

INTERIM  
RESULTS

FREE

# SENWES Scenario

FOCUS ON: WESSELSBRON

FEBRUARY • MARCH 2017



Nation in  
Conversation

LOOK OUT FOR NEW  
EPISODES OF THE CHAT  
SHOW ON VARIOUS  
CHANNELS

JOHAN STYGER  
SA STUD BREEDER  
OF 2016

ANIMAL FEED

Senwes 

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## Nation in Conversation

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## ON THE COVER

A NEW YEAR, new trains of thought and a new Nation in Conversation series! The faces on our cover page are the presenters of Nation in Conversation, Theo Vorster and Rozanne McKenzie, on the new set of Nation in Conversation. Readers know Theo as the regular presenter of this television series. This year the experienced Rozanne will join him, and the two of them will definitely encourage animated discussions.

Our area focus is on Wesselsbron and readers can get to know a lot about this agricultural town. We focus on Senwes' massive silo complex, as well as the new Hinterland branch which proudly fills its shoes..

We also speak to Francois Strydom, Group Chief Executive Officer of Senwes, who gives us his impressions on the interim results. He also gives us a view on the second half of the season.

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# It is a new year

"DIS 'N NUWE JAAR, ONS IS DEURMEKAAR" - OR RATHER, THIS IS WHAT THE CAPE MINSTRELS SAY. BUT HOPEFULLY THE NEW YEAR WILL BE A GOOD ONE FOR THE AGRI-SECTOR!

In this edition our Group Chief Executive, Francois Strydom gives a view on the interim results which were issued recently. Nation in Conversation also features with the new series which kicked-off early this year and from February to April it will continue in all earnest with a number of agricultural issues.

We will continue with our area focus and it is Wesselsbron's turn this time - the largest maize producing area in the country. We focus on unique aspects in this small Free State town and on all the role players in the area. The focus of In the Spotlight falls on producer Chris Schoonwinkel.

We also focus on the 2016 SA Cattle Breeder of the Year, Johan Styger, who tells us more about his stud and provides a few good tips on animal nutrition. 2017 also promises to be a good year for Westfert, with its fertiliser warehouse which should be completed in March 2017.

All of the above aspects move the focus to New Year resolutions. It is interesting

that resolutions are particularly made in difficult times, such as the past number of drought years. After the major depression of the previous century, New Year resolutions increased significantly - 25% of the people during that time made New Year resolutions while 50% went through the ritual this year.

New Year resolutions arise from the desire to change undesirable conduct. An interesting fact is that the Romans used to make promises to the god Janus, after whom the month of January was named, at the beginning of each year. There are many traditions in many cultures.

In a 2007 study Richard Wiseman found that the New Year resolutions of 88% of the people making them, usually fail, despite the fact that more than half of these people are very positive when they make the resolutions.

In order to improve your chances of achieving your goals this year, authorities advise that you should not tackle too much at a time, you should set realistic goals and monitor your progress on a regular basis in order not to forget about it. It is interesting that men are 22% more successful in achieving their goals. On the other hand, women are 10% more successful when they disclose their plans. Whatever your plans for the new year, make 2017 an unforgettable year!

*Aubrey Kruger*  
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## Pieter & Tshepo

Theo Vorster, Rozanne McKenzie and Chris Burgess, as well as Power FM's Mpumelelo Mkabela, who is a co-host and former panellist, shared their impressions of the Nation in Conversation series so far.

### THEO VORSTER

“SINCE the inception of the show four years ago, the discussion has definitely gone deeper and wider and the issues are discussed in more detail and on a wider spread of platforms. The other very important aspect is that the show has brought to light that agriculture is not just an issue for the agri-community, it is a South African issue. The success or failure of agriculture has a direct impact on the South African economy.”

### MPUMELELO MKHABELA

“I think the format of the show is on the right track... I have been a panellist and have been involved in the debates. I have been encouraged by the diversity of voices that has come to the fore, which is encouraging, because the image of the agricultural sector and all its components have always been white dominated. It has therefore been very good to see Nation in Conversation bringing together voices from all representatives, so that now it really is a nation in conversation. I believe government should remain deeply involved with the sector. It is in the government's interest to do so, both from a policy point of view and also just to represent the people who voted them into



Nation in Conversation brings voices together from all representatives  
– Now it is really a nation in conversation.

power. The government needs to know what the majority of people think and feel about the industry and then should take up the issues with the industry players themselves.”

### CHRIS BURGESS

“I think Nation in Conversation is critically important, because if you look at the current political debate there seems to be a school of thought that the social compact which we closed in '95 with the advent of democracy, has run its course and is not relevant anymore and that nothing has changed and the poor has gotten poorer and rich has gotten richer and the fruits of freedom have not been enjoyed by the majority. If you look at the broader economy there is a case to be made out for that...but if you look at agriculture, ironically enough, agriculture which in the view of ordinary black South Africans is still an exploitative industry, is actually where the biggest transformation has taken place. If you look at the wool industry, the grain industry, the food industry, it shows real transformation of tens of thousands of people and it

does not just last for a year or two. It is transformation that changes people's lives for the better that are given a sustainable livelihood.

I would like to see black farmers on Nation in Conversation, just off the top of my head, the beneficiaries of transformation, like in the wool industry for example...we need the black guys to come through...

I think there is still a lot of goodwill, especially among the guys who are making the decisions in big agri-businesses like Senwes, who have their eye on the big picture.”

### ROZANNE MCKENZIE

“NATION in Conversation is important because we as consumers don't talk and think about agriculture enough. We go into the shops and buy products and we don't think of the worker, we don't think of the farmer, we don't think of the whole process that happens before it arrives in your trolley... it's important to know because then you have a far better insight into what you're actually eating, because you have a better appreciation for the meal you're eating.”

# Interim Results

*with Francois Strydom*

SENWES SCENARIO VISITED THE SENWES GROUP CHIEF EXECUTIVE OFFICER, FRANCOIS STRYDOM, TO DISCUSS THE INTERIM RESULTS.

« AUBREY KRUGER

## A TYPICAL SENWES SEASON

In effect Senwes' year consists of four months, namely November, December, January and February.

The activities of a large portion of the customer base are at its highest during this time.

It is tilling and planting season. Producers spend an amount of money on their maize crops, up to a certain stage, and then the proverbial gates are closed. They may still do some crop spraying, but the diesel, seed, mechanisation, weeding, spraying and fertilising have been finalised. From a cost approach these four months are critical - the peak of Senwes' economic cycle. This is the reason why producers go on leave in March/April and why Senwes personnel have to work from November to February.

## WHAT DOES SENWES DO IN ESSENCE?

Remember, we stand between the producer and the processing industry. In essence Senwes is a distributor of products and services. We distribute the input products to producers and then

we distribute the produced product to the processing industry. This is our business.

## OUR RESULTS?

Our turnover increased by 25% to R5,7 billion for the first six months, which was mainly driven by high commodity prices - white maize peaked at a high of R5 000 per ton. The price is R3 000 today. The EBITDA increased by 9,6% to R262 million. The EBIT increased by more than 10%, from R217 million to R240 million, but the net profit line decreased from R103 million to R91 million.

## WHY THE LOWER NET PROFIT?

The main reason for the decline in net profit is the higher turnover as a result of commodity prices. The result is a higher balance sheet and a larger interest component. Obviously our business units are also still under pressure as a result of the drought.

## OUR BUSINESS PERFORMANCE

Market Access reflected a R57 million operating profit, Input Provision a R31 million operating profit and Financial Services an operating profit of R69 million. Given the cycle, it is a very good performance. Obviously some of the businesses in our business portfolio, such as Hinterland and Prodist, are under pressure. Focus is being placed on our debtor book on the credit extension side of the business. Our grain

trading business experienced very low volumes and Grainlink and Tradevantage are also under pressure.

## FRANCOIS REMINDS US OF THE PRODUCER SIDE OF THE BUSINESS - THE BEGINNING OF THE CYCLE

As far as turnover is concerned, the producer side of our business represents less than 50% of our business. What is important, however, is that it is the beginning of the cycle. Processing, logistics and financing are higher on the turnover side of the business since value has already been added to the product. If the tonnages produced by the producer are not put into the value chain, the other side cannot function. It is an interesting concept. It may be logical to all of us. We are at the beginning of the food chain. We have approximately one million producers, which include large, medium and small producers - from subsistence farmers to emerging farmers and even women producing vegetables for their own families. On the other hand we have between 45 and 55 million consumers in South Africa. In addition we provide in the food requirements of 30% to 40% of the SADC.

## THE SPENDING CYCLE

The spending cycle in the summer planting area of the Southern Hemisphere is important to us. Primary tilling is done from June to September and planting season,



Should the climate normalise, the past drought will have a 3-year impact on our business...

depending on how much rain is received and the soil moisture situation, is from October to December and, as was evident during the previous season, even into January.

#### PERSPECTIVE ON SPENDING

The most important aspect relating to the recently published interim results, is that we have experienced a 1 out of 107 years event at Senwes and SA agriculture experienced a 1 out of 109 years event.

I say *most important*, because it had a huge negative impact on the input side of our business. The spending ability of producers was limited and they experienced severe cash flow pressure. All our input businesses were under pressure as far as volumes and margins were concerned - "Obviously the stocking cycle also has to normalise - you just don't stock up for such an event. You stock up for a normal year."

#### SENWES HAS A HUGE SOCIAL IMPACT / FOOTPRINT

Our business is fixed cost driven - "We cannot simply phase out the costs relating to the more than 3 000 employees, assets, machinery, inventory and capital expenditure."

People with dependants are dependent upon us. Directly and indirectly we touch the lives of between 300 000 and 400 000

people via our customer base, personnel, input suppliers, customers on the processing side, towns and municipalities. We have a huge human and social impact. It has a huge cost effect on our business when sufficient volumes cannot be obtained, as we recently experienced.

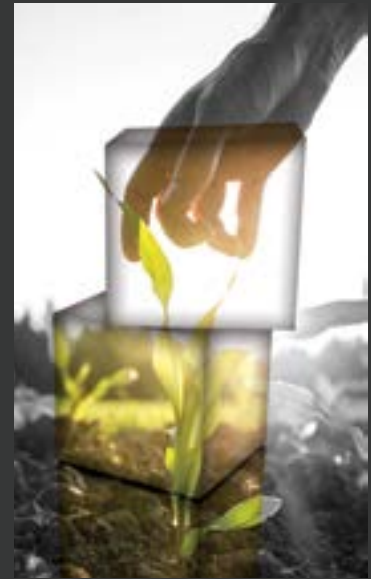
#### THE IMPACT OF THE DROUGHT ON MARKET ACCESS

Senwes normally handles approximately 2,5 to 3 million tons of grain. Last year we hardly handled 1 million tons, with a fixed cost structure in excess of 80%. Should the climate normalise, the past drought will have a 3-year impact on our business to the extent of a R100 million negative impact in the 2014-2015 production year, R150 million in the 2015-2016 production year and R50 million in the 2016-2017 production year - a total impact of R300 million.

Our profit is R100 million lower than the previous year. Now, after having received 1 million tons of grain, the impact on our market access business is significant. We have a negative carry-cost in the market, exceptionally high premiums have to be paid for white maize and commodity prices and exchange rates are highly volatile. It is a very dangerous situation for a trading business such as Tradevantage.

#### CREDIT AND FINANCIAL SERVICES

The client base is under pressure as far as cash flow is concerned.



"The producer's next income cycle will only be when this year's planted crop materialises, hopefully after having received good rains. Only then will the next cycle commence." Our financial services business is under pressure, both as far as repayment ability and margins are concerned.

#### SURVIVAL AT THE LOWEST POINT OF THE CYCLE

Senwes is conservative as far as balance sheet management, cash flow and the cost line are concerned. Personnel should realise that personnel cuts have not been done in a long time. We try to manage our business in such a way as to prevent personnel cuts. If you want to criticise or voice your unhappiness, this is something to remember. "The reality is that we have to survive, even at the lowest point of the cycle."

#### EXPECTATIONS FOR THE REST OF THE FINANCIAL YEAR - A VIEW ON THE NEXT SIX MONTHS

The eastern side of the country received normal to above-normal rain and plantings were at a level of almost 100% during the months of October and

> CONTINUES ON PAGE 6



> CONTINUED FROM PAGE 5

November 2016. The central area received reasonably normal rain. However, rainfall in the southern to south-western areas was at very low levels, particularly in the Bultfontein and Hoopstad areas.

This is also evident in the spending ability of producers. The planting figures are significantly lower, although the planting intentions are much higher. Producers have to farm themselves out of their current difficult situation. The Lord's grace was evident over the last week of December 2016 and the first part of January 2017. Our western areas received more than 100 mm of rain on average, which drastically improved prospects.

**BETTER PREPARED THAN AT THE END OF 2015**

Planting commenced early this year. By the beginning of December 2016 planting levels were at approximately 60%. Conditions are more promising than the same time last year. The soil moisture status is better, producers are prepared and I believe very few producers in our area have not been assisted as far as financing is concerned. Should rainfall patterns normalise, volumes should increase in the next production year, which will stimulate the total production cycle and business. "The current year is the middle year - the most difficult one."

**CUSTOMER FOCUS**

Our balance sheet management, capital allocation costs and efficiency have to be at the highest level. The main focus area of our strategy and the reason for the existence of Senwes, are for its customers. This is where everything starts. No other interest can be serviced if a transaction is not concluded. It provides jobs to personnel and input suppliers have a place to deliver their products, government receives income tax and the shareholder a return on investment. It is therefore understandable that the board of directors decided not to consider a dividend at this stage.

Our strategy is to ensure that the customer is and will remain the focal point. We act in the interest of our customers. The main objective of all personnel is to understand the priority of the customer. Personnel have to offer added value in terms of knowledge and market intelligence. The integration of the businesses is important, since it will ensure the prioritisation of the needs of the customer.

We launched OneAgri, which offers a central identity which ensures easy and integrated access for the customer. AgriRewards is another way in which the customer base is rewarded for business done with Senwes. Senwes Equipment expanded to the Eastern-Cape, namely to Aliwal-North, Ugie and East-London

and JD Implemente expanded to George. We also added the JCB agency to Senwes Equipment. We will also continue with our large investment on the Grainlink side in order to assist producers by taking in grain at a higher moisture percentage.

**EXPANDED STRATEGIC OBJECTIVE**

We are busy with the externalisation of our business. We are considering other risk areas in the world, other areas of income. Due to the weakening of the rand, we are better off in rand terms, but worse off in international currency terms.

**NO DIVIDEND**

The preservation of the company is and will remain the highest priority. It is comforting to have two huge shareholder blocks. Senwesbel holds a 52% interest and Grindrod a 22% interest in the company. It was very easy for the board to make the decision not to declare a dividend, since the customers, personnel and input suppliers are the board's priority.

**MESSAGE TO PERSONNEL**

I would like to thank our personnel most sincerely. Thank you for the manner in which you deal with and support our customer base and our input suppliers. You are the people who ensure the success of our business. You have to receive the credit. We also acknowledge that we are at the mercy of our Heavenly Father. We live in His mercy. We praise and honour God for everything that happens in our company. ●





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# The discussion continues on Nation in Conversation in 2017



THE FILMING OF THE NEXT SERIES OF NATION IN CONVERSATION, WHICH STARTED BROADCASTING ON 4 JANUARY 2017, GOT UNDERWAY IN NOVEMBER 2016 AT THE BROOKLYN THEATRE IN PRETORIA.


« MARLON ABRAHAMS

The respected agri-chat show, which was initiated by Senwes and made its debut at Nampo four years ago, has grown in reputation and stature as THE show to watch and deals with critical agri-issues. Joining regular anchor, Theo Vorster, is seasoned presenter Rozanne McKenzie whom viewers will recognise from Dagbreek on kykNET.

This time the series spreads its net wide and goes on location to the breathtakingly beautiful wine-lands in the Cape as well as the spectacular fruit farming and milk producing regions in the fairest Cape.

Download the Nation in Conversation App from the App store and watch the press for broadcast details. The new series will be broadcasted on kykNET, Soweran TV, Business Day TV and will be available on YouTube. Exact broadcasting dates and times are available on the Nation in Conversation App.

The new series features on-location interviews and in-studio analyses with industry experts, sharing unique and enlightening insights into the machinations of agriculture from the farm gate to the table. The first four episodes of the new series shed light on the wine, sheep, fruit and milk industries. Nation in Conversation media partner, Landbouweekblad's Chris Burgess, brings his years of experience in the industry to the series by sharing his insights on the agri-value chain of each specific agri-industry.

Remember, if you have something to say about the state of agriculture in South Africa, you don't have to be a guest on the show. All you need to do is download the app and participate by posting your questions and inputs! 

The Nation In Conversation series kicked off with a new look and feel with presenters Theo Vorster and Rozanne McKenzie. Don't miss it!

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# Nation in Conversation is everywhere!



The new series of Nation in Conversation takes viewers on a journey through the beautiful rural areas of South Africa and the different industries, characteristics of the different regions, are investigated.

These episodes are broadcasted on kykNET, BusinessDay TV and SowetoTV and the programme follows locally produced products, from the farm gate to the table.

If you are unable to follow these broadcasts on television, visit the Nation in Conversation YouTube channel, website or application. Every episode will be downloaded onto these platforms after its television broadcast.

Stay informed of where and when you can read or see more about Nation in Conversation by following them on Twitter and Instagram, and by Liking them on Facebook.

We would also like to congratulate Arnold Bender from Bethlehem, the lucky winner of the iPad-competition. He won a brand new Apple iPad Air 2 and data for 24 months. This prize, to the value of approximately R12 000, was sponsored by Nation in Conversation, to make it possible for another enthusiast to follow all the live broadcasts during Nampo 2017 on the Nation in Conversation application. 📱



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# Westfert Dome towers above Hoopstad

## Largest stand-alone structure in the Southern Hemisphere

PRODUCERS TRAVELLING THROUGH THE FREE STATE MUST HAVE SEEN THE ENORMOUS WHITE STRUCTURE OF THE WESTFERT DOME JUST OUTSIDE HOOPSTAD. THE MASSIVE FERTILISER STORE IS VISIBLE FROM A DISTANCE OF 10 KM.

« AUBREY KRUGER

**D**uring *Senwes Scenario's* visit, owner Pieter Burger and his wife Marietjie, who does the marketing, told us that the structure is the end result of a process which took three years. Planning started in 2014 and the building process started in all earnest in November 2015. It is expected to be completed by April 2017.

### WESTFERT DOME IN FIGURES

The dome is 174 metres in length and 116 metres wide, which officially makes it the largest, stand-alone structure in the Southern Hemisphere. It is 24 metres in height or approximately 9 floors high. To put this into perspective for the producer - the total extent of the Westfert Dome would cover 2 hectares, roofed, and with a capacity of at least 180 000 tons

the producer is really put first.

### HUGE BENEFITS FOR PRODUCERS

The Westfert Dome offers a number of benefits for producers. Individual producers can now have fertiliser blended to suit their own requirements. Fertilisers and a number of raw materials can be purchased at different times at better prices. Producers will also save on labour costs, storage space and bagging costs. In addition fertiliser can also be blended in bulk and delivered on the farm. In short, the dome will shorten the chain between the producer and supplier even further.

Westfert indicates that it will be able to do advance purchases at the right times of the year in future. A further benefit is more controlled delivery due to the fact that it will no longer be directly dependent upon shipping as in the past. This means that the shelf life of fertiliser will also be increased. All the above aspects will enable Westfert to render the best possible service to producers and to supply the best quality fertiliser to producers.

### WHAT MAKES THE DOME SO SPECIAL?

The dome is perfectly situated to support producers in particularly the western maize producing area. The warm Free State climate is also ideal, contrary to the moist and humid conditions at harbours - the biggest danger to fertiliser is water. The excellent

ventilation system in the building keeps the temperature at 6 to 9 degrees cooler than the exterior, which also improves the shelf life of the fertiliser. The building was specifically constructed with the Free State winds in mind. It was designed to be similar to the wing of an aeroplane and can handle winds of up to 150 km/h.

### PROUD SUPPLIER TO SENWES

Westfert fertiliser is manufactured by Vetrivier Boeredienste and its products have been available in the fertiliser industry for 25 years. Its relationship with Senwes was established more than 22 years ago. Service delivery will now improve even further and the objective is to make the standard blends available at all Hinterland branches in South Africa. A large number of producers are existing Senwes customers and purchase their fertiliser from Westfert via Senwes.

### MORE FACTS ABOUT THE DOME

This multi-million rand project has 22 very long arches stretching over the length of the building. The corrugated iron used for the roof and structure span a distance of almost 28 kilometres and the pipe a distance of 8 kilometres.

I am sure you will agree that this structure is exceptional and an asset for the agri-sector. For more information please contact the Westfert website at [www.westfert.com](http://www.westfert.com). ●

# Westfert



Adding Life



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[www.westfert.com](http://www.westfert.com)

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# WESSELSBRON

## SOURCE OF AGRICULTURE

source of food

WESSELSBRON AND ITS PEOPLE HAVE A NUMBER OF SYNONYMS - FREE STATE WORLD, MAIZE MEN, SANDVELDTAND PANNEVELD. AND THIS MAIZE TOWN HAS A LOT TO BE PROUD OF.

« AUBREY KRUGER

### WHERE DOES THE NAME WESSELBRON COME FROM?

The town was named after Commander CJ (Conerlis Janse) Wessels, better known as Kerneels.

Wessels was known for the fact that he led the Siege of Kimberley, which took place from 14 October 1899 to 15 February 1900 during the Second War of Independence. Wessels was also a member of parliament for the Hopestad district for 21 years. The spring (bron) of

The town was named after Commander CJ Wessels.



Wesselsbron, a strong water source found in Willemse Street, forms the rest of the name.

### ALMOST 100 YEARS OLD

The town was founded on 11 June 1918 on the farm Zoetvlei, which means that this agricultural town will be celebrating its centenary next year.

Most of the street names in town are initials and surnames. It is interesting that the vertical streets, which run in the length of the town, have been named after South African leaders such as Presidents Brand, Hertzog, Steyn and Louis Botha. The cross-streets have been named after important people who played a role in the founding of Wesselsbron, such as former mayors of the town, PL Kotzé, JAG Muller and CN Ross to name but a few. The Hinterland branch is situated at 10 P. Kotzé Straat - Kotzé was mayor from 1937 to 1940.

### SENWES' WESSELSBRON SILOS - THE LARGEST

Mike Jacobs is the project manager at the Wesselsbron silo complex, which consists of three silos,

namely 234, 235 and 277. Mike will be celebrating his 20th year of service at Senwes this year. He has been the project manager at Wesselsbron for the past two years. As far as years of service is concerned, he singles out Gawie Rossouw (Silo Manager at 277), who received a 30-year service award at the end of 2016.

### LARGEST SILO COMPLEX IN THE SOUTHERN HEMISPHERE

The capacity of the Wesselsbron silo complex is a massive 297 220 tons and with its 108 bins it is the largest silo complex in the Southern Hemisphere.

#### Silo 234

The silo has a total of 68 bins and a total capacity of 127 120 tons.

#### Silo 235

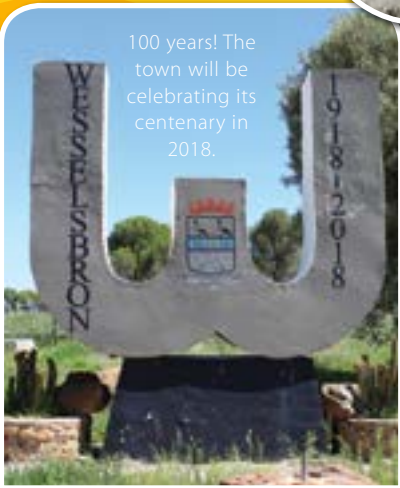
This silo has 12 bins with a total capacity of 42 000 tons.

#### Silo 277

Silo 277 has 28 bins with a total capacity of 128 100 tons.

Crops handled at Silo 277 are maize, soybeans and sunflower. Silo 235 mainly handles white maize, but was closed during the past season due to the drought. Silo 234 handles almost all crops, from

Mike Jacobs is the project manager at the Senwes Wesselsbron silo complex.





Johnny Bezuidenhout is the Hinterland branch manager.

The new Wesselsbron Hinterland branch was built in 2014.



white and yellow maize to wheat and sunflower. There are also rail outloading facilities, but road transport is used to a much larger extent. The complex has six aeration fans. An additional aeration fan has been installed at Silo 277 and two at Silo 234..

**FORMER SILO MANAGER, DAVID MARAIS**

Producers in the area will remember the former silo manager at Wesselsbron. He worked for Senwes for 27 years, the last two decades of which as silo manager. He tells us that it was not unusual for the silo to be filled to the brim - this happened two to three times during his career at Senwes.

Talking about Senwesters, other well-known Senwesters in town include former Senwes director WH van Zyl and his son, Thabo van Zyl, who is a current director on the board of Senwes.

**New Hinterland branch in 2014**

**JOHNNY BEZUIDENHOUT  
YOUR BRANCH MANAGER**

Johnny Bezuidenhout is the branch manager at Hinterland Wesselsbron. He is a man from the area, for the area. He has been working here since 1994. He was

branch manager at Wolmaransstad and has been the branch manager at Hinterland, Wesselsbron since 2013.

**BRANCH HISTORY**

A bit more history - former branch manager and current relationship manager, Flip Tait, told us about the history. Flip has been working for Senwes since 1967 and he knows the history. The new branch opened at 10 PL Kotze Street in September 2014, a year after Flip's tenth anniversary as branch manager. The branch and fuel station were here in the past, since Senwes opened here in 1964. The mechanisation division used to be in Grossman Street and the stores were situated in the industrial areas since the amalgamation with Kroonstadwes on 3 April 1991.

**UNIQUE ASPECTS ABOUT THE BRANCH**

Through John Deere they have a 96% mechanisation market share. They are also the largest mechanisation division in the Senwes area.

The old key for the first branch was found when 30 employees were passing boxes to one another. When one of the boxes were thrown onto the truck, the key fell out and one of the sales clerks, Vlooi Barnard, found it.

**CHURCHES**

There are various churches in town. The Dutch Reformed church was built in 1939 and designed by Gerard Leendert Pieter Moerdijk, who was also responsible for designing the Voortrekker Monument in Pretoria and the Dutch Reformed church in Piet Retief.

The cornerstone of the Dutch Reformed Church-North was laid in 1966 and the church was inaugurated in 1967. This church was designed by a Mr Hartman. AFS and APC churches were also established at a later stage.

**Things worth seeing**

**ALOE DICHOTOMA (KOKERBOOM)**

A rare aloe dichotoma can be found in Bredenkamp Street, around the corner from the old Dutch Reformed church. It is quite rare since these trees are not found in the Panneveld - they are found in Namibia and the Northern Cape.

**BUSHMAN DRAWINGS**

Bushman drawings were found on the farm Boschkop and locals tell us that 80 Bushman engravings have been found.

> CONTINUES ON PAGE 14

The Wesselsbron silo complex with its capacity of more than 297 000 tons is the largest in the Southern Hemisphere.



Ouvolk or the sungazer, is found in this area.



**OUVOLK**

Another unique species found in the area is a reptile known as the sungazer, better known as *ouvolk*. However, their numbers are dwindling.

**SPORT**

Sports heroes from the district include Springbok rugby player Martiens le Roux, who played in the 1976 Currie Cup final, when the Free State won the cup for the last time before they managed to do it again in 2005. Martiens passed away shortly after the match between the Blue Bulls and the Free State ended in a draw in the 2006 final.

Skroef van Rooyen (Free State), who works for Certisure at the Hinterland branch in Wesselsbron,

is another rugby hero. There is also a Skroef van Rooyen Rugby Museum in town.

Other rugby stars are former hooker Dirk van der Merwe (Northern Free State) and the brothers Chris, Sas and Tokkie Kasselman, who played for various provincial teams.

Sports in town is also synonymous with the Frikkie Cronjé Park, where rugby, cricket, netball, bowls and squash are played.

**Rugby Club**

Chairman of the Wesselsbron Rugby Club is proud of the club's history, which extends over a period since at least 1938. He tells us that the team always sing a song during matches called *Mielie-*

*manne*. They have been doing this since 1955.

**Golf Club**

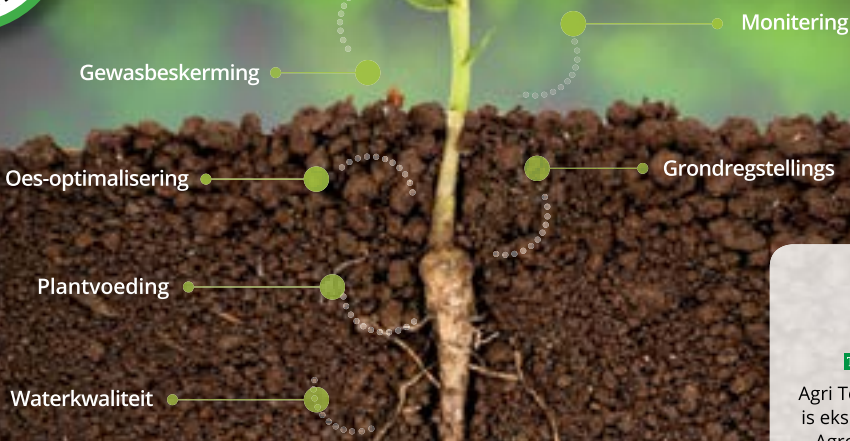
Golf is also on the agenda of the mieliemanne. The Chairman of the Wesselsbron Golf Club, Warren Laubscher, says that the nine greens and 18 tees are a real asset. The club dates back to 1981 and has approximately 42 members.

The bowls club was established in 1984.

That is Wesselsbron in all its glory. Next time you visit you may decide to stay an extra day or two to partake in everything that the town offers. ●



*Saam boer ons vooruit*



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Johan Styger is the 2016 Southern African Stud Breeder of the Year.



# 2016 SOUTHERN AFRICAN Stud Breeder of the Year

Simmentalers is his breed of choice.



SENWES SCENARIO VISITED THE 2016 SOUTHERN AFRICAN STUD BREEDER OF THE YEAR, JOHAN STYGER, TO LEARN MORE ABOUT THIS TOP BREEDER AND TO UNDERSTAND HIS WAY OF THINKING.

« AUBREY KRUGER

### THE TITLE IS DEFINITELY HIS

Johan proverbially paid all his accounts when it comes to this Pick 'n Pay, *Farmers' Weekly* and Breedplan Stud Breeder of the Year competition. He did not only win the 2016 competition, he came second in 2015 and third in 2014. In addition to the title of 2016 Southern African Stud Breeder of the Year, he was also the Northwest ARC regional winner.

### HIS FARMING OPERATIONS ON THE FARM SCHOEMANSFONTEIN

Johan farms on the farm Schoemansfontein between Klerksdorp and Hartbeesfontein in the Northwest province and owns BTB Simmentalers (Boekenhout Trust Farming). This civil engineer moved his farming operations in 2003 to be closer to his farming activities on 1 019 hectares, where 180 cows are kept.

### WHERE DID IT ALL BEGIN?

This Klerksdorp-born man tells us that his father, Sampie, farmed at Rooiberg, between Warmbad and Thabazimbi. Johan grew up with Simmentalers after the family imported this breed in 1965. He tells us that he used to farm with both Simbras and Simmentalers but, in his own words, "the Simmentalers outperformed the Simbras on this farm."

### DEVELOPMENT AND PROJECT MANAGEMENT IS HIS JOB

This weekend-farmer, as he calls himself, talks passionately about his work and his farming activities:



**Johan Styger**

Mnr. Johan & Me. Annemarie Styger (met toestemming van Landbouweekblad)

Suider-Afrikaanse Stoetteler van 2016

De Heus wens graag Johan Styger geluk met sy besondere prestasie in 2016.



Johan Styger with two of his three Pointers.

"I do what I love," he says while his Pointers, Kaizer, Tarka and Rommel, play all around us. Johan has many years of experience in the engineering field. He has a B. Eng. degree, which he obtained in 1980, and obtained a B. Eng (CIV) (Hons) degree in 1986. After a few years at a consulting engineering firm, Johan started his own engineering business, MDCC, in 2000 in Klerksdorp. He used to be the managing director but focuses more on his specialist field now, namely development and project management.

#### ABOUT FEEDING

To start with, animal feeding is about two aspects, namely quality and price. "As far as animal feed is concerned, I am always prepared to pay more. The correct nutrition is of the utmost importance for my bulls since every one of them could possibly become a stud bull."

The old saying goes: "Half the breeding is in the feeding." It means that it is possible to make an ordinary bull or cow look very good since fat hides faults. "But", Johan adds, "this is not where I am heading."

He also limits the number of show animals due to the fact that feeding actually hides the real genetic potential. "Feeding also hides the single most important element, namely fertility," he says. Johan explains that in a good year, all the cows could become pregnant. However, there are always the less fertile cows in each herd. A drought such as the past one, very clearly points out the less fertile cows. We attempt to get rid of the less fertile cows.

#### A FEW SECRETS ABOUT BTB'S CATTLE FARMING

Johan shared a few secrets with us:

- Since margins are very low, the best available technology and genetics have to be used and

everything has to be done right - this is what precision farming entails.

- Fertility is 50% of the recipe for success - "When you have a poor quality calf you at least have something to sell. But when you have no calf you have nothing to sell."
- BTB's female animals run a hurdle race. If they do manage to jump any hurdle, they are eliminated. The first hurdle is to reach the correct mating weight at 13 months, to become pregnant within 45 days and to successfully wean a calf every year.
- Should all your cows not become pregnant, it could mean that you are spending too much on supplements and that there is not enough pressure on fertility in your herd to make any meaningful genetic progress.
- His project management approach comes in quite handy. All genetic measurements are done on weaning day. In order to facilitate management and to put more pressure on fertility, the mating season takes place once a year for a period of 45 days.
- Buy the right feed for the right purpose and make sure of the after-sales service.
- The most important aspect regarding feed is that you should optimally utilise the available resources. ●

\* Look out for the second part of the article in the next *Senwes Scenario*.

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# MONTEGO PET NUTRITION & FSSC 22000

Montego is gestig deur Hannes van Jaarsveld en het vroeg in 2000 begin om Montego Classic te produseer. Harde werk en die deursettingsvermoë om top gehalte hondekos teen bekostigbare pryse te produseer het Montego se deurlopende sukses in die mark verseker. As 'n lid van die PFI (Pet Food Industry Association of South Africa), het Montego begin met die proses om FSSC 22000 status vir hul vervaardigings fasiliteite in Graaff-Reinet te verkry. Na 5 jaar se harde werk, het die finale oudit in September 2015 plaasgevind en Montego het hulle FSSC 22000 sertifikaat in Oktober 2015 ontvang.

## WAT IS FSSC 22000?

FSSC 22000 (Food Safety Certification 22000) is die mees omvattende en robuuste internasionale erkende voedsel veiligheid bestuur sisteem en is gebaseer op streng internasionale standaarde. Sertifisering word slegs toegestaan aan voedsel vervaardigings maatskappye deur geakkrediteerde instansies, nadat voorgeskrewe en spesifieke standaarde en prosedures geïmplementeer is en slags as fases 1 en 2 van die oudits geslaag word.

Wanneer sertifisering ontvang word, stel dit die voedsel verskaffer in staat om te verseker dat die voedsel wat geproduseer, voorberei en gehanteer word volgens die mees erkende standaarde. FSSC 22000 is ontwerp met die oog om die gesondheid van verbruikers (en hulle troeteldiere) te beskerm en te verseker dat voedsel vervaardigers wêreldwyd, veilige en hoë gehalte standaarde handhaaf gedurende produksie.

## WÊRELD KLAS

Montego se vervaardigings fasiliteit, vervaardigings prosesse, produkte en voedsel veiligheid bestuur sisteme voldoen aan alle internasionale standaarde wat hul so ook vergelykbaar maak met van die beste vervaardigers ter wêreld. Die FSSC 22000 sertifikaat word ten volle herken deur die GFSI (Global Food Safety Initiative) en deur die EA (European co-operation for Accreditation).



## VEILIGE TROETELDIER KOS

Die FSSC sisteem verskaf Montego met 'n effektiewe proses wat maandelike gevare geïdentifiseer en voorkom. Dit help om produksie te beheer, bekragtig en te verbeter. Montego neem hulle veiligheid baie ernstig op, nie net die hulle die oudit op die bestuur van voedsel veiligheid sisteme met vlieënde vaandels geslaag nie, maar die ouditeure beskou Montego ook as een van die mees higiëniese fasiliteite wat hulle al ooit geaudit het.

## KONSTANTE HOË GEHALTE KOS

In vandag se vinnige en steeds veranderende wêreld, sal Montego se voedselveiligheid bestuur sisteme gereeld gemonitor word deur die FSSC om te verseker dat die kwaliteit van hulle voedsel produksie konstant bly. Dit beteken dat hulle nooit sal afwyk as om net die beste te produseer nie, want familie verdien mos niks minder nie.

Verbruikers kan gerus wees dat die Montego Pet Nutrition produkte wat hulle geliefde troeteldiere eet, altyd veilig, vry van gevare en voedsaam sal wees. Dus leef Montego hul slagspreuk só uit – *Heerlik Voedsaam*.



**HEERLIK VOEDSAAM**

The picturesque poplar lane leads to the farm.

# Chris Schoonwinkel

## A true Sandveld farmer

### YEARS OF HISTORY ON THIS FARM

SENWES PRODUCER IN WESSELSBRON, CHRIS SCHOONWINKEL IS A SANDVELD PRODUCER WITH ENORMOUS PASSION. AND THERE ARE YEARS OF HISTORY ON HIS FARM.

« AUBREY KRUGER

**I**t becomes evident the minute you turn off the R34 between Wesselsbron and Hoopstad, according to Chris most certainly the worst road in South Africa, and drive through the picturesque long poplar grove of a few hundred metres to the farm Welgegund.

Chris told me later that these trees were planted in 1966, on 6 September to be exact, which means that they are 50 years old.

The older people will know why Chris remembers this day - it was the day on which Dr Verwoerd died. Funny enough, Chris will also be celebrating his 50th birthday on 11 February this year. Farm and owner both celebrate half a century of success!

#### HISTORY

The farm Welgegund comes from his mother Ellen's side and his father later expanded to Vlakwater, Quaggavlakte, De Rots and Zandheuvel. His father, who started farming in all earnest in 1971, was the first generation Schoonwinkels here.

#### MORE ABOUT CHRIS

This Odendaalsrus-born man



Schoonwinkel! The board tells us who farms here.



Chris Schoonwinkel amongst his maize on his farm Welgegund between Wesselsbron and Hoopstad.



Collies Naledi and Tsadi greet you at Welgegund.

has been in the area for a long time and he matriculated in Wesselsbron in 1984. After two years military service, during which he was stationed at Bloemfontein and Middelburg (Transvaal, now known as Mpumalanga). After having obtained his B Agric degree in 1991, he started farming with his father, Louis, and became a proud second generation producer.

**FATHER LOUIS HIS ROLE MODEL**  
Chris becomes emotional when he talks about his father. He learned a lot from his father over a period of more than 25 years. They farmed together from 1991 to 2016, before his father died of a heart attack in September last year.

His father also taught him many truths, which include “you have to stay on the straight and narrow road. You also have to make sure that people know what you are keeping yourself busy with.”  
He also learned a few sayings from his father - “You have

to have seed in the ground” and “If the seed is in the store it will not grow”. It means that one should take some chances. “If nature is ready, you have to play along and grab the opportunity.

**ANOMALIES**  
Chris says that a number of anomalies apply on a farm. “Sometimes you see the most beautiful maize plant, with the smallest one next to it, due to wind damage.” He says that they should have planted earlier this year. Normally they plant from about 15 to 20 November and the maize comes into seed early in February. Producers who planted earlier have a lot less wind damage and their crops look beautiful. Those who planted later have a lot of damage. Nothing went right. “The reason why they planted later is that rain often stays away in January - for this reason they waited, but this year it did not work.”

**RAIN**  
A lot of rain was received at the beginning of the season. Chris received 300mm of rain while the average rainfall over the past three years has been in the region of 300 mm per year. The average rainfall for the area is 470 mm.  
A further problem experienced this year was that there was no stubble on the fields - there was nothing but sand and this resulted in extensive wind damage. “Some of the fields we planted in November had to be replanted, and we then planted between 8 December and 2 January.”

**SENWES**  
My father was a Senwes member for the biggest part of his life. Chris follows in his father’s footsteps and does almost all his business here. From financing at Senwes Credit, the workshops at Senwes Equipment and purchases from the Hinterland branch.

**JOHN DEERE**  
On this farm they use John Deeres only and all the work is done by six John Deeres. A further two are lined up for smaller jobs. In addition they also have three planters as well as harvesters. A self-propelled sprayer sprayer also makes weed control much easier.

> CONTINUES ON PAGE 22



Weed control.

**Chris Schoonwinkel**

> CONTINUED FROM PAGE 21

**FARMING ACTIVITIES**

Chris describes his farming activities as 98% dry land crop farming and 2% cattle farming. He has approximately 1 800 hectares which can be planted, but they usually plant 1 200 hectares of maize, 270 hectares of wheat and 150 hectares of sunflower, with the rest, 10% to 15% of the lands, being fallow fields.

However, the past year has been difficult and they only planted 200 hectares of maize, and obviously sunflower and wheat.

**EXPANSION OF CROP FARMING**

Chris says that they are fairly conservative and after the good 2002/2003 year they started to expand. The biggest expansion was done a decade ago, in 2007.

**FARM WORKERS**

Respect is the most important factor in the relationship between a producer and his employees. “There should always be a large measure of respect. I respect my workers and expect the same from them. Another important aspect is that you have to be able to trust them. In order to trust them to do the work, you have to make sure that they are fully informed.” Chris says that he is lucky to have a low turnover amongst his employees. A number of them have been on the farm for up to 20 years and a number of their relatives also work on the farm. He has ten permanent employees and four seasonal workers.

**FAMILY**

Chris has been married to Lizette for 22 years and they have three children: Louis, William and Benita. Louis is a second year B.Com Actuarial



Chris is a John Deere supporter.



The farm house at Welgegund.

student, William is a first year B.Sc Agric student and Benita is a grade 10 learner at the Oranje School for Girls in Bloemfontein.

The family enjoys everything involved with arms, from clay pigeon shooting to bow hunting. A part of the farm De Rots is right next to the Vaal River, which means that the family does a lot of water sports.

**ADVICE TO OTHER YOUNG FARMERS**

“The first thing is that we do not farm with maize. We actually farm with moisture. The water table levels of all our lands are between 1.5 m to 3 m. I can give a lot of advice but an important piece of advice is that your cash flow situation should be positive at all times.”

**INTERESTING FACTS ABOUT WELGEGUND**

The farm Welgegund in the Wesselsbron district is exactly between Wesselsbron and Hoopstad, 22 km from Wesselsbron and 24 km from Hoopstad. His farm is on the border of the two Free State towns.

The story of the Hoopstad boer hero, Japie Greyling, unfolded on the neighbouring farm. The older people will remember the 10-year old little boy who refused to reveal the whereabouts of his father Barend’s commando in 1901 during the Anglo-Boer War. The British captain, Jack Sealy, shook his hand and documented the event in his book Fear and be Slain.

The farm and the area are rich in history and we believe that more history will be made by the third generation producers. ●

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# 10 lessons on mycotoxins in ruminants



MOST GRAINS AND FEEDSTUFFS ARE AFFLICTED BY A WIDE VARIETY OF MYCOTOXIN TYPES. RUMINANTS ARE KNOWN TO HAVE SOME CAPACITY TO PROTECT THEMSELVES AGAINST THE HARMFUL EFFECTS OF MYCOTOXINS.

**T**his capacity depends on the animal's ability to efficiently deactivate mycotoxins in the rumen, which in turn depends on having feedstuffs retained in this rumen "compartment" long enough to allow rumen microorganisms to work properly.

With large amounts of feed comes the risk of increased mycotoxin exposure, higher passage rates and less time available for proper feed digestion. As animals are fed increasing quantities of feed to increase production, it becomes more difficult to guarantee that mycotoxins can be effectively deactivated in the rumen. Complete mycotoxin degradation in the rumen is therefore not possible.

Most dairy farmers are well aware of the dangers posed to cows by aflatoxin-contaminated feeds and the risk of carryover of ingested aflatoxins into milk at a rate ranging from 1 to 6 % that could endanger human consumers. When the price of milk dropped and production cost pressures mounted, farmers tend to cease a mycotoxin risk management programme.

There are 10 important facts to remember about how mycotoxins affect dairy production.

## 1. AFLATOXIN IS NOT THE ONLY DANGEROUS MYCOTOXIN

Reproductive issues are likely the results of zearalenone, a potent estrogenic mycotoxin linked to a number of reproductive issues. Aflatoxins, zearalenone, deoxynivalenol, T-2 toxin, fumonisins and ochratoxin A are a few of the mycotoxins most commonly found in finished feed, corn (maize) and corn silage. These most well-known mycotoxins, recommended risk thresholds and effects are listed in Table 1.

## 2. RUMINANTS' LOWER SENSITIVITY TO SOME MYCOTOXINS?

A common misconception is that because cows are less sensitive to the effects of mycotoxins than other livestock species that mycotoxin risk management is optional

or only necessary in response to a severe mycotoxin challenge. The reality shatters this myth. Many dairy producers across the world have had similar experiences, forging a mycotoxin risk management programme when faced with low milk prices or cost pressures, only to have sudden problems relating to insemination rates, lower milk production, diarrhoea, elevated somatic cell counts, and higher incidence of diseases such as hoof disease or mastitis, and reproductive failure.

## 3. THE RUMEN'S ABILITY TO DEGRADE MYCOTOXINS VARIES A LOT

Cows' lower sensitivity to mycotoxins is due to their degradation in the rumen. Rumen biotransformation of various mycotoxins happens via certain microorganisms (e.g. protozoa) which have certain capacity to metabolise particular mycotoxins. While some researches have postulated that toxin degradation can reach up to 90% for some mycotoxins, estimates vary widely and differ for

> CONTINUES ON PAGE 26

**Table 1. Major mycotoxins and the dangers for cows.**

	Recommended risk threshold (ppb)	Effects
<b>Aflatoxin</b>	2	• Weight loss and reduced weights gain (cattle) • Impaired rumen function • Impaired udder health • Increased somatic cell count • Decreased resistance to environmental and microbial stressors • Increased susceptibility to diseases
<b>Zearalenone</b>	100	• Infertility, decreased conception rates • Teat enlargement • Enlargement of mammary glands in virgin heifers • Reproductive tract infections
<b>Deoxynivalenol</b>	300	• Impaired rumen function • Diarrhea • Metabolic disorders • Mastitis • Metritis • Lameness

## 10 lessons on mycotoxins

> CONTINUED FROM PAGE 25

each mycotoxin. Several studies have shown that in the presence of some mycotoxins, rumen microorganisms are altered and do not have the expected detoxification capacity.

### 4. MYCOTOXINS CAN BECOME MORE HARMFUL IN THE RUMEN IN SOME CASES

Ruminal degradation does not always render mycotoxins harmless. In the case of zearalenone, which is metabolised via protozoa to  $\alpha$ - and  $\beta$ -zearalenol, the beta form has been shown to be a less-toxic metabolite, whereas the alpha metabolite results in an even more estrogenic compound compared to zearalenone itself.

### 5. HIGHER THROUGHPUT LEAVES LESS TIME FOR THE RUMEN TO WORK

The level of zearalenone degradation in the rumen seems to be strongly connected to the level of feed intake and the resulting retention time of the feed. High-producing dairy cows with a daily feed intake of 26 kg dry matter, for example, have higher throughput which reduces the time allotted for detoxification.

### 6. NOT ALL MYCOTOXINS CAN BE DETECTED BY TRADITIONAL METHODS

Masked mycotoxins (because of their changed chemical structure) cannot be detected by conventional analytical methods (HPLC, ELISA). During digestion, the intestinal enzymes may cleave the masked mycotoxins and the parent mycotoxins are released. After release, the mycotoxins can be absorbed into the blood circulation and become again toxic for the animal. The most advanced, commercially available mycotoxin detection methods (Spectrum

**Table 2. Factors impeding mycotoxin deactivation in the rumen.**

Factor	Description
High productivity	Higher throughput reduces time for detoxification
Partial/unfavorable degradation	Higher toxicity metabolites released in the rumen
Masked mycotoxins	Increased bioavailability of the parental mycotoxin
Multiple mycotoxins in rumen	Microorganisms have lower degradation capacity
Acidosis	Dysbiosis results in lower degradation capacity

380<sup>®</sup>) can identify over 380 different mycotoxins and metabolites, including many masked mycotoxins.

### 7. ACIDOSIS IMPACTS RUMEN FUNCTION

A well-known problem within ruminants is subclinical or acute acidosis (SARA/ARA). This syndrome of low rumen pH often occurs in high-producing dairy farms, especially when the feeding regime is impaired or stress situations impair the ruminal flora and lead to dysbiosis. It is assumed that during acidosis the numbers of protozoa decline and as one of the most important mycotoxin-degrading agents, this leads to a decreased degradation and therefore, higher levels of mycotoxins can pass to the intestine and exert toxic effects.

### 8. SEVERAL FACTORS CAN IMPAIR THE RUMEN'S ABILITY TO DEGRADE MYCOTOXINS

Table 2 explains several factors that influence the degradation of mycotoxins in the rumen. Taken either separately or together depending on the circumstance, these can lead to greater mycotoxin exposure and harm to animals.

### 9. PROTECTION AGAINST A BROAD SPECTRUM OF MYCOTOXINS GUARDS AGAINST A SHIFTING MYCOTOXIN THREAT

A number of common moulds found in the field produce a variety of harmful mycotoxins that impair dairy cow health and performance. Different groups

of mycotoxins differ structurally from one another and therefore a robust mycotoxin risk management program is needed which combine several strategies, or modes of action, to counteract a broad range of different mycotoxins.

### 10. MYCOTOXIN RISK MANAGEMENT IN 3 STEPS

Robust mycotoxin risk management comprises several steps: detection, prevention and mitigation. Regular analysis of feed components and silage can help to uncover potential threats to animals. Good silage management is essential to avoid further growth of moulds and thereby prevent the production of mycotoxins. Regular application of a mycotoxin deactivator cannot be overlooked.

The Mycofix<sup>®</sup> product line of BIOMIN combines three modes of action—adsorption, biological degradation of non-adsorbable mycotoxins, and protection of the liver and immune system. Accurate feeding of dairy cows in combination with continuous mycotoxin risk management is the key to managing the optimal performance of the livestock business.

A proper mycotoxin risk management is essential to avoid unpredictable losses and maintain a high producing dairy herd. Avoiding mycotoxin formation must begin on the field, should continue in the silage production process and end with correct management of the open silo and feedstuffs. ●



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## BELANGRIKHEID VAN

# Finansiële beplanning



WEG IS DIE DAE WAT DIT NIE MEER NOODSAAKLIK IS OM VIR ELKE KLIËNT 'N BEHOORLIKE EN VOLLEDIGE FINANSIËLE ONTLEDING TE DOEN NIE. NIE EEN KLIËNT SE OMSTANDIGHEDE IS DIESELFDE NIE EN KAN DAAR NIE VAN 'N BEGINSSEL UITGEGAAN WORD DAT EEN PLAN ALMAL SAL PAS NIE.

« LUCAS COETSEE  
LIBERTY REGSPESIALIS

**W**at dit nog verder ingewikkeld maak is dat kliënte kort- en langtermyn doelwitte het wat op 'n gereelde basis hersien moet word.

Finansiële beplanning bestaan uit verskillende komponente en weens die feit dat dit aanmekaar gekoppel is, maak dit uiters moeilik om al die behoeftes van 'n kliënt in een ontleding saam te vat. Belasting, aftrede en boedelbeplanning is maar net 'n paar van die komponente wat deel vorm van die finansiële beplanning en is dit ongelukkig so dat 'n spesialis daar-

oor geraadpleeg moet word.

Alvorens 'n ontleding saamgestel kan word, is dit belangrik dat eerder te veel as te min inligting van die kliënt verkry word. Sonder voldoende inligting kan aanbevelings gegee word wat die kliënt op die verkeerde pad kan neem met die gevolg dat doelwitte nie bereik kan word.

Verandering in wetgewing of enige verandering in omstandighede van 'n kliënt, beteken dat die ontleding onmiddellik hersien moet word. Dit is maar ongelukkig 'n feit dat ons so betrokke raak met ons daaglikse werk dat ons nie genoegsame tyd opsy sit vir enige finansiële ontleding nie.

Kapitaalwinsbelasting word 'n al hoe groter probleem soos die markwaardes groei van bates wat onderhewig is aan die spesifieke belasting. Dit is nou 16 jaar later sedert die inwerkingtrede van kapitaalwinsbelasting en het dit 'n groot effek op die likiditeit wat beskikbaar is in 'n boedel. Die insluitingskoers vir 'n individu is juis vir die 2017-belastingjaar van 33.3% verhoog na 40% wat die likiditeit verder onder druk plaas.

Die likiditeit in 'n boedel word deur ander faktore ook beïnvloed, soos byvoorbeeld krediteure, onderhoudseise en administra-

siekostes wat insluit die eksekuteursfooie, transportkoste met die oordrag van 'n vaste eiendom, meestersgelde en advertensiekoste. Die gevaar met al die kostes is dat wanneer dit bymekaar getel word die gevolg is dat die boedel nie oor genoegsame fondse beskik om te verseker dat bates in die naam van erfgename oorgedra kan word nie.

Verkeerde struktuurering van polisse wat gesedeer word vir skuld waar dit oorspronklik 'n ander doel gedien het, kan ook tot katastrofiese gevolge lei. Hier is dit 'n jammerte dat die meerderheid van kliënte onder die indruk is dat 'n lewenspolis wat aan 'n persoon buite die boedel begunstig is, nie onderhewig is aan die betaling van boedelbelasting nie. Meer hieroor in artikels later in die jaar.

Die tydperk vir die afhandeling van bestorwe boedels neem ook deesdae al hoe langer wat vermy kan word as 'n kliënt sy testament op 'n gereelde basis hersien. Die testament vorm deel van die finansiële ontleding en maak seker dat al die doelwitte behoorlik daarin aangespreek is.

Met die wete dat verskeie komponente van finansiële beplanning met mekaar gekoppel is, word voorgestel dat kliënte tyd opsy sit en 'n spesialis raadpleeg vir die uiterste belangrike beplanning.

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107

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'N EEU VAN LANDBOU



[http://senwes.co/7min\\_DVD2016](http://senwes.co/7min_DVD2016)

# On their way towards greatness: Senwes helps emerging farmers

A NUMBER OF EMERGING FARMERS ARE BEING SUPPORTED BY THE SENWES DEVELOPMENT PROGRAMME. BUT HOW DOES THE PROGRAM ACTUALLY WORK?

**K**ey account manager and agronomist at Senwes, Julius Ramohlabi, explains that there are different phases that emerging farmers go through during the programme.

Firstly there are ad hoc-farmers, emerging farmers who are currently in the Intensive Support Programme, and those who have graduated.

But let's start at the beginning. What should the profile of the emerging farmer look like to actually be considered? What are the criteria?

## THE CRITERIA THAT EMERGING FARMERS MUST COMPLY WITH ARE

1. Firstly the emerging farmer must farm on a full-time basis

2. They must have business acumen.
3. In addition they must also have the necessary documents such as lease agreements and title deeds.
5. It will also be beneficial if they have some sort of mechanisation equipment on the farm.

## BEFORE THEY ARE ACCEPTED INTO THE PROGRAM, RESOURCE EVALUATION MUST BE DONE

Resource evaluation, like soil classification, is done to determine the potential of soil on the farm, namely high, medium or marginal. It is followed by recommendations such as whether lime should be added, the type of crop the farmer should plant and cultivation practices, namely whether they should consider ploughing or ripping.

## WHAT ARE THE BENEFITS OF THIS SUPPORT PROGRAMME FROM SENWES

The farmers can get access to financial assistance through Senwes Credit. In addition they can also obtain technical advice through mentoring and a market

is created for their product.

## BASICALLY A ONE-STOP SHOP

Julius is quite adamant that emerging farmers regard Senwes as their 24/7 One-stop Shop. There are a lot of benefits in being part of the programme, such as training and being exposed to a number of other segments in the world of agriculture. Senwes also enlightens the farmers about Safex, trading, putting them in contact with grain procurers, etc.

“Most of the time we start from scratch.” And who better to take them through the steps than Julius. Julius has 10 years' experience at Senwes. He started in 2007 as a junior agronomist, progressed to the position of agronomist and in 2016 he was promoted to key account manager, which means that he manages the total portfolio of emerging farmers.

## 5-YEAR MENTORSHIP PROGRAM

Julius explain that the farmers in the Intensive Support Programme go through intensive mentoring. He adds that he visits them at least once a week on their farms, even more often if needed. After the 5-year mentorship programme they graduate and receive a Certificate of Recognition.

Currently there are a few farmers in the programme, such as Herbert Mabuza and Wesley Monyatsi, to name just a few, on whom we have focused in previous editions of *Senwes Scenario*. These emerging farmers are spread around the Senwes area with a few in Vereeniging, Randfontein and

> CONTINUES ON PAGE 32



Two of the emerging farmers, Simon Tefo and Herbert Mabuza with agronomist and key account manager at Senwes, Julius Ramohlabi.



# How the handling of grain changed over time?

INTERESTING FACTS WERE COVERED IN THE FIRST PART ABOUT GRAIN HANDLING. THIS SECOND PART HAS MORE FACTS ABOUT SILOS AND CORN BAGS AND HOW EVERYTHING CHANGED OVER THE YEARS.

« THYS GROBBELAAR  
SENIOR GRAIN ANALYST, SENWES GRAINLINK

**D**uring the mid-twenties the Railways built various so-called B-silos next to the railway lines connected to coastal areas. The objective was to facilitate exports by handling maize in bulk. The photograph below shows the completed B-silo which was put into commission at Viljoenskroon. The photograph was taken in 1937. This specific silo has already been partially demolished. The maize was still transported by oxwagon in 90 kilogram bags, which were emptied into the bunker of the silo. The total maize handling process was therefore manual. The capacity of the B-silos was between 2 000 and 6 000 tons. A few of the B-silos are still in use, even in the Senwes area. Conveyor belts which transported the maize to the



vehicle or to the maize stockpile made the handling of maize slightly easier during later years. It relieved the exertion involved in the handling of maize somewhat. The mass of the bag was still 90 kilogram. Remember, the mass of the bag of maize was much more than that of the average person who had to carry it on his head. It can be seen in the photograph below how the bags were moved from the stockpile to a vehicle. At the end of the sixties the different co-operatives



embarked on silo building programmes, in terms of which vertical concrete silos were erected. The silo building programme only really gained momentum at the beginning of 1970 and was completed by the mid-eighties. An example of such a vertical concrete silo is the one at Buckingham, near Ventersdorp. This specific silo was built in 1978 and has a bulk capacity of 90 000 tons.

## HOW DID THE MASS OF A BAG OF MAIZE



## CHANGE OVER TIME?

Maize was handled in 90 kg imperial bags in South Africa from 1900 into the sixties. After the sixties maize was handled in 70 kg metric bags. Maize has been handled in 50 kg bags since the nineties for the purpose of retail selling and for exports to Africa. In the European Union, bags handled by humans may not have a mass of more than 25 kg.

Makes you wonder - is our physical power diminishing? 🤖



**Emerging farmers**

>CONTINUED FROM PAGE 30

Ventersdorp. Julias reiterates that the farmers already in this programme have land of between 125 hectares and 600 hectares each.

**AD HOC-FARMERS**

If farmers are not in the intensive phase, they form part of the so-called ad hoc-farmers. Julias says that this group of emerging farmers is bigger than the group of farmers in the Intensive Support Programme. These farmers generally have less than 100 hectares of land. We visit them and provide support on a continuous basis, usually en route to farmers who are in the intensive phase.

**FARMERS WHO HAVE GRADUATED**

Farmers who have received the Certificate of Recognition are



Farmvisits occur at least one a week. More if needed.

those who have moved beyond the intensive phase. They are now more independent and farm on their own, but with Senwes still on call.

**WHY EMERGING FARMERS ARE SUPPORTED**

The short answer is because emerging farmers have a lack of experience. That is why Senwes provides comprehensive support to them.

“All this support costs the emerging farmers nothing, Senwes incurs all the cost,” says Julias. He adds that GFDA (Grain Farmer

Development Association) also supports them as they pay for soil correction and insurance.

**WE NEED THEM**

Julias reiterates that this is a necessary process as “We must grow the book through our development programme. We need to develop the emerging farmers because we need them from a sustainability point of view.”

For more information about this programme contact Julias Ramohlabi at 083 314 7579 or 018 464 7156 or e-mail him at [julias.ramohlabi@senwes.co.za](mailto:julias.ramohlabi@senwes.co.za).



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## WESSELSBRON RELATIONSHIP MANAGER

# Tait has time for his producers



FLIP TAIT'S NAME SAYS IT ALL - HE HAS TIME (*TYD* IN AFRIKAANS), OR IN HIS CASE *TAIT* FOR HIS PRODUCERS.

◀ AUBREY KRUGER

**F**lip is well-known to the producers of Wesselsbron, the area upon which we focus this time, the reason being that Flip will be celebrating 50 years with the company this year!

Communication runs like a silver thread through his successes at Senwes. Flip started as a clerk at Senwes in Bloemfontein half a century ago. He brings new meaning to *joining a company straight after school*. He finished matric on Friday, 8 December 1967 and joined Senwes on the Monday, 11 December 1967. Two years later, in 1969, he was promoted to assistant branch manager at Verkeerdevlei. He filled the same position at Klerksdorp branch and Koppies. During his sixth year with Senwes he became branch manager at Lagerskraal, followed by Lindley, Brandfort, back to Lagerskraal and then Theunissen. He has been at Wesselsbron since 2003, first as branch manager and then as relationship manager.

He has been in this position since 2005. He has time for his

producers and when he doesn't have time, this Zastron-born man makes time. He has extensive knowledge and tells us that, in addition to communication with his producers, communication with his personnel and suppliers is equally important.

Flip follows an umbrella approach, which includes making sure that his customer is satisfied, determining the needs of the customer and arranging financing for the customer. "This is why they trust me. When they trust you, they communicate better with you."

He also visits producers on their farms. Alternatively he "sees them when they come to town." However, on Saturdays he makes time to go to the farms and he makes notes of what is happening on the fields. When a producer comes to visit him, he is usually ready with a recommendation or two since he already knows what is happening on the farm. They usually ask: "How do you know" and I tell them that I am really

interested in their business.

He works well with all his personnel. Branch manager Johnny Bezuidenhout and Flip make a formidable team. "I work well with Johnny. He supports me with marketing and we communicate well with each other. Often when Johnny is away, I accept responsibility for matters - one hand washes the other, after all."

He will be celebrating his 44th wedding anniversary with his wife, Yvonne, on 17 March this year. They have two sons, who are also in the agricultural industry. His eldest son, also Flip, is in the fertiliser industry and works for Vetrivier Boeredienste and Chris is the branch manager at Suidwes in Bothaville.

Flip turned 68 on 31 January this year and he doesn't want to think about retiring. "What will I do? My problem is that I cannot sit still."

He would like to share his knowledge for another three years - "One can't buy experience after all." ●

# Your grain marketing advisor at Wesselsbron has tons of experience

DANIE PRETORIUS WAS PROMOTED TO THE POSITION OF SENIOR GRAIN MARKETING ADVISOR AT WESSELSBRON IN JULY 2016. JUST THE RIGHT MAN FOR THE POSITION!

« AUBREY KRUGER

The informed *Scenario* reader will remember that we already focused on Danie in 2015, when he worked at Hoopstad. This new title was bestowed on him after 21 years service at this agricultural giant.

Danie services a wide area, from Wesselsbron to Hoopstad and Odendaalsrus. Where he focused on himself and his customers in the past, he now has three staff members to assist him in rendering excellent service in this large maize producing area.

Grain procurement assistant, Ronel van der Linde, works at Wesselsbron, Jurie Bezuidenhout, the grain marketing advisor at Hoopstad and Herman de Jager at Odendaalsrus. Herman also featured in the previous *Scenario*.

## NEW CHALLENGES

Danie enjoys the challenges which the new position brings, including the management of staff. His objective is to help them to achieve their own goals. And obviously to lead by example.

His experience stretches over more than two decades, which

makes him the perfect candidate for his new position. In addition to his 21 years of service, he has been involved in grain marketing since 2004, with three years' experience in Odendaalsrus and 11 years in Hoopstad. So, the advice you get comes from an informed source. He also makes sure that his personnel remain informed at all times.

## STRATEGIES

He tells us that the areas which they service are quite unique and different strategies have to be used for different areas - "The producers of the different areas have different views. For this reason they have to be serviced in different ways". Wesselsbron and Hoopstad have larger producers and they are close-knit communities. On the other hand, Odendaalsrus is more of a mining area, which brings its own challenges. Producers here are generally smaller than in Wesselsbron and Hoopstad.

## NEW ENTRANTS TO THE MARKET

Danie says that new competitors continuously attempt to access the market. This trend has increased every year, since the free market dispensation came into operation. Danie and his staff keep up with new market trends and they always search for new markets for producers in order to remain competitive, because - "More and more people want a slice of the cake".

## A COMPREHENSIVE SERVICE PACKAGE FOR CUSTOMERS

Although their roles are well defined, Danie sets additional

objectives for this staff, which includes highlighting the benefits offered by Senwes. A good example is that grain with a moisture content of up to 18% can be delivered. They also help their customers to derive maximum benefit from loyalty schemes such as AgriRewards. "It is more successful when you personally explain it to the customer and when you assist them with the registration process." In this way it does not only benefit the customer, but you also increase market share.

In addition to this Viljoenskroon-born man's knowledge as a grain procurer, he also brings his silo experience to the table which he gained as senior grader at Wesselsbron Silo, assistant silo manager at Schoonspruit Silo and silo manager at Wesselsbron.

So, for excellent service, visit Danie or contact him without delay! ●



# Jy glo ...

Jy glo in elke hektaar, elke saad en elke gewas. Jy glo in die toekoms van landbou. Jy glo in die harde werk wat jy moet insit en die toewyding wat die dag van môre se opbrengs van jou verg.

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REON VAN DER LINDE

# proud of accomplished team

REON VAN DER LINDE JOINED SENWES 27 YEARS AGO, IN 1990. HE WAS AN APPRENTICE AT THE TIME AND QUALIFIED AT BULTFONTEIN, WHEREAFTER HE BECAME A MECHANIC AT BOTHAVILLE AND BULTFONTEIN.

« AUBREY KRUGER

**H**e held the position of workshop manager at Hartswater from 1999 to 2000, before he worked as farm manager for Piet Naude's Sandvliet Farming in Welkom. However, in March 2013 he returned to the green team. He worked himself up from mechanic at Wesselsbron to relief workshop manager and he was appointed as workshop manager at Wesselsbron in March 2016.

## CUSTOMER-FOCUSED

It is important for Reon to be totally customer-focused - "To have contact with the customer and to provide continuous feedback." Fortunately he has an outgoing personality and he finds it easy to communicate - "My personality lends itself to communication. I like communicating with people and keeping them up to date and I like to be kept up to date with what is happening."

It is actually quite simple to help a customer - "Give him what

he wants and he will be happy." Reon says that prompt and good service has to be rendered. It is important for a customer to feel that he is important and not at the back of the row.

## A FORMIDABLE WESSELSBRON TEAM

Reon cannot talk enough about their formidable team at Senwes. "This team of managers, the spares team and sales teams offer the necessary support. We are a team and without them this will not be a successful workshop."

"I respect the artisans working with me and they respect me." Mutual respect is a very important aspect in our view.

We have excellent artisans. "Myburgh de Bruyn is one of them. He is my chess piece. He entices people to the workshop. "If you perform by being moti-

vated and purposeful, you will make money in this workshop. There are no half measures. Your flag cannot fly properly if it is not hoisted to the top."

He wants to make the bold statement that they render excellent service in general. When problems arise, they simply deal with it. Reon says that the past season has been very difficult. "The drought brought us back to earth, where we had to seek our Creator once again.

They service producers in a radius of 30 km, but also towns such as Allanridge, Makwassie Theunissen, Virginia and Winburg. "We also have producers with land in Vierfontein and Bloemhof and they all do business with us."

## NEW BRANCH

Reon is ecstatic to be working in the new branch, which was built in 2014 - "Firstly it is an honour to work in such a large and modern workshop and most of the equipment is also new." He compares the workshop with the same feeling you get when you smell the interior of a new car. And he should know, because he worked at the old branch as well.

## FAMILY

Reon grew up in Orkney, Klerksdorp and Wolmaransstad. He attended Orkney and Noordvaal Primary Schools and Wesvalia and Wolmaransstad High Schools. Reon and his wife, Ronel, celebrated their 23rd wedding anniversary on 14 January this year. They have two children, a son Rudi and a daughter Riana. ●



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# Safex Scenario's with Susari

SUSARI GELDENHUYS

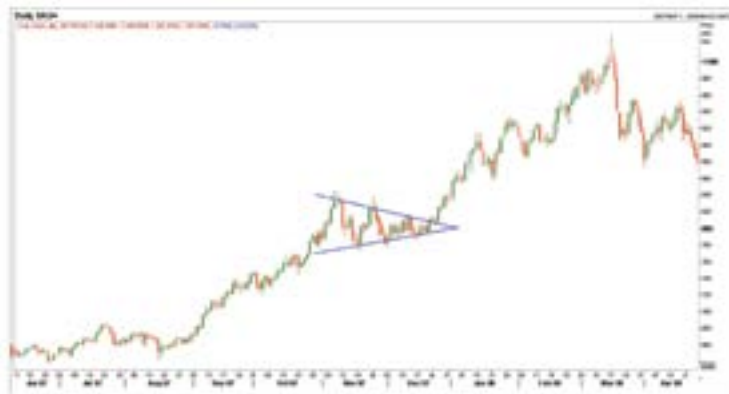
## INTRODUCTION

South African grain prices have been very volatile lately due to uncertainty about what the future holds for the grain market. Future stock levels, imports, hectares planted and yields are but a few of these factors which cause uncertainty (and therefore price volatility) in the market. Volatile market conditions will continue this season until there is more certainty about the factors referred to above. The effect of such volatile conditions is that market participants find it difficult to make good hedging and investment decisions. However, there are two general aids in the form of fundamental analysis and technical analysis which will contribute to a higher probability of success when such decisions are considered.

Fundamental analysis and the basis of technical analysis were discussed in previous articles. The last article focused on the basic analysis of different price formations, more specifically on the determination of support and resistance levels. This article will expand on it further by analysing various price formations.

## PRICE FORMATIONS

Price formations can be defined as a graphic price movement pattern which is determined by various support and resistance lines. There is a high probability of success when the formations are recognised and interpreted correctly. The most generally used



Graph 1: Symmetrical Triangle

SOURCE: COMPILED BY THE AUTHOR

formations, which usually indicate a continuation of the preceding trend, include: Triangles, Flags and Wedges.

### Triangles

Regarded as one of the most simplistic price formations, Triangles are easily recognisable with clear future price objectives. The price targets are mainly determined by measuring the length and the widest point of the triangle and to apply it to the break-out point (from the formation) in order to determine the next support (downward break-out point) or resistance (upward break-out point). The formation forms over a medium term and could even form over a long term. Three types of Triangles can form, namely symmetric, ascending and descending Triangles.

#### i) Symmetrical

A symmetrical Triangle is formed

by two lines converging towards each other, with prices testing each line at least twice. Please note that it is generally accepted that a Triangle which tests the support and resistance line more often, can be interpreted more accurately. Prices form lower highs and higher lows in such a manner that the support and resistance lines ensure the symmetrical form of the Triangle. The symmetrical Triangle is not generally used in the South African agri-market. Graph 1 is a graphic representation of a symmetrical Triangle.

#### ii) Ascending / Descending

The ascending and descending Triangle formation is similar to the symmetrical Triangle, the only difference being that the support or resistance line is horizontal. In the case of an ascending Triangle, a horizontal resistance line forms, with higher lows forming an upward support line. The opposite

*Formations which normally indicate a trend reversal will be discussed in the next article.*





Graph 2: Bearish Flag

SOURCE: COMPILED BY THE AUTHOR



Graph 3: Rising Wedge

SOURCE: COMPILED BY THE AUTHOR

is true for a descending Triangle, where a horizontal support line goes hand in hand with lower highs, which form a downward resistance line. Prices will break in the direction of the horizontal line (usually in the direction of the preceding trend), with the projection of a price level which is determined in the same manner as a symmetrical Triangle.

A formation which is very similar to the Triangle, is the Pennant. The formation forms on the same basis as a Triangle, with the difference that the Pennant forms over a much shorter term. The interpretation of the formation, however, remains the same as that of a Triangle.

**Flags**

Flags are regarded as one of the most reliable price formations in technical analyses and normally indicate a continuation of the primary trend. Flags are formed by a small price channel in the opposite direction to the preceding trend and are usually shorter term formations. Should the price break through the resistance level (rising primary trend - it is referred to as a Bullish Flag) or support level (falling primary trend - it is referred to as a Bearish Flag), then the preceding trend will continue. In theory prices should move significantly before a Flag is formed, after which the same movement can be expected should prices break out. The strength of a break-out from a Flag is usually confirmed by an increase in trading volumes and should therefore be analysed in conjunction with one another. Graph 2 is a graphic illustration of a Bearish Flag.

**Wedges**

A Wedge is a formation with the characteristics of both the

Triangle and Flag formation. This formation usually indicates a continuation of the primary trend should the formation form in the opposite direction of the preceding trend. Should the formation form in an upward trend (which means the Wedge is downward inclined), a bullish break-out would indicate a continuation of the upward trend. This is also referred to as a Falling Wedge. The opposite is true in respect of a Rising Wedge in a downward trend (as graphically illustrated in Graph 3). Should a Wedge form in the same direction as the primary trend (Rising Wedge in an upward market; Falling Wedge in a downward market), then the formation indicates a trend reversal. The resistance and support lines which form are not parallel to one another (as in the case of the Flag), but they converge. Please note that the lines are also not symmetrical (as in the case of the Triangle formation). Contrary to both the Flag and Triangle, a Wedge normally forms over a longer period.

Please note that the Wedge indicates more accurate and successful trading opportunities if it forms contrary to the current trend. Further confirmation is required and increasing volumes on a break-out of the formation are used as a good indication.

**CONCLUSION**

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

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

For more information or to obtain competitive option prices on a large variety of commodities, please contact Susari Geldenhuis at 018 464 7430 or 072 116 9999 or e-mail her at [Susari.Geldenhuis@senwes.co.za](mailto:Susari.Geldenhuis@senwes.co.za)

The *Senwes Scenario* team apologize for mistakes in the printed version of this article which crept in during the production process.



# February 2017: Market movements

THYS GROBBELAAR

SENIOR GRAIN ANALYST, SENWES GRAINLINK

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

## Price drivers in the grain and oilseeds markets

A schematic representation of the most important variables which currently have an impact on commodity prices in the local market can be seen below. We will attempt to briefly focus on the most important variables. We have two situations at present, namely old season grain and oilseeds and new season grain and oilseeds.

### ❖ OLD SEASON SITUATION (2016/17 MARKETING YEAR)

- Local available stock
- Expected exchange rate movements
- International prices
- Possible imports
- Consumption
- Expected early deliveries (March 2017 and April 2017)

### ❖ NEW SEASON SITUATION (2017/18 MARKETING YEAR)

- Carry-over stock (old season)
- Expected exchange rate movements
- International prices
- Expected production
  - Hectares planted
  - Expected yield
    - » Climatological factors such as frost, tropical cyclones and temperatures
    - » Expected rainfall
    - » Heat units
  - Consumption
  - Possible imports or exports

## International fundamental factors

### International economic situation

Die vooruitsigte vir groei in die wêreld ekonomie in terme van 'n styging in die Bruto Binnelandse Produk is 3,53%, wat gunstiger is as die voorafgaande paar jaar. Die ontwikkelde ekonomie se groeiverwachting bly egter maar aan die trae kant. Die matige groei in die wêreld ekonomie gaan waarskynlik kommoditeitspryse tot 'n mate ondersteun.

### Energy prices

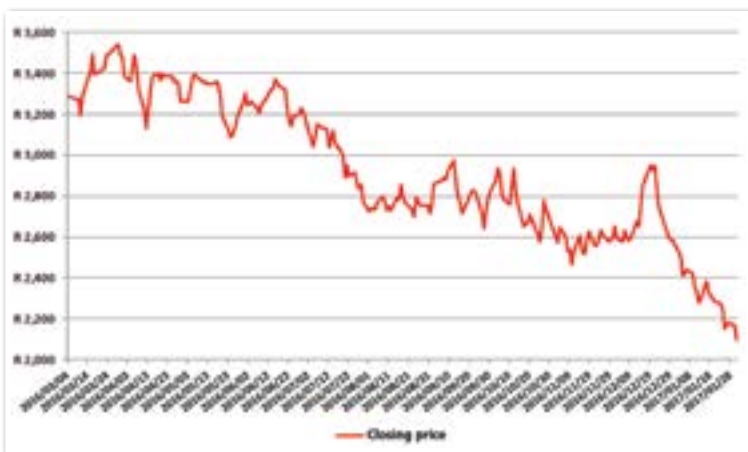
More than a third of the American maize crop is used for ethanol production. During March 2012 the crude oil price was in the region of \$122 per barrel, which resulted in the international maize price hovering in the region of \$7 per bushel. Due to a number of factors the crude oil price decreased to \$28 per bushel in June 2016. New oil fields were discovered, large-scale fracking was undertaken and the use of alternative forms of energy such as wind and sun energy, increased dramatically. The crude oil price is currently at levels of between \$54 and \$56 per bushel. Although the crude oil price increased, prices of commodities such as maize and oilseeds are not supported to the same extent as in the past..

### WHITE AND YELLOW MAIZE PRICE TRENDS ON THE SOUTH AFRICAN EXCHANGE

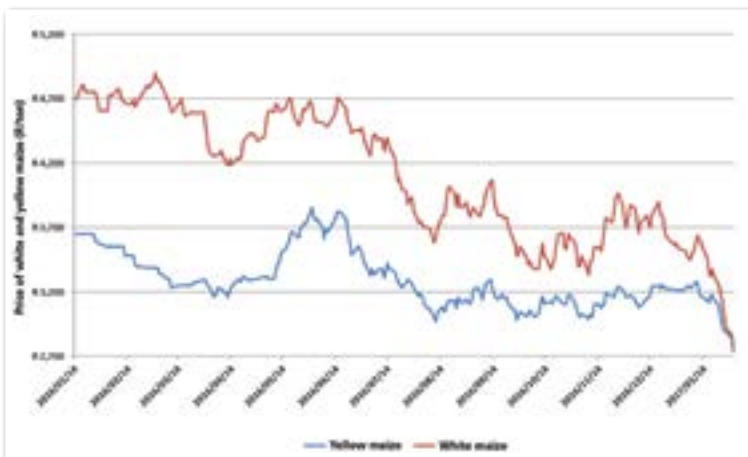
South Africa experienced one of the worst droughts over the past few years. The western areas of the summer grain production areas yielded particularly poor crops. It was evident by the end of January 2016 that white and yellow maize would have to be imported. The question at the time was where South Africa would source white maize for import purposes. The Department of Agriculture has a limitation on genetically modified crops and products in terms of legislation. At the time GM-free white maize from Mexico was available and the FOB-price was in the region of \$260 per ton, which made imported maize very expensive. The Safex white maize price moved to the calculated import parity of Mexican white



Graph 1. The March 2017 white maize contract movement on JSE/Safex.



Graph 2. The price movement of the July 2017 contract on the JSE/Safex.



Graph 3. Price movement of the white and yellow maize March 2017 contract on the JSE/Safex.

maize delivered at Randfontein by January 2016. Negotiations were held with the Department of Agriculture to import genetically modified white maize from the USA and during April 2016 GM-free maize was imported

from the USA. This maize was also expensive due to a premium of up to \$45 per ton which had to be paid for GM-free American white maize.

Approval was eventually obtained and the first GM white

maize arrived in South African by December 2016. The rumours that American GM white maize could be imported, resulted in a decrease in the white maize price to the calculated import parity level of imported American GM white maize. This started happening in October 2016. In addition the rand strengthened, which had a further negative impact on the price. Grain traders and processors started making calculations and were of the opinion that South African would get through to the new marketing year with the existing carry-over stock without any problems such as shortages. It also started to rain in December 2016 and the market is of the opinion that a large crop can be expected.

Graph 1 reflects the March 2017 price movement of white maize on Safex. The March 2016 white maize price decreased by approximately R1 200 since November 2016. Traders and speculators had to liquidate their positions in respect of March 2017, which decreased the price even further.

Graph 2 reflects the market's view in respect of new season white maize. It is the white maize July 2017 contract price movement. The white maize price decreased by more than R800 per ton since mid-December 2016. The decrease came after the good rain over the largest part of the summer rainfall area. The prediction of a La Niña episode also placed pressure on the price. Calculations indicated that a surplus of white maize would be produced, which would either have to be exported or used in the animal feed market. This resulted in the white maize price decreasing to the calculated Randfontein export parity price. The only aspect which would bring about a turnaround in the price would be no further rain this season, which is improbable.

> CONTINUES ON PAGE 42

February 2017

> CONTINUED FROM PAGE 41

There was also a huge difference between white and yellow maize prices in respect of the March 2017 contract. Graph 3 reflects the price difference between the March 2017 white and yellow maize contract prices. A difference of up to R1 500 per ton during March 2016 is reflected. This resulted in some of the seed companies having had ultra-short white maize seed cultivated in the USA, which in turn resulted in producers planting more white maize for delivery in March 2017. The rain came too late to plant early white maize under dryland conditions for delivery in March 2017.

Graph 4 is used fairly often. It reflects the price movement of white maize in terms of the calculated import parity, export parity and the Safex price per contract month. It is evident that the South African white maize price has the ability to move from the calculated export parity price to the calculated import parity price in one season. The difference between the two parities can be as much as R2 000 per ton. The white maize price is also not limited to the calculated import or export parity. It can move to below the calculated export parity



Graph 4. The price movement of the May 2017 contract price of sunflower and soybeans on the JSE/SAFEX.

level and/or above the import parity level. Producers must realise that a commodity price will not necessarily remain on the same level and therefore they have to make their marketing decisions in good time.

**Oilseed complex  
SUNFLOWER AND SOYBEANS**

The same situation which applied in respect of white maize, also applied in respect of oilseed. The stronger rand took its toll. The predicted La Niña also resulted in a more relaxed market. The soybean price moved sideways to some extent while the sunflower price decreased somewhat. Calculations which were done after the initial planting estimate indicate that either soybeans or soybean products will have to be imported. The soybean plantings

are not enough to meet the oil crushing demand in South Africa. As a result soybean prices moved to the derivative import parity level. Expectations are that the soybean price will remain at this level.

Sunflower prices decreased and calculations indicate that sunflower production in South Africa will exceed the demand. The calculated carry-over stock levels could therefore increase, which would have a negative impact on the price. The European Union also yielded a better crop than the previous season, which resulted in a decrease in the price of sunflower oil and sunflower oilcake. Carry-over stock is at a comfortable level, which resulted in a relaxed price environment.

**SUMMARY AND CONCLUSION**

Commodity prices have been under severe pressure lately. The expected large crop places further pressure on prices. The rand also strengthened against the dollar. Maize will probably have to be exported and the international maize price is not very high at present. The calculated export parity level is approximately R2 000 lower than the calculated import parity level in respect of maize. Producers should stay in close contact with their grain procurers and utilise marketing opportunities when they arise. ●



Graph 5. Derived import and export parities for white maize (USA corn) Safex Randfontein based.

# Grootgraanplanter met minste instandhouding tans op die mark

'N ROVIC PLANTER HET DIE POTENSIAAL OM JOU GROOTGRAAN OESOPBRENGS TE VERBETER



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4. Kunsmisplasing beide by tand en saad eenheid

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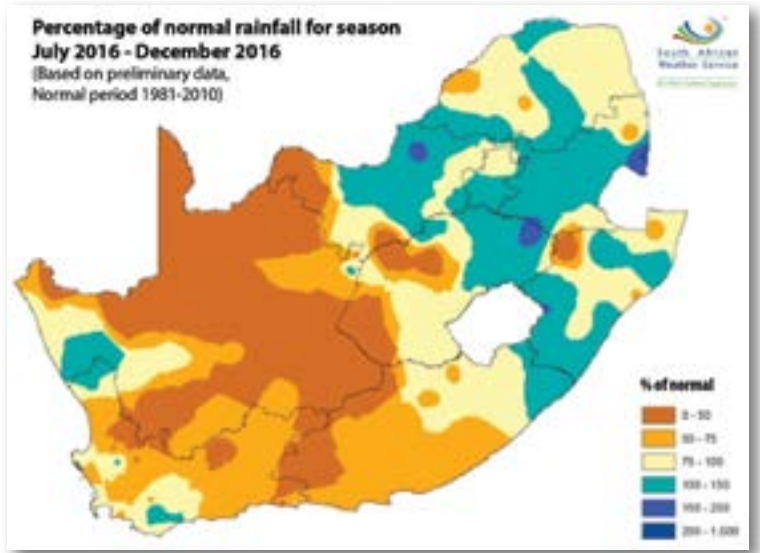
# How is the season progressing?

« THYS GROBBELAAR  
SENIOR GRAIN ANALYST,  
SENWES GRAINLINK

## RAINFALL THIS SEASON

Producers and citizens alike will remember the previous season as one of the driest seasons in history. The western areas of the summer planting area were hit the hardest. Most weather prediction services in the world predicted a La Niña-type for the coming season, which put new heart into producers, since this type of season usually brings about above average rainfall and concomitant better yields. Most weather prediction services predicted that the rain would start later than normal, which was spot on. The eastern part of the summer rainfall area received good rain during November and producers could plant. However, rain stayed away in the central and western Free State. The map right and at the top reflects the rainfall situation at the end of December. The Bultfontein, Wesselsbron and Hoopstad areas received less than 50% of the long-term average rainfall and large scale plantings could not commence. Producers were concerned and in low spirits about the possibility of another drought.

Towards the end of December producers in the western part of the summer crop area experienced severe sand storms which continued for days on end. The photograph right shows the extent of the sand storms in the Bloemfontein area. Large areas of maize, sunflower and even soybeans died and had to be replanted. Fortunately the rain came



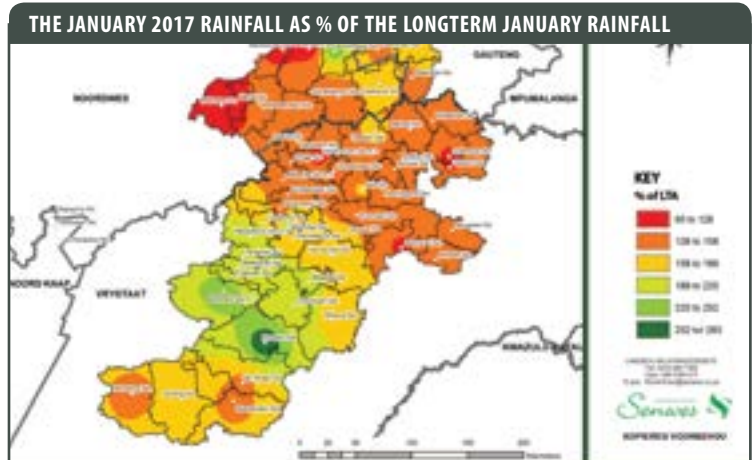
at the end of December and producers could replant in good time.

The rainfall situation improved dramatically during January and the map below indicates the rainfall for January 2017 in the traditional Senwes area. With the exception of a few small areas, the largest part of the area received more than 100% of

Sand storms in the Bloemfontein area.

the long-term average rainfall. The dry Western-Free State in partic-

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**How is the season progressing?**

> CONTINUED FROM PAGE 45

ular received good rain, which brought well-deserved relief.

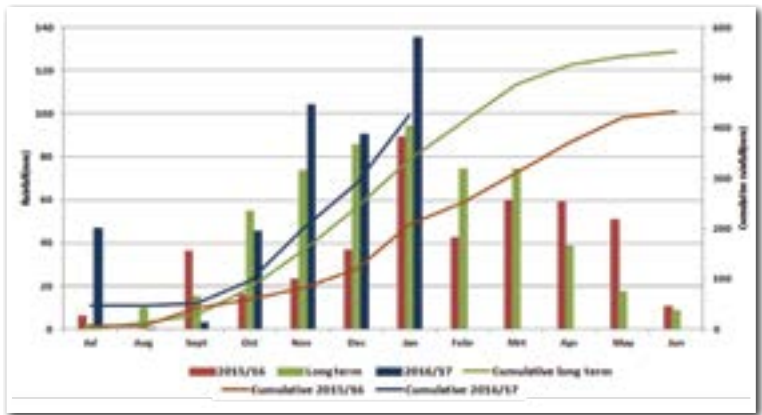
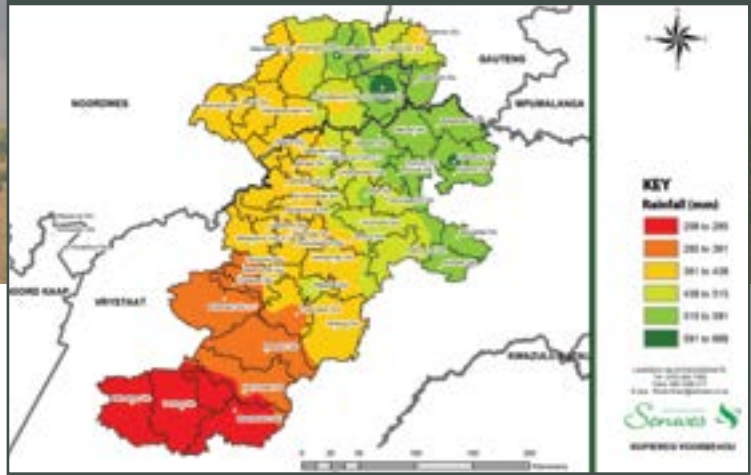
The rainfall situation for this season until the end of January 2017 is reflected in the map at the right. To date the south-western part of the Free State has not received a lot of rain. The Reddersburg, Smithfield and Rouxville areas in particular are still very dry. The central and eastern parts of the traditional Senwes area have received good rain to date and crops look promising.

Graph 1 reflects the progression of season in terms of rainfall. It rained very well during January and the cumulative rainfall for the season is higher than the long-term cumulative rainfall.

**INDICATORS FOR THE 2016/2017 SEASON**

At this stage the sea temperatures are still lower than the long-term average, which is a good sign for climatological prospects for the rest of the season. Sea temperatures have been of such a nature that this season does not qualify as a La Niña-type season. This, however, is not a huge concern since the two largest maize crops in South African history realised during neutral seasons.

**THE CUMULATIVE RAINFALL FOR THE PERIOD 1 JULY 2016 TO 31 JANUARY 2017**



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

The SOI is neutral at this stage, which is also comforting.

We can expect average to above average rainfall for the central part

of the summer rainfall area for the rest of the season according to the predictions of the South African Weather Service for the next five months.

**SUMMARY AND CONCLUSION**

The season started on a difficult note, particularly in the western parts of the traditional Senwes area of operation. Fortunately good rainfall was received since the end of December 2016. Predictions for the rest of the season are promising. We hope and pray that this will be a blessed season from a climatological point of view. ●





# Sea, sun and white beaches spoil Senwes Equipment winners

R80 000 MAURITIUS HOLIDAY AS GOOD AS A SECOND HONEYMOON

What a prize! A family visit to an idyllic island. This is what happened to the winner of the WIN BIG with Senwes Equipment competition, Charl Fourie and his wife Raisa and their twins, Daniel and Lilene during the holidays year-end. The picturesque Mauritius with sun and sea is something most people can only dream of.

Charl won the prize after having gone flat-out with e-mail entries, thereby increasing his chances of winning the prize. And it worked! His name was the lucky one to be drawn from a massive 12 738 entries.

Charl and Raisa say that the holiday was like a second honeymoon. They got married on 3 December 2010 and celebrated their sixth anniversary at the end of 2016. The only difference was that their family was now bigger with the twins, who were born on 12 August 2015 and who are almost a year and a half.

They had a lovely holiday and the swim, eat and sleep routine worked out well with the children. However, they confessed that it was their second Mauritius holiday, after they visited Mauritius in 2015 as well.

More information about Charl is that the Pretoria-born man farms between Bothaville and Hoopstad with his brother Johnny and father Anton. He lives on the farm Lambrechtsfontein, approximately 35km from the maize capital, Bothaville, on the Hoopstad road and he farms on the farm Hendrik Theron.

Managing Executive of Senwes Equipment, Ferdie Pieterse, said that it was nice that Charl, a producer like the other two winners, won the prize.

One thing is for sure, Charl and a number of other clients will not forget the name Senwes Equipment after all their e-mails! Exactly what Charl said when the prize was handed over to him by Ferdie and Jacques Stander (Senwes Equipment Marketing Manager) at the end of 2016. ●

The winners enjoy the Mauritius son and sea.



The winner of the third leg of the WIN BIG with Senwes Equipment and John Deere competition, Charl Fourie and his wife Raisa with twins Lilene and Daniel. Their Mauritius holiday prize is handed to them by Jacques Stander (Senwes Equipment Marketing Manager) and Ferdie Pieterse (Executive Manager: Senwes Equipment).

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Some of the more than 40 scholars from Kgolagano Secondary School who visited Viljoenskroon Silo.

## Kgolagano Secondary School visits Viljoenskroon Silo

**O**n Friday, 21 October 2016, more than 40 scholars from Kgolagano Secondary School visited Viljoenskroon Silo.

During the visit Senwes Training Officer, Okker Botha, took charge as he taught them about the grading and storage of grain, the delivery of grain, how it goes into the silo and how it leaves the silo.

The visit came after a teacher at Kgolagano Secondary School, Jacob Maseola, enquired about a visit. Maseola himself is an avid

learner and teaches Agricultural Science to grade 10, 11 and 12 learners at the school.

According to him the learners were considering agriculture as a career option. "I can already see an improvement in their marks since they visited the silos," Maseola reiterated. They benefitted a lot as in the Agricultural Science syllabus there are topics like plant studies, soil science and animal studies. "It was interesting for them to see how the grain is stored inside the bins and how they take care of it, most was important how the grad-

ing of samples is done and how fumigation is performed.

The inputs from Botha were invaluable - "At school the learners only learn the theory and this visit really helped them to grasp the syllabus as they also saw everything in practice."

The visit from the school had two purposes as they also visited the local abattoir in the region. As the one team visited the Senwes silos the other team visited the abattoir.

The school really enjoyed the visit and would like to make more trips in future, with the next one taking place in February/March 2017. ●

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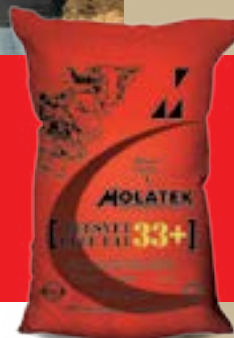


Beesvet 33+, 'n spesiaalgeformuleerde proteïenkonsentraat, verseker ekonomiese vleisbeesafronding met die laagste koste per kg massatoename. Die ionofoor wat ingesluit is bevorder voeromset en groei en voorkom voedingsteurnisse en koksidiöse om maksimum wins te verseker. Met Beesvet 33+ sien jy nie net die verskil nie, jy voel dit ook aan jou sak.

## 'N BUL IN TOP KONDISIE. PRAGTIG!

Danksy Beesvet 33+ is ons vleisbeeste in puik kondisie en het hulle die regte spierbou en massatoename vir veilings en skoue.

Dankie Molatek! – Robert Selenati, Hekpoort, Gauteng.



## MOLATEK BEESVET 33+

Beesvet 33+ (V17357) (Wet 36 van 1947)

# Sunflower time - bird hunting time

JAN-LODEWYK SERFONTEIN



**T**e Thanks to a better rain-fall pattern than the previous year in large parts of our area of operation, sunflower crops are looking promising. However, it is not clear as yet who the owners of the sunflower seeds are. Is it the farmer's crop, or pigeon food, which looks so promising at present.

Obviously the hunters would like to ensure that the sunflowers will remain the farmers' crops by getting stuck into the pigeons early in the morning with their shotguns. However, pleasure also requires responsibility. The responsibility in this case is to make sure that we abide by the law at all times. What is prescribed in terms of legislation?

For the purpose of this specific article, let's look at what Nature Conservation says about hunting pigeons and other birds. All licensed gun owners know the Firearm Act. But what about the other conditions when it comes to hunting? Let's look at the most

important regulations which we need to bear in mind.


According to Nature Conservation there is ordinary game as well as animals which cause damage. Animals which cause damage are the easy one as far as legislation is concerned. These animals may be hunted throughout the year. All you need is written permission from or the presence of the farm owner when you hunt these animals. Obviously we may not use hunting dogs on a farm without the written consent of the owner of the farm. Even with the written consent of the owner of the farm, hunting dogs may not be used for hunting purposes. Dogs may only be used to fetch hunted birds or to point out other birds to the hunter. Should any of these regulations not be adhered to, fines can be imposed by Nature Conservation.

Ordinary game has a specific season within which it may be hunted. Each province has its own ordinance. The hunting

season in most provinces starts on 1 May and ends on 31 August. During the hunting season a number of other conditions also have to be met. A hunter of ordinary game has to have a hunting license in his name. There are a number of other conditions, but these vary from province to province. Contact your nearest Nature Conservation office for the latest ordinance and study it.

As far as the crop is concerned, the following applies. Pigeons are regarded as animals which cause damage. For this reason any shot may hunt pigeons during the day (30 minutes before sunrise until 30 minutes after sunset), on any farm, with the permission of the farm owner. Dogs may only be used to fetch hunted birds.

But what happens when you see a guinea-fowl or pheasant while you hunt? Well, guinea-fowl and most other hunting birds are normal game according to Nature Conservation. For this reason they may only be hunted once the hunting season opens. You have to have a hunting license, as well as written permission to hunt on the farm. Only a specific number of birds may be hunted per day.

Enjoy hunting the pigeons amongst the sunflowers, but leave the guinea-fowl until May. And remember to act in a safe and responsible manner in the hunting field at all times. 





# Science For A Better Life

## GIVE FLIES THE DEATH BLOW WITH THE BAYER-SWATTER

Dr Gerhard Verdoorn, Griffon Poison Information Centre - 082-446-8946, nesh@tiscali.co.za

According to most people, flies are on earth for two reasons, namely to irritate us beyond belief and to contaminate our living and working areas with unwanted germs. We have to deal flies the death blow in one blow, and there is no better product range for this purpose than offered by **Bayer**. The pumps/sprayers used by our grandmas in the olden days to spray the world full of DDT and Dieldrin are long gone, because new insecticide technology such as that of **Bayer**, makes life a lot easier, safer and more tolerable in a world full of flies.

**Baythroid® WP** (wetable powder) is a residual surface spray for areas where flies like to park, to ensure the end for these unwanted guests. A wettable powder works excellently on porous surfaces such as brick and cement, where liquid formulations may not be as effective, but still works well on smooth surfaces. Flies usually sit on darker surfaces during early mornings and late afternoons because it is nice and hot. These dark surfaces, such as tar poles in a feedlot or the black steel columns in store rooms are the ideal places for **Baythroid® WP** application. **Baythroid® WP** is also indispensable in typical fly preferred areas such as milk parlors, chicken pens, pig pens and warehouses for the control of stable flies.

Flies can also be fooled with **Bayer** lovepotion: **QuickBayt® Spray** contains a sex pheromone and when the flies react to this lovepotion, they are dealt the death blow with imidacloprid. This miracle product can be sprayed or painted on to control flies especially indoors, under the protection of roof overhangs and close to areas where flies breed. A good place to apply **QuickBayt® Spray** is around windows and on window frames where flies enter the buildings. **QuickBayt® Spray** and **Baythroid® WP** can be used alternately to prevent resistance. Both **Baythroid® WP** and **QuickBayt® Spray** can be applied in a targeted manner by spraying black cotton cloths and hanging them in fly-areas.

In fly breeding areas, maggots should be treated with a larvicide such as **Baycidal®** along with **Baythroid® WP**. **Baycidal®** cause maggots to literally grow themselves to death, and is especially useful in dung heaps and garbage dumps. Treat these areas with a mix of **Baythroid® WP** and **Baycidal®**: it kills maggots quickly and those that hatch later will also be wiped out. Garbage cans can be treated with a high concentration mix of **QuickBayt® Spray**, which is painted on. Flies will stream to the garbage cans, and literally drop like flies!

Inside buildings where flies are a nuisance, a space spray might be the best solution. **Coopex® Aerosol** cans must be mounted in dispensers in rooms. Dispensers release small doses of the permethrin / piperonyl butoxide mixture in given intervals. The biggest advantage of **Coopex® Aerosol** is the permethrin's repellent effect on flies; no healthy fly would dare to go close to an area where this substance is being released, and they skidaddle quickly when they sense the substance in the atmosphere. Should a fly dare to face it, the permethrin / piperonyl butoxide mixture will quickly meet it with a deathblow.

**Bayer's** insecticides contain pyrethroids and / or imidacloprid; it is much safer that the older organophosphate or carbamate insecticides, and can thus be used with ease of heart according to the label instructions. However, be aware that all products may only be used according to the label instructions, especially when it comes to mixing instructions. Do not add more or less than the specified amount of spraying mix than indicated on the label, because it might lead to ineffective control and also catalyse the development of resistance. Use protective clothing when the spray mixtures are prepared and applied because pyrethroids can cause skin irritation in some cases. If body and face is protected against the spray, it eliminates the chances of skin irritation.

USE INSECTICIDES RESPONSIBLY. ALWAYS READ THE LABEL AND PRODUCT INFORMATION BEFORE USE. PAY ATTENTION TO THE WARNINGS AND FOLLOW THE PRECAUTIONS ON THE LABEL.

**Baycidal®** Reg. No. L5256 Act No. 36 of 1947, Namibian Reg. No. N-AR 1045 **ACTIVE INGREDIENT:** Triflumuron (benzoyl phenyl urea) 480 g/l **CAUTION.**

**Baythroid® Wettable Powder** Reg. No. L2198 Act No. 36 of 1947, Namibian Reg. No. N-AR 0013 **ACTIVE INGREDIENT:** Cyfluthrin (pyrethroid) 100 g/kg **CAUTION.**

**Coopex® Aerosol Fly & Mosquito Killer** Reg. No. L1530 Act No. 36 of 1947, Namibian Reg. No. N-AR 1034 **ACTIVE INGREDIENT:** Pyrethrins 15 g/kg & Piperonyl butoxide 150 g/kg **CAUTION.**

**QuickBayt® Spray Fly Bait** Reg. No. L7802 Act No. 36 of 1947 Namibian Reg. No. N-AR 0766 **ACTIVE INGREDIENTS:** Imidacloprid 100 g/kg & Tricosene 1 g/kg **CAUTION.**

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# My inter-personal relationships are in question!



REV CAREL BOTMA

IN THE PREVIOUS ARTICLE WE TALKED ABOUT THE WAY IN WHICH STRESS CAN AFFECT YOUR SELF-ESTEEM AND HOW A LOW SELF-ESTEEM CAN ROB YOU FROM ENTERING INTO AND MAINTAINING MEANINGFUL RELATIONSHIPS WITH OTHERS - IT CAN EVEN AFFECT YOUR EXISTING RELATIONSHIPS! TODAY WE WILL LOOK AT THE IMPACT OF STRESS ON RELATIONSHIPS IN MORE DETAIL.

**I**n Genesis 4:1 to 8 we read about the soil being stained red by the blood of a man. What makes this story so tragic is the fact that this man was killed by his own brother. With this murder, humanity experienced the first human relationship which went awry. But let's move this tragedy into the background first before we take it further.

When a person is not happy in himself, he will also not be happy with what he achieves, what he owns or with the people in his life. He becomes discontented and dissatisfied with his life and with everything in his immediate environment. The grass on the other side of the fence looks greener and he starts to desire his neighbour's house, wife, slave, cattle and donkeys and everything that belongs to him. The successes of others start to irritate him, because he is actually jealous thereof.

And jealousy can break down

already poor relationships even further. Listen to what Ecclesiastes says in chapter 4:4: "And I saw that all toil and all achievement spring from one person's envy of another." In extreme forms it can lead to murder. As in the case of Cain and Abel...


In addition to all these aspects, we need to bear one more aspect in mind, which is the the negative impact of the symptoms of stress on social or inter-personal relationships. These symptoms include, inter alia, irritability, restlessness, emotional instability and depression. These symptoms do not only limit our ability to communicate sensibly, but it diminishes our ability to deal with frustrations. This in turn can result in emotional flare-ups.

Be honest and think carefully. How often does your wife, husband, children, colleagues or employees have to suffer for it? Or perhaps God, the minister or the church? Or your neighbour?

To what extent have you become a stranger to them? Do people still respect you, or is what you perceive as respect, actual fear from their side?

I can understand that you have a lot of pent up anger and aggression and that a lot of this anger is aimed at yourself - because you no longer like yourself. It is understandable that one wants to get rid of it and that the people closest to you have to suffer for it.

But remember, people don't always have the insight and ability to know how you feel inside. It is easier for them to withdraw from you, while you actually need their love and understanding. There is no need for you to proclaim, like Heman in Psalm 88: "You have caused my companions to shun me.."

What am I saying? Just this: stress does not only affect your self-esteem, it also affects your social relationships in a negative manner. So much so that you will no longer experience quality of life. 





# Change is in the air...

JENNY MATHEWS

**W**e were a group of farmers who had decided on a whim to take our Saturday evening braai to the edge of the Klein Soutpan nearby. The pan has been bone dry for years - we've even held 'Boeresports' on the smooth surface - but this time was different.

Instead we were sitting beside shimmering waters listening to the ducks quacking whilst watching flamingos swoop overhead then settle onto their gawky legs and skim their beaks over the shallow waters... I'm told that long ago this was a favourite breeding site for flamingos but with the droughts... nothing. But now we were just soaking up the moment... The tractors which had been busily planting all week were silenced as we rested... The coals were burning perfectly,

the meat was sizzling and the 'braai-broodjies' were looking toasty... when all of a sudden a rogue squall of rain swept in and a misty drizzle set in... But instead of the normal mad scurrying to pack up and seek shelter, no-one moved. We all sat in grateful silence like statues looking heavenwards, welcoming the raindrops on our faces!

It has only been a few short weeks since the rains began, but already the Master's hand has splashed generous swathes of green and gold on the canvas of the once barren and dusty landscape. Where we had been frantically worried about where to find the next bales to feed our thin livestock, we are now worrying about finding their new-born calves hiding in the tall grass as the cows slush through fields of green cover

crops already as high as their happily filled bellies! Where we had been worrying about IF we would be able to plant because it was too dry, we are now worrying about HOW we will finish the planting and spraying programmes because the lands are too wet!!!

Change is in the air... not only with the turning of the season, but also with the turning of the year. Every new year I like to read about the trends observed by futurists and scenario planners. Jim Carroll is an interesting read ([jimcarroll.com](http://jimcarroll.com)) particularly because he also focuses on the agricultural sector. He is in touch with the reality that farmers have had to face many diverse challenges which could cause them to be negative or uncertain about the future, BUT Carroll says he mostly encounters farmers who







Change is in the air... not only with the turning of the season but also with the turning of the year.

are enthusiastic and driven about the future of farming. The world population is growing fast, so agricultural production must be significantly increased, which leads to massive opportunities in agriculture. Four trends accompany this: 1) Food security has found its way onto centre stage in national agendas; 2) There have been significant increases in agricultural investment around the globe; 3) Customers are becoming better educated about food and sustainable production; and 4) Food quality and safety are under the spotlight.

#### Other significant trends are:

1. Producers need to get smarter, better and more efficient to meet the growing demand for food, fibre and energy.
2. Scientific developments will continuously present new methods of improving crop and livestock yield.
3. By adopting new methodologies, products, partnerships and ideas farmers will thrive.
4. Agriculture is likely to play a huge role where countries strive to reduce their dependency on oil and natural gas. It is expected that there will be \$1,2 billion in new income for US farmers and rural landowners who get involved with new energy sources such as wind-power.
5. A new generation of technology-weaned, innovative younger people will take over the family farms and introduce new technologies to farming.

6. Data driven agriculture will provide accurate information, fertiliser schedules and improved precision in the use of resources to improve cost effectiveness. Fast decision-making processes are facilitated through smart phones.
7. Major chemical companies are turning their attention to using biological organisms to battle weeds, insects and diseases. This will require a different mind-set from chemical control methods.
8. Regulation requirements are a frustrating trend in agriculture as pressure is placed on farmers to track the origin of commodities and products grown for consumption. The paper trail will require farmers to keep accurate records.
9. Partnerships will define success. No one individual or organisation can know everything there is to know. There will be more partnerships between growers and advisers, suppliers, buyers, retailers.

Carroll notes that farmers can be innovative, but some are stuck with a negative mind-set. The 'Apathetic Minority' tends to seek out the same old advice from their same old sources, are afraid to try out new ideas or innovations and have a low tolerance for any risk. On the other hand, 'Future Positive' farmers are optimistic and see the demand for increased food production as a massive opportunity. They are business-minded and willing to test out new ideas.

Their approach is collaborative so they network broadly. They are intergenerational, lending their ears to old farmers for wisdom but also embracing the youth with their more technology-based approach. Their bottom line has three drivers: profit, planning and growth and they will adapt to achieve these targets.

In its hey-day the Kodak film company ranked as the fourth most valuable brand in the United States, behind Disney, Coca-Cola and McDonald's. Then the digital camera was invented by a Kodak engineer in the seventies; but nowhere in the process did it need to use any 35mm-film or printing chemicals upon which the entire Kodak business model was founded. Kodak managers were too blind to recognise the threat to their profits. Their failure to change and adapt to a digital era saw them rapidly lose market share and in 2012, Kodak filed for bankruptcy.

#### Lessons to be learned:

- Always keep a look out for 'the next big thing';
- Never forget where you have come from and why you started out;
- Technology changes, recognise its value;
- Stay flexible, be innovative and make smart decisions fast;
- Adopt change as part of your business model, test new things and learn from mistakes.

To be a 'Future Positive' farmer one must embrace change, be willing to learn - and re-learn - and be innovative. Or else risk having an own "Kodak Moment"!!

# Know your Certisure broker



**CHANTEL MULLER**

« AUBREY KRUGER

## WHAT DO YOU DO AT CERTISURE?

I am the broker at Bultfontein branch. My duties involve the renewal and administration of clients' policies.

## HOW HAS YOUR CAREER PROGRESSED UNTIL NOW?

I worked for Absa for 8 years and in 2014 I joined the Certisure team.

## WHERE WERE YOU BORN AND WHERE DID YOU GROW UP?

I was born in Bloemfontein and grew up in Bultfontein.

## WHERE DID YOU ATTEND SCHOOL: PRIMARY AND SECONDARY SCHOOL?

I completed my primary and secondary school careers at Bultfontein.

## WHAT WERE YOUR PLANS AFTER SCHOOL AND HOW DID THEY MATERIALISE?

I was unsure of what to study after school. I got a job at Absa and worked there for 8 years before joining Certisure.

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

To grow as a broker, in order for the Bultfontein branch to grow as well.

## WHAT IS THE BEST ADVICE YOU CAN GIVE YOUR CLIENTS?

They must scrutinise their policy schedules when they receive it. They have to be certain that all items requiring cover appear on the policy and that the insured amounts are correct. This avoids a lot of problems and frustration by the time a claim arises.

## DO YOU HAVE ANY HOBBIES?

I like spending time with my family. We enjoy camping and I like reading and crocheting.

## FAMILY?

I have been married to Kleinjan Muller for seven years and we have two sons, JG (5 years) and Isak (2 years). ●

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# Under the protection of the Almighty God



READ: Psalm 91

DR. WILLIE BOTHA

A YOUNG JOURNALIST ONCE ASKED AN ELDERLY FARMER: "AT WHAT TIME DO YOU GO TO WORK IN THE MORNING?" THE FARMER ANSWERED: "I DON'T GO TO WORK. I AM SURROUNDED BY IT." THE JOURNALIST REALISED THAT A FARMER'S WORK CANNOT BE CONFINED BY TIME AND SPACE. TO A LARGE EXTENT THIS IS ALSO THE MESSAGE IN PSALM 91.

**T**his Psalm can be divided into a few main themes. We find a strong statement in the introduction: "*Whoever dwells in the shelter of the Most High will rest in the shadow of the Almighty. I will say of the Lord, 'He is my refuge and my fortress, my God in whom I trust'.*" Note the word shadow. At the time it was a general image which related to kingship.

Since Psalms 90-100 deals with the Kingship of the Lord, it fits in very well. In order to sit in someone's shadow, you would have to be in that person's close proximity, in his/her presence. The introduction therefore

confirms that you will only be safe when you trust upon the Almighty only.

In the second pericope we find a number of assurances which follow on the introduction. He will save you from the fowler's snare and save you from the deadly pestilence. Fear for the terror of night and the arrow that flies by day need not paralyse the person trusting in the Lord. Should there be a battle, the believer will be uninjured. God's protection is summarised in verse 4: *He will cover you with His feathers and under His wings you will find refuge; His faithfulness will be your shield and ram-*

*part.*" God's presence is emphasised by the angels' protection.

It should be evident to the reader of the Psalm: Under the protection of the Almighty you need not fear. And when you are free of fear, you get things done, you have courage, you will have a zest for life and nothing will be able to rob you from your energy. You will experience an inexplicable calmness and peace of mind.

The last portion of Psalm 91 is of the most beautiful in the Bible:

*"Because he loves Me," says the Lord, "I will rescue him; I will protect him, for he acknowledges My name. He will call on Me and I will answer him; I will be with him in trouble, and I will deliver him and honour him. With long life I will satisfy him."* This portion confirms the fact that times of need are a part of life, bad things do happen, but when we call upon the Lord in our time of need, He will rescue us, as he rescued Peter when he was busy disappearing under the water.

This verse invites us to take refuge with God. He is like the image of the farmer whose work surrounds him. The Lord is with us and because He is with us, we shall not stumble. 5



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## Gardening tips for February and March

Late summer is a wonderful time of the year as far as gardening is concerned. All the hard work and planning bear fruit at this time. Flowers and shrubs are at their best. If you have a green or herb garden, you will now reap the fruit, literally and figuratively.

February is a warm month and it is time to renew mulch. After all the rain the soil surface is hard and most of the fertiliser will have drained away. It will be beneficial to turn the soil slightly (not too deep) and to treat with a good organic fertiliser.

Plants will flower for longer if you cut off dead flowers. This does not only apply to roses, but to all flowering plants.

The flower period of summer bulbs are nearing its end. Do not cut off the leaves under any circumstances - the leaves are providing nutrition to the bulbs for the next season's growth. If it looks untidy, roll back the leaves and tie with an elastic band.

It is a good time to lightly prune the garden. Don't wait too long since new shoots have to harden for the coming winter. Cannas which flowered can be cut off at ground level.

Pests such as mole-crickets, cutworm and fruit beetles are plentiful. If you are uncertain about the right insecticide, contact your nearest garden centre.

Since February is such a warm and dry month, it is important to keep your garden watered. The best time to water is early morning and late afternoon. Water thoroughly to prevent plants from developing a shallow root system, which means that they will dry out quicker will be blown over by strong wind.

Should you wish to cultivate your own seedplants, it is the right time to sow your seeds.

Cineraria, petunias, Iceland poppies, primulas and ornamental cabbage are easy to cultivate and make quite an impact on the garden during the winter months.

Roses bloom in February - keep them fertilised and watered.

Enjoy this time before autumn and keep organic and healthy. 🌱

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Use the Intense Hydrating Moisturiser in the morning and at night. Your skin will be bright and will feel supple and moisturised.



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

The winners of the previous editions of Senwes Scenario is:  
(October/November 2016): **CUM:** Sanette Dannhauser from Vredfort. **Hannon:** Marinda van der Merwe and Estie Kruger.  
(December 2016/January 2017): **CUM:** Monica Lotter from Heilbron. **Hannon:** Aletta van der Westhuizen from Potchefstroom, Elna Steyn from Bloemfontein.

**Bernina:** Ina Rabe from Fochville. CONGRATULATIONS!



MILANIE VOSLOO

# Expect the best: from others, life and especially from yourself!

EVERY YEAR WE LOOK FORWARD TO "THE END OF THE YEAR". TO A TIME WHEN WE CAN LET OUR HAIR DOWN, PUT OUR PROBLEMS ON HOLD AND JUST ENJOY LIFE.

**A**nd then ... before we know it, the enjoyment comes to an end and we once again have to face the challenges of a new year. Some find it exciting that we now have the opportunity to break new ground and for some it is the continuation of all the good things which are already rooted. However, every facet of our lives contains a measure of uncertainty, tension or even boredom ... or a large measure of hurt.

What are your expectations for and attitude towards the new year? Are you looking forward to really seeing God's beautiful sunrises, to really seeing and experiencing his abundant blessings, the blessings which we so often take for granted? Are you going to look for and highlight the positive in people? Will you approach your circumstances with a What-can-I-do-about-this approach? Or have you lost faith in people and life to the extent where you are generally negative, and where you put the blame for your circumstances on others, or where you just don't care what happens next?

The truth is that your attitude towards people and life determines their attitude towards you. You will not always have control over people's actions or what life offers you, but you are always in a position to make positive choices.

Expect the best from others and from life this year. More so: expect the best from yourself! What you think and believe can become a reality and will determine how you feel. How you experience life. How you enjoy it.

**Know this: God wants to bless you this year. Treasure the words of Psalm 16:11 in your heart and know: it is true for YOUR life. You make known to me the path of life; you will fill me with joy in your presence, with eternal pleasures at your right hand.**

*Father - help me to expect the best which You are willing to give. And to look forward to it. ●*

## Win a book

Join Milanie Vosloo on her walk to peace and the God of joy. In *Jou Voetpad na VREDE* she tells us that God wants His children to be happy and fulfilled, through Him.

The 366 devotions discuss various themes such as hope, honesty, faith, giving and receiving, happiness and just being yourself. Readers will be reassured that believers can always try again, despite dark moments, and that we can be at peace because we are guided by God.

Milanie's prayer for her readers is that their path to peace will convince them that God will never desert them and that they will once again become aware of His love and grace.

The new book contains 366 devotions on 412 pages. The book is available at a price of R189.95.

The book follows on Milanie's *Sielskos vir die vrou wat lééf, Laat Sy liefde jou lei, Gekoester in God se liefde, Moed vir elke môre, Net soos jy is* and *Sielsgedagtes*.



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