



**FREE**

# SENWES Scenario

DECEMBER 2017 • MARCH 2018

**FOCUS ON  
KLERKSDORP**

**SPOTLIGHT  
Theuns Britz**

**SENWES RAKES  
IN AWARDS**

**AC van Wyk**

**Senwes Client bags Grain SA award**



**NEW ADDITION**



**455ZX FRONT WHEEL LOADER**

## FRONT WHEEL LOADER

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### CHRISTMAS JOY!

Kernel, Senwes' mascot helped to bring some joy to the hearts of 590 children during the 10th Senwes Christmas Tree project which took place in October. Read more about this on page 22.

We focus on AC, Grain SA's Grain Producer of the Year, as well as another stalwart producer near Klerksdorp, Theuns Britz, who farms just across the Vaal River.

The Area Focus is on Klerksdorp and Senwes head office in Klerksdorp. Senwes was also in the limelight a number of times – when it received the IRMSA and several others awards.

The *Senwes Scenario* research has been finalised and our readers can look forward to an exciting new edition of *Senwes Scenario* in April.

<http://fwd2.co/ScenarioApple>



<http://fwd2.co/ScenarioGoogle>



Read the Senwes Scenario online at [www.scenario.co.za](http://www.scenario.co.za) or download the Scenario app. "Like" us on Facebook at [facebook.com/ReadScenario](https://www.facebook.com/ReadScenario) and follow us on Twitter at [@ReadScenario](https://twitter.com/ReadScenario)



**DON'T MISS THE NEW SENWES SCENARIO WHICH APPEARS IN APRIL!**

Make sure you receive the eScenario newsletter bi-monthly for relevant company and industry news. **Sign in at [www.senwes.co.za](http://www.senwes.co.za).**



# South Africa unites for producers

IT CERTAINLY DID NOT GO UNNOTICED AND IT WAS WONDERFUL TO SEE HOW PEOPLE CAN UNITE.

**A**lthough Mondays are normally known as blue Mondays, the Monday of 30 October 2017 was characterised by numerous South Africans wearing black against the wave of crime and violence in our country. Large numbers of people, tractors, harvesters, bakkies and other farm implements occupied the country's roads as a sign of peaceful unity. Senwes had a number of prayer meetings, at head office and at various business units, to pray for God's guidance through this very difficult ordeal.

And may I say, it is about time for South Africa and the agricultural sector to unite. The reason why people wore black clothes or even black armbands made me think of the history of people wearing black. Centuries ago, women used to wear black after the death of a spouse for a period of up to two years. It is interesting that armbands came into use at the end of the 19th century. Long-sleeved shirts came

in one size only, with very long sleeves. The armband made it possible for each person to adjust the length of his shirt sleeves.

In the Western culture the norm is to wear black in memory of the family member, friend or acquaintance who died. Armbands later became part of a person's rank or to indicate that someone was a member of a specific group. During later years the captains of sports teams were identified by such bands as well.

As far as colours are concerned, it is interesting that purple was worn by women in the 19th century after the two-year period of grieving, and before they started to wear their normal clothes - a type of a transition period. Two synthetic purple colouring agents were developed during this time.

It is very positive for people to unite, but the reality is that there still is lot of hard work to be done to change the situation. If the safety of the broader community does not improve, the safety of producers will not improve. The total community will not be safe if the safety of producers does not receive the necessary attention.

*Aubrey Kruger*  
EDITOR

Do not miss the new Senwes Scenario which appears in April 2019!

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Typo

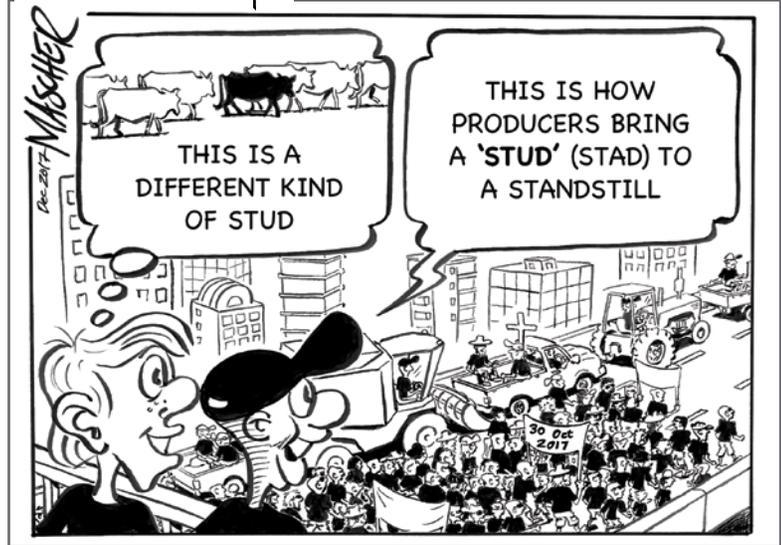
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## Pieter & Tshelo



### FRANCOIS STRYDOM

Senwes CEO

His message regarding the violence in South Africa.

“ALL problems in South Africa does not start with the letter Z, but it is damn close. Here it goes about leadership, a void in leadership. What we are seeing now is violence in all its forms - violence against women and children, violence in townships, violence aimed at farming communities, violence against town and city dwellers, violence on trains, in people's own homes, the aggressive behaviour of people on our roads. All of it emanates from the vacuum in which we are living.”

### JAPIE GROBLER

Chairman of Agri Securitas

After donations from various organisations, including Senwes, which amounted to in excess of R2,2 million.

“I feel small and humble. I have no other words. My family and I have also survived and experienced farm attacks over the past few months. It is easy to say thank you, as Chairman of Agri Securitas. It is quite different when you really know what it is all about. I would like to say thank you on behalf of every farmer in the country. Not on behalf of white or black people,

but on behalf of all farmers in South Africa, because that is where we apply the money.”

### JOHAN VAN HUYSTEEN

2017 Free State Young Farmer of the Year

His message to producers during the Senwes Future Focus Day at Nampo Park.

“CONTINUE with what you are doing and do it to the best of your ability. Never stop hoping. I always say that faith is trust in what you are hoping for. If you lose hope, you will lose your faith. So, you must remain hopeful, and positive, even if it is difficult. Do what you are doing, and do it well.”

### DAN KRIEK

Agri SA president and Free State farmer

About the fact that the country's 34 000 farmers are struggling against drought, natural disasters, policy uncertainties and they have to avert attacks on their lives.

“ALL these factors could result in food shortages and instability over the longer term. I am very aware of the emotional tension of farming communities and Agri SA and its provincial organisations will continue to search for solutions to stop the violent onslaught on our farming communities.”

### BOBBY VAN JAARSVELD

Afrikaans singer

“I will wear black tomorrow (30 October 2017). For every farmer on every farm. For my father and mother, family and friends who live and work on farms. For every murdered person in South Africa who paid with their blood. For justice. For love. For peace.”

## SENWES INTERIM RESULTS ANNOUNCED

The interim results for the six months ended 31 October 2017 are available on the Senwes website at <http://senwes.co/Fin2017>. The results will also be announced officially in the *Beeld* and *Volksblad* on 7 December and will appear in the *Farmer's Weekly* of 22 December.

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

(Aug/ Sep 2017): CUM: Marlene Human from Riebeeckstad. (Okt-Nov 2017) Senwes Park T20 cricket: Madelyn Harmzen from Klerksdorp.

# Senwes Client Bags Grain SA Award

SENWES CLIENT AND GRAIN SA GRAIN FARMER OF THE YEAR, AC VAN WYK, SAYS IT'S ALL ABOUT "THE VALUE YOU ADD TO ANYTHING YOU DO IN LIFE."

« MARLON ABRAHAMS

And that's why we chose Senwes. Senwes offers the best value, whether it's in the grain area or mechanisation area. Value is not just about money, it's about communication, people, passion and effective business principles."

AC, who was awarded the title of Grain SA's Farmer of the Year at a black-tie event on Friday, 13 October at the Theatre on the Track in Kyalami, ascribes his success to "being at the right place at the right time." He represents the seventh generation to work the land on the farm Warmhoek near Bultfontein, since his ancestors began subsistence farming in 1841. "As far as I understand it, we were Senwes clients from the very beginning, and over the years Senwes has proven to be the better option," says AC.

AC says that while he enjoys what he calls the "show culture" it's not in his nature to enter competitions as such. "I accepted the nomination from Grain SA to participate in the competition

because I think they are doing a good job for agriculture as a brand as well as the image of the farmer. There is a lot of good energy at Grain SA and I agree with their approach."

At present AC produces upwards of 40 000 tons of maize and he says the farm evolved into crop production, "but my grandpa and dad were sheep and cattle farmers respectively. Maize has been good to us, from a value point of view, the returns have been well worth the effort."

"I like the quote by business guru Warren Buffet, who said: 'find your passion and you'll never work a day in your life'. I knew since I was a kid that I wanted to plant and grow things," says AC. "I went to the USA to learn to plant maize. But the ground and climate are very different, so in terms of farming practices there are big differences. The main thing I took from that experience was that it taught me about people and different cultures and economies and world markets and how they operate."

"Labour management is a priority for me, the right people, who are managed the right way in the right position, can unlock tremendous potential. You have to create a win-win environment, a culture where there's a place for everyone and everyone wins."

Congratulations on your achievement AC, from everyone at Senwes. ●



AC van Wyk receives his certificate from Sonja Cloete (Senwes Grain Marketing Advisor).



*Geseënde Kersfees*



**JOU VISIE,** *ons passie.*

AAN AL ONS KLANTE... Jul getroue ondersteuning hierdie jaar word opreg waardeer. Mag die Kerseisoen vol geluk en vrede vir jou en jou geliefdes wees. Alles van die beste vir die nuwe jaar.



[www.senwes.co.za](http://www.senwes.co.za) | [www.senwes.mobi](http://www.senwes.mobi)



# Aerial imagery

## to help you farm better

Find your farm at  
[www.aerobotics.co.za](http://www.aerobotics.co.za)  
 for a



AEROBOTICS HAS DEVELOPED A DATA-ANALYTICS PLATFORM CALLED AEROVIEW, WHICH USES SATELLITES, DRONES AND ARTIFICIAL INTELLIGENCE TO HELP FARMERS OPTIMISE CROP PERFORMANCE AND REDUCE INPUT COSTS.

**6** This provides farmers with the data to track crop health, growth and moisture levels

down to individual plants, and to action this data through variable-rate fertiliser maps and an advanced in-field scouting app.

Aerobotics use aerial imagery to help derive crop insights according to COO Andrew Burdock. The aerial data is captured by either drones (controlled using the custom flight planning application) or satellite, using visual and multispectral imagery. The standard drone package is the DJI Phantom 4 drone with the Parrot Sequoia multispectral camera, this platform is extremely reliable and produces high quality imagery. This helps farmers with early problem detection, yield optimization and better resource management.

Depending on the crop, farm-

ers would typically capture drone data on a monthly basis. This is either done through using their own drone system or by connecting with one of Aerobotics' service providers throughout the country. Alternatively, satellite data is available weekly, and provides field health information and moisture maps.

The farmer can use various tools here to help interpret the data and identify things like problem areas within his fields. Further, he can download this data into our mobile application, walk into the field and make notes or take photos from the ground. All of this can be used to make better data-driven decisions and track change over time. ●

Aerobotics

**AEROVIEW**  
 CLARITY FROM ABOVE



WEEKLY SATELLITE IMAGERY, DRONE ANALYTICS AND IN-FIELD SCOUTING APP TO HELP YOU FARM BETTER FROM **ONLY R500 PER MONTH\***.



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To help you get the most out of your farm and to reduce your monthly input costs.



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Fly your own drone or request a professional drone pilot to come to you with just a click of a button.



#### ANALYTICS & FARM AUTOMATION

Our algorithms turn pictures into data providing meaningful insights to our clients to help you improve your farm.

# Christmas Messages

**M**att. 9:13 “For I did not come to call the righteous, but sinners, to repentance.”

Christmas goes hand in hand with a number of decisions to be made. Where will we be? What will we eat? Who will be getting what? With Jingle Bells ringing in your ears, it is time for another year's frustrating Christmas shopping. You and your wife argue long before the first gift is in the shopping trolley.

I read the following on social media and decided to share it with you:

Where is your ship of dreams heading?

The Titanic was known as the ship of dreams, the unsinkable ship. Yet, she went to a watery grave on Sunday, 14 April 1912 within a mere two hours.

During these two hours a number of interesting incidents took place. There weren't enough life boats and when the captain announced on a megaphone that women with babies would go onto the life boats first, a woman without a

baby realised that this would be her end. A man with a baby in his arms ran past her, then suddenly turned back and put his child in her arms: “This is your child... run for a place on the life boat!”

What will be your most valuable Christmas gift?

We are all aware of the fact that our life journey, like the Titanic, will sink somewhere. We also know that not all people will be able to find a place in the life boat of Jesus Christ.

At Christmas God puts His child in your arms once again and says: “It is yours... run for my life boat!”

Are you still wondering about the gift you should give? Give this message of God's life boat to someone.

My wish for you - may you find a place on God's life boat!

I wish you a blessed Christmas and may 2018 bring you much happiness and joy!

**Danie Minnaar**  
SENWES  
CHAIRMAN



**W**e are in the midst of another production and planting season and at the end of 2017 - one of the most challenging seasons to date. Politics, the economy, volatility, uncertainty and crime are some of the aspects with which we were confronted on a daily basis. The reaction of a number of people would more than likely be: everything happens for a reason - what will be will be, there is a reason for everything! It implies that we will all enter an exact, pre-determined and fully programmed eternity!? I believe that we will all experience the exact opposite. God listens and changes situations when we work hard, analyse thoroughly and incessantly pray for His mercy. He promises that He will listen to us.

I would like to sincerely thank every customer of the Senwes Group - producers, traders and processors - you are the reason for Senwes' strategy. I wish you all the best for the Christmas season and new year. We are approaching it with courage and hope, we are positive that enough people in South Africa would like to see the right things happen!

Thank you and all the best to you and your loved ones.

**Francois Strydom**  
GROUP CHIEF EXECUTIVE OFFICER



# Klerksdorp

[ 1837 – 2017 ]

*a true gem with 180 year history*



*The impressive municipal office building was designed by Gerhard Moerdyk who also designed the Voortrekker Monument.*

NO WONDER KLERKSDORP IS ON THE TREASURE ROUTE ON THE N12 - THIS GEM OF A CITY OF AGRICULTURE AND GOLD CELEBRATES ITS 180TH BIRTHDAY THIS YEAR.

« AUBREY KRUGER

### THE EARLY YEARS

Klerksdorp was founded in 1837 by 12 Voortrekker families who came to live on the banks of the Schoonspruit. It is the oldest town north of the Vaal River (Transvaal). The town was named after the first magistrate of the area, Jacob de Clerq. Gold was discovered almost 50 years later, in 1885-86, which resulted in Klerksdorp becoming known as the city of gold. However, few

people know that diamonds were also mined here.

### WELL-KNOWN KLERKSDORP INHABITANTS

Famous Klerksdorp inhabitants number quite a few. Some of the better known ones are Archbishop and Nobel prize winner Desmond Tutu, who was born here in 1931, as well as the 2012 Miss South Africa, Marilyn Ramos. Soccer supporters will remember Philemon Masinga, the player who scored the goal against the Republic of the Congo, thereby securing Bafana Bafana's place in their first soccer world cup in France. Other well-known people include a number of rugby and cricket players. This writer experienced the rugby games of former Springbok rugby player Piet van Deventer and also attended his funeral in 2013. Cricket player Jacques Faul, former CEO of Cricket SA and current CEO of the Titans, is another one of the city's export products. Another cricket player is Marnus Labuschagne (Australia), who is well-known for his famous short-leg catch which got rid of Varun Aaron of India in 2015. Producers will remember his video on social media, where he is seen catching a mealie. Former presenter of *Boer soek 'n Vrou*, Elma Postma, or otherwise known as Dezi of 7de Laan, is also from Klerksdorp, as well as Jonathan from Radio Raps, better known as Rikus de Beer. Eben Dönges, a former president, is also from Klerksdorp - he was succeeded by BJ Vorster.



*The monument is in memory of the women and children who died in the Klerksdorpse Concentration Camp (1899-1902).*



*The Old Church was opened in 1898.*



The Hinterland branch in Klerksdorp is at the current site in Margaretha Prinsloostraat since 1996.



Hendrik Potgieter Street - 1837! The oldest street north of the Vaal- and Orange rivers (Transvaal).

The fuel station personnel! At the back are Valerie Jonathan, Shadow Slambee, Ronald van Wyk, Samuel Maleme and Philimon Motebe. In front are Happy Leburu, Rico van Schalkwyk, Samuel Choabi and Glendon Victory.



actually refers to the “gold boom” of the time and not to a tree as such.

The remains of the 12 Voortrekker families were reburied during the centenary celebrations at the Concentration Camp graveyard in Goue Road.

The well-known bronze statues in front of the municipal offices in the city are the city's symbol and were designed by sculptor Danie de Jager. A number of metal replicas can be seen on the N12 and they represent agriculture and mining, on which the city was built.

The cornerstone of the impressive building, which was designed by the well-known architect Gerhard Moerdyk, was laid in 1949. Moerdyk also designed the Voortrekker Monument. Dönges inaugurated the building and state president CR Swart inaugurated the last part of the building in 1963.

The Oukerk (Old Church) has been part of the city for almost 120 years since it was opened in 1898.

The first Klerksdorp newspaper was the *Representative* (1988), which replaced the *Klerksdorp Pioneer*. The name changed a few times and is now known as the *Klerksdorp Rekord*.

Klerksdorp also had one of the largest concentration camps between 1899 and 1902, during the Anglo Boer War.

**SENWES**

**Head Office turns 40**

In this first edition of 2018 it is worth mentioning that the Senwes head office will be celebrating its 40th birthday in 2018. The building was inaugurated by the Minister of Agriculture at the time, Hendrik Schoeman, on 20 October 1978. It replaced the previous head office which was situated in Corrie de Kock Street and which served as the Senwes head office for almost 32 years.

It is interesting that Klerksdorp producers convened a meeting to establish an agricultural co-operative - Senwes (De Centraal Westelike Co-operatiewe Landbouwen Vereniging) was established under a tree, with the objective of handling the grain of producers.

**Branch**

The Senwes branch has been in Klerksdorp for many years and has been in the East End Plaza in Margaretha Prinsloo Street since 1996. Earl Smiles is the branch manager and he manages the branch with 50 members of staff.

**SENWES SILOS IN THE AREA**

**Hartbeesfontein silo**

The silo was inaugurated by the Minister of Agriculture, Hendrik Schoeman, on 12 May 1978. The silo takes in mostly maize, sunflower, wheat and soybeans. It has 20 silo bins with a total capacity of 101 000 tons.

**Vierfontein Silo**

The total capacity of the silo is approximately 109 000 tons. In order to be able to accommodate this year's harvest, 147 silo bags had to be made available at the silo, which created additional capacity of 25 700 tons.

**INTERESTING FACTS**

The oldest street north of the Vaal and Orange Rivers (Transvaal), Hendrik Potgieter Street, is at the foot of the Oudorp koppie with its Telkom tower. The street runs from the Christelike Vereniging van SA on the one side right to the N12 on the other side.

MG Jansen van Vuuren and AP Roos discovered gold here in 1885 and 1886 respectively. Boom Street in the city centre

**FROM A TOWN TO A CITY**

The 150 year celebrations were

> CONTINUED ON PAGE 10

**Klerksdorp**

> CONTINUED FROM PAGE 9

held in 1987 and many inhabitants joined in the celebrations, the writer being one of them as a grade two learner at the time. Even state president PW Botha attended the event at the Oppenheimer Stadium. Six years later, in 1993, Klerksdorp was declared a city and freedom of the city was given to another Nobel prize winner, state president FW de Klerk.

**MORE TOWNS IN THE AREA**

Orkney was founded in 1940 and was named after the Orkney Islands, north of Scotland, birth place of gold pioneer Simon Fraser. Fraser mined gold on the farm Witkoppen. Readers will also remember the town for the TV-series and film Orkney Snork Nie. It is interesting that the exterior of the house used for the series can still be seen near the golf course, although the series was actually filmed in Gauteng. Oh yes, the writer of the series, Willie Esterhuizen, is from Klerksdorp as well.

Stilfontein was founded in 1949 as residential area for the three large mines in the region, namely the Hartbeesfontein, Buffelsfontein and Stilfontein mines. Proverbially the area can be described as the food basket, spelt as KOSH, which includes the H for



*In memory of the men who died in the World Wars, 1914-1918 as well as 1939-1945.*

Harbeesfontein. This little town was founded in 1955 and Anton Goosen sings about the town in his song *Geelperskereën*.

In addition to Goosen's song, two school songs describe the town, the words of the one being: *"Uit sy aarde diep en ryk, tussen mynhoop en die lande weiwend graan..."*, and the words of the other, *"Hier in die Wes-Transvaal se velde vier in suiwer lug so blou."*

I cannot describe it any better myself - a city experience in a country area. ●

**KLERKSDORP  
Agricultural Business Manager**

**GRETHA HATTINGH**

Gretha Hattingh is your faithful agricultural business manager and serves Klerksdorp and Hartbeesfontein.

She is experienced in this field and joined Senwes in 2009, which means that Gretha will be celebrating her 8th year here on 1 December 2017. Her job title changed from relationship manager to agricultural business manager in August this year.

She cannot emphasise the sustainability of the producer enough. She has to be aware of what is happening in the agricultural environment at all times in order to be the Hinterland customer's best partner on the farm.

Producers and customers can contact her at the office in Hartbeesfontein at 018 431 0690 or by 072 433 1694. ●



uppermarketing A17197

**FEESTYD IS FAMILIETYD!**

Monsanto wens jou en jou geliefdes 'n feestyd gevul met liefde, lag en saamwees.

Mag elke dag vreugde inhou en die nuwe jaar geseën wees met nuwe geleenthede en die geesdrif om die meeste van elke dag te maak. Monsanto sien daarna uit om elke geleentheid saam met jou aan te pak.

**Kersfees ... 'n tyd om ons seëninge te tel.**

# Solar power at night

SO YOU HAVE BEEN EAGERLY FOLLOWING THIS SERIES OF ARTICLES AND INTERESTED AS YOU MAY BE YOU STILL HAVE ONE BURNING QUESTION. WHAT CAN I DO TO USE SOLAR POWER AT NIGHT?

**T**he answer is to incorporate batteries as part of you solar system. However, the field of batteries opens up a whole new field of questions and considerations such as:

- For backup or energy saving purposes?
- Lithium, Lead Acid, Gel or any one of the other options?
- How long will they last?
- Can I use a 12V battery? Why are there batteries with different voltages?

If budget is not a consideration and you want to impress with the latest and greatest then opting for the Lithium Ion batteries such as the Tesla power wall is the way to go. Just keep in mind that battery lifetime is measured in cycles and not years and although Li-Ion batteries generally provide more cycles

your intended use should be kept in mind.

Using the battery daily, ie daily cycling, versus using the battery as a back-up during grid failures will yield vastly different battery lifetimes in terms of years.

The next consideration is temperature, batteries are very sensitive to high temperatures and every degree above 25°C greatly reduces the battery lifetime.

Newer battery technologies such as Gel batteries are so called “dry” batteries and require less maintenance than traditional Lead-Acid batteries, they are also more robust in terms of environmental conditions but require more sophisticated charging algorithms.

A typical battery inverter operates with at 48V DC on the battery side thus if you have four 100Ah 12V batteries connected in series you will reach the required 48V level with 100Ah of battery storage able to deliver 4 800VAh, if for you were to use 1 000Ah 2V batteries you would require 24 cells and the system would be able to deliver 48 000VAh. Thus, lowering the cell voltage is a way of increasing the total battery capacity.

Incorporating a well planned battery element can add great value to a solar system by providing additional night time energy and energy security. ●



11

## MOTLA

Our expertise are the building blocks of the future

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# Theuns Britz is in control and builds his blue-gum tree family

SENWES SCENARIO VISITED BLOEKOMBOOM FARMING WHERE SENWES PRODUCER, THEUNS BRITZ, IS IN CONTROL AND IS LITERALLY INVOLVED IN EVERY ASPECT OF HIS FARMING OPERATIONS. THE BRIDE AND BRIDEGROOM BALES AND YELLOW AND BLUE MINIONS SHOW THE DIRECTION TO THE FARM BETWEEN KLERKSDORP AND BOTHAVILLE.

« AUBREY KRUGER

## THE BRITZ FAMILY

One realises immediately that family is of the utmost importance at Bloekomboom Farming. Theuns and his wife Hendrina are the perfect example for their children Theuns Junior, David, Lizelle and Yolandi. Both will be turning 60 next year and they will be celebrating their 40th wedding anniversary. In addition Theuns is the senior producer, renovator and even the main chef at their guest farm, La Rouge. Hendrina, who is described as his iron woman, and Lizelle are in control of the guest farm. Theuns junior, who is also the chairman of the Manna Study Group, is involved with the crop and cattle farming and David, a former rugby player, and his mother, manage the the administrative and financial aspects. More recently Theuns' son-in-law, Shaun Marais, also became involved with the farming

operations and he works on the crop and cattle farming side with Theuns junior.

## NEW OPPORTUNITIES ARE WHAT THEY THRIVE ON

New opportunities are what drive them. It makes this family even more unique - as unique as the farm, the guest farm and now also the feedlot, which is still in its infancy. It forms part of his view that one should not only depend on one source of income.

## FARMING OPERATIONS

80% of the farming operations focus on maize and the remainder of the land is used for feed crops and cattle farming. He recently established the feedlot and the

intention is to expand the small livestock component as well. The area between Klerksdorp and Bothaville is quite unique in that they have sandy, red and clayey soil which, according to Theuns, means that almost any crop can be cultivated here. With a water table and approximately 600 mm of rain per season, they are geared for success.

## BOOM (TREE)

The choice of a name for the farming business was done one Sunday morning, to lend a single identity to all the farming components. It refers to a tree on the farm which is approximately 70 years old. A blue-gum tree is a strong grower and is well



Hendrina and Theuns Britz at the huge blue-gum tree after which the farming business is named.

The bride and groom on the side of the road. Better known as Mr. and Mrs. Bale.



The Britz family! At the back are David, Theuns Junior, Janine, Hendrina, Theuns Senior, Lizelle and Shawn. In front are grandchildren Mijané, little Theuns Junior and Leanke. Insert: The other grandchildren Wilandi and Pieter with Theuns Senior and Hendrina.



The cattle farming is only a fraction of the total farming business and the feedlot is a new addition.

anchored - the strong root system symbolises the family. The branches of the tree represent the diversification and growth of the farming operations. The emblem of the tree will always be the emblem of how to go about for his children.

**DECIDE ABOUT WHAT SUITS YOU**

His advice is that it is important to determine whether the opportunities that come your way, are really meant for you. He warns that you really have to consider a new business venture. "It must be part of your nature and you have to like it," Theuns said passionately about the basis on which they evaluate opportunities. It is also important to have reliable people working for you. Although you have to pursue perfection, it is not always possible.

What they are trying to do with all the expansions is to walk the extra mile and not to disappoint people. "That something extra, even if you don't get paid for it," Theuns said. So, think carefully before you make decisions and be sure you can persevere to see everything through that you embark on.

**LA ROUGE GUEST FARM**

The name La Rouge Guest Farm was chosen because they love red and rusty ornaments and because of the red soil in the area. Theuns also loves a specific red tractor, although there are a few green tractors on the farm as well. The guest house has 47 rooms, which can accommodate 100 guests, and two large halls for functions, with a dome and a chapel. A number of celebrities have been married on the farm, which include actors Leandie du Randt, Hans Strydom and Pascal Pienaar, entertainment artists such as Adam Tas and comedian Andries Vermeulen and a number of others, as well as locals such as Britz family members. A bridal show has also been hosted on the farm for the past five years.

The "Wenakker" was the brain child of Lizelle, who is the creative one in the family. One of their most favourite dishes is the Wenakker steak and chips.

**SENWES AND HINTERLAND**

Theuns delivers his grain at the Vierfontein silo, which is a stone's throw away from the farm. He has been a Senwes member since

1978 and he uses the services of, inter alia, Senwes Credit. He does most of his purchases at the Hinterland branch in Klerksdorp, including animal products and remedies. He depends on the professional advice of key account manager at Senwes, Andrew Weber, and agronomist Willem van Zyl. His father was also a Senwes customer.

**THEUNSES IN ABUNDANCE**

There has been five generations named Theuns (Theunis Fourie Britz), namely his late father Tenie, Theuns himself, his son Theuns Junior and grandson Theuns, who all carry the name with pride. He makes specific mention of the smaller branches, his grandchildren, Theuns, Mijané, Léanke, Pieter and Wilandi. All descendants of him, the tree.

There will always be new shoots, whether family members or ideas, and we know that Bloekomboom Farming will continue to develop. The latest is a huge bear which will be joining the bridal couple and the minions. And although he is still in charge, Theuns has trained all concerned to avoid any confusion should the day come when he is no longer here. In the end it is the grace of God which keeps them anchored. ●

# Soil health and the impacts of conservation

INVESTIGATING THE IMPACTS OF CONSERVATION AGRICULTURE PRACTICES ON SOIL HEALTH AS KEY TO SUSTAINABLE DRY LAND MAIZE PRODUCTION SYSTEMS ON SEMI-ARID SANDY SOILS WITH WATER TABLES IN THE NORTH-WESTERN FREE STATE.

« DANIE BEUKES, ANDRÉ NEL GERRIE TRYTSMAN, MARYKE CRAVEN, SONIA STEENKAMP OWEN RHODE, PETRUS VAN STADEN EN BOET VAN ZYL

The sandy soils of the North-Western Free State are known for their inherent compaction problem, low organic matter content and low nutrient and water retention capability. Research in the 1970's led to the implementation of the rip-on-the-row (ROR) tillage system, which comprised various depths of ripping, mostly on the row, in combination with secondary shallow tillage practices. Actual problems that still exist are the short-term residual effect of ROR, poor retention of crop residue, soil losses and seedling damage due to wind erosion and the impact of

fluctuating water tables.

A comprehensive investigation based on Conservation Agricultural (CA) principles and practices was launched in 2016 by the Sandy Soil Development Committee to enhance and maintain the productivity of these soils in view of national food security. The emphasis will be on: (i) poor soil health, (ii) soil compaction, (iii) diversifying annual cropping systems to include legumes, perennial crops and forages in rotations, (iv) using cover crops in conjunction with row crops, (v) integrating livestock with cropping systems (vi) prevalence of crown and root rot, nematode infestation, microbial diversity and activity and (vii) profitability information of various CA systems and practices.

## Highlights from the first season (2016/17)

**TRIAL 1: Regenerative CA crop-livestock integrated system with rotations of maize summer-winter diverse ley crops (Danie Crous, Deelpan, Kroonstad):**

### *Growth and yield of crops:*

- Dry matter (DM) yields of the summer cover crops ranged from 14.5 to 17.1 t ha<sup>-1</sup>, while DM yields of the winter cover crops ranged from 11.3 and 16.1 t ha<sup>-1</sup>.
- The winter cover crops gave the highest water use efficien-

cy (WUE) compared to the summer cover crops (36.6 vs. 25.9 kg dry matter mm<sup>-1</sup> ha<sup>-1</sup>), while the monoculture maize attained a WUE of 14.3 kg grain mm<sup>-1</sup> ha<sup>-1</sup>.

### *Soil water studies:*

- The summer cover crop mixture led to a build-up of soil organic carbon (SOC) in the 0-100 mm layer of 0.74% C compared to, for example, 0.49% C under a grass land.
- Between rainfall events, soil water content (SWC) quickly approached the permanent wilting point. SWC was much lower under the summer cover crop mixture compared to the maize crop immediately after a rain event. This is probably due to the interception of the rain by the closed canopy of the former crops, followed by evaporative losses directly from the crop canopy. A full SWC profile was measured on the fallow land before planting of the winter cover crops.
- Leaching of costly and health threatening NO<sub>3</sub>-N on these sandy soils appears to be a serious problem. Another health threatening component was the presence of high concentrations NO<sub>2</sub> (nitrite). Other plant nutrients, such as PO<sub>4</sub>, K, Ca and Mg, were also present in both water tables at all dates of sampling.

# agriculture practices

## *Root pathogens and soil microbial studies:*

Being the first season, the observed trends will serve as base line data for the following seasons.

## **TRIAL: Interactions of plant row width, population density and cultivar as component to the sustainable cultivation of monoculture maize on sandy soils (Thabo van Zyl, Doornbult, Bothaville):**

### *Agronomic observations:*

- Maize in 1.524 m rows had 2.5 times the number of tillers compared to plants in 1.016 m rows.
- Maize grain yield was affected by both plant population and row width. The mean yield of the 1.016 rows was 1.37 t ha<sup>-1</sup> higher than that of the 1.524 m rows. The results on yield per plant as related to plant population and row width indicate that the cultivar displays tolerance to stress caused by increasing plant densities.
- The best margins were realised with narrow (1.106 m) rows at high population densities, compared to wider (1.524 m) rows. For example, R5082 ha<sup>-1</sup> and R5153 ha<sup>-1</sup> were realised with narrow rows at population densities of 30 000 and 50 000 plants ha<sup>-1</sup>, respectively. With wider rows (1.524 m), the highest margin (R3001 ha<sup>-1</sup>) was obtained at a population of 25 000 plants ha<sup>-1</sup>,

compared to R1703 and R2356 ha<sup>-1</sup> for 20 000 and 50 000 plants ha<sup>-1</sup> respectively.

## **TRIAL: Interaction of population density and cultivar as component to the sustainable cultivation of monoculture maize on sandy soils (Danie Minnaar, Vlakovlei, Kroonstad):**

### *Agronomic observations:*

- The number of tillers per plant was not affected by seeding density.
- Each cultivar had a unique yield response to seeding density. Optimum population density appeared to be above 23000 ha<sup>-1</sup>.
- Cultivar 78-87Bt at plant population of 24 000 plants ha<sup>-1</sup> gave a slightly higher (R12246 ha<sup>-1</sup>) margin than 26 000 plants ha<sup>-1</sup> (R12187 ha<sup>-1</sup>). It appeared as if the economic optimum population for cultivar 78-87Bt is 22000-24000 plants ha<sup>-1</sup>.
- For cultivar 78-17Bt a plant population density of 26 000 plants ha<sup>-1</sup> yielded a higher (R11443 ha<sup>-1</sup>) margin than 24 000 plants ha<sup>-1</sup> (R10891 ha<sup>-1</sup>).
- Comparing the margins of the two cultivars, it can be seen that cultivar 78-87Bt with a population of 24 000 plants ha<sup>-1</sup> yielded R803 ha<sup>-1</sup> more than the 26 000 plants ha<sup>-1</sup> of cultivar 78-17Bt.

### **TRIAL: The optimum depth of rip-**

## **ping for the sustainable cultivation of monoculture maize on sandy soils (Thabo van Zyl, Doornbult, Kroonstad):**

- Grain yield increased linearly with ripping depths from 45 to 75 cm at a rate of 0.87 t ha<sup>-1</sup> per 100 mm increase in ripping depth.
- No significant yield response was found by increasing the ripping depth beyond 75 cm.
- The 90 cm ripping yielded a slightly higher margin than the 75 cm ripping. However, the additional capital cost will eliminate this financial advantage. It can be concluded that 90 cm ripping would not have a financial gain over the current farm practice of ripping to 75 cm depth.
- Ripping shallower than 75 cm will not be economically viable.

### **IN SUMMARY IT CAN BE CONCLUDED THAT:**

Although it was the first experimental season, valuable results were obtained that will form the base line for follow-up seasons. All on-farm trials proved to be viable and showed the potential to contribute to practical conservation agriculture practices that will improve soil health as key to sustainable dry land maize production systems on semi-arid sandy soils with water tables in the North-Western Free State. ●

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# Julias Ramohlabi appointed member of PETFAFF

*Training is his passion  
Developing agriculture is the gain*

JULIAS RAMOHLABI IS A MAN WITH A TREMENDOUS PASSION FOR TRAINING. HE CELEBRATES A DECADE AT SENWES THIS YEAR, SINCE BEING APPOINTED AS A JUNIOR AGRONOMIST IN 2007.

« AUBREY KRUGER

A year later he was promoted to agronomist and he served in this capacity until he became key account manager in 2015. He is now the manager of the developing agriculture section and is responsible for the total portfolio.

He was appointed as a member of the Provincial Education and Training Forum for Agriculture, Forestry and Fisheries (PETFAFF) in the Free State recently, after having been nominated by Senwes.

He is honoured for having been nominated and then to be one of the select few to serve on the forum. His immediate response was that “it is an opportunity to make a meaningful contribution towards developing agriculture and the training of our farmers”.

We asked Julias a few more questions.

## WHAT IS YOUR ROLE REGARDING DEVELOPING AGRICULTURE?

“My main responsibility within Senwes is to grow the developing agriculture book and provide access to finance, technical assistance (mentoring) and access to market.”

## WHICH CROPS ARE YOU FOCUSING ON?

“We are focusing mainly on farmers who are planting maize, sunflower, soybeans and wheat.”

## WHAT ARE THE MAIN CHALLENGES FOR EMERGING FARMERS?

“The main challenges that affect emerging farmers to access funding are: Lack of collateral, a thin balance sheet, negative cash flow and repayment ability.”

## HOW DO YOU SEE DEVELOPING AGRICULTURE IN SOUTH AFRICA?

“There is a good prospect of success in the developing agriculture, but government and private sector need to work together.”

## WHAT NEEDS TO BE IMPLEMENTED IMMEDIATELY?

“The Government should release the title deeds so that the farmers can access funding from financial institutions or give credit guarantees.”

## WHAT ARE YOUR RESPONSIBILITIES AS A MEMBER OF THE TRAINING FORUM?

“My main responsibility will be to advise the Department of



Agriculture, specifically the MEC of Agriculture, regarding the training of farmers and students in respect of agriculture at large.”

## HOW DO THE TWO POSITIONS RELATE TO EACH OTHER?

“They complement each other perfectly. I pursue intensive mentorship to ensure smoother transition – the only way to transfer skills is through training.”

## WHAT IS YOUR MOTTO, AND CHALLENGES FACING SOUTH AFRICAN AGRICULTURE?

“I am not a person who likes to see boundaries being imposed on me, just give me my freedom and I’ll create my own boundaries. The agricultural sector in South Africa is constantly affected by changes in climate, technology and policies.”

## “WHERE CAN PRODUCERS CONTACT YOU?

They can call me directly on 018 464 7156, or send an e-mail to [julias.ramohlabi@senwes.co.za](mailto:julias.ramohlabi@senwes.co.za).



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# Price risk management alternatives for the 2017/18 marketing season

PRICE RISK MANAGEMENT IS ONE OF THE MORE DIFFICULT DECISIONS WHICH PRODUCERS ARE CONFRONTED WITH EVERY SEASON. HOWEVER, A PRODUCER HAS TO BE SATISFIED WITH THE REALITY THAT HEDGING DECISIONS FOR ANY CROP PLANTED AND TO BE HARVESTED ARE TAKEN ON THE BASIS OF INFORMATION AVAILABLE AT THE TIME.

« FRANS DREYER

**H**edging on the JSE Agricultural Commodities Market (SAFEX) remains the only means of managing the different alternatives and to mitigate counter-party risk. It is also important for producers to understand the implications of implementing a hedging strategy in order to avoid any future misunderstandings.

Against this background and with the information at our disposal four hedging alternatives are reflected in Table 4. The strategies are proposed, based on the fact that domestic stock is currently more than sufficient and that exports and consumption at the current rate will not decrease the

surplus. Weather predictions for the coming season look favourable and intentions to plant indicated that stock levels will probably remain at high levels. USA prices are mostly trading in a sideways band, but the rand has the potential to increase export parity levels significantly.

The detailed article with more background information regarding the fundamental factors and potential price drivers for the coming season, can be read at <http://senwes.co/frans>.

For more information, please contact your nearest grain marketing advisor (procurer). Alternatively Frans Dreyer - Grain Brokerage (018 464 7786), Hansie Swanepoel - Market Information (018 464 7575) or Hennie du Plooy – Producer Marketing (083 388 4968). ☎

**Table: Hedging strategies**

Strategy	Advantage	Disadvantages	Important to bear in mind
<b>Minimum prices/ (Put option)</b> <i>Low risk</i>	Protects against price decreases.	Option costs high - close to export parity.	Market prices move to more than the option premium every season. Should the price increase and should there be more certainty about the harvest, this option could be resold and a portion of the option premium can be recovered.
<b>Synthetic minimum price (fixed price contract and buy call option)</b> <i>Medium risk</i>	Protects against price decreases. Potentially lower option cost than minimum price.	Price increases between the fixed price level and the out the money call option level cannot be utilised.	Should the market price move to above the call option level, it would be sensible to reconsider the strategy in respect of profit taking by reselling the call option. This option premium profit can then be added to the fixed price level.
<b>Fixed price (high risk)</b>	Protects against decreasing prices. No option cost.	Cannot share in upward price potential.	A fixed price strategy poses definite delivery or expensive buying-out risks. The market usually increases in an aggressive manner when a fundamental movement takes place, such as a mid-summer drought in a critical phase of the growing season. The required production levels may not materialise in order to deliver against the lower fixed price.
<b>Senwes Collective Price contract (CPC)</b> <i>(Low risk)</i>	Protects against decreasing price movements. Tonnes of producers forming part of the product, are hedged by means of one or more fixed hedging strategies through the course of the production season.	Option costs can be high should the market move in a lower or sideways direction throughout the season.	Utilise upward price potential actively and objectively by means of fixed strategy principles.

# Senwes Future Focus looks at closer collaboration in rural communities

Nation in  
Conversation

THE 14<sup>TH</sup> ANNUAL SENWES FUTURE FOCUS CONFERENCE WAS HELD AT NAMPO PARK, NEAR BOTHAVILLE ON 27 SEPTEMBER 2017 WHERE CLOSE TO 600 GUESTS ATTENDED A DISCUSSION ENTITLED: "HOW CLOSER COOPERATION CAN BE ESTABLISHED IN RURAL / SUBURBAN COMMUNITIES BETWEEN DIFFERENT STAKEHOLDER GROUPS".

The discussion was filmed by the respected Agri-chat show, Nation in Conversation and will be broadcast during the series next screening in 2018. The show is made possible through a sponsorship collaboration between Senwes and partners.

The topic was particularly relevant against the backdrop of the recent protest action

which threatened to destabilise small rural towns like Coligny, Hartbeesfontein and Lichtenburg.

The panellists around the table included: Francois Strydom, Group CEO Senwes, Roelf Meyer of In Transformation Initiative, Deputy Minister Local Government Andries Nel, Nompumelelo Runji, Political Analyst and Johan van Huyssteen, Freestate Young Farmer of the Year.

Francois got the ball rolling by sharing business' perspective that it's not all about the profits, "People have a misconception about business, it's not about how much money we want to make, we need all the components to be running smoothly for us to be successful."

Johan van Huyssteen said the role of the producer was clear and unambiguous: "Our role is to produce, we are involved with the community on the level of the meal. We provide food security for the nation, if we don't pro-

duce, people don't eat."

To enjoy the full and riveting discussion, please access the Nation in Conversation website at [www.nationinconversation.co.za](http://www.nationinconversation.co.za) for full broadcast details. Senwes would like to congratulate Nation in Conversation and show host Theo Vorster who were recognised with a special award at the Agricultural Writers SA Awards evening in Bloemfontein on 12 November 2017. The award was given in recognition for the ground-breaking show which has taken the Agri-discussion from the platteland to mainstream South Africa and the consumer. ●



Senwes recently received a special award from Agricultural Writers SA for the groundbreaking Nation in Conversation series. The well-known anchor of the show, Theo Vorster (Galileo Capital) as well as Danie Minnaar (Chairman of the Senwes Board) accepted the award from Magda du Toit (Chairman Agricultural Writers SA).

## MORE THAN R2.2M FOR AGRI SECURITAS TRUSTFUND

R2.266 million was raised from various organisations for the Agri Securitas Trustfund during the 2017 Agri SA Congress, held in October 2017. Senwes, together with NWK, AFGRI and OFM contributed a huge R456 000, with Danie Minnaar, Chairman of the Senwes Board, handing over the cheque to Japie Grobler, Chairman of the Trustfund. Dirk Kok from OFM is in the back. ●



# Senwes stands tall after receiving IRMSA award

On Friday, 3 November 2017, Senwes received a prestigious award at the IRMSA (Institute of Risk Management South Africa) Gala Dinner Awards function, which was held at the Gallagher Convention Centre in Midrand.

IRMSA awarded Senwes as the winner in the category of Agriculture, Forestry and Fisheries after the nomination from IsoMetrix for an outstanding risk management initiative with another agri-company, VKB, finishing as runner-up.

Group Risk Manager at Senwes, Chris Koch, accepted the award from the president of IRMSA, Berenice Francis. Upon receiving the award Koch said it is firstly great to receive a nomination and to be announced as the winner was an even greater honour. He said that IsoMetrix were very involved with Senwes' Risk Model and what gave Senwes the edge was that very few companies incorporate or use the residual risk based model to the extent that we utilise it.

Koch reiterated that the award was specifically for the residual risk based model and the manner in which they quantify risk and monitor this on their system. The initiative firstly had to display best practice and secondly had to have a significant impact on the company or risk management industry. Furthermore the compliance and audit departments are also currently using IsoMetrix as their solutions partner. Different teams contributed to the overall successful implementation of the various IsoMetrix modules which included, amongst others David Theron (Compliance Officer) and Dirk Opperman (Group Executive - Internal Audit and Assurance).

### WHAT DOES THE AWARD MEAN?

It is a testimony to the strides that we as a company have made and the opportunities that could still be used going forward. It shows the adherence and drive towards best practice principles and highlights the risk-averse culture of Senwes. The award further indicates an improvement in the



Group Risk Manager at Senwes, Chris Koch with the IRMSA award.

overall risk management maturity of the group.

However, the responsibility and accountability for risk management reside at all levels of the organisation, from its board down to each business manager and employee. This recognition shows the diligence and meticulousness of how Senwes does risk management, which is industry leading given the award. ●

## Draft Taxation Laws Amendment Bill 2017

National Treasury makes amendments to our tax legislation each and every year, and in this article we examine the 2017 Draft Taxation Laws Amendment Bill, as supplemented by National Treasury. Please note that as this is only draft legislation and may change.

The repeal of foreign employ-

ment income exemption is also part of the article.

The remuneration South African residents earn outside South Africa is fully income tax exempt, provided they are outside

the country for a specific period of time, according to the current income tax act.

There is also a discussion of the refinement of measures to prevent tax avoidance through the use of trusts.

The complete article is available at:

<http://senwes.co/liberty>



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# Senwes and its partners host a smashing Christmas tree party

Senwes and its partners once again hosted an excellent Christmas tree project. The event was held at Triest Training Centre in Klerksdorp this year. The idea started when Senwes wanted to make a difference in the lives of less fortunate children.

A few interesting statistics regarding the Christmas tree project.

## CHRISTMAS TREE PROJECT STATISTICS

- 900 pizzas were supplied by Roman's Pizza at a discount price.
- 600 hamburgers were donated by a local food group, Steers.
- 590 children attended the Christmas party.
- 590 gifts were donated to the children by Senwes staff.
- 200 Senwes staff members were involved with the arrangements
- 55 sponsors were involved - the largest number ever.
- 9 different organisations in the Matlosana area and from Viljoenskroon derived benefit from the project.



## Senwes would like to thank the 55 sponsors who made the project possible:

ABI, Almur Marais, Botle-Ba-Kopano, Brand Theunissen, CANSA, Cardoso, Certisure, CSS Security (Oskin), Danie Minnaar, Datacentrix, Degesh, ER 24, GAP Staging, GDS, Grainovation, Grindrod, Guterra Tours, Hinterland, IPT, JD Botha & Sons, John Deere, KHS, Klerksdorp Record, Klerksdorp Technical High School, Liberty Life, Matlosana Firebrigade, Nedbank, Nico Liebenberg, Old Mutual, PEP, Reformed Church Doringkruin, Rent-a-Drum, RMB, Road Show Entertainment, Road-Pave, Roman's Pizza, Rozello, Schoonspruit Hoërskool, Senwes Credit, Senwes Equipment, Senwes Grainlink, Sizabantu, Steers, Studio Republic, Talisman, Techmach, Thuso Mills (Thabo van Zyl), Tip Top Tents, TLC Fire, Tom van Rooyen, Tradevantage, Triest Training Centre, Ultimate Schoolware and Wesvalia Hoërskool. ●

## Senwes publications get noticed at SAPF Awards

### SENWES PUBLICATIONS

were recognised by raking in a few awards at the 2017 SA Publications Forum Awards held at the end of September at the Africlassic River Lodge in Rivonia.

### INTEGRATED REPORT

The Senwes Integrated Report of 2016 won the Best Publication Cover - the Loretta Steyn Award. Competition was stiff as the finalists were PoPWorld of FNB, Juice, entered by Mikateko Media

and The State of Cape Town Central City Report of 2016. Senwes won, with Juice as the runner-up. In addition to this the 2017 Senwes Annual Report was the Most Improved Publication in 2017.

### SENWES SCENARIO

Two 2017 bi-monthly editions of the *Senwes Scenario* magazine also received 5 certificates of merit awards in its category. The first was for being one of the

selected finalists for Best External Magazine in Category B (categories are decided against budget sizes). Both editions, the *Senwes Scenario* June-July 2017 and April/May 2017 edition, received merit awards for Excellence in Writing and Excellence in Communication.

The winner in this category was the Discover Heritage magazine of the National Heritage Council that was entered by the media agency, Tip Africa. ●

# SPEZIALE AANBIEDINGE

## TOP DIVERSE IMPLEMENTE

### AGRICAD



Prys/eenheid  
BTW uitgesluit

3893	3897	A BF073 TAPKAR	R201 000,00
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### BPI



Prys/eenheid  
BTW uitgesluit

5545	5560	BP GRONDBOOR	R19 700,00
5541	5540	BP 9T TILLER	R17 000,00
5530	5531	BP 7T TILLER	R24 500,00
5528	5529	BP 5T TILLER	R21 000,00
5534	5535	BP 3F PLOUGH	R21 500,00
5532		BP 33T TILLER	R46 000,00
5575		BP 2B SLASHER	R21 000,00
5542	5543	BP 2.1M GRADER	R28 000,00
5554	5555	BP 2.1M GRADER	R28 000,00
5557		BP 2.1M GRADER	R28 000,00
5536	5537	BP 16D OFFSET	R24 000,00
5546	5550	BP 2T TRAILER	R31 500,00
5551	5547	BP 2T TRAILER	R31 500,00
5552	5548	BP 2T TRAILER	R31 500,00
5567	5568	BP 5R I/ROW CULTIVATOR	
5563	5564	BP 8R I/ROW CULTIVATOR	
5565		BP 8R I/ROW CULTIVATOR	

### FALCON



Prys/eenheid  
BTW uitgesluit

5464		F S0025 ZAM1001	R107 000,00
5462		1500L TWIN ZAM 1501	R136 000,00
5461	5460	F BALE FORK	R5 376,00
5450		F80/180/2 EV HAYMAKER	R42 000,00

### FLINTCO

Prys/eenheid  
BTW uitgesluit

3417	FERTO 2017-C	R295 000,00
3876	XFERT TOEDIEN P	R580 000,00
4734	RU PRE-PLANT	R1 060 000,00
5012	XFERT TOEDIEN R	R523 000,00
4732	RU XMR RIPPER	R317 000,00
4733	RU XMR RIPPER	R426 000,00

### LEMKEN



Prys/eenheid  
BTW uitgesluit

4288	L RUBEN 9 3M	R250 000,00
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### MF PRODUKTE

Prys/eenheid  
BTW uitgesluit

3811	M&F HAMERMEULE PETRO	R8 100,00
3836	M&F HAMERMEULE PETRO	R8 100,00
3831	M&F HAMERMEULE ELEK	R6 500,00

### ROVIC & LEERS



Prys/eenheid  
BTW uitgesluit

2546	WEIDINGS PLOEG 7 TAND	R95 000,00
2879	GA300GM GYRORAK	R49 000,00
3863	RL SLEEPLANTER	R150 000,00
3862	RL 6RY MIN TILL PLANTER	R524 000,00
3683	RL UKRRP1250W KRONE RP1250 ROUND BALER	R390 000,00
3856	RL MAXIMA 6RY PLANTER	R385 000,00
3855	RL MAXIMA 4RY PLANTER	R284 000,00
3873	RL PS160 ORGANIC & LIME SPREADER	R425 000,00

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# Safex Scenarios with Susari

SUSARI GELDENHUYS

## INTRODUCTION

South African grain prices are known to be particularly volatile due to uncertainty on what the future may hold for the grain market. Future stock levels, imports, hectares planted and yield are but a few of the factors which create uncertainty (and price volatility) in the grain market. The recent transition from the old season with low stock levels to the new season with more favourable production expectations, is proof thereof. These volatile conditions hamper good hedging and investment decisions for all market participants. 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 the use of various technical analysis instruments in order to enable us to make certain decisions. As a rule, most technical indicators can be interpreted more accurate in conjunction with the interpretation of trading volumes and open interest as indicator. The previous two articles focused on volume and open interest, and this article will investigate the interaction between price, volume and open interest as technical indicator.

## PRICE VS VOLUME VS OPEN INTEREST<sup>1</sup>

As already referred to in previous

articles, various techniques are used to determine support and resistance levels for prices. The validity, or even the strength of these support or resistance levels, can be verified by using volume and open interest, the reason being that most of the activities and sentiment of market participants are caught up in price, volume and open interest. By analysing these instruments in conjunction with one another, better trading decisions can be made. The instruments can be interpreted in two basic manners: Confirmation of current trend/break-out and projection of a trend turn-around.

When prices form a certain primary trend, open interest and volume are used together to determine the strength of a trend. Should prices be in an upward (downward) trend, with volume and open interest increasing, the trend will continue. When prices break through a resistance level (support level) with volume and open interest increasing, the break-out is confirmed and the trend will continue further. On the other hand, when volume

and open interest decrease during an apparent strong trend, it is an indication that market activities and sentiment have possibly changed. Should prices be close to a support or resistance level, with concomitant lower activities, it will be regarded as a weakening of the strength of the trend and a trend turn-around can be expected. **Table 1** summarises the above.

## 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 indicators. ●

Table 1: Interpretation of Price vs Volume vs Open Interest

Price	Volume	Open interest	Interpretation
Increasing	Increasing	Increasing	Strong upward trend
Increasing	Declining	Declining	Weakening upward trend
Declining	Increasing	Increasing	Strong downward trend
Declining	Declining	Declining	Weakening downward trend

SOURCE: COMPILED BY AUTHOR

Senwes has a daily report regarding the interpretation of price vs volume vs open interest. Sign in to receive the report on a daily basis by using the following link: <https://www2.senwes.co.za/mysenwes/af-ZA/MarketHub/Reports/>





# November 2017: Market movements

THYS GROBBELAAR

SENIOR GRAIN ANALYST, SENWES GRAINLINK

Article written: 27 October 2017

THE OBJECTIVE OF THE 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

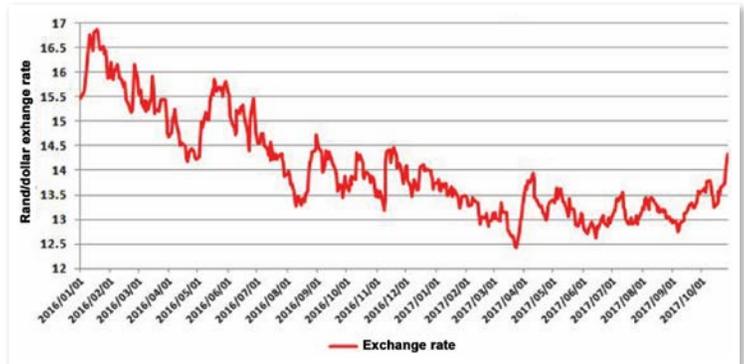
### INTERNATIONAL INFLUENCING FACTORS

#### International commodity prices

The most important maize producing countries in the Northern Hemisphere have made significant progress with the harvesting process. Carry-over stock levels are high and the American corn price is in the region of \$3,5 per bushel. The American Department of Agriculture is expecting the corn price to hover between \$3.3 and \$4.1 for the rest of the season. The price is therefore not expected to increase or decrease significantly. Our local price is not receiving much support from the international maize price.

#### Energy prices

The international LCO crude-oil price increased from \$44.8 per barrel on 20 July 2017 to \$59.2 on 27 October 2017. It supports the international grain and oil-



Graph 1. Rand/dollar exchange rate movements.

seeds prices to some extent, but since input costs also increase in the process, soft commodity prices are under pressure.

## Price drivers in the local grain and oilseeds markets

### Exchange rate movements

The South African rand weakened significantly since 13 October 2017 due to financial and political uncertainties. The rand is at its lowest level for the past year. The weakening rand supports local grain and oilseed commodity prices fairly well. The question is, however, how the rand will perform against the dollar in the foreseeable future.

### White and yellow maize price trends on the South African exchange

The South African white and yellow maize prices are very close to calculated import parity due to the large crop which realised

during the past season, which in turn resulted in high carry-over stock levels. The table below reflects the effect of the rand/dollar exchange rate and the American corn price on the calculated import parity. Should the rand weaken by approximately R2 against the dollar, it would have a R500 effect on the calculated import parity. The rand/dollar exchange rate must therefore be monitored carefully and marketing opportunities must be used.

### Position in respect of exports:

The following two graphs give an indication of what the cumulative white and yellow maize exports (red line) should be in order to export the calculated exportable surplus before the end of the 2017/18 marketing year. The calculations of the NAMC were used in the graphs. Exportable surplus means the tonnage to be transported to get to the required pipeline stock, which is equal to approxi-

Table 1: The calculated export 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: 27 October 2017		Quality premium:		\$0					
USA CBT yellow maize (\$/bu)									
Exchange rate	3,30	3,40	3,50	3,60	3,70	3,80	3,90	4,00	
R/\$	12,00	R1 409	R1 456	R1 504	R1 551	R1 598	R1 645	R1 693	R1 740
	12,50	R1 492	R1 542	R1 679	R1 640	R1 689	R1 739	R1 788	R1 873
	13,00	R1 576	R1 627	R1 678	R1 729	R1 780	R1 832	R2 883	R1 934
	13,50	R1 659	R1 712	R1 765	R1 818	R1 871	R1 925	R2 978	R2 031
	14,00	R1 742	R1 797	R1 852	R1 907	R1 963	R2 018	R2 073	R2 128
	14,50	R1 882	R1 882	R1 939	R1 997	R2 054	R2 111	R2 168	R2 225
15,00	R1 968	R1 934	R2 027	R2 086	R2 145	R2 204	R2 263	R2 322	

mately 16 weeks' consumption. White maize exports are slow and we are nowhere near the required cumulative exports to attain the pipeline stock level. When this level is attained, a reasonable level of price support can usually be seen. The South Asian coun-

tries are not really interested in importing white maize for animal feed purposes. The conversion to be done in their factories is too expensive and the availability of white maize is too sporadic.

Yellow maize exports are nowhere near the required pipe-

line stock level, but there is still some interest in exports. At this stage exports have slowed down, but it will hopefully pick up again.

**2018/19 marketing year**

The planting intentions as reported by the NCEC on 26 October, were higher than expected by traders and speculator. The total expected decrease in the area to be planted (maize) is a mere 6%. A moderate La Niña-type season is expected, which is normally characterised by higher than the running five-year average yields, will probably result in higher carry-over stock levels, unless exports gain further momentum. The white and yellow maize price will probably be in the region of the calculated export parity level for a longer than desired period of time. Producers will have to optimise their expected yields.

**Wheat**

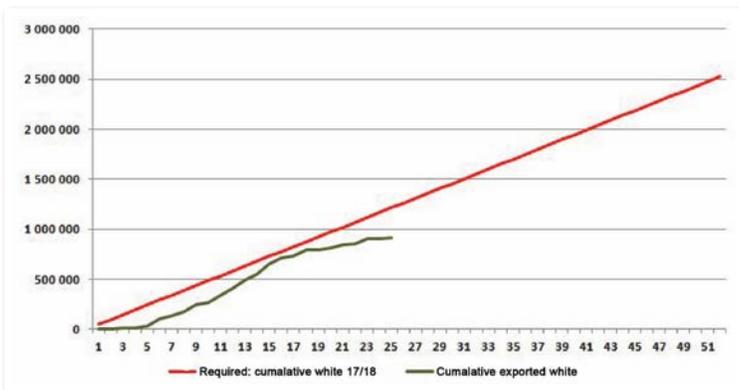
The NCEC adjusted the wheat crop downwards by approximately 60 000 tons in its third estimate. We will have to import more and our price will probably be on the level of the cheapest wheat which can be imported. The weaker rand may increase the calculated import levy even further, which could support the wheat price in the foreseeable future. The international price of wheat decreased significantly over the past few weeks, which put a damper on our wheat price as well.

**Oilseed complex:**

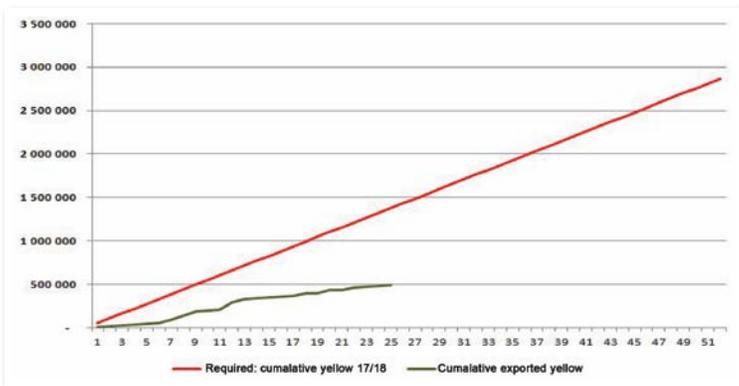
**Sunflower and soybeans**

The calculated sunflower and soybean carry-over stock levels increased to a reasonable extent after the recent harvest and processors are happy to be the owners of these two commodities. The sunflower price in particular is below the calculated export parity level. There are enqui-

> CONTINUED ON PAGE 28



Graph 2. Progress with white maize eports from South Africa: 2017/18.



Graph 3. Progress with yellow maize exports from South Africa: 2017/18.

November 2017

&gt; CONTINUED FROM PAGE 27

ries about exports in the case of sunflower, which will hopefully stabilise the price.

The expected sunflower plantings are approximately 5% higher than the past season and the expected soybean plantings are 25% higher than the past season. There are rumours that South African can consume 1,8 million tons of sunflower. The question is, however, if the available crushing capacity will be able to process such a quantity. The quality of the oilcake in terms of sustainability seems to be problematic, which results in delays in the oil extraction process. It could result in lower quantities of sunflower being crushed, which could result in higher carry-over stock levels. Sunflower and soybeans could remain at the calculated export parity level for quite some time.

#### SUMMARY AND CONCLUSION

The past season was characterised by excessively high maize and oilseed yields, which resulted in significantly higher carry-over stock levels. It resulted in commodity prices hovering at the calculated export parity level for quite some time, which put the profitability of these commodities under pressure. The planting intentions of the different commodities, as announced on 26 October, gave rise to fears that commodity prices may remain at the calculated export parity level for quite some time. However, grain and oilseed contracts could improve the situation to some extent. Stay in contact with your grain marketing advisor to use price opportunities and to manage the low prices in the best possible manner. We cannot expect miracles at this stage, but the process must be managed in the best possible manner. 📍

# Pietsap van Rensburg

## Mr John Deere!

#### MODEL TRACTORS ARE HIS PASSION

Absolute amazement overtakes you the minute you see Pietsap van Rensburg's collection of John Deere model tractors in Schweizer-Reneke. Mr John Deere is the only way of describing Pietsap.

There is everything from John Deere tractors, ploughs, belts and buckles and pedal tractors - you name it and he has it.

#### WHERE DID IT ALL BEGIN?

In short, Pietsap's collection started at the age of eight when his father, Hennie, gave him a Ford model tractor after having given him a hiding. However, it broke in no time. They worked with Ford tractors on the farm Doornbult, until they switched over to John Deere in 1977. He jokingly said: "A puppy's eyes open after seven days. My eyes only opened after 17 years." It really started in 1989, with a John Deere tour to the USA and every-

thing snowballed after that.

#### SAMTA

The model tractors are in many respects not really important - SAMTA (South African Model Tractor Association) is really the important aspect. He was the chairman of SAMTA for years. Which one is the most important to him? "They are all important. Tell me this - which one of your children would you choose? You simply can't choose."

He is known for his restoration work on model tractors. He laughs and concludes with: "You fix a John Deere - the rest you throw away." Who does he look up to? Definitely Groen Karel Bezuidenhout from Elliot - "Now there is a John Deere man with passion." 📍

\* Pietsap has regular tours - contact him at 082 772 7200.

Read the comprehensive article with photos at <http://senwes.co/pietsap>



Pietsap van Rensburg shows off his thousands upon thousands of John Deere model tractors.

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## Senwes Scenario research leads to new magazine

### BRAND NEW EDITION IN APRIL/MAY 2018

Research on the *Senwes Scenario* agricultural magazine has been completed and the good news is that we have listened to your input and feedback and you can look forward to an exciting and brand new *Senwes Scenario* in the April/May 2018 edition.

### SENWES SCENARIO WOULD LIKE TO THANK PRODUCERS

Thank you for the feedback which we received from the *Senwes Scenario* readers. It is most valuable and enables us to ensure that we meet your, our valued reader's, needs.

LOOK OUT FOR THE  
APRIL/MAY 2018  
SENWES SCENARIO

### NO EDITION IN FEBRUARY/MARCH 2018

It means that there will not be a February/March edition and the *Senwes Scenario* will be using this time to implement the research projects.

### DON'T MISS THE APRIL/MAY EDITION

We cannot tell you more at this stage, but we will be communicating a few key aspects which arose from the research in the April/May 2018 edition. Make sure you don't miss it! ●



# Waiting to exhale...

JENNY MATHEWS

SO MUCH ABOUT BEING A FARMER INVOLVES PLAYING THE WAITING GAME - IT SOMETIMES FEELS AS IF I AM PERMANENTLY HOLDING MY BREATH!

**W**aiting haunts us mercilessly from one season to the next... waiting for the first signs of clouds gathering to bring rain... watching the soil for signs of new life pushing fresh green tendrils through the earth's crust... waiting to hear if your loan application has been approved by financiers... or it's that tense watching and waiting which follows a put or call placement to see if you have made a good decision.... or not! I once heard someone say that in farming you don't hold your breath... you hold your nerve! The question is how do we manage this so it takes as little toll on our lives, families and careers as possible?

## JUST BREATHE

My husband learnt a valuable lesson when he heard his father encouraging a neighbour facing troubled times: "Troubles will come - and go! The important thing is to make sure that YOU stay strong enough to face the challenges - NEVER EVER allow the challenges to destroy you first!!!" This insight came from a farmer who'd experienced years of hardship, war, depression and drought... That neighbour almost hit rock bottom but he hung in, made a few changes and today is still a successful farmer. The challenge lies in finding the ability to

be wise and calculated rather than just drift helplessly - to adapt, change and keep the faith not because there are no challenges - but in spite of them.

## THE LITTLE FOXES RUIN THE VINEYARD

(Song of Solomon 2:15)  
In his book 'Forget the Elephants, Watch out for the Fleas', Justin Herald says "Most people's problems start out as small as a flea, but too often those issues are left unaddressed to become as huge as elephants." When one is faced with BIG issues one is inclined to only see those challenges but





often it is helpful to actually search for the irritating 'flea-sized' problems to see if they can be dealt with quickly. It is always better to be proactive than to sit in a puddle of gloom - even if you are just nit-picking through the details of your business, conducting self-examination or cross-questioning your vision and what you are doing about it. Ask yourself whose voices you are listening to. Analyse whether these are constructive or negative. Herald says we must identify the little things which "can stop your journey dead in its tracks". Things like impatience, frustration, lack of self-belief, listening to too many other voices, unrealistic expectations and comparing one's self to others. Negativity (little foxes) can negatively impact your desires and dreams (your vineyard). Herald advises that if one is going through a tough time, stop, list the trouble spots and rank them from most important to least important then deal with them accordingly. This stops one from running around in circles and gives direction.

#### **MONEY CAN'T BUY ME LOVE...**

In the book 'Mind over Money' Louis Fourie and Graeme Codrington remind us: '*You DON'T need to be rich to live a fulfilled and happy life... but you DO need to feel secure*'. Many farmers are feeling the stresses of a depressed agricultural sector and its stealing hope and snuffing out joy. This is not only influenced by economics but sadly also by a political environment which has placed unrealistic burdens on the agricultural sector without investing the necessary expertise and finances. In this respect many factors are outside of our control

and threaten our business and security. However, our choices remain within our control.

#### **TAKE A DEEP BREATH - MORE MONEY ≠ MORE HAPPINESS**

We hold the key to our happiness and it lies in the drive behind our decision-making. We may choose how we react to political, economic and social influences in our world but it is important to acknowledge that our choices can't only be driven by the pursuit of money. Life always presents challenges. It may mean facing the need to make some changes... because sometimes change is exactly the right thing to do! But staying in control and keeping positive are important characteristics which will help us to commit and stick to decisions with a long-term view. Personality and attitudes do not change just because one has more money and security - they get on the wagon and go wherever we go!

#### **DON'T WORRY, BE HAPPY**

According to Fourie and Codrington, **happiness** is:

- ☺ Accepting yourself.
- ☺ Being part of a resonating happy household.
- ☺ Being in charge of material stuff, instead of being ruled by that stuff.
- ☺ Experiencing your world of work as positive, challenging and satisfying.
- ☺ Not fretting about your financial affairs, but instead handling your money matters responsibly.

#### **BREATHE IN THE FUTURE – BREATHE OUT THE PAST!**

Farming can be a multi-generational business. Many farmers carry this as a burden, feeling they should be doing a better job of

building a successful business to pass on. Sentiment should not cloud wisdom. Serial entrepreneur Fred Mouawad's family business is in its 126th year of growth. As an 8-time CEO he has learned that it is important to 1) Know thyself – be self-aware and reflect often; 2) Recognise that you are only as good as the people around you; 3) Be both internally and externally focused to align your business; 4) Have a winning mental framework which defines your vision for the business and then build your team accordingly. He still uses 7 guiding principles every day:

**Courage** - Dig deep and drive ahead;

**Discipline** - Be mindful of numbers and resources;

**Respect** - Your clients, investors, stakeholder, employees are your wealth creation;

**Build** - new markets and new opportunities;

**Talent** - take fresh new talent on-board;

**Wisdom** - Value wisdom, learn from others;

**Guardianship** - Take the long view rather than the fast exit.

#### **KEEPING PERSPECTIVE: AS LONG AS MY BREATH IS IN ME...**

We must always focus on our purpose in the big scheme of things and seek out Father God's plan for us, for "The Spirit of God has made me, and the breath of the Almighty gives me life" (Job 33:4). We should first turn to Him every day, not only when we no longer know what to do or say: "Let everything that has breath, praise the Lord!" (Psalm 150:6). ☺



# JOU VISIE, *ons passie.*

Senwes Grainlink bied veilige transaksies en vinnige betaling. Ons skep waarde vir jou deur kapitale groei en dividende. Ons kyk na jou graan en belange terwyl jy aandag gee aan jou hartsmense. Jou visie is ons passie.



# Good news that brings great joy



READ: Luke 2

REV WILLIE BOTHA

FEW THINGS IN LIFE ARE BETTER THAN GOOD NEWS. IT UPLIFTS YOU, MAKES YOUR DAY. WHEN YOU GET GOOD NEWS IT FEELS AS IF YOU ARE WALKING ON CLOUDS, AS IF YOU ARE FLOATING. WHEN A STUDENT HEARS THAT HE PASSED OR SHE THEIR EXAMS, OR WHEN GRANDPARENTS HEAR ABOUT THE BIRTH OF A NEW GRANDCHILD. HOWEVER, THE BEST NEWS OF ALL WAS THE BIRTH OF JESUS CHRIST. WHY? DO WE ASK. THE ANSWER IS IN THE BIRTH STORIES OF BOTH MATTHEW AND LUKE.

**I**n Matthew the good news is received by the star-gazers. They probably were astrologists, who studied the stars for indications of future events in the lives of individuals and nations. It is the only place in the gospel where Jesus is described by heathens as the King of the Jews. It is also striking that God even used the cosmos to bring this glorious news to the heathens. Herod was crowned as king by the Romans, while Jesus was born as King.

Compared to the learned star gazers, the shepherds, described in Luke 2, were simple people. However, they were not excluded from the good news! The glory of the Lord was there when the angel brought them the good news: "Do not be afraid. I bring you good news that will cause great joy for all the people. Today in the town of David a Saviour has been born to you; he is the Messiah, the Lord."

The importance of the message is clear when a heavenly host proclaim with the angel: "Glory to God in the highest heaven, and on earth peace to those on whom his favour rests." God's good news is goodwill to all men, deliverance from our sins, God's revelation to the world.

The news get the star gazers and the shepherds moving. The importance of the news results in the star gazers paying tribute to Jesus by bringing Him gifts of gold, frankincense and myrrh, which was but a small acknowledgement of His importance. The shepherds were also enraptured. They departed for Bethlehem without delay. As is often the case with good news, they shared the appearance of the angels with joy. When they returned, they praised and worshipped God.

The good news of Christmas and the birth of Jesus is, in a way, different to other good news. The good news never ends! It brings inspiration and hope for every generation and every nation and it is timeless. May this Christmas be a time of good news and joy for you and your loved ones and may it get you moving, time and time again! ☺





# LES JOU DORS NA AVONTUUR

Ons is almal lief vir die buitelig, die gevoel van avontuur of net die rustigheid. Jy kan die prag en wonder van die buitelewe soveel meer geniet met die gehalte en bekostigbaarheid van die Basecamp reeks. Of jy 'n avontuurlustige persoon of 'n entoesiastiese kampeerder is, Basecamp sal jou help ontsnap.



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# Appointing the right person for the job

EMPLOYMENT IS AN EMOTIONAL ISSUE IN SOUTH AFRICA. WITH THE CURRENT UNEMPLOYMENT RATE ON A 14-YEAR HIGH OF 27,7%, IT IS IMPORTANT TO UNDERSTAND THAT THE SUPPLY FAR EXCEEDS THE DEMAND.

« SENWES HR

With the unemployment rate as high as it is, one would think that organisations can pick and choose as they see fit, or can they? Before appointing someone in a position in an organisation, a few factors should be considered. In Talent Management it is referred to as Person/Job-fit, which is a process of defining a set of technical skills and behavioural competencies needed of a person to be successful in the job at hand. There is truth in the saying that: “We hire people for their technical skills and then fire them for their personality.” When a person leaves the employment of an organisation, it could cost 75% to 150% of that employee’s annual salary to refill the position. Thus, it is crucial to match the right person to the right job, to ensure that the employee remains with the organisation, stays engaged and committed, and also makes a lasting contribution.

Research has found that a significant staff turnover figures adversely influence organisational effectiveness and disrupt performance and productivity. In order to hire the right people for the right positions and to ensure that they know what is expected of them at all times, it is recommended that the process be formalised by taking time to develop a job description with relevant detail such as:

- Minimum relevant levels of qualification.
- Minimum relevant levels of experience.
- Purpose of the job (there should be a short, high level description of what this person will be responsible for).
- Performance Outcomes (group all tasks together)

in different clusters/families).



- Core Tasks or Actions (what actions should be taken within each cluster?)
  - SMART measures (provide Specific, Measurable, Attainable, Relevant and Timely guidelines to achieve the Performance Actions).
  - Skills (inherent skills required to perform optimally in this job should be listed, e.g. computer skills, attention to detail, planning & organising, communication skills (verbal & written), multi-tasking, working under pressure, time management.)
  - Behavioural competencies (focus on the inherent competency requirements for the role mentioned above and culture fit, e.g. team work, making decisions, taking action, thinking positively, embracing change, providing insights, following procedures.)
- Δ This list should give you a good understanding of the inherent traits of the person that you would expect in this particular position.

Once you have a clear and precise job description in place, it becomes easier to find the right person for that position. There are three phases that will help you to gather purposeful information, per candidate, in order to make the best possible decision in terms of appointment:

- 1 CV and attainments (this part gives you insight looking back into the candidate's past up until now – schooling/qualifications, relevant work experience, acquired knowledge and skills and references),
- 2 Structured interview (specific questions focused on relevant technical and behavioural aspects that the candidate will have to manage in the workplace), and
- 3 Psychometric assessment (looking forward, this will give you a good indication of a candidate's preferences, strengths and risks in the workplace).

After you have appointed the best candidate for the job, make it your goal to build a healthy working relationship with your new employee. Remember, you need him/her just as much as he/she needs you. Employees who feel valued are willing to extend themselves to go above and beyond the prescribed roles to which they have been assigned because they experience a deep sense of belonging to the organisation, enjoy their jobs and find meaning in their work. These individuals will walk the extra mile in their work and will uphold the image of the organisation at all times and will demonstrate good work ethics. ●

# Plants for the summer

« CARL KIRSTEIN

The December holidays and festive season is here and it is time to colour our gardens. Lawns have now been fertilised, shrubs and trees pruned and they are looking as good as can be. Now it is time to plan colourful focal points.

Plants are like clothes, highly fashionable today and tomorrow they are out of the picture. Dahlias were originally grown by the Aztecs, became highly fashionable and then disappeared from our gardens. However, it is fashionable once again, and it is about time. They love sunshine and hot weather, they come in a variety of colours and they flower until the first frost.

Plants which have also become popular again, are salvias. It is such a grateful plant and it comes in the most beautiful colours. Most are perennials and it is economical to plant them.

Marigolds, or Afrikanertjies as we know them, are easy to grow and come in miniature and stately heights. They are not only colourful, but they also help with combating garden pests. Seeds can be harvested at the end of the season to be sown next season.

Bulbs make for good cut flowers, but should not be over-watered. They prefer their feet to be damp, not wet. Water every 3 to 4 days.

We shouldn't forget about the well-known "mother-in-law's tongue". It has made a resounding comeback and makes a wonderful indoor and outdoor plant. I planted a hedge of these plants behind a client's shrubs, and it took my breath away. They grow to at least 1 to 1,5 m and are a must for every garden. Now for the bad news. Our plants are thriving now, but so are garden pests. Inspect your plants regularly and spray as soon as possible. Visit your nearest nursery or Hinterland branch for advice.

Lastly, fertilise your gardens, but use smaller quantities more often for the best results. My favourite remains Quano pellets.

Gardeners, remember to be as organic as possible. ●

PHOTO: LEEF



# He can do a lot with very little

MILANIE VOSLOO

IT IS QUITE NORMAL TO FEEL THAT THOSE WHO LIVE ACCORDING TO THE RIGHT VALUES, LEADERS WITH INTEGRITY AND THOSE WHO EMBRACE THE TRUTH, ARE DECREASING IN NUMBERS. IT CAN EVEN BE FRIGHTENING.

That is until we read the story of Gideon. Last month we remembered how Gideon wanted signs from God to confirm that he really had to liberate his people. We read how Gideon gathered 44 000 men to subdue the powerful Midianites. No, God said, too many people. "Tell them that those who are afraid to fight, may return home from mount Gilead." 10 000 men remained! And God again said that the numbers were too large. More were sent home, until a mere 300 remained. The rest is history. The enemy was subdued and never raised its head again (Judges 8:28).

The same God who was able to subdue thousands of people with a small group of brave men, still rules today! And He still promises: "I will be with you!" (Judges 6:16).

Perhaps we should remember the following today:

- Despite the snowball-effect of a lie, the truth has a way of bringing something, somewhere, to an end.
- Our Father is still the driver of the locomotive of life - even when things seem to be on the verge of derailing.
- God has a way of bringing about miracles in the most unexpected ways - despite the things which we cannot control.
- He does not work with numbers, but with the hearts of a small group of believers.
- Prayer can achieve more than what we or anyone else can expect.
- God needs you and me to bring about miracles in this country.

God can do a lot with very little. He can create a world with nothing. He can give victory with brave believers. All we need to do is to be obedient, willing and at His mercy.

*Father, thank you for giving me hope and expectation. Help me to live it. ●*



## 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 lééf!* 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.

**Win with Senwes and Cum Publishers. One lucky reader can win a copy of *Hoop wat kaalvoet loop*, 101 devotions filled with hope and inspiration. SMS Senwes, Cum, your name, telephone number and e-mail address to 31022 on or before 28 February 2018.**

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# JOHN DEERE FINANCIAL HELP JOU SÓ:

Die landbousektor is tans een van die mees dinamiese bedrywe om besigheid in te doen. Die verwagte ekonomiese groei koers tesame met die groei van die middelklas in Afrika suid van die Sahara, sowel as die kontinent se onontginde landboupotensiaal, bied enorme ekonomiese geleenthede aan rolspelers in dié sektor.

Die koste van – en toegang tot – krediet is egter 'n bron van kommer in menige moderne landboubesigheid.

John Deere Financial wil produsente help om hierdie hekkie te oorkom en ondersteun daarom ons kliënte met vinnige en maklike kredietproesse vir die finansiering van nuwe John Deere-toerusting.

John Deere Financial se landbou batefinansieringspakkette word geskoei op jóu unieke omstandighede en meganisasie-behoefte. Hierdie besondere finansieringsopsie is van toepassing op die aankoop van enige nuwe boerderytoerusting, mits dit van 'n gemagtigde John Deere-handelaar bekom is.

## Sluitelvoordele aan die boer

- **Gerieflike en buigsame terugbetalingstrukture**

John Deere Financial is vertrouwd met die sikliese aard van landbou, asook die feit dat kontantvloei die lewensaar van 'n besigheid is. Ons finansieringspakkette word saam-

gestel om gesonde kontantvloei te ondersteun, om sodoende die groei van jou boerdery-onderneming te help bevorder.

- **Pasgemaakte oplossings vir boere**

Ons verkoop nie bloot produkte nie. Ons bied pasgemaakte oplossings wat jou sal help om die hoogste moontlike vlak van doeltreffendheid te bereik. Wanneer John Deere Financial die leningspakket saamstel, oorweeg ons dus nie slegs die stand van jou balansstaat nie, maar ook die produksiewaarde van die plaas in geheel.

- **Toegang tot 'n toegewyde verhoudingsbankier**

Wie het die tyd om in die bank in rye te staan? Of om rondgestuur te word om 'n probleem op te los? Met John Deere Financial se finansieringspakkette word 'n persoonlike verhoudingsbankier aan jou toegewys wat op jou spesifieke finansieringsbehoefte fokus, sodat jy jou tyd en aandag kan toespits op dit wat jy die beste doen – boer.

- **Buigsame leningstydperke**

Buigsamheid ten opsigte van die terugbetalingstermyn maak die finansiering van nuwe toerusting bekostigbaar. Jou verhoudingsbestuurder is byderhand om jou van raad te bedien met gedetailleerde inligting rakende die voordeligste strukturering van paaiemente.

- **Mededingende rentekoerse op alle nuwe John Deere-toerusting**

John Deere Financial streef daarna om aan ons kliënte uiters mededingende rentekoerse op batefinansiering te bied.

- **Produkteun**

Omdat ons verbind is tot die hoogste mate van steun aan voedselprodusente, bied John Deere deurlopend opleiding aan tegnisiërs by ons handelsnetwerke, om voorgesette naverkopediens aan ons kliënte te verseker.

Kontak jou naaste John Deere Financial-bemarker of John Deere-handelaar vir meer inligting oor John Deere Financial se pasgemaakte finansiële pakkette en bekom daardeur 'n betroubare en toegewyde vennoot in jou vooruitgang.

## Kontakbesonderhede:

Ferdie Marx  
Alliansiebestuurder: Suid-Afrika  
John Deere Financial  
MarxFerdie@JohnDeere.com

## KIES JOU KOERS!



## Finansiering gebou vir jou

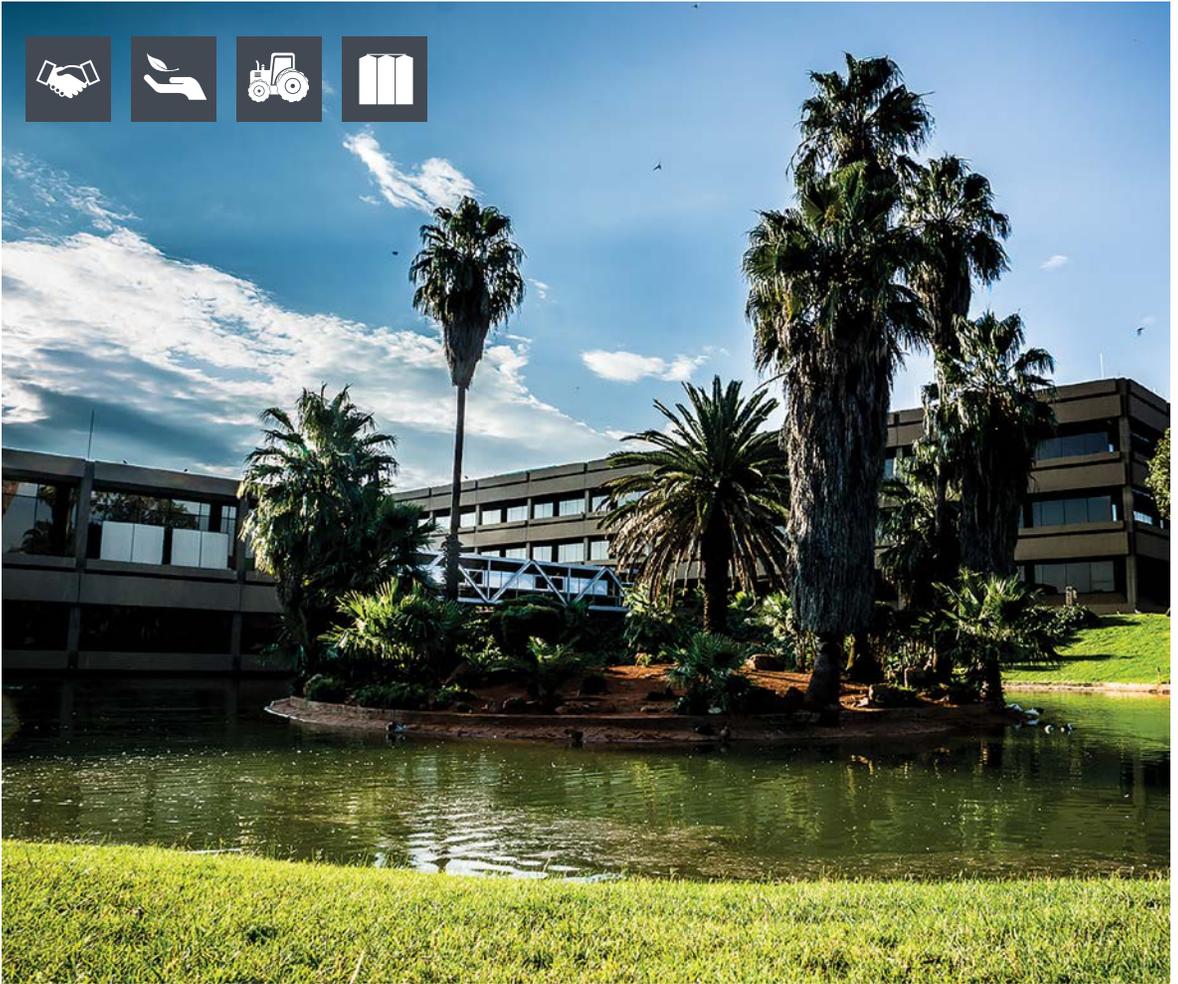
\*Bepalings en voorwaardes geld (besikbaar by [www.deere.com/sub-saharan/en](http://www.deere.com/sub-saharan/en)). John Deere Financial word ondersteun deur Absa, 'n gemagtigde finansiële diensverskaffer en geregistreerde kredietverskaffer. Reg Nr NCRCP7.



**JOHN DEERE**  
FINANCIAL

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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.

