

the dairymail

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PUBLICATION FOR THE DAIRY INDUSTRY

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ONS MOET ANDERS DINK!

Dr Chris van Dijk, uitvoerende hoof van die MPO

“Met die meer proaktiewe benadering van die MPO wil ons graag hande vat met die bedryf en saam die volgende hoofstuk in hierdie pragtige bedryf van ons betree.”



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to read the English version of this article.

Diegene van ons wat al langer in die suiwelbedryf is, staan dikwels verstom oor die dramatiese veranderinge wat oor sowat 30 tot 40 jaar in die Suid-Afrikaanse suiwelbedryf plaasgevind het. Net so staan ons verstom oor die uitwerking wat die verlamende droogte in 'n relatief kort tydperk op baie van ons suiwelboere gehad het en meen baie mense tereg dat die Suid-Afrikaanse suiwelbedryf by 'n kruispad is. Die klimaat en die onbestendigheid in die mark en 'n omgewing waar al hoe meer bestuurs- en tegniese vaardighede benodig word, maak suiwelboerdery nog meer ingewikkeld vir diegene wat reeds boer en meer onbereikbaar vir diegene wat wil boer. Daarenteen is dit ook waar dat diegene wat meeste van bogenoemde struikelblokke kan oorkom 'n groot sukses van hulle boerdery maak. Laasgenoemde is diegene wat anders dink! Van hierdie suksesvolle boere benut die onbestendigheid van die mark ten volle. Meer belangrik is die feit dat hoewel hulle van die room in die goeie jare afskep, hulle ook hierdie goeie jare gebruik om hulle kuddes te optimaliseer en hulself voor te berei vir die sikliese laagtepunte in die suiwelbedryf. Van hierdie boere is ook bereid om berekende besluite ten opsigte van uitbreidings en ander beleggings in hulle boerderye te neem – hulle besef die belang daarvan om koste-kompetender te wees en produseer melk winsgewend ten spyte van verhoogde insetkoste. Hierdie boere besef ook wat die impak van suiwelboerdery op die omgewing is en het reeds aanpassings gemaak om hieraan te voldoen. Hulle het ook 'n intense belangstelling in die welsyn van hulle diere en probeer elke dag om 'n optimale omgewing vir hulle diere te skep. Die nuwe strategiese benadering van die MPO spreek bostaande aangeleenthede op verskeie vlakke aan. Met die meer proaktiewe benadering van die MPO wil ons graag hande vat met die bedryf en saam die volgende hoofstuk in hierdie pragtige bedryf van ons betree. Om dit te kan doen, sal ons anders moet dink!

Dr Chris van Dijk

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NECESSITY IS THE

MOTHER OF INVENTION

Robyn Joubert, editor of *The Dairy Mail*

Adapting to change doesn't have to be scary – in fact, the survival of a species often depends on it. Dairy farmers are continuously adapting and learning how to produce the most milk in the most efficient way possible.

At the moment, it seems that the South African dairy farmer is once again at a crossroads, with soaring input prices and lagging milk prices adding even more pressure to farmers battling to survive the worst drought in 30 years. This will probably become one of the defining moments in our history as an industry. A moment where some farmers find the courage and know-how to evolve, to stay ahead of the game, to find, against all odds, some new horizon to strive

for. Those farmers will emerge victorious, alive to fight another day, another disaster. We salute you, because we know that it is a very lonely road to your destination!

If there is one thing that this drought has shown me, it is how close a community we really are. One only has to look at the outpouring of support on social media to know that farmers are not alone. The unbelievable generosity of strangers shown over the past few months has revived my faith in the human race. They say necessity is the mother of invention, and I think we can all agree that we need some inventive thinkers now more than ever.

This month we also introduce our very first crossword puzzle winner! Thanks to AgriBonus for being the first prize sponsor; we couldn't have done it without

you. Turn to page 128 to find out who won and to enter this month's competition.

Speaking of change, this will be the fourth month that TDM has published the main articles in each pillar in both English and Afrikaans, making the second article available by way of a QR code. Has this improved your reading experience? I would love to hear about it! For the technically challenged among us, turn to the Dairy Calendar on page 29 to find out how to download your very own QR code tag reader.

If we choose to see them, there are constantly new horizons to aim for. It is up to us to make the most of those opportunities that cross our paths, and if they don't, to create our own.

Robyn Joubert

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SLOW GROWTH EXPECTED

Dr Koos Coetzee, MPO economist

“Clearly there is still scope for further price increases.”

The key feature of this month's Dairy Digits is the sharp decrease in milk intake of 4,9% from January 2015 to January 2016. Last month's milk intake decreased by 3,5% compared to that of December 2014. This trend will continue and the Milk Producers' Organisation (MPO) estimates that total milk deliveries in 2016 will be at least 3% lower than in 2015. Total production in 2015 was still 5,5% or 163 million litres more than in 2014.

- Figure 1 shows the effect of the weakening rand on South African prices of dairy products. It shields South Africa against the effect of lower global dairy product prices.
- Figure 4 illustrates the low level of producer prices

compared to the price of dairy products at the factory gate. Isolated price increases in January did result in a slight increase in the raw milk price index. Clearly there is still scope for further price increases.

January 2016 milk intake -4,9%

Total 2015 milk intake +5,5%

Projected 2016 milk intake -3,0%

These comments are based on Dairy Digits of March 2016. However, the views expressed here are those of the MPO and do not represent those of Milk SA. Although this piece has been drawn up with care and as objectively possible, the MPO does not accept responsibility for the results of any decisions made as a result of these views. **TDM**



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DROOGTE

impak en persepsie

deur dr. Chris van Dijk

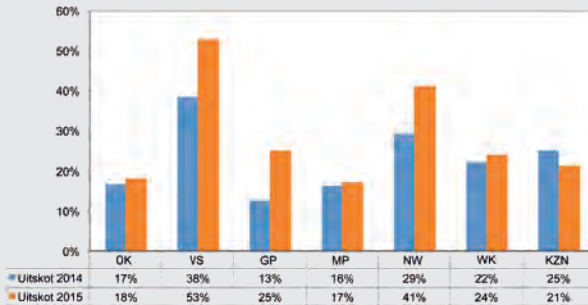
Die SA Weerdiens het 2015 amptelik as die droogste jaar sedert 1904 verklaar. Baie artikels verskyn oor die effek van die droogte op landbou, maar ongelukkig is daar min of geen kommentaar oor die effek van die droogte op die Suid-Afrikaanse melkprodusent nie. Daarom het die MPO dit goedgevind om 'n opname te laat doen oor die impak en persepsie van melkprodusente van hierdie droogte.

Omdat hierdie opname oor 'n baie kort tydperk aan die einde van 2015 gedoen is, met 'n relatief klein groepie respondente, wil ons dit geensins as 'n statisties betekenisvolle opname beskou nie. Die resultate is egter kommerwekkend en verdere opnames sal gedoen moet word om die resultate te bevestig. Die MPO is van mening dat alle rolspelers in die produksieketting van hierdie resultate moet kennis neem. Opsommend is die gevolge van die droogte baie negatief, veral wat die binnelandse boere betref.

Kuddegroottes het ook veral in die droër dele van die land afgeneem weens die uitskot van selfs lakterende koeie. Die gebrekkige beskikbaarheid van voer en water is van die hoofredes waarom meer as 60% van die boere in sekere provinsies aangedui het dat hulle hulle melkerye weens die droogte sal moet staak. Twee tydperke, naamlik Mei tot Julie en Oktober tot Desember, is vir onderskeidelik 2014 en 2015 ontleed, om te bepaal wat die effek van die droogte op produsente in die verskeie reënvalstreke was.

PRODUKSIE EN UITSKOT

Figuur 1 Uitskot as 'n persentasie van lakterende koeie



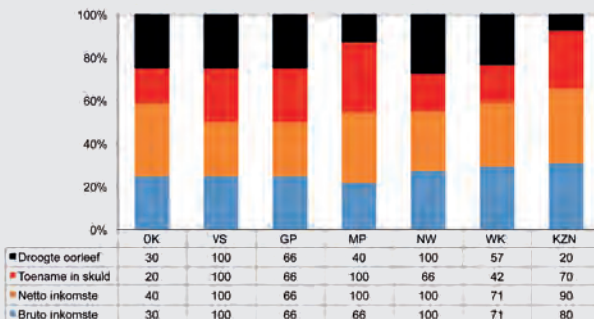
Tabel 1 Vergelyking van produksiesyfers in %, 2015 vs 2014

	Mei	Junie	Julie
Melkproduksie	+11	+6	+6
Aantal koeie	+6	+4	+2
Gemiddelde produksie	+6	+3	+0
	Oktober	November	Desember
Melkproduksie	+8	+1	-1
Aantal koeie	+2	+4	+3
Gemiddelde produksie	-0,2	-0,4	-0,4

Die gemiddelde toename of afname van melkproduksie en aantal koeie vir 2015 teenoor 2014 word in tabel 1 weergegee. In die Oos-Kaap en Wes-Kaap is die syfers redelik stabiel, waarskynlik as gevolg van normale reënval in die Oos-Kaap en die beskikbaarheid en bekostigbaarheid van voer in die Wes-Kaap. Ten tye van hierdie opname en daarna het die beskikbaarheid van ruvoer landswyd 'n krisis begin raak en pryse het dramaties begin styg. Mpumalanga se 1% toename in uitskot is waarskynlik as gevolg van die klein aantal boere wat vanuit Mpumalanga gerapporteer het. Dramatiese syfers van 25% (Gauteng), 41% (Noordwes) en 53% van kuddes wat in die Vrystaat in 2015 uitgeskot word, is kommerwekkend. Redes vir uitskot het in meeste provinsies gevarieer tussen reproduksie, produksie en mastitis, maar in veral die Vrystaat en Noordwes is die oorwegende rede aangedui as die droogte.

EKONOMIESE IMPAK

Figuur 2 Produksente se persepsie oor die droogte



Produksente in die droogtegeteisterde areas was dit eens dat droogte en die gepaardgaande beskikbaarheid en koste van ruvoer 'n wesentlike rol kan speel in die sukses al dan nie

van 'n melkery. Volgens die meeste respondente sal ander faktore soos hael, vloede, siektes en regulatoriese aspekte nie so 'n groot rol speel soos die droogte en die prys van voer nie. Volgens figuur 2 was 100% van respondente in die Vrystaat van mening dat hulle nie die droogte gaan oorleef nie, 100% het 'n toename in skuld gehad en 100% se netto en bruto inkomste het afgeneem. Daarteenoor was die terugvoer uit die Oos-Kaap en KwaZulu-Natal meer positief. In die Wes-Kaap was 57% van respondente van mening dat hulle nie

Tabel 2 Planne vir oorlewing

Aspek	Persentasie
Gewasversekerings-betalings	10
Krediet vanaf die bank	67
Persoonlike spaargeld	54
Werk weg vanaf die plaas	19
Regeringsdroogte-hulp	25
Om melkboerdery te staak	29

die droogte sal kan oorleef nie. Planne om finansiële te kan oorleef word in tabel 2 aangedui. Die aantal produsente wat dit oorweeg om melkboerdery te staak is wel ontstellend. In die provinsies wat die ergste deur die droogte geraak is, is die persentasie boere wat dit oorweeg om melkboerdery te staak so hoog as 66% (Vrystaat), 33% (Gauteng), 50% (Noordwes), 42% (Wes-Kaap) en 20% (KwaZulu-Natal).

Gevolgtrekking

Dit is duidelik dat die melkbedryf 'n krisistydperk beleef. Vir die kort- tot mediumtermyn sal finansiële hulp vanaf die staat dringend aandag moet geniet. Ons is ook van mening dat daar aandag gegee moet word aan die prys van melk aan die produsent. Baie produsente het reeds die meeste boerdery-aspekte op die plaas geoptimaliseer maar alle aspekte van finansiële bestuur, produksie en reproduksie, die gesondheid van die totale kudde en die omgewing moet weer aandag geniet.

Die droogte van 2015 en die gevolge daarvan gaan ongelukkig nog vir 'n lang tyd met ons wees.

As voorspellings korrek is, gaan droogtes in die toekoms ook meer algemeen voorkom. As 'n bedryf moet ons die lesse wat ons in hierdie moeilike tye leer, verwerk om daardeur te verseker dat ons 'n volhoubare suiwelbedryf, nie net vir die korttermyn, maar ook vir die langtermyn daar mag stel.

DR. CHRIS VAN DIJK het meer as 30 jaar se ervaring in die veearts- en farmaseutiese bedryf. Hy het 'n meestersgraad in kuddegesondheid en is die uitvoerende hoof van die MPO. Stuur vir Chris 'n e-pos oor hierdie artikel by chris.vandijk@mpo.co.za. **TDM**





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ARE THERE OPPORTUNITIES in a difficult year?

by Dr Koos Coetzee

Indications are that 2016 will be a second difficult year for milk producers. However, it may hold opportunities for some.

Drought stress

2015 was a difficult year for most farmers. According to Weather SA, the average rainfall in 2015 was the lowest since 1904. This statement indicates the gravity of the situation, but it does not give the total picture. The 2015 summer drought started in KwaZulu-Natal and the Western Cape and progressed from there to the inland areas. The drought is particularly severe in the summer grain-producing areas, although the impact of the drought is felt all over the country. While the impact of a drought on crop producers is immediate, the real impact on livestock producers only becomes evident in the following years. Late rains resulted in the planting of more than 750 000 ha of maize after the end of the traditional planting window. The Crop Estimate Committee (CEC) took this into account and produced a surprisingly positive second crop estimate of 7,2 million tonnes.

This estimate is probably over-optimistic, as it assumes normal production from the additional planted area. Maize prices are expected to remain at import parity levels for the coming months. At the moment, roughage is scarce and, if available,

very expensive. The low sugar crop has already resulted in less sugar by-products being available. It will be difficult for milk producers to make ends meet at current product and input prices.



The CEC produced a surprisingly positive second maize crop estimate of 7,2 million tonnes.



WHAT DOES THE YEAR HOLD FOR DAIRY FARMERS?

- Milk production growth has slowed down since the third quarter of 2015. Production decreased by 3,5% year on year in December 2015 and by 4,9% in January 2016. This trend should continue.
- Higher inflation caused by higher food prices will result in further increases in interest rates, which means farmers who consider expanding their operations will have to factor higher interest rates into their calculations.
- Obviously, the higher grain and roughage prices will limit farm profits in 2016, although producer prices are expected to increase during the year to more sustainable levels.
- Chances are slim that increases in producer prices will result in sharp increases in production as the 2015/16 drought has damaged production capacity permanently.
- Farmers who had to accept whatever processors were prepared to pay for milk in 2015 may find that they can negotiate more favourable prices for the 2016 to 2017 seasons. Farmers must note that the window of opportunity to negotiate producer prices ends after the winter season and they should try to conclude negotiations before then.
- While it is important to obtain a good price, farmers must also take care that they sell to responsible and reliable buyers who will be able to pay for milk on time. They should be very careful of dealing with fly-by-night buyers who are prepared to pay unrealistic prices in periods of scarcity and then disappear when production increases.

Economic stress

Slower global economic growth is expected for 2016 and 2017. While economic growth in developing countries remains higher than in the developed world, it is still much lower than during the past few years. Globally, commodity prices remain depressed. This has also impacted on food

prices and the Food and Agriculture Organisation of the United Nations (FAO) food price index reached an all-time low in January 2016. Lower economic growth, especially in China, has resulted in depressed commodity demand and thus in lower commodity prices.

Slow economic growth
has resulted in depressed
commodity demand and therefore in
lower commodity prices.



// Farmers who are able to generate a profit at current product and input price levels are well positioned to invest in expanding their farming operations and improving their technological efficiency so that they might well enjoy the next upswing.”

The South African economy finds itself in a squeeze. The lower prices of South Africa's major export products, platinum, gold, iron and coal, have resulted in lower export earnings, lower revenue, declining investment and job losses. Low economic growth, high government and personal expenditure and huge government debt have resulted in weaker demand growth. Irrational decisions by the presidency have increased the chances of South Africa being downgraded to junk status. The Minister of Finance faced a difficult situation in his budget speech when trying to generate more income from a stagnant economy and limiting government expenditure when the bulk of government expenditure is spent on salaries. The municipal elections this year further limited the minister's leeway. Treasury expects that the South African economy will only grow by 0,9% in 2016, which will limit consumer spending. However, food demand will probably increase as the increase in social grants will largely be spent on food and the change in the income distribution of the population further increases the demand for protein foods.



CONCLUSION

Sometimes one should look for opportunities in difficult times. A well-known dairy farmer tells the story of how his father took him to a dispersal sale in the middle of a drought and how the sheep they bought at that sale formed the basis of his very lucrative sheep enterprise. Commercial banks do not share the doom and gloom view of agriculture that farmers hold at present. According to the banks, they are quite prepared to lend money to farmers to invest in agriculture. Farmers who are able to generate a profit at current product and input price levels are well positioned to invest in expanding their farming operations and improving their technological efficiency so that they might well enjoy the next upswing.



DR KOOS COETZEE obtained his PhD in agricultural economics at the University of the Free State. He is responsible for the industry information project of Milk SA and represents the MPO and dairy industry in various local and international bodies. Email him at koos.coetzee@mpo.co.za. **TDM**

DAIRY DIGITS

April 2016



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information. The information is furthermore intended to provide market signals only and Milk SA indemnifies itself against any actions based on this information.

Table I Key market indicators

Item	Period	Value	% change (same period previous year)
Milk purchased ('000 tonnes)	2013 ¹	2 906	+2,2%
Milk purchased ('000 tonnes)	2014 ¹	2 983	+2,7%
Milk purchased ('000 tonnes)	2015 ¹	3 146	+5,5%
Milk purchased ('000 tonnes)	Jan 16 ¹	260	-4,9%
Dairy imports ('000 tonnes)	2014 ²	40,2	+12,7%
Dairy imports ('000 tonnes)	Jan 15 – Oct 15 ²	62,4	+84,1%
Dairy exports ('000 tonnes)	2014 ²	71,1	+0,9%
Dairy exports ('000 tonnes)	Jan 15 – Oct 15 ²	51,2	-10,8%
Producer price index of raw milk (base 2012 = 100) ³	Jan 16 ³	112,7	-7,0%
Farm requisite price index (base 2010 = 100) ⁴	Jul 15 ⁴	148,1	+1,9%
Producer price index of dairy products (base 2012 = 100) ³	Jan 16 ³	122,5	+0,2%

Source:

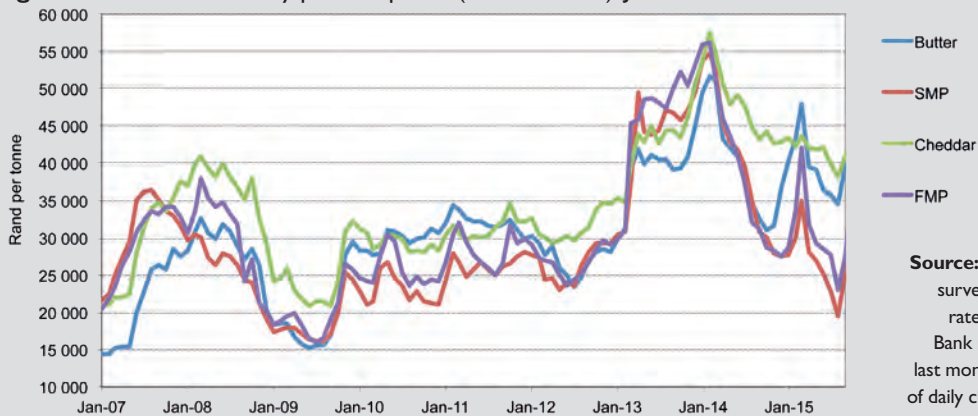
¹ Milk SA returns

² SARS statistics supplied by Sampro

³ Stats SA PPI index

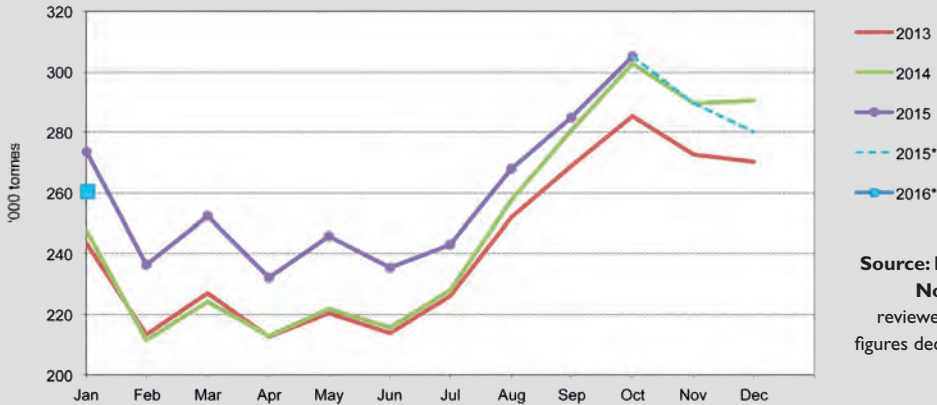
⁴ Department of Agriculture, Forestry and Fisheries (DAFF) price index of farm requisites

Figure I International dairy product prices (free on board), Jan 2007 – Feb 2016



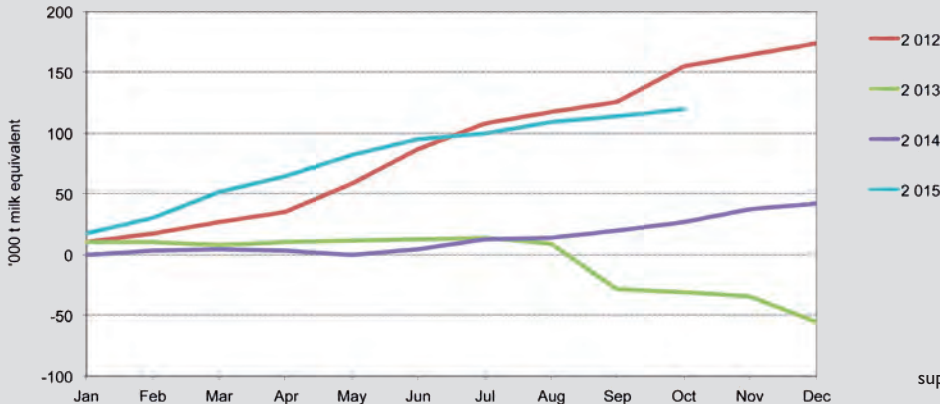
Source: USDA price surveys, exchange rate SA Reserve Bank middle rates, last month – average of daily closing values.

Figure 2 Monthly raw milk purchase trend, Jan 2013 – Jan 2016



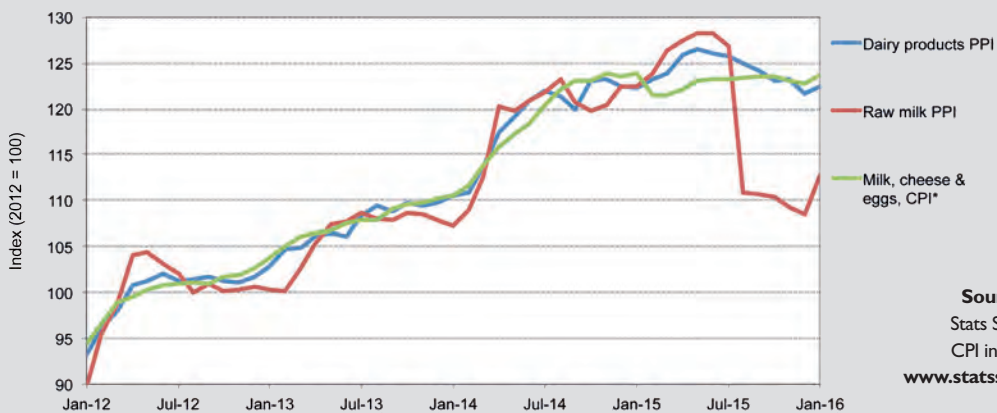
Source: Milk SA statistics.
Note: 2013 – 2014 reviewed, based on total figures declared to Milk SA
 * Sample survey.

Figure 3 Monthly cumulative net imports, milk equivalent, Jan 2012 – Oct 2015



Source: MPO calculation from SARS data supplied by Sampro.

Figure 4 PPI indices of raw milk and dairy products and the CPI of milk, cheese and eggs, Jan 2012 – Jan 2016



Source: DAFF, Stats SA PPI and CPI information, www.statssa.gov.za.



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BRIEFLY / KORTLIKS

saamgestel deur / compiled by Fidelis Zvomuya

INSURER DONATES R2 MILLION TO ASSIST DROUGHT-STRICKEN FARMERS

South Africans from all walks of life have stepped forward in recent months to assist farmers impacted by the prolonged drought affecting large parts of our country, with initiatives ranging from water collection to the supply of feed to hard-hit areas. In a bid to boost the embattled agricultural sector, leading short-term insurer Santam has donated R2 million to help alleviate the financial hardship faced by both commercial and emerging farmers. In an announcement at Agri SA's 2016 Commodities Congress, Santam head of agriculture, Gerhard Diedericks, said the donation would be made to the National Drought Disaster Relief Fund managed by Agri SA. "The persistent drought continues to have a knock-on effect on the local economy and threatens the long-term food security of our country. Farmers and communities dependent on the agricultural sector for their livelihoods are bearing the brunt of this crisis. For Santam, lending support to both individual farmers and farming groups is simply the right thing to do," Diedericks said. He added Santam would continue to assist the farming

community in managing the risks endangering the sustainability of agricultural resources. "As the oldest insurer in the sector, with over 85 years of extensive experience in dealing with the highs and lows of agriculture, we understand the role farmers play in ensuring the stability of food security," Diedericks concluded.



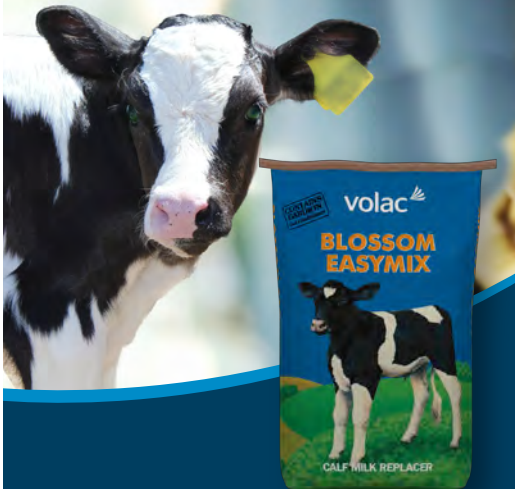
Gerhard Diedericks, Santam head of agri; Bheki Cele, Deputy Minister of Agriculture, Forestry and Fisheries; Phenias Gumedde, deputy president: Agri SA; Johannes Möller, president: Agri SA.



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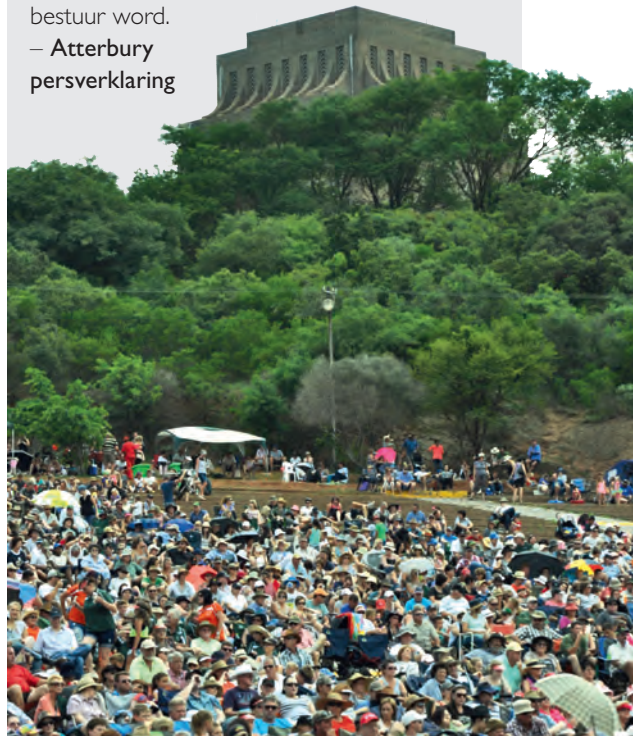
Western & Southern Cape
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Cell: 082 551 7817

Eastern Cape
Rabe Kok
Cell: 082 456 6050

MANNA VIR BOERE

Die Manna vir die Boerekonsert, wat onlangs by die Voortrekkermonument gehou is, was 'n reusesukses wat bykans R2,5 miljoen ingesamel het vir noodverligting aan Suid-Afrika se droogtegeteisterde boere. En asof die natuur die projek wou seën, het die reën uitgesak net mooi toe Laurika Rauch inval met die refrein van "Stuur groete aan Mannetjies Roux", die laaste liedjie van die konsert. "O stuur ons net 'n bietjie reën" het nog nooit meer profeties opgeklank nie. Die konsert was die breinkind van sanger Adam Tas, wat die middag saam met ander Afrikaanse sterre soos Rauch, Steve Hofmeyr, Juanita du Plessis, Kurt Darren, Corlea Botha, Jak de Priester, Pieter Koen en Jannie Moolman onder musiekleiding van Matthys Maree en orkes voor sowat 8 000 mense opgetree het. Tas het hande geneem met Caring Daisies, wat in Januarie konvooi voer na plase in die Noord-Kaap, Noordwes en Vrystaat gestuur het. Groot borge soos Atterbury, Piet du Toit Wildbedryf, John Deere, Toyota, Pilanesberg Game Breeders, Hinterland Vleishandelaars, Wildswinkel, King Price, Media24, kykNet, RSG en meer het aan boord gekom om die veldtog wiede te gee. Die volle opbrengs van die konsert sal deur Caring Daisies bestuur word.

– Atterbury
persverklaring





Heinrich van Wyk, besturende direkteur van Industrial Commodities Holdings en Jaco Raath, direkteur.

ICH SKENK R1 MILJOEN SE VOER VIR DROOGTEHULP

Die multinasionale maatskappy, Industrial Commodities Holdings (ICH) van Johannesburg, het R1 miljoen se droogtehelp-voer aan boere geskenk wat met hul vee om oorlewing veg. "Dit is nie net boere wat deur die droogte geknou word nie. Die knellende droogte het ook 'n impak op maatskappye. Derhalwe het ons skouer aan die wiel gesit om te help om die wa deur die drif te trek om verligting aan veeboere te bring wat noustrop trek. Ek wil ook 'n ernstige beroep op ander maatskappye doen om betrokke te raak by droogtehelp," sê Jaco Raath, direkteur van ICH. Die maatskappy is intens betrokke in die landbou as 'n invoerder van meer as 200 000 MT kunsmis, waarvan kalium die grootste volume is. Die maatskappy is 'n groothandelaar wat alle grondstowwe invoer vir die vervaardiging/vermenging van kunsmis deur onafhanklike vervaardigers/vermengers en is nie betrokke in die kleinhandel nie. Die meeste van die grondstowwe word ingevoer vanaf Duitsland, België, Nederland, China en Indonesië. Die 300 t voer is van Klein Karoo Saad Bemaking op Oudtshoorn aangekoop en versprei deur vyf van ICH se kliënte: Vetriver Boeredienste, Hoopstad; Driehoek Kunsmis, Bothaville; Multigreen, Villiers; Oos-Vrystaat Kunsmis, Bethlehem en Highfert, Petrus Steyn. Klein Karoo het ook die vervoer verskaf, 10 vragte van 30 t elk. – ICH persverklaring

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References: 1. In a study done on comparative administration routes. Data on file. Ingelheim Pharmaceuticals (Pty) Ltd, South Africa, Animal Health Division. 2. Nouws JFM and Vree TB. Effect of injection site on the bioavailability of an oxytetracycline formulation in ruminant calves. *Vet Quart* 1983; 5(4):165-170. 3. Data on file. Ingelheim Pharmaceuticals (Pty) Ltd, South Africa, Animal Health Division. 4. Data on file. Ingelheim Pharmaceuticals (Pty) Ltd, South Africa, Animal Health Division. 5. Data on file. Ingelheim Pharmaceuticals (Pty) Ltd, South Africa, Animal Health Division. BIVATOP® 200 LA. Reg. No. G4115 (Act 36 of 1947). Namibian Reg. No. V13/17.1.2/1224 (Act 13 of 2003). Each ml of injectable solution contains 200 mg oxytetracycline dihydrate. For further information please refer to the registered package insert approved by Act 36/1947. For animal use only. Registration holder: Ingelheim Pharmaceuticals (Pty) Ltd, Animal Health Division, 407 Pine Avenue, Randburg, 2125. Tel: +27 011 348 2400. Email: salesAH@boehringer-igelheim.com. BI Ref. No. V06/2016 (Feb)



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WORLD-CLASS FACILITY OPENED AT ONDERSTEPSPOORT



The Director-General of Higher Education and Training, Gwebinkundla Qonde, and the Vice-Chancellor and Principal of the University of Pretoria, Prof Cheryl de la Rey, at the opening.

The University of Pretoria (UP) recently opened its newly built veterinary facilities, the Lesedi Complex, at the University's Faculty of Veterinary Science in Onderstepoort. This world-class complex, a project made possible by a grant from the National Skills Fund, includes a multidisciplinary laboratory, a Veterinary Skills Laboratory (see *The Dairy Mail* November, pp. 85-87), offices for Faculty Student Administration and Support Services, and

a student study centre. Prof. Darrell Abernethy, dean of the Faculty of Veterinary Science, says veterinarians are crucial to the country's economy for many reasons, including their contribution to national food security by ensuring the safety of food animal products, improving animal health and production, and nurturing emerging farmers. "The Lesedi Complex significantly enhances our capacity to train undergraduate students and allows the faculty to increase the annual intake of veterinary students from 140 to its current 190 to meet the growing demand for veterinarians in the country," says Prof. Abernethy. UP is currently the only institution in South Africa that trains veterinarians and veterinary nurses and is the foremost veterinary faculty in Africa, internationally recognised for the quality of its training and research. Certain features of the project are still being developed, including the establishment of a computer laboratory with sufficient seats to accommodate an entire year group at the same time. Satellite clinical facilities and improvements to animal teaching facilities aimed at accommodating the large student intake are also being undertaken for completion by the end 2016. — **UP press release**

SOUTH AFRICAN CHEESE IN THE SPOTLIGHT

The award-winning SA Cheese Festival will be held at Sandringham in Stellenbosch from 30 April to 2 May. In its 15th year, this event will turn the spotlight on the widest variety of cheese, exciting alternative products, a supreme collection of wine, creative food demonstrations, live entertainment, famous personalities and hours of enjoyment for young and old. Highlights will include the amazing music of Al Baire and Blackbyrd, exclusively on the Monday. The Checkers Theatre once again hosts the ever-popular Nataniël, Jenny Morris and Herman Lensing, who will entertain you with live cooking demonstrations. Quick and easy recipes with alternative niche products such as pomegranates, olives, mushrooms, infused teas, and charcuterie will be demonstrated by the Private Hotel School and the Institute for Culinary Arts in the brand-new Cape Made Kitchen. Visit www.cheesefestival.co.za for more information, or send an email to cheese@agriexpo.co.za.

7 US AGRICULTURAL NUMBERS TO KNOW FOR 2016

The latest figures released at the United States Department of Agriculture (USDA) annual Agricultural Outlook Forum in Arlington, Virginia, provide the framework the market's assumptions about agricultural commodities in the months and years ahead.

HERE'S WHAT YOU NEED TO KNOW RIGHT NOW:

1 90 MILLION

The number of corn (maize) acres in 2016, because of lower fuel and fertiliser costs making corn more attractive relative to other crops.

\$168/t

Price for corn in 2016, forcing farmers to trim costs wherever they can.

2

3

97,4 BILLION

Pounds of meat (chicken, beef and pork) that will be produced in 2016, a new record.

211,9 BILLION

Pounds of milk expected to be produced in 2016, also a new record.

4

5

5,3%

Annual average economic growth for China over the next 10 years, a significant drop from the country's recent highs of almost 10% a year.

6

\$125 BILLION

Value of US agricultural exports for 2016, expected to continue to grow

7

\$51 BILLION

Net farm income projected in 2016, which represents a 44% drop since 2014.

HOW DOES SA MEASURE UP? THE EQUIVALENT SOUTH AFRICAN NUMBER ARE:

1. 1,9 million ha
2. \$315/t
3. 2,9 billion kg
4. 3,05 billion kg
5. <1%
6. R90 million
7. R77 063 million

FINANCIAL REPORT

Clover Industries Limited recently announced solid financial results for the half-year ended 31 December 2015. Johann Vorster, Clover chief executive, said: "We are particularly pleased to have continued with a solid performance despite cost pressures and low selling prices." The reporting period saw some significant challenges. According to Milk SA, milk production for 2014/15 was 7,3% higher than in the previous year, resulting in an oversupply of raw milk in the country. Although Clover's Unique Milk Procurement System protected it from an oversupply of raw milk from its producers, the group was still impacted by lower prices in the market. Clover lowered its prices in some categories to successfully protect market share and volumes. It also absorbed inflationary increases through better efficiencies and cost-cutting initiatives, buffering consumers as far as possible. "The protracted drought across the country has resulted in a feed shortage and an increase in on-farm costs. In this environment, the only short-term solution to protect the raw milk source is to increase the price paid at the farm gate. Clover has already provided price increases to its producers and will continue to monitor this situation closely in order to ensure a sustainable raw milk supply." –

Clover press release



DIEREWELSYN EN DIE DROOGTE

Prof. Gareth Barth van die koördinerende komitee vir die welsyn van lewende hawe gee raad oor hoe mens die welsyn van lewende hawe tydens die droogte kan bestuur in 'n onderhoud met Lise Roberts op RSG Landbou. Gebruik hierdie QR-kode om na die onderhoud te luister.



Van links na regs: Giepie Caldo (tegniese bestuurder OVK:CMW), Carine Annandale (RPO Vrystaat), Corine van Rensburg (RPO nasionaal), Malcolm Jafta (hoofbestuur OVK), Odette Shepperson (bemarkingsbestuurder BathoPele), Belinda Louw (direkteur BathoPele) en voor Nic Saayman (vice-president RPO Vrystaat).

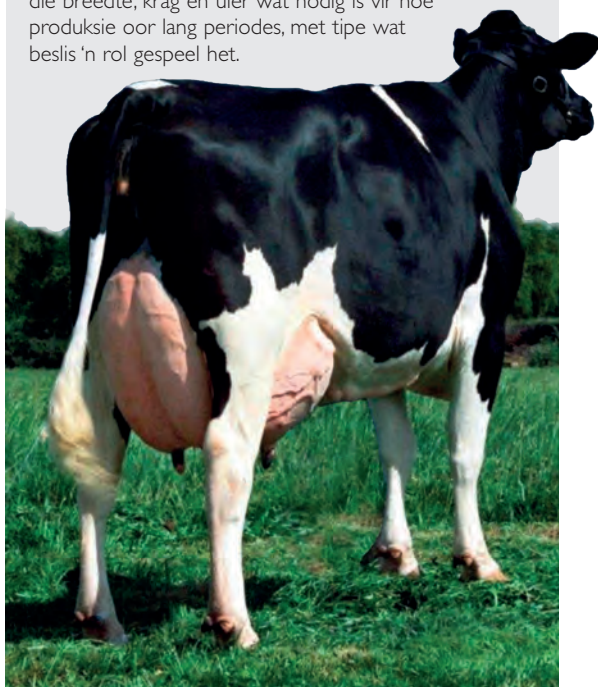
NUWE NASIONALE DIPLOMA IN VEEPRODUKSIE

Die Nasionale Rooivleis Produsente Organisasie (RPO) het op 25 Januarie vanjaar sy unieke Diploma in Veeproduksie in Bloemfontein geloods. Die diploma is deur die BathoPele Development Institute ontwikkel om toegang tot tersiêre studies vir talle nuwe en voornemende landbouers te vergemaklik. Die diploma is die eerste van sy soort wat deeltydse studie met 'n omvattende praktiese komponent aanbied in enige (plattelandse) streek in SADC waar daar genoeg belangstelling is om 'n groep van 20 leerders vol te maak. Nic Saayman, vise-president van VS RPO, en Giepie Caldo van OVK het as gassprekers opgetree. Leerders gaan oor die volgende 18 maande 12 studieskole van ses dae elk bywoon. Die program word ondersteun deur 'n omvattende praktiese program wat deur die tegniese veekundiges van OVK aangebied word. Hierdie prakties sluit 'n besoek aan 'n veefabriek, abattoir, voerkraal en besteparktyklase in. Lesings word ook aangevul deur onder meer demonstrasies en aanbiedings oor veevoeding, veesiektes en medisyne, waterbewaring en alternatiewe energie.

REKORDPRODUKSIE DEUR HOLSTEIN-TWEELINGE

Twee stelle Holstein-tweelinge van Wait and See Holsteins in die Oos-Kaap, het meer as 100 000 ℓ melk elk oor 31 laktasies geproduseer. Sover as wat vasgestel kan word, is dit 'n wêreldrekord. Holstein Suid-Afrika en Holstein Internasionaal het bevestig dat hulle nie enige soortgelyke gegewens op rekord het nie. Teler John Sieberhagen sê: "Vanselfsprekend word hierdie koeie goed versorg. Die Anna-tweeling is reeds nege geslagte 'baie goed' of beter geklassifiseer en Precious 123 is 'n vierde geslag 'uitstekend'. Sy word gesteun deur sewe geslagte 'baie goed' of beter, waarvan ses 'uitstekend' is. Goeie konformasie het beslis 'n belangrike rol in die prestasie van hierdie koeie gespeel." Sowat 48 Wait and See koeie het tot dusver meer as 100 000 ℓ melk geproduseer. Hierdie koeie word op deels gemengde rantsoene versorg. Hulle wei in die dag, word snags gevoer en word drie keer per dag gemelk.

Wait and See Anna 53 projekteer duidelik die breedte, krag en uier wat nodig is vir hoë produksie oor lang periodes, met tipe wat beslis 'n rol gespeel het.



Albert Loubser, MD of Plaas Publishing, Hannes and Neels Neethling, 2015 Santam Agriculture Silage Kings and winner in the maize silage category, and Gerhard Diedericks, head of Santam Agriculture.

SANTAM SILAGE WINNERS

And the 2015 Santam Agriculture 2015 Silage King is JH Neethling! Hannes and Neels Neethling milk 400 cows just outside Rayton, with plans to expand to about 550 cows in milk. They milk three times a day and the cows receive a total mixed ration twice a day. According to Hannes, feed production remains a great challenge for any dairy farmer and silage production is essential to meet this challenge.

The Santam Agriculture National Silage Competition, in collaboration with Veeplaas and Stockfarm, aims to make a contribution to the promotion of sound silage practices. This year, students from the animal science departments of various universities again assisted in completing the sampling process during the competition. Samples were taken at 54 farms in seven provinces across South Africa.

THE CATEGORY RESULTS WERE AS FOLLOWS:

Maize silage:

- 1st place – JH Neethling
- 2nd place – Mafunyane Boerdery
- 3rd place – Eensgezind Boerdery

Oats silage:

- 1st place – Wydgelegen
- Finalist – Limpopo Dairy

Feed sorghum:

- Merit award – MD Foundation **TDM**



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MPO Vrystaat en Noord-Kaap	Izette Louw	mpovrystaat@mpo.co.za	083 276 4703
MPO Oos-Kaap	Jana Rademeyer	jana@mpo.co.za	071 856 5787
Kommunikasiedienste (Agri Connect)	Leza Putter	leza@agriconnect.co.za	083 269 3369
<i>The Dairy Mail</i>	Robyn Joubert	robyn@agriconnect.co.za	074 252 3333

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THE SA DAIRY INDUSTRY AT A GLANCE



The primary sector

In 2015, the South African dairy industry consisted of:

1716
dairy farmers
(6,4% less than in 2014)



employing
32 604
farmworkers



milking
685 000
dairy cows
(4,9% more than in 2014)



to produce **>3 million litres** of milk

and a total turnover of
(4,3% more than in 2014)

>R14 million



SA dairy farmers milk their cows 7 days a week, 365 days a year.

Dairy farmers take **stewardship** seriously!



They know **happy cows = happy farmers**, so they do a lot of things to make sure their cows are happy, such as:



Sources: Milk SA, MPO, Sampro, Agri Inspec.

GRASS GIVES HOPE

by Robyn Joubert





**Gebruik
hierdie
skakel**

om die berig
in Afrikaans
te lees.

People in cities are largely shielded from the devastating consequences of the worst drought in 30 years, while it is a harsh reality for South African farmers. Until one woman decided to bridge the gap. The Hope Grass Project is a community initiative, in partnership with Agri SA, whereby the public can donate their lawn clippings to be converted into animal feed for distribution to farmers in drought-stricken areas. *The Dairy Mail* interviewed the woman behind this inspiring initiative, Dr Annelize Geldenhuys.

TDM: How did you come up with this plan?

AG: Two months ago, the Hope Grass Project did not exist. Appalled by the devastating effect of the drought on our farmers and wanting to do something, anything, to help, I discussed the idea with Christo van der Rhee at Agri SA and it evolved into what is today the Hope Grass project. I believe that the drought not only affects farmers, or the agricultural industry – it affects everyone. And everyone can do something to help. The Hope Grass project provides people in cities with the opportunity to help the farmers in drought-stricken areas.

TDM: How does the project work?

AG: The Hope Grass Project's Goal is to provide relief in the form of animal feed to farmers in drought-stricken areas. We also aim to create an emergency feed bank which can aid farmers in terms of winter feed and also assist with the transition into the drought recovery phase.

The Hope Grass Project is a community initiative, initially started in Gauteng in collaboration with Agri SA, that calls on members of the public to help farmers in need by donating their lawn clippings at established drop-off sites.

We have volunteers managing the drop-off sites in different areas with at least one worker on-site helping with unloading. The grass is then raked and spread open to dry at the collection site. It is very important that cut grass is not left in a pile, as fermentation occurs when it heats up, which renders the grass unsuitable for use.



Dr Annelize Geldenhuys helps Spokie Heymans off-load bags of donated grass at one of the project's drop-off sites in Centurion.

When the grass is dry, it is put in suitable bags for storage and transport to the central site for distribution.

Some of the dried grass to be used as animal feed/fodder is distributed to delivery points where farmers in need can collect it, although most of it will be sent for pelleting. Pelleting is the process whereby grass is mixed with other materials, such as lucerne grass, maize and bonding agents, and processed into pellets. These pellets can then be either stored as winter feed, or directly distributed to farmers in need. One 50 kg bag of pelleted feed can feed one sheep for a month!

The Hope Grass Project also provides a platform where animal feed can be directly donated and distributed. Since this project was started, around three thousand bales have been received through donations. These bales were distributed through Agri SA's provincial networks, mainly to the North West province, one of the areas worst affected by the drought. The public response to



The AA head office in Midrand provides one of the Hope Grass Project's best drop-off sites in the Gauteng area.

this project is overwhelming and we are inundated with requests from people all over South Africa wanting to get involved.

TDM: Is it really that easy?

AG: No, correct handling of the grass from collection and through the entire drying process is vital. We have compiled a dos and don'ts list to help people get the details right to ensure that every bag donated can be used to help a farmer in need.

Scan this QR code to read more about the dos and don'ts of grass handling



**Slow release protected nitrogen
to optimize your feed formulation
and support rumen health**



Prote-N is a special encapsulated non-protein-nitrogen (NPN) source based on feed grade urea, synchronizing energy and protein utilization in the rumen, leading to an optimal microbial synthesis. It has 256% Crude Protein-equivalent (41% N) and its unique encapsulation technology enables a synchronized carbohydrate degradation and NPN release, to optimize microbial protein synthesis. The slow release of Prote-N supplies the rumen microbiota with high levels of NPN which can replace rumen degradable protein (RDP) from vegetable proteins.

TDM: Quite a few agricultural industry partners have recently come on board. How and when did they become involved and what does their involvement mean to you?

AG: Agricultural industry partners became involved as news of the project started spreading. Their involvement ranges from expert advice to financial and logistical support, from testing of grass samples to management of drop-off sites and physical pelleting of the feed. Their contributions are invaluable to the success of the project! We welcome even more involvement from agricultural industry partners and appeal to companies who may be able to assist through any phase of the project, to get in touch with us.



Agri SA is our NGO partner and industry associate. They offer logistical support in the distribution of animal feed donated to or generated by the project through their provincial networks.



The South African Weather Service announced that 2015 had been the driest year on record since 1904. More than 2,7 million households are facing water shortages across the country, and the UN Food Agency says about 14 million people face hunger in southern Africa because of the drought. Agri SA established a task team in September 2015 to focus on the drought and to communicate the impact of the drought to all stakeholders, and, together with Senwes, established the Drought Relief Fund in November. Due to the shortage of fodder and the spiralling prices of lucerne, Dr Geldenhuys initiated the concept of the Hope Grass Project. This concept seeks to involve ordinary households in collecting their grass clippings and bringing it to a site to be dried and bagged. It created a huge awareness among ordinary folk, not only of the plight of farmers and farmworkers, but of the fact they take care of our food needs and that is now our turn to take care of their food needs. This has resulted in thousands of people joining the project and contributing towards it. Agri SA wishes to express its appreciation to everyone out there who is involved in keeping the agricultural sector going and securing South Africa's food security status."

- Christo van der Rhee,
deputy executive director of Agri SA



Kemin provides on-site training of volunteers and workers in Pretoria and also donated the product MycoCURB, which suppresses mould growth, restricting the potential production of mycotoxins, total mould counts and mites. MycoCURB contributes significantly to the success of Good Storage Practices, minimising the risk of deterioration and adjusting the protection in accordance with the risk factors.

"The product application department manager at Kemin Sub-Saharan Africa (SSA), Albert Smuts, brought this project to our attention. We immediately realised we should get involved because of our knowledge of mould prevention and the management of mycotoxins, and contacted Dr Geldenhuys. At present we are implementing a mould prevention programme at the site of the Moreleta Church in Pretoria, with roll-outs planned to other sites once the procedure has been finalised. The idea is to treat grass clippings with a specific mixture of organic acids, especially when the microbial challenge increases due to the weather or the handling of large volumes over weekends. We are also investigating the need to incorporate a mycotoxin binder when grass is pelleted. We also analyse grass at different stages of the process for moulds and mycotoxins in our internal customer laboratory service lab. Kemin SSA commends Dr Geldenhuys and her team on the initiative and effort made with this very important project. We will continue to look for ways to try and add value."

- **Richardt Venter,**
ruminant technical
manager at Kemin SSA



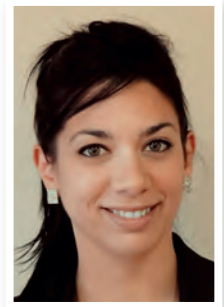
Barnlab assists with the laboratory testing of dried grass samples and will assist in finding solutions and sites to pellet the grass.

Alltech Biotechnology manages a drop-off site in the Western Cape, including laboratory testing of grass samples and pelleting and distribution.

"We realised the gravity of the drought early on and started looking for ways in which we could help the farmers. Our office in Stellenbosch is currently the only drop-off site in the Western Cape. Community members drop off their grass clippings, we dry it out and produce roughage which is distributed to farmers in need. We've been part of this project for over a month and will be delivering our first load of roughage shortly. We have also been visiting schools explaining why this project is so important and the response from the youth has been overwhelming. Alltech

is proud to be involved in this initiative, as the vice president of Alltech Africa and Middle East, Nick Smit states so very eloquently: 'No farmer, no food!'"

- **Jeane-Mareé Greeff,**
coordinator for the Hope
Grass Project at the
Alltech Stellenbosch office



Gundle API donated Silex for use at the collection points as a ground cover for the grass to be dried on and/or a top cover to protect the drying grass from rain.

"Dr Annelize Geldenhuys from the Hope Grass Project made contact with Gundle API's agricultural sheeting department and informed us about the project. With livestock grazing almost depleted in certain areas, farmers are struggling to feed their starving animals and the feed produced will have a huge impact. The need was established for a better surface to dry the grass on and to prevent soil contamination and losses. Our Silex product that is used to cover and preserve silage feed was chosen as the ideal product to act as a barrier and create a movable surface to solve the problems faced. We were more than delighted to be able to assist with the donation of the material to help the farmers and to be able to give back to the community that have supported us over the years."

- **Gundle API**

Other partners include **Agri Roodeplaat**, who offer organisational support, and the **Sage Foundation** who provide much-needed funding.

"I think we are all farmers at heart. We live, smell and put our hands in the soil of Africa. It is not only the soil that speaks to us, but friendship and our belief in God that makes us ask: 'How can we help?'. Hope Grass is one of those projects where you take something which you normally will throw away and give it to someone who can not only use it but who is dependent on it to survive. What a privilege!"

- **Dr Willem Pretorius**
Agri Roodeplaat

TDM: Where are the drop-off sites?

AG: We currently have 17 active drop-off sites in the Gauteng area, as well as satellite sites in North West, the Free State, KwaZulu-Natal and the Western Cape. The sites in Gauteng and the Western Cape mainly aim to process the grass into animal feed pellets, with some collections being distributed as fodder. Satellite sites are mainly involved in the direct distribution of dried grass as fodder to farmers in need in surrounding areas.

Interested parties can visit our Facebook page or scan this QR code for a comprehensive list of drop-off sites with contact details.



TDM: How can the public help?

AG: The Hope Grass Project relies solely on donations and volunteers and getting infrastructure in place is challenging, especially in the other provinces. At this stage we mainly require the following:

1. Funds

Donations can be made to Agri SA's Drought Disaster Fund. Using the reference HOPE GRASS ensures fund allocation to this project.

2. Volunteers

Volunteers can get involved in many ways. Should you be able to assist, please send an email to hopegrasproject@gmail.com.

3. Infrastructure

We specifically need storage space for the dried grass in the greater Pretoria area. We also need to set up similar structures in other provinces, including drop-off and storage sites, and require animal feed companies and agriculture businesses to also get involved. **TDM**



Maybe you only see a pile of grass, but for many farmers in drought-stricken areas, this represents a pile of hope.



Dr Annelize Geldenhuys

UREA, YES – BUT ONLY COATED

The use of urea in ruminant nutrition is not new to the industry. Unfortunately, feed-grade urea used in free access scenarios has presented difficulties in the past. Excessive intake can and has led to high concentrations of ruminal ammonia and to intoxication.

Why urea?

Plants and ruminal bacteria are able to synthesise amino acids and, subsequently, a high-quality protein out of acid amides, the most important group of non-protein nitrogen (NPN) sources. In order to achieve this, there must be enough energy, minerals and trace elements available in the feed. Ruminants can therefore partly meet their protein requirements from NPN sources, with the aid of ruminal microbes. The most commonly used NPN source is urea. Especially in the case of feed ingredients containing high energy and low protein levels, such as maize silage, supplementation with urea is not only useful, but advisable as well.

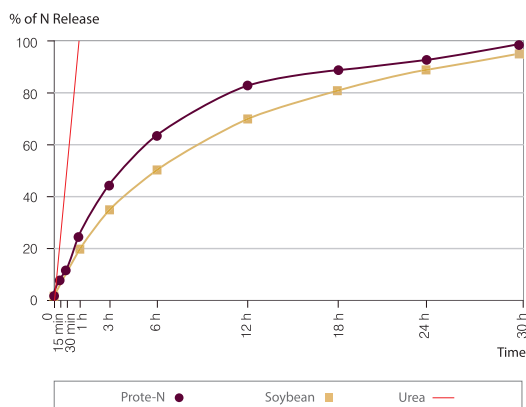
Feed-grade urea

Urea is often used for young cattle, bull fattening from 250 kg liveweight, and dairy cattle feeding in the case of maize-accented diets. It is recommended that urea be mixed into the total mixed ration to achieve a supply and release that is as constant as possible. Problems may occur in the case of unprotected feeders located in pastures. When grazing animals visit the feeder only a few times a day, the ingested feed-grade urea is degraded very fast in the rumen (Figure 1). The quick increase in the ruminal ammonia (NH_3) concentration results in nitrogen losses and reduced efficiency of microbial protein synthesis. Concentrations higher than 80 mg NH_3 /100 ml rumen liquid can cause ammonia intoxication with reduced ruminal activity, diarrhoea, flatulence, rumen disturbance and imbalance.

Slow-release urea

To resolve these problems, new techniques are used for coating and therefore protecting this useful nitrogen source. This allows a nitrogen release rate close to that of protein degradation of the main vegetable protein sources (e.g. soybean meal, see Figure 1). It leads to a more constant nitrogen supply of the microorganisms, a more efficient synchronisation of the supply with nitrogen sources and energy results in the maximum synthesis of microbial protein. The special coating reduces nitrogen losses owing to constant release and minimises the danger of ammonia intoxication.

Figure 1 Liberation curves of urea, soybean protein and a specially coated urea product for slow release (Prote-N).



Conclusion

Due to its slow release, coated urea is an optimal tool in becoming more independent from commonly used protein feeds and their price fluctuations.

NUWE HANDELS- HORISONNE

– van toe af tot nou



deur **Barbara Bieldt**

Die suiwelhandelsomgewing het die afgelope twee dekades 'n gedaanteverwisseling ondergaan. Eers was dit hoogs gereguleer, ten volle beskerm en geïsoleer, maar vandag is dit 'n vrye mark met die klem op handelsliberalisering. Dit het 'n ingrypende vernuwing in denke veroorsaak omdat dit deurlopend die optimalisering van effektiwiteit en mededingendheid vereis.

INVOERTARIEWE OP SUIWELPRODUKTE

**INVOERTARIEWE OP SUIWELPRODUKTE WISSEL VAN VRY VAN REG -
'N NULTARIEF - TOT R5,00 PER KG INGEVOERDE PRODUK.**

Vloeibare melk en room (UHT ingesluit), en jogurt = nultarief

Melkpoeier = R4,50/kg

Botter en kaas = R5,00/kg

Van 1939 tot 1994 is die suiwelbedryf deur die Suiwelraad gereguleer, wat prysbeheer, surplusverwydering en invoerbeheer toegepas het. Suiwel invoere is streng beheer en slegs toegelaat indien die Suiwelraad toestemming daartoe verleen het. Die bedryf is dus 100% beskerm en

van die mededinging van ingevoerde produkte geïsoleer. Die Suiwelraad met sy Suiwelskema is in Januarie 1994 afgeskaf en die Melkraad het toe tot stand gekom. Die Melkraad het net die primêre bedryf – melkprodusente – verteenwoordig en het uit 13 produsentelede bestaan.

1994

VOOR 1994

1995

NÁ 1995

In 1995 het Suid-Afrika 'n lid geword van die Wêreldhandelsorganisasie (WHO) en die Algemene Ooreenkoms op Tariewe en Handel onderteken. Dit het die landbousektor totaal gedereguleer. Die Wet op die Bemaking van Landbouprodukte (Wet 47 van 1996) het 'n nuwe stel reëls in die handelsomgewing ingestel wat die handelsomgewing vir suiwelprodukte heeltemal verander het. Bemakingsrade is

uitfaseer, invoerbeheer is afgeskaf en met invoertariewe vervang. Die landbousektor in die geheel, ook die suiwelbedryf, moes feitlik oornag aanpas van 'n omgewing wat 100% teen internasionale mededinging beskerm is na 'n vryemarkomgewing waar invoere vrylik die land kon binnekom, solank invoertariewe betaal is en daar aan voorgeskrewe gehalte- en gesondheidsstandaarde voldoen is.

Hoe word invoertariewe bepaal?

ITAC, die Internasionale Kommissie vir Handelsadministrasie, is verantwoordelik vir alle invoertariefangeleenthede. Voor 2003 is 'n afsonderlike tariefbeleid vir landbouprodukte toegepas omdat die wêreldhandel in landbouprodukte verwring was as gevolg van direkte en indirekte subsidies en ander regeringsbystand. Invoertariewe op landbouprodukte is vasgestel op vlakke wat die speelveld gelyk gemaak het teen produkte wat teen gesubsidieerde pryse ingevoer is of pryse wat beïnvloed is deur regeringsbystand. Die huidige invoertariewe op ingevoerde suiwelprodukte is op 2 Januarie 1998 ingestel.

Handelsooreenkomste

Invoertariewe word ook beïnvloed deur die AOTH en handels- en ontwikkelingsooreenkomste wat Suid-Afrika met verskeie lande gesluit het. Die nultarief op UHT-melk kan nie teen EU- of SADC-lidlande verhoog word nie, aangesien dit teen 'n nulkoers gebind is. 'n Invoertarief op die produk sal net betaalbaar wees op invoere vanaf ander bronne soos die VSA en Suid-Amerika.

Die doel van tariewe

Tariewe is handel- en -nywerheidsbeleidsinstrumente wat plaaslike produksie, werksgeleenthede en internasionale mededingendheid bevorder. Tariefbystand is voorwaardelik en is gekoppel aan hoe goed begunstigdes regeringsbeleidsdoelwitte bereik. Invoertariewe word nie beskou as 'n maatreeël om binnelandse bedrywe teen ingevoerde produkte te beskerm

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// Invoertariewe word nie beskou as 'n maatreël om binnelandse bedrywe teen ingevoerde produkte te beskerm nie.”

nie. Handelsremedieë skep 'n omgewing vir regverdige handel. ITAC pas baie streng kriteria toe by aansoeke vir die instelling of verhoging van invoertariewe op alle produkte.

Hoe doen 'n bedryf aansoek om hoër tariewe?

Dis nie 'n eenvoudige prosedure nie. Dit word omskryf in ITAC se Regulations Tariff Investigations.

Besoek www.itac.org.za of gebruik hierdie QR-kode om die dokument te lees.



Besoek www.itac.org.za of gebruik hierdie QR-kode om die aansoekvorm om tariewe te ondersoek af te laai.



Sou die suiwelbedryf ITAC vra om 'n invoertarif op UHT-melk in te stel, moet die applikant 'n standaardvraelys invul. ITAC se ondersoekbeampies mag alle inligting ter plaatse verifieer. Dit sluit die volledige tariefklassifikasie en beskrywing van die produk in, asook, oor die afgelope drie jaar, die grootte van die mark, ander verwerkers, belegging in produksie, werkerskorps, produksiekoste, -hoeveelhede en -waardes, invoere, verkoopsyfers, geouditeerde finansiële state en die negatiewe effek van ingevoerde produkte op die bedryf.



WIE KAN AANSOEK DOEN OM DIE INSTELLING OF VERHOOGING VAN INVOERTARIEWE?

Die vervaardigers of verwerkers van die spesifieke produk kan aansoek doen om die instelling of verhoging van invoertariewe. Die MPO kan ook insette ten opsigte van tarief-aansoeke lewer. Die internasionale handelsomgewing is kompleks en die veranderinge sedert 1994

het verreikende implikasies vir landbou en die suiwelbedryf ingehou. Die suiwelbedryf het te midde van die omwentelings gefokus op effektiwiteit en mededingendheid sodat ons melkprodusente vandag onder die bestes in die wêreld tel!

BARBARA BIELDT is verantwoordelik vir markbeskerming en -ontwikkeling van die primêre suiwelbedryf en is ook die redakteur van die weeklikse MPO nuusbrieff. Stuur vir haar 'n e-pos by barbara@mpo.co.za vir meer inligting. **TDM**





HIDDEN BENEFITS OF

HEAT DETECTION TECHNOLOGY

by **Chris McCullough**

Missed heats add up to big money. It is estimated that the UK dairy industry loses £200 million a year from missed heats and that the US dairy industry loses over US\$300 million a year. In addition to being expensive and time-consuming, missed heats may also affect animal welfare.

The largest dairy farm in Ireland is using a revolutionary new heat detection system which sends information about cow behaviour to the farmer's cellular phone. Greenhills Farm, run by

Tom and Simon Browne in County Cork, is using Dairymaster's award-winning MooMonitor+ health and fertility system on their herd of 1 000 cows.

Why the fuss?

Profits on any dairy farm are significantly affected by better heat detection rates.

Each missed heat results in a loss of three weeks' milk production in a spring calving system. Consequently, if a cow is producing 26 l of milk a day during the breeding season and using a milk price of €0,29 (R4,84)/l, every missed heat costs a farmer up to €160 (R2 672,69). If a farmer or his worker misses 10 heats during a breeding season, this can cost them €1 583 (R26 442,94) in milk production alone, not taking into account insemination, labour and veterinary costs. Research shows that the majority of heats start between 20:00 and 06:00, when the dairy farmer is more than likely to be asleep. In addition, manual heat detection is time consuming and can have variable accuracy.

// Research shows that the majority of heats start between 20:00 and 06:00, when the dairy farmer is more than likely to be asleep."

A POSSIBLE SOLUTION

It is impractical for dairy farmers to be with their cows 24/7, but a new wireless system to detect heats could improve farm detection rates. MooMonitor+ is one such wireless system which allows farmers to monitor heat, resting, feeding, restlessness, rumination and wellness 24 hours a day, seven days a week.

When the system detects sick cows, it sends an immediate notification directly to the farmer's phone. The advantage of this is that farmers, employees, veterinarians, breeders and nutritionists can all have secure, up-to-the-minute access to farm information, allowing for timely, informed decision-making.



Tom and Simon Browne.

The added benefit

Rumination data gives the farmer a great indication of animal welfare. The system provides Animal Behavioural Alerts, alerting a farmer when it detects changes in behaviour which may indicate illness. This allows early intervention, reduced antibiotic usage and better recovery rates on the farm. As a result, the MooMonitor+ has saved many cows around the world, ensuring an even faster return on investment.

The system has advanced features, such as having the longest range on the market, an amazing battery life of up to 10 years, two-way communication and much more.

It's a simple system to use, as the operator simply taps his phone against the MooMonitor+ and keys in the cow's number. From that moment on, that particular cow is monitored 24/7.

If there is a significant change in the cow's behaviour, such as when she is in heat or sick, the farmer gets an alert directly to his phone.

The added benefit of this is ease of use and less animal handling and stress for both the farmer and the cow. Tom and Simon know that breeding, fertility and health are critical factors for success on the farm. Says Tom: "We feel that this technology will more than pay for itself and allow us to improve results on the farm. Technology is always changing and improving and the MooMonitor+ gives us more information about all our cows to help us make better decisions. Our association with Dairymaster is long-standing and we are proud to

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 Tail
PAINT
It's Foolproof



The system alerts the farmer when it detects changes in behaviour that may indicate illness.

see that partnership continue". Dr Edmund Harty, Dairymaster's chief executive officer, says: "Tom and Simon Browne run not only one of the biggest but one of the most respected dairy farm operations in Ireland. Dairymaster has a long and proud association with the Browne family and Greenhills farm, having installed a 60-unit rotary milking parlour in 2000, which was very new thinking at the time. The Browne's have always been ahead of the pack when it comes to doing things more efficiently and more profitably."

Manual heat detection is time consuming and can have variable accuracy. With the MooMonitor+ the farmer has a consistently reliable system, which can quickly affect the profitability of a farm. In addition, health is also of vital importance. This system pushes health alerts, informing the farmer when it detects health problems and enabling immediate attention to be given to the cow. "Like the Browne's, more and more farmers are partnering with us to install this game-changing technology on their farms," says Harty.

CHRIS McCULLOUGH is a multimedia journalist based in Northern Ireland, specialising in agriculture. He was brought up on a dairy and beef farm in the heart of Northern Ireland and has spent the past 14 years travelling the globe hunting for the best stories in food, farming and politics. Email Chris at belfastjourn@gmail.com for more information about this article. **TDM**



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The mowers are now in production, in sizes from 1,5 to 2,3 m, and will be officially launched at this year's NAMPO Show in May.



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AIM FOR NEW HORIZONS

by Wayne Witthöft



Gebruik hierdie skakel
om die artikel in Afrikaans te lees.



The fact that the space and time where businesses have an advantage over competitors are, in most cases, finite, suggests that the search for new horizons is an activity required repeatedly for business survival. The search for new horizons is therefore best imbedded in the culture and structure of companies seeking not only longevity, but also strong, consistent and profitable growth.

As most companies and industries mature, they have a tendency to stagnate into a state of declining growth and of profits being eroded. This seems to be part of a natural cycle and a stark reality of business. Yet this should come as no surprise. Any success in business quickly becomes the aspiration of competing entities, all vying for a piece of the same pie. It is this competitive activity that either drives companies out of business, or drives them to new heights where they can largely conduct business on their own terms... for a while at least.

The blue ocean strategy

Continuous rapid technological advances must lead us to assume that supply will ultimately, as a rule, exceed demand. This is clearly evident in the global dairy industry. The number of dairy farmers is rapidly declining, yet we are generally faced with a global surplus of dairy products – largely as a result of higher yields per cow and the ability to maintain and manage larger herds. This is a strong message of encouragement to move to new

horizons as an industry and seek new markets and more efficient ways of working throughout the dairy value chain.

Professors W.C. Kim and R. Mauborgne, authors of *Blue Ocean Strategy*, have likened this position to a 'red ocean of bloody competition', and share some valuable guidelines on how to move into a 'blue ocean of uncontested market space characterised by new demand and strong profitable growth'. Red ocean strategy focuses on competing in an existing market, beating the competition, exploiting existing demand and making value-cost trade-offs, while blue ocean strategies create uncontested markets, make the competition irrelevant, create and capture new demand and break the value-cost trade-off. The dairy industry is not unique in this regard. Stagnation and decline rushes upon even the largest and most innovative companies. Organisations such as Apple are measured by what new and innovative solutions and products lie on their horizon. Their share price and perceptions about the company are guided by how they funnel 'new horizon' ideas. They can ill afford a financial quarter without the promise of a new development that will put them in a position to be free of threats by competitors.



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Healthy udders equate to healthy returns by decreasing somatic cell counts, minimising veterinary costs and reducing lost milking days.

SalvoDip B boasts an innovative LaXplosion formula – ensuring excellent udder disinfection for optimum teat care and protection in between milking times.

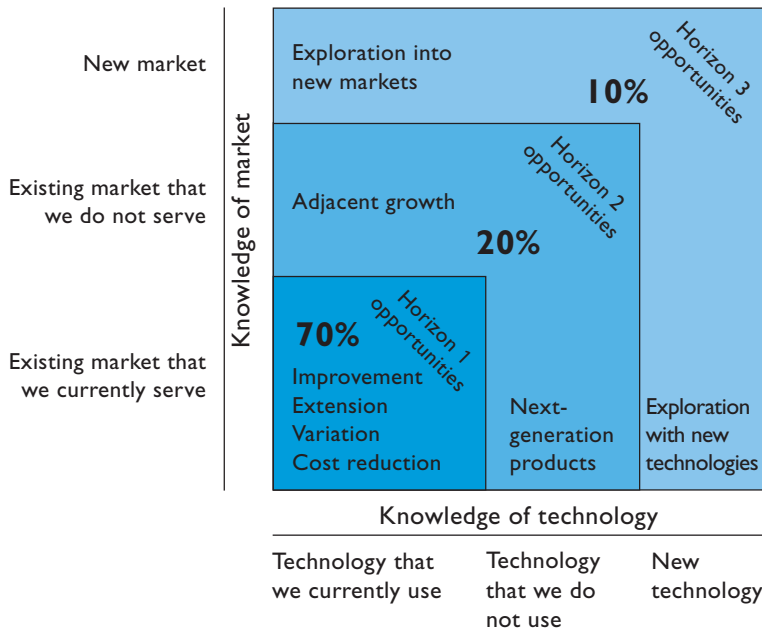


TAKING THINGS STEP BY STEP

In order to achieve consistent levels of growth throughout their corporate lifetimes, companies must attend to existing businesses while considering areas they can grow in the future. Just as the light bulb was not created in one moment of brilliance, new horizons are not arrived at in one giant leap but are generally achieved incrementally with solutions at different stages of market readiness and positioning. In *The Alchemy of Growth: Practical Insights for Building the Enduring Enterprise*, authors Baghai, Coley and White describe three horizons along which a company should be run (Figure 1). Horizon one represents those core businesses most readily

identified with the company name and those that provide traditional revenue and core profits. Here the focus is on improving performance and maximising the remaining value. Horizon two encompasses emerging opportunities likely to generate substantial profits in the future but that could require considerable investment. Horizon three contains ideas for profitable growth down the road – for instance, small ventures such as research projects, pilot programmes, or minority stakes in new businesses. The impact to a business is that high revenues and small profits are exchanged with significantly higher profits being generated from far lower revenues.

Figure 1 The three horizons according to Baghai, Coley and White



What are new horizons?

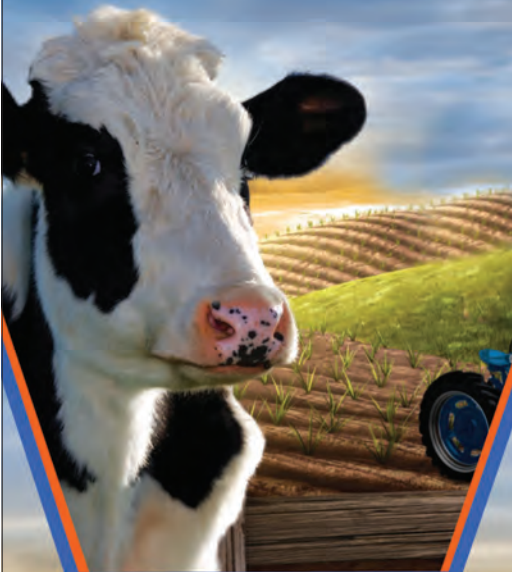
There are numerous misconceptions of what new horizons may entail. Firstly, new horizon strategies are not necessarily customer-oriented. If we are to become market makers, we should rather understand non-customers, and

answer questions such as why non-customers refuse to patronise our industry. We should also avoid the trap of believing we need to move beyond our core business. New horizons can be readily created in the middle of an organisation's existing core business.



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Thirdly, it is a misconception that new horizon thinking means we must be the first to reach the market. Just as iMac was not the first computer, iPod was not the first MP3 player and neither was iTunes the first digital music store. Being first to the market is not a guarantee of success, nor is it necessarily a prerequisite. What Apple did successfully was to link innovation with value.

Lastly, new horizons are not only about new technologies. Technology per se is not a defining feature of any solution. Products that are simple, easy to use, fun and productive are usually the features that make consumers happy. Value innovation and not technology innovation is what creates compelling new markets. Technology, at most should, be an enabler to new horizons.

NOW DO IT!

New horizon thinking and strategies hold no value if they are not carried out effectively. The execution process needs to be built into the strategy; the two should never stand alone and strategy should never just remain a dream. Companies in the dairy industry should devote a lot of effort into embedding cultures of seeking new horizons to improve and grow their businesses. This becomes possible when there is

an acute level of strategic alignment within the organisation where every member understands his role and knows what he is called to deliver. All this, also remembering that a new horizon strategy is not cast in stone, nor is it a static process but, instead, that new horizons need to be renewed regularly so that the company can remain ahead of the market and competitors.

““ New market opportunities do not necessarily mean straying from our core business. ””



WAYNE WITTHÖFT holds a BSc (Hons) in microbiology and genetics from the University of Pretoria. In his current role at Sealed Air as global strategic marketing director, he is accountable for creating and evolving Sealed Air's long-term strategic plan to deliver value creation opportunities to its customers and stakeholders. Email him at wayne.witthoft@sealedair.com for more information. **TDM**



INTERNASIONALE BELEGGING: hoe, wat, wanneer?

deur adv. Koos Nel

Die noodsaaklikheid van diversifisering as 'n sakestrategie word duidelik deur die huidige droogte onderstreep. Die druk op kontantvloeï wat sommige boere ervaar, word vererger deur die feit dat ander likiede bates nie buite die boerderyonderneming opgebou is nie. Dit is die bates wat die boer nou in staat kon gestel het om die droogte deur te sien.



Dit is interessant om te sien hoeveel van die boere met wie dr. Piet van Zyl en Tisha Steyn gesels het vir hul onlangse boek, *Mees-terboere: Denkers en Doeners*, die waarde van diversifisering buite die landbou onderstreep. Besoek www.turksvy.co.za of gebruik hierdie QR-kode om die boek te bestel.



Die Suid-Afrikaanse ekonomie

Navorsing wat MSSA (Marketing Surveys & Statistical Analysis) in opdrag van Old Mutual gedoen het, toon dat net 6% van boere in Suid-Afrika oorsese beleggings of verskansing besit. Dit beteken dat 94% ten volle uitgelewer is aan die Suid-Afrikaanse ekonomie en wisselings in die waarde van die rand. Die geleidelike en soms dramatiese verswakking van die rand het 'n groot impak op die Suid-Afrikaanse ekonomie. Boere wat produkte uitvoer, trek voordeel daaruit, terwyl bedrywe wat toerusting moet invoer of meeding met oorsese produkte weer aan die kortste end trek en dit moet absorbeer. Internasionale diversifisering kan die negatiewe impak van die verswakkende rand op 'n besigheid en persoonlike welvaart temper.

“
*Francois van Wyk, wat naby
 Calvinia boer, beklemtoon in
 Meesterboere die waarde van
 buitelandse aandele as rand-
 verskansers en potensieële groei wat
 nie aan die plaaslike onsekerhede
 blootgestel is nie.*”

Die Suid-Afrikaanse ekonomie maak minder as 1% van die wêreld ekonomie uit en die rand is boonop een van die wêreld se wisselvalligste geldeenhede. So daar moet met reg gevra word hoe 'n boer toegang en blootstelling tot die ander 99% kan verkry.

Vir Suid-Afrikaners is daar 'n verskeidenheid beleggingsmeganismes beskikbaar met relatief maklike toegang.

Aandele

Beleggers kan aandele koop in 'n Suid-Afrikaanse maatskappy wat sy inkomste hoofsaaklik in buitelandse valuta verdien, soos Naspers, wat deur slim beleggings baie wye internasionale blootstelling het, maar plaaslik genoteer is. Alhoewel 'n aandeelhouer inkomste en kapitaal groei in rande ontvang, verhoog die randopbrengs as die rand verswak.

Bateruiling

Bateruiling is 'n proses waardeur 'n beleggingshuis in een land (bv. Suid-Afrika) 'n sekere hoeveelheid van sy bates vir dié van ander maatskappye oorsee verruil (bv. in die Britse Eilande). 'n Belegger se beleggingsbydraes is in rand betaalbaar, en die opbrengs van die belegging word op dieselfde manier uitbetaal. Dit is dus steeds in 'n mate aan die politieke risiko's van Suid-Afrika blootgestel, maar jy is verskans teen die wisselvalligheid van die rand en trek voordeel daaruit as dit verswak. Dit is maklik om in die fondse te belê, aangesien geen goedkeuring deur die Reserwebank of Ontvanger van Inkomste nodig is nie. Dit word deur die finansiële instelling vir die fonds beding. Die voordeel van die bateruilmeganisme is dat dit die geleentheid vir buitelandse blootstelling bied vir instellings wat dit andersins nie sou kon doen nie. Trusts is 'n baie gewilde beplanningsinstrument vir boere om welvaart te kan bestuur. Die dilemma is dat trusts nie kwalifiseer vir die toegewing van R10 miljoen per jaar aan individue om geld oorsee te belê nie.



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Onthou die volgende:

Dink mooi oor beleggingsbesluite met langtermynimplikasies soos internasionale diversifisering.

Politieke risiko's kan nie geïgnoreer word nie.

Die maklikste keuse is nie noodwendig die beste een nie.

Oorweeg die belastingbedeling, koerse en administratiewe hantering van die belegging saam met die belegger se doelwitte en risikoprofiel.

Die struktuur van die oorsese belegging is belangrik en as dit reg gestruktureer is, kan dit koste-, belasting- en boedelbeplanningsvoordele inhou.

Suid-Afrikaners word tans toegelaat om tot R10 miljoen per jaar per persoon in 'n land buite Suid-Afrika te belê. Oorweeg die opsie terwyl dit beskikbaar is.

'n Bateruiltransaksie bied die geleentheid aan trusts om op voordelige wyse internasionale blootstelling te verkry sonder om aan die struktuur van die besigheid te verander.

“Oor Pieter Slabber wat in die Kalahari boer word in Meesterboere soos volg geskryf: “Hy belê eerder met advies van kundiges op die aandelebeurs en in die buiteland. Hy beskou bates en beleggings buite die boerdery en in die buiteland as 'n fundamentele bousteen van 'n weldeurdragte sakeplan wat sal verseker dat hy sy langtermyn-doelwitte bereik”.

'n Bateruiltransaksie is dan die aangewese oplossing en kan selfs meer voordelig uit 'n belastingsoogpunt wees as soortgelyke plaaslike beleggings.

Buitelandse valutabeleggings

Hier verlaat die belegger se geld die land fisiek en stel dit die belegger in staat om letterlik vanaf die plaas regstreeks in oorsese fondse of ander beleggings te belê – in die geldeenheid en fondse van sy keuse. Hier word die belegging ten volle verskans teen plaaslike politieke risiko's en die verswakking van die rand. Suid-Afrikaanse inwoners mag tans tot R10 miljoen per jaar regstreeks, per persoon, oorsese belê – onderhewig aan goedkeuring deur die Ontvanger van Inkomste. Daar is ook 'n toegewing van R1 miljoen per jaar vir reistoelae wat benut kan word.

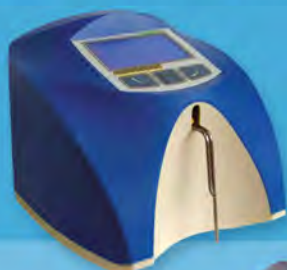
Kontak jou finansiële adviseur vir inligting oor die verskillende opsies wat beskikbaar is, en verkry kundige advies oor hoe en waar dit by jou persoonlike finansiële plan kan inpas.



KOOS NEL is die hoof, Agri Mark by Old Mutual. E-pos hom by KNel1@oldmutual.com vir meer inligting rakende hierdie artikel. [TDM](#)

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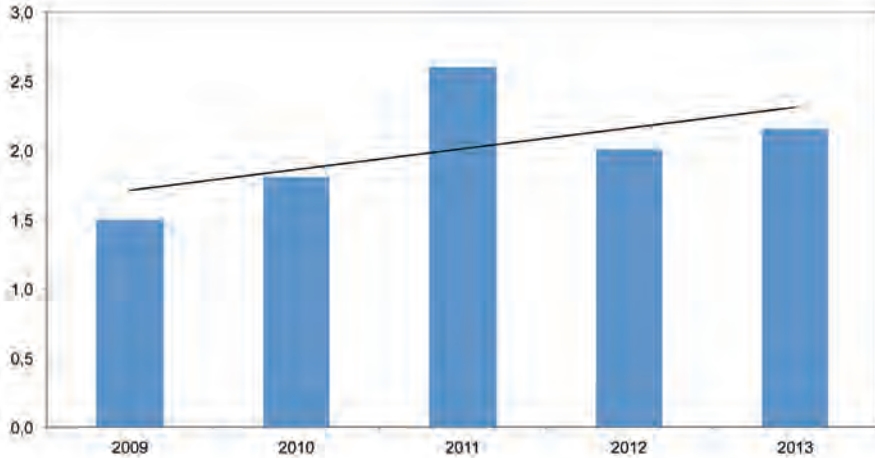
by Pieter Esterhuysen

In 2015 South African milk producers came under constant pressure as domestic milk surpluses led to falling milk prices. This situation has been aggravated by comparable international market fundamentals, as well as the present record-high levels of imports of dairy products by domestic buyers. The appalling result is the dumping of millions of litres of locally produced milk.

Current market conditions are forcing local milk producers to sell their product under production cost and an increase in the domestic demand to take up the dairy surplus is not expected over the short to medium term. The only other solution,

other than decreasing milk production substantially, is to explore export opportunities. The question is whether South Africa's natural export destination, sub-Saharan Africa (SSA), provides enough markets for South Africa's surplus milk and dairy products.

Figure 1 Imports of dairy products into sub-Saharan Africa in US\$ billion (source: TRADE, North-West University)



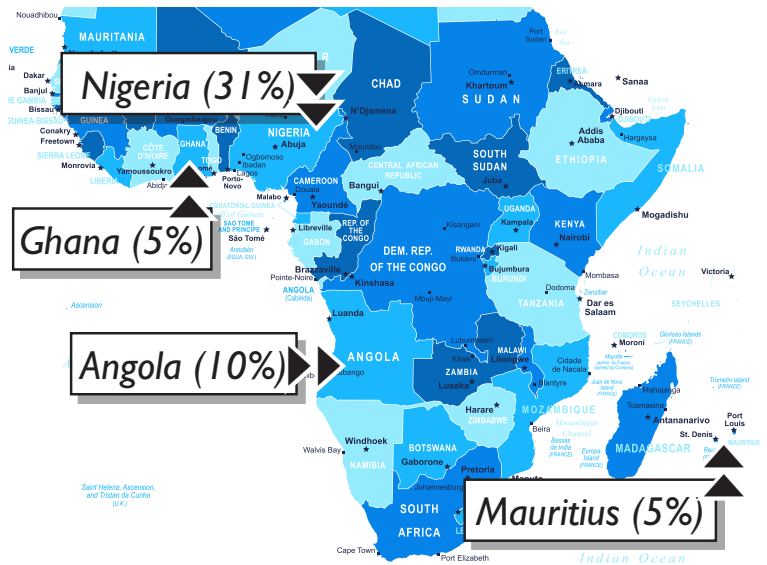
Dairy export opportunities in SSA

Cross-border dairy product trade statistics in SSA show trade in excess of US\$2 billion a year – a massive market! Of this trade, only 30% to 35% originates from inside SSA. The rest originates from countries outside the continent. This market is also not static, it is steadily growing at a rate of approximately 4% a year (Figure 1). Western and Central Africa report the largest dairy imports. Nigeria constitutes 31% of the import demand, followed by Angola at 10% and Ghana and Mauritius each at 5%. 15 of the 40 countries in the region account for more than 80% of the total import demand and 34 of the 40 SSA countries are already importing dairy products from South Africa, but it is clear that our market share is generally marginal. According to research done by TRADE, a research focus area at the North-West University specialising in the fields of international trade and economic development, there are more than 800 potential export opportunities for dairy products in SSA, of which 26 are regarded as realistic. The latter include export

opportunities for 14 dairy products to 11 different markets. The majority of these opportunities are related to milk powder and yoghurt. South Africa is already a major exporter to four of these markets – Angola, Mozambique, Zambia and Mauritius.

It is clear that SSA provides South Africa with an attractive, growing market for dairy products. It is, however, important to note that about two-thirds of this market is currently supplied by countries outside of Africa who have, in many instances, long-standing trade relations with the SSA-importing countries.

Western and Central Africa report the largest dairy imports.



BARRIERS TO DEVELOPING EXPORT MARKETS IN SSA

When evaluating SSA as a market for South African dairy products, a few barriers must be overcome or at least considered.

1. CRITICAL MASS

Developing a market demands the same research, logistical support, structures and establishment costs, irrespective of the size of the market. Some friendly SSA markets are just too small to justify the fixed costs involved in establishing and maintaining them.

2. GOVERNMENT

Unfortunately, many markets in SSA countries are exposed to non-predictable government intervention. These interventions relate to minimum and maximum prices, international trade controls, subsidised input, etc. These conditions result in market fundamentals being contaminated by non-market forces and make it, in many instances, unattractive for entrepreneurs to trade and invest in these countries.

3. CURRENCY

Like most other Third World countries, SSA countries' econo-

mies are characterised by volatile currencies, foreign currency shortages and unpredictable regulatory involvement. These uncertainties are exacerbated by the absence of financial hedging instruments for risk management utilisation. This means South African businesses in SSA countries can make handsome profits in the other country, but could face losses in rand terms after repatriating the profits.

4. FINANCING CHALLENGES

SSA economies are characterised by high interest rates and extremely challenging requirements for collateral utilisation. In many instances interest rates are so high that normal commercial activities cannot justify such financing. Normal balance sheet-based financing also has the challenge of limitations to property rights and a lack of safe collateral management facilities.

5. ETHICS

The cultures of some SSA countries regarding ethical matters make it very difficult for companies having a First World culture of good corporate governance to conduct business in these countries. Prospective investing or trading companies have to investigate and analyse the situation before expanding into these countries to ensure beforehand whether the companies concerned would be willing and able to handle the ethical realities.

6. INFRASTRUCTURE

In many instances, SSA economies are suffering from inadequate systems and infrastructure. In some cases this can be contributed to maintenance problems but in other cases system and infrastructure expansion are lagging behind natural industry or economic growth. This reality makes trading in perishable dairy products very risky and costly.

Conclusion

It is clear that sub-Saharan Africa provides very attractive market opportunities for South Africa's dairy exporters. We will, however, be faced with the challenge of gaining market share from current

suppliers to these markets. The natural trading and investment hurdles in SSA are also currently playing a major inhibiting role in the decisions entrepreneurs are taking.

PIETER ESTERHUYSEN is an economist who has developed as an entrepreneur in the agribusiness sector. He is the CEO of Successions, an organisation providing professional guidance services to businessmen and also serves as a non-executive director on the boards of several companies in the food value chain. Send an email to Pieter at pieter@successions.co.za for more information. **TDM**





LEES DIE FYN SKRIF

deur Willie Botha

Kontrakte is waarskynlik vir die meeste van ons 'n uitdaging, maar met relatief min kennis kan enige kontrak verstaan word mits dit gelees word.

Kontrakte bestaan gewoonlik uit drie afdelings:

- die inleiding, wat definisies insluit
- die wesensbelangrike inhoud
- algemene regsbeginsels.

Die basiese beginsels

Die kopstuk definieer die kontrak, byvoorbeeld 'n koop-ooreenkoms vir vaste eiendom. Dit word gevolg deur die omskrywing van die partye tot die

kontrak, 'n inleiding wat die belangrikste beginsels van die kontrak saamvat en 'n lys definisies (woorde of begrippe wat regdeur die kontrak herhaal word).

Die spreekwoordelike liggaam van die kontrak volg ná die definisies. In hierdie gedeelte word die noodsaaklikste aspekte van die kontrak behandel. Dit sluit sake in wat tussen die partye ooreengekom word en dit wat uit die kontrak kan voortspuit. Indien die kontrak, byvoorbeeld 'n ooreenkoms is

vir verskaffing van voer, moet minstens na die volgende verwys word:

- Die voeromskrywing
- Wanneer voer verskaf gaan word
- Waar lewering van die voer gaan plaasvind
- Wie verantwoordelik is vir die vervoerkoste
- Hoe betaling gaan plaasvind.

Algemene bepalings wat gewoonlik in kontrakte vervat word, word gewoonlik in die laaste gedeelte van 'n kontrak vervat, wat die volgende bepalings kan insluit:

- verbrekiingsklousule
- jurisdiksie
- adresse vir betekening,
- 'n verwysing dat die terme en voorwaardes van die kontrak die geheel van die kontrak is
- verskeie ander klousules wat die uitvoering van die kontrak en die partye se regte en verpligtinge teenoor mekaar reguleer:

Algemene foute

Een van die belangrikste klousules wat gewoonlik in kontrakte vervat word en wat van tyd tot tyd misgelees of oorgesien word, is die sogenaamde Shiffrin-klousule. Indien so 'n klousule in 'n kontrak voorkom, moet die partye tot die kontrak enige verandering in die kontrak op skrif stel en onderteken.

'n Ander belangrike klousule waarna ons kan verwys, is die sogenaamde verbrekiingsklousule, wat die ooreenkoms uiteensit wat die kontraktspartye met mekaar het indien enigeen van hulle die kontrak sou verbreek. Dié klousule kan bepaal dat indien enigeen van die partye enige van die terme of voorwaardes van die kontrak verbreek, 'n ooreenge-



KONTRAK-KLOUSULES



SHRIFFIN-KLOUSULE

- bepaal dat geen wysiging of verandering tot 'n kontrak gemaak kan word sonder dat dit op skrif gestel is en deur al die partye tot die kontrak geteken is nie.

VERBREKINGSKLOUSULE

- geleentheid om die verbreking van die terme of voorwaardes van die kontrak reg te stel, alternatiewelik kan die kontrak afgedwing of gekanselleer word.

MEDIASIE-/ARBITRASIEKLOUSULE

- bepaalde reëlins wat die partye tot die kontrak ooreenkoms met betrekking tot die oplossing van enige dispuut wat uit die kontrak kan voortspruit.

DOMICILIUM CITANDI ET EXECUTANDI-KLOUSULE

- die adres waar enige dokumente of prosesstukke met betrekking tot die kontrak ontvang sal word deur die partye tot die kontrak.

kome tyd verleen moet word vir die regstelling van die gebrek, by gebreke waarvan die verontregte party die kontrak mag kanselleer of spesifieke nakoming van die terme en voorwaardes van die kontrak mag vereis.

Die meeste kontrakte kan, bo en behalwe die verbrekiingsklousule, ook voorsiening maak vir 'n mediasie-/arbitrasieklousule, waarin die partye tot die kontrak bepaalde reëlins ooreenkoms met betrekking tot die oplossing van enige moontlike dispuut wat uit die kontrak voortspruit. Dit kan veral van belang wees dat die partye tot die kontrak hierop let, alvorens onnodige regsaksie ingestel word.

Dit is belangrik dat u as party tot die kontrak 'n behoorlike adres kies waar u enige dokumente of prosesstukke sal kan ontvang. Hierdie klousule word gewoonlik omskryf as die *domicilium citandi* et *executandi*-klousule. Hierdie klousule is baie belangriker as wat die meeste mense dink, veral aangesien dit

natuurlik jou eerste kennis sal wees van 'n verbreking van die kontrak deur jouself of, indien die ander party die kontrak verbreek het, die adres waar daardie kennis gegee moet word vir die regstelling van enige gebreke of die kansellasiel van die kontrak. Onthou om jou adres skriftelik te verander en seker te maak dat die ander kontraksparty kennis van die adresverandering ontvang.

Maak seker van die feite

Dit is dus geweldig belangrik dat 'n kontrak nie net eenvoudig ligtelik opgeneem word nie, veral waar potensiële aanspreeklikheid, die verkryging van bepaalde regte en die opdoen van verpligtinge deur die kontrakterende partye ter sprake is. Maak seker dat alle bedrae vervat in die kontrak reg weergegee word, dat betalingsvoorwaardes, -termyne en -verpligtinge reg verstaan word, veral wanneer daar 'n lening vanaf jou bank aangegaan word of krediet met 'n verskaffer onderhandel word. Voormelde kan toepassing vind by die aankoop van vaste eiendom of 'n produksielening.

Jy is geregtig om ten tye van die ontvangs van 'n kontrak aspekte van die kontrak waarmee jy nie tevrede is nie, uit te wys en te versoek dat dit verander word. Indien jy egter afhanklik is van die kredietverskaffer en nie in 'n posisie is om te onderhandel oor die terme en voorwaardes wat die kontrak vervat nie, is dit geweldig belangrik dat jy ten minste jou sake- en finansiële beplanning baie goed verstaan, al verstaan jy ook die inhoud van die kontrak.

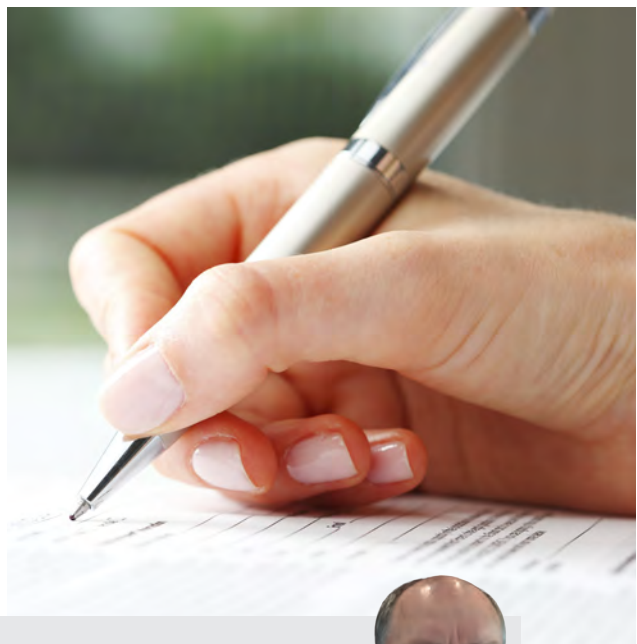
Elke kontrak het sy eie struktuur, met 'n bepaalde doel. Jy moet verstaan wat die doel van enige bepaalde kontrak is voordat jy dit onderteken. Jy

„Jy is geregtig om ten tye van die ontvangs van 'n kontrak aspekte van die kontrak waarmee jy nie tevrede is nie, uit te wys en te versoek dat dit verander word.”

moet ook seker maak dat jou bedoeling met die aangaan van die kontrak in die kontrak vervat is. 'n Kontrak is tog uiteindelik die partye tot die kontrak se wilsooreenstemming ten aansien van die aangeleenthede wat in die kontrak vervat is.

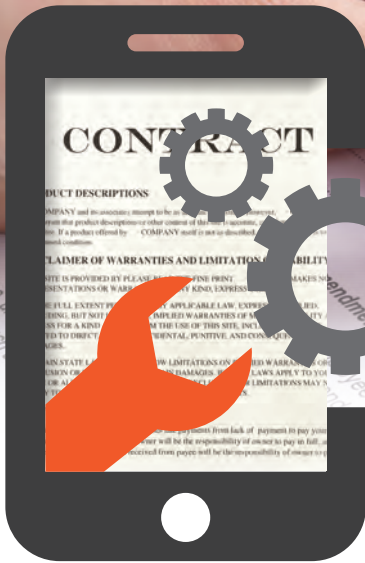
Die belangrikste boodskap voortspruitend uit bogenoemde kort bespreking is

dat enige party tot 'n kontrak die inhoud daarvan behoorlik moet verstaan, alvorens dit onderteken word, aangesien daardie kontrak bepaalde gevolge dra en bepaalde regte aan die ander kontrakterende party verleen. Dit sal gevolglik raadsaam wees om, indien jy nie die inhoud van die kontrak verstaan nie of nie tevrede is met die inhoud daarvan nie, jy dit eers met jou regsvertegenwoordiger bespreek, voordat jy dit blindelings onderteken.



WILLIE BOTHA het aan die Universiteit van Pretoria studeer en staan aan die hoof van die kommersiële, kommersiële litigasie- en geskilbeslegtingsdepartemente by WWB Botha Prokureurs. Melkboere is welkom om te skakel met die kantore van WWB Botha Prokureurs en enige kontraktuele uitdagings wat hul mag ervaar; te bespreek met regslui in diens van WWB Botha Prokureurs. [TDM](#)





by Marius Rieger

FIX YOUR FIXED-TERM CONTRACTS

Labour legislation is not negotiable and non-compliance holds a huge business risk for employers. By addressing labour risk proactively, an employer can greatly contribute towards the business's sustainability and profitability and ensure a working environment with reduced conflict and misunderstanding, which in turn creates an environment receptive to growth.

Labour legislation applies to all employers and employees and aims to regulate labour relations, ensuring fairness in the workplace. At times, the legislator sets apart a specific group that needs additional protection from being exploited.

Recent amendments to the Labour Relations Act (LRA) which came into effect on 1 January

2015 included regulations regarding the use of fixed-term contracts by employers. The amendment introduces new provisions regarding the duration and status of fixed-term contracts, relating to employees earning below the earnings threshold – currently set at R205 433,30 a year.

LIMITATIONS

1. The period of engagement

- may only exceed three months if the nature of the work for which the employee is engaged for is of a limited or definite duration, or if the employer is able to demonstrate any other justifiable reason for providing the employee with a fixed-term contract.
- positions funded by external sources for a limited period
- retirement age has already been reached
- any other justifiable reason.

From 1 April 2015 employees employed on a fixed-term basis for more than three months will be deemed to be permanent employees of the employer, unless the longer fixed-term period is justifiable.

The employer may still engage employees below the earnings threshold on a fixed-term contract, but must note the limitations set regarding the period of engagement. Employers bear the onus of proving that there is a justifiable reason for placing the employee on a fixed-term contract and that these terms were agreed upon between the parties. In the absence of a justifiable reason the employee can be deemed to be a permanent employee of the employer.

2. The LRA now stipulates the grounds on which an employer may employ an employee for a fixed term. Justifiable reasons for employing an employee on a fixed-term contract for more than three months include:

- replacing another employee who is temporarily absent
- temporary increase in work volume (expected duration of up to 12 months)
- student or graduate internships
- project work
- non-citizens that have been granted a work permit for a defined period
- seasonal work
- public works or job creation schemes

Using a fixed-term contract as a form of probation period before appointing a person permanently is not a justifiable practice in terms of the LRA. If a fixed-term contract is used for this purpose, it is an unfair labour practice and terminating the contract after completion of the fixed term may be seen as unfair dismissal.

// By addressing labour risk proactively, an employer can greatly contribute towards the business's sustainability and profitability and ensure a



working environment with reduced conflict and misunderstanding, which in turn creates an environment receptive to growth. ”

Can a fixed-term employment contract be renewed?

The employer must be careful not to create an expectation of permanent employment with the employee, which can easily happen when a fixed-term employment contract is renewed. When renewing such a contract (for a second, similar period), the employer must inform the employee in writing that there will be no further renewals and confirm the expiry date of the contract. The more frequently an employer rolls over a fixed-term contract, the more reasonable becomes the employee's

expectation that it will continue to be rolled over in the future, hence creating an expectation of permanent employment.

If a fixed-term employment contract comes to an end and the employee remains in the position, legislation states that that employee will be considered a permanent employee. This means that the contract will be deemed to have been tacitly renewed on the same terms, except that the relationship will now be of a permanent duration and the contract may only be terminated by dismissal, the employee's resignation or death.

ILLEGAL

It is illegal to disguise what is actually permanent employment in the form of a fixed-term contract.

BE PROACTIVE

The most important rules with regard to fixed-term employment contracts are:

- Never create an expectation of permanent employment.
- Make sure that you will be able to give reasons why a person is appointed on a fixed term in terms of the listed grounds as referred to in the LRA.
- If a fixed-term contract is renewed, ensure that it does not create expectations and amend the contract with good reason well in advance.
- Fixed-term employees must be treated the same as permanent employees with regard to wages, leave and other benefits. Employees on fixed-term contracts must also be given equal access to opportunities to apply for vacancies, as well as be entitled to severance pay upon termination of employment where the employee is employed on a fixed-term contract exceeding 24 months.

We advise employers to ensure that their employment contracts comply with the applicable labour legislation

and that expiration of fixed-term contracts are managed properly and with the necessary care.

MARIUS RIEGER is a senior legal advisor at the LWO Employers' Organisation, which is registered with the Department of Labour. He is an admitted attorney with a Master's degree in labour law and more than 10 years' experience in the labour law arena. Send an email to ansofe@lwo.co.za for more information. **TDM**



by Aidan Bomford

YOU ARE NOT A TREE

“

**IF YOU DON'T
LIKE HOW
THINGS ARE,
CHANGE IT!
YOU'RE NOT A
TREE.**

- JIM ROHN

”

Trees serve a vital role on our planet, but they are very unfortunate. If they are unhappy, they can't do much about it. They can't make their own decisions, they can't change who they are and they certainly can't get up and move. You are not a tree.

If you don't like where you are right now... move. If you don't like where you are heading right now... change direction. If you aren't happy with what is happening around you... do something. If you haven't yet thought about where you want to end up in life and how you want to get there, then life will provide you with its own path and destiny, whether you like it or not. Don't get carried along by life's random path. Decide your own destiny. Make your own path. The world is forever changing, with new horizons to aim for. We live in the most incredible environment, filled with endless opportunities and new and exciting possibilities around every corner. If you don't wake up every morning feeling remotely excited about what each new day can bring, then change something. Don't be a tree!

POINTS TO PONDER

Are you really happy with how your farm is doing? Even though dairy farming is an incredibly complex biological process, are you trying to keep things simple?

CALVES

Calves are the future of your farm. How you treat them now determines how much they will repay you with milk in two years' time. If you don't treat them properly now, you can't make up for it later.

- Are you 100% happy with the calves' condition?
- Do you weigh them to make sure they double their birth weight by weaning (8 weeks)?
- Are you feeding them at least 3 l milk/calf/day?
- Can you improve on your mortality rates?

HEIFERS

There is no point in raising more heifers than you need. It is also better to raise fewer heifers properly than a lot poorly. On average a cow only starts to make money for you after 2,7 lactations. If you are going to invest that much time and money then you need to make sure you are doing it right.

- Are you managing to get your heifers to 60% to 65% of their mature body weight at breeding?
- Do you breed at 15 months?
- Are your heifers calving at 24 months?

COWS

Most dairy cows have the potential to produce high volumes of milk during each lactation. Every single day, your decisions and actions determine exactly how much they will give you. Not enough quality feed will lower production. If they aren't at the correct body condition score (BCS), future production will drop. A single case of sickness/disease, you get less milk.

- When last did you BCS your cows?
- Are your dry cows in peak condition at dry-off?
- Do you have dry cows with a BCS below 3?
- When last did you calculate your margin over feed cost?
- Is your stocking rate right for your farm?
- Have you done a fodder flow plan for the winter?

AIDAN BOMFORD (PrSciNat 400191/14) is a registered professional natural scientist consulting in the KwaZulu-Natal dairy industry with Intelact. Email him at aidan.bomford@intelact.com for more information. **TDM**



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Time to **INVEST?**

A feasibility study should be considered in a very positive light. It means a change is required to improve the farming operation. The study shows the difference between your present and future operation when submitting reasons to the bank as to why additional finance is required.

There are many kinds of envisaged changes: a large investment in a new farm on which to run heifers; a small investment in a new mixer wagon as a result of the drought and the required change in the dairy ration; a new building for raising calves; or the introduction of a value-adding processing plant. A feasibility study relates to an enterprise that is already in operation and profitable, while a business plan involves a start-up operation with no guarantee of success.

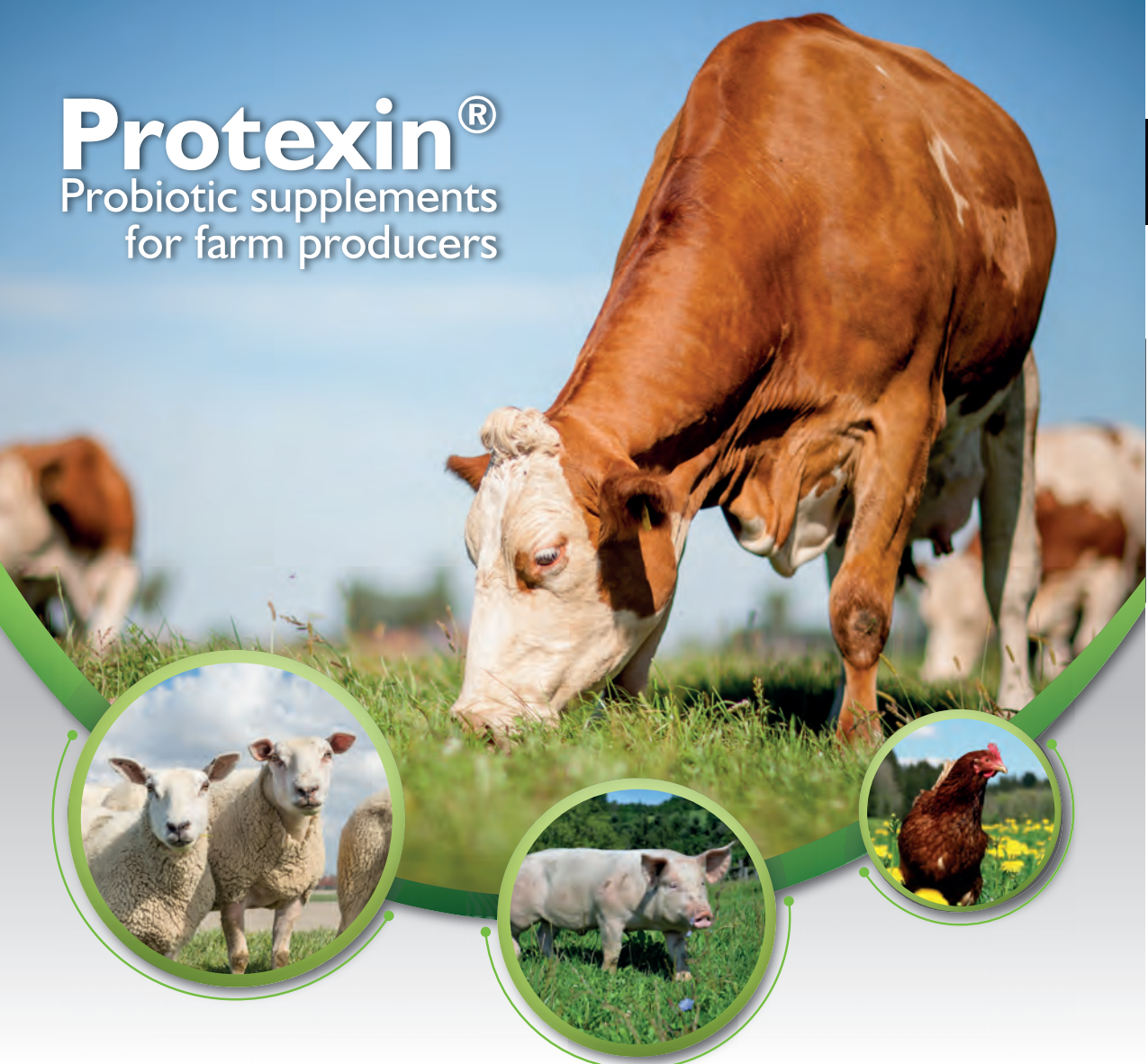
In the planning process the proposed investment has to integrate seamlessly into the existing operation, thereby ensuring that no unplanned changes are made to the farming enterprise. Changes normally entail an enlarged operation, and the investment must be planned in such a way that the new infrastructure will enable increases to be effected to other parts of the farm's infrastructure as well.

A feasibility plan is a lot like a business plan, but is shorter and modelled on an existing enterprise having the potential of better production and efficiency. The fact that you are considering improvements to your business, for whatever reason, is positive. You have already proven that your operation is stable and profitable. Well done, I wish you success in the enlarged operation!



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DO YOUR HOMEWORK

THE APPROACH TO BE FOLLOWED IN THE FEASIBILITY STUDY DOCUMENT IS TO SET OUT AND ANSWER THE FOLLOWING LOGICALLY:

WHAT?

What do you intend doing? The explanation does not need to be long-winded: a short answer focusing on the proposed action is sufficient.

WHY?

Why do you intend doing it? The reason must have a financial spin-off – what will the cost versus the return be, and the benefit to the business as a whole? The improvements must be both practical and raise the efficiency of the enterprise.

HOW?

How will you accomplish the changes? Taking your present infrastructure and factors of production into account, how will the improvements be integrated so as to use the available farm potential better? How will you pay for the changes/investment? The source of repayment must derive from an increased cash-flow situation.

WHEN?

How long will it be before income streams will arise from the investment? With an operating business some income streams will

carry a shorter lead period than others. For example, purchasing a new farm or erecting a new dairy parlour takes longer before income streams materialise than getting a return on investment (ROI) on a mixer wagon, which has immediate results because of an immediately better ration and improved milk production.

TALK MONEY

The aim is therefore to calculate the difference in income between the existing income streams and the proposed streams. Existing incomes (and expenses) are known from historic financials and the current cash flow. A further cash-flow document showing budgeted increased income streams from the investment made to the operation is generated. Increased production costs (from more cows, for example) and debt-servicing commitments are included. This should be easy – only changes brought about by increasing the enterprise have to be amended. If the improvement has a lead time without an appreciable income in the short term, negotiate an arrangement whereby interest only is serviced until production starts, when capital repayments start.

The bottom line should show an improved business, granted that initially there may be changes that may not contribute fully to the bottom line.

JAN DE JONG studied at Cedara and obtained a Master's degree in agriculture at the University of Natal. He now has his own agricultural consultation business. Send an email to jdejongconsulting@gmail.com for any enquiries. **TDM**



While survival is probably uppermost on dairymen's minds at the moment, with producers under extreme pressure due to the drought, increased input cost, and milk prices lagging behind escalating production costs, it is difficult to focus on new horizons, of which there are a number.

NEW HORIZONS

FOR THE DAIRY INDUSTRY

by Cliff Harrington



Gebruik hierdie skakel
om die artikel in Afrikaans te lees.

LISTEN TO THE CONSUMER

Asia is probably the fastest-growing market for dairy products in the world and research has shown that its consumer base has a rapidly changing dynamic, which has seen wide acceptance of dairy as fundamentally good nutrition. However, it is also a market which is looking for different kinds of products than those found in traditional dairy markets, with different taste and texture requirements. The same is probably true for young people in Western countries. They are looking for something different. Fonterra's research predicts that in five years' time, the most popular dairy items will be cultured products, flavoured beverages, protein drinks and smoothies. This provides both challenges and opportunities - taste and texture developments should be at the forefront of dairy processors' minds.

Furthermore, an increased awareness of the importance of the role of protein in a healthy diet is becoming commonplace and research has regularly highlighted the many positives of dairy protein - a fact that has not been actively marketed to the extent that it could have been.

Demand for cheese and yoghurt is also increasing, which makes it clear that the demand for high milk solids is on the increase. While milk component pricing has improved, it is not yet at the level which actively incentivises producers to focus not only on the total kilograms of butterfat and milk protein produced both via breeding and nutrition, but also to target the percentage per litre of butterfat and protein. The future will see milk solids enjoying a heavier weighting in determining milk price than it has at present.

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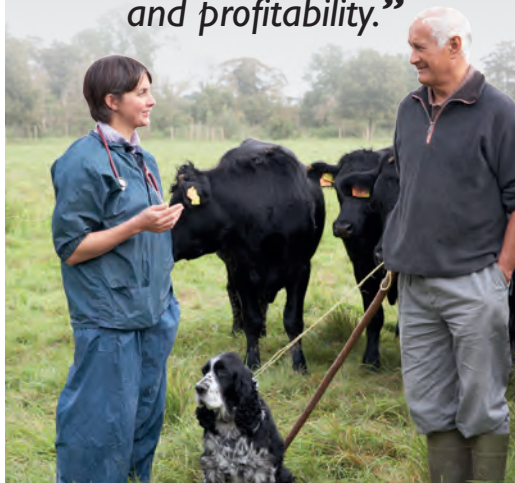


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QUALITY OVER QUANTITY

In general, pasture-based dairymen are utilising roughage quality more effectively than their TMR-based counterparts, which has led to a dramatic decrease in production costs. We have seen a move away from a largely kikuyu-based production system to one of ryegrass, together with in some cases clover; and recently, grazing chicory. Grazing management has also improved dramatically and pasture intakes of over 12 kg of dry matter per 400 kg-cow are not uncommon, seeing concentrate levels dropping to 1 500 kg in the production of a 6 000 l lactation. The challenge for TMR farmers is to emulate this by improving the quality of silage and hay made, reducing the levels of NDF by possibly harvesting a little earlier, which normally means giving up some volume and, in the case of silage, filling and compacting bunkers at a faster rate. This will significantly lower the cost of the ration and invariably lead to an increased milk yield.

“ Farms where regular meetings are held between the dairyman, veterinarian and nutritionist tend to have better herd health, fertility and profitability.”



The NDF content eaten by a cow is mostly under the farmer's control because the farmer controls the stage at which a given pasture is grazed, the species and cultivar planted and the stage at which hay or silage is made.

New horizons on the farm

The new horizon in dairy cow nutrition is probably a more effective means of managing neutral detergent fibre (NDF) and its digestibility, with its massive impact on dry matter intake (DMI).

Cows have a defined capacity to take in NDF. This capacity is affected by NDF digestibility and diet mix, but is generally accepted to be between 1% and 1,5% of bodyweight. As a rule of thumb, most nutritionists work on 1,25% of cow body weight. In other words, a 500 kg cow can consume 1,25% of her bodyweight in NDF, or 6,25 kg. This means if a ration contains 32% NDF, a cow can eat approximately 19,53 kg of dry matter. This outcome will, of course, be affected by stage of lactation, breed and a number of other factors.

Bear in mind that the NDF content eaten by a cow is mostly in the farmer's control. The farmer controls the stage at which a given pasture is grazed, the species and cultivar planted, the stage at which hay or silage is made, as well as the products that are bought in, and the way in which the ration is formulated and blended.

The NDF component of the plant increases with maturity, while NDF digestibility usually decreases. Maximising DMI remains one of the most important drivers of milk production and thus profitability. This is especially true in transition cows. Bear in mind that the higher the DMI, the lower the required diet density to achieve a given production and milk component level.

MANAGING MARGINS

Understanding and managing margins remains an elusive horizon for many of us. A margin represents the difference between income and cost, which is the best way to calculate, and aim for, profitability. All too often the target aimed for is not ideal, such as the highest possible milk production per cow or the lowest cost of production. While both can be significant in maximising profit, they do not necessarily result in the highest profit. It is only by achieving the highest margin, be it per cow or per hectare, that maximum profit will be achieved. For example, when evaluating a concentrate or roughage purchase, unit price alone should not be the deciding factor. Rather evaluate the margin over feed cost. Often a more expensive input will yield the better result.

IT TAKES A VILLAGE...

An obstacle to be overcome is the often disunited approach of veterinarians and nutritionists involved with a given herd. A team approach is vital, and farms where regular meetings are held between the dairyman, veterinarian and nutritionist tend to have better herd health, fertility and profitability.



CLIFF HARRINGTON is the sales manager at Meadow Feeds in the Western Cape. He completed an honours degree in animal science and has been part of the dairy industry for over 30 years. Email him at cliff.harrington@meadowcape.co.za. **TDM**

“Research predicts that in five years’ time, the most popular dairy items will include protein drinks and smoothies.”



CONCLUSION

South African dairymen have proved themselves to be some of the best in the world, meeting and overcoming challenges head on. Today's new horizons will become tomorrow's normal.

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BEPERK DIE IMPAK VAN MIKOTOKSIENE

Melkkoeie wat vir groter melkproduksie geselekteer word, se voerinname word terselfdertyd vergroot om aan die groter behoefte aan voedingstowwe te voldoen, wat koeie dikwels blootstel aan voer wat met mikotoksiene gekontamineer is.

Melkkoeie, soos ander herkouers, kan hulself in 'n mate teen die nadelige uitwerking van mikotoksiene beskerm vanweë die detoksifiserende aksie van sekere mikroörganismes in die grootpens. Deesdae gaan voer egter veel vinniger deur moderne melkkoeie se grootpense. Gevolglik is daar minder tyd waartydens mikroörganismes die mikotoksiene kan detoksifiseer.

Dit is moeilik om 'n diagnose van mikotoksikose in melkkoeie te maak vanweë die groot verskeidenheid simptome waarmee die koeie presenteer. Probleme kan aan subkliniese mikotoksienvlakke toegeskryf word en, veral met koeie vars in melk, bloot as sogenaamde algemene koeiprobleme gesien word. Dit kan laer voerinname en melkproduksie, 'n toename van verplaasde melkpense, ketose, plasentas wat vassit, baarmoederontsteking, mastitis, of reprodktiewe probleme insluit. Ander probleme sluit immuunonderdrukking asook lewervervettingsindroom (*fatty liver*) in. Akute mikotoksikose word makliker gediagnoseer aangesien dit vinnige daling in melkproduksie en voerinname, aborsies en/of mortaliteit kan insluit.

Om mikotoksiene op te spoor deur voer te ontleed, is nog 'n manier om mikotoksiene te

identifiseer. 'n Analise wat aantoon dat geen toksienes opgespoor is nie moet egter nie te gerusstellend wees nie. Mikotoksiene word nie eweredig in voer versprei nie en, selfs met goeie steekproeftegnieke, kan gekontamineerde areas wat as gevaarkolle bekend staan, gemis word. Daarbenewens kan lae vlakke veelvuldige mikotoksiene sinergisties optree, tot nadeel van koeigesondheid en –prestasie.

Toepassingsfeiteblad

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Bel Albert van Rensburg by 018 468 1455 of 083 409 5315 vir meer inligting.

GIVE HER THE BEST

by August Lingnau

A few years ago dry cow management did not receive a great deal of attention. Finding farms where proper steam-up rations were in place was the exception and not the rule. These days, most farmers implement some sort of steam-up ration.

The goal with dry cow management is to have an optimum start to lactation, which means ease of calving, good colostrum quality, a healthy cow with good milk production, minimal body condition loss, high fertility and, of course, ultimately, profitability. However, the problem is that sound dry cow management is not a single-phase enterprise. Consequently it is imperative that farms look at the bigger picture when it comes to dry cow and transition period management.

PHASE **1**

The first important phase to look at in dry cow management is the late lactation groups. These groups often get very little attention. In certain, more pasture-based regions of the country, these cows can often dry off in a low body condition, which is not ideal. Severely underconditioned cows struggle to keep up with the requirements of the new lactation and remain one step behind for the



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rest of the lactation. In areas more prone to the use of maize silage, the opposite is often the case, as cows may get too fat in late lactation. Cows calving with a condition score higher than 3,5 have a reduced dry matter intake (DMI). A reduced intake DMI before and after calving reduces adaptation to higher concentrate diets and causes higher mobilisation of body fat reserves, which can lead to a higher incidence of ketosis and fatty liver disease. As the goal during the dry period is to keep the cow's condition constant, it is imperative to focus on condition during late lactation. Feeding a bulky, but fresh, high-quality ration will keep rumen capacity optimal and will improve DMI later in the dry period when it really comes under strain.







PHASE **1** **2**

The second phase of the dry cow period is the far-off period – a phase easily overlooked and often not cared about. These cows do not contribute to the farm's income and are often not within sight as they are in the furthest camps from the dairy or even in the veld. It's an important period, as the mammary tissue needs time to regenerate. The main goal in this period is to maintain the good body condition achieved in the previous phase. Keeping DMI high is an advantage and doing so with a bulkier ration ensures good rumen capacity. The far-off period is the only phase where the cow can be replenished nutritionally without her immediately being drained; therefore, feeding additional minerals would be beneficial.



IMPORTANT FACTORS IN DRY COW MANAGEMENT

-  Have fresh feed available at all times.
-  Manage the condition of cows in far-off and close-up periods.
-  Ensure optimum DMI in close-up and early lactation periods.
-  Reduce any stress.
-  Keep cows active.



Gebruik hierdie skakel om die artikel in Afrikaans te lees.



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PHASE **1** **2** **3**

The third phase is commonly referred to as the close-up or steam-up phase and gets the most attention of the dry cow phases on any farm. Key features of this phase are the reduced DMI of cows owing to physiological changes as cows near calving and physical changes due to the increased size of the calf. The goal in this group is adapting to the lactation ration appropriately, as well as preventing any potential metabolic disorders. It is vital to increase the DMI in this phase. These groups are often small and variable as cows

continue to calve all the time, which may lead to poor feed management where cows are overfed and leftover feed is not cleaned out. This leads to a decrease in potential DMI. It normal for high-producing dairy cows to mobilise body fat to a certain degree early in lactation; however, a cow should not lose a body condition point in the first two to three weeks of lactation, even if she was overweight. Mobilising large amounts of body fat can lead to metabolic diseases such as ketosis and fatty liver syndrome.

““ Exercising cows keeps muscles toned and improves strength for calving and recovery. ””



PHASE **1** **2** **3** **4**

The final phase of the dry cow period is the early fresh group – the cows 21 days and less in milk. The main objective during this period is to ease the cows into lactation through adaption to the full lactation ration. There are many benefits to having a fresh group, including the following:

- cows with potential problems can be picked up sooner
- weaker cows will not get dominated at the feeding troughs
- better adaptation to the group-specific ration.

CONCLUSION

A lot is said and done from a nutritional point of view when it comes to transition cow management and this is 100% necessary; however, equal if not more weight should be given to the practical management of transition cows. Looking holistically at the transitional period and getting the basics right will improve animal health and margins in dairy production systems. Can you afford not to?



AUGUST LINGNAU (PrSciNat 400120/12) completed his BSc(Agric) degree at the University of Pretoria and an MSc at Stellenbosch University. He is the dairy product manager at De Heus South Africa. Email him at alingnau@deheus.com for more information. **TDM**

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Beat

THE FEVER

by Richardt Venter

Milk fever is a well-known, post-calving metabolic disorder that occurs when the dairy cow is unable to meet her body's sudden increased requirements for calcium.

MILK FEVER OR HYPOCALCEMIA?

Milk fever is the extreme sign of hypocalcemia ($\text{Ca} < 8 \text{ mg/dl}$) at calving and the last stage before death. Fortunately, this affects less than 5% of dairy cows. However, hypocalcemia may be the scarier of the two, as there may be no direct visible signs. Scientific literature indicates that more than 50% of multiparous dairy cows are susceptible to hypocalcemia during the transition period, but less than 5% exhibit clinical signs (milk fever). Calcium is not only necessary for the motility of the gastro-intestinal tract but also for the motility of the placenta, sphincter and udder. Therefore, health and productivity of dairy cows may be impaired by hypocalcemia even when clinical signs are not present.

This problem is managed during the dry period by feeding low DCAB (dietary cation-anion balance) diets to cows close to calving, promoting calcium mobilisation from bone. Potassium can increase the chances of milk fever; it is a cation in the body and makes a strong contribution towards a positive DCAD. Certain plant species have naturally high levels and fertilisers can also cause potassium levels to spike. To be safe, it is best to feed only low-quality roughage during this period and stay away from lucerne, kikuyu, ryegrass and fertilised pastures.

Important notes:

- Stop feeding anionic salts after calving.
- Balance rations for calcium and magnesium supply.
- Avoid using buffers and anionic salts together.
- Have water available at all times.

Conclusion

See your dry/fresh cow transition period as a long-term investment – whatever you put into the cows to look after them nutritionally, they will pay back during the lactation period with fertility, production and good health.

RICHARDT VENTER (PrSciNat 400145/07) is the ruminant technical manager at Kemira Industries Sub-Saharan Africa. Email him at Richardt.Venter@kemira.com for more information. **TDM**

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FROM THE ABS EUROPEAN GRASSLAND BREEDING PROGRAMME

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- * Good legs and feet - suited to grazing.

"The Friesian breed is economical, adaptable, profitable and has an incredible ability to withstand mastitis."

**Nigel Ralfe, Doornkop Dairy,
Winterton**



Nigel Ralfe (right) and his son, James.

In addition, the Friesian breed also benefits from:

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Protein kg	+7.7	-0.01%
Prod Rel	41%	
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Herds	0	
Dams last production 3rd lact, 11,983kg, 305, 4.09% fat, 3.61% protein		

ABS offers an exceptional range of top quality Friesian sires, as well as an outstanding line-up of young rising stars. For further information, contact your local ABS representative.

SPACE IS KEY

by Rykie Visser

Traditional dry cow management can definitely be described as minimal. Cows were dried off approximately 60 days before calving and treated with a long-lasting antibiotic before being removed from the milking herd, given a reduced-energy ration and allowed to 'rest' prior to calving. Recently, however, this approach has shifted as research suggests that aggressive nutritional management during the dry period may reduce the incidence of metabolic disease and improve the transition into lactation. In addition, a properly designed facility with enough space is key.

Gebruik hierdie skakel

om die artikel in Afrikaans te lees.



The transition and special-needs cow groups should be managed separately. The location of their facility in relation to the rest of the dairy facilities is a very important consideration – usually close to the milking centre so they have a short distance to travel to the parlour and back.

DESIGN PRINCIPLES

There are several design principles to consider. The pen design philosophy for transition and special-needs cows is different from the typical lactating cow pen design. The tendency in designing pens for lactating cows is to maximise space utilisation. However; research and field experience suggest that when designing for transition and special-needs cows, an important design principle is providing extra space. Inadequate space can result in metabolic problems and injuries that keep cows from entering the milking herd at the appropriate time.

Cow comfort

Comfort for transition cow groups is recognised by many dairy professionals as a high priority in facility design. Cows that are under stress due to calving, illness or injury can benefit from having a low-stress living area. Design features that can reduce living stress include:

- a small number of cows in a group
- free movement without being jostled and shoved
- minimum regrouping and moves between groups
- easy, continuous access to fresh feed and water
- clean, dry, well-bedded resting area
- plenty of space in cubicles or on a bedded pack to recline and rise
- enough cubicles or area if camp system is used
- confident, slip-free walking conditions
- plenty of fresh, dry air
- dry, draft-free conditions in the winter
- a shady, breezy location during hot weather.

“Cows that are under stress due to calving, illness or injury can benefit from having a low-stress living area.”



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Feeding space

Recommendations suggest transition cows should have access to 0,75 m of feed trough space with head locks spaced at 0,75 m or with 0,60 m headlocks stocked to only 80% to 85% of the feeding space capacity, independent of the number of stalls in the pen. Use headlocks designed to facilitate easier extraction of a downed animal and to minimise the risk of choking when a cow is down. Post-and-rail feeding fences can artificially reduce the accessible feed trough for submissive cows when a dominant cow commands more of the usable feed trough space than she needs. Dairy professionals recognise that dry matter intake (DMI) diminishes as calving becomes imminent. Pen design should not create any additional limitations on feed intake. Providing adequate feed space and minimising competition at the feed bunk is an important design principle in transition cow pen design.

Resting space

To provide optimum cow comfort and cleanliness for the transition cow, additional space should be the guiding design principle. Recommended free-stall dimensions are dependent on the size and breed of the cow. In general, free-stall sizes are larger than the average of the herd size, since cows in this stage of calving are larger and more awkward. This is a result of increases in cow size and the physical needs for cows to recline and rise in a natural, stress-free manner: An individual bedded pen is sized to be 4 m x 4 m pen or 16 m², which is the minimum size recommended for a calving cow. Extra space in a bedded pen and plenty of bedding can increase comfort and cleanliness without the necessity of intensive and frequent grooming and cleaning. A resting area of 10 m² to 20 m² per Holstein cow is recommended in a group-bedded pen. The space needed per cow is largely dependent on bedding frequency and ability to keep the animals clean. Fresh cows' udders are very susceptible to dirty resting conditions, so larger pack areas and meticulous bedding maintenance are recommended.

SPECIFIC PEN DESIGN

Close-up pen

The close-up pen should be under constant observation so the cow can be moved to a well-



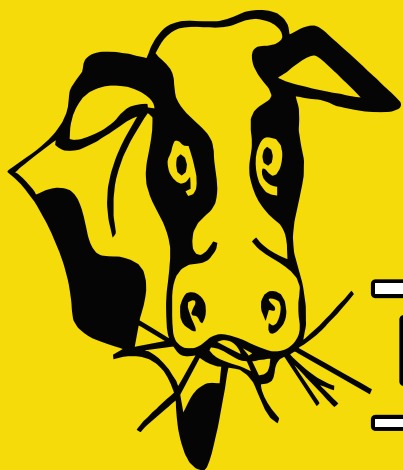
bedded calving pen at the time of calving. The cow will remain in the calving pen until completion of calving and be moved out of the pen to the fresh cow pen environment.

Group-bedded pen

For a small herd, bedded pens in a shed design may be a preferred design option. This option is best used when management cannot monitor cows round the clock or the calving date is uncertain. If the calving date is missed by a few days, the cow can calve in a clean, bedded pen environment as compared to calving in a free-stall pen. Bedding should be added regularly to provide a clean, dry place for cows to lie and potentially calve on. The pen arrangement should allow easy bedding additions and manure pack removal with a front-end loader.

Maternity (calving) pen

Individual maternity pens should be approximately 4 m x 4 m. The base of the pen can be concrete, soil, or sand. At least 0,15 m of organic bedding should be placed on top of the base. Although concrete floors are more easily cleaned, soil or sand bases allow better footing for the cow and allow relatively easy cleaning of the pen when accessed by a skid steer. Rubber mats may also be used. Sanitation is an



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|| A resting area of 10 m² to 20 m² per Holstein cow is recommended in a group-bedded pen.”

important design consideration. Bedding should be removed and replaced with fresh, dry bedding after every calving. Frequent manure removal is essential to prevent the transmission of diseases by contact of the newborn calf with the cow's manure.

Sick or downer cows

An individual pen to treat downer cows and cows with other serious health problems is also needed. The pen should be at least 4 m x 4 m with a feed trough and water supply. The pen should include a lock-up and gate arrangement, allowing one worker to easily catch a cow for close examination. Use long gates instead of fixed pen sides whenever possible to provide better access while working on cows. There should be special equipment for supporting and manipulating sick or downer cows such as an overhead lift system or other cow support aid. Include easy access to these from outside the building for delivery or removal of immobile cows.

Milking area for treated cows

Consider how cows in this area will be milked. If the farm's milking parlour is to be used, be sure the location and access is convenient for cows to walk to the milking parlour. There should also be provision for milking a cow that cannot walk to a milking parlour. For large herds, it may be desirable to develop a milking area or parlour for milking treated cows so unsaleable milk does not enter the main parlour milk storage. The risk of treated milk contaminating a saleable storage tank of milk can be minimised by separating the milking of these cows from the normal parlour milking set-up. A single-sided parlour or simply some single milking units for sick or mobility-challenged cows can be used.

Newborn calf care facilities

An area to process newborn calves may include facilities for storage, preparation, and handling of frozen colostrum and a heating pad or box for newborn calves.

CONCLUSION

A good transition and special-needs cow housing design facilitates the objectives and requirements of the dairy cow management plan. Design the facility to implement the transition cow management plan. It is easy to lose sight of the original intent along the way. As decisions are made, they should be tested against the requirements and objectives of the management plan. The ultimate decision should be based on the answer to the question "Will this design help the farm managers, workers, and cows to reach the goals and objectives of the management plan?"



RYKIE VISSER has been involved in the dairy industry for 25 years. He is currently the manager of development in Africa at Agrinet. Email him at rykiev@agrinet.co.za for more information on this article. A complete list of references for this article is also available on request. **TDM**

Biogas

is cow power

by Fidelis Zvomuya

The back end of a cow provides the front end of the green energy business, says Dr Debbie Joubert, a Johannesburg-based biofuels and energy expert. Dr Joubert says some farmers have seen an opportunity in this venture and are now turning one of the farming enterprises' biggest problems into a solution.



"On-farm electrical generation fueled by methane from animal waste presents dairy farmers with an opportunity to cut greenhouse gas emissions, reduce farm-related odours, manage the waste stream, and create a new source of revenue," she said during an interview at the Africa Energy Indaba held in Johannesburg in February this year. "Behold the new black gold. Dark and warm, cow dung oozes water and teems with beneficial properties. It even harbours precious metals. For dairy farmers, the muck is now as important as the milk," she added.

Where most people see a field of manure, a farmer must see the future of green energy. Cows reliably produce two things. One is milk. The other soon will become a source of electric power, which can also bring in extra cash.

"The primary input into the biogas system is the cow manure produced from the dairy herd. Manure production is highly variable as a result of the variation in the nutritional content of feed provided, stage of lactation, season, and individual variability," Dr Joubert explains.

South Africa's potential for installing biogas technology is indisputable and new steps for integrating this technology in the energy matrix very high. Besides being a source of renewable energy, biogas stands out from other alternative energy sources as a fuel harvested from waste products and waste water, contributing to reducing emissions and with potential generation and application in a decentralised manner, well suited to rural and other off-grid fuelling of local fleets.

FROM DUNG TO ELECTRICITY

Prof. William Dunkerley, a renewable energy professional and entrepreneur, says a kilogram of fresh cow dung holds around 1 000 kilocalories (kCal) of energy.



According to Prof. Dunkerley, stall-fed animals with a daily intake of approximately 20 kg of fodder and 50 l to 70 l of water produce a

maximum of approximately 30 kg of wet cow dung a day, which is equal to 30 000 kCal. "One cow can produce over 113 l of manure a day, and 100 cows can produce over 113 000 l. All that manure can be used in a serious energy generation process to power electrical equipment for various domestic purposes," he says.

Effluent routinely captured on a 500-cow dairy farm can produce methane equivalent to 4 000 t of carbon dioxide a year, Prof. Dunkerley adds. "In part, this is because producing 1 kWh of methane-fired electricity generates 30 times less the carbon dioxide equivalent of greenhouse gases compared with coal-fired electricity generation."

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Biogas the answer

Biogas has huge potential as a clean, green fuel for the industry and the country in general. Because of the variety of economic and ecological benefits it affords, many farmers set up biogas plants as a further source of income. Utilising renewable raw materials and other agricultural products contributes to value creation in farming areas. An efficient recycling economy is the result, reaching all the way to the use of fermentation residues as fertiliser. "When planned optimally, agricultural biogas plants perfectly fit into farming and soil nutrition cycles. The anaerobic digestion of

manure, agricultural by-products and energy crops not only provides electricity and usable heat, it also produces a high-quality organic fertiliser," says Dr Joubert. The nutrients contained in the substrate are broken down during the biogas conversion, thereby increasing the fertiliser quality of the digested product on the arable land. Plants can access the nutrients in digestate much easier than in untreated manure.

BIOGAS IN SOUTH AFRICA

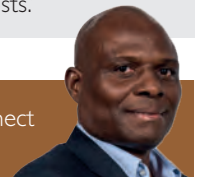
Around 300 biogas operations have been registered in South Africa since 2011, as compared to an estimated 12 million in India, and 17 million in China. The Southern African Biogas Industry Association estimates that biogas could contribute 2,5 GW generation capacity to South Africa using waste water, food waste, manure, agricultural residues and commercial processes including abattoirs, breweries and cheese factories. The country has a high potential for renewable energy exploitation and has set itself the target of 17,8 GW of new renewable energy generation capacities to be installed by 2030. Biogas has thus far received little attention, considering that it has the potential to displace up to 2 500 MW of grid electricity and other thermal power supply options in the country.

As a result, large-scale industrial production of biogas is still not on the energy map. Although it

could solve a lot of the country's energy issues, very few investors are willing to put in the start-up capital. "The cost of setting up a biogas-to-electricity infrastructure is very high. It is estimated at between R25 and R40 million per MW. "Financial institutions often perceive the bioenergy sector as high risk, making it challenging for investors to obtain funds. Despite the many environmental, health, sanitation, social and economic benefits, full adoption of biogas technology has lagged behind because of the high installation and maintenance costs."

SA challenges

"Lack of skilled and experienced masons to construct and maintain biogas plants is a constraint hindering the full dissemination and adoption of biogas production in developing countries," says Dr Joubert. "Universities don't have appropriate programmes to train students in biogas technology." In addition, poor-quality plants constructed by inexperienced contractors may have impacted negatively on biogas adoption. Investment in the sector is also being deterred by a lack of incentive schemes to make it more affordable to establish such projects. Most of the current South African systems used to create biogas are not very efficient. Little new technology has been introduced for streamlining the process and making it more cost effective.



Award-winning writer **FIDELIS ZVOMUYA** is a senior journalist at Agri Connect and editor of AgriDeal. Send an email to Fidelis at zvomuyaf@agricconnect.co.za. **TDM**

JUSTICE MATHEBULA, KI-KENNER

Justice Mathebula is al vir die afgelope 12 jaar 'n instrukteur by die MPO se Instituut vir Suiweltegnologie, waar hy kundige opleiding verskaf in melkproduksie en kunsmatige inseminasie.



Justice Mathebula

Volgens Justice bied die aanbieding van 'n kursus oor kunsmatige inseminasie (KI) voordelige uitkomstedeurdat kennis hiervan die boer se kudde verbeter, siektes voorkom en kalwingsprobleme by koeie verhoed. "Om 'n bul te koop is veel duurder as om eerder die regte tegnieke en prosesse van KI aan te leer," sê Justice.

// Geselskap hou 'n koeie rustig en daarom word twee tot drie koeie tydens inseminasie in die drukgang geplaas."

Die sukses van KI is in die perfekte toepassing daarvan. Volgens Justice is onkunde oor hitte-observasie en verkeerde KI-tegnieke die grootste probleme wat lae KI-konsepsiesyfers tot gevolg het. Korrekte hitte-observasie is baie belangrik sodat KI op die regte tyd en op die regte koeie toegepas kan word. "Koeie op hitte is gewoonlik rusteloos, loop heen en weer en sonder hulself selfs af van

die res van die kudde," sê Justice. "Hul ore is ook baie aktief, die uitdrukking in hul oë is anders en hulle bulk meer as gewoonlik. Koeie op hitte spring ook gereeld op ander koeie - selfs al lê die koeie." Hy sê die belangrikste teken dat 'n koeie op hitte is, is die feit dat sy stilstaan om gedek te word. "Daar kan selfs 'n sogenaamde bulstring vanuit die vulva van die koeie verskyn."

Die volgende faktor wat konsepsie beïnvloed is die KI-tegniek. "Die korrekte voorbereiding en deponering van die semen is belangrik," sê Justice. Voorbereiding van die semen behels dat dit 20 sekondes lank teen 'n temperatuur van 35 °C in water ontdooi word vir 'n ministrootjie en 40 sekondes lank vir 'n mediumstrootjie.

“Semen kan maklik gekontamineer word indien die water waarin dit ontdooi vuil is.” Volgens Justice vind inseminasie eers 15 minute ná melking plaas aangesien die koei dan kalm is. Geselskap hou ’n koei rustig en daarom word twee tot drie koeie tydens inseminasie in die drukgang geplaas. “Dit is baie belangrik dat ’n koei skoon moet wees voordat sy geïnsemineer word.”



1



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1. Justice demonstreer die korrekte KI-prosedure.
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Die IST bied gereelde vaardigheidsprogramme oor kunsmatige inseminasie aan wat basiese teelpraktyke en inseminasiepraktyke behandel. Die inhoud van die kursus dek die volgende:

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- Identifisering en hantering van libido van bulle en waarneming van normale en abnormale gedrag
- Waarneming en hantering tydens kalwing
- Identifisering van normale en abnormale gedrag tydens die geboorteproses, algemene gesondheid, omgewing, voeding en reprodktiewe prestasie van ’n kudde.
- Nageboortelike gedrag by koeie, asook normale en abnormale gedrag van pasgebore kalfies.

2. Toepassing van basiese kunsmatige inseminasiepraktyke

- Toepassing van basiese kunsmatige inseminasiepraktyke, instrumente en toerusting, identifisering en hitte-observasie, voorbereiding van die inseminasieproses, versameling en bewaring van semen, toedieningsprosedures en opvolgbehandeling.

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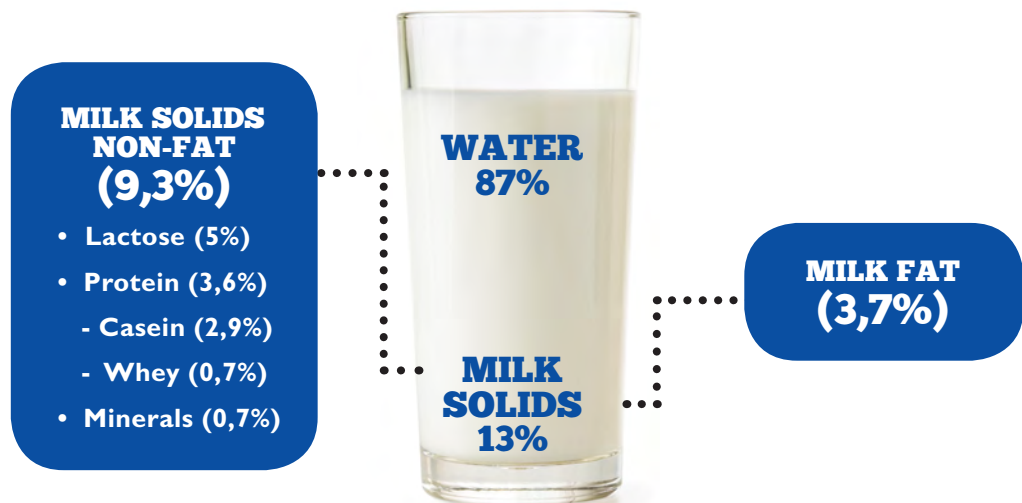
COMPOSITION AND NUTRITION

compiled by Stephan Steyn

Let's face facts – milk is a vital source of nutrition for millions of people worldwide. But just why is milk so nutritious? Milk is a unique liquid that comprises carbohydrates, fat, vitamins and minerals, as well as being a so-called complete protein.

THE BASIC COMPOSITION OF MILK

(These are average values and can vary according to breed, genetics, feed, season and stage of lactation.)





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CARBOHYDRATES

Lactose is the primary carbohydrate in milk. When bacteria in milk metabolise lactose they produce lactic acid, which is responsible for the specific taste profiles in, for instance, yoghurt and various cheese.

FAT

The fat found in milk is often referred to as butterfat or milk fat. This is the main role player in the mouthfeel and stability of milk products. The creaminess of milk chocolate for example is directly correlated to its fat content. The fatty acids in milk are approximately 66% saturated, 30% monounsaturated and 4% polyunsaturated.

PROTEIN

Milk protein is often referred to as a complete protein as it contains all the essential amino acids in adequate quantities to support growth and maintain life. The proteins present in milk are primarily casein and whey proteins.

VITAMINS

Milk contains vitamins A and D, riboflavin, tryptophan (an amino acid present in the formation of B vitamin niacin), and low levels of vitamin C and E. Milk exposed to ultraviolet light loses riboflavin and it is imperative that milk processors and packing companies of final milk products educate their customers about this degradation of riboflavin if incorrect packaging is used, or to supply packaging that is UV-proof.

MINERALS

The major mineral found in milk is calcium and three servings of milk a day will ensure that consumers get their required calcium intake per day to prevent bone degenerative diseases. Other minerals found in milk include phosphorous, potassium, magnesium, chloride, sodium, sulphur and low iron levels.



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Milk protein

The protein in milk is made up of two major groups, the caseins (80%) and the whey proteins (20%). The caseins are not very soluble in water and are capable of reacting as either an acid or a base, depending on the pH of the product. When in a solution with a pH above 4,6, casein contains phosphorous and calcium, but when the pH is below 4,6 the casein protein is free of salts. The caseins consist of α_{s1} -casein, α_{s2} -casein, β -casein and κ -casein.

The whey proteins are much smaller, compact, globular and helical proteins. Whey is usually separated from the larger caseins by the addition of an acid, which precipitates the caseins, but leaves the whey proteins in solution. The whey proteins comprise of β -lactoglobulin, β -lactalbumin, immunoglobulins and serum albumin.



Table 2 The use of milk ingredients in the food industry as a whole

Ingredient	Description	Function and food use examples
Caseins	The major protein in milk, extracted by either an acidification or an enzymatic process.	<ul style="list-style-type: none"> Improved value of bakery items Medical foods Binding agent in processed meats
Caseinates	Caseinates are made from casein and the addition of minerals calcium, potassium, sodium (either separate or in combination), to assist in the solubility of the casein.	<ul style="list-style-type: none"> Food bars Medical foods Soups and sauces Whipped toppings Bakery products
Hydrolysates	These are manufactured by the enzymatic hydrolysis of milk proteins.	<ul style="list-style-type: none"> Improved stability, solubility, viscosity, emulsification and whipping ability of the protein
Lactose	A disaccharide (galactose and glucose) extracted from the whey found in milk.	<ul style="list-style-type: none"> Improved water-holding capacity of processed meats Improved texture of frozen dessert such as ice cream Improved colour of baked goods (browning ability)
Milk protein concentrates (MPC) or milk protein isolates (MPI)	MPC or MPI are casein and whey proteins isolated from fresh, non-fat milk that are high in bound calcium.	<ul style="list-style-type: none"> Their natural milk flavour is ideal for infant formula, weight-loss products, sport nutrition items, cheese products and liquid beverages
Whey powder	Crystallising whey creates a sweet or acidic powder high in lactose and minerals. Demineralised and delactosed whey powders are also available.	<ul style="list-style-type: none"> Generally used in infant formulas, baked items, confectionaries, dry mixes, pressed cheese, sausages and weight-loss formulations
Whey protein concentrates (WPC) or whey protein isolates (WPI)	Concentrated whey is high in protein but low in lactose and minerals.	<ul style="list-style-type: none"> Used in dry beverage mixes, nutrition bars, protein-fortified food and sport nutrition products

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CONCLUSION

When consumers think of milk, they generally don't consider all the other daily products they use like sauces, soups, nutrition bars and medical applications of milk and its by-products. We should not underestimate the value of milk and the nutritional by-products that can be extracted and used in other applications. The consumer needs to get the most nutritious product from the source and the various processing, packaging, hygiene and other manufacturing practices can have a direct and indirect effect on the composition of the final product. It is therefore necessary that all the links in the milk value-adding chain understand the basics of milk composition to ensure that the consumer gets the optimum nutritional value in the end product.

Milk protein concentrates and whey powder are ideal for use in weight-loss products and sport nutrition items.



STEPHAN STEYN is a managing member of Regal Fruits and Hanspack and is the national president of the South African Society for Dairy Technology (SASDT). Email him at stephan@rfhp.co.za for more information. **TDM**



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The cream of the crop

by Nichelle Steyn

The creamy, smooth, but also fattening part of dairy may not actually be that bad for us. A recent study by the *European Journal of Nutrition* concluded that people who eat full-fat dairy products are no more likely develop cardiovascular disease or type 2 diabetes than people who stick to low-fat dairy.

In fact, lower body weights, less weight gain, and a lower risk for obesity among full-fat dairy eaters were observed during the study. The luxury of full-fat fresh cream should be enjoyed

for what it is: rich and voluptuous by tradition and reputation. It gives richness to soups, dressings, sauces and cakes and is the essence of a great dessert.

THE CREAMIER THE BETTER

Mhyste van Dyk, owner of Roe-Mhy, is constantly looking to develop new and creative products from the milk her beloved milk goat herd delivers. Her passion for making dairy products is matched by her passion for her goats. Goat's milk has small fat globules as well as high levels of medium-chain fatty acids. This means that during digestion, each fat globule and individual fatty acid will have

a large surface-to-volume ratio, resulting in a quick and easy digestive process. Roe-Mhy's Creamy Cheese Balls, containing salt, preservatives, cheese cultures and plant rennet, will serve as a delicious snack and can also be enjoyed as an appetiser.



“ The luxury of full-fat fresh cream should be enjoyed for what it is: rich and voluptuous by tradition and reputation.”



CLASSIC AND CREAMY

Parmalat is known for its focus on quality and dairy innovations. Its annual top performances at the prestigious SA Dairy Championships are testament to their commitment to delivering quality products. Parmalat's product basket includes a range of award-winning cheeses, butter, milk, flavoured milk, custard and fresh cream, as well as beverages, yoghurt and butter. Another example of this is their versatile cream cheese range which offers a range of cream cheeses with interesting flavours. One of these is spring onion, which is always a classic combination flavour when paired with cream cheese.

One of these is spring onion, which is always a classic combination flavour when paired with cream cheese.

COOKIES AND CREAM

Trader Joe's introduced their one-of-a-kind cream cheese, Cookie Butter Cream Cheese, as part of their Speculoos cream cheese range in December last year for the winter holiday in the USA. The product was developed to be reminiscent of gingerbread and is made with crushed biscuits. It is sold in 230 g tubs and a 2-tablespoon serving of the spread contains 130 calories, 11 g of fat, 6 g of sugar and 2 g of protein. This indulgent spread can be used on bagels, cookies, crackers and fruit.



SMOOTH AND CREAMY

Fairfield Dairy makes a range of smoothies that are sold under the Woolworths brand. The new design is in line with the fresh, on-the-go smoothie trend. The flavours are fresh, clean and vibrant, such as the raspberry flavour. The product contains 48% fruit, has no preservatives or colourants and can be enjoyed with a straw. Fairfield Dairy is passionate about delivering quality products, but just as passionate about the well-being of their cows. Their main mission is to provide the best quality milk and service their customers. They believe that this can only be achieved through the comfort and happiness of their herd, the animals that ultimately have to produce the quality milk their products are made of. **TDM**



by Nichelle Steyn

ADDING VALUE





Gebruik hierdie skakel
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W

For more information go to woolworths.co.za/cheesemakerschallenge



WOOLWORTHS
CHEESE
MAKER'S
CHALLENGE

Grant Warren and his wife, Inma, established a niche dairy market in KwaZulu-Natal against all odds by adding value to the dairy products already available in their region.

They were not afraid to spread their wings and explore new horizons by carving out a platform to sell their products and share their passion for dairy farming. "I have a small farm surrounded by timber plantations, so it would have been easy for me to join many small farmers who were forced out of business by the cost/price squeeze of dairy farming. Being close to the fast-growing town of Howick, the location is excellent, so getting involved in the dairy value chain was the obvious choice for me." They believe that to stay in business when confronted by choices such as constantly increasing your herd's size to make ends meet, value-adding is the only viable option. "I knew I had to either start my own brand or look at existing brands to purchase. I have supplied milk to La Petite France almost since its inception more than 12 years ago, and took ownership three years ago," he says.

Their philosophy

La Petite France produces hand-made cheese in a factory that was built on the farm. Grant's

philosophy is one of natural balance. Jersey and Swedish Red cattle dot the green pastures surrounding the dairy and factory. An abundance of ryegrass enables the cows to produce rich, natural-tasting, top-quality milk. Cows are natural grazers, so they are given the freedom to graze the fields day and night, all year round. The cows are not pushed for production with grains and thus develop a high natural immunity, which translates into milk with a good nutritional value, digestibility and taste.

Challenges

"As with all businesses, the challenges are numerous, from maintaining financial health to managing staff, production, processing and marketing," Grant explains. "However, in agriculture, and particularly dairy, there are added weather-related risks as well as risks associated with working with living creatures and perishable products. I believe you need to have a firm base to work from to grow a business successfully



and to weather the constant challenges." He believes the base begins with happy staff who understand your workplace philosophy. "Then your products, processing and marketing can be developed. Risk-taking is part of business, but I look to minimise it, particularly with regard to debt. I borrow strategically and look to reduce the debt as quickly as possible."

Feed for quality

Grant rather feeds cows to produce quality milk and be healthy than to feed for quantity. This is in line with his business philosophy and complements the brand he is building. He milk approximately 120 cows and says feeding for quality keeps feed and vet costs down. "The cows have low stress levels and it increases the herd's longevity – some cows have up to 13 lactations." Milk is high in protein and butterfat because of a year-round pasture-based diet. The ryegrass pasture is under pivot irrigation in winter and cows have access to dryland kikuyu in summer. "I wrap bales and make hay with any extra grass," says Grant. He feeds them a little dairy meal, less than 2 kg/cow/day, after milking. "It provides essential minerals and trace elements and keeps cows happy around the milking parlour," he says. "The happier your cows are, the better they will perform for you."










Family first

It is important to Grant to keep his business in the family. "Although it is not always easy to work with family, it can work well if roles are clearly defined and there is space for independence and self-expression. If you share the same goals and are on the same page most of the time, you can form a strong working unit that you can trust." He says succession is tricky and can break families up. "I would not dictate to my family what their career paths should be, but of course I hope that there would be some interest in continuing the business." He suggests seeking professional succession planning advice.

CONCLUSION

Grant not only builds his business on sound principles but also has a higher calling. "Material possessions do not give me nearly the satisfaction that building something does," he says. "True wealth is in relationships, so building something for and with those that give you love adds meaning to your business and helps me feel wealthy."

GETTING INVOLVED IN THE VALUE CHAIN IS NOT EASY, HERE ARE GRANT'S TOP TIPS:

-  Have a clear idea of what you want to produce and what your target market is.
-  Think about what you can do to differentiate your product from the competition.
-  Realise that building a brand is a continuous process.
-  Packaging needs to convey the correct message without overloading the consumer.
-  Use social media and face-to-face marketing to reach your target market.
-  Producing products is the easy part. Get advice or employ someone to help with those business aspects you are not confident about, such as finances or marketing.
-  The margin between cost and income is what is important. This does not necessarily mean you have to be a big producer to be profitable.
-  Spend money on things that will give you a return on your investment.
-  Work at controlling overhead costs such as insurance and interest.

A key ingredient to his success is resilience – the ability to keep trying after mistakes or setbacks. "As always, nothing beats hard work and financial discipline." **TDM**



CATTLE CROSSING BORDERERS

Tough economic times bring out the entrepreneur in some. After milking his own Jersey herd for 20 years, and spending the next five years at local artificial insemination station Taurus, Guy Bird decided to branch out on his own. Cattle for Africa is a livestock trading company that specialises in sourcing top-quality, registered dairy cattle for the local and export market. *The Dairy Mail* asked Guy why he got into the business of exporting cattle to Africa, and what the opportunities are.

"I have been exporting animals for the past three years and have learnt a tremendous amount about the industry along the way," says Guy. "It is not always an easy industry to work in and I have definitely paid my fair share of school fees along the way. With that being said... the growth potential in Africa is very exciting and I think South African farmers and breed societies need to work together to capitalise on this emerging market on our doorsteps."

// After milking his own Jersey herd for 20 years, and spending the next five years at local artificial insemination station Taurus, Guy Bird decided to branch out on his own and started exporting cattle to Africa."



MARKETING

According to him, the first thing we need is to market South African cattle effectively. He says Africa is importing many heads of cattle from Europe and America. "We have an advantage over these other countries for a few reasons. The obvious two are transport distance and climate conditions," he says. "I believe this should be one of the main functions and focus of our breed societies. There is no reason why an African country should be importing cattle from other continents. One of the main reasons that they are purchasing from these other two continents is assured quality. Quite a few farmers that you speak to up north have had bad experiences importing from South Africa. This is very detrimental to our market and is not a reflection of the quality of cattle that we have available." He says we need to promote our animals and make sure they look no further than South Africa for their stock. "The easiest way to ensure quality is to make sure that the protocols being issued by countries have a quality standard in them. It is almost impossible to control our borders but a lot easier from the other side. Our breed societies and the registrar should be involved in setting this standard."



QUALITY

Personally, Guy prefers heifers that have been AI-bred because he likes to offer the client a two-generation pedigree. In addition, heifers must be well grown out. "One of the most important factors in Africa is production. If the heifers milk well then the buyers are happy," he says. It is relatively common in Africa for dairy herds to lack top-notch management, and this needs to be considered when selecting heifers for export. "We might be able to pull smaller heifers through on our local systems, but with the move and change in conditions and sometimes the lack of knowledge on the other side, they often can not." In-calf heifers are the preferred commodity, but it is important that they are transported when between four and seven month pregnant. "If heifers are further along than seven months at transport, there is an increased chance of premature calving," says Guy.

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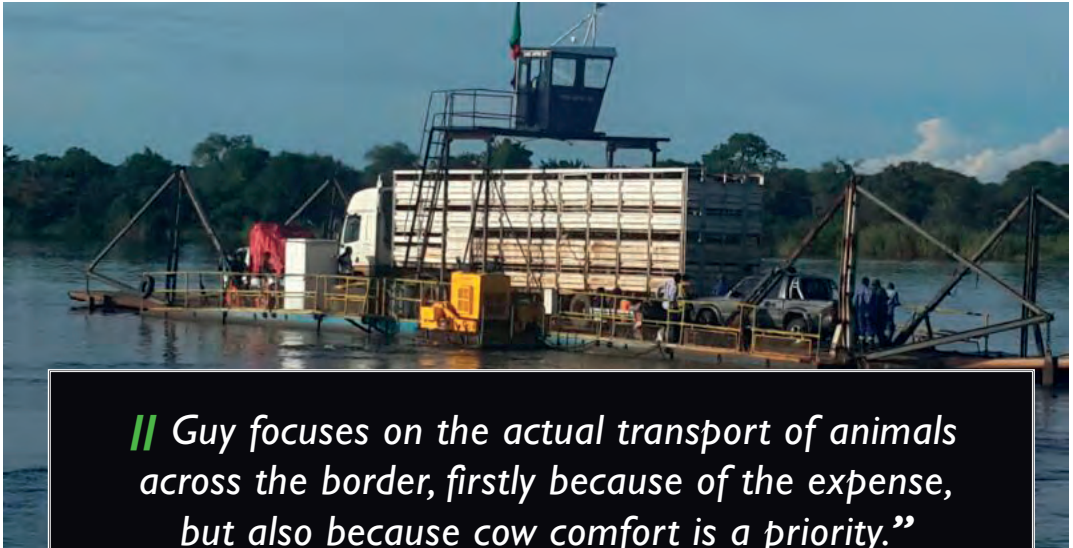

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// Guy focuses on the actual transport of animals across the border, firstly because of the expense, but also because cow comfort is a priority.”

TRANSPORT

One of the main things Guy focuses on is the actual transport of animals across the border: “By limiting the number of animals on the truck, they are able to lie down and travel easier,” he says. “On a long journey we will usually stop and off-load at the border post in South Africa to feed and water the cows and give them a 24-hour break.” Transport is one of the biggest expenses when exporting animals and air freighting the cattle can cost almost the same as the heifers themselves. “I pay a lot of attention to the comfort and safety of the animals. By transporting them comfortably you reduce the risk of abortion, injury and mortality significantly.”

HEALTH REQUIREMENTS

Most African protocols require a 21-day isolation period before cattle can cross the border, which can be done on the farm. “A big problem in South Africa is foot-and-mouth disease (FMD). Most protocols do not allow animals to be exported if they come from an area closer than 80 km to a FMD area and should there be an outbreak, our borders can be closed.” Obviously, contagious abortion (CA) and tuberculosis (TB) are standard tests. Enzootic Bovine Leukosis (EBL) can also be a problem when exporting cattle. South African state veterinarians differ on how they treat the different protocols, so Guy suggests discussing the protocol with the farm veterinarian, as well as the state veterinarian that will sign them off before starting the process.

It is often during difficult times that new horizons are identified, or become suitably attractive. Guy Bird is grabbing this opportunity with both hands and putting South Africa on the map as a source of healthy, productive dairy cattle. “There is a lot happening in the dairy industry in Africa, including the construction of a few mega dairies. Let’s ensure that they look no further than South Africa for their cattle in the future,” says Guy.

Send an email to **GUY** at guy@cattleforafrica.co.za for more information. **TDM**



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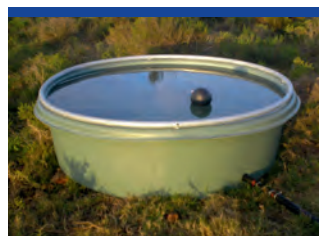


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Skaap-/kalfselfoeder, 2,4 m lank, vat 500 kg voer, geskik vir voer van pille, meel en gemaalde voer.



1 200-liter-waterkrip, 1,8 m in deursnee en 450 mm diep, 25 mm Apex-balkklep met balkklepbeskermer.



Ronde lekbak, 0,76 m in deursnee en 0,3 m diep, geskik vir voer van lekke vir vee en wild.



Voering, 1,5 m in deursnee, verskillende groottes beskikbaar.

Verskeie ander produkte beskikbaar vir water en voer van vee.

KOEITJIES & KALFIES



STUUR 'N E-POS MET **JOU GRAPPIE AAN**
 nichellesteyn@agriconnect.co.za of sms 072 209 2040.

“ So proud

A baby mosquito came back after his first time flying. His mom asked him, "How do you feel?"

He replied, "It was wonderful, everyone was clapping for me!" ”

“ Doodsnikke

As dit nie vir die laaste minuut was nie, sou niks ooit gedoen word nie. ”

“ Bright side

Always look at the bright side of life; after all, it is difficult to see in the dark. ”

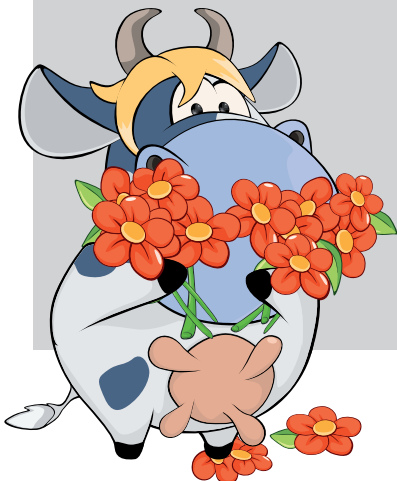
“ Another one?

The pastor's wife was expecting a baby, so he stood before the congregation and asked for a raise. After much discussion, the church committee passed a rule that whenever the pastor's family expanded, so would his salary. After six children, this started getting expensive and the committee decided to hold another meeting to discuss the pastor's expanding salary.

A great deal of yelling and bickering ensued as to how much the pastor's additional children were costing the church, and how much more it could potentially cost. After listening to them for about an hour, the pastor rose from his chair and spoke, "Children are a gift from God, and we will take as many gifts as He gives us." Silence fell over the committee members.

At the end of the table, a little old lady struggled to stand, and finally said in her frail voice, "Rain is also a gift from God, but we don't stand in the rain, we use an umbrella."

The entire group said, "Amen!" ”



Byt Galsiekte & Rooiwater jou aan die boud?



Genees en voorkom rooiwater en genees bosluis oordraagde galsiekte in beeste

Ideale middel as diagnose tussen rooiwater en galsiekte onbekend is

6 dae melkontrekking

Komers behandeling vir res van kudde indien uitbraak voorkom

Beskikbaar in 100 ml

Beskikbaar in 20 ml en 100 ml

Kan gebruik word vir beskerming in stoet diere by skoue waar rooiwater status onbekend is

Genees en voorkom rooiwater in beeste

Genees bosluiskoors in perde en honde

Geen melkontrekking



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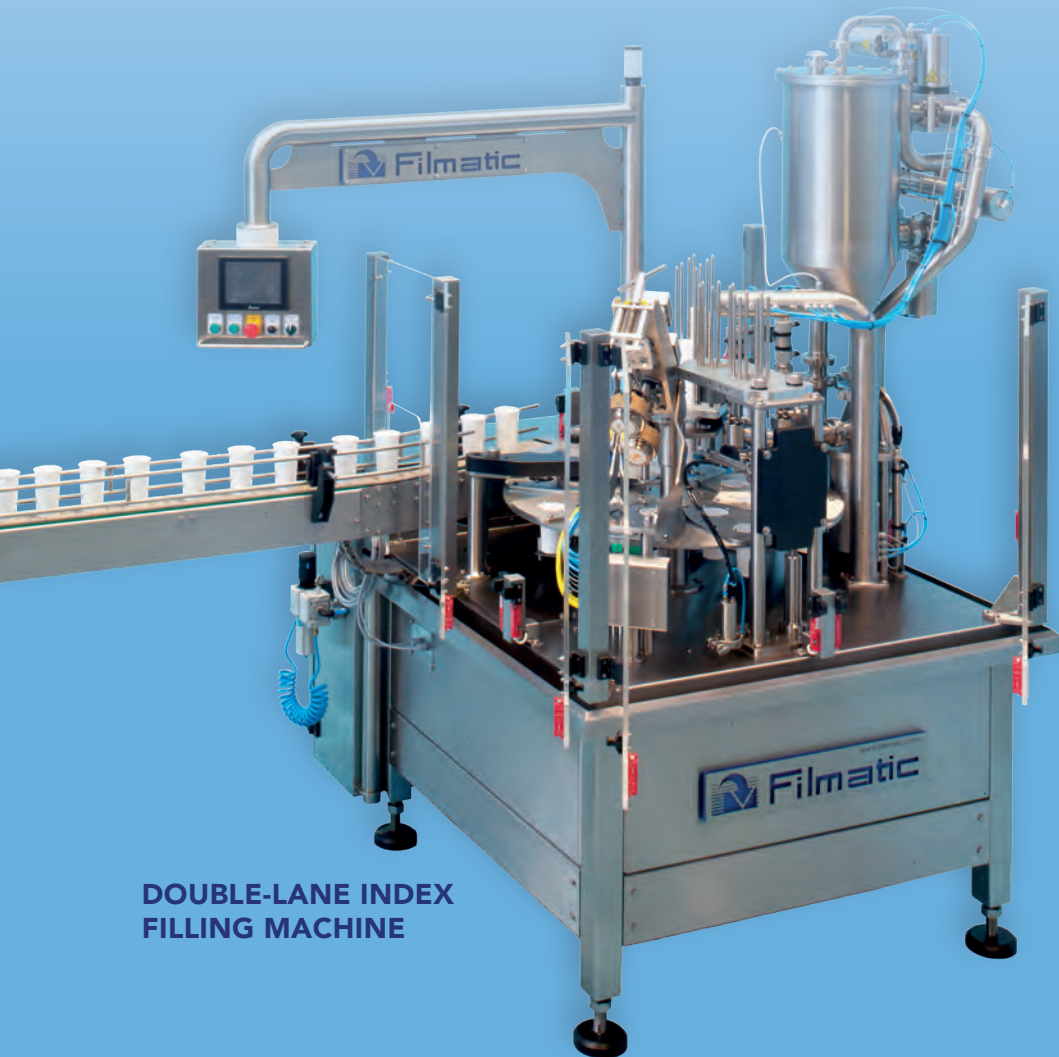
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