

SENWES SCENARIO

FREE

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AUTUMN 2018

New Senwes
commercial:
The making
of Heroes

The impact of
effective harvesting

Trough
Management

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potjie p 35**



**Theme:
Harvest**



**Niche
market
p 14**



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We celebrate harvest time with a cover which captures this moment in time. Read harvesting-related articles such as the financial impact of effective harvesting, pre-season planning and innovation time. p 4, 26 and 32.

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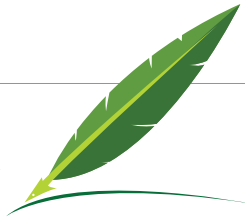
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Editor's letter



Its havest time!

Harvest time - the time when everything comes together.

Senario visited the Eastern Cape, where the term Harvest Time is not only used when you want to buy a packet of peas.

We are mostly Afrikaans in the central parts and with Senwes along with other companies, becoming part of a global world, we also learn new words. In the Northwest the Tswana word for harvest time is *puno*, which is fairly well known. During our visit to East London, marketer Roy Moorcroft taught us the Xhosa term, namely *vuna umbona*. Other words for harvest time are *oogsten* in Dutch, *einerten* in German, *høste* in Danish, *recolectar* in Spanish and *ceifar* in Portuguese.

It makes me think of an Afrikaans poem published at the end of 2017 by Gerhard de Bruyn from Caledon, which talks about the farming processes:

Oestyd is weer hier.

Ons hoop mos maar net dit bring plesier.

Baie dinge kan gebeur.

En die boere moet maar net daardeur.

Die graan is ryp en wag vir die oes.

Daarom gaan dit nou op die lande woës.

Een van die dae is die silo's vol.

Dan weet ons die wiele het nie verniet gerol.

Oes maar boere met goeie hoop.

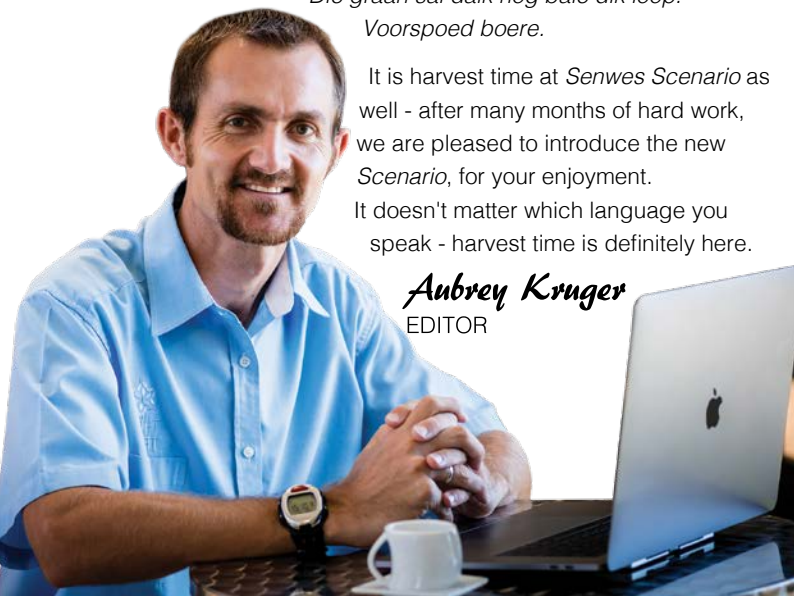
Die graan sal dalk nog baie dik loop.

Voorspoed boere.

It is harvest time at Senwes Scenario as well - after many months of hard work, we are pleased to introduce the new Scenario, for your enjoyment.

It doesn't matter which language you speak - harvest time is definitely here.

Aubrey Kruger
EDITOR



From the Word



Rev Willie Botha

Lees: Psalm 123

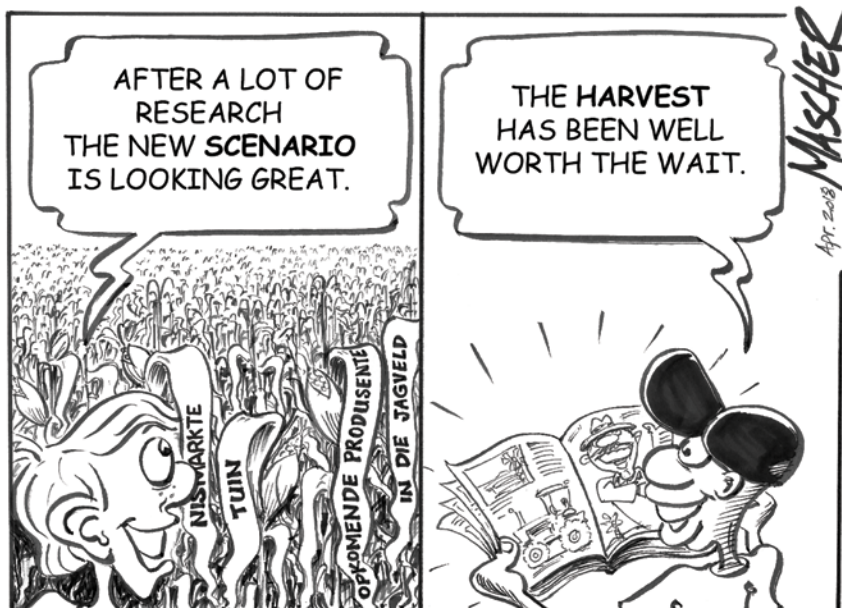
I'm looking up to You

"I LIFT UP my eyes to You, to You who sit enthroned in heaven." These are the words of Psalm 123. Perhaps one would expect the person to "look up" to God. The words are beautiful since it brings a total new nuance. In the Old Testament a slave looked up to his owner in much the same way. Slaves didn't have any rights and were totally dependent upon their owners. This Psalm forms part of the Pilgrim Psalms between Psalms 120 and 134. During the pilgrimages to Jerusalem for the Feast of the Tabernacles, Feast of the Weeks and the Passover, these Psalms played a very special role. The pilgrimages to Jerusalem were very dangerous and they looked up to God with everything.

My thoughts dwell from this beautiful Psalm to Matthew 27 and the crucifixion of Jesus. People look up to the Son of God here as well. However, there is a radical difference. The image in Psalm 123 is one of dependence, humility, gratitude and respect, while in Matthew 27 it is totally the opposite. A large variety of people are involved with the crucifixion: The Roman soldiers, high priests and scribes, ordinary people and other condemned prisoners next to Jesus. We read that the people who walked past the cross, shook their heads. A sign of contempt, or even more so, scorn. There is no sign of respect, admiration or dependence. On the contrary, Jesus has to prove his Godliness - He will only be regarded as God if He manages to free Himself from the cross. It is so ironic - the fact that He does not free Himself from the cross is what proves His Godliness. It also emphasises the typical humanity of the people. We are unable to recognise the Godliness of God in His most humble moment. The moment when humanity should have looked up at Him in amazement, they looked up with contempt and scorn.

The crucifixion reflects Godly revelation and human arrogance at the same time, as well as Godly understanding and insight and human manipulability. Above all the crucifixion goes about time. On the cross Jesus reveals eternity, and why it is Godly. At the cross we discover ourselves, our human nature and mortality.

In retrospect we look up to the Cross and Psalm 123 and realise that we can look up to God, so much more! Amen. **S**



Harvest time for producers and Senwes Scenario! After months of research and planning we are proud to present the new-look Senwes Scenario.

DID YOU KNOW?

Guinea pig farms can be found in Peru and other Latin American countries. In Peru, about 65 million guinea pigs are eaten every year.



Lynette, Rachel. 2013. Producing Meat: The Technology of Farming. Chicago, IL: Heinemann Library.

Scientific name: *Cavia porcellus*

Lifespan: 4 – 8 years

Gestation period: 59 – 72 days (Adult)

Mass: 0.7 – 1.2 kg (Adult)

Heard all over...

FRANCOIS STRYDOM

Senwes CEO

About little choice and much responsibility.

"It is a simple fact that 99% of the population of any country don't have many choices and they have to look out for themselves. Countries who take responsibility to maintain law and order and discipline, who work hard and who demonstrate good entrepreneurship, are always the winners. Unfortunately the opposite is also true - people who sit with their hands folded, who are dependent

on their government, who break down and burn and who live in an undisciplined manner, are the communities which gradually decline."

NEIL HAMMAN

Chairman of Agri SA's Labour Policy Committee

Regarding the fact that an increase of 5,6% in respect of the minimum wage has been set for workers in the farming sector. This is in accordance with the sectoral ruling and will be implemented on 1 March 2018. It will be applicable until the national minimum wage comes into effect on 1 May 2018.

"While labour costs are an important cost manager, a satisfied labour force is as important for optimal production in the sector. The difficult balance between wages and the sustainability of farming operations will have certain consequences such as job losses."

ERNEST PRINGLE

Chairman of the Agri SA Land Centre of Excellence

In response to the speech by Deputy Minister of Rural Development and Land Reform, Mcebisi Skwatshase, regarding land expropriation without compensation.

"No expropriation of land without compensation can take place without amending the Constitution of South Africa, 1996 (Act 108 of 1996)... it will be a time-consuming process and extensive consultation will have to take place. A majority vote would have to be cast in parliament in favour thereof."

CALLIE ROOS

Motivational speaker at the 2018 Senwes Grainlink Conference

"Seize the opportunity. Opportunities usually arise in difficult times."



The financial impact of harvesting efficiency

A good crop is the result of interaction of various factors of which (precision) technology, dedication and hard work throughout the production cycle are controllable by the producer.

■ By Petrus van Staden, Lourens Janse van Rensburg, Boet van Zyl & DW de Villiers

The harvesting process demands efficient planning, good service and tuning capabilities to complete the process efficiently. The time spent on it can limit losses and maximise profits.

❶ WHAT ARE THE CONSEQUENCES OF INEFFICIENT HARVESTING?

Loss of income:

Estimation of the losses are as follows:

- 21 kernels/square metre = ± 60 kg/ha. It equates to approximately R 100/ha which is equivalent to diesel consumption for 2 cultivations with a 6-row interrow cultivator, or 3 actions with a 12-row interrow cultivator.
- 43 soybean pips/square metre = ± 64 kg/ha, which equates to R302/ha
- 1 maize cob/43 m of 0.76m rows = ± 50 kg/ha

Volunteer plants:

A dense stand of volunteer plants is an indication of significant combine losses. Volunteer plants have advantages and disadvantages.

Advantages - organic material for the cattle component, increase in soil carbon and surface protection against erosion.

Disadvantages - increased input costs for control of volunteer plants; negative

effect of volunteer plants on the next crop; volunteer plants serve as green bridge for insects, bacterial or fungal diseases or viruses.

❷ FACTORS WHICH CONTRIBUTE TO CROP LOSSES

Diseases: Diseases such as *Diplodia* or *Gibberella* can cause light kernels that can be lost during threshing. These diseases can also weaken the ear shank which can often result in ears dropping off the plant prior to entering the combine.

Harvesting losses: The combine has three major actions: picking, threshing, and cleaning. Losses occur in all three stages. Matching the groundspeed to crop throughput and harvesting conditions, is among the most important factors over which the combine operator has control. Faster is not always better. Optimal threshing and cleaning action usually decrease groundspeed. High groundspeed will increase grain losses, while low groundspeed will result in underutilisation of combine capacity. When operated at less than full capacity, threshing efficiency decreases while fuel consumption increases.

Header Losses

Header loss results when kernels don't make it into the machine. The cause may be due to biological and / or mechanical factors. Corn that has lodged or is excessively dry may shatter, causing whole ears to be lost. Deck plates set too widely may cause excessive shelling of the ears.

Threshing losses

Cylinder or rotor adjustment determines corn quality. Up to 80 percent of kernel damage occurs during the shelling process. Over shelling the grain (by having the cylinder or rotor speed too high, or the clearance too tight) not only produces excess fines, but also consumes excessive power and fuel.

Careful management at this point will produce dividends throughout storage and drying. Moisture content has a huge effect on the amount of damage.

Sieve and chaffer settings

Grain losses at the sieve and chaffer involve cobs or parts of cobs with kernels, or kernels which leave the machine with the chaff. If there is too much trash, the kernels stay in the trash through the straw walkers in a conventional combine or over the cleaning shoe in a rotary design. The kernels are then thrown out of the machine in the tailings. This can result in a "windrow" effect when the corn kernels germinate.

❸ SUGGESTIONS TO LIMIT LOSSES

The objective is to get grain through the combine and not all the trash or organic material. Adjustments will differ between crops, combines, type of concave and corn header. Calibration is very important and the time spent in this regard is a good investment.

Corn header

- Proper adjustment of the gathering snouts, gathering chains, snapping rolls, deck plates and thrash knives is very



To harvest efficiently has a financial impact regarding profits, but also on the following season.



important. Contact your service provider for the best technical information.

- Consider newer headers with hydraulic or automatic adjustment mechanisms which could decrease losses significantly.
- Technology such as the "Yield Saver" is also available and replaces the deck plates with brushes.
- Balance header speed and ground-speed to limit losses.

Threshing and cleaning (sifting) action

- Concave clearance should be set to fracture the cobs into halves or pie-shaped segments.
- Cylinder or rotors should be set that an occasional kernel is left on the cob. Literature suggests that the best compromise between unshelled grain and excessive kernel damage occurs when about 0.2 percent of the kernels are

left on the cob. This will differ between farms, moisture content, cultivar, etc.

- Grain losses may be reduced by adjusting fan speed. High air speed causes high kernel losses. Conversely, when air speed is too low, unnecessary foreign material will be retained in the grain, resulting in lower quality. The chaffer and sieve should be adjusted to minimize grain losses in the tailings.


A good way to adjust the cylinder or rotor is to begin with the clearance and speed recommended by the manufacturer (or in the middle of the suggested range), then make small changes after checking the discharge of the machine.

SUMMARY

Effective harvesting does not only have an immediate impact on profits, but also on the following season. The technological

development, information and adjustments are extensive and require specialist focus and attention.

SOURCES

Back to Basics in the Combine, September, 22 2017 by Chad Swindoll, AGLEADER, Best Management Practices, Chapter 37, SDSU Extension, Corn Harvesting losses, Technical Bulletin Issue 307, November 2016. LG Seeds, Corn Production Handbook, Kansas State University Extension, September 2007 Don't Leave Yield Behind in the Field, AUGUST 26, 2011, Dan Anderson, Tips for Efficiently Harvesting Corn, July 20, 2016, Kansas State University Extension, Yield Loss at Harvest, October 13, 2015, Laura Johnston, CCA-ON, Maizex Seeds. 



Trough Management in Feedlots

Trough management refers to the daily management of feedlots to ensure maximum food intake and the best health for the animals. The purpose of cattle in the feedlots is to transform feed into high quality meat.

■ **By dr Kobus Swart**
Animalfeed expert

PRINCIPLES OF FEEDLOT MANAGEMENT

Stress and health

An intensive production system such as a feedlot puts more stress on animals than a more ideal extensive grazing system. This stress is the result of routine management procedures such as weaning, transport, regrouping, processing, weighing, castration, feed changes, external weather conditions, etcetera. Handling of animals should therefore be limited to the absolute minimum, since it causes decreased immunity and interferes with the normal eating patterns of the animals, which in turn results in lower production. Certain breeds, Bos Indicus more so than Bos Taurus, are more temperamental and inclined to suffer from stress. The handling of animals, which includes trough management and which is part of the daily routine, has a direct impact on the stress of animals.

Maximum feed intake

Animals have a very stable, typical and therefore predictable dry material intake per day as percentage of the live mass ($\pm 2.5\%$). Maximum/normal feed intake is a prerequisite for maximum/normal growth according to the genetic potential of the animal. The objective of a feedlot is to manage conditions which ensure maximum energy-intake of the animal, but not at the cost of the health of the animal. The less the feed composition varies and the better the feed is balanced or formulat-

ed, the better digestion and feed-intake will be. High feed-intake ensures high energy-intake, which results in the best production results for the genetic potential of the animal concerned. Daily availability of cool, fresh and good quality drinking water is a core prerequisite for good production in the feedlot.

TROUGH MANAGEMENT FOR BEST FEEDLOT RESULTS

Trough management refers to the daily management practices which will create conditions for voluntary feed intake throughout the total feeding process.

Growth phases, adjustment en market-readiness

In order to apply the correct management, it must be possible to categorise animals into different phases of growth and class.

The phases refer to the growth stage in the pen, e.g. starting phase, growth phase and finishing-off phase. The phases relate to the adjustment of animals to an increasingly higher energy content of the feed to ensure maximum energy-intake. The feed in each phase differs in nutrient composition and adjustment to this feed has to be monitored on a daily basis. The feed-intake and physical dung composition are important indications of how satisfied and adjusted the animal is.

The classes refer to, for instance, sex, type (breed) and starting live mass. Should the number of animals and number of pens allow it, it is beneficial to keep the different classes of animals as homogeneous as possible, since each class has its own behaviour and/or growth rate.

One problem which does occur is riding amongst male animals, where one animal in a typical pen is targeted. Such an animal can be injured and can divert the attention of the animals from feed-intake.

Feed formulation, blending and processing

An important part of trough management is to ensure that the right feed is fed to the right animal, since the formulation is different for every phase. Whether animals are adjusting to this feed has to be evaluated daily and feed has to be adjusted timeously.

The homogenous blending of a nutrient-balanced feed and the requirement that this feed should remain in the trough in its blended form throughout the day, are very important. Feed consists of both fine and even dusty and rough fibrous ingredients. If there is too much fibre in the feed or if the fibre is too long, it is inclined to separate from the fine material in the trough. This results in unbalanced feed-intake and metabolic disturbances. Hard and soft dung are then typically found in one pen.

The correct moisture content of feed is between 25% and 30%. It contributes to better blending and prevents dusty feed, which can result in lung infection.

Availability of feed and feed routine

A feedlot assumes that feed will be brought to the animals. Fresh feed must therefore be blended every day and provided to the animals in the pen.

Animals are quickly conditioned into a



An important part of trough management is to ensure that the right feed is fed to the right animal, since the formulation is different for every phase.

routine and any activity which does not fit into the habit or routine creates stress. Animals develop an eating pattern, which involves a specific time per day when they eat and which gives the next animal a chance to eat at a different time. For this reason animals have to be fed at the same time every day.

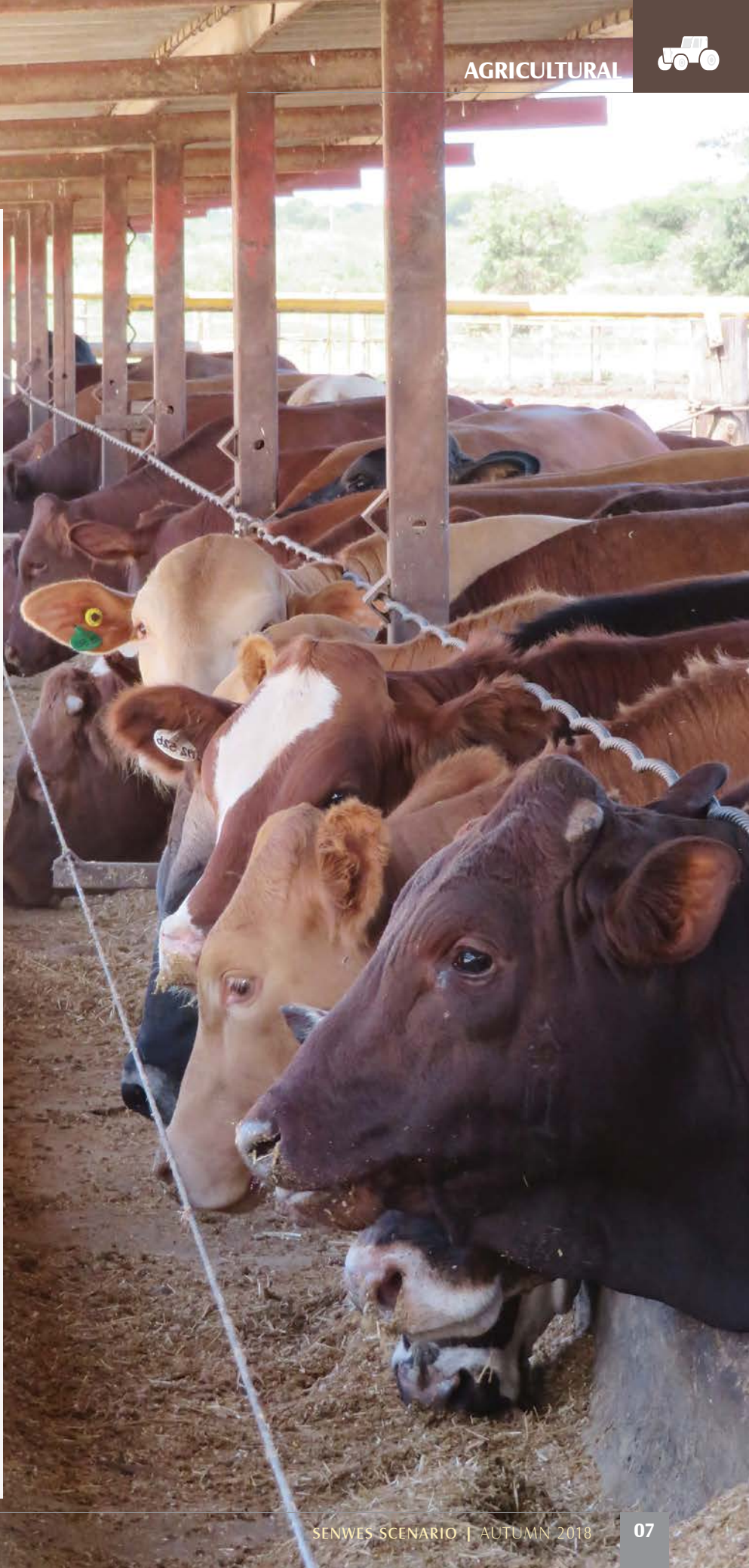
Should a typical 07:00 to 18:00 working day be followed for a pen, the period between the feeds would be 7 and 17 hours respectively. The daily feed mass must also represent these feeding times and 30% of the daily feed is provided in the morning and 70% in the afternoon.

Stimulation and determination of feed-intake

The maximum feed-intake is necessary to obtain the best production performance in the feedlot. As soon as a lower than expected feed-intake is observed, irrespective of genetic potential, it is a prelude to poor meat production. Lower feed-intake is the first sign of stress, caused by a health problem such as metabolic disturbance (acidosis, infection) or the environment (wind, rain, atmospheric pressure, social pressure). It provides important information on the welfare and behaviour of animals, in respect of which adjustments have to be made.

The feeding process where fresh feed is provided at a certain time of the day, with sounds, display, smell, etcetera, stimulates animals to move to the trough to eat - the more times the better. In practice feeding takes place two to three times a day. It is not a good idea to keep the troughs filled all the time, the reasons being that it will then not be possible to accurately determine daily intake

► 08





◀ 07 | Trough management in feedlots

and in summer, feed with a moisture content of up to 30% could become mouldy, which would inhibit intake if not discovered in time. It is therefore important for every trough to be cleaned out once a day and to remove all feed, particularly mouldy and unappetising feed and even stones.

With the right trough space, there is enough time for each animal to take in the maximum feed over a 24-hour space. A decrease in expected feed-intake is an accurate indication of stress. A handy management tool is to do an evaluation of every trough every day. It could be a simple 3 or 4-point scale, from clean to very little eaten, to indicate whether the previous day's feed was insufficient and whether there is tension/other problems in the pen.

The taste and smell of feed also has an impact on feed-intake initially. Acceptable smells can be stimulating and animals get used to the taste within a few days. Raw materials such as silage, molasses and citrus pulp have a significant and strong smell which can be applied in a positive manner. Other smells such as ammonia, a burn smell or mouldy feed will inhibit feed-intake.

Design of feeding and watering troughs

In order to apply effective trough management, a well designed feeding trough is essential. Firstly, you need adequate trough space

of $\pm 250\text{mm}$ per animal. All the animals cannot eat at the same time and there is a specific ranking order which will be determined within a few days. The eating behaviour and eating patterns in a pen will also be determined within a few days. Cattle will eat for 15 to 30 minutes per time, four to five times a day, which means that this trough space will be more than adequate for all the animals. Secondly, do not overfill the trough, since feed will be wasted this way. The trough must be able to hold at least 70% of the daily ration (second feed) of the heaviest animals without feed being wasted. Over weekends, with limited manpower and working hours, this arrangement could pose challenges.

Poor drainage and hygiene around the trough could also result in poor intake. Trampling occurs around the feeding trough and this could result in a muddy mess for long periods of time. Drainage should therefore lead away from the trough and the area around the trough should have a cement floor of at least 2,5 to 3 metres, which can be dried easily.

A water shortage has been the limiting factor for feedlots numerous times in South Africa. Fresh water has to be available on a daily basis. The watering trough must be away from the feeding trough, in the last third of the pen, to ensure that animals move away from the feeding trough when they are thirsty. Watering troughs often leak, which is a breeding ground for parasites - this should be avoided. Animals also mess feed in the watering trough, which makes for enough organic material to form green algae. This must be cleaned regularly.

Aspects which influence daily trough management are pen design and hygiene. There should be adequate space for every animal (10 – 15m², average 12.5 m²). Space issues cause unnecessary social stress. Dung build-up in the pen has to be removed once and even twice a year. In wet conditions the dung will become soft and uncomfortably deep for the animals, which will decrease intake and impact eating behaviour significantly. Cattle do not like standing in wet dung/mud. Wet and muddy pens will inhibit feed-intake significantly.

Identification of sick animals

Part of trough management is to identify sick animals or animals which will not adjust to the specific pen on a daily basis. General diseases which occur are usually foot related or feed related (acidosis, bloating, watery dung), infection related (pneumonia, foot-rot, ulcers) or physical injury. Other diseases which are not as common and which have to be identified timeously, can also occur. The quicker an animal is identified, the quicker treatment can commence and the animal can recover. Experience plays an important role in this regard.

Record-keeping

An important part of trough management is keeping a record of daily observations of feed-intake and the welfare of animals. These figures can provide important trends, which could improve the productivity and profitability of the feedlot. **S**



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Dr. Kobus Swart 083 262 0946 • kobus@mixture.co.za



Agri-talk show at Nampo 2018

The country's most respected agri-talk show, Nation in Conversation will again be broadcast and recorded live from the Nampo Harvest Day, 15-18 May 2018.

The theme this year is: "The role and contribution of agriculture in the deepening of our democracy and the strengthening of our South African economy". The sub-themes (to be confirmed later) are:

Session 1, Day 1 - 15 May 2018 11:00 – 12:30 – Transformation and Integration, the Responsible Way Policy Matters and Scenarios, where the discussion will include issues like:

1. Why does agriculture work in SA?
2. Is it working better in other African countries?
3. Why should we appreciate and foster what we have?

Session 2, Day 1, 14:00 – 15:30

Political Debate

1. Hard political debate on the issues influencing agriculture in SA
2. How can this be overcome to ensure a prosperous future and healthy agri-sector?

Session 1, Day 2 - 16 May 2018 11:00 to 12:30 - Transformation and Integration, the Responsible Way; A Decade of Family Farming – Policy should protect the individual

1. Labour
2. Business
3. Government

Session 2, Day 2, 14:00 – 15:30
Inspirational Women in Agriculture

1. What is your story?
2. What is your inspiration?
3. What does the future hold?
4. What is the key to your success?

Session 1, Day 3 - 17 May 11:00 - 12:30 - Producers don't manage farms, they manage data; The importance of

economies of scale: Big vs Small

1. The Indian model as example
2. Benefits of economy of scale

Session 2, Day 3, 14:00 – 15:30

How will new technology change the face of agriculture as we know it today?

Session 1, Day 4, 18 May 11:00 - 12:30 –

The Future of Agriculture: Youth

How does the youth see agriculture in SA?

1. Land reform
2. Transformation
3. Food security
4. Job creation
5. Opportunities

The 2018 production of Nation in Conversation at the Nampo Harvest Day festival was made possible by the following sponsors: Senwes, AFGRI, Nedbank, Monsanto, Hinterland, Engen, Imperial Isuzu and Grain SA.

Visit the Nation in Conversation website at www.nationinconversation.co.za and download the App to be part of the conversation. **S**



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“Die rol en bydrae van landbou tot die versterking van die Suid-Afrikaanse ekonomie en die vaslegging van ons land se demokrasie.”

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The Making of Heroes

Senwes’ new TV commercial captures the “goodwill that still exists between ordinary people, it reminds us that ordinary people can do extraordinary things... its small things like these that can create a wave that no one can foresee or stop.” So says Francois Strydom, Senwes Group CEO, about the company’s new television commercial due to hit the small screen in April 2018.

■ By Marlon Abrahams

“What makes this more significant is that we are in a very volatile situation politically, where nothing is certain. Yet the unbridled joy and real friendship between these two boys is a beacon of hope that can make a difference. Senwes is not about making money, we care about how we treat our

customers and clients, and above all we strive to make a positive difference in the lives of the communities where we do business. We have connected these two events - the rescue efforts of the boys and Seun’s entrepreneurship share a vision of the difference that we want to make in people’s lives.”

The incidents that Francois refers to played out on the morning of January 4th this year, when the Shosholozza Meyl train collided with a truck near Geneva station

between Hennenman and Kroonstad at about 09:00.

Twenty one people lost their lives and more than 250 people were injured. However, out of this tragedy two plateland heroes emerged. Two 12-year old boys, without thinking, raced to the scene and began helping victims from the wreckage which had caught fire.

Evert du Preez and Mokoni Chaka

A photograph of a man and two young boys standing in a field of tall green plants. The man, on the right, is wearing blue overalls and is smiling. The boy in the middle is wearing a striped polo shirt and khaki shorts. The boy on the left is wearing a plaid shirt and khaki shorts, and is holding a stick. They are all looking towards the right.

The making of Heroes: It is local folk
who give us inspiration and hope.



11 | The Making of Heroes

have been life-long friends, growing up on the farm of Evert's father, Willie, in the Free State. Their bond is genuine and palpable and is exemplified by the fact that both boys are fluent in each other's mother tongues. The heroic act of these two bosom buddies led to the storyboard of Senwes' new TV commercial.

"I saw a reporter interview the two boys, and watched his mouth drop in awe as the boys communicated fluently in Tswana, while their body language conveyed a genuine friendship. During the same time period I learned about the plight of Seun Diphoko, a former farmworker in the same area, who lost his job due to injury. Seun showed an enormous 'can do' attitude

and began building wire-cars. He has since grown his business to new heights after exposure on Facebook and donations from people wanting to help. It made sense to connect these two events which reflect mankind's indomitable spirit to do good and overcome obstacles, despite the current political climate in the country."

"I challenge anyone to watch the commercial and not be moved," says Francois.

The new Senwes TV commercial was filmed less than a kilometre from the train wreck. The advertisement will flight on kykNET, starting in April, but could be scheduled on other platforms as well. Tune in to the Senwes online platforms for more information.

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Kynoch



Blue Gold, a hidden treasure

Lavender can be a profitable crop for your farm. This beautiful herb is new to the South African agricultural landscape and is fast gaining momentum in South Africa because of its cosmetic and medicinal uses.

■ By Kefiloe Manthata

Senwes sponsored the 15th annual conference of the South African Agricultural Teachers Association, held from 31 January to 3 February, and uncovered several hidden gems. One of them was when the SAATA delegation visited a farm nestled along the N12 between Klerksdorp and Wolmaransstad, where Trudy Kasselmann and her mother-in-law Rina Kasselmann, farm fields of “blue gold” as lavender has come to be known, on a 0,5-hectare portion of the 1 hectare land. Trudy tells us that the product line, Ruah,

birthed from this lavender farming as “a passion project that turned into a full time sustainable business”. This discovery led us to take a closer look at existing niche farming markets in South Africa and the profitability thereof, which we will explore in a series spanning the next few editions of *Senwes Scenario*.

Lavender farming is relatively new to the South African agricultural landscape, but it is fast gaining momentum - more so because aromatherapy, which comprises largely of the use of essential oils including lavender oil, is enjoying renewed popularity for its medicinal purposes. Over ten years ago there were no lavender exports from South Africa. Today, the export of essential oils distilled from lavender plants, is on the rise.

Of the fourteen types of lavender found in the world, three are found to be the most common amongst South African farmers. English Lavender (True Lavender, *Lavendula*), *Lavandin* and *Spika* (broad leaf lavender) are believed to be the most suited for the South African climate. Lavender is generally not a fussy plant and grows in frosty and dry conditions quite easily. In order to thrive, lavender plants require full sun, loose free-draining soil and a little protection from the elements to grow well.

Valued for centuries as a ‘cure all’ plant, the use of lavender is as versatile as it is vast. Lavender oil is believed to have antiseptic and anti-inflammatory properties and is credited with the ability to cure anything from digestive problems to nausea and headaches. Some research

also suggests that lavender may be useful for treating anxiety, insomnia, depression and restlessness due to its calming properties.

To add to the profitability of lavender farming, Trudy suggests that farmers also add value to their lavender production. This is why she opted for a beauty range consisting of body butters, bath oils and several other lavender-based luxury beauty products that form part of the Ruah inventory.

The distillation process may seem complicated or intimidating, but it is in fact quite simple. Distilling lavender is quite similar to the process of making mam-poor. Steam distillation or wet steam distillation is a process through which essential oils are carried by steam through a cooler (the coil) of a steam pot or kettle, where it condenses into a liquid. This liquid, made up of plant oils and water, is collected. The essential oils float on top of the water in a thin film and must be separated.

The harvesting of lavender for essential oil should be undertaken when the flowers are well developed and the lower half starts to open, usually at the end of December and early January, depending on the season. Planning the harvest during a time of fine weather, especially with big plantations, is crucial, because free water coming in contact with the oil during the preheating stage of distillation reduces the oil quality and extraction efficiency. The quality and grade of the extracted essential oil from a lavender plant will be determined by the intensity of the fragrance it omits. ■





FARMING REQUIREMENTS

Hectares needed to be financially viable: With 0.5 hectare of land, small producers can aim at high quality, value added markets for essential oil and flower production to get the most profit from lavender farming.

Yield per hectare: True Lavender yields 8 to 30kg, Lavandin 40 to 220 kg essential oil.

Most suitable cultivars: English Lavender, Lavandin and Spika.

Climate Requirements: Lavender tolerates moderate frost and drought and requires full sun, with 300-1400 mm of rain per year.

Soil requirements: Well-drained, light, sandy soil, pH should be between 5.8 and 8.3 and have low fertility.

Soil preparation: Organic soil preparation practices are encouraged. Plant on raised beds.

Irrigation: Irrigation is needed for the first one to two years until the crop is stable. Plants must not be water stressed at flower initiation. Irrigation may increase production in mature plantings. Overhead irrigation will increase disease problems and will cause older plants to break open in the middle. Drip irrigation is recommended as it will also assist with weed control.

Fertilisation: Lavender needs little to no fertilisation. Lavender is famous for growing well in low nutrient soil. However, commercial organic lavender growers often add 8-10 tons of well-rotted manure per hectare well before they transplant the young plants. Then, every 2-3 years, they add 5-6 tons of manure per hectare, most often during the autumn. They cultivate carefully so that they will not hurt the roots and irrigate well after every manure application, if there are no autumn rainfalls. Slow release organic fertilisers are also commonly used.

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Yet another satisfied Senwes Equipment client in the Eastern Cape

The Gratz Brothers

Yes, you heard right! In the Eastern Cape of all places. That is because Senwes Equipment has taken the Eastern Cape by storm and services this area.



The Gratz brothers are Senwes Equipment and John Deere fans in the Eastern Cape. Here is one of the brothers, Vernon Gratz showing their affinity for the Green Brands.



■ By Aubrey Kruger

During our visit to East London we teamed up with Senwes Equipment marketer in the area, Roy Moorcroft, when he delivered yet another John Deere tractor to the Gratz Brothers on their farm Fort Warwick.

Roy tells us that it was the fourth tractor that he sold to the brothers and this time it was the turn of the John Deere 5082E.

They are telling us that they've always had John Deeres on the farm, old and newly acquired ones, although there is also a couple of the competition's versions on their farm.

But it seems that Senwes Equipment is really making inroads as both Des and Vernon are very chuffed about the quality of the tractors as well as the service. On top of it they've known Roy for the best part of eight years. According to them Roy, together with the branch manager, Riaan Grobler and the team over there are really on the ball and get to the bottom of things really quickly.

MORE ABOUT THE GRATZ BROTHERS

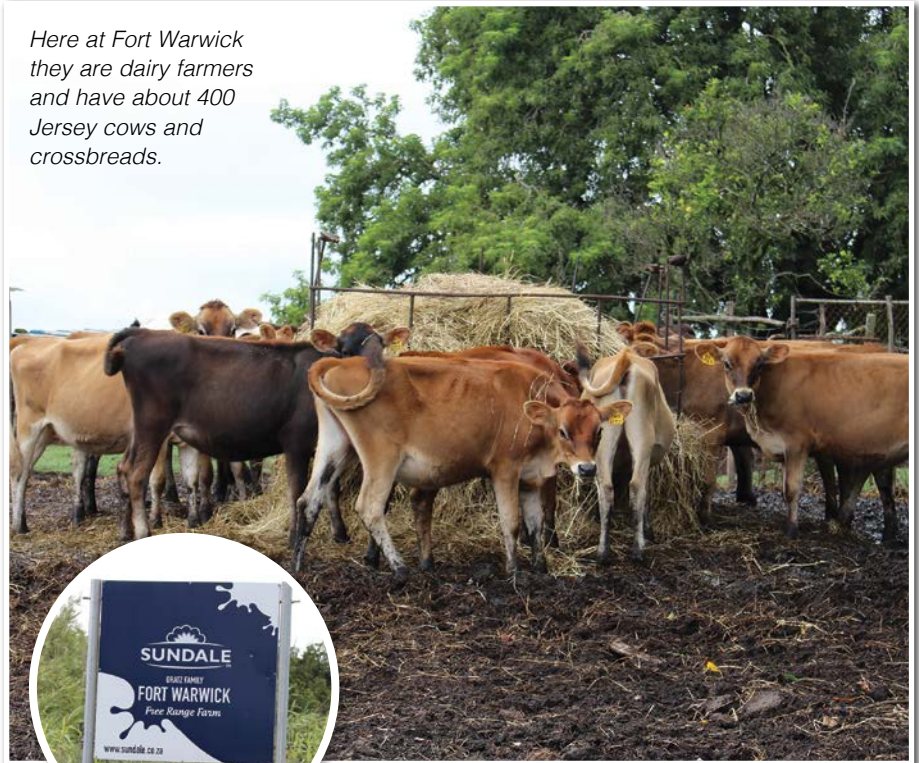
They are proud third generation farmers. Their grandfather Frederick farmed in the Berlin area, after which their father bought Fort Warwick in 1982, where they have been farming ever since. In 2007 they acquired the nearby farm Wildene and in 2016 the third, Hatchley, by which time Senwes moved into the area.

They are dairy farmers with about 400 Jersey cows and crossbreeds. The eldest, Des, focuses predominantly on the milking side of things with the youngest, Vernon, focusing his attention on the production leg.

FAMILY AFFAIR

Nothing much differs on the east side of things as Des and Vernon's sons, Darryn

Here at Fort Warwick they are dairy farmers and have about 400 Jersey cows and crossbreeds.



The Gratz Brothers of Fort Warwick receive the John Deere 5082E tractor. Here we have brothers Des and Vernon Gratz with Darryn Gratz receiving the tractor from Senwes Equipment Marketer, Roy Moorcroft in the middle.

and Kyle, are active in the business with Des' wife, Lor, handling the bookkeeping and administration. Vernon's wife, Karen, is currently using her skills in the tomato industry. They employ about 18 permanent staff and very seldomly require the services of others.

ADVANTAGES AND DISADVANTAGES

Most of the Senwes farmers are situated in the platteland in the Northwest, Free State and such. Here they tell us that some of the advantages of farming in this area are that it has a much warmer climate and on top of it they have milder winters than the farmers up country. Some of the disadvantages include tick problems, but they keep it under control.

FUTURE

Their future at Fort Warwick looks bright as they are planning to let their sons Darryn and Kyle take over the farms as the fourth generation, which will lead the way forward. They let the cat out of the bag by saying that they will be expanding operations as they approach a fast growing phase in the foreseeable future. The only downside is that it all depends if the current situation in the country will allow their plans to pan out perfectly.

We asked the question as to what they would like to be called. "Call me a farmer, otherwise you just complicate matters." Be stronger than ever and you will harvest the benefits, with Senwes Equipment, of course. **S**



From the West... to the East...

I kept on humming the song on my journey of more than 1 000 kilometres from the traditional Senwes area in the Northwest, Free State, Gauteng and Northern Cape to the new Senwes Equipment expansion in the east of our beautiful country.

■ By Aubrey Kruger

“From the west side to the east side” by Mike and The Mechanics will always be a hit and hopefully the expansion into the Eastern Cape will be the same. Senwes accessed the Eastern Cape over the past year with Aliwal-North and Ugie, which have been operational since 2016, and now East-London as well.

East-London is normally synonymous with sun, sea and sand, but now there is an additional S in the area, namely the S of Senwes Equipment.

SENWES EQUIPMENT IN EAST-LONDON

We decided that a visit to the new Senwes Equipment branch was overdue. Branch

manager Riaan Grobler tells us that they earmarked the area in 2016 already and have been operational since August 2017.

MISSION OF SENWES EQUIPMENT

The mission of Senwes Equipment with its eight staff members in East-London is to render optimal service to its customers as number one supplier of agri-machinery in the area. Customers will appreciate their slogan: “We take our customers and the company's interests to heart.”

The strategic focus is on agricultural customers, which is different to other Senwes customers in the Northwest, Free State and further up-country. Dairy farming is in the majority here, as well as the production of vegetables.

Some of the biggest Senwes Equipment customers are the Gratz





Lots of beautiful churches in the heart of the city.

WHAT DOES THE MARKETER SAY?

The marketer in the area is Roy Moorcroft and he tells us that customers in this area mostly buy 55 to 67 kilowatt tractors, seldom anything larger than 103 kW. Farmers mostly farm with cattle and produce tomatoes, pineapples and are dairy farmers. The John Deere 6140 tractor is commonly used - there is no demand for massive tractors and implements. Producers can contact him since he covers the area from East-London to Durban, all the way to Umtata and further inland to Cathcart and Hamburg.

WELL-KNOWN PEOPLE FROM THE AREA

The former 1979 Formula One world champion, Jody Scheckter, is from the area. When I went jogging I even saw a street named Scheckter Place. With

Senwes being an investor in cricket, it is good to know that the world record holder for the most wickets in test cricket (532), Mark Boucher, was also born here. Another well-known person is Makhaya Ntini, better known as the Mdingi Express, with reference to the area which he hails from.

CLUBS

It is the home of the Border Bulldogs (rugby) and the Warriors at Buffalo Park Cricket Stadium. Buffalo Park hosted the ICB world cup in 2003 and presented two IPL matches in 2009. The Buffalo Rugby Club and the Buffalo Roadrunners are right next door. According to Tracy Smith, committee member, Roadrunners host one of the most unique road races in the world, namely the Washie 100-mile road

► 18

Brothers, on whom we focus in this edition, as well as Whiphold, who plants more than 2 000 hectares of maize and who has also participated in Nation in Conversation, and Amadlelo.

The branch is strategically situated next to the N2.

The City Hall in typical Victorian style and dates back to 1987.





The Senwes Equipment workshop is strategically situated right alongside the N2.



◀ 21 | East-London

race from Port Alfred, which ends here in East-London.


FAMOUS LANDMARKS

One famous landmark is the airport, which has been here since 1927 - however, it has often changed location. The harbour is also the only river port in South Africa. The John Baillie memorial at the harbour commemorates the historical even in 1835 when the British flag was hoisted for the first time in this area. A street was also named after John Bailie. The harbour still clearly reflects the name Port Rex, which was the original name of the city.

The city hall is unique with its corner-stone which was laid in 1897. The bell

tower was devoted to Queen Victoria and a number of other buildings and churches can be seen, which include the Dutch Reformed Church and the St. Andrew's Evangelical Lutheran Church.

Back to racing drivers - the Grand Prix race track of 3,9 km has been a landmark since 1959. It is a shorter version of the race track which used to be more than 23km. The Daimler Chrysler plant, where the C-class Mercedes Benz sedans are manufactured, is massive and sports a thousand vehicles which is a beautiful sight at the harbour.

So, now we know more about the area in the east. Welcome to East-London, Senwes Equipment. 



The First Baptist Church.

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EAST-LONDON: PERSONNEL

SENWES EQUIPMENT BRANCH

Where: The branch is strategically situated next to the N2, in the industrial areas in Gonubie.

Contact number: 080 941 4011 or 083 602 5353.

Postal address: East Coast Resort Road, Meisieshalt, Oos-Londen, 5200.



Branch Manager

Riaan Grobler

☎ 083 602 5353

📧 Oos-Londen.takbestuurder@senwes.co.za



Marketer

Roy Moorcroft

☎ 087 004 1391

📧 roy.moorcroft@senwes.co.za



At the East London branch Estelle Grobler is the jobcard clerk with Dassie Mawela and Kolly Totoyi the general workers.



Workshop staff: Schalk Taljaard (Senwes Equipment Tractor Technician), Quinton van Dyk (Senwes Equipment Sales Clerk) and Matthew King (Senwes Equipment Tractor Technician).

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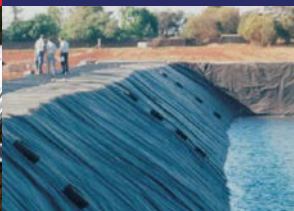
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Prepare for the harvest season

The harvest season is approaching and now is the time to service and inspect all harvesting equipment.

We at Senwes are ready to assist all farmers to prepare for the 2018 harvest season.

REASONS FOR PREPARING FOR THE HARVEST SEASON

- 1 Farmers can make sure that all harvesting equipment is in good working condition.
- 2 No timely breakdowns in season.
- 3 Costly repairs can be minimised by pre-inspections.
- 4 Equipment can be better utilised if settings and calibration are done.
- 5 Better utilisation of equipment.

WHAT SENWES WORKSHOPS HAVE PLANNED FOR THE HARVEST SEASON

Senwes workshops in any area can be contacted for the booking of any inspection or service on harvesting equipment. The focus is on the combines, because this is the most important machine that is used and consists of a lot of wear parts and components that have to be checked and serviced before the season. All workshops are equipped with a pre-season inspection list (as shown in example checklist given) and offers the points for servicing and inspection of your combine before the season.

These repairs can then be done by a qualified technician who is trained and specialises in combines and harvesting equipment.

The most important checks and repairs on the combines that the workshops focus on with the check-lists, are all the adjustments, drives, cleaning, and disposal sections. We have found that in most cases all unforeseen breakdowns are caused by bearings, belts or chains that were not properly inspected and failed during the season or caused costly repairs.

The idea this year is to do an overall inspection where the technician disassembles the combine and critical areas that have been identified as problem areas in previous seasons or through common failures reported by customers.

We also found that not all the combine operators are fully trained and they are not using the combines to its full capability. This causes seed losses behind the combine or the low grade seed samples. Senwes offers infield training of the operators and the fine adjustment of the combines and machine configurations for the different crops and conditions.

The workshops can also assist with any precision documentation, mapping or guidance needed. We are ready and waiting for your call. **5**

Feeder House Area	Condition		
	OK	Needs replacement	Needs adjustment
Feeder House Drive Chain, Sprockets, Idlers & Guides			
Slip Clutch			
Reverser/Header Drive Spline Shaft, Hoses, Couplers & Wiring			
Drum - Wear Ring, Bearings, Supports, Stops & Pins			
Floor Sheet & Seal			
Feed Plate			
Stone Trap			
Feeder House Reverser Cooler			
Shoe Auger - Front Bearings & Bevel Gears			
Shoe Auger - Drive Shaft & Bearings			

Left-hand Side	Condition		
	OK	Needs replacement	Needs adjustment
Primary Countershaft 900 Gear Case			
Drive Shaft			
Cleaning Fan, Housing, Fins, Bearings & Speed			
Cleaning Shoe Pitman Arms, Hangers & Bolts			
Concave Actuator Motor, Gears & Linkage			
Concaves			
Unloading Auger Drive Chain, Sprockets & Guides			
Unloading Auger Jack-shaft, Pulleys & Bearings			
Unloading Auger Drive Belts, Tensioner & Guides			
Discharge Beater, Bearing, Belt & Sheaves			
Shoe Loss Monitors & Wiring			
Front Chaffer, Chaffer, Sieve & Seals			
Shoe Frames & Seals			

Operator's Station	Condition		
	OK	Needs replacement	Needs adjustment
Cab filter condition			
Wipers and Washers			
Wiper blade condition			
Blower motor operation			
Heater operation			
Air conditioning			
AC Operation			
System charge			
AC Check for external plugging			



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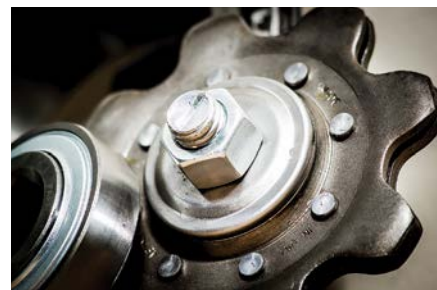
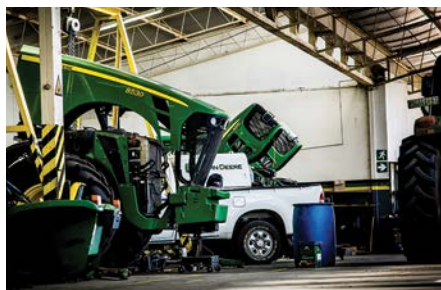
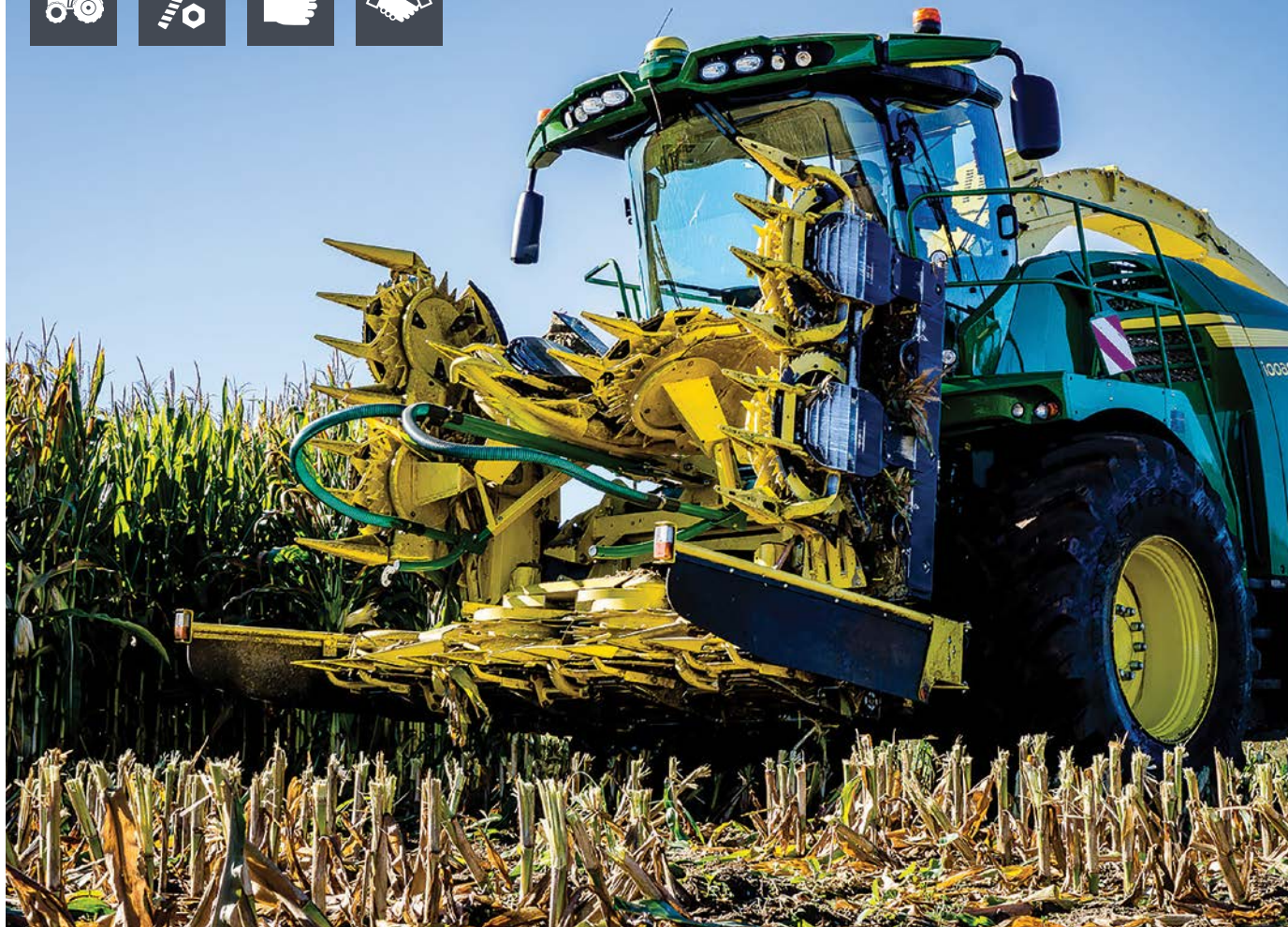
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SKF



JOU VISIE, *ons passie.*

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



www.senwes.co.za | www.senwes.mobi





Julias Ramohlabi, Senwes Manager: Developing Farmers, is a man who wears many hats. In the upcoming editions of *Senwes Scenario*, he will be taking us to many a developing farmer and through the various services Senwes offers developing farmers. Some of the services include access to finance, mentorship, market and farm planning.

From top cop, to growing crops

A happy Isaac Mokhatlha

In this edition, Julias Ramohlabi, Senwes Manager: Developing Farmers, introduces us to Isaac Kagiso Mokhatlha, an ex-cop and happy client who has seen a turnaround in his farm's production since aligning himself with Senwes.

■ By Kefiloe Manthata

EARLY YEARS

Isaac Kagiso Mokhatlha was born on a farm in Lindley, Free State in 1966. It is there that he spent his formative years learning about and developing a passion for farming that continues to sprout inside him to this day. His life journey saw him joining the South African Police Service in 1986 where he served devotedly for 19 years. In 2005, Mokhatlha made the decision to no longer ignore the pull towards his passion and resigned

from the police service to pursue farming on a full-time basis. He was a warrant officer at the time.

SENWES

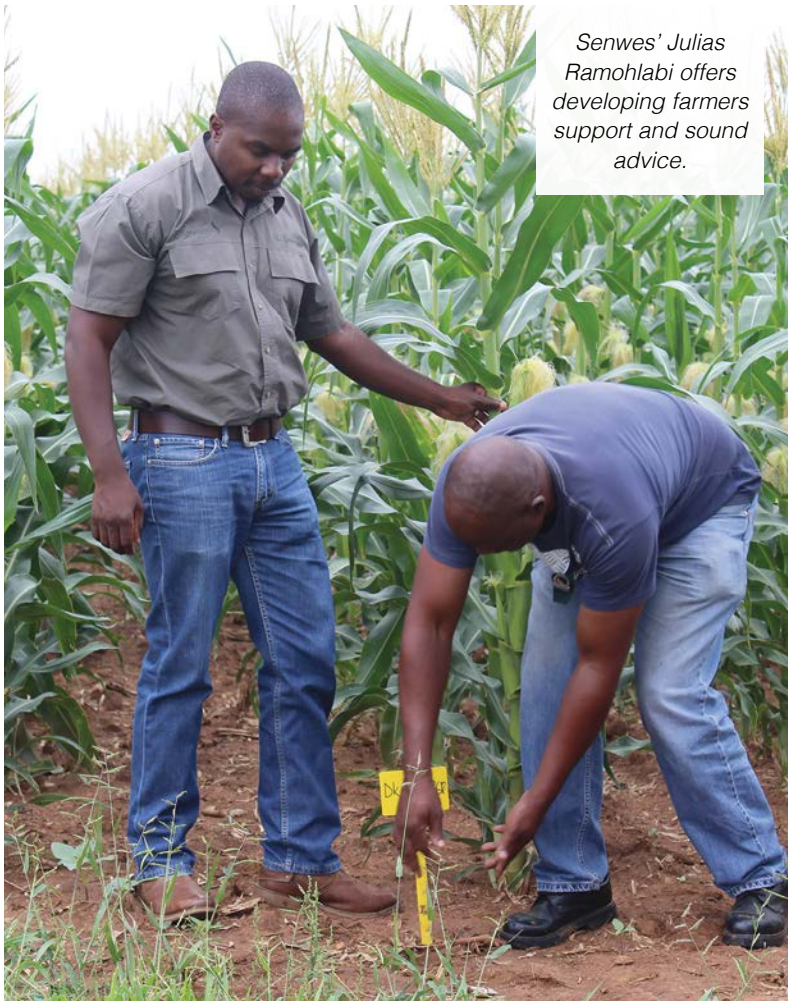
It is through Senwes Manager: Developing Farmers, Julias Ramohlabi that Mokhatlha came to know about and eventually developed a relationship with Senwes. He marvels at the change since becoming a Senwes client and what Senwes has done for his business. He believes he would not have planted on as much land before Senwes "adopted" him. Mokhatlha managed to plant 175 hectares of maize

this season, something he says would not have been possible had it not been for the help and support he received from Senwes through Ramohlabi. He hopes that the company will continue to aid him with skills management, especially with regard to the management of his farm's finances.

THE SHIFT INTO FARMING

In 2003 Mokhatlha already began his slowly edge into farming, buying and selling cattle in and around Lindley. He suffered a blow at one point when his live-

➤ 30



Senwes' Julias Ramohlabi offers developing farmers support and sound advice.



Isaac Mokhatlha is very grateful for what Senwes has done to help him plant 175 hectares of maize this season.

◀ 29 | From top cop, to growing crops

stock (a total of fifteen cows) were stolen from him, forcing him to start over. He faced a continuous battle trying to find land where he could begin to farm, until he heard through his involvement with National African Farmers Union (NAFU), about programmes within government awarding farms to small scale farmers. Despite the challenges he faced, Mokhatlha believes that farming has always been in his blood and growing up on a farm allowed him a front row seat to the mechanisms of the agricultural industry and thus prepared him well for the day he finally found the courage to get out of his comfort zone and boldly pursue his passion in the farming industry. He was faced with numerous challenges, but in 2013 his perseverance finally paid off as he obtained a farm in Vereeniging, where he currently farms.


CROP FARMING

Mokhatlha admits that he has always had his heart set on cattle farming, but things changed for him when he encountered other farmers who cautioned him about the challenges within the farming sector and thus advised him to diversify his farming in order to create a more sustainable livelihood. He then embarked on a mission to equip himself with as much knowledge as possible by enrolling in several GrainSA courses. It was then that he decided to begin maize farming to augment his stock breeding.

FAMILY

Mokhatlha is a married father of two girls. The eldest, who he hopes will succeed him in taking over the farming business, is currently preparing for that by studying Veterinary Technology at Tshwane University of Technology. He says that he takes his daughters to NAMPO often to introduce them to and get them excited about the world of farming so they can eventually carry out his succession plan.

WAY FORWARD

Mokhatlha, who has collected a number of accolades along the way since he started farming, hopes to grow in his business and eventually become a well-established commercial farmer. "I would like to see myself contributing to the country's GDP and food security. I also want to be financially empowered so that I can empower others through job creation." 

Contact Julias Ramohlabi on 018 464 7156 or mail Julias.Ramohlabi@senwes.co.za if you are a developing farmer looking to benefit from the services offered by Senwes.



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Ons Witmieliebasters

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PAN 3A-173	PAN 4A-159 PAN 4A-111 PAN 4B-311B PAN 4R-511R PAN 4R-711BR	BG 5285 BG 5685R PAN 5B-485B PAN 5R-785BR	PAN 5A-291 PAN 5R-591R PAN 5R-791BR	PAN 6B-465B PAN 6R-779BR PAN 6Q-865BR

Die PAN 5R-791BR platform presteer deurgaans baie goed in die LNR proewe vir die westelike en oostelike produksiegebiede. Die PAN 4A-111 platform se gewildheid in die oostelike produksiestreke word deur uitstekende prestasie in die LNR-proewe onderskryf.

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HARVESTING:

Not just tons per hectare but also “digital bites” per hectare

■ By Martin van Zyl

Group Executive: Innovation and Integrated Solutions

GLOBAL AGRICULTURAL CHALLENGES

According to agricultural industry experts and researchers the following 4 global challenges need to be addressed by the agricultural industry:

- ❶ Growing world population
- ❷ Transparent and safe food production
- ❸ Climate change
- ❹ Healthy food

The World Economic Forum argues that global food systems today are in need of transformation. *“Billions of people are poorly nourished, millions of farmers live at subsistence level, enormous amounts of food go to waste and poor farming practices are taking a toll on the environment.”*

TECHNOLOGICAL ADVANCEMENTS

Technological advancements have the potential to help revolutionise the industry.

There are 3 distinctive technologies to be considered:

- ❶ The Internet of Things (IoT)
- ❷ Big Data and Analytics
- ❸ Blockchains

THE INTERNET OF THINGS (IoT)

The IoT - which relies on sensors and actuators connected by networks to computing systems, makes it possible to track the trajectory of products through supply chains and control the transportation and storage environments (e.g. temperature, humidity, precipitation) in real time.

Use case

There are various sensors to be found in the agricultural industry today. One example is soil moisture sensors – which can for instance give the real-time status of soil moisture for irrigation purposes.

BIG DATA

The idea is that we can learn things from a large body of information that we could not comprehend when we used smaller amounts. Big data can help to enhance the overall agricultural value chain. Through precision agricultural practices we've been collecting huge amounts of data.

Use case

Senwes uses drones and satellite imagery with advanced sensors to survey crops. This data is used to measure against a norm and any deviation from the norm can be highlighted and the farmer can be notified to focus on a specific area.

BLOCKCHAINS

Perhaps one of the problems for the lack of transparency and widespread adoption of technology for farmers and the agricultural community at large, is the association of bitcoin with blockchain. While the two have emerged into the mainstream at about the same time, they are two totally different things.

Blockchain can be used to monitor information about food moving through the supply chain. This is important because the technology makes it impossible for the information to be censored or tampered with by supply-chain participants.

Use case

Bringing transparency to the supply chain will allow us to identify and remove bad actors and poor processes. This ensures ideal conditions from farm to market, and we can pinpoint the source quickly in the event of a food safety outbreak. This could save time, money and lives.

SENWES SOLUTION OFFERING TO THE PRODUCER

The importance for the Senwes group is to take all these data inputs and instead of “harvesting” it, we analyse it and focus on designing integrated solutions for our customers.


FIGURE 1. SENWES GROUP – INTEGRATED CUSTOMER FOCUSED SOLUTION


These solutions include

- Agricultural Technical services including Variable Rate (VR) maps, post-harvest yield maps and benchmarking.
- Tailor-made financing and insurance solutions with focused attention by key account managers.
- Comprehensive mechanisation/equipment fleet planning.
- Production input cost and break-even calculations, based on customer-specific cash flow scenario, as well as the supply of inputs
- Market Access (grain marketing) strategy formulation based on market conditions and customer needs.

RESOURCES

http://www3.weforum.org/docs/WEF_Innovation_with_a_Purpose_VF-reduced.pdf,
 Advancement of farming by facilitating collaboration. Jan Willem Kruize. <https://www.iof2020.eu/> **S**





Why reload?

Why don't I just buy ammunition over the counter? Why do I feel that the time spent was better than spending the weekend watching rugby on TV? Why do I want to spend hours and hours working on a load and the reloading of ammunition?

■ **By Jan-Lodewyk Serfontein**

I load my vehicle early on a Saturday morning, on my way to test a few loads at the shooting range. The different loads were my focus until late the previous night. The depth of the bullets and the weight of the gunpowder were adjusted. Every group of three rounds is unique and different to the next group. After having talked to a few experts and a few late nights, I hope I have a combination which will give me the desired grouping.

After a few hours on the range, I have an idea of the combination which suits my gun and how I should reload. Now I can use the rest of my weekend to reload my ammunition according to the recipe which I arrived at on Saturday morning. By late Sunday afternoon, my ammunition is lined up on the table. I made everything myself. I determined the most accurate combination for my gun and I loaded enough ammunition for a good hunt this year.

The reloading of ammunition is a process which is as old as rifles are. The reloading process of the first guns used to take place just before the gun was fired. It did not take place in a room, away from the action. The gunpowder and bullet were put into the barrel just before the gun was fired. The percussion cap was on the outside of the barrel in the early years. Over time it moved to the inside of the barrel and nowadays the percussion cap, gunpowder and bullet are one single product, held together by a cap.

The reloading of ammunition is therefore as old as the gun itself. The firing of a gun cannot take place without reloading. Buying ammunition may be faster and not much more expensive than reloading. However, for the rifleman who wants to have the real experience of shooting, reloading remains part of the experience. The experience of three shots touching one another at 100m, or cutting the bullet, which you reloaded yourself, from the gemsbuck, or the pride and satisfaction involved in something which you calculat-

ed, is unequalled. That bullet is kept and more stories are told about it than about the hunt itself. Reloading is therefore a process followed by hunters to make their guns more accurate and to enjoy the hunt even more.

WHAT DOES A RIFLEMAN NEED TO DO HIS OWN RELOADING?

In South Africa any person with a legal firearm licence, may reload. You need your licence to buy gunpowder and percussion caps. The remainder of the components required are not governed by legislation. Bullets, caps and reloading equipment may be purchased without a firearm licence.

Reloading equipment is the most expensive component of reloading. Fortunately this equipment is a once-off buy. It is therefore sensible to buy good equipment, which will last a lifetime.

WHAT TAKES PLACE DURING THE RELOADING PROCESS?

In short, the following needs to be done to



Marinated Leg of Venison potjie in a flash

THE FOCUS IS on Hartbeesfontein, which got its name from a few hunters who followed a wounded hartebeest. This game recipe is just the right thing to enjoy during harvest time. It could springbok, impala or even a hartebeest.

We found this recipe some time ago - let's give it a try.

MARINATED LEG OF VENISON

1 leg of venison
8 garlic cloves, halved
8 strips of streaky bacon, cut into strips, or 100g of bacon cut into strips
4 table-spoons cooking oil
3 medium onions, chopped
2 teaspoons salt
freshly ground black pepper to taste
1 cup of beef extract

MARINADE

4 table-spoons brown vinegar
2 table-spoons cooking oil
2 table-spoons brown sugar
2 bay leaves
10 whole black pepper corns
3 whole cloves
1 cinnamon sticks
3 cups of red wine (dry)

METHOD

- ❶ Make the marinade by heating the vinegar to boiling point and adding the oil, sugar, bay leaves, pepper corns, cloves and cinnamon. Boil for a few minutes. Remove from heat and let it cool down. Stir red wine into mixture.
- ❷ Use a sharp knife to make incisions in the meat, approximately 40mm apart. Insert, with the grain of the meat, half a clove of garlic and a strip of bacon.
- ❸ Place the meat in a dish and pour marinade over it. Leave in marinade for 24 hours or longer and turn meat regularly. Remove meat from marinade and dry.
- ❹ Heat oil in a pot and fry on all sides until brown. Add onions and sauté until transparent. Flavour meat with salt and pepper. Add heated beef extract and 250ml of the marinade and bring to boiling point.
- ❺ Decrease heat by removing a few coals or turning down gas. Cover pot and simmer for 3 to 4 hours or until meat is tender.

Thank you to Adrië Moffat for the lovely recipe. **S**

reload a used casing in order to use it again.

The casing is formed by using a mould to ensure that it will fit into the barrel of the gun. The old percussion cap is pushed out in the process.

The casing is cleaned and the length is measured and cut back if necessary. During the firing of the round and the shaping in the first step, the casing will stretch. For this reason it needs to be cut to the desired length.

After the cutting and cleaning of the casing, a new percussion cap is pushed into the casing.

The gunpowder is then measured carefully and poured into the casing. The gunpowder is weighed on a scale to ensure that the correct quantity per casing is used.

Lastly the new bullet is pushed into the casing. The length of the bullet is confirmed to ensure that the bullet is pushed into the casing to the right depth.

As soon as the crosshair is on its way to the eland's shoulder, and it stops just behind the shoulder, you know that the success of the shot depends on you. You have done the necessary preparation and your ammunition is as good as it gets. Now you can focus on one thing only - pulling the trigger. You have nothing else to be concerned about. The success of the hunt started one Saturday morning, on the shooting range! This means that the biltong will be so much more enjoyable with the Saturday afternoon's rugby match! **S**



The research results are in and a **new-look magazine** is here!

The results are in! We have taken your feedback on *Senwes Scenario* to heart and our editorial team have been busy bees to ensure that the new-look *Senwes Scenario* suits your needs better.

■ **By Marlon Abrahams**
Editor-in-Chief

In order to remain relevant and to satisfy the changing needs of our clients and readers, Senwes conducts regular research among its various stakeholder groups. The good news is that the *Senwes Scenario* magazine is, for the most part, on track with regards to content, language balance, style and layout.

It was insightful to know that our readers are always ready to learn something new.

For this reason our producer focus remains a firm favourite and we aim to put more emphasis on new farming trends, various innovative practices and investigate more farming branches to keep those entrepreneurial juices flowing. As one of our fellow producers rightfully claimed:

“As ek ’n artikel lees, vra ek altyd in die eerste paragraaf twee vrae: Kan ek dit gebruik en kan dit vir my geld maak? Kan dit my bevoordeel?”

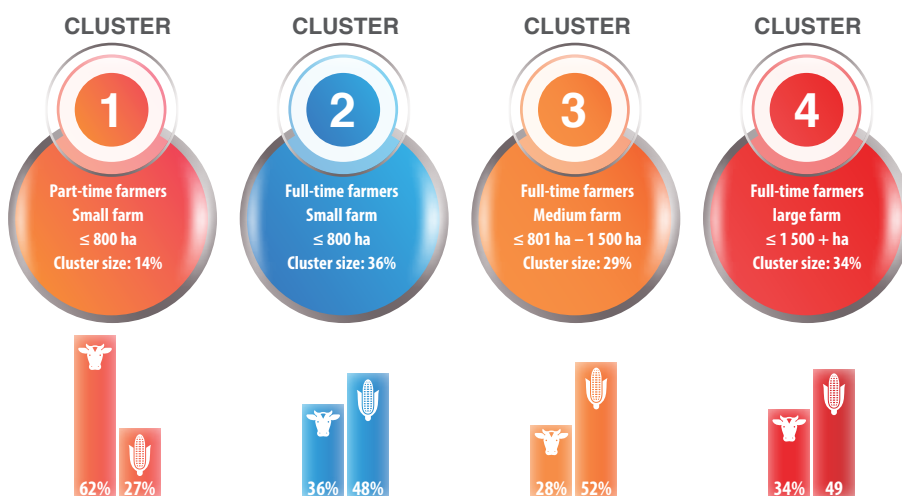
◀ Groep 4, Kroonstad ▶

We also took note that our readers want to read about fellow farmers, since most of us face the hardships of survival.

For now our printed copies are here to stay – a total of 97% of our readers still prefer *Scenario* in print format, but to accommodate all our readers, our digital formats (*eScenario*, the *Scenario* website as well as the *Scenario* mobile app) are going from strength to strength.

The vast majority of our readers have mixed farms and we take note that our readers also want to learn about farming branches that are not their area of expertise.

Our readers cover a wide geographical area (Free State, Northwest and Northern Cape), and most of our readers are full-time farmers in what was classified as large and medium-sized farms.



The different cluster sizes of *Senwes Scenario* readers. Where do you fit in?

Scenario's female readership is calculated at 22.4%. What was most interesting is that our female readers (who are just as much involved in farming as their spouses) prefer the same content as their husbands. So men, please share them with your better halves!

Scenario's design, typography and look and feel were, for the most part, spot-on. We made a few design tweaks, which include going back to a bigger size magazine. The articles are easier categorised as well, and a greater emphasis has been put on concise, shorter articles.

Wel jy vat die *Scenario* en jy maak hom oop en blaai hom so en dit lyk net lekker. Die kleurvolheid, die gevoel en jy pak hom in jou handsak in.

◀ Groep 2, Wesselsbron ▶

Ek sou sê *Scenario* fokus bietjie wyer as byvoorbeeld net onderdele. Daar is iets vir die jagter, daar is iets vir die dames, daar is kompetisies. Daar is iets agter die lyne in *Scenario*, dis nou iets interessants...

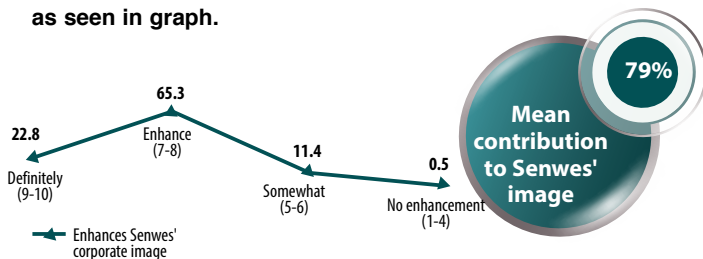
Scenario is meer ingestel op inligting.

◀ Groep 1, Bothaville ▶

Mens kyk na hoe 'n ander boer begin boer, hoe reël hy goeters - dis baie interessant. En die raad wat hy vir die jongboer gee - al is ek nou nie meer 'n jongboer nie lees ek ook daai raad!"

◀ Groep 6, Hartswater ▶

Senwes Scenario serves to a large extent as Senwes' mouthpiece and contributes to Senwes' corporate image, as seen in graph.



Last but not least, THANK YOU to all our readers who participated in the research. We value your input and trust that we have responded to your suggestions. And of course, any further suggestions are always welcome – please email your suggestions to our editor.

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Draf en Trap is Ottosdal's gem

■ By Aubrey Kruger

Every town or city has its tourist attractions. Cape Town has Table Mountain, one of the seven new wonders of the world, Calvinia has the world's largest postal box, Oudtshoorn has the world renowned Cango Caves and Ottosdal has the well-known Draf en Trap.

The Ottosdal Draf en Trap has been part of the year programme of many an athlete and cyclist for many years. It was presented for the 25th time this year with more than 4 000 athletes participating. According to Comrades legend, Louis Massyn from Goudveld Multi Sport in

Welkom, who holds the record for having completed 45 Comrades marathons, this is the largest gathering place for athletes and cyclists in the countryside.

Chairman, Jaco Bamberger says approximately 11 000 people flock to the area when the event is presented. Secretary and organiser Willa Naudé, says that sponsors are absolutely essential and she thanks every single one. Senwes is proud to have been part of this Ottosdal export product, as sponsor and organising and water points. Please watch the video clip on the 2018 Ottosdal Draf en Trap.

A FEW DRAF EN TRAP STATISTICS :

- Most athletes ever: 4 905 (in 2016).
- Participants in 2018: 4065.
- Number of athletes in 2018: 2 867.
- Number of cyclists in 2018: 1 198.
- Lamps: 2 000 paraffin lamps.
- Litres of paraffin: 1 500 litres.
- Volunteers: 400.
- Number of medals: 5 000.
- T-shirts entries before the race: 1 000.

*The Ottosdal Draf en Trap used to be known as the Night Marathon after which it became known as the Ottosdal Draf en Trap in 2002. **S**



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Migdol Farmers' Club Expo and Demonstration Day

HINTERLAND AND SENWES were proud to be part of the eighth Migdol Farmers' Club Expo and Demo Day, with approximately 220 visitors every year. A record number of 38 exhibitors displayed their products at the event this year. Here are Marietjie Grobler (Agri-Business Manager), Phillip Lee (Manager Livestock Services), Stoffel Koloane (Heavy Vehicle Driver) and Deon Lamprecht (Stores Manager). Should you wish to be part of the ninth Migdol Farmers' Club Expo and Demo Day on 21 February 2019, contact the chairman, Johann Rousseau at 082 553 7715. **S**



Senwes Equipment honours its best

Senwes Equipment held its 2018 awards function on 23 February. The winners of the most awards were Kwek Dietrichsen and Paul Cornelius, who won four and five awards respectively. Wimpie Nel won four awards. Here Wimpie Nel is with his father, Bernie Nel. **S**



Senwes Grainlink Kommandodrift throughput facility

The Senwes Grainlink throughput facility at Kommandodrift between Bothaville and Hoopstad was introduced to producers on 9 March 2018. It brings Senwes even closer to the customer. **S**

2018 Senwes Grainlink Conference at Senwes Head Office

THE 2018 SENWES Grainlink Conference was held at the new Senwes Head Office conference facilities in Klerksdorp on 20 and 21 February this year. This year's theme was: Are you ready for the future? The managing executive of Senwes Grainlink, **Pieter Malan**, said: "Remember, we have a decentralised business with the most southern silo at Petrusburg and the most northern one at Middelvie - the two are approximately 600km apart. It is therefore essential to discuss our strategy on an annual basis. Every one of us at Senwes Grainlink must be ready for the future". **S**



Senwes opens its new conference facilities

Senwes officially opened its new conference facilities at head office on 28 February 2018. The new facilities will be known as The Barn. More than 400 names were proposed by personnel, but Eswan Walker's proposal, The Barn, was the winner. Senwes CEO, Francois Strydom and Corné Kruger, CFO, performed the opening ceremony. **S**

SENWES NAMPO celebrate 52!

Senwes will be represented again this year at the agricultural calendar's premier event, The Nampo Harvest Day from 15-18 May 2018 near Bothaville. This year marks the 52nd year of the The Nampo Harvest Day.

■ By Mbali Skosana

Senwes Grainlink Managing Executive, Pieter Malan, said that Grainlink is proud to be associated with Nampo and that the Grainlink stall is always popular with clients as well as people not familiar with the agricultural industry, particularly the procurement, handling and storage of grain.

"The Grainlink stall is manned by Senwes staff who will take you on a virtual reality tour of a silo and share the finer points of grain management and marketing."

Senwes will again be a co-sponsor of Nation in Conversation, the country's most respected agricultural talk show (see more information on Nation in Conversation at Nampo elsewhere in *Senwes Scenario*.)

Preparations are well underway and the Assistant Manager for Nampo &



Marketing, Toit Wessels, says their main aim is to splash agriculture by providing more stalls, "there were 715 stalls and exhibitions last year and there will be 750 this year". When asked to mention three new exciting things happening this year, Toit said that there will be farm stalls selling strawberries and cream, olives and different types of cheese. "The ladies programme is something to look forward to as well because it gets better each year

- there is a great programme lined up for the ladies," he said.

Meanwhile, Southern Capetonians can look forward to Nampo Cape in September 2018. "The whole idea is to introduce the Nampo culture, happenings and successes to the people in the Cape," Toit said. Senwes will also be a part of Nampo Cape as it will be a co-sponsor of Nation in Conversation to be broadcasted from Nampo Cape as well **S**



Bothaville first with training for farm labourers

THE FIRST FARM labourer training session was held at the Hinterland branch in Bothaville in the Free State, where a total of 34 farm labourers from 13 producers in the area, attended the training session. On the photo are guest speakers Siphon Mvuyana (Business Development Manager, RCL Foods: Animal Feeds – Epol and Molatek), Phillip Lee (Hinterland

Animal Production Solutions Manager) and John Khoza (MSD, Animal Health - Technical Specialist and Small-scale Farming). Lee said that it was the first training of its kind at Hinterland.

The practical training was done in February 2018. For more information or to have such a training session in your area, contact Phillip Lee on 082 971 8692. **S**

in short



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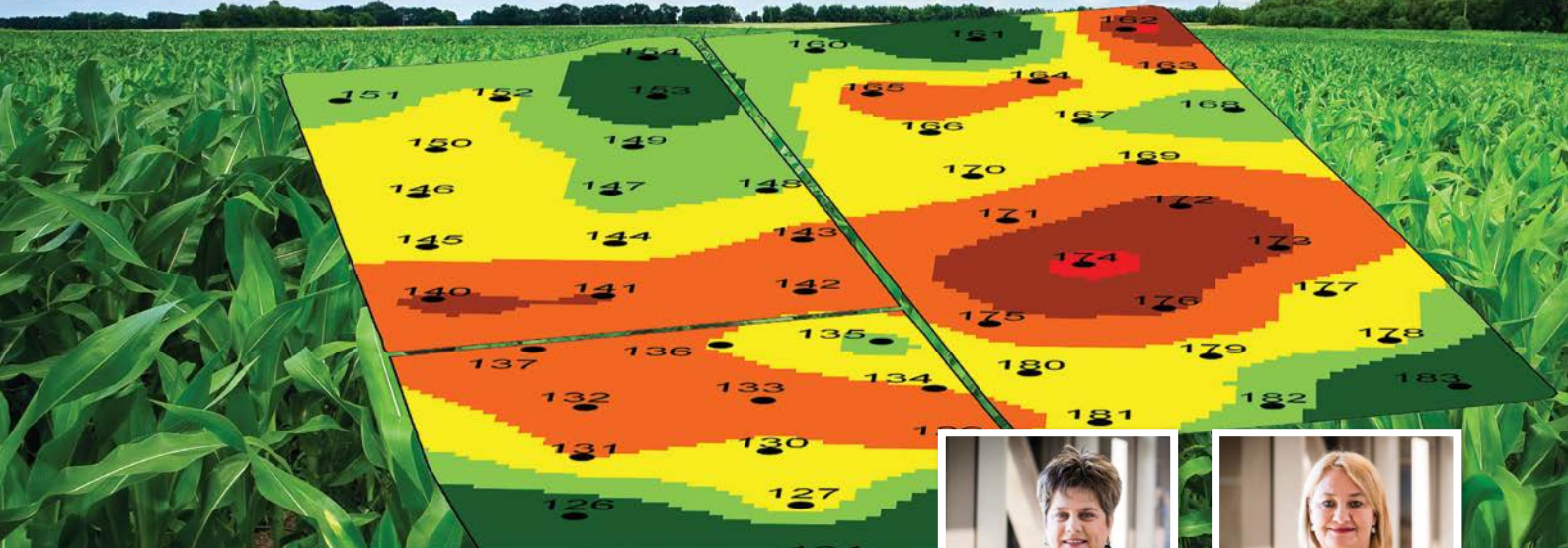
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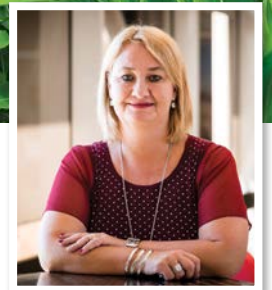
Senwes Geographic Information Systems (GIS)



Everything that you can map



Anelda Swanepoel



Ronel Koen

No, we don't just guess - we map facts, according to the girls at the Senwes GIS-division (Geographic Information Systems).

■ By Aubrey Kruger

It is harvest time and the right time to conclude the season and to plan for the next season. Senwes GIS can assist producers by mapping anything that you can possibly think of. Everything that happens on earth can be represented on paper.

INFORMATION SERVICES RENDERED BY GIS


- Purpose-specific farm and area maps with GPS co-ordinates
- Aerial photographs
- High resolution aerial photographs - 50cm resolution and even better

- Thematic maps, data-collection maps, analytical maps, planning maps, network cards, presentation maps, publication maps, atlases and aerial photo maps (area-specific on demand)
- Chemical analysis maps, location and area maps.

In today's very competitive agricultural world you need the head start and advantage offered by mapping. Maps offer a schematic representation of anything in the industry, such as a map of the Nampo Harvest Day, Senwes Silo Operations, points of delivery in your region, business partners or mills in your area or the whole country or in the world. There are no limits - wherever you find yourself in the value

chain, the Senwes GIS-division can assist you.

Maps are provided in sizes varying from A4 to A0 and lamination can be done on request.

To make use of these services, contact the Senwes GIS-specialists, who will deal with your information on a confidential basis. Should you require more information the GIS-staff will assist you in this regard. 

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Ronel Koen

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BLOU BETEKEN SLIM ONTWERP VERMINDER BEWERKINGS SOLITAIR 9 LUGDRUKPLANTER



Veelsydige meeteenhede kan maklik ook kanola, sojabone, tef en ander fynsade hanteer



SOLITAIR 9 MET KRISTALL 9



Die saadeenhede is op 'n parallel-gram sisteem gemonteer. Dit verseker akkurate plantdiepte.



Die Solitaire 9 van LEMKEN lewer nie net op sy eie puik resultate by die saai van fynsade nie, maar verminder bewerkings wanneer dit in kombinasie met verskeie LEMKEN implemente gebruik word. Elektriese uitmeet meganisme met lugdrukverdeler eenhede verseker akkurate plasing teen hoë spoed. Deur gelyktydig die grond te bewerk en te plant, verseker dit 'n korter plantperiode.

- Werkwydtes van 3 tot 6 m
- Ry-afstande van 12,5 of 15 cm
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Hartbeesfontein

The Heartbeat of the Northwest

“As die geelperskereën veertien dae in die boorde val, en dit reën bietjie-bietjie en dit reën bietjie-bietjie en dit reën in die Wes-Transvaal.” Anton Goosen gave prominence to this Northwest town with his popular song, *Geelperskereën*.

■ By Aubrey Kruger

People, particularly in the Eastern Cape, may wonder where this little town is. In the heart of the Northwest between Klerksdorp (29km), Ottosdal (43km), Coligny (55km) and Ventersdorp (55km), with Lichtenburg 72km away.

THE BEGINNING

Hartbeesfontein was established as a result of 2 540 families who moved in a north-eastern direction from 1835 to 1845. Some of them established themselves on the opposite side of the Vaal River. Willie Lemmer, one of the people who helped to write a book, Hartbeesfontein 1870 to 2013, tells us that some of the farms were inhabited between 1845 and 1850.

The first families who moved into the area were Badenhorst, Lemmer, Vermaas, Jooste and Lombaard. A few members of these old families still live in the area.

Hartbeesfontein got its name from the fountain which still runs from time to time. Legend has it that a few Voortrekkers wounded a hartebeest and followed the blood trail to the fountain.

SENWES

According to locals this community is blessed with Senwes. Senwes was established by a group of farmers from the area, some of whom from Ottosdal and Hartbeesfontein.

BRANCH

The manager here is Waldo Venter. According to staff: “This branch has a wonderful relationship with the community. It is very special that even the producers know everyone in the branch.”

The current branch, with 21 members of staff, is situated at the third location since its establishment and has been located on the Ottosdal road since 1984. The previous branches are now a hardware shop and a mill respectively.

HARTBEESFONTEIN SILO

Die Senwes silo is a familiar landmark in town and Hardé Lochenberg is the silo manager.

Hartbeesfontein silo was opened by the Minister of Agriculture, Hendrik Schoeman, on 12 May 1978. The silo mostly handles maize, sunflower, wheat and soybeans. The silo has 20 silo bins with a total capacity of 101 000 tons. The silo was almost full in 2014, when 91 000 tons of grain were received.

LANDMARKS IN TOWN

The signal tower becomes visible kilometres from town, where it casts a long shadow over the town. It is 265 metres high and number 10 on the list of the highest structures in South Africa.

The management of the Hartbeesfontein Farmers Union recently developed a safety network. It monitors the whole district with up to 16 cameras to protect producers and other families living

on farms. It is one of just a few similar networks in the country.

The residents of the Evanna Home are described as the town's pearls. The home was built in 1969 and more than 100 senior citizens and mentally handicapped patients are being cared for by 42 members of staff in a way that touches people's hearts. The town also has its own local coffee shop, diagonally across the post office. It used to be a butchery, where Fanie Buys worked for many years.

A number of large businesses are also situated in town, such as the Staalmesters Group, Scheepers Tombstone Manufacturers and a large broiler plant. There is even a ginger factory. The Battle of Hartbeesfontein was fought amongst the hills between this town and Coligny.

A number of game farms can be found in the area, such as Thaba Tshwene Lodge, Shingalala Game Lodge and Thaba Monate. The current NG Church was built in 1959 and the hall dates from 1930. A museum is located on the premises as well. It is a farmers' town, as is evident from the name of the guesthouses - @JD Farm Lodge, Farmhouse and Villa Rosa.

WELL-KNOWN INHABITANTS

The South African composer, professor PJ Lemmer, hailed from Hartbeesfontein, former school principal AJ Koen was the director of education and Dr Fred du Plessis was the chairman of Sanlam. All



The signal tower is the most recognised landmark in Hartbeesfontein. The is 265 m high and is the 10th highest structure in South Africa.

three were honoured with the decoration of merit by state presidents. Another well-known inhabitant is Edwin le Grange, who is one of 100 people on the shortlist to be part of a colony to be established on Mars, 55 million kilometres away.

The town also has its own ghost, where a Dr Biddenkamp practiced. Other interesting things to see are the tin collection of Marietjie Robinson and a crocodile farm, owned by the 2007 Northwest Game Farmer of the Year, Rodene Lambrecht.

Although peaches are no longer in abundance, some can be bought just outside of town, as in the early days. "Dan hoor jy hoe die railway perskes in die ketel val". 🍑

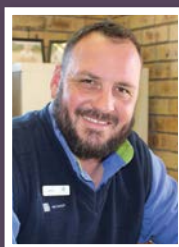
The Senwes Grainlink Hartbeesfontein silo has a capacity of 101 000 tons and was officially opened on 12 May 1978 by the Minister of Agriculture, Hendrik Schoeman.

HARTBEESFONTEIN HINTERLAND BRANCH

Where: The branch is also situated next to the R507, in the direction of Ottosdal, approximately 1 km past the Senwes Grainlink Silo.

Contact number: 018 431 0690/1/2

Branch Manager



Waldo Venter
Hinterland Branch Manager

☎ 018 431 0690
083 321 7942

📧 Hartbeesfontein.Takbestuurder@hinterland.co.za

Workshop Manager

Corné Kleingeld
Senwes Equipment Workshop Manager

☎ 083 287 0122

📧 Hartbeesfontein.Werkswinkel01@senwes.co.za

HARTBEESFONTEIN: PERSONNEL

HARTBEESFONTEIN SENWES GRAINLINK SILO

Where: The branch is situated next to the R507, in the Ottosdal direction.

Contact number: 018 431 0702.

Silo manager



Hardé Lochenberg

Senwes Grainlink
Silo Manager

☎ 060 966 6820

📧 hartbeesfontein.grainlink@senwes.co.za

Senwes Market Specialist

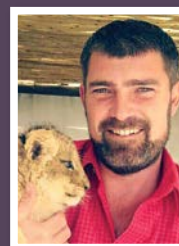


Johan Vosloo
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Certisure Broker



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073 432 0476

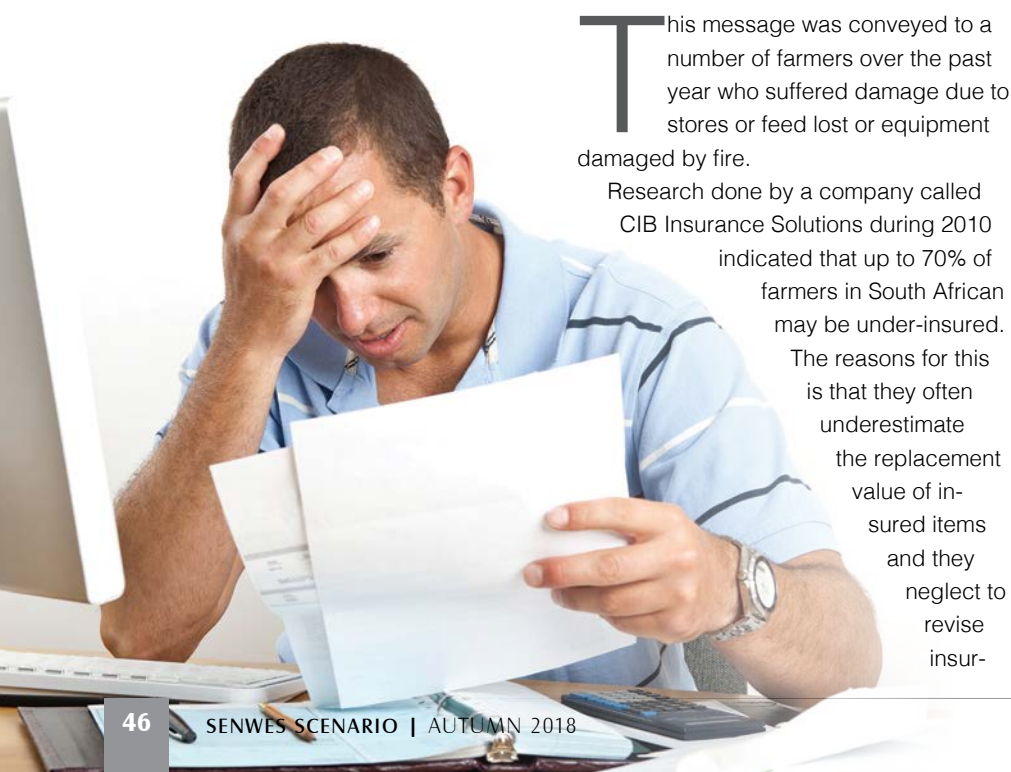
📧 brian.beets@certisure.co.za



Under-insurance:

Lessons from the past and the impact on claims

The image of insurance is often impacted in a negative manner when it comes to under-insurance. Insured persons are often disillusioned and frustrated with the message that they are “under-insured”.



This message was conveyed to a number of farmers over the past year who suffered damage due to stores or feed lost or equipment damaged by fire.

Research done by a company called CIB Insurance Solutions during 2010 indicated that up to 70% of farmers in South African may be under-insured.

The reasons for this is that they often underestimate the replacement value of insured items and they neglect to revise insur-

ance policies with their brokers.

WHAT IS UNDER-INSURANCE?

It is when your insurance cover (the amount to be paid out in the event of loss or damage) is less than the replacement cost of the damaged or lost goods.

Another description of under-insurance is that you remain responsible for the proportionate payment of your insurance claim. This principle is referred to as under-insurance. Technically the insured becomes the insurer of that portion of the loss.

This principle is applied to ensure that:

- Under-insurance can be prevented.
- The full premium for the risk borne by the insurer, is paid.
- Each party carries a fair portion of the risk.

➤ 48

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◀ 46 | Under-insurance

FORMULA USED TO CALCULATED UNDER-INSURANCE

$[\text{Insured amount} \div \text{Value at risk}] \times \text{Total loss}$.

Example 1:

Equipment is insured for R10 000. The actual replacement value of the equipment is R20 000. Should the equipment be damaged by fire and it would cost R8 000 to repair, the payment of the insurance claim will be calculated as follows:

$[\text{R10 000} \div \text{R20 000}] \times \text{R8,000} = \text{Amount payable: R4 000..}$

Example 2:

A building is insured for R500 000. The actual replacement value of the building is R800 000. Should the building be damaged by a storm and it would cost R100,000 to repair, the payment of the

insurance claim would be calculated as follows:

$[\text{R500 000} \div \text{R800 000}] \times \text{R100 000} = \text{Amount payable: R62 500.}$

Farmers are often inclined not to keep up with the replacement or market value of agri-equipment. If the values are not revisited on a regular basis, total under-insurance could be a reality in the event of claims due to floods or fire.

WHAT IS THE REPLACEMENT VALUE OF GOODS?

It is particularly important to understand what is meant with the term "replacement value".

It can be described as the cost of replacing the insured item with a similar item in the case of loss or damage, when a claim is submitted.

HOW CAN UNDER-INSURANCE BE PREVENTED??

A few tips:

- The replacement value of goods changes over time.
- Do regular and realistic valuations of insured assets.
- Farmers should take note of the risks posed by natural disasters such as veld fires. Use the services of a knowledgeable agri-insurance broker for advice.

It is important to communicate with your broker/insurer on a regular basis. It will limit the risk of under-insurance and ensure that you are covered for the correct amount and that claims calculations are based on the correct values. S

SOURCE: www.geselsversekering.co.za



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Senwes Credit

provides unique solutions to clients

Senwes Credit proved itself as a cornerstone of the Senwes business model over the past decade and continuously strives to render a better service and value proposition to customers.

■ By Francois de Kock

However, the agri-environment is changing at a rapid rate and the requirements of customers are becoming more complex. It is expected from agri-companies, and financiers in particular, to get to understand the business of customers better, to identify strategic hurdles which could hamper the continued existence and growth of their farming operations and to do short and long-term planning with the customer. In this manner it will be possi-

ble to offer a more acceptable financial solution to the client.

In order to overcome the above challenges, Senwes Credit is in a process of redesigning the aspects which affect service delivery to the customer in order to render an even better service. In this regard the objective is to migrate from being a supplier of financial products to a supplier of solutions.

The first phase of this process involved certain structural changes.

Francois de Kock was appointed as Head Agri-Financing. His responsibilities include primary agricultural financing,

emerging agriculture and agri-economic services.


Johan Kunz was appointed as Head Structured Financing and his responsibilities involve offering tailor-made financing solutions to customers, which are aligned with the cash flow requirements of customers and the restructuring of balance sheets.

Herman Harmzen was appointed as Head of Finance, Compliance and Administration.

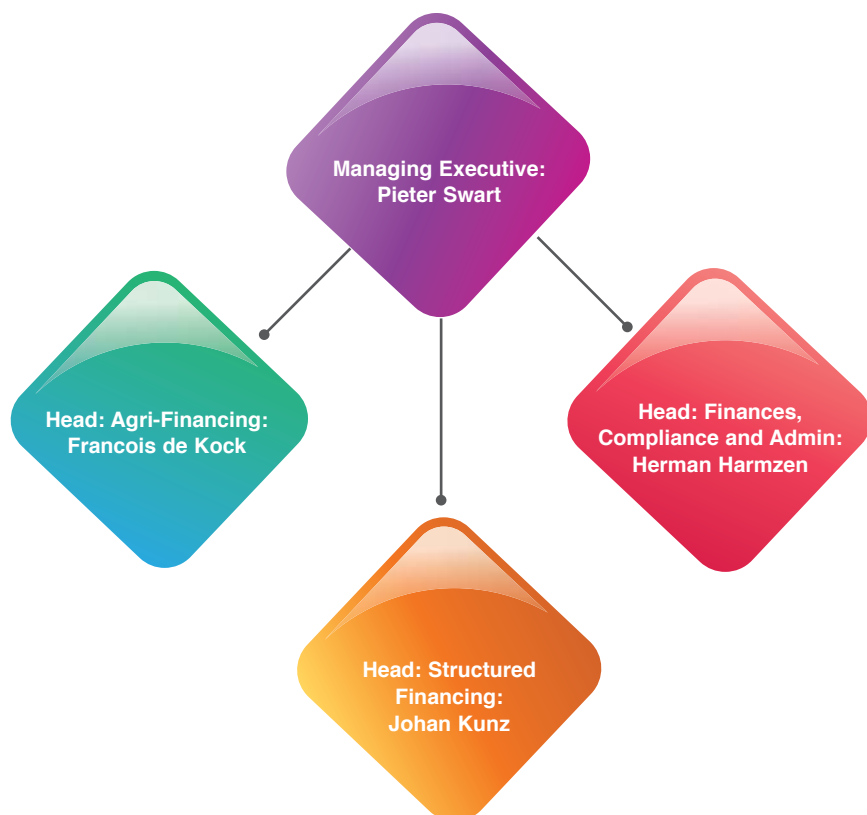
Elize Jordaan and Johannes Brink have been appointed to support the existing team of Agri-Finance Managers (formerly key account managers).

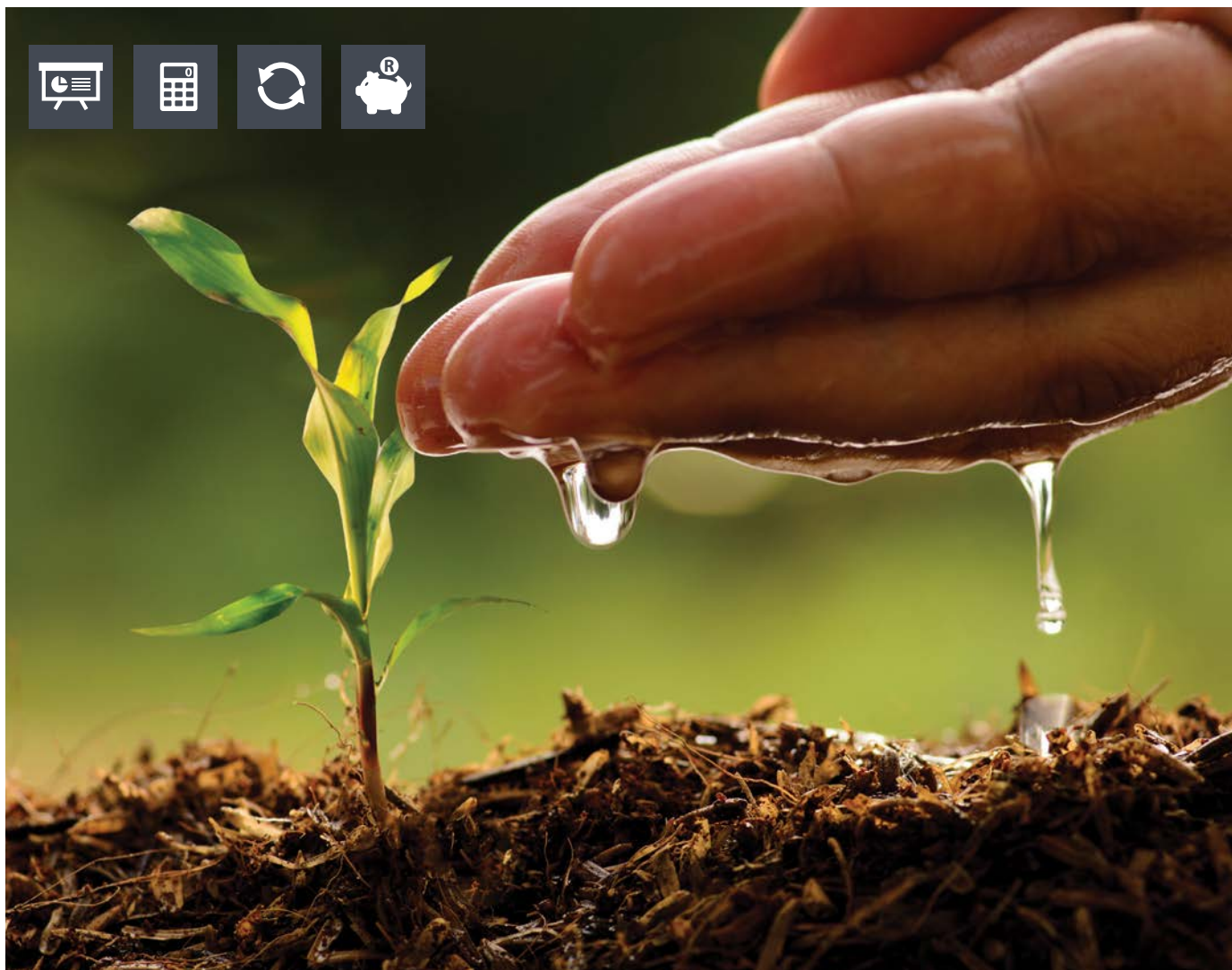
Senwes Credit offers unique products to its customers in order to meet their requirements which include, inter alia, the following products:

- Term financing for the acquisition of farm land
- Operating capital to meet the operating capital requirements of the customer
- Production credit for the financing of direct input products
- Grain financing for up to 24 months, structured around the customer's balance sheet and cash flow.

Agri-economic services form part of the Senwes Credit team to optimise the product offering to the customer. Personal contact and excellent client relationships form the foundation of the business of Senwes Credit. 

For more information, contact Francois de Kock at francois.dekock@senwes.co.za.





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Personal Financial Planning:

Keep your eye on the goal



BUDGET SPEECH 2018

The National Budget Speech 2018 has been the topic of discussion for some time now and many South Africans have been waiting with bated breath and a bowl of popcorn to hear the current Finance Minister try his best to perform the onerous task of trying to balance the financial interests of the state with the financial interests of the public.

Finance Minister Malusi Gigaba has delivered his first budget speech amidst widespread speculation that this might be his last budget speech address and has attempted to provide clarity on how the estimated budget deficit of approximately R48,2 billion will be addressed and reduced.

Over the past few years gradual increases in taxes have become a customary expectation in South Africa but due to the massive budget deficit, gradual increases just weren't enough and a more robust approach was utilised instead.

2017 was a political rollercoaster ride for South Africa and there has been pressure on the state to address slow economic growth, recession, ratings downgrades, provision of free higher education, reduction of the financial impact on lower income households and a lower unemployment rate.

This is no small task and the amount of funds required to assist with the above, must be collected from someone, by that I mean tax payers.

How exactly will the changes mentioned in the budget speech affect your personal situation?

RETIREMENT PLANNING

Above inflation bracket-creep from a marginal tax rate perspective has been implemented with the maximum rate of 45% remaining unchanged for the 2018/2019 tax year and slight tax relief for the lower income earners.

There has been no change to the Capital Gains Tax and Dividend Withholding Tax rates, nor has there been an increase in the interest exemption.

It is important to ensure that clients understand the effect of additional taxes and levies which sometime erode retirement savings without us noticing. Although income tax remains relatively the same, VAT has increased by one percent to 15%. The fuel levy is an additional 52 cents for every litre used. All this will eat into your financial goals and has to be reckoned with.

We would also need to bear in mind that that it has been proposed that the tax exemption applied to foreign pensions in respect of services rendered abroad, be reviewed and that the treatment of pension and provident funds regarding emigration be aligned to that of RA's.

Further to the above, the much anticipated proposal to allow retirees to transfer their benefits from pension and provident funds to not only RA's but also pension and provident preservation funds, is now underway.

The above change affords you with an opportunity to make use of a provident preservation funds when retiring from provident funds as well the option to transfer pension fund benefits to a pension preservation fund post retirement.

ESTATE PLANNING

Clients with estates of R30 million and more will now have to make provision for an additional 5% duty as the rate for these has been increased to 25%

Donations tax for amounts over R30 million has also



been increased to 25%. This now follows that higher net worth clients will have to ensure that planning for these increases has been done.

It has become even more important to ensure that wealthy clients with estates in excess of R30 million have sufficient liquidity to cater for estate expenses which will now include an increased estate duty liability.

Remember that any life insurance policy implemented in order to provide liquidity to the estate, if made payable to the estate as a nominated beneficiary, will not only potentially attract higher estate duty but will also have the knock-on effect of attracting executor's fees.

Accordingly it is important to increase

proceeds to cater for estate duty at 25% in estates that exceed R30 million and executors fees at 3,5% plus VAT of 15%.

The effect of section 7 C of the Income Tax Act also has to be considered more carefully as the deemed donation where no interest was levied, could increase substantially for these amounts. Over and above this it seems that the official interest rate applicable to these loan accounts has also been increased from repo plus 100, currently at 7,75, versus the new rate which will be the prime rate, in Standard Bank's case this is 10,25%. This will increase the effect even more.

CONCLUSION

Due to the positive response to the polit-

ical developments in recent times, a culture encouraging progressive, ethical and decisive leadership insists that a culture of tax morality must be created.

In light of this, tax avoidance and tax evasion will not be tolerated and mechanisms like a "checks and balances" system between SARS and the Minister of Finance will be created, which will include the strengthening of the Office of the Ombud as well as the establishment of a Commission of Inquiry into Tax Administration and Governance at SARS.

The automatic exchange of information between countries will ensure that SARS receives its piece of the pie from a tax perspective, be it in respect of individuals or companies. **S**

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INSURANCE

What does a woman and insurance have in common?


■ By Mbali Skosana

“They are both very expensive and hard to understand, but can offer great support when you need it.”

So says Irene van Zyl, a mother of two teenagers and a Certisure broker in Hartswater. The best advice she has for her clients is that although insurance is a grudge purchase and is perceived to be expensive, it is a lot cheaper and responsible to have insurance than to have to find money to repair a car, replace stolen property or deal with a crop failure.

Insurance was never part of the plan because she started working in the transport division of a Vaalharts Co-operative after completing a B.Economics degree at the University of the Free State. An opportunity to join the insurance industry came after a year and she has already worked in all aspects of insurance: claims, underwriting and crops which has broadened her knowledge significantly. In 2016, she was promoted from assistant broker to broker and she is looking forward to honing her broking skills for at least another decade.

After 23 years, Irene says there are new challenges every day, but she strives to remain positive and to improve herself. The biggest challenge of being an insurance broker is that there are continuous new regulations and legislation to be adhered to. The various insurance companies regularly bring new changes and new products into the market. “You need to make sure you stay sharp and ahead of the game,” she says.

Irene's office handles asset insurance and insurance for crops like wheat, barley, maize and pecan nuts which are protected against hail, fire and transit damage. She focuses mainly on the personal market - her clients are the average man or woman who wants to insure his or her car, home and personal items. 



Irene van Zyl

For the best insurance solutions in Hartswater, contact Irene at 087 004 1316 or email her at irene.vanzyl@certisure.co.za.



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Factors which influence price risk decisions

The primary functions of any agricultural commodity market are to facilitate price formation and to offer a platform for effective price risk management. These functions and the efficiency thereof are, however, questioned by role players in the industry.

■ By Frans Dreyer

This distrust affects the willingness of producers to make use of the price risk management market mechanism at their disposal.

However, various other reasons or factors which influence the decision process of producers have been identified over time. International and local research in this regard can be divided into two categories. The first category relates to the characteristics of the producer, as well as the production environment. A producer's age, experience, level of training, financial position as well as the location and size of his farm play a role in every hedging decision. The second category includes alternative risk management factors such as diversification, insurance, income support programmes and alternative sources of income. The factors should, however, not be evaluated in isolation since they affect one another on a continuous basis. A producer's risk profile will probably be influenced by his financial position to a large extent.

A comparative evaluation was done between South African and, inter alia, American producers, who have government income support programmes. Government income support programmes do not play a role in the South African context, but it became evident that South African producers are inclined to hedge a larger percentage of expected production compared to their American peers. A South African producer is also inclined to make hedging and production decisions at the same time, while American producers tend to plant first and only decide about a price risk management strategy as the season progresses.

Research also determined the requirements which a marketing plan or hedging strategy has to comply with to make producers more inclined to make use of available market mechanisms. One of the most important aspects which was highlighted in the research results is that the producer's perception that price risk management has to change from the ability of hedging to increase income to the ability of hedging to minimise income variation over time. The perception can also be

changed or addressed if a hedging strategy is linked to measurable production profitability, the ability to share in upward market movements and the minimisation of hedging costs. Such a strategy will have to be adaptable and dynamic in order to accommodate continuous and unpredictable changes in market conditions.

The reality is that there will not be one specific strategy which will render the best results year after year. Senwes Market Access grain marketers and Senwes Graanmakelaars can assist with various pre-season marketing contracts and hedging alternatives which will fit the risk profiles of the individual producers. Plans will be put in place in due course which will change the role of a producer grain marketer significantly. A comprehensive report on the planned new structure within Market Access to change client service and hedging decisions will be published in the next edition. ■

For real time market information please contact the Manager: Senwes Graanmakelaars on 018 464 7786 or via email to Frans.Dreyer@senwes.co.za.

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Grain market prospects

Article written: 13 March 2018

Harvest time is approaching and the producer focus is shifting from the production of grain to the marketing thereof. The reality of low prices against the background of more than adequate stock levels, emphasises the importance of the right marketing decisions.

■ **By Hansie Swanepoel**
Senwes Grainlink Market Analyst

Since there is a significant period between the writing and publication of this type of article, it becomes almost impossible to present an appropriate scenario analysis which can assist producers with the facilitation of a marketing decision. It is therefore merely aimed at providing a macro-economic overview of the most

important price drivers.

EXCHANGE RATE

Changes in the R/\$ exchange rate have a significant impact on local grain prices. The rand is strengthening over the longer term - there are no indications at present that this trend is changing. Significant strengthening is not expected - stability around the R12/\$ level can be expected.

INTERNATIONAL MARKETS

The international market is in a time

of finalisation of crops in the Southern Hemisphere, while the crops in the Northern Hemisphere are being planted. The most important role players are production in South America in the south and the USA in the north.

South America

Brazil experienced a good production season, with crops close to the record levels of last year. The large crops in Brazil are, however, played down partially by a significantly smaller crop in Argentina.



Figure 1: R/\$ graph

Soure:Reuters

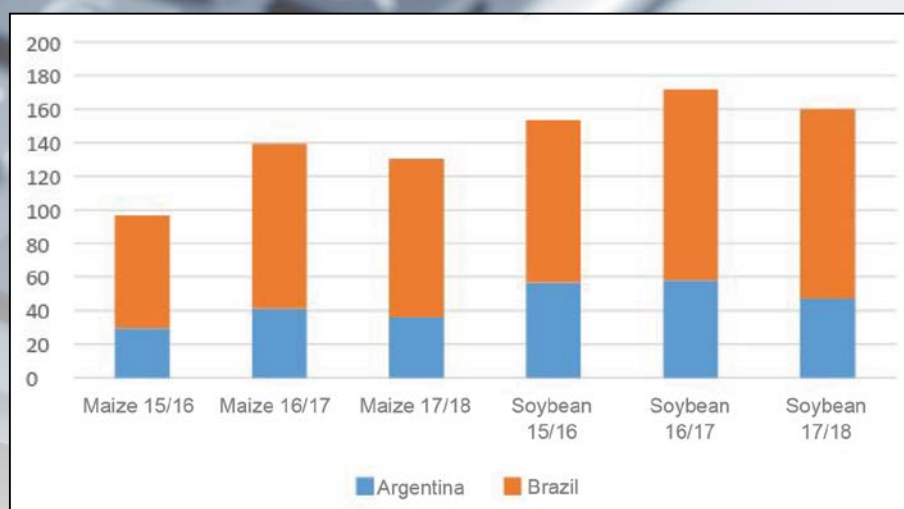


Figure 2: Production in South America.

Argentina and Brazil are the strongest competition for our domestic maize in the export market. Local prices will therefore be compared with South American prices in order to ensure profitable exports.

The USA is entering a period during which producers will have to make a choice between planting maize or soybeans. With maize plantings being less profitable than soybean plantings at present, expectations are that USA maize prices will

remain higher relative to soybean prices. In addition the USA is not kicking off the planting season on a good note - large areas in the production area are classified as drought areas and rain will have to be received for planting to commence.

Local conditions

The most important characteristic of the local market is the surplus stock carried over from the 2017/18 season. This will probably result in prices trading close to export parity levels. Any price support will probably come from a weaker exchange rate or increasing international prices since both these factors have a material influence on parity prices.

SUMMARY

Local prices will probably continue to reflect a sideways trend, with prices trading around export parity levels. Even with exports of almost 2,2 million tons, carry-over stock levels of around 3 million tons can be expected by the end of April 2019. However, interim price increases could occur as a result of higher international prices or a weaker exchange rate. These opportunities can and must be utilised in order to do the most optimal marketing possible. 

Scan the QR code for the newest market information.

<http://senwes.co/HSApr18>



USA

Table 1: Local supply and demand figures

V&A	Estimate for 2018/19		
	WM	YM	Total
Production			
Crop estimate	6 108 000	6 114 950	12 222 950
Grain held back	200 000	350 000	550 000
Less early deliveries	200 000	350 000	550 000
Plus early deliveries	200 000	350 000	550 000
Available for domestic market	5 908 000	5 764 950	11 672 950
Supply			
Opening stock	2 805 286	1 418 159	4 223 445
Producer deliveries	5 908 000	5 764 950	11 672 950
Imports	-	-	-
Net early deliveries	-	-	-
Surplus	12 000	18 000	30 000
Total supply	8 725 286	7 201 109	15 926 395
Demand			
Processed for domestic market	6 494 000	3 888 000	10 382 000
Sundry demand	67 000	260 000	327 000
Domestic demand	6 561 000	4 148 000	10 709 000
Exports	560 000	1 620 000	2 180 000
Total demand	7 121 000	5 768 000	12 889 000
Closing stock			
	1 604 286	1 433 109	3 037 395
Stock-to-usage	24.45%	34.55%	28.36%
Months with available stock	2.96	4.42	3.51
Days with available stock	90	135	107



Trauma in the workplace

Multiple situations in the workplace can cause or expose employees to trauma.

■ By Senwes HR Department

Employers cannot guarantee that employees will never be exposed to trauma in the workplace. However, they can take action to help prevent the most debilitating effects of exposure to trauma by ensuring that employees are equipped with the correct resources to curb the long lasting effect on employees. Resources include both the ability to respond in the moment and to access to the necessary coping strategies and social support after the incident.

Potential trauma in the workplace could include exposure to:

- **Stressful events** – death, grief, suicide, accident or injury organisational/ personal related.
- **Organisational stressors** – lack of workplace resources, bullying, threats, harassment, betrayal, maliciousness, extreme isolation, chronic pressure, unresolved conflict, toxic work environment, uncertainty, fear for the future, downsizing or fear of unemployment.
- **Physical stressors** – noise, chaotic environment, sense of no control over space, fear for physical safety, harsh or flashing lights, extremes of heat or cold, working amid construction and other adverse physical conditions.
- **External threats** – evacuation, lockdown, fire or robbery.

Where possible, prepare your employees to respond to potential trauma in a way that reduces the risk of harm to themselves and others.

Ways to approach this is to simulate or discuss potential traumatic events relevant to the workplace to prepare those who may be exposed. This can include simulations of angry or threatening phone calls, a physical confrontation or a life-threatening incident. It should address the protocol for dealing with the situation and the potential impact on the employees. This can help prepare your employees psychologically for potentially traumatic situations. When a traumatic event has occurred, it is

wise to obtain assistance from a professional person, e.g. social worker, counsellor or psychologist. If one isn't readily available, take the employee(s) to the nearest facility that can manage trauma patients (state facilities assist at no cost)

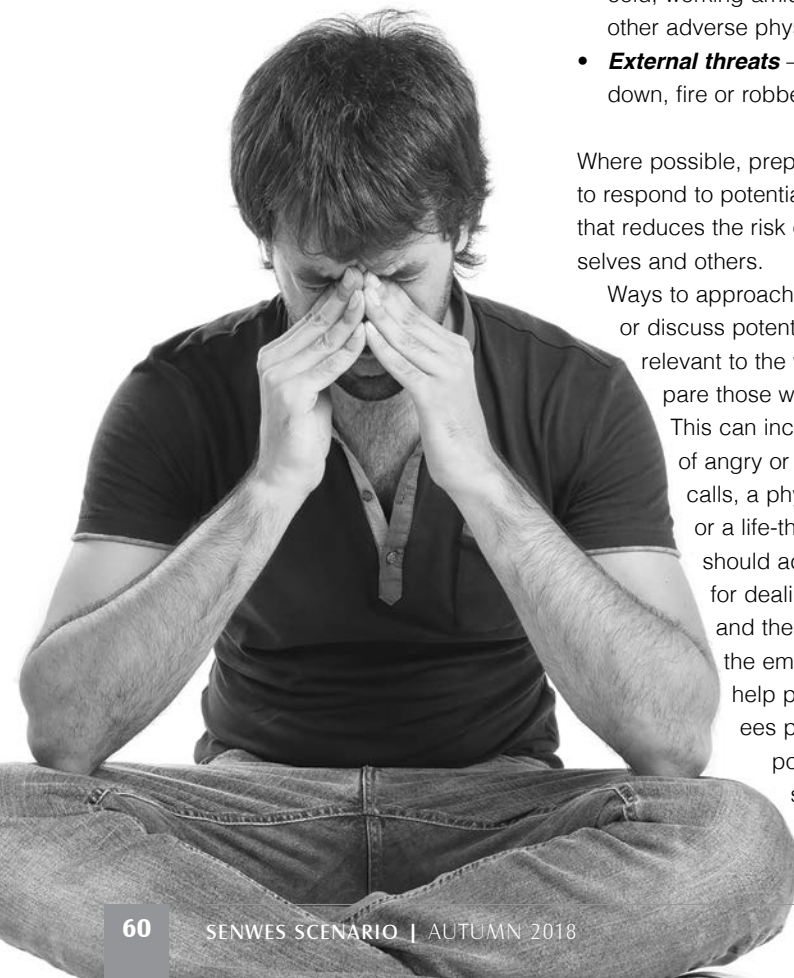
Avoid the following mistakes associated with traumatic events:

- **Ignoring the situation** - Just because employees seem fine, don't assume they don't have questions or concerns.
- **Delaying response** - It takes true leadership to understand the value of immediate response and bringing in the proper resources.
- **Stifling communication** - Employees need to talk about these significant events, and they will, with or without employer support.

Trauma impacts every aspect of an employee's emotional well-being and productivity. By recognising and addressing the many less dramatic stressors, your company can take action to prevent and treat trauma before the effects become catastrophic. By creating a workplace which does not traumatise your workers, you as the employer can not only reduce the tremendous cost of trauma, but also help access more of your employee's latent creative and productive potential.

Sources

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It's the most wonderful time of the year – it's harvest time!

“Anyone who will eat his seeds today will be hungry tomorrow because he has nothing to plant and nothing to harvest later.”

■ By Jenny Matthews

Perhaps I have been influenced by one of my all-time favourite poems 'To Autumn' by English romantic poet John Keats:

*Season of mists and mellow fruitfulness,
Close bosom-friend of the maturing sun;
Conspiring with him how to load and
bless with fruit the vines that round the
thatch-eves run;* but I confess harvest time is probably the time of year that I look forward to the most! Autumn is upon us and the nippy change in the air is delightfully refreshing after the long, dry heat of summer. The falling leaves and first frosts are accompanied by the swallows zipping across the skies in preparation for migration. It is also the culmination of the season's activities which sometimes find farmers working literally day and night throughout the season. Whether it be soil preparation, repairing a tractor late at night in the shed so the crucial planting program can be completed on time, or the careful monitoring of crops through the season to check for problems. All these things are done in anticipation of harvest time!

With the turning of the season from summer into autumn, there is a shifting in the psyche of the farmer. Instead of anxiously watching the sky for clouds which bring good rains and continuously standing on guard against weeds or plagues, at harvest time the farmer sees the fulfilment of his labour and measures whether his hard work has paid off. After a good sea-

son there is nothing quite as satisfying as sitting on a combine harvester watching the bins filling with maize and the kernels pouring into the waiting trucks for delivery to the nearest grain storage silos. Harvest time is the culmination of the farmer's hope - and mostly it is a season of thankfulness too.

As an innocent child I sang along to the happy hymn:

*"We plough the fields, and scatter the
good seed on the land, but it is fed and
watered by God's almighty hand. He
sends the snow in winter, the warmth to
swell the grain, the breezes, and the sun-
shine, and soft, refreshing rain."*

It was, however, only when I married a farmer and together we invested our all – finances, blood, sweat and tears into the new crop, that I gained appreciation for the grateful spirit of the hymn and how a good harvest truly fills a heart with pure rejoicing. It was only then that I appreciated the trust and the hope in the farmer's heart as he expectantly placed the seeds into the soil in anticipation of a harvest. It was as a farmer's wife that I finally understood the real extent of our dependence on a good harvest to feed our family, and enable us to foot the relentless bills and hopefully also reinvest in the farm and grow our enterprise.

The American entrepreneur and motivational speaker, Jim Rohn, who grew up a farm boy in Idaho said, *"The greatest form of maturity is at harvest time. This is when we must learn how to reap without complaint if the amounts are small*

and how to reap without apology if the amounts are big." As a family we have also experienced too many seasons when the crisp autumn air has seemed hung-over with heavy hearts as the harvest has been lean and the cheques from the granary mean a tough year lies ahead. And then we plant again, and our hearts fill with hope again and we keep looking forward, trusting and expecting that good things will come because the season is new, our energies are refreshed and the hope in our hearts is renewed too. My husband says the reason for farmers' eternal optimism is explained in "The Law of Averages". That bumper crop... Well, it's always still coming... 'aankomstige jaar'! The Law of Averages holds that things will eventually average out - the Law of Averages eventually wins! It teaches us to accept that despite our best efforts, bad things still happen sometimes. The farmer does not dwell on the negatives nor does he say to himself why should I work so hard now with no guarantee of a harvest later. Farmers are committed to the long-term view and consistently work hard towards reaching their goals.

Jim Rohn says the story of the Law of Averages is highlighted in "The Parable of the Sower" and key lessons can be learnt from it:

Firstly, **the sower was ambitious** and secondly, **he had excellent seed.**

But then he faced a few challenges:

➔ The first seed fell by the wayside and the birds ate it.

Rohn says: Know the birds will get some of your seed. Make your peace with that, stop anguishing about it.

...And **the sower kept on sowing.**

Rohn holds: Here lies the secret of success – perseverance.



→ But then the seed fell on rocky ground...

Rohn says: It's not your fault that the seed withered on the first hot day, you had excellent seed. And he kept on sowing... *To do this he had to discipline his disappointment.*

→ Next the seed fell on thorny ground and the thorns choked the little plants.

Rohn says: Accept that the thorns will get some! And keep on sowing the good seed.

Finally the seed falls on good ground.

Rohn says: *It always will... IF you keep sowing!*

Because: *"Harvest does not come to those that hope. Harvest does not come to those that wish. Harvest does not come to those who had their fingers crossed. Harvest only comes to those who risked and planted."*

One can't constantly anguish about missed opportunities; rather one must keep sowing, and keep exploring new opportunities. Endeavour, persistence, hope and patience carry us past the birds, the weather, the thorns, the challenges and disappointments ... to harvest time. A final word from Rohn: You won't be happy if you don't produce. The game of life is not "REST"! We only rest long enough to gather our strength to get back to producing. *"What's the reason for the seasons and the seeds, the soil and the sunshine, the rain and the miracle of life? It's to see what you can do with it — to try your hand to see what you can do."* As farmers we have the greatest opportunity of all to participate in the rhythms of life and to finally witness the miracle of the harvest! **3**

Work on your winter and spring garden now



April and May are the months during which to establish your winter and spring garden.

■ By Carl Kirstein

IN ORDER TO be successful with your winter and spring garden, the following actions need to be taken:

- ❶ Fertilise flower beds - Add Epsom Salts to citrus trees, aloes and succulents which flower in winter.
- ❷ Lawns - fertilise with superphosphate and aerate compact lawns.

❸ Plants which can be divided and replanted are: Wild Iris, Wild Garlic, Agapanthus and ground covers in protected areas.

❹ It is also the time to repot plants. Use a pot approximately two sizes bigger than the current one. Trim the roots and plant in a balanced potting soil.

❺ April and May is a good time to plant

► 64



Food for thought

The reality is not just an illusion



Milanie Vosloo

Are the times that we look forward to so much, just illusions? Dreams which we cling to in order to get through the difficult times? Or can we have expectations?

We experience it every year: We look forward to holidays, to being with family over December, to a special occasion, to... and then? Often it is not as wonderful as we imagined it would be. The times that we looked forward to are often, due to various reasons, not as good as we hoped for. Or the special moment passes and we find that life and its problems have merely been on "hold" for a short period of time. Everything is business as usual and people are just people. It makes you wonder: Is this really what life is all about? Probably yes and no. Yes, often circumstances will not change and we have no control over it. Yes, we remain broken people, who often rub one another up the wrong way, despite our best attempts, and yes, life is and never will be easy.

But fortunately there is also a "no"! No, we do not have to go to pieces and accept our fate. There will always be another solution, a better way of doing things or a different road to follow. Although we, as humans, struggle to change, we do not have to focus on each other's negative characteristics. There is something good inside each one of us - something beautiful buried beneath the brokenness. No, the life that we experience is not the only life. While we stare ourselves blind against a one-dimensional physical realm around us, a totally different situation exists in the spiritual realm... the Spirit is busy working in ways which we cannot even imagine or which we will only recognise in many years to come.

May we live with the deep knowledge every day that there is so much more in and around us because of a God who looks at the world differently and who acts differently and who loves differently to what we do. Then reality is not an illusion, but a learning curve for the ultimate home-coming which we are heading for. *Father, help me to remember that, while I am struggling in my small world, You are busy with so much more, better and more beautiful. Help me to see that reality!*

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◀ 63 | Winter and spring gardens

trees and shrubs. Prepare a hole by adding compost with the soil, one part of soil and two parts of compost. It is also good to add bone meal. Holes should be square instead of round in order to encourage outward root growth.

- 6 All summer flowers which have stopped flowering should be removed.
- 7 Mulch in flowerbeds control soil temperature, particularly during our cold winters.
- 8 It is now the time to sow your seed for the winter and spring garden - it includes pansies, African daisies, winter bulbs, California poppies, mesembrythemus, virginia stocks, calendula, pink peas and felicia. Also vegetables such as peas, carrots, beetroot, onion (Texas Grano), the total cabbage family and lettuce.

It is also the right time to make cuttings. For hardwood cuttings make sure that the branch is grafted and cut just below the nodule (where the leaf emerges). The ends can be dipped in a hormone powder or in a weak solution of honey and water.

Plant in soil which drains well and keep moist. The following plants fall in this category: hibiscus, abelia, hydrangea.

Cuttings of begonias, impatiens, irescene, colias, etcetera can be left in water to develop roots. Pests are still present, so be aware of the presence of pest, aphids, snails, leaf miner and scale insects.

The best poisons to use are plant protectors, Snailban, Snail Flow Eco Insect Control, Malasol and Oleum.

Ants bring a lot of pests to your garden and one of the large varieties of ant poison should be used. Control the ant population in your garden and limit damage done by pests in your garden.

Be productive over the next period of time and reap the benefits in winter and spring.



'n Eeu van sukses.

'n Baanbreker in die kunsmisbedryf sedert 1918, toe Kynoch een van die eerste Kunsmisaanlegte in Suid-Afrika gebou het by Umbogintwini. Die maatskappy het van krag tot krag gegroei om die handelsmerk te word waarin Suid-Afrikaanse voedselprodusente vandag nog glo – 100 jaar later. Op grond van ons ryk erfenis, gaan ons die toekoms in met vertroue en sien ons uit om nog lank die toonaangewende verskaffer van volhoubare plantvoedingsoplossings te wees.

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