason for the existence of the company was to address soil acidity. "Soil acidity is a big problem; it has been proven to be one of the single biggest causes of lower yields."

Pieter added that soil acidification was a natural process which occurred due to the dilution and run-off of calcium and magne-

sium due to rain. The addition of fertiliser, which forms nitrates, also affects the acid levels in soil. To rectify this situation, lime needs to be applied to the soil.

Pieter said that to mine and supply lime, the company had to be registered. "The industry is regulated. To be effective the lime must be of a particular quality."

Etienne said Grasland owned its own resources. "We have no take-off agreements, we operate with valid licenses and have to comply with the health and safety acts which applies to the mining sector."

Martiens said the lack of lime applications was causing a deterioration of soil health. "It's getting worse because the producer is under more pressure financially and purchasing lime is not at the top of his input supply list."

Etienne made the point that the application of agricultural lime should be done once every three years. "It's been proven that the improvement in yield through improved root systems and the overall improvement effects of lime actually mean that the process pays for itself in year one."

The discussion continued on a very technical and scientific level. However consensus was reached that agricultural lime was a vital



*Grasland celebrated their 50th anniversary during the 2017 Nampo Harvest Day! Grasland managing director, Etienne Schoeman, was part of the panel discussions at the 50th celebrations with Esmond Coen (Grasland Marketer – Product Manager) who welcomed the audience.*

ingredient in producing greater yields. Dr Hauman ended the session with the Fertasa Handbook which, according to the Fertasa website, was "primarily written for persons who are involved in some way or another in a fertiliser advisory capacity. It is not intended to be a complete technical handbook, but rather a concise presentation covering a wide range of topics. For this reason, interested farmers and students will also find it to be a useful guide. It is prescribed as part of the agricultural curriculum at some Technikons and Universities in South Africa."

The book is available for purchase from the Fertasa website at [www.fertasa.co.za](http://www.fertasa.co.za). 📖

# Massing and Donations Tax

ESTATE PLANNING CAN BE A RATHER SIMPLE EXERCISE WHERE THE FIRST DYING SPOUSE BEQUEATHS HIS ENTIRE ESTATE TO THE LAST DYING, OR IT MAY BE MORE COMPLEX, ESPECIALLY WHEN DEALING WITH THE FARMING COMMUNITY.

« LUCAS COETSEE  
LIBERTY LEGAL SPECIALIST

**I**n cases such as these, you may come across a will in terms of which spouses married in community of property “mass” their estates or parts of their estates. In such instances you need to understand what is meant by “massing” and what the practical and tax consequences of massing are.

## WHAT IS MASSING?

The separate estates of the spouses are merged and consolidated into one massed estate upon the death of the first-dying spouse. This means that any two persons under a joint will may mass either their separate estates or some of their assets.

Should clients wish to incorporate massing as part of their estate planning, it must be clearly provided for in the estate and in terms of the joint will.

The survivor usually receives a benefit in the form of a limited right or may enjoy a life interest from the massed estate.

The limited right may be in the form of a usufruct, fiduciary

interest, annuity or any other limited right.

So in short, a massed estate is an estate formed out of the separate estates of a person who has just died and a person who is still alive, by making provision for massing in their joint will.

When a death occurs:

- the survivor must elect whether he accepts the benefits which he is entitled to in terms of their joint will; or
- whether he gives up ownership of his share in the massed property.

Should the survivor decide not to accept the benefits under the joint will, he will retain ownership and control of his own estate, in which event massing will not occur.

In other words, the survivor will have a choice to abide by the massing instruction of the joint will, or decline the massing instruction in the joint will.

Should the survivor elect to decline the massing effect created by the joint will, the estate of the first-dying party will then be wound up in accordance with the joint will (as far as possible), without taking the assets of the survivor into account.

Example of a “massing clause” in a will.

## SPECIAL BEQUEST

“We direct that for the purposes of this bequest, our community estate shall be massed and dealt with as one whole. We bequeath our Karoo Farm property together with all the livestock in equal shares to the Testatrix’s sons A and B, subject to the lifelong usufruct of the survivor of us and free from the obligation to furnish security”. Let’s take a look at the following example:

- Peter and Britney are married in community of property;
- They have massed their joint estate in terms of their joint will, with the farm devolving upon their children subject to the survivor having usufruct over the said property;
- Peter dies first;
- Britney accepts the provisions of the will.

One must understand that Britney disposes of her one half of the joint estate and in return receives consideration in the form of a usufruct over the property. If the value of the usufruct is less than her one half of the joint estate, then the amount in excess of the value of the usufruct will be a deemed donation in terms of section 58 of the Income Tax Act.

Complex financial plans more often than not lead to negative tax consequences when they are least expected, with negative results for family members. It is up to your financial adviser, together with other qualified professionals, to tailor-make a plan that meets your needs with as little disruption as possible. ●





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# Safex Scenarios with Susari

SUSARI GELDENHUYS

## INTRODUCTION

South African grain prices are known for being very volatile due to uncertainty about what the future may hold for the grain market. Future stock levels, imports, hectares planted and yields are but a few of the factors which created uncertainty (and therefore price volatility) in the market. The recent transition from the old season with low stock levels to the new season with more favourable production expectations is proof of this. These volatile conditions make it very difficult for market participants to make good hedging and investment decisions. However, there are two general aids in the form of fundamental analysis and technical analysis which will contribute to a higher probability of success when such decisions are considered.

Fundamental analysis and the basis of technical analysis were discussed in previous articles. The last few articles focused on determining support and resistance levels. This article will specifically focus on Fibonacci-numbers as a technical indicator.

## FIBONACCI – BACKGROUND

The unique series of numbers, known as Fibonacci, was discovered in the thirteenth century by the Italian mathematician, Leonardo Pisano. Fibonacci is a series of numbers where the subsequent number is calculated by the sum of the two preceding

numbers. In other words: 1, 1, 2, 3, 5, 8, 13, 21, 34, 55, 89, 144, etc. Pisano noticed this series of numbers during research on the expected population growth of rabbits. The unique series of numbers was subsequently continuously noticed in nature. Some of the most well-known examples include the Nautilus shell (Figure 1), seed-heads (e.g. the sunflower – Figure 2), the natural spiral in the galaxies (Figure 2) and hurricanes (Figure 2), to name but a few.

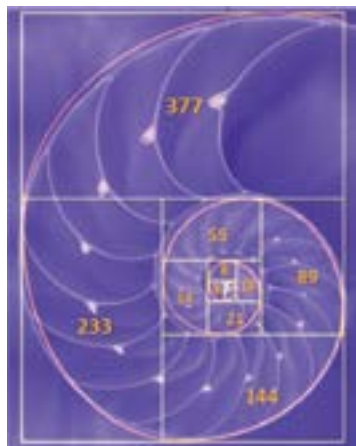


Figure 1: Nautilus Shell

SOURCE: <http://invivomagazin.sk>

## FIBONACCI – TECHNICAL ANALYSIS

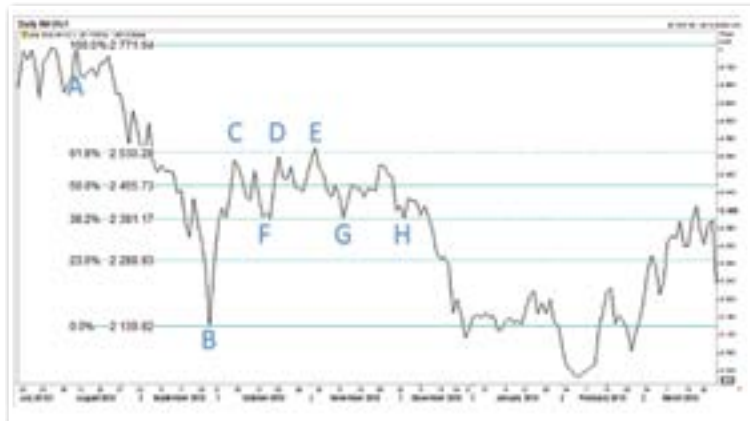
The Fibonacci numbers are used in the financial world as well, more specifically in technical analysis, where the series is analysed in terms of percentages. The relationship is represented as follows: 23.6%, 38.2%, 50%, 61.8%, 78.6%, 100%. Accordingly this relationship can be used to identify support and/or resistance levels by linking the Fibonacci-percentages to price movement percentages, particularly in the case of upward or downward trends. Fibonacci can therefore be analysed in two different ways, namely retracements and projections.

Should a significant high and low be determined (as graphically represented in Graph 1), it would be possible to determine various levels for retracements within the high and low. Graph 1 indicates a downward trend (with Point A and Point B being the high and low respectively), with retracements (Point C – Point E) on the 61.8% Fibonacci-line. Please note that the market found support various times at 38.2% (Point



Figure 2: Fibonacci in Nature

SOURCE: <http://designschool.canva.com>



Graph 1. Fibonacci Retracement

SOURCE: COMPILED BY AUTHOR



Graph 2. Fibonacci Projections

SOURCE: COMPILED BY AUTHOR

F – Point H). This indicates that market prices are inclined to move in the vicinity of Fibonacci-levels. Possible support and resistance levels can therefore be determined.

In a case where an initial trend (high and low) was determined, with prices making corrections, it is possible to determine support or resistance levels (projections) for a continuation of the initial trend. Graph 2 illustrates an initial downward trend, after which a temporary correction took place. By using Fibonacci it was possible to ascertain that possible support could be found at 23.6%, after which 38.2%, 61.8%, etc. should act as support should the above-mentioned levels not hold. Point A – Point C (Fibonacci-levels 23.6%, 38.2% and 61.8%)

in Graph 2 reflect prices which were supported initially, but it could not be sustained. Prices found final support at Point D (Fibonacci-level 161.8%). In this case prices form a new significant level and the Fibonacci-analysis is adjusted in order to determine more accurate Fibonacci-levels.

### CONCLUSION

By merely having a reasonable understanding of the above information, you will be a step ahead of the rest. However, it will be most beneficial to combine technical analysis with fundamental analysis in order to make the best possible decision. When the longer term support or resistance line is broken, it can usually be linked to fundamentally changing supply

and demand factors.

Technical price graphs offer analysts the opportunity of visually representing the ratio between supply and demand and possible changes in the ratio can be indicated by various price formations. With support and resistance lines as basis, various formations exist, which can be analysed to generate possible buying and selling signals. Future articles will focus on the interpretation of various formations and technical indicators.

For more information or to obtain competitive option prices on a large variety of commodities, please contact Susari Geldenhuys at 018 464 7430 or 072 116 9999 or e-mail her at *Susari.Geldenhuys@senwes.co.za*. ☎





# May and June 2017: Market movements

THYS GROBBELAAR

SENIOR GRAIN ANALYST, SENWES GRAINLINK

Article written: 12 May 2017

THE OBJECTIVE OF THIS ARTICLE IS TO PROVIDE A BROAD MARKET OVERVIEW OF THE MOST IMPORTANT GRAINS AND OILSEEDS, SINCE THERE IS A SIGNIFICANT TIME LAPSE BETWEEN THE WRITING AND PUBLICATION OF THE ARTICLE.

## Price drivers in the grain and oilseeds markets

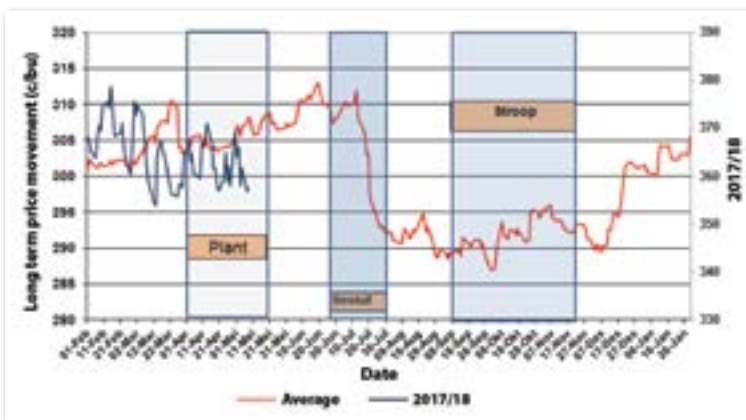
### INTERNATIONAL FUNDAMENTAL FACTORS

#### Exchange rate movements

The rand/dollar exchange rate has the most significant correlation of all the variables which impact the South African commodity prices. Political developments, particularly on the financial side, resulted in an unstable rand/dollar exchange rate lately. This trend is reflected in the graph below. A one cent weakening of the rand against the dollar, can result in a calculated weakening of R1.41 per ton in respect of the South African white maize price. For the period 23 March 2017 to 10 April 2017, the rand weakened by R1.49 against the dollar, which resulted in a calculated increase of R210 in the white maize price. The white maize price actually increased by R339 per ton for the period referred to. The American corn price increased by 10 cents per bushel for the said period. This



Graph 1. The R/\$-exchange rate movement



Graph 2. Die langtermyn spotprys (in c/bu) van geelmielies oor 'n seisoen op Chicago Board of Trade teenoor die 2017/18-prys.

variable has a significant impact on commodity prices, but is not easy to predict.

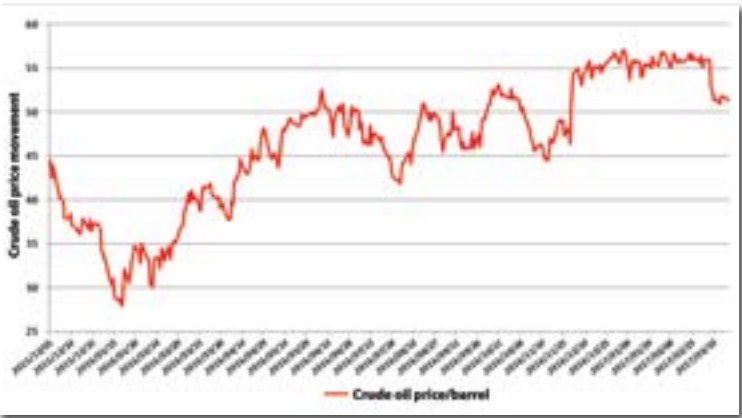
#### International commodity prices

Large carry-over stocks and relative good growing conditions in large parts of the world, place quite a lot of pressure on the international price of maize, wheat and soy-beans. The following

graph reflects the movement of yellow corn for the season on the Chicago Futures Exchange. Graph 2 reflects a fairly significant sideways movement. The American corn price decreased over the past three seasons. The relatively low American yellow corn price is, however, putting pressure on the South African white and yellow maize prices.

Energy prices

As already known, the Americans use approximately 35% of their total maize crop to produce ethanol. Consumption is 44% of domestic consumption, excluding exports. The international crude oil price has declined, which has a negative impact on ethanol prices. At the current price levels of American corn, seven of the largest ethanol plants in the USA are realising a gross margin of between \$0.24 and \$0.43 per bushel. This is a very low margin and will probably limit the maize price movement to a reasonable extent.



Graph 3. Light sweet crude oil price/barrel (Reuters).

Price drivers in the domestic grain and oilseeds markets

White and yellow maize price trends on the South African Exchange

The third crop estimate of the National Crop Estimate Committee (NCEC) for the

season predicts the second largest crop in South African history. Chances are that the estimate will even be increased. This means that, according to the calculations of the National Agricultural Marketing Council (NAMC), there will be an exportable surplus of approximately 1,3 million tons

of white maize and 1,2 million tons of yellow maize. For this reason, white and yellow maize are trading in the region of calculated import parity at present. The difference between the calculated import and export parity can be up to R2 300 per ton, depending on the country from which imports and exports are done. The calculated export parity of white maize was, at the time of writing of this article, approximately R100 per ton lower than the JSE cash price. Exports will probably struggle to get on track, until such time as the JSE price moves closer to calculated export parity.

Graph 4 reflects the price movements of the white maize July 2017 contract on the JSE. The white maize price declined

> CONTINUED ON PAGE 44

Table 1: The calculated import parity of South African white maize to Southeast Asia.

Maize origin: Randfontein			Load cost advantage			USA-\$11			
Delivery point: Southeast Asia			Basis CBT to FOB(\$/t)			\$22			
Date: 10 May 2017			Quality premium:			\$5			
		USA CBT yellow maize price (\$/bu)							
Exchange rate		3,40	3,50	3,60	3,70	3,80	4,00	4,20	4,40
R/\$	12,50	R1 536	R1 585	R1 635	R1 684	R1 733	R1 831	R1 930	R2 028
	12,75	R1 579	R1 629	R1 679	R1 729	R1 779	R1 880	R1 980	R2 081
	13,00	R1 621	R1 672	R1 724	R1 775	R1 826	R1 928	R2 031	R2 133
	13,25	R1 664	R1 716	R1 768	R1 820	R1 873	R1 977	R2 081	R2 186
	13,50	R1 706	R1 760	R1 813	R1 866	R1 919	R2 025	R2 132	R2 238
	14,00	R1 792	R1 847	R1 902	R1 957	R2 012	R2 122	R2 233	R2 343
	14,50	R1 877	R1 934	R1 991	R2 048	R2 105	R2 219	R2 333	R2 448

May and June 2017

&gt; CONTINUED FROM PAGE 47

continuously from December 2016 until the end of March. The weakening of the rand has, however, recently supported the price at times. The price will probably remain at this level until it becomes clear that significant quantities of white maize will be exported. As already discussed, the rand can have a significant impact on the price.

## Oilseed complex

### Sunflower and soy-beans

Based on the third crop estimate of the NCEC, the NAMC calculated carry-over stock levels of sunflower of more than 172,000 tons for the marketing year. The

sunflower crop estimate was adjusted downwards to a significant extent. However, conflicting feedback is being received on the sunflower yields realising. Leaf spot and other diseases had a negative impact on yields. This will hopefully result in lower sunflower carry-over stock levels, which will hopefully result in the prices recovering at a later stage. The sunflower price realising on the JSE is lower than the calculated derived export parity. Due to the fact that sunflower is normally sold by producers immediately, the so-called harvesting pressure


being experienced is also worse than in the case of maize.

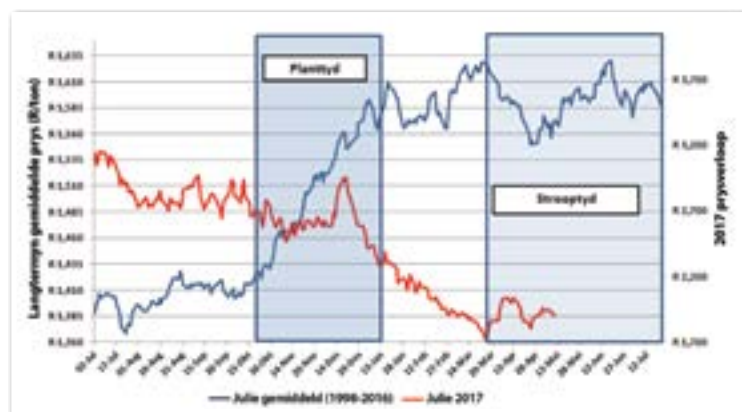
Graph 5 reflects the season price trend of soy-beans. The soy-bean price usually declines from mid-January and it usually recovers from mid-May. The decline started by mid-January this year and the decline has been significant. The maize price seems to have stabilised.

The NCEC indicates an expected crop of 1,233 million tons and the NAMC indicates a calculated carry-over stock of 92,000 tons. Soy-beans are trading lower than the calculated export parity at present. Expectations are that the seasonal trend will be followed. Producers should stay in contact with their grain marketing advisors in respect of oilseeds as well.

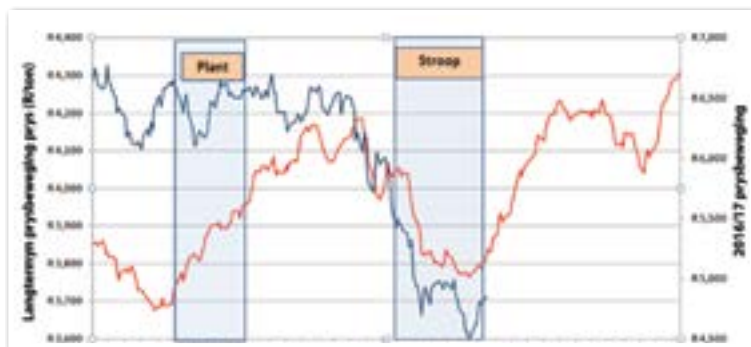
## SUMMARY AND CONCLUSION

Price levels of all the summer crops are under pressure at present. A lot of volatility has been experienced recently due to the fluctuating rand/dollar exchange rate. Price levels are below the calculated production costs in many cases, particularly in the case of oilseeds. Exports will have to take place first before the maize price will recover to any extent. The exchange rate, which is totally unpredictable, could bring about a price change.

Although no miracles can be expected at this stage as far as marketing is concerned, the producer should stay in contact with his grain marketing advisor. Look for marketing opportunities as they arise. Plans can be made to counter low prices to the best of the producer's ability. 



Graph 4. Die langtermyn Julie-kontrak witmalieliepys asook die prysbeweging op Safex.



Graph 5. Die seisoensprysverloop van die sojaboon spotprys op Safex.



# How is the season progressing?

« THYS GROBBELAAR  
SENIOR GRAIN ANALYST,  
SENWES GRAINLINK

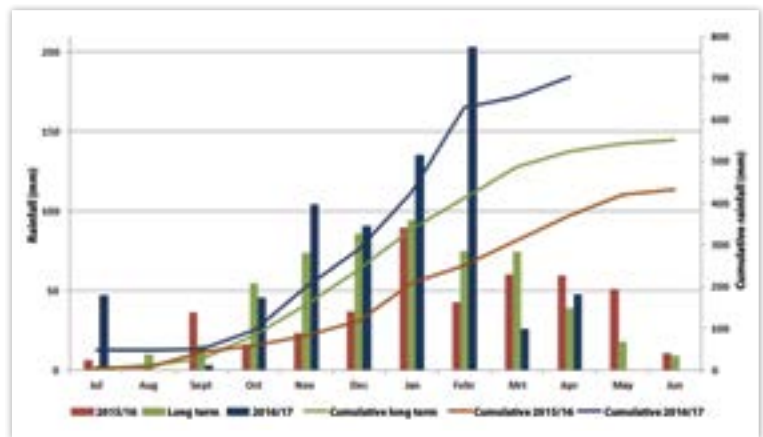
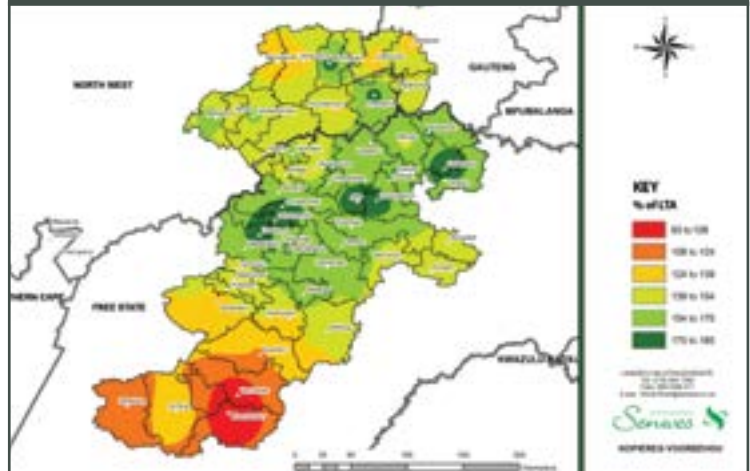
## RAINFALL THIS SEASON

The 2016/17 season is coming to an end and it is interesting to see whether the predictions made actually realised. Meteorologists predicted a La Niña-type season, which is normally associated with above average rainfall for the season and usually with above average yields. This made everyone optimistic about the new season. As the season progressed, it became evident that the status of the season was changing from a La Niña-type season to a neutral season. People became pessimistic since below average rainfall was expected. Good rain was received from December 2016 until the end of February 2017 and indications are that the largest maize crop in history will realise. The largest part of the traditional Senwes area received above average rainfall for this season, as indicated in the map (right).

Rainfall in the South-Western Free State was, however, lower than normal. It has the implication that lower volumes of dry-land wheat will realise. Rain at planting time was simply not enough. Producers have indicated that they would be planting wheat on their fallow fields in the central parts of the Senwes area.

Graph 1 reflects the rainfall for this season, compared to the

THE CUMULATIVE RAINFALL FOR THE PERIOD 1 JULY 2016 TO 30 APRIL 2017 AS A % OF THE LONGTERM RAINFALL



Graph 1. A comparison between the average rainfall of the 2015/16, the 2016/17 and the long term rainfall for the Senwes area.

previous drought season and the long-term rainfall per month and cumulatively. The long-term average rainfall for the traditional Senwes area is 556 mm per season. The cumulative rainfall this season was 701mm. The good dis-

tribution of rain during the active growing process of the summer crops resulted in the large crop expected.

The South African Weather Bureau indicates in its rainfall

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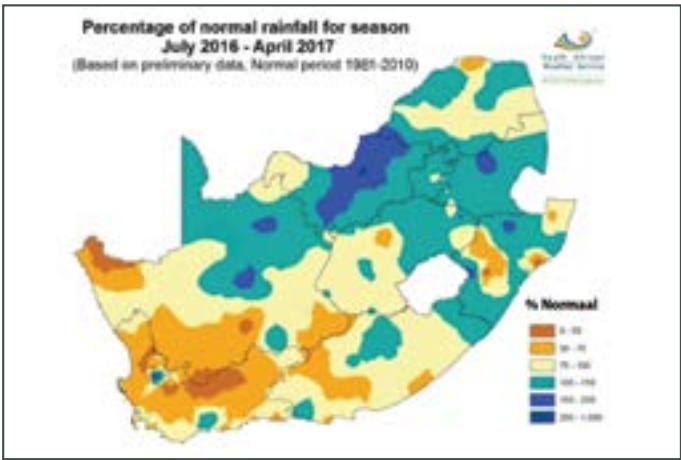
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map of South Africa that the largest part of the summer rainfall area has received above average rainfall. Far above average rainfall figures have been measured in particularly parts of the Northwest province. It is clear that the Eastern and Western Cape have received significantly below average rainfall over the past 10 months.

**INDICATORS FOR THE REST OF THE 2016/2017 SEASON:**

The SOI is decreasing, which is an indication that an El Niño-type season can be expected. However, it is too early to say with certainty whether an El Niño-type season will be a reality. There should be more certainty from September/October this year. Below average crops are usually realised during 6 out of 10 El Niño-years.

Sea temperatures are, however, increasing in the NINO 3-4 area, which confirms the suspicion of an El Niño



this coming season.

The South African Weather Bureau indicates in its latest Seasonal Climate Watch that above average rainfall is predicted for the period June to August 2017. The map below reflects the regions where above average rainfall is expected. It is concerning, however, that above average rain is not predicted for the Western Cape.

**SUMMARY AND CONCLUSION**

A good season was experienced the past season as far as climate and crop production was concerned. The El Niño ghost is, however, appearing on the horizon again. The carry-over moisture situation in most of the summer rainfall area looks promising, which could mitigate the impact of a possible El Niño. ●

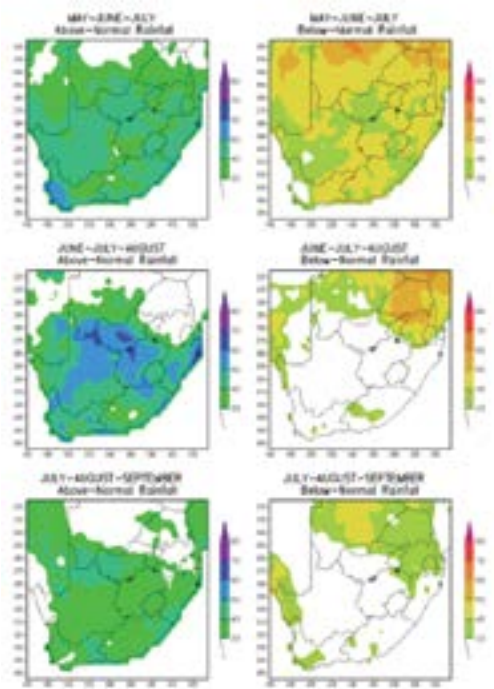
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**EXPECTED RAINFALL FOR THE PERIOD MAY TO SEPTEMBER 2017 (SOUTH AFRICAN WEATHER BUREAU)**



# Ready for the hunt?

JAN-LODEWYK SERFONTEIN



BEFORE A HUNTING EXPEDITION WE SIT AT A CONCRETE TABLE AND SHOOT OVER A SAND-BAG. AS SOON AS OUR GUNS SHOOT A FEW SHOTS IN CLOSE VICINITY OF EACH OTHER, WE ARE READY FOR THE HUNT - OR ARE WE?

**I**s this not what most of us do before hunt? Due to a number of reasons, we don't manage to hunt very often. The few times that you actually manage to hunt, are therefore very valuable. Do you really want to use your valuable time to track wounded animals? Would it not be better to spend more time practicing to shoot accurately?

There are a few ways of hunting in South Africa. In the Bushveld we usually walk. In the Karoo you usually sit in a hunting chair and in the open plains of the Free State you usually shoot from the back of a bakkie.

A better suggestion to prepare for your hunting excursion would be to practice in the way that you are going to hunt. By merely sighting in your rifle according to the way in which you are going to shoot, will contribute hugely to an easier hunt. Let's look at a few additional 'exercises' that one can do before the hunt.

Veld hunting situations: Let's look at the four positions you can shoot from and how you can improve your accuracy from each position.

## PRONE POSITION

To shoot from the prone position is not something we do every day. Grass, shrubs, trees and other objects are usually in the way.

However, if you can, the prone position is the most stable position to shoot from. But it must be practised. Get into a prone position and decide how you are going to shoot. Does your gun have a bi-pod which you can use, or are you going to twist the sling of the rifle around your arms and rest on your elbow?

## SITTING POSITION

It is important to use a means of support for the sitting, kneeling and standing positions. If you carry a walking stick, it can be used to steady the rifle. Should you use a tree or a shrub for this purpose, consider how you are going to push the rifle against the trunk. Should you not be completely comfortable in this position and should you be unable to get up easily, the kneeling position may be better.

## KNEELING POSITION


Although an oryx hunt in the Kalahari will most probably take place from the back of a bakkie, the kneeling and standing position should not be regarded as unnecessary. Should you shoot a lung-shot and the wounded oryx wriggles its backside into a bush, which cannot be reached in a vehicle, you unfortunately have to get off, move close to the animal and shoot from the kneeling or standing position. Does

your heart beat so fast that the crosshair moves all over the place? Once again, the kneeling position should be practiced on the range before the hunt. Do you twist the rifle sling around your arms and kneel on your left knee? Or do you kneel on your right knee.

## STANDING POSITIONS

The standing position is the easiest? You push the rifle against your shoulder and you shoot! Nice and fast and you don't have to go down. You also don't struggle to get up again and you can see the buck when it runs. There are no bushes in the way and you know where the animal lies.

Unfortunately the standing position is the most difficult position. And definitely the most important one. Somewhere in your hunting career it will be necessary to administer a second shot from up close. And for this shot you will have no time to sit down, or look for a tree for support. The animal is going to jump up quickly and you want to administer the second shot as soon as possible. Practice this position on the range. See how close you need to be to an object to be accurate from this position. Even more important is to see where your rifle will shoot at 30m if it is sighted in at 200m.

Hopefully shooting practice will teach you what you can and can't do during a hunt. Hopefully you will know then when to shoot and when not to. 



# My relaxation is affected!



READ: Exodus 20:8-11 and 1 Kings 19:1-8

REV CAREL BOTMA

It is no coincidence that a vehicle has different gears. The gearbox was designed in such a manner that the vehicle, by way of the changing of gears, will have maximum work performance under different conditions. This is also, amongst others, the objective of the sabbath. In addition to the fact that this day should be consecrated in honour of God, He also included the sabbath in the order of creation for the sake of mankind. In His wisdom, God knew that mankind has to be able to change gears as well. He delighted in his work on the seventh day and, in a similar manner, mankind needs to have a time of rest during which he can, in addition to resting, look back on a period of hard work with pride.

So many complain that husbands want to return home after only three of four days of being on holiday. These complaints are not just idle complaints. My research confirmed that we no longer know how to enjoy a holiday! True, most of us go on holiday once a year, but there is little or no quality. Holidays have become mechanical, no attention is afforded to planning holidays. It is the same routine, place and faces every year. There is no variation or creativity in the planning or the holiday itself. Most people cannot or will not switch off when they go on holiday. This is the result of problems being packed with the beach towel. In the end the economy, strikes at work, the sick bull

and mildew on the potatoes all go on holiday with you!

When you drag all this luggage you will never be able to experience the most important type of rest, namely emotional or psychological rest. You may rest physically, but your tormented thought processes continue. The result is that you remain restless, you want to return to work, you become irritated and you spoil the atmosphere - the thought of future holidays become a nightmare to you. It becomes your enemy instead of a means of replenishing emotional reserves. An inability to change gears and to switch off emotionally, will make the individual more susceptible for further stress.

At this point one thinks about Elijah. First he had to live with the widow in Sarfat because he was afraid of Ahab after having announced a drought. Then he had to flee after he killed all the Baal prophets and Jezebel wanted him dead. To be a prophet of God is not only hard work - he is also exposed to intense emotional hardships. One can imagine that Elijah was tired, exhausted and at an emotional low. "This is enough, Lord! Take my life..." But then the caring God comes into the picture. Elijah must rest and eat. "Get up and eat, for the journey is too much for you. So he got up and ate and drank. Strengthened by that food, he travelled forty days and forty nights until he reached Horeb,

the mountain of God."

As God calls us to repentance and sanctification, He also calls us to function optimally as human beings within a broken reality - in other words, to be human to the full extent. He gives us a life full of opportunities through which we can grow and develop emotionally. We have to live and work to the glory of God and he gives us this instruction with yet another purpose. He does not only want us to enjoy our lives, He also wants us to experience quality in our lives, to gratefully and joyfully take stock of our lives. A person who experienced quality of life, will be able to praise God with profound conviction. And this is the most important reason for our existence. In order to do this, we will have to use all our available resources, such as our emotional resilience. However, as you know, the problem is that resources can be exhausted, unless it is maintained and protected. In order to protect these resources, human beings need various forms of rest. If we neglect ourselves in this regard, we will never be able to function optimally and we will never be able to reach new heights in terms of praising God, which means that we are actually disobedient by not upholding the commandment to observe the sabbath.

"All their days their work is grief and pain; even at night their minds do not rest. This too is meaningless" (Ecclesiastes 2:23). ☺

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# Planning through times of uncertainty

JENNY MATHEWS

At the time this article was due I was completely preoccupied with the nursing and subsequent loss of my darling mother to an aggressive leukemia. My son, Gavin Mathews, is a young cattle and grain farmer in the KZN Midlands and also an active mentor in the Grain South Africa Farmer Development Programme. He stepped up in my time of need and wrote this month's article for me. I trust you will enjoy a young man's perspectives in

*Future Focus* – Jenny.

**A**griculture is full of uncertainties. Farmers are faced with consistent bombardment from the media about what is going wrong in the agricultural sector and what problems lie ahead. They are forced to walk the tight rope of never-ending political

NEITHER A WISE MAN OR A BRAVE MAN LIES DOWN  
ON THE TRACKS OF HISTORY TO WAIT FOR THE  
TRAIN OF THE FUTURE TO RUN OVER HIM  
– EISENHOWER –

debate about issues which directly affect them but which they in fact have very little control or influence over. Farmers are also always at the mercy of Mother Nature. There are the normal challenges presented by floods, droughts and devastating rainfall patterns or searing windstorms which obliterate the precious topsoils; and there is also the much talked about global climate change, which is another ever-present shadow as is evidenced by increasingly varied weather patterns. Farmers really

are challenged to know whether to turn left or right sometimes. How does one actually ever get grounded with all the talk of such uncertainties and the depth of insecurity in the sector? How does one ever think? How does one ever PLAN?

*General Eisenhower also once said, 'I have always found that plans are useless; but planning is indispensable'. PLANNING is one of the most important responsibilities of any farmer who would like to remain competitive, with a profit-*





## Knowing yourself is the beginning of all wisdom. – Aristotle

*table business both now and into the future. In an industry which is defined by global innovation and advancements, one cannot afford to be left behind in the race, left to rummage in the scraps of our own self-pity or even left in limbo going down the river with no paddle and no rudder. NO!*

Aristotle said, 'Knowing yourself is the beginning of all wisdom.' Start with **self-observation and introspection**. Can you cope with the uncertainty? How are your emotions and how do you deal with living in our current tumultuous and unprecedented political climate? Are you prepared to plan a path going forward under these circumstances? Are you prepared to ride the waves of our fledgling and often f(l)ailing democracy? These are all questions that you **NEED** to ask yourself, because if you don't you will never be able to plan effectively for your business. You will constantly be waiting for a nudge or a push or an open door.

This also contradicts the accepted notion that all businesses need at least a 5-year and a 10-year plan to be successful. You cannot afford to plan month to month or even one or two years ahead. If you plan for the now only, then your vision is not big enough and you will have little scope for growth and expansion. Things will always be as they are... just ticking over or they will enter a slippery path into decline. If you do decide to ride the rocky waves into the future, then you have to do it with guts and passion and determination. Be the best you possibly can be while growing a business that you are proud of - and one that is liquid and making money.

Look at your business critically. Consider what you need and want for yourself and your family regarding provision, then consider what your business needs to provide you with in order to get that which you want. If your business can't provide you with your needs and wants, then you have some serious strategising to do.

### STRATEGISING!

To strategise effectively you need to start with a BUDGET. Be realistic and list everything you have in terms of assets - physically, materially and emotionally. Visualise your debt, your bank balances and your overdrafts. Calculate your asset to debt position. Calculate your current financial demands, everything! Take time doing this so that you get the most accurate reflection of your current business position as possible. There is no need to try and hide things from yourself. Once this is all laid out, then you can start strategising.

Business planning is not a one day event. You need to take time, think, be creative, develop hypothetical scenarios in your mind (and on paper). Draw up forecasted figures and make sure that you are conservative and objective in your forecasts.

Compare ideas and thoughts. Speak to a trusted confidante or a mentor and use them as a sounding board. Most important of all, remove all sentiment from your decision-making and be clever by thinking outside the box. Dr Daleen Smal, in her book *The Art of Money*, says 'You have to align your thoughts, your feelings and your actions with the results you desire'.

Planning in times of uncertainty is extremely difficult. But uncertainty should never STOP us from planning. I am increasingly hearing farmers and business people saying things like "We'll see what happens next year, after the elections", "I'm not going to invest now because I'm just not sure about the market", "I'll make that decision after the next budget speech" - Yes, of course you are allowed to be cautious and careful. But IF you decide that you want to do business in Africa, then you must DO business in Africa!

Stop pussy-footing around waiting for the next gloomy State of the Nation Address or pronouncement from an extremist activist or politician seeking votes.

If you decide to ride the waves, then commit to the path, hold tight and be prepared for many ups and downs and dips and turns because that, dear reader, is a given guarantee when living and doing business in Africa. But as is well known, with big risks there can be big rewards, IF you PLAN effectively and manoeuvre your business cleverly. Sun Tzu, the famous Chinese military general, strategist and philosopher said, 'If you know the enemy and know yourself, you need not fear the result of a hundred battles. If you know yourself, but not the enemy, for every victory gained you will also suffer a defeat. If you know neither the enemy nor yourself, you will succumb in every battle.'

Planning positions you better, know yourself and your environment and if you act accordingly, you will have the best possible chance of long-term success in your business. ☺



# JOU VISIE, *ons passie.*

Senwes Equipment weet wat ons klante wil hê en bied innoverende finansierings-oplossings. As eksklusiewe handelaar van John Deere en alternatiewe toerusting, verseker ons jou toegang tot die nuutste ontwikkelings en met presisieboerdery bied ons 'n optimale bestuursmiddel vir elke produsent.



# The Resurrection of Jesus Christ

READ: Matthew 27:27-44

REV WILLIE BOTHA



## An unequalled transformation

**E**arly the Sunday morning Mary Magdalene went to the grave. When she arrived at the grave, she made a disturbing discovery. The stone was rolled away from the grave, which only meant one thing: They took the body of Jesus and buried it elsewhere. After having brought the disturbing news to the disciples, she returned to the grave, where she cried about Jesus having died and his body being missing. Little did she know about the radical change that took place that morning. She understood the breaking through of the light when Jesus called her "Mary" that morning.


With the resurrection a transformation took place, a radical change. These changes are reflected in the changed value which we attach to Christian symbols. The curse which we associated

with the cross, becomes the cross of reconciliation. The symbol of mortal shame becomes the sign of the highest honour. The same applies in respect of the grave. The place of death and decomposition becomes the birthplace of eternal life.

A transformation takes place in Mary as well. The saddest of the sad becomes the gladdest of the glad when Jesus revealed his identity to her. The same applies to Thomas, who was so shattered, who had no hope due to the crucifixion. His joy resulted in the confession: My Lord and my God.

The resurrection of Jesus removes all fear: Fear of the world, the guards, fear of further persecution. Fear of the cross, the night, the grave.

Eventually the resurrection also breaks through our own fears. This is the most extensive transformation ever, since it represents a victory over time. Time has lost its hold on humanity. At the resurrection of Jesus Christ, time gives way to eternity. The slow demise of man is no longer a threat, but a way of growing towards eternal life with God. Death lost its sting and instead of fearing death, it is something that believers can look forward to. It does not only transform our end which has become a beginning, but it also transforms the way in which we can live every day. When man lives for something, towards something, it makes a lot more sense, there is more purpose and more joy about life itself.

The importance of the resurrection is sadly downplayed. It is the celebration of the glory of God. It is the revelation of the boundless possibilities which a different God places within our reach. 







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# It's almost winter

**W**inter is in the air and it is time to establish your winter vegetable garden. Winter vegetables need a period of six to eight weeks to get established before the first frost.

Prepare beds by adding organic compost and work it in to spade-depth. Most of the vegetables can be grown from seed. If you sow carrots, beetroot and onions, it is better to sow it thickly and to thin it out later on, instead of sowing sparsely.

Cabbage, lettuce and spinach can be planted out and you can sow it in a small area, where it can stay until the plants are big enough to replant. Celery is also easy to replant. Fertilise your garden with organic fertiliser to ensure the healthiest vegetables for you and your family.

**Tips:** Mix garlic, onion juice and chilli powder, water and baby shampoo as a remedy against bugs and other pests.

Use an organic ground cover (mulch) to save water, since vegetables need a lot of water.

**List of winter vegetables which can be planted:** Onions, carrots, beetroot, radishes, lettuce, all types of cabbage, celery and chives.

A winter garden is at its best in spring. It should not be hard for you to take out a plant to make provision for your summer garden - plant accordingly. Due to the price of plants, I suggest that you plant in the sunny focus areas - use petunias, pansies and Namaqua daisies.

**Shady areas:** There is nothing like primulas to chase away the winter blues. They sow themselves and will come up again next year.

**Water:** Spray off the frost before sunrise. It will prevent a lot of damage to the garden. Don't water during the late afternoon - the water will freeze after sunset, particularly in sub-zero temperatures.

Remember to fertilise your whole garden to make sure all your plants are ready for spring.

Lastly, don't remove leaves from your beds, since they protect your plants against the cold.

Enjoy the winter season and stay organic! ●

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**SMS Senwes, Hannon and your name, telephone number and e-mail address to 31 022 before 31 July 2017 for a chance to win one of two gift packs of Hannon Intense Hydrating Moisturiser en Hannon Rehydrating Moisture Mask to the value of R655 each.**

Standard sms-tariffs apply and no employees of Senwes may enter. Visit the website [www.senwes.co.za](http://www.senwes.co.za) for comprehensive competition rules. ●

#### THE WINNERS OF THE PREVIOUS EDITIONS OF THE SENWES SCENARIO IS:

**(February/March 2017): CUM:** Joey Delpont from Lichtenburg.

**Hannon:** Madelein Oosthuizen from Koppies and Jacoba Boshoff from Bloemfontein. CONGRATULATIONS!

PHOTO: LEEF



# You have a calling. Even if you don't think so

MILANIE VOSLOO

"CALLING" SOUNDS VERY "CHURCHY". NOT EVERYONE WANTS TO BE A REVEREND OR A MISSIONARY. IN ADDITION WE STRUGGLE TO DEAL WITH EVERYTHING ON OUR PLATES EVERY DAY AND WE JUST DON'T HAVE TIME FOR MORE OBLIGATIONS.

**T**he truth is that each one of us has a calling to do something special - and this calling usually relates to one of the gifts already given to us. John C Maxwell said: People's purpose in life is always connected to their giftedness.

The question therefore is not whether you have been called, but what your calling is. Everyone in the world of agriculture, makes a difference to food provision in some or other way. Somewhere you are providing food to someone ... somewhere you create and give life! What a privilege! You indirectly make a difference to life.

However, it's not coincidence that you find yourself where you are today. You are in that place because your mere being can make a difference in the lives of others. You may have a special gift to work with people, to bring new hope through your creativity, or to unlock new possibilities through your wisdom. You may be someone who brings others to a new understanding. Your kind words may give people hope for tomorrow. Or you may be one of the people who, by living your ordinary life and by the way in which you deal with people, tell them about God - and also the type of God which He is. Forgiving, loving and good.

What do you think your calling is? How can you be yourself in such a way that others look at you and think: "I want to be like that. He/she has 'something' which I don't have."

Every child of God was called by Him to be something of Him. What have you been called for?

*Lord, thank you that You can touch lives through me - a broken human being. I want to stay close to your heart, hear your heart-beat; hear your words when You tell me to follow You. And to say yes when You call. ●*

## Win

### HOOP WAT KAALVOET LOOP

Life is hard at times... just like a pair of uncomfortable shoes at the end of a long day. At times like this you can come home to God; when you can kick off your heart's shoes and share your broken humanity with Him. In that safe space with Him you will experience how He banishes the dark inside of you and brings new hope.

*Hoop wat kaalvoet loop* has 101 devotions, beautifully designed and full of hope and inspiration. Milanie Vosloo shows you how you - despite many things - can be joyful about life and continue to hope. How you - despite everything - can continue to trust, simply because you have a Father who holds you close. With arms full of mercy and blessings.

The devotions in this book were taken from Milanie's top sellers, *Sielskos vir die vrou wat lêëf* and *Laat Sy liefde jou lei*. The book also contains scripture verses for specific needs and note pages at the back. The book was launched in August 2016. It is available at R179.95.

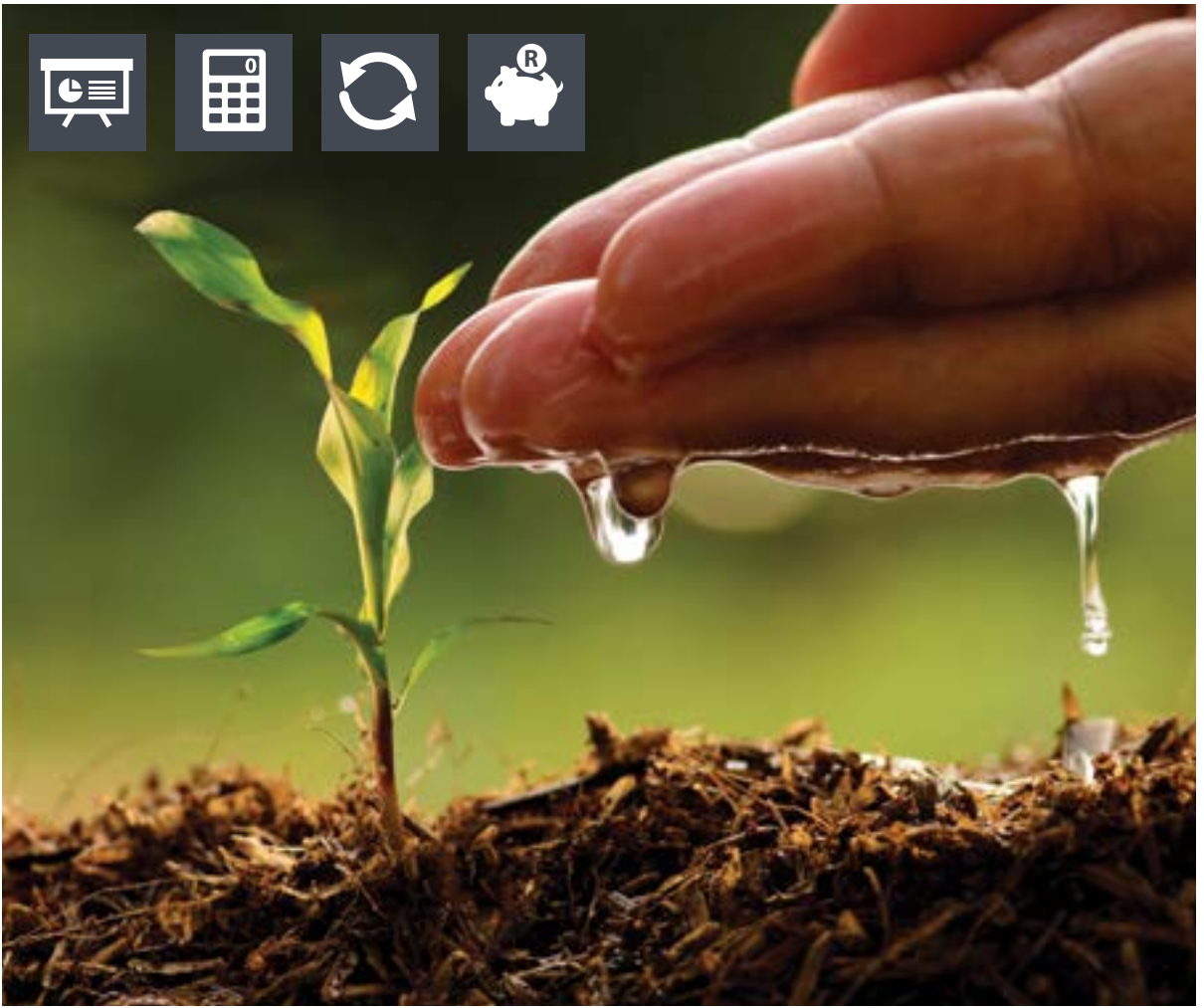
Milanie Vosloo is a top-selling author, who has touched the lives of thousands of women through her books. Her honest way of writing enables her to touch the heart and soul of her readers ... to inspire them and to bring hope. You will find that Milanie's words will touch your heart, because she shares her life experiences as successful businesswoman, writer, mother and friend with you with sincerity and wisdom.



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