

# AGRIFOODSA MAG

FREE SUPPLIERS GUIDE

FEB - MAR 2019  
Vol 3 • No 5



STAALBOER

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Hello there and thanks for picking up the Feb/ Mar 2019 edition of the AGRIFOODSA Magazine.

We're basking in the last rays of summer sunshine and getting ready for a comfortable African

autumn, all the while wondering how March is already here?! With the new year steam rolling by, there's no time to waste in life or business and so we encourage you to contact one of the many advertisers contained within the 68 pages in your hands right now to start or finish those tasks you've set out to do.

Alternatively, head over to our AFSA Website at <http://www.agrifoodsa.info> for thousands more.

Our cover featured advertiser this month has been a long-time friend of AGRIFOODSA.

Staalboer is a Proudly South African company manufacturing steel panel reservoirs with capacities ranging from 15 000l to 4 000 000l and heights ranging from 1,3m to 4,9m. The structures are fully galvanized and have a life expectancy in excess of 20 years. Dams have a more pleasing appearance and much better wind resistance than corrugated dams. It carries a 10 year pro-rata warranty against sun damage. These cost-effective reservoirs are easy to transport by a long wheelbase bakkie, and can be shipped anywhere in the world. The dams can be erected in minimal time by unskilled labour using only basic hand tools and they don't require a concrete floor. However, Staalboer can do the erection for you.

Find their contact info on page 43.

Do remember to head over to our Competitions page on the AFSA Website at (<http://www.agrifoodsa.info/competitions>) to win some fantastic prizes and support our social media pages.

Our AFSA Facebook page (<https://www.facebook.com/agrifoodsa>), as well as all other major platforms, offer select content like Boerate, Advertiser Showcases, recipes and funnies and interesting articles.

Enter our weekly competitions and activities to win a Takealot.com voucher.

Lastly, we're very excited to announce the launch of our brand new newsletter and electronic magazine, so keep an eye on your Inbox for that.

Until we see you at Nampo.

*Chantell Schmahl*

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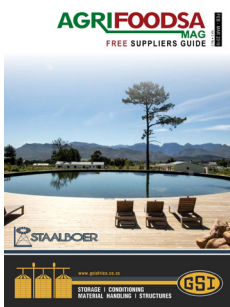
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## LAYOUT, PUBLISHING & DISTRIBUTION

MES Consultants South Africa

Format	: B6, full-colour, glossy magazine
Frequency	: Bi-monthly
Language	: Bilingual
LSM	: 6-10
Print run	: 20 000 minimum
Readership	: 180 000
Distribution	: Nationally available at agricultural outlets (see pages 64-65 for distributors)
Read online	: <a href="http://www.agrifoodsa.info/magazine">www.agrifoodsa.info/magazine</a>



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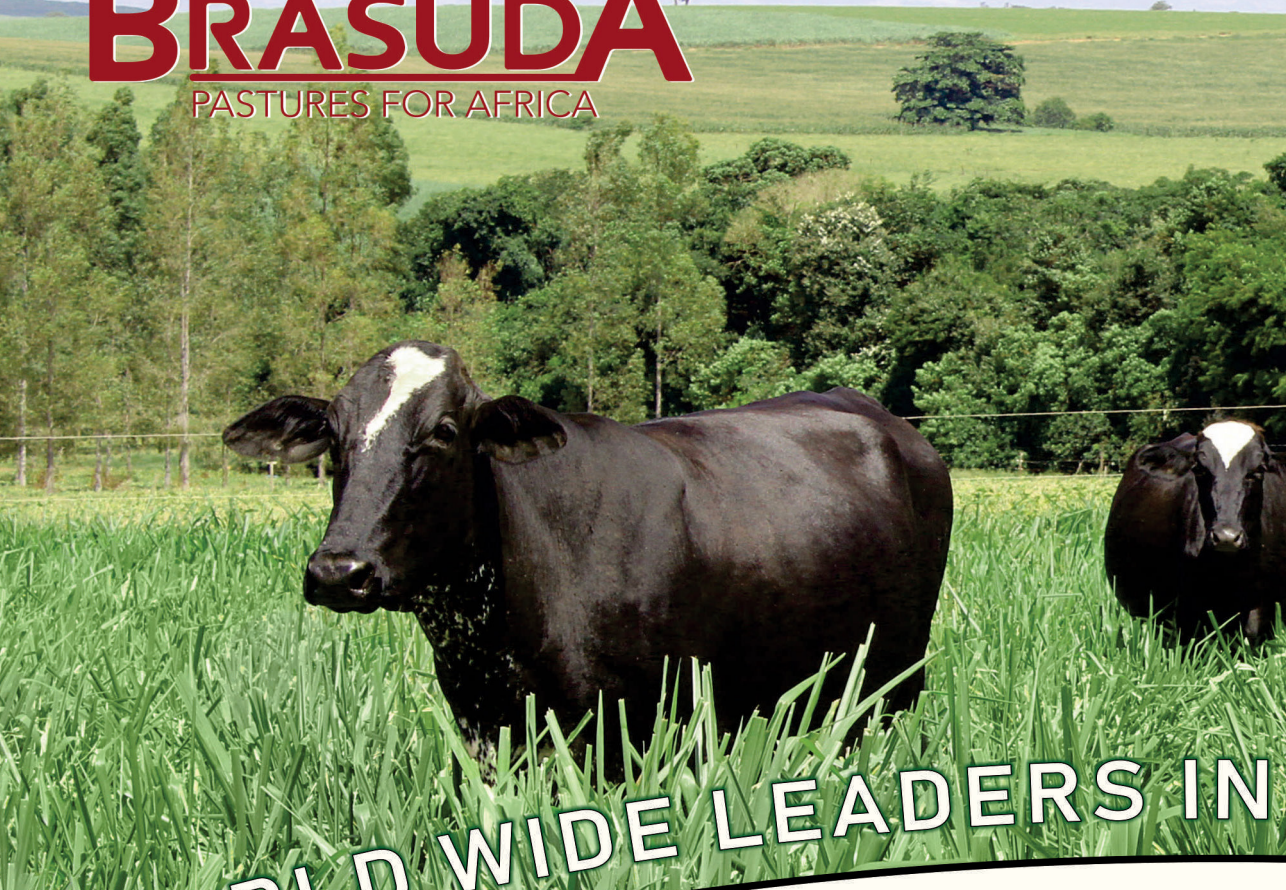
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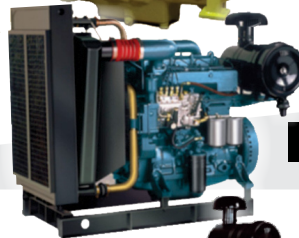
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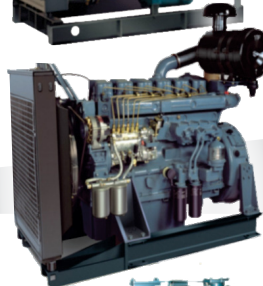
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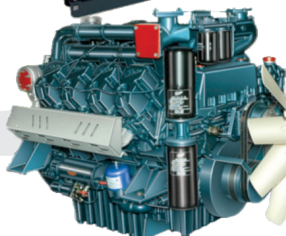
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- Supply your full name, contact number and the province you intend to farm in
- We will reply with the background and insights required to review the activities

## STEP 2

### ARRANGE A MEET AND GREET AT A FACILITY...

- Contact us at [info@coniglio.co.za](mailto:info@coniglio.co.za) after you have reviewed the requested information
- Make an appointment to visit one of our facilities
- Meet with a farmer and experience a rabbit farming operation
- Evaluate building requirements and have an opportunity to ask questions related to farming operations
- Decide whether rabbit farming is for you

## STEP 3

### BOOK YOUR CONTRACT TRAINING COURSE...

- Contact us after or before your visit and reserve your seat for a training day by sending us proof of payment to [info@coniglio.co.za](mailto:info@coniglio.co.za)
- We will confirm your seat and send you a tax invoice
- We will forward you an electronic copy of the training manual for your preparations, preparing your contract for signature and finalise your quota(s)
- Look at your housing requirements and finalise your layout

## STEP 4

### FINALISE YOUR EQUIPMENT ORDER AND START PREPARING YOUR RABBITRY...

- After you have reviewed the information supplied and have visited a facility you will have a good understanding thereof and would be able to indicate the size of operation you would like to set up
- You can finalise your order before or after the training by sending us proof of payment to [info@coniglio.co.za](mailto:info@coniglio.co.za)
- We will confirm your order and send you a tax invoice
- We will place your equipment orders and manufacturing will commence
- After 60 to 90 days your housing structure should be ready and we will deliver your equipment in stages after which you will commence with setting up your rabbitry
- When completed you will collect your breeding stock from the closest facility
- We will assist with a phased approach to start up your operations, and support and assistance will be in place for the remainder of your contract
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**CONTACT US VIA EMAIL AT [INFO@CONIGLIO.CO.ZA](mailto:INFO@CONIGLIO.CO.ZA) SHOULD YOU REQUIRE PERSONAL ASSISTANCE AND WE WILL CALL YOU**





# HAS CREATED A COMPLETE NEW FOR OUR CONIGLIO FARMERS

Our website is dedicated to rabbit farming activities and provides background and current operational insights

#### PREREQUISITES TO FARM

- Agriculturally zoned land
- A building or structure to house your animals
- Infrastructure (security, water and electricity)
- Rabbit farming / breeding equipment
- Breeding stock (production do's and commercial bucks)
- Farming Contract
- A person to take care of the farming operations (farmer)
- One labourer for every hundred production animals
- Transport to deliver your livestock to the rabbittoir or pickup point
- Commercial pelleted feed for rabbits and / or primary produced feed
- An Environmental Impact Study (if required)



#### POPULAR AROUND THE WORLD

Rabbit meat is produced and consumed all over the world is famous in many European, African and Asian communities. In some countries, it is a delicacy, and for some, it is as ordinary as chicken and an every day consumed protein.

It should be a bit of a surprise that it is the fifth most slaughtered animal in the world, outnumbering lamb, beef and goat, just three of the most popular proteins to the African continent except chicken, of course.



#### NO SPECIAL COOKING SKILLS REQUIRED

Special culinary skills are NOT required when cooking with rabbit meat and like with any other meat products only basic portioning and cooking knowledge is required.



#### NEW

We have also created a complete new browsing experience for our Rabbit Meat Buyers at [www.buyrabbitmeat.co.za](http://www.buyrabbitmeat.co.za).

This site is dedicated to rabbit meat products and showcase various rabbit products promoting the culinary experience around cooking with rabbit meat.

Coniglio Rabbit Meat Farms specialises in stimulating the supply of quality rabbit meat products mainly for export and specifically targeted local markets.

READ MORE ON OUR BRAND NEW SITE [WWW.BUYRABBITMEAT.CO.ZA](http://WWW.BUYRABBITMEAT.CO.ZA)



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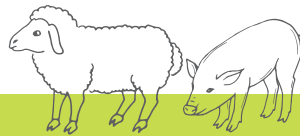
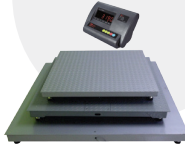
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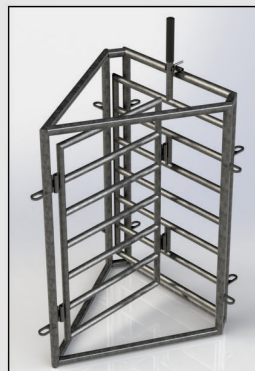
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# SMART AGRICULTURE: THE KEY TO FOOD SECURITY INTO THE FUTURE



**B**y 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](mailto:agriculture@nedbank.co.za).**

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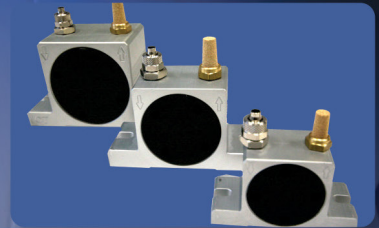


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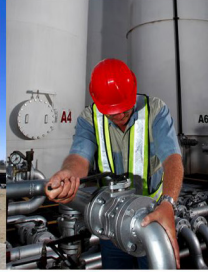
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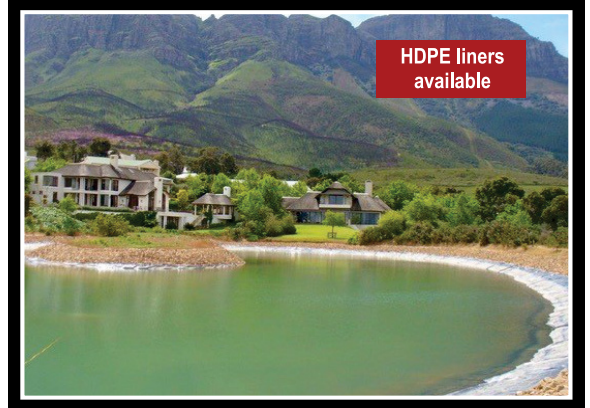
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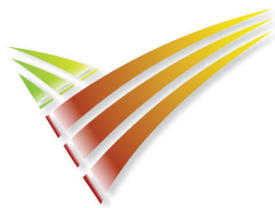
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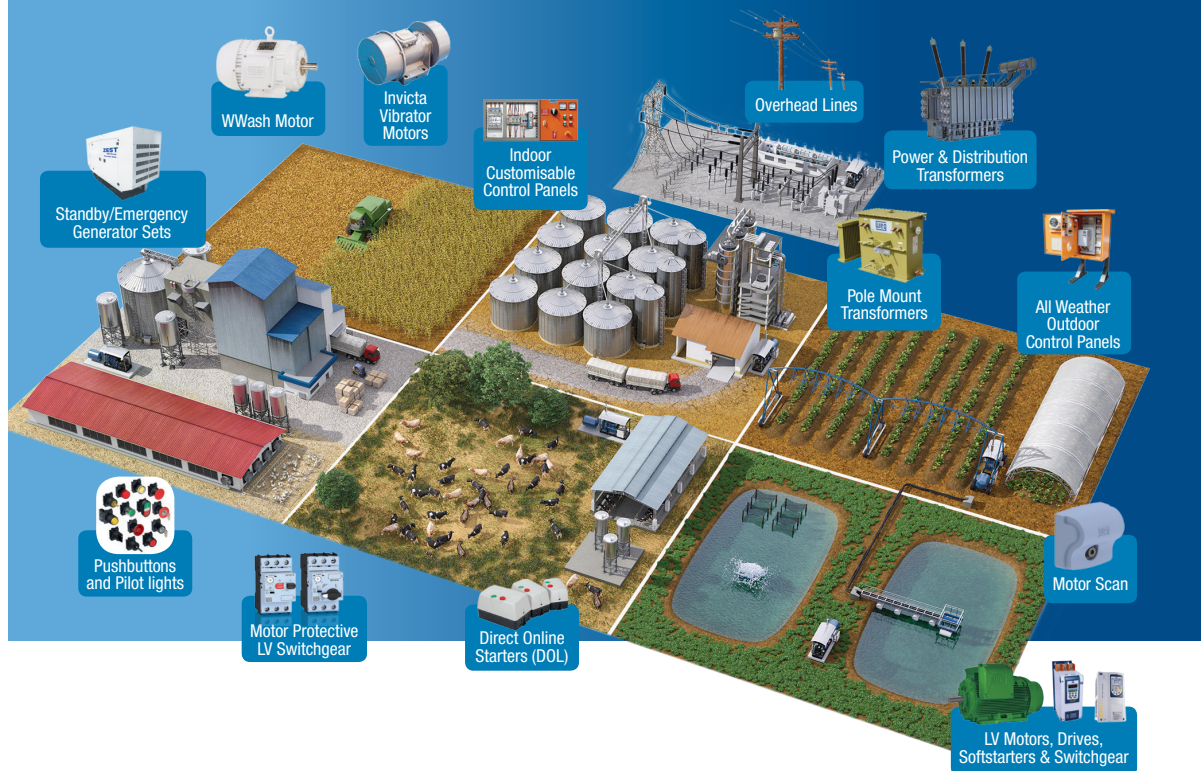
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WEG IE3 Top Premium Efficiency motors not only offer

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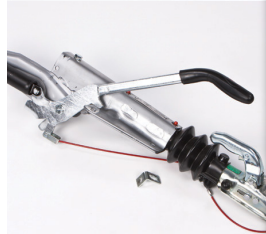


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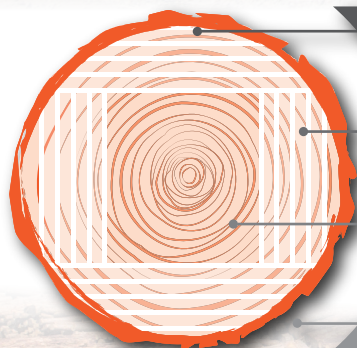


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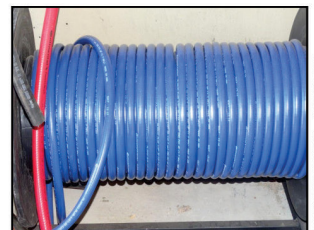
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# Successful succession requires thorough planning

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*.

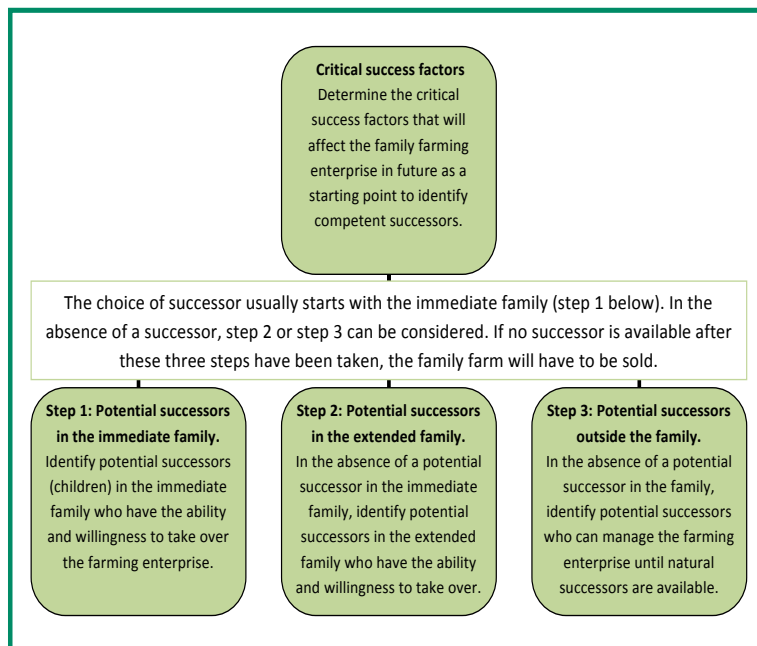
There are also additional steps that can be followed:

- **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.

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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](mailto:knel1@oldmutual.com). Old Mutual Life Assurance Company (SA) Ltd is a licensed financial services provider.

Figure 1: Flow chart of the succession planning process.



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



14-RY / 16-RY / 20-RY:  
PLANT WEIDING OP  
SUIWEL & VEE PLASE



6-RY / 8-RY / 10-RY:  
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