

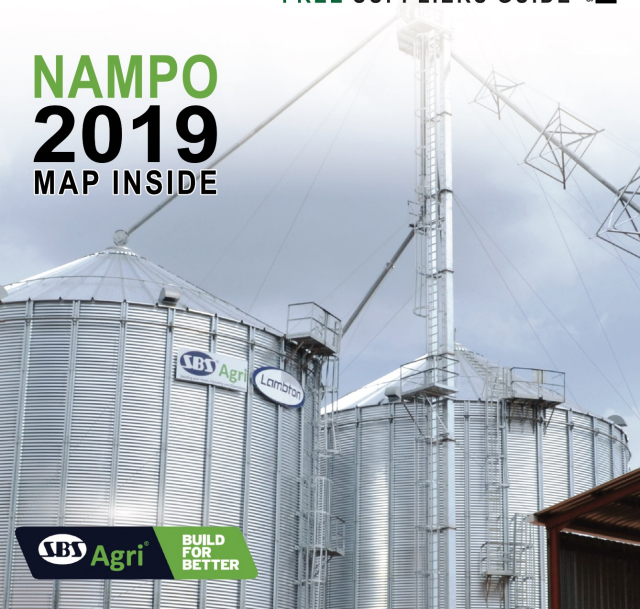
AGRI FOODSA

MAG

FREE SUPPLIERS GUIDE

APR - MAY 2019
Vol 3 • No 6

NAMPO
2019
MAP INSIDE



SBS Agri

BUILD
FOR
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STORAGE | CONDITIONING
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NAMPO

16 - 17 May 2019

FEELER

STAND NR G4

HARVERSTERS

ROSTSELMASH

Professional Agrotechnics

VERSATILE

FEELER
AFRICADelivering a
bright future

"Country Wide Dealer Network"

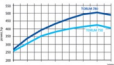
TORUM 785

MODEL



New engines

TORUM is equipped with two versions of one engine: six-cylinder, i.e. MTZ 800 LA 425 or 506 hp (Stage IIIA). These engines have excellent performance with low fuel consumption and fast torque reserve. The air cleaning system uses an intake mesh with forced rotation (from the hydraulic motor), which significantly reduces the costs for maintenance.



Up to the last grain

Before getting into the shredder, the straw mass undergoes a final separation through the beater with the grate-type concave installed at the rotor output.



FEELER AFRICA

ROSTSELMASH RANGE

NOVA 320

COMPACT & MULTIPURPOSE HARVESTER

MODEL



| Cummins 6BTA Engine | 600 mm Drum Diameter
| 4500 L Grain Tank Capacity | 1185 mm Drum Length

ROSTSELMASH RANGE

FEELER AFRICA

VECTOR 410

HARVESTER

MODEL



| 210 hp Engine | 800 mm Drum Diameter
| 6000 L Tanker | 1180 mm Drum Length

ROSTSELMASH RANGE

FEELER AFRICA

ACROS 595 PLUS

HARVESTER

MODEL



| 325 hp Engine | 800 mm Drum Diameter
| 9000 L Tanker | 1480 mm Drum Length

ROSTSELMASH RANGE

FEELER AFRICA

38 Rokewood Street, Pomona, Kempton Park, 1619



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the AGRIFOODSA Magazine.

It's time for the largest South African agricultural and trade exhibition of the year, Grain SA's NAMPO Harvest Day 2019, and we're bringing you a massive 132-page collection of product and service providers in this April/May 2019 edition of

From humble beginnings in 1967, Grain SA's NAMPO Harvest Day has grown to be one of the largest agricultural exhibitions under private ownership in the southern hemisphere and will be celebrating its 50th year in existence from 14–17 May at the official Nampo Park. The products and services that are displayed by the more than 750 exhibitors, establish the NAMPO Harvest Day as a remarkably diversified trade exhibition.

The AGRIFOODSA Marketing Team will be out to promote our magazine and online directory, completing advertiser and reader surveys and enjoying the farming festivities.

SBS Agri (Pty) Ltd, our cover featured advertiser in this edition, is a Durban based company and suppliers of Lambton conveyor equipment, like Grain Storage Bins; Grain Elevators and Grain Conveyors, as well as Grain Bin Dryers and Grain Cleaners in Sub-Saharan Africa. In addition to their conveyer equipment, they offer a wide range of Grain Flow Control Systems. Their Grain Storage and Grain Feed Bins are built with stress-tested, long-lasting materials and designs. They offer customized-sizing and engineering and are constantly expanding their range of components to suit your operation. Have a look at their advertisement on pages 10-11 and pay them a visit at Nampo Hall 60.

If you haven't ventured over to the AFSA Facebook page (<https://www.facebook.com/agrifoodsa>) in a while, get going! We have tons of selected content like Boerate, Advertiser Showcases, recipes and funnies, as well as helpful and informative articles available for your perusal. Remember to check in on Saturday mornings at 08:00 for the theme photo competition where a Takealot.com voucher is up for grabs weekly.

Safe travels to Nampo and back.

Chantell Schmahl

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@chantellschmahl

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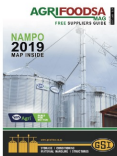
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SBS Agri



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THE TURNKEY SOLUTION

SBS Agri brings together a deeply experienced team, state-of-the-art equipment, and exemplary design techniques, giving your farm the turnkey solutions it needs. Specialists in grain silos, dryers, and handling equipment, SBS Agri takes care of the entire design process, from concept to installation, and maintenance too. Working with you to create and implement an agricultural solution that meets your needs, and exceeds your expectations, the SBS Agri team is on hand to help your farm grow and succeed.

THE SBS AGRICULTURE APPROACH

Our modular design principles, which give you fully customised solutions, are built to suit your farm's specified agricultural processes. You get direct access to our in-house engineering team, who work with you to design the right turnkey solution for your needs. Our in-house installation team sets up your equipment in accordance with your specifications, and takes care of your long-term maintenance needs too. Our engineering and installations team are backed up by our expert project team, who ensure that everything we do adheres to the highest quality standards.

NEW SITES AND EXPANSIONS

With more than 40 years' combined experience in the agricultural sector, the SBS Agri team draws on real-life applications and scenarios to create and implement the very best solution for your needs. Making each and every one of our clients' projects a success provides our team with the motivation to grow, learn, and assist farmers across our serviced regions.

ACROSS AFRICA

Our head office is located in Durban, KwaZulu-Natal, with regional offices in Gauteng and Western Cape, but the SBS Agri footprint extends far beyond the province. Beyond South Africa, the SBS Agri team has a presence in Ghana and Kenya, with plans to extend further into the African continent on the cards.

EXPERTS IN AERATION

One of the most critical elements of the grain processing and storage solution lies in ensuring that your grain undergoes the right kind of aeration. Our expert team assesses your silo floor design and selects the right type of aeration, fans, and air vents to ensure that equilibrium is maintained within your grain silos.

PROTECTING YOUR HARVEST

Our team have designed and developed an Automatic Fan Control (AFC) unit that helps you manage and monitor the moisture percentage within your grain silo. This unit helps to prevent harvest loss by curbing the development of hotspots and infestation. Similarly, our Slide Gate Monitoring System prevents off-centre unloading by indicating which slide gate is open, thereby preventing accidents or grain loss. Our Diesel Dryer, designed and built for the African climate, improves your harvest quality by reducing crop exposure to weather, and reducing your farm's dependency on weather conditions.

MEET US AT NAMPO!

To find out more about our SBS Agri approach, and learn more about our customisable turnkey solutions for your farm, visit our stand at NAMPO. Meet our team of experts, and enjoy an interactive demonstration, where you'll learn more about how we help you turn every harvest into a success.





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COMMITMENT TO QUALITY AND CUSTOMER SERVICE

KIRLOSKAR ENGINES SOUTH AFRICA (PTY) LTD (KESAL) WAS ESTABLISHED IN NOVEMBER 2003 AND IS THE AUTHORIZED SOLE DISTRIBUTOR OF KIRLOSKAR DIESEL ENGINES AND ASSOCIATED EQUIPMENT IN SOUTH AFRICA, MOZAMBIQUE AND BOTSWANA.

KESAL entered the South African engine market with the main focus on engines for general industrial applications, construction, agricultural equipment, water pumps, mining equipment and diesel powered generating sets.

KESAL offers quality products, at competitive prices, backed by immaculate after sales service to suit the demands of any industry. In turn, this leads to reduced investment and running costs, with the result being a decrease in total cost of ownership (TCO).

KESAL's key focus has been in providing customers with comprehensive solutions for diesel prime mover requirements. We strive to offer products to suite the application and requirement by being versatile in our engine scope of supply.

KESAL is very active in the local market offering various repowering solutions for existing as well as new applications.

KESAL has an aggressive stocking model that allows for excellence in sales and service delivery.

KESAL has already supplied more than 11,000 engines in Sub-Sahara Africa for various market segments.

This year at Nampo we are showcasing our very first electronic governed air cooled diesel engine commonly used for underground mining operations. With a current population of over one thousand engines actively running underground, this new technology will benefit the mining industry.

Secondly, but not least, we are also showcasing our new water cooled engine models (4K1080TA and 6K1080TA) commonly used for power generation and water pumps. The smaller casing produces more power in its class, so Kirloskar have lots of faith in the new engines.

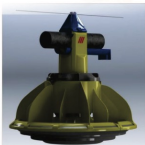
Visit the website www.kirloskarsa.co.za for more information on Kirloskar's wide range of products.





RELIANCE

POULTRY EQUIPMENT



Broiler and breeder house equipment for growing the best quality chickens Feeding systems are available in many configurations to fit the farmers best needs.

Automatic feeders provide fresh feed to all birds and reduce wastage of feed. Systems are winch mounted for best performance and ease of management

Fully enclosed drinking systems for maximum bird health and sanitation.

Drinker lines are winch mounted, allowing for easy adjustment and better management. Pressures are regulated and adjusted according to the birds requirements and performance.

Environmental controlled equipment is also available

Fans, Evaporative cooling, Heating, poultry house controllers. Reliance will assist with design and advise to provide optimum house and bird performance.



Multiple Tiered cages available as single units or custom built to fit requirements.

Supplied complete with automated feeding-gantry or chain feeding system. Manure removal and manure handling conveyors and also available. Horizontal self locking gates. Standard trough thickness of .8 mm, and available in 1mm.

One Nipple and drip cup per partition. One Five Ltr. header tank including float valve per tier. Wire thickness 2.5mm.

Cages are available in starter units and follower units, accommodating , 100 Commercial

Layers per Two Tier, 150 Commercial Layers per Three tier and 200 Commercial

Layers per Four Tier Cage.



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FACTORY | PRECISION MANUFACTURING

Our factory has the required machinery to manufacture most styles and designs of poultry equipment.

Various plastic moulds have also been acquired, which includes the chick master setter tray and the complete range of cyclone feeder pan moulds.

Another aspect of the factory capability is the refurbishment and upgrading of poultry equipment including electrical component refits. Part of the machinery includes a fully computerised turret punching machine, which enhances the precision capabilities and this offers the assurance that any product manufactured in the factory is delivered to the highest quality standards.

OUR PRODUCT RANGE:

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VERTICAL STACK CAGE SYSTEMS   POULTRY SCALES & CONTROLLERS

SUSPENSION & WINCHING SYSTEMS   COOLING & VENTILATION SYSTEMS

HEATING SYSTEMS   ZIGGITY BROILER DRINKER SYSTEM

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A SERVICE EXPERIENCE THAT IS BOTH PROFESSIONAL AND PERSONAL

LTG Logistics Transport Globally (PTY) Ltd is a South African freight forwarding & clearing company based in Gauteng with its headquarters in Rosslyn. It is thus part of a highly competitive logistical industry in which many multi-nationals and global forwarders participate.

LTG was established in 2006 with the main focus to serve the automotive industry. This meant that the company had to abide to the dynamics of this very competitive market, which is cost efficiency, reliability and flexibility.

With the extensive knowledge and experience gained in the automotive supply chain, LTG has since expanded their offering into the mining, engineering, agricultural, perishable, general and other industries. With more than 100 permanent clients today and managing all modes of freight, from sea- and airfreights, imports and exports, local and cross-country distributions, LTG has become a noticeable competitor in the logistical environment.

Above reputation has subsequently led to LTG becoming an important external partner of BMW SA in Rosslyn in that their warehouse is used for additional storage of parts and two global suppliers for the BMW X3 program are using their facility to perform some value adding processes.

The passion, dedication and fully understanding the client's needs, has put the employees on the forefront of the LTG success. The availability to support has no boundaries and teamwork is expressed daily with belief, honour and respect towards each stakeholder.

At LTG client service is the key factor to retain its client base. Each client is treated as if it's the only one LTG has, ensuring that a strong relationship is built by attending to the client's unique situation and requirements. LTG makes a point of visiting clients regularly and developing personal business relationships. Communication is key, whether it being a compliment or complaint, the reaction will be in a professional manner to resolve any issues without delay.

All visits are recorded on the company's CRM system and follow ups are done on a regular basis. This also allows LTG to continuously improve processes to deliver better results.

With above characteristics in place and adding their BBBEE Level 2 compliance as well as their planned certification on ISO 9001 later this year, LTG is a "must have" on your supplier list!

**LTG LOGISTICS
TRANSPORT GLOBALLY (PTY) LTD**



WÊRELDKLAS GRAS VIR AFRIKA



Spesialiste in meerjarige somerweidingsgewasse asook winter- en somerdekgewasse.

Panicum Maximum-kruis:



Panicum Maximum (witbuffel):

MOMBASA TANZANIA

Brachiaria Brizantha

MARANDU



BRACHIARIA MG-4

Brachiaria Brizantha



- » Hoë droëmateriaal-inhoud.
- » Hoë droogtebestandigheid.
- » Goeie hergroei na beweiding.
- » Uitstekende voedingsgehalte en voerproduksie.
- » Baie smaaklik en hoogs verteerbaar.
- » Sekere grasse is koebestand.
- » Sekere kultivars is ideaal vir kuilvoer.

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BRASUDA (PTY) LTD, SPESIALISEER IN MEERJARIGE SOMERGRASSE, ASOOK WINTER- EN SOMERDEKGEWASSE

Ons verskaf tans 4 hoofspesies grasse wat ons self ontwikkel en veredel
in Brasilië en invoer na Suid-Afrika.

DIE GRASSE SE HOOFKARAKTEREIEKAPPE IS:

BRACHIARIA BRIZANTHA (GESKIK VIR DROËLAND)

BRACHIARIA – MG-4 (MEES DROOGTEBESTAND)

- Geskik vir weiding en maak van hooi
- Grondvrugbaarheidslaag
- Smaaklik en goeie verteerbaarheid
- Hoë droogtebestandheid
- Proteïeninhoud 9 -11 %
- Produseer 10 - 12 ton/dm/ha
- Plantdigtheid 8 kg/ha

BRACHIARIA – MG-5

- Geskik vir weiding en maak van hooi
- Smaaklik en goeie verteerbaarheid
- Hoë droogtebestandheid
- Proteïeninhoud 8 -13 %
- Produseer 10 - 20 ton/dm/ha
- Plantdigtheid 8 kg/ha

PANICUM MAXIMUM (WITBUFFELSGRAS)

MOMBASA

- Geskik vir weiding en maak van hooi en kullvoer
- Smaaklik en goeie verteerbaarheid
- Groei oor 2 m
- Kouevatbaarheid: medium
- Proteïeninhoud 12 -16 %
- Produseer 20 - 30 ton/dm/ha
- Plantdigtheid 6 kg/ha

TANZANIA

- Geskik vir weiding en maak van hooi en kullvoer
- Baie smaaklik en verteerbaar
- Goeie weidingsgewas
- Kouevatbaarheid: medium
- Proteïeninhoud 12 -16 %
- Produseer 20 - 26 ton/dm/ha
- Plantdigtheid 6 kg/ha

PAREDAD

- Nuwe gewas
- Geskik vir weiding en maak van hooi en kullvoer
- Uitstekende smaak en verteerbaarheid
- Goeie melkproduksie
- Droogtebestandheid - hoog
- Goeie weidingsgewas
- Kouevatbaarheid: medium
- Proteïeninhoud 10 -16 %
- Produseer 30 - 35 ton/dm/ha
- Plantdigtheid 6 kg/ha

ARIES

- Geskik vir weiding en maak van hooi
- Die mees smaaklike en verteerbaarste witbuffelsgras op die mark
- Goeie weidingsgewas vir skape, bokke, perde en beeste
- Kouebestand
- Proteïeninhoud 10 -15 %
- Produseer 18 - 20 ton/dm/ha
- Plantdigtheid 6 kg/ha

PENNISSETUM (OLIFANTSGRAS)

CARAJAS (BANAGRAS KRUIS)

- Geskik vir weiding en kullvoer
- Baie smaaklik en verteerbaar
- Goeie kullvoerprodukt
- Kouebestandheid: hoog
- Proteïeninhoud 14 -16 %
- Produseer 40 - 50 ton/dm/ha
- Plantdigtheid 40 kg/ha

SETARIA SPHACELATA

TIJUCA

- Geskik vir weiding en maak van hooi
- Smaaklik en goeie verteerbaarheid
- Grondvrugbaarheidslaag
- Groei tot 1.6 m
- Kouetoleransie: goed
- Droogtebestandheid: baie goed
- Proteïeninhoud 7 -9 %
- Produseer 10 - 12 ton/dm/ha
- Plantdigtheid 6 kg/ha

MENGSELGRASSE

4 GAME

- Mengsel van 25% Smutsvingergras, 25% Rhodes, 25% Panicum Maximum Aries, 25% Bracharia MG-4
- Agnocoate wat help met wortelontkieming en wortelgroei-stimulasie
- Vestig maklik
- Geskik vir weiding en maak van hooi
- Goeie weidingsgewas vir wild, skape, bokke, perde en beeste
- Kouebestand
- Proteïeninhoud 8 -13 %
- Produseer 9 - 15 ton/dm/ha
- Plantdigtheid 10 kg/ha

LEGUME (PEULGEWASSE)

JAVA

- Geskik vir weiding en maak van hooi
- Smaaklik en verteerbaar
- Kouebestandheid: laag
- Kan in swak grond geplant word
- Sit 150 kg N/ha/jaar
- Proteïeninhoud 18 -23 %
- Produseer 5 - 9 ton/dm/ha
- Plantdigtheid 5 kg/ha

WINTER EN SOMER DEKGEWASSE

- Brasuda maak 'n pasmaak dekgewas vir die boer wat sy eie behoeftes in ag neem soos die verlangde plantdatum, lokaliteit en streek.

**KOM BESOEK ONS BY NAMPO
- SAADPLOTTE G34 -**

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sustain your
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Fostering confidence in South African Perishable Produce for over 90 years



The Perishable Products Export Control Board (PPECB), South Africa's official certification agency for the export of perishable products, celebrates its 93rd year of existence this year.

Established in 1926 out of a need for an authority to regulate the export of perishable products, the PPECB was originally mandated to determine which shipping companies would be used for export and which perishable products would enjoy priority when assigning space aboard vessels.

Since its establishment the PPECB's role has changed dramatically, however it remains a key role-player in the export of perishable produce from South Africa. Cold chain services provided by the organisation include the inspection and approval of equipment such as containers, specialised reefer vessels and cold stores; overseeing loading processes and en route temperature management of produce. In addition, the PPECB has been appointed as a third party to act on behalf of the South African Maritime Safety Authority (SAMSA) to approve shippers using method 2 to verify the gross mass of a packed and sealed container.

This is in line with the mandatory amendments to the International Convention for the Safety of Life at Sea

(SOLAS) Chapter VI, Part A, Regulation 2 which came into force on 1 July 2016, placing a responsibility on shippers to provide the verified gross mass of a packed container to the carrier or their terminal representative prior to being loaded on board a ship.

In addition to delivering cold chain management services, since 1991 the PPECB has provided quality inspections on perishable products destined for export. Products approved for export carry the passed for export stamp, regarded as a symbol of quality assurance to clients and consumers around the world.

Furthermore, the PPECB's food safety services ensure that food business operators comply with the standards regarding food hygiene and food safety of regulated agricultural food products intended for export. The PPECB's laboratory also provides analytical services which include mycotoxin analysis, fats analysis, dairy testing and maximum residue level testing of pesticides in a myriad of matrices.

By combining over 90 years of expertise and a range of services the PPECB seeks to enhance the credibility of the South Africa export certificate and support its customers to become the preferred suppliers of perishable products worldwide.

FOR INFORMATION ON PPECB PLEASE VISIT WWW.PPECB.COM OR CALL +27 (0) 21 930 1134.



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HY-LINE SILVER BROWN

Age 50% production (days)	138
Feed consumption (g/bird/day)	108 - 112 (18 - 80 weeks)
Average egg weight (g)	63 (at 80 weeks)
Feed conversion	2.06 (at 80 weeks)
Eggs hen housed	372 (at 80 weeks)

HY-LINE BROWN

Age 50% production (days)	140
Feed consumption (g/bird/day)	105 - 112 (18 - 90 weeks)
Average egg weight (g)	63.7 - 66.3 (at 90 weeks)
Feed conversion	1.95 - 2.07 (at 90 weeks)
Eggs hen housed	420 (at 90 weeks)

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- DRIERIGTING KLASHEK
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- WATERKRIP BAALRINGE
- LAMWERKER (LAM DOCKING STATION)
- TRU-TEST PRODUKTE



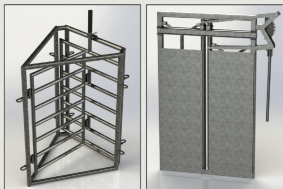
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Agritech Steelworks was founded in 2015 when a need for more innovative feeding and livestock handling equipment was identified.

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Agritech Steelworks strives to supply quality products at economic prices and to be a market leader with new innovative ideas for the farmer when working with their animals.

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DO WE ACTUALLY NEED SILAGE INOCULANTS?

To make good quality silage, one must have an appreciation of the plant and microbial and environmental factors that influence silage fermentation, all of which ultimately dictate the nutrient value and quality of silage. One small misstep can turn a perfectly good crop into something you cannot or should not feed your animals.

This brings us to silage inoculants. The ecology of ensiling is extremely complicated. However, since forages represent a large portion of the feed costs of dairy and feedlot production, the generation of high-quality silage is especially important in achieving profitability.

Properly selected, applied and managed significant contributions are:

- Ensuring quality silage.
- An intervention to prevent negative organisms in harvested forage.
- An investment to increase feed intake and animal production.

INOCULATE – YES OR NO

Silage inoculants guide the fermentation of feeds. Plants naturally have large quantities and varieties of bacteria, yeasts and moulds on them prior to harvest, which depend on the plant type, growing conditions and health of the plant. The goal of making silage is to quickly preserve the feed by eliminating oxygen and lowering the pH of the silage to prevent the further growth of undesirable microorganisms. A silage inoculant should provide bacteria that will grow rapidly, dominate the fermentation and produce the correct fermentation acids to make good quality silage.

A quality silage inoculant should be used on all ensiled feeds and will soon guide the fermentation toward the production of lactic acid to decrease the pH levels of the forage. It will also provide some measure of protection against suboptimal harvesting, chopping, filling, packing and covering conditions. Inoculant science has produced inoculants that can improve

the aerobic stability of silage upon opening of the bunker, keeping the silage from heating up. An inoculant will not improve the quality of poor forage, but will maintain the quality of the forage better than uninoculated silage.

CONTROL OVER FERMENTATION

Fermentation is a balancing act involving water, time, oxygen and other variables. Getting the crop harvested and ensiled at its highest nutrient level represents step one. All oxygen must be eliminated so that the bacteria can get to work. Sufficiently large quantities of the right bacteria dominating the fermentation are needed.

This is where a silage inoculant can be a useful tool. The population of lactic acid bacteria applied should be at least 10% greater than the natural bacteria on the forage. Most inoculants are applied at a rate of 100 000 cells per gram (CFU/g) of silage. Inoculation, at rates even only 1% less than natural populations, can result in these additives having little impact on silage quality (Muck, 1989). Consequently, proper application rates are critical.

WHICH INOCULANT TO CHOOSE

The choice of the right inoculant is a key factor in reaching the desired results. You need to use the right type of 'bugs', specifically bacteria that grow rapidly in the pH range of the forage they are growing in and produce lactic acid. The most common acids producing bacterial species are *Lactobacillus plantarum*, *Enterococcus faecium*, *Lactobacillus*

brevis and *Lactobacillus kefirii*.

The combination of two or more bacterial strains has become a way of enhancing efficacy and to have a wider spectrum of applicability. Not all products are equally effective. Your provider should be able to support claims of reduced dry matter (DM) losses or improved feed efficiency. Your selection must be based on the type of silage (maize silage vs grass or sorghum silage). Inoculants improve DM intake and animal performance by 4 to 5% for grass, maize and lucerne silages. Certain lactic acid bacteria used in silage inoculants impart beneficial effects on ruminant performance. The mechanism of this probiotic effect is still unclear. Lactic acid bacteria might change the rumen environment and interact with rumen microorganisms in such a way as to enhance feed utilisation.

CONCLUSIONS

Silage inoculants can facilitate the ensiling process, but they are not a replacement for paying attention to the fundamental factors of making good quality silage. Their use, however, can considerably improve the silage quality, enlarge aerobic stability and minimise losses.

The inclusion of a silage additive as a routine procedure in farming can substantially increase the profits of farmers. The main aspect to take into account is not the price but the return on investment (ROI). Avoid buying an inoculant only based on price. The most expensive silage inoculants may be those which do not have the desired effect on the silage!

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For more information, contact

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BY SENTER360 IS ONS TROTS DAAROP DAT ONS NIE SLEGS PRODUKTE VERKOOP NIE, MAAR DAT ONS OOK LANGTERMYN VERHOUDINGS MET ONS KLIENTE BOU DEUR 'n WAARDEPAKKET VAN UITSTEKENDE KWALITEIT EN DIENS TE VERSKAF

Die SENTER360 spilpunt wat sedert 1994 in Suid-Afrika ontwerp en vervaardig word, is bekend vir sy uitmuntende kwaliteit en sterkte bo industriestandaarde. Vir meer as vyfentwintig jaar is ons al deel van die besproeiingsbedryf. Ons het groeiende besigheidsbelange in Suid-Afrika, Afrika en die res van die wêreld.

By SENTER 360 is spilpunte vir ons 'n passie. Juis daarom bou ons nie net 'n sterk en taai struktuur nie, maar ons bestee ook heelwat tyd en aandag aan die klein besonderhede wat 'n groot verkiel in jou alledaagse lewe kan maak.

STRUKTURELE STABILITEIT

SENTER360 se vakwerkysters is van pyp vervaardig wat ligter as die algemeen gebruikte hoekysters is. Dit bied ons die voordeel om twee stelle vakwerkysters meer per toring te gebruik wat sorg dat die struktuur buitengewoon sterk is.

Boonop het die pypstruktuur minder windweerstand en is dit die rede waarom SENTER360 spilpunte windsnelhede van 158 km per uur (in die veld gemeet) kan weerstaan sonder enige skade; weereens ook die rede waarom geen SENTER360 spilpunt in die onlangse stormwinde omgewaai het nie (die enigste fabrikaat wat bly staan het!). Standaard langer aandryfbalke, stewige toringstutte, stabiliseringstawe en diagonale dra by tot dié uitsonderlike standvastigheid.



INNOVERENDE BEHEERPANEELREKES

Die beginsel van eenvoudige modulêre ontwerp, wat die grondslag van die hele SENTER 360 spilpuntontwerp uitmaak, word ook op ons beheerpaneelreks toegepas.



As "basiese" beheerpaneel gebruik SENTER360 'n paneel vergelykbaar met die top reeks van ander fabrikate. Dit het as standaard funksies aan/af-sit terugvoer as die spilpunt staan direkte mm verstelling posisiebepaling druk-aanskakel en laedruk skakeling kan deelsirkels en sektore met variërende mm op elke sektor besproei outomatiese omdraai met variërende mm met die omdraai skeduleringsopsies, en vele meer!

Alle SENTER360 panele kan met jou selfoon*, tablet*, rekenaar of basisstasie beheer word deur 'n vandie-rak Kommunikasie-eenheid van jou keuse (GPRS/selfoon-netwerk, Wi-Fi of radio-eenheid) op enige nuwe of bestaande** SENTER360 beheerpaneel in te prop.



Volle pompbeheer, VSD-beheer en terugvoer is ook beskikbaar op dieselfde stelsel.

* (Android, IOS en ander)

** (Ouer panele se beheer is beperk tot aan/af, mm verstelling, loop/staan terugrapportering)

"LAASTE SPUIT" OPLOSSING

Een van die meer algemene probleme met spilpunte is dat die laaste spuit geneig is om verstopt te raak. Ons het egter met 'n innoverende, dog eenvoudige oplossing vorendag gekom om die laaste spuit deurlopend skoon te hou. SENTER360 spilpunte word standaard toegerus met drukgereguleerde Komet Twister sproeiers teen 10 psi (0,7 bar) of opsionele 6 psi (0,42 bar) wat op hangtipe gemonteer is. Dit verseker uitstekende waterverspreiding in selfs die uiterste klimaatstoestande.

SWAARDIENS RATKAS EN MOTORS

Die standaard aandrywing van die SENTER360 spilpunt bestaan uit 'n swaardiens wielratkas, met 'n gratis opsionele vyf jaar waarborg* wat deur 'n 0.56 kW (40:1) motorratkaskombinasie aangedryf word (30:1 en ander is opsioneel).

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AFLEWERING EN
INSTALLASIE LANDWYD

The logo for VICRO BULK features a stylized orange and white structure resembling a grain elevator or silo system above the word 'VICRO' in large blue letters. Below 'VICRO' is the word 'BULK' in large blue letters, with the 'B' being orange. A horizontal line separates the two parts of the name.

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BULK

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163 Staal Street, Pretoria West, 0183, South Africa

Nóú gaan ons boer!

BASF Landbouoplossings Suid-Afrika is toegewy aan boerdery op meer as een vlak.



Mnr. Bright Breytenbach
BASF landboubestuurder Suid-Afrika

By BASF Landbouoplossings is ons toegewy aan boerdery. Om te boer, loop sterk deur ons are en word gedryf deur n passie vir wat ons die beste doen: Boer! Ons ken die land en verstaan die klimaat. Ons glo ook dat n Suid-Afrikaanse boer goud werd is. Boere produseer voedsel vir ons land en met die groeiende bevolking raak boerdery toenemend belangrik vir die versekering van n volhoubare toekoms.

Die talle uitdagings van die Suid-Afrikaanse boer

By BASF besef ons ook dat die Suid-Afrikaanse boer op n gereelde basis talle uitdagings in die gesig staar. Die langtermyn doel van enige boerdery is om winsgewend te wees. Vir boere om hoë winsgewendheid te toon verg groter opbrengste en goeie kontantvloei.

Dit gaan ook gepaard met die behoefte aan verhoogde produksiedoeltreffendheid

en n groter druk om hoë kwaliteit oeste te lewer vir beide lokale en internasionale verbruik. Volhoubaarheid in boerdery word ook al hoe belangriker vir die versekering van voorspoed vir toekomstige generasies. Op n sosio-ekonomiese vlak het die boer die kritiese rol om voedselsekuriteit vir die naste te verseker. Hy dra ook tot n groot mate by tot die ekonomie as n werkgewer, beide óp die plaas en in die plaaslike landbou industrie. Hierdie uitdagings word bemoeilik en vererger deur makro-ekonomiese tendense wat buite die boer se beheer is, en sluit onder andere klimaats toestande, wisselkoersfluktuasies, internasionale markte en markpryse asook die plaaslike en internasionale politiese omgewing in.

BASF Suid-Afrika jou vennoot ten alle tye, in enige omstandighede

BASF en die Suid-Afrikaanse boer loop al n lang pad saam. Ons hoof doelwit is om die boer se vennoot te wees en hom te ondersteun op alle vlakke van plaasbestuur in goeie en uitdagende tye.

Op n wêreldwye vlak, het BASF 'n baie belowende ontwikkelingspyllyn met talle nuwe beplande oplossings vir die toekoms. In 2017 is sowat 507miljoen belê in die navorsing en ontwikkeling van hierdie innovasies. Plaaslik, in die laaste twee dekades was daar ook verskeie tegnologie-gevoerde oplossings aan die Suid Afrikaanse mark bekend gestel, soos Abacus® Advance, Bellis®, Cabrio®, Stellar® Star, Intellex®, Euro-Lighting® Plus, Sercadis®, Eragon® en Treevix®. Ons AgCelence® oplossings verseker hoë kwaliteit gewasse (veral vir die uitvoermark) en n toename in opbrengs deur middel van verhoogde plantgroei-doeltreffendheid, uitstekende siektebeheer en hoër toleransie teen stremming.

Vir jare lank word hierdie oplossings bekend gestel aan die Suid-Afrikaanse boer

deur die trots Suid-Afrikaanse BASF span. Ons hoogs-ervare tegniese span werk saam met navorsingsspanne in Duitsland om sodoende gewasbeskermingsoplossings te ontwikkel wat lei tot optimale resultate vir Suid-Afrikaanse toestande. Ons verkoopspan is versprei goeier die land met die hoofdoel om boere op grondvlak te ondersteun. Ek is oortuig daarvan dat ons van die beste tegniese- en verkoopsspanne in die industrie het. Jare se ondervinding en n absolute passie vir boerdery plaas ons op die voorgrond van Suid-Afrikaanse Landbou voeg Mnr. Bright Breytenbach, BASF landboubestuurder Suid Afrika by.

By BASF is ons ook trots op die feit dat ons regtig na die industrie luister. Ter ondersteuning van boere wat tydens die 2017 droogte finansiële verliese gelei het in dele van die Kaap, het BASF talle prysverlagings geïmplementeer om te verseker dat boere in n uitdagende seisoen steeds die nuutste tegnologie op hul gewasse kon gebruik. Ons glo dat inisiatiewe soos dié ons plaaslike boere tot n groot mate ondersteun het en ons sal voortdurend na nuwe geleenthede soek om ons belegging in Suid-Afrika verder te verhoog, voeg Mr Breytenbach by.

BASF Suid Afrika Nóú gaan ons boer!

Met n globale pyllyn vol innoverende gewasbeskermingsoplossings asook n lojale en ervare plaaslike span, is BASF toegewy aan die Suid-Afrikaanse boer. Met die oog op die toekoms is dit nou die tyd om verantwoordelik om te gaan met hulpbronne, doeltreffend te produseer en voortdurend na volhoubaarheid te strew.

Ons leuse: Volhoubare plaasbestuursoplossings vir Suid-Afrikaners, déúr Suid-Afrikaners.

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Die hoogs tegniese, wetenskaplike en mededingende landbou-omgewing het tot gevolg dat al hoe meer boere besef hulle moet hul ondernemings teen risiko's beskerm.

Volgens Hanlie Kroese, Bestuurder: Markontwikkeling by Santam is boere nie net meer bewus van die soort risiko's waarvoor hulle te staan kom nie, maar ook die belangrikheid om dit te verseker. Santam het dié tendens opgemerk onder klein kommersiële veetelers wat meer algemene landbou- en lewendehaweversekering begin uitneem.

Veeboere moet egter bewus wees dat hulle nie een spesifieke benadering moet volg om hul risiko's te bepaal nie. Faktore soos die plaas se opset, veesoorte en siektes wat spesifiek in hul omgewing voorkom, moet afsonderlik oorweeg word. Santam Landbou se versekeringsprodukt vir lewende hawe is só ontwerp dat die veeboer sy of haar polis kan aanpas volgens hul behoeftes en ook sodat hulle met die nuwe tendense in landbouversekering tred hou.

Kroese het bygevoeg, "Ons produk is nie 'n alleenstaande polis nie, maar kan uitgeneem word as deel van 'n boer se bateversekeringsportefeulje. Onder ons Lewendehawe-polis het die kliënt versekerings-opsies wat dekking insluit teen die vrekte van die diere weens brand en weerlig, aanvalle deur wilde diere, reën, vriesende of koue omstandighede of selfs plantvergiftiging. Die kliënt kan ook die dekking uitbrei deur dekking in te sluit vir Veldbrande, Aanspreeklikheid en Vervoer.

Vervoerdekking beskerm die boer wat diere na en van die mark of veiling vervoer. Aanspreeklikheids-dekking is noodsaaklik om die boer teen derdeparty-skade te beskerm, as diere byvoorbeeld uit kampe

breek en die naburige boer se oes beskadig of indie pad beland en 'n motorongeluk veroorsaak wat tot besering of dood lei.

"Boere moet ook besluit of hulle versekering vir stoet- of kommersiële diere benodig. Ons beveel aan dat ons kliënte hul versekeringspolis aanpas gegrond op die risiko's wat spesifiek in hul omgewing voorkom. In sekere gebiede is weerlig 'n groot risiko en dan behoort boere hiervoor dekking uit te neem," het Kroese gesê.

"Stoetdiere word individueel verseker. Omvattende dekking kan uitgeneem word, maar die onus rus op die boer om die gevare in te sluit wat hy of sy as die belangrikste beskou.

Aan die ander kant kan individuele diere in 'n kommersiële trop nie verseker word nie. Die hele trop kan teen brand, weerlig, ontploffings en 'n paar bykomende uitbreidings verseker word. Die soort omvattende versekering wat vir 'n stoet beskikbaar is, is ook nie op die kommersiële trop van toepassing nie. Die rede is dat stoetdiere individueel geïdentifiseer kan word omdat hulle geregistreer word, maar dit is nie die geval met kommersiële diere nie.

"Santam Landbou se dinamiese span kundige onderskrywers is deeglik bewus van die risiko's op 'n veeplaas en om hierdie rede het ons versekeringsprodukt vir hierdie sektor die laaste paar jaar gegroei en het ons nou 'n beduidende aantal kliënte in Suid-Afrika en Namibië."

Die maatskappy is nou selfs meer as ooit op persoonlike kontak ingestel. "Ons maak steeds staat op die dienste van 'n makelaar en dit dra by tot Santam se sukses," het Kroese afgesluit.

OM DIE REGTE VERSEKERING VIR JOU VEEBOERDERY TE BEKOM, KONTAK GERUS JOU MAKELAAR VIR MEER INLIGTING






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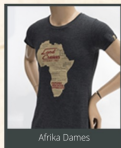
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Grondgesondheid - bepalend vir die toekoms van lewe?

Gesondheid is 'n ideaal wat in alle vorms van lewe voorkom.

Die bestaan van mens, dier en plant word daardeur bepaal. Die mens is in die unieke posisie om gesondheid, en dus die kwaliteit van alle vorms van lewe, te verbeter. Deur die benutting van die wetenskap en die kennis wat daaruit onttrek word, is die mens alreeds besig om op verskeie fronte die toekoms van lewe te probeer verbeter en verseker. Dit sluit in aksies om klimaatsverandering om te keer, watersekerheid te waarborg en verskeie vorms van besoedeling en die negatiewe impak daarvan op die natuur, en dus lewe, te oorkom.

Die volgende front waar die mens prioriteit aandag aan sal moet gee, is grondgesondheid.

Grondgesondheid, soos alle vorms van gesondheid, is 'n samestelling van fisiese [strukturele], chemiese en biologiese faktore. In die geval van die mens verklaar dit die menigte mediese spesialiteitsrigtings wat daarop gemik is om menslike gesondheid in stand te hou. In die geval van grondgesondheid word die drie faktore

tans gesamentlik benader. In die verlede was die klem baie sterk op die chemiese vermoë van grond wat veral uitdrukking gevind het in grondvrugbaarheid as indikasie van grondproduktiwiteit; later het die biologiese kapasiteit van grond al hoe belangriker geword, met die fisiese [strukturele] samestelling van die grond vandag die oorkoepelende faktor wat grondgesondheid bepaal.

Grondgesondheid word dikwels gelyk gestel aan grondkwaliteit; in staat dus om die kwaliteit van lewe te verseker. In die breë veld van grondwetenskap gaan die drie faktore toenemend as 'n geïntegreerde stelsel benader moet word: die invloed van die een faktor op die ander, negatief óf positief, afhankende van veranderde omstandighede, en die vermoë om verandering te meet en dan kwantitatief en kwalitatief in wetenskaplike taal uit te druk.

As in ag geneem word dat grond saamgestel is uit vier basiese dele naamlik soliede minerale, water, lug

en organiese materiale (insluitend lewende biota) kan die vraag gevra word watter aksies nodig is om grondgesondheid, en die volhoubaarheid daarvan, te bewerkstellig en te verseker.

Wêreldwyd kry die wetenskap van grondgesondheid toenemend erkenning en begin die kennis eskaleer deur die landbou, bosbou en die velde van grondrehabilitasie en -remediëring. Aksies wat grondgesondheid bevorder, soos geen- of minimum grondbewerking, word alreeds in die landbou beoefen.

Africa Biomass Company [ABC] se besigheidstrategie is gemik op twee doelwitte: die verwydering van waterdorstige indringerbome soos bloekom en swartwattel (Black Wattle) om sodoende water in die ekosisteem vry te stel wat dan opgevolg word met 'n grondgesondheidstrategie wat daarop gemik is om die grond fisies [struktureel] te beskerm terwyl die chemiese en biologiese kapasiteit van die grond, insluitend die water- en voedinghouvermoë daarvan, verhoog word. Die uitbou van die voordelige mikroorganismespopulasies in die grond is bykans 'n noodwendige gevolg van dié proses. ABC ontplooi ook 'n parallelle strategie waar afval biomassa as energiebron vir hitte en elektrisiteit aangewend kan word.

Met die oog daarop het ABC 'n laboratorium gevestig om die wetenskap van grondgesondheid te bevorder. Hierdie laboratorium is nie net 'n fisiese fasiliteit nie - gesetel buite Worcester, in die Wes Kaap - maar reik uit na elke stuk grond waar grondgesondheid die prioriteit is. ABC is al geruime tyd gevestig in die grootskaalse oes van oorbodige of ongewenste bome, waarna die biomassa verwerk word in houtspaanders ["chips"]. Hierdie spaanders word dan aangewend as deklaag of grondkombers ["mulch"] as die eerste stap in die proses om grondgesondheid te bewerkstellig. Groen bemesting of dekplante kan ook gebruik word as grondbedekking, maar houtspaanders het die voordeel dat dit 'n dikker deklaag lewer met 'n langer

werking wat voortdurend aangevul kan word. Die gebruik van plastiekstrook in wingerde en boorde gaan waarskynlik in onguns verval vanweë openbare weerstand teen plastiekbesoedeling.

ABC het alreeds aktief, gebaseer op bestaande kennis en ervaring, die voordele van spaanderdeklae begin promoveer.

Dit sluit in:

- Die behoud van grondvog vir langer periodes
- Die voorkoming van gronderosie
- Die bewerkstelling van temperatuur- en vogwisselwerking in die grond
- Die onderdrukking van onkruid-ontkieming en groei
- 'n Alternatief vir onkruidodders in onkruidbeheer
- Grond-mikrobiologie – die voorkoms van voordelige mikro-organismes in die grond – word bevorder
- Die voorkoms van erdwurms wat floreer in koolstofryke grond word nog altyd as 'n maatstaf van grondgesondheid gebruik
- Die vermindering van die toediening van chemiese bemesting
- Die verhoging van die opbrengs en kwaliteit (insluitend voedingswaarde) van vrugte
- Die stimulering van wortelgroei en lewering van beter beheer van vegetatiewe groei

ABC se toenemende betrokkenheid in die ontwikkeling van die wetenskap van grondgesondheid gaan die rol van spaanderdeklae in grondgesondheid verder versterk.

Soos hierdie strategieë ontvou, gaan die inligting en kennis wat daaruit ontstaan deur ABC aan grondgesondheidspraktisyns beskikbaar gestel word. Dit sal gekommunikeer word deur publikasies, die ABC Web-Tuiste, aanbiedings en terreinbesoeke waar grondgesondheid, gebaseer op die ABC-benadering, alreeds besig is om resultate te lewer.



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Climate-smart Agriculture

In recent years there have been a number of new terms being used pertaining to modern agriculture. Terms such as Conservation farming, Regenerative agriculture, Sustainable agriculture and Climate-smart agriculture to name but a few. All of these terms suggest a different approach to commercial and small scale production.

Cover cropping is one of these conservation or regenerative techniques; and as an agricultural practice is becoming more and more accepted and utilised in cropping programs, permanent plantings and livestock enterprises around the world. Individual farmers are examining their traditional farming practices and adapting them to include a cover cropping component.

One may ask: Why this change? Farmers themselves have identified that cover crops can add numerous benefits to soil health, which in turn leads to increased



plant and animal vitality and ultimately improved quality of product for human consumption.

These benefits include building soil organic matter, improved water infiltration, reduced weed pressure, reduced soil compaction, nitrogen fixation by legumes, reduced wind and



water erosion, improved yields, food for animals and ultimately increased yields and profitability.

With the very real effects of climate change being felt and observed in agriculture today, if agriculturalists across the board do not consider changing some traditional practices, then food security and long term productions will be threatened.

The soil on any farm is the ultimate resource - and the protection, improvement and then maintaining those improvements to the soil, should be the critical goal of every farmer. Cover cropping is just one of the tools available to producers today to utilise in achieving improved soil potential.

Organisations such as the World Bank and the Food and

Agriculture Organization of the United Nations (FAO) have identified shifts in climate patterns and as a result agricultural practices need to shift with them.

With cover cropping being a relatively young "science", farmer observations and on-farm trials are leading the direction of practical implementation of cover crops while the formal research bodies such as universities and other organisations follow behind with the scientific peer reviewed papers.

Seed supply companies are providing the backup in researching to which types of cover crops will be most cost effective for farmers and are then making these varieties available. Cover cropping is a universal concept with an individual application and the key is finding South African solutions to South African problems.

Farming remains one of the most innovative professions in the world and as the effects of climate change are felt, so too the innovation of farmers will develop to meet the demands of changing weather patterns and the challenges presented to world food security. Cover cropping is one technique which will assist in climate smart agriculture.



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Standard reservoir sizes start from 3.8 m diameter up to 45.6 m and range in height

from 1.3 m up to 4.9 m. The dams are supplied with a 50 mm outlet as standard, but any size up to 300 mm can be fitted upon request.

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Boer slim en bestuur jou opbrengs reg!

Om suksesvol te boer is nie altyd maklik nie maar landbou is lekker, uitdagend en elke dag is daar iets nuuts. Meeste produsente sal saamstem dat die 2018/2019 seisoen glad nie uitgespeel het soos wat voorspel is nie. Die westelike produksiestreke het weereens swaargetrek met baie laat reëns en droë toestande, die oostelike dele het weer goeie reëns gekry maar met hewige haelstorms wat oor groot areas verwoesting gesaal het. Dié uiterste klimaattoestande het weereens gesorg vir nog 'n uitdagend produksie-seisoen; hoë druk herfskommandowurm wat voorgekom het in Natal (Fig 1), rooispinmyt op sojabone (Fig 2) sowel Phaeosphaeria op mielies (Fig 3) wat voorgekom het op die Hoëveld. Mees onverwags was die uitbraak van die semi-looper *Achaea spp.* (Fig 4) wat skade begin aanrig het op sojabone en gewoonlik net dubbeltjies en doringbome (*Acacia spp.*) vreet. Hierdie was alles gevolge van 'n seisoen wat kom bevestig het dat voorspellings vir 'n nuwe seisoen maar altyd iets van 'n raaisel bly.

Omgewingstoestande is in konstante verandering en in hierdie konstandheid van verandering maak dit moeilik om te beplan vir 'n seisoen. Die afgelepe seisoen het ons herinner dat baie faktore buite die produsent se beheer val en dat dit egter uiters belangrik is dat produsente dié faktore wat wel in sy beheer is, tot die beste van sy vermoë bestuur. Soos die toestande verander moet bestuurspraktyke saam verander sodat die interaksies tussen die gewas, die omgewing, siektes, insekte en onkruid as n geheel benader word. Gegewe hedendaagse insetkoste per hektaar, moet die maksimum oespotensiaal vanuit die staanspoor as einddoel gestel word en maontlike skade op gewasse van die begin af gestop word.

Onkruid is verantwoordelik vir ongeveer 34% van oesverliese wêreldwyd, vergeleke met insekte en siektes wat onderskeidelik 18% en 16% van verliese veroorsaak. Omdat onkruidkompeties nie so sigbaar is soos 'n siekte of insekplag nie, gaan die impak op die gewas meeste van die tyd ongesiens verby. Matige onkruiddruk kan verliese van tot 30 kg/ha per dag veroorsaak - 'n stand van sake wat slegs deur voorkomende beheer verhoed kan word. Onkruidbeheer moet voor die 3-blaarstadium van 'n mielieplant gedoen anders word die

wortelontwikkeling negatief beïnvloed en is opbrengsverliese nie meer omkeerbaar nie. Belangrik is om onkruid eerder in die grond as in die lug te veg, 9 uit die 10 kere is dit 'n wenresep!

Om voorkomende beheer toe te pas teen onkruid, siektes en insekte verseker minimale opbrengsverliese. Plante kan 'n mate van insekskade hanteer, maar wanneer die blaaroppervlakte verklein word of sekondêre swam-infeksies begin inkom, kan opbrengs en kwaliteit nadelig beïnvloed word. Dieselfde geld vir siektes soos grysblaarvlek en noordelike blaarskroei wat mielie-opbrengs drasties kan verlaag en alhoewel hulle in baie gevalle gestop kan word, is skade alreeds aangerig.

'n Suksesvolle beheerstrategie word gebou op die korrekte identifikasie van die probleem hetsy dit onkruid, siektes of insekte (aalwurm ingesluit) is. Waarnemings moet alreeds in die vorige seisoen gemaak word. Waardevolle inligting kan veral later in die seisoen ingesamel word deur lande deur te loop, probleme te identifiseer, die biologie en ekologie na te vors, en die impak van bestuursbesluite te bepaal.

Syngenta se fokus hierdie jaar by Nampo is om produsente te help om onkruid, insekte en siektes te identifiseer en winsgewende oplossings te vind. Die vraag is altyd of die koste van n bespuiting die verwagte verhoging in opbrengs regverdig. Daar is baie produkte, tenkmengsels beskikbaar en baie planne wat gemaak kan word maar die wegspringpunt is altyd die onkruidspektrum, insek- en siekdedruk op die plaas en hoe dit die beste bestuur kan word.

Syngenta se navorsing die afgelope paar jare is nie net op gewasbeskerming nie maar ook op gewasbevordering gemik. Die doel is om die produsent te ondersteun om hul opbrengs te verbeter, kundigheid te ontwikkel en effektiewe oplossings te vind vir die uitdagings van more. Die biologie van gewasproduksie is dinamies en staan nooit stil nie. Daar is geen vasgestelde formule wat jaar na jaar sal werk om dieselfde opbrengs te verkry nie. Dit is belangrik om saam met maatskappye te werk wat oor die kundigheid beskik en ondersteuning bied om volhoubaar vooruit te boer in tye van onsekerheid.



Figuur 1: Herfsskommandowurm op mielies



Figuur 2: Rooispinmyt wat geel kalle in die sojabland veroorsaak en van nader belyk (foto: Me Tia Ferreira)



Figuur 4: Phaeosphaeria op mielies (foto: Mnr Petrus Makora)



Figuur 5: semi-looper *Achaea spp.* op sojabone (foto: Mnr Henk Harmse)

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With the industry under substantial pressure due to the ongoing drought, spiralling fuel and labour costs, and lower margins, it is an ideal opportunity for the Goscor Group stable to showcase its high-quality and cost-effective solutions to improve productivity.

A major drawcard will be the new diesel genset range to be unveiled by Goscor Power Products (GPP). Ranging from 5 kVA to 110 kVA, it will be available at a special launch price for the duration of the exhibition.

"It is ideal to combat load shedding, which poses a significant risk to energy-intensive farming operations such as dairies," GPP MD Mark Bester comments. GPP distributes well-known brands such as Weima, Rato, Lutian, CSM Mixers, and Meiwa.

From fencing to trenching and excavating to loading and cleaning, and even grapples for bales, Bobcat Equipment South Africa will have a full line-up of equipment ideal for the agricultural industry on display, Bobcat National Sales Manager Brian Rachman highlights. This is the number one compact materials-handling equipment brand in the world.

The Bobcat B730 is a versatile 'back-to-basics' backhoe loader

for trenching, breaking, or even materials-handling, while the Bobcat E55 Compact Excavator is ideal for agricultural applications such as fruit farming. Bobcat even has a range of auger attachments to dig holes quickly and accurately.

Goscor Earth Moving (GEM), the official distributor of SANY, the fifth-largest construction and related equipment manufacturer in the world, will showcase its front-end loader and excavator range at NAMPO 2019, according to Murray Leith, who heads up SANY Operations at GEM.

The SYL 956H1 front-end loader is built tough, with a bucket capacity from 3 m³ to 4.6 m³ to ensure it is well-suited for the agricultural sector. The SY215C medium excavator has an operating weight of 21 900 kg, an engine output of 114 kW, and a 1 m³ bucket capacity.

Goscor Lift Truck Company will display its ever-trustworthy Doosan Electric 7-Series, which has been a reputable and durable staple in terms of agricultural equipment for 30 years, MD Darryl Shafto points out.

Goscor Cleaning Equipment has been the sole distributor of the Italian Maer brand of high-pressure washers for the past

decade, while the Sullair and Ozen range of air compressors will be exhibited by Goscor Compressed Air Systems.

"We pride ourselves on our customer service and the longstanding relationships we forge with our customers," Sales and Business Development Manager Duane Kruger comments.

Goscor Finance provides long-term financing options for farmers interested in any of the products and solutions from the Goscor Group, including maintenance plans if need be. Lastly, Prowalco Tatsuno will showcase its ICON 5000 Series commercial range.

"This is a locally-developed and manufactured fuel-dispensing and management solution that not only removes the burden from farmers of maintaining logbooks, but cuts costs, improves uptime, and allows farmers to focus on their core business of farming," Prowalco Tatsuno CEO Annali May elaborates.

Visit the Goscor Group at Stand C17 at NAMPO 2019 from 14 to 17 May at Bothaville in the Free State. For more information go to www.grainsa.co.za/pages/nampo/nampo-home.



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Lammie de Beer and Sampie van Heerden started the business in 1993, then trading as Technopol CC. It was converted into Technopol SA (Pty) Ltd in 1999 and has prospered ever since. The Company embraces transformation and is continuously working towards a more equitable business environment in South Africa.

Technopol SA is primarily involved in the manufacturing of Expanded Polystyrene (EPS) and value added products based on EPS. We specialize in creating innovative building solutions that are energy saving and environmentally friendly. Our vision is to exceed customer expectations for quality, safety, sustainability, cost, delivery, value and to become the supplier – and inspirer – of choice for Expanded Polystyrene (EPS) blocks; EPS sheets; EPS cornice; Insulated ceiling solutions; Adhesives and Polymers and Roof solutions, through leadership and innovation.

Our LiteCel™ range of Expanded Polystyrene foams find application in a hugely diverse range of applications from Void Filling Geolite™ covered with soil and concrete, Thermal Insulation cores for Wall Insulation products, LiteCore™ and Nuwall™, Floor Insulation and Roof and Ceiling Insulation (LiteSpan™, PolyCool™ and SuperCool™), special IBT building systems and decorative products.

At Technopol SA we provide purpose designed products to our customers that wish to construct with Innovative Building Technologies. All new buildings in South Africa must now meet the energy efficiency standards as set out in SANS 10 400 Part XA. At Technopol we also want to see people impart energy efficiency and thermal comfort into their dwellings and businesses by making it cost effective fit for purpose products available to the market.

We don't believe in a one-size-fits-all approach, but rather to provide the customer with a solution specific to their unique and diverse requirements.

We use best practise and proven methodologies to:

- Analyse the needs of our customers and resolve any problems that arise
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- Show the customer a roadmap of how we can partner with them, in order to make sure that we continuously add value, and assist them to have an on-going and innovative approach to achieving their building objectives

At Technopol SA we continuously strive to be at the forefront of pioneering the next level of value, and customer centric solutions the market has to offer.

We don't change the customer's needs to suit our

product; we tailor the solution to suit the customer's needs.

Technopol SA is committed to supporting the communities within which we operate. We believe in the practice of social responsibility and encourage similar behaviour in our employees and suppliers. We support the conservation of the physical environment and the prevention of pollution at our facilities; and as such our environmental commitments include:

- To constantly increase environmental consciousness and application in all personnel
- To achieve an environmentally friendly work place in order to promote Quality of Life for all employees
- To constantly strive to reduce any negative environmental impact of our products and processes
- To continue to invest in improved energy efficiency and energy conservation
- To conserve natural resources through efficient use and careful planning
- To control the creation of waste and, wherever practicable, recycle materials and waste. Hazardous Waste and effluents will be disposed of in a safe and responsible manner.
- To eliminate or reduce as far as possible the release of emissions or any pollutant that may cause environmental damage
- To assess new processes for possible negative environmental impact before introduction
- To undertake regular environmental monitoring and auditing of our activities
- To adapt to climate change and mitigation
- To protect the biodiversity and ecosystems
- Life cycle thinking

To date, Technopol SA is the only Thermal Insulation Manufacturer in South Africa that has an Integrated Management System that is ISO 9001, ISO 14001 and ISO 45001 Standards certified.

Technopol SA has a team of trained specialists, engineers and technicians who have built the necessary portfolio of experience to provide suitable solutions to any project. Our employees are motivated and active problem solvers.

One of the factors critical to Technopol SA's success was its decision to distribute its products not only to the South African market, but also Namibia, Swaziland, Lesotho, Botswana, Zimbabwe and Zambia.

At our plant in Springs, we undertake a number of rigorous quality checks on all our products in our own laboratory. Only after these checks have been completed will the products be distributed to our customers.

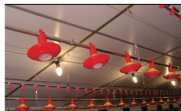


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Presteer uitstekend in alle gebiede waar mielies aangeplant word. Hoë lae potensiaal en besproeiing. Wenner in verskeie strookproewe oa. Vrede, Delmas, Bethal, Excelsior, Onderberg. In ander proewe altyd in die boonste groep. Die kultivar is ook baie smaaklik vir diere en word as wei mielie en kullvoer aangewend. Oesreste word baie goed benut.

Foto:

Excelsior 2.7 ton/ha 2015
14000 plante/ha. No.1 in die proef
Marquard 2017. Wenner met 7.5 ton
Marquard 2018. 2 de met 8.38 ton
Ficksburg 11.39 ton/ha 2014
32000 plante/ha, 4de in die proef



Droogte en hitte verdraagsaamheid

Langer periode van stofmeelstorting, tot 10 dae, verseker goeie bestuiwing onder lang periodes van hoë hitte. Geen blaarbrand kom voor op ons kultivars as gevolg van hoë temperature wat algemeen voorgekom het in 2015



Meerkoppigheid

Benodig laer plantestand as enkelkop kultivars, en gewoonlik 15% tot 20% minder saad per hektaar. Gevolglike laer insetkoste. Meerkoppige kultivars kan ook kompenseer indien die bo-normale groei toestande voorkom.



Siekte verdraagsaamheid

Verdraagsaamheid teenoor meeste mieliesiektes oor die hele mielie plantgebied, insluitend Natal wat bekend is vir 'n hoë voorkoms van mieliesiektes.

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Hoë siekte druk, misbêk area



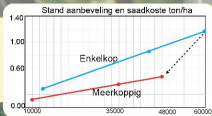
Saadkwaliteit

Baie moeite word gedoen om saadkwaliteit te verseker deur United Seeds. Graderings word goeie bestuur. Warm en koue kiemings word gedoen voor saad uitgelaai word om te verseker dat dit die saad kiem en groei-kragtig is. Alle pitgroottes word op proefplaas baie vroeg (Augustus) uitgeplant om kieming en groeikragtigheid te toets.



Bekostigbaarheid

Die laer plantestand per hektaar wat aanbeveel word vir meerkoppige kultivars, plus die prys van byvoorbeeld US 9610 van R1740.00 per 60 000 pitte, kan dit groot besparings op jou saadaankope meebring.



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ONS STRATEGIE EN DOEL

Ons strategie is om goeie kwaliteitprodukte te verskaf teen bekostigbare pryse vir almal; met die doel om dit vir alle boere en persone in Suid-Afrika moontlik te maak om so ekonomies moontlik toegang te hê tot water en effektiewe watergebruik.

Ons beoog om die goedkoopste verskaffer te wees vir alle waterverwante produkte in Suid-Afrika. Daarom word ons produkkreeks voortdurend aangepas en verbreed om 'n groter verskeidenheid van kliënte te akkommodeer in verskeie areas van ons land.

WAT ONS BIED

Ons spesialiseer in die pomp-toerusting en –toebehoere industrie. Ons is daar om te verseker dat u die beste moontlike oplossing kry vir u waterprobleme teen bekostigbare pryse (met kragbesparing altyd in gedagte).

Ons bied ook effektiewe oplossings met gekwalifiseerde personeel wat jare se ondervinding in die bedryf het. Verder verskaf ons nie net aan die publiek nie, maar ook aan groter maatskappy en agente sodat ons pompe landwyd maklik verkrygbaar is.

HUIDIGE PRODUKKEES BESKIKBAAR

Al ons produkte word vervaardig met die hoogste tegnologie uit Pole om kwaliteit te verseker; en word gedek deur 'n twaalf maande waarborg.

• Dompelpompe

Ons het tans 'n volledige reeks 4-duim pompe wat insluit enkel-fase, 0.37 kW tot 2.2 kW, asook 3-fase, 0.75 kW tot 7.5 kW. In 2010 is daar uitgebrei na 3-duim sonkragpompe wat langtermyn besparing verseker. Ons meer onlangse reeks sluit 6-duim pompe van 7.5 kW tot 22 kW in.

• Drukpompe

Drukpompe is beskikbaar in verskeie groottes vir menige toepassings in alle areas van gebruik en is ook ekonomies aangepas om krag te bespaar.

• Ander produkte

Aanvullend by ons hoofprodukkreeks bied ons ook 'n wye reeks besproeiingstoerusting aan, insluitend waterspuitte en pyp- en drupsisteme. Elektriesiteitsvrye areas kan ook baat vind by ons brandstoppompe en kragopwekkers!

VOORUITSIGTE VIR DIE TOEKOMS

Ons is tans besig met navorsing en vervaardiging van 'n volledige reeks positiewe verplasingpompe. Die doelwit is om binne die volgende paar maande hierdie reeks by ons produkte in te sluit – met bekostigbare pryse en toeganklik vir alle Suid-Afrikaners.

Sodoende hoop ons om ons kompetisie in die mark op hierdie produkte te laat snak na hulle asems en laer pryse in die mark af te dwing.

'n Landbou-reeks is ook in sig wat belooft om ons land se boere te help met suksesvolle wateronttrekking en waterlewering aan landerye, krippe en ander areas.

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A team of workers is easily distinguishable in a crowd and their presence is non-verbally described by their attire. Your team becomes easily identified as security officials, paramedics, construction workers, miners, farm workers, etc.

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Ethically and legally supplying your workforce with the appropriate workwear is a win-win scenario. They will be kept safe, warm and dry by their workwear. This is especially true of those working on the roadside with highly reflective workwear to ensure that they are always clearly visible to traffic.

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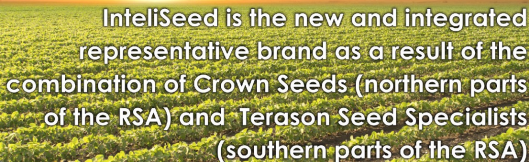
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InteliSeed is the new and integrated representative brand as a result of the combination of Crown Seeds (northern parts of the RSA) and Terason Seed Specialists (southern parts of the RSA)

Our company offers specialised solutions while promoting sustainable agricultural practices through our dedicated and qualified seed specialists on a national basis. Our specialists serve as valuable advisors in the company's mission to provide the best high quality and high yielding seeds that can be offered in South Africa's agricultural industry.

InteliSeed's product portfolio is strengthened through the exclusive distribution agreement with Syngenta Vegetable Seeds, and equally well-complemented by their sunflower portfolio. This partnership secures constant introduction of new genetics in both the vegetable and sunflower seed sectors. In addition, selective vegetable crop markets are supplemented from other selective supply sources to complement the vegetable seed portfolio.

With headquarters in Krugersdorp and various warehouses throughout South Africa, the company ensures timely delivery and stock availability to clients nationwide.

Through the successful integration with InteliGro Crop Solution Specialists, InteliSeed's seed specialists promotes an integrated

crop offering with selective and specialist focus, while remaining supportive towards the objective of optimised output and quality.

The oilseed focus is limited to sunflower-, soya- and canola seed, through dedicated and focused partnerships.

InteliSeed relies on its own testing premises located in Brits (Gauteng), Philippi (Western Cape) and Christiana (North West), South Africa, that allows the company to regularly screen, test and evaluate various new seed varieties.

The primary objective is to do first phase screening on the sites and thereafter adaptability trials at various strategic growing locations throughout the country. Following these series of trials, the varieties will then go commercial.

The company uses these facilities to train internal staff members on newly launched vegetable varieties throughout the development process, thus garnering them with valuable knowledge and building the company's capacity to serve our growers to the best of our abilities. InteliSeed is dedicated to venturing into African agricultural

within the next ten years with the aim to increase crop productivity, introduce new vegetable varieties and overall improve the quality of life for African growers.

It is well-known that there is a direct link between agriculture and food security and in this dynamic and ever-changing global environment, agriculture plays a vital role in the economic growth and stability of a healthy nation.

Agriculture requires business partners which can aid the industry in promoting sustainable production, with the development of a new generation of innovation and technology to fulfil these needs, and to find solutions to the challenges the industry has to face.

InteliSeed embraces the vision of promoting sustainable food security and the mission is to be the preferred seed and relation technology provider that promotes sustainable agriculture to the African continent.

**InteliSeed**
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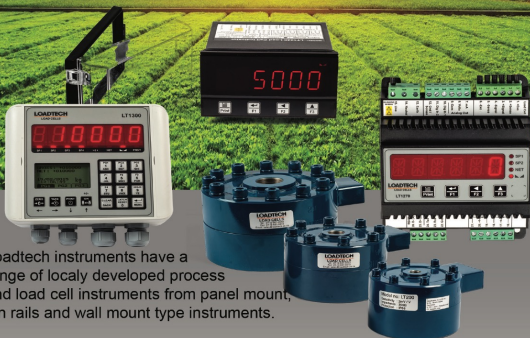
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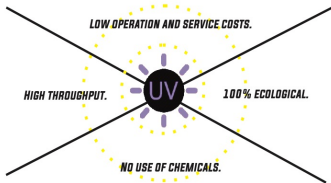


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2016 ISUZU NQR 500 DROPSIDE
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 200 136 KMS



MERC BENZ 1318 VAN BODY WITH TAILLIFT
 312 018 KMS



2011 MERC BENZ AXOR
 6 X 4 CATTLE BODY 635 514 KMS



2013 FAW 9-140 HORSE BOX - 5 HORSES
 WITH FEED LOT | 20 817 KMS



2016 NISSAN UD85 6 CUBE TIPPER
 195 652 KMS



2016 TATA 1518 DROPSIDE WITH
 HYVA HB150 CRANE | 41 652 KMS



2008 ISUZU NPR400 AMV CHILLER UNIT
 269 736 KMS



HINO 300 814 DROPSIDE
 347 663 KMS



2017 NISSAN UD100 CATTLE BODY
58 430KMS AND DRAWBAR CATTLE TRAILER
SOLD AS COMBINATION



2014 HINO 300 915 DROPSIDE | 351 925 KMS



2004 ISUZU FTR800 VAN BODY WITH TAIL LIFT
398 000 KMS



MAN 15-220 TAUTLINER WITH TAIL LIFT
148 000 KMS



2008 HINO 17-257 TAUTLINER | 6 X 2
492 721 KMS



2013 NISSAN UD100 TAUTLINER | 6 X 2
172 544 KMS



2009 ISUZU FTR 800 DROPSIDE
WITH PK12000 CRANE | 239 815 KMS



2012 NISSAN UD85 SKIPLOADER
325 000 KMS



2016 MAN 26-280 10 CUBE TIPPER
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2009 NISSAN UD86 FRIDGE
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Food extrusion is a form of extrusion used in food processing. It is a process by which a set of mixed ingredients are forced through an opening in a perforated plate or die with a design specific to the food, and is then cut to a specified size by blades. The extruder consists of a large, rotating screw tightly fitting within a stationary barrel, at the end of which is the die.

Food products manufactured using extrusion usually include some pasta, breads (crotons, bread sticks and flat breads), many breakfast cereals and ready-to-eat snacks, confectionery, pre-made cookie dough, some baby foods, full-fat soy, textured vegetable protein, some beverages and dry and semi-moist pet foods.

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PLASSON SA...

From humble beginnings in 1964, Plasson has grown to be one of the most respected poultry and piggery farming equipment suppliers in the international agricultural sector.

Plasson SA, formerly known as PPA, is a wholly owned subsidiary of Plasson and was established when there came a realisation that the agricultural industry will become increasingly dependent on technology for successful and sustainable farming. Data shows that the number of farmers in South Africa are decreasing, while the average size of farms have substantially increased. Farmers are realising the importance of modernisation and technological innovation to continuously increase production, lower input costs and stay competitive in a global market.

Moreover, over the coming decade, meat consumption is projected to continue on an expanding path with the demand continuing to increase. According to the Bureau for Food and Agricultural Policy's (BFAP) most recent agricultural outlook, chicken consumption is projected to accelerate again compared to the recent past, expanding by 27% over the next ten years, whereas egg consumption growth is projected at 9% for the ten-year period.

Farmers need world-class agricultural equipment, technological innovation and expertise to remain successful in a growing and challenging industry. This is where Plasson SA fits in.

PPA was the very first South African poultry equipment supplier to design and build panel housing in South Africa, a venture that proved so successful that panel housing soon became the industry standard in the country. Plasson Livestock started off with the now globally recognised Plasson Bell Drinkers, then developing the class-leading Nipple Drinking Systems and later adding automatic feeding equipment.

Plasson completes the package of equipment with a comprehensive Controlled Environment solution to

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suit any surrounding climate. Plasson SA is the official authorised sales and service agent for SKOV in Africa and specifically South Africa. SKOV is an industry leader and a world-renowned name on the international market for climate control and production monitoring equipment and software.

Plasson SA works alongside all leading poultry house construction companies in the industry, whether for broiler production, broiler breeders or commercial layers. Our wide range of feeding, drinking and ventilation equipment can be installed into, and can work with, any of the house designs and building types available. The installation of our range of equipment can also be adapted to fit any house type.

We offer a range of world-class nipple drinker systems for broilers and breeders which allow you to choose the nipple and flowrate tailored to your poultry production needs. Plasson's watering systems are customized to meet the demands of all climate conditions and production environments, while our automatic flushing system enables drinker line flushing with full control of the flushing program via a Wi-Fi application.

Plasson Livestock also has wholly owned subsidiaries in Brazil, France, China, and Mexico, and selected distributorships and agencies that have been set up in key locations all over the globe. Efficient and committed client service, including aftersales service and ongoing support of our lifetime customers, are part of our offer that sets us apart from the rest.

AT PLASSON SA, WE ARE PASSIONATE ABOUT AGRICULTURE, PASSIONATE ABOUT OUR CLIENTS AND COMMITTED TO PROVIDING YOU, THE LIVESTOCK FARMER, WITH THE RIGHT SOLUTION EVERY TIME

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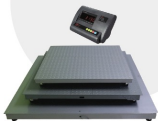
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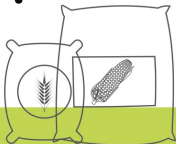
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AQUA-RIGHT® is a water-soluble buffer for specific use with those agricultural chemicals whose optimal performance in spray water requires a pH of 3, 5 or 7. It also contains a wetting agent and humectants.

WHY USE THE AQUA-RIGHT® - SERIES?

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- AQUA-RIGHT® 3, 5 and 7 creates a stable environment, at the chosen pH, for the agrochemical.
- AQUA-RIGHT® 3, 5 and 7 prevents alkaline as well as acidic hydrolysis of agrochemicals.
- AQUA-RIGHT® 3, 5 and 7 contains a wetting agent.
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Rolfes Agri

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Soil Conditioners

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FORMULATING SUSTAINABLE GROWTH

ROLFES GROUP IS AN INNOVATIVE, SOLUTION-DRIVEN CHEMICAL SPECIALIST PROVIDER, ESTABLISHED IN 1998 AS AGCHEM AFRICA (PTY) LTD. ON 7 DECEMBER 2017 IT WAS ANNOUNCED THAT THE HOLDING COMPANY'S NAME WOULD BE ADOPTED AND WAS CHANGED FROM AGCHEM AFRICA (PTY) LTD TO ROLFES AGRI (PTY) LTD.

Rolfes Agri invests considerable time and energy in product development. Their innovative development team makes Rolfes Agri attractive to suppliers, distribution agents and toll manufacturers alike. With inputs from dedicated analytical, independent registration consultants and its in-house expertise, Rolfes Agri has been able to streamline their product development to include all aspects of agricultural remedies, types of formulations and methods of manufacture.

Being based in South Africa, a country with as much as 24 climatic regions, Rolfes Agri understands the vast and changing variety of agricultural product requirements. They are committed to maintaining their purpose of developing, formulating and manufacturing innovative agricultural products of consistent high quality for both local and international markets.

Their comprehensive product range consists of:

- Adjuvants
- Fungicides
- Herbicides
- Insecticides
- Fertilisers
- Soil conditioners
- Biological products
- Seed treatments

As a leading provider of critical solutions and services, Rolfes Agri has the following established divisions:

- **Agriculture:** Specialised local chemical solutions and analysis services for semi-permanent and permanent crops. They use their extensive knowledge and expertise to optimise genetic potential, building plant immunity, alleviating stress and offering plant

and crop protection. Water quality and product efficacy are also addressed.

- **Food:** Addressing the need for food security, water treatment and manufacturing demand, Rolfes caters for this ever-increasing necessity. They are a premium additive and ingredient supplier, importing and locally manufacturing chemical commodities to the food and beverage, bakery, dairy, pharmaceutical and cosmetics industries.
- **Chemicals and leather:** Provision of an extensive range of solution-focused compliant industrial chemicals and services.
- **Colour:** Distribution of a wide range of organic and inorganic pigments and manufacturing in-plant and point of sale dispersions. They also provide knowledge and expertise on how to mix colours to create a range of colours based on local preferences and international standards.
- **Water:** Total industrial water management solutions, including specialised water purification solutions and products to the industrial, mining, home and personal care markets. The manufacture and distribution of pure beneficiated silica to the mining, metallurgical, fertiliser, water filtration and construction industries.

With a robust and agile business model focused on strengthening, building and growing, Rolfes is a leading black empowered, industry-compliant supplier of agricultural, food, industrial and water chemical management solutions and services for the local and international markets.





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Irrigation pumps are used to pump water from a lower to a higher level from which the water then flows through channels to the fields requiring irrigation (lift operation) or to raise it to the required pressure head so that it can be sprayed on the fields via piping systems (sprinkling). The heads involved range from approximately 1 m for normal lift operation to 40 m for sprinkling. In special cases, heads exceeding 100 m may be required.

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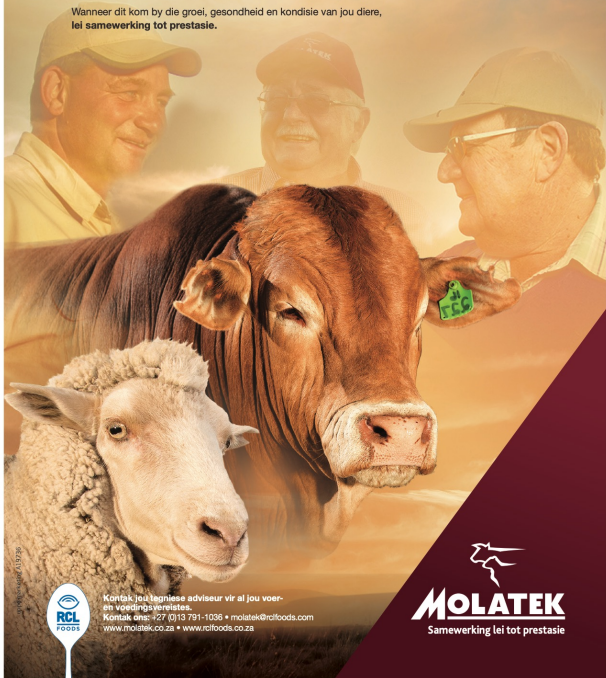


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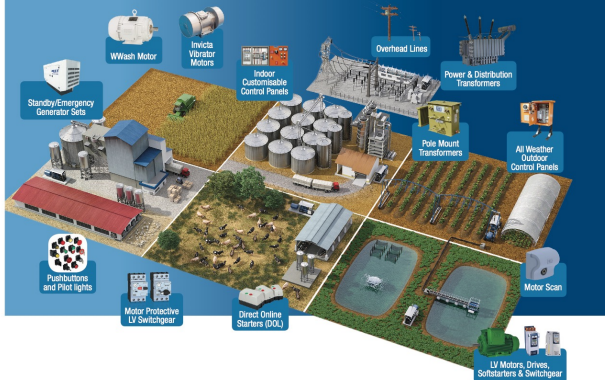


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WEG IE3 Top Premium Efficiency motors and WEG Variable Speed Drives (VSDs), from Zest WEG Group, will do just that.

As a supplier with a solid track record in irrigation applications, Zest WEG Group can provide an example to show how energy costs can be reduced. In a pivot pump application which operates for 4000 hours in a single year - relative to two planting cycles - it was possible to do a comparison between a standard efficiency IE1 motor (91% Eff) and a premium efficiency WEG IE3 motor.

WEG IE3 Top Premium Efficiency motors not only offer

maximum ingress protection with a higher winding insulation system to increase motor life expectancy, but also offer efficiencies of up to 96.6% and benefits can be seen when compared against IE1 standard efficiency motors. Using a 22 kW 2 Pole at 75% of full load IE1 motor with an efficiency of 91%, measured against a WEG IE3 motor with 93% efficiency, estimated savings of R2100 per year at the current tariff will be achieved.

Much higher savings can also be realised by using a WEG VSD in combination with a WEG motor. An IE1 electric motor, again operating for 4000 hours per year at 91% efficiency, will consume about R93 800 worth of energy still using old methods by means of valves that can be throttled to reduce the output of water volume and/or pressure. The same water volume and/or pressure could be achieved using a VSD to reduce the motor speed while simultaneously further reducing the energy absorbed when compared to running the motor

direct online from a power source. If a 10% reduction in operational speed using the VSD is assumed, further savings of 22% to 27% could be achieved; based on the affinity law principle of hydraulics.

The Zest WEG Group wants to be your partner in creating energy savings in your irrigation applications. Contact us today to make this a reality.



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SMART AGRICULTURE: THE KEY TO FOOD SECURITY INTO THE FUTURE



By 2050 the world's population will reach around 9.2 billion, 34% higher than today. To meet the nutritional needs of these extra mouths the Food and Agriculture Organisation of the United Nations (FAO) estimates that global food production will need to increase by 70%.

Given that the land available to produce food cannot be increased, there are only a limited number of ways that this increase in production can be achieved – and that is through rethinking how we farm and changing our 'business as usual' approach.

John Hudson, Head of Agriculture at Nedbank Business Banking, says that sustainability and conservation, together with technology and innovation, are the drivers in the development of more efficient and more productive agricultural practices.

'Fortunately, there are many innovative products, startups and industries that are being developed with these drivers in mind,' he says. 'Take the South African aerial data analytics specialist Aerobotics (Pty) Ltd, with whom Nedbank is partnering, as an example. Aerobotics uses satellites and drones to capture bird's-eye-view, multispectral images of crops to help farmers optimise yields and manage costs, crop health and diseases.'

The company has built a solid client base of farmers and agricultural consultants in South Africa, other parts of Africa, Australia and the United Kingdom – and has recently taken the United States agricultural market by storm.

Nedbank is further driving innovation in the agriculture sector through its funding of the Nedbank Stellenbosch University LaunchLab. In its focus on the agrisector, including agritech and greentech, the lab explores innovative options in the use of technology to ensure that the agrisector is given an edge in ensuring its goals. Some of the agribusiness innovations being developed through the incubator

“...sustainability and conservation, together with technology and innovation, are the drivers in the development of more efficient and more productive agricultural practices.”

are water conservation, solar and wind technology, investment funds for farm labourers and agridata management. The lab also provides access to mentors, research and business development expertise to incubator companies, of which 100 new ones have been established since the lab was launched in 2014.

Hudson says that renewable energy and water conservation are key aspects of future food security and a sustainable future, and that the use of technology and innovation are key enablers also in this regard. 'Innovations that provide farmers with data indicating the precise moisture content, soil quality, fertiliser needs, when to plough, etc mean that farmers use less water, less energy and less fertiliser.'

In line with its commitment to driving innovative and sustainable agriculture, **Nedbank is the lead sponsor of the Nation in Conversation sessions taking place at the 53rd annual Nampo 2019 Agricultural Trade Show taking place from 14 to 17 May in Bothaville, Free State.** Nation in Conversation is widely regarded as the 'voice' of the producer and its key partners in the agriculture food chain. 'We are committed to supporting all players in the agrispace, sharing our financial agricultural expertise and playing a role in advancing profitable, sustainable practices throughout the production and consumption value chain,' concludes Hudson.

Please visit us at our stand at Nampo in the Roodebank Hall, or get in touch by sending an email to agriculture@nedbank.co.za.

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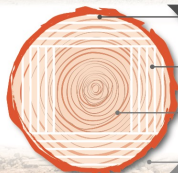
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There is no need to buy a tractor or lawnmower when you can find a variety of ATV attachments to simplify your tasks. At QuadMaster we have made the ATV an even more valuable tool by bringing you matching implements and attachments. Transform your quad bike into a multiple agricultural tool with the many possibilities available to make your life easier. The R & D team at QuadMaster have developed a range of versatile equipment, providing practical solutions to many everyday tasks. This combination has replaced tractors and implements in many parts of the UK and other parts of the world. QuadMaster equipment is easy to use and maintain and is designed and built to the highest quality standards.

LET US TAKE A LOOK AT THE DIFFERENT WAYS YOUR QUAD BIKE CAN BE ENHANCED.

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Turn your quad bike into the ultimate gardening and agricultural tool with watering and spraying attachments. You can find attachments that will help you with spraying for pests or watering your precious produce, all from the comfort of the seat of your quad bike.

TRAILERS & CARTS

The addition of a trailer or cart to the back of your quad bike increases its productivity capacity tenfold! These quad implements will broaden the duties that you can perform on your ride - from hauling heavy loads and

moving hay bales, to transporting your staff or guests around the property. The available dump cart attachments also make your offloading needs simpler.

LAWNMOWERS

Your quad bike can become even more dynamic and save you money on buying extra machinery with the lawnmower attachments available from your local farming suppliers. These attachments also makes mowing the lawn more simple and fun as you can perform the task while driving your quad bike instead of having to push a lawnmower around.

CULTIVATION ATTACHMENTS

Tasks such as ploughing, tilling, harrowing and cultivation, are just some of the tasks that can be successfully performed by your quad bike with the relevant attachments. By browsing through an agricultural products directory for local farming suppliers, you can find quad implements that suit the power capacity of your vehicle.

The beauty of QuadMaster's equipment is that it is incredibly robust, simple to operate, yet functional enough for any farmer to enjoy using it. Their equipment is designed for four wheelers, but can be used with garden tractors and bakkies. Quad implements provide a cost-effective solution to your machinery requirements, especially when you already have a good quad bike for usage.

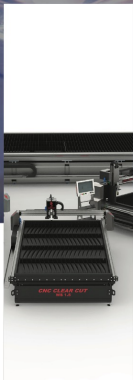
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Successful succession requires thorough planning

Succession planning and the circle of life has one thing in common: it simply cannot be ignored or wished away.

The choice of successor or successors starts with the business strategy of the family farming enterprise. It will therefore be prudent to deliberate on the existing and potential future challenges of the farming enterprise, so as to determine the critical success factors.

These success factors will then serve as the starting point in identifying potential successors who have the ability and willingness to promote the successful management of the family farming enterprise.

"Ensuring a sustainable family farming enterprise for future generations requires planning for unforeseen events, such as the premature death or occupational disability of the existing owner or manager and/or potential successor, as well as the normal retirement or resignation of the existing owner or manager. Integration of the next generation is another important element of successful succession," says Koos Nel, head of Agri Market at Old Mutual.

Importance of a succession plan

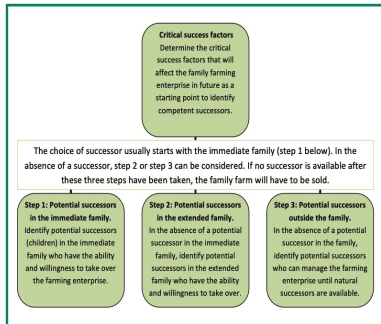
The lack of proper succession planning is one of the main reasons why businesses do not survive and are taken over or sold. Research conducted among farmers

shows that 21% have not yet identified a successor and, by implication, does not have a succession plan in place. The succession planning process is illustrated by Figure 1.

There are also additional steps that can be followed:

- **Preparing a successor:** Training in technical skills to farm successfully, and exposure to management decisions to develop adequate management skills.
- **Establishing a successor:** Succession does not only affect the existing family. Successors must establish relationships with various interest groups, such as employees, financial institutions (banks, etc.), customers, and suppliers.
- **Financial advice and planning instruments:** Make sure that the structure of your estate planning is correct and tax-friendly and that your will and trust(s) are aligned with your planning. Allow the current owner to retire and to hand over the reigns as planned, but remain involved. If no successor is identified, formulate a plan and consider a buy/sell agreement and possible funding of the transaction through a life policy.

Figure 1: Flow chart of the succession planning process.



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For more information, contact Koos Nel, head of Agri Market at Old Mutual, on 082 459 1407 or email knel1@oldmutual.com. Old Mutual Life Assurance Company (SA) Ltd is a licensed financial services provider.



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- Modelle: 6-Ry / 8-Ry / 10-Ry / 14-Ry / 16-Ry / 20-Ry
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- Plant van weiding op suiwel & vee plase of dekgewas in wingerde & vrugteboorde

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