



Namibia Agricultural Union Annual Report 2018 - 2019



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Namibia Agricultural Union

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President's review 2019

Thank you for the opportunity to give a review of the most important events and challenges of the past year.

I am sure that we have never had such a challenging year in agriculture in Namibia's history. Various factors have had a negative effect on production, grazing and the income available to producers. 90% of Namibia has had far below average to nearly no rain.

Producers were forced to market animals, which put pressure on auction prices and slaughtering turns at abattoirs. Due to poor condition, cattle and game had to be fed, which put pressure on the availability of feed and the financial ability of producers. The dry-land agronomists had hardly any harvest. The milk producers' profitability is under pressure due to feeding costs and if the irrigation at Hardap is discontinued in December this year, those producers cannot produce their own feed. The poultry industry is under pressure due to unregulated imports. The international pressure against hunting of game for trophies is increasing. Locally prices for venison are also under pressure. Swakara production keeps on decreasing. Charcoal production has increased from 120 000 ton to 200 000 ton this year and offers a good alternative source of income. The manufacturing of bush feed is not only a way to survive this year, but most probably a good alternative for the future. Agriculture in Namibia currently is in a perfect storm and the situation can only be described as critical.

The NAU had already started with pro-active actions to manage the drought at the end of January 2019. The Minister of Agriculture was visited to make him aware of the seriousness of the drought and he was requested to declare the drought a national disaster. Commercial Banks and AgriBank were requested to consider favourable financing models to keep producers on their farms. The Dare to Care Fund of the NAU was activated to collect funds with a target of N\$10 million to be used as drought subsidisation whilst Meatco was requested to keep prices stable.

The Second National Land Conference was held in October 2018 during which 169 Resolutions were passed. These Resolutions are contained in an implementation plan of the High Level Committee under chairmanship

of the Prime Minister and on which the NAU was represented by the Executive Manager, Roelie Venter. Some of the most drastic decisions were inter alia the removal of the principle of willing seller / willing buyer, that Namibians may only own one farm, land prices must be regulated and all foreign landowners must be expropriated. Time will tell which resolutions are practically feasible as private ownership is protected under the Namibian Constitution and, as President Hage Geingob confirmed at the Second National Land Conference, all Namibians are welcome in the country. I am still convinced that we can invest in agricultural land.

The Valuer General is currently preparing the Valuation Roll for 2017-2022. Various meetings were held with the NAU as well as in various regions to explain the processes which are followed. The NAU's point of view is that the Regulations of the Act must be applied correctly so that the valuations are in line with the carrying capacity of Namibia. Even though opinions sometimes differ, we are grateful for the open talks which can take place between the Valuer General and the NAU. The payment of land tax is 3 years in arrear, namely 2016-2017, 2017-2018 and 2018-2019. The NAU has requested the Minister of Land Reform for exemption of payment of the 2018-2019 land tax due to the declaration of the national disaster. The NAU is still in negotiation with the Valuation Court about the payment of land tax for the other 2 years.

Following a request by the State President to commercial landowners during the Second National Land Conference to look at the living conditions and retirement provision of farm workers, the 2018 NAU Congress decided to accept the challenges in order to make a difference to the socio-economic conditions of farm workers. This focuses on the improvement of living conditions, retirement provision for long-serving employees, expansion of socio economic projects and the support of fellow emerging producers. An action plan was drafted which is part of the implementation plan of the High Level Committee of the Prime Minister. Altogether 68 labour representatives per FA and 7 regional representatives were identified to attend to and coordinate these actions at ground level. The NAU undertook to give feedback about the pro-



Mr Ryno van der Merwe, NAU President

gress made to the State President six-monthly.

During the 2018 NAU Congress it was decided that the activities of the Joint Crime Prevention Forum (JCPF), which is responsible for the national implementation of the Rural Safety Strategy, will be funded from the NAU budget. Two meetings have already been held with the management of NamPol in cooperation with the Namibia Emerging Commercial Farmers' Union (NECFU). The aim of these meetings was to inform NamPol's management about the National Safety Strategy and also get NamPol's support to implement this strategy in cooperation with NamPol at a national level. NamPol's management fully supports this action and a Memorandum of Understanding will be signed in due course. Following the signing, the next phase will be to implement the strategy in all regions in cooperation with Regional Station Commanders of NamPol.

The biggest challenge is still to implement plans and actions for the economy to grow. The NAU had the opportunity to make proposals to the Economic Advisory Committee for immediate implementation. I can also report that in spite of the drought more employment opportunities were created in commercial agriculture as more producers diversified to charcoal and bush feed production.

I am aware of the challenges which we are currently experiencing in agriculture. The

conjunction of negative results due to the drought cause financial and emotional pressure on each producer. Our focus currently is to manage the drought and to survive. If I think about the future, I realise that we have to think differently about agriculture and agricultural production. We have learnt lessons and have to be prepared to make adjustments in our thinking and farming practices. Even though we might not yet have any plans I am convinced that innovative thinking will motivate us to recover after the drought.

I am grateful for the opportunities the NAU had to negotiate with various Ministers and organisations and to make proposals to ensure sustainable agriculture. A lot of time and energy were spent to try and influence or change policy and schools of thought to ensure a favourable production environment.

I can assure each member that the NAU is acknowledged as a respected partner and representative of commercial agriculture. It is my wish that we support each other and continue hoping and believe in the future and in agriculture.

My term as president has come to an end. It was a privilege and honour for me to represent you as members in many areas. The focus of the Executive Council has always been to serve in your interest. I can confirm that the NAU has access to and enjoys acknowledgement by government as an important partner in the agricultural sector.

In conclusion I would like to thank my colleagues of the Executive Committee and the agricultural family for their contribution towards the success of our industry in Namibia. Through your positive involvement we can be assured that we make a difference and leave a better future for our descendants.

I also would like to thank our Executive Manager, Mr Roelie Venter, as well as his personnel for their incredible contribution during the past year. I welcome all new members who have joined the NAU in the past year.

Lastly a special word of thanks to my wife, Jaaneen, for her willingness to share me with the agricultural community and for her support.

With special acknowledgement to:

- His Excellency, the President of the Republic of Namibia, Dr Hage Geingob
- His Excellency, the Founding President of Namibia, Dr Sam Nujoma
- Right Honourable Prime Minister Saara Kuugongelwa-Amadhila
- Honourable Deputy Prime Minister and Minister of Foreign Affairs, Netumbo Nandi-Ndaitwah
- Honourable Minister of Presidential Affairs, Amb Martin Andjaba
- Honourable Minister of the National Planning Commission, Obeth Kandjoze
- Honourable Minister of Land Reform, Utoni Nujoma
- Honourable Minister of Agriculture, Water and Forestry, Alpheus !Naruseb
- Honourable Minister of Justice, Sackeus Shangala
- Honourable Minister of Labour, Industrial Relations and Employment Creation, Erkki Nghimtina
- Honourable Minister of Finance, Calle Schlettwein
- Honourable Minister of Environment and Tourism, Pohamba Shifeta
- Honourable Minister of Industrialisation, Trade and SME Development, Tjekero Tweya
- Honourable Minister of Safety and Security, Maj Gen Charles Namoloh
- Honourable Minister of Local and Rural Development, Dr Peya Mushelenga
- Honourable Minister of Works and Transport, John Mutorwa
- Honourable Minister of Poverty Eradication and Social Welfare, Bishop Zephania Kameeta

- Meat Board of Namibia
- Agronomic Board of Namibia
- Swakara Board of Namibia
- Meatco
- Agra
- Namib Mills
- Feedmaster
- Namibia Dairies

The sponsors:

- GiZ
- Hanns Seidl Foundation
- First National Bank
- Pupkewitz Megabuild
- KaapAgri
- Agra
- Namib Mills
- Feedmaster
- AgriBank
- AgriGro
- Namibia Dairies
- Polyoak Packaging
- Paratus
- Aqualand

The Corporate members

- Pupkewitz Holdings
- Agra
- Feedmaster
- Namib Mills
- Namibia Poultry Industry (NPI)
- Bank Windhoek
- Santam
- Alexander Forbes
- FNB
- AgriBank
- Namibia Charcoal Association (NCA)
- Hollard Insurance
- NutriFeeds



RYNO VAN DER MERWE
PRESIDENT: NAU

OVERVIEW OF THE COMMERCIAL NAMIBIAN AGRICULTURAL SECTOR

The Namibian agricultural economy looked promising in 2017 with increasing livestock prices and an easing agri-inflation rate due to good rains, low feeding costs and a strengthening currency. However, this started changing in 2018 as weaner prices began to decrease and fuel prices rose dramatically, influencing production inputs and associated costs. 2019 came with a greater challenge as Namibia is currently experiencing severe drought conditions which are negatively affecting agri-enterprises in terms of low production and prices, reduced water supply, degraded rangeland conditions, declining food security, all of which are consequently impacting the whole economy.

Production value of different agricultural enterprises

Table 1 shows the production value estimates of different agricultural enterprises, defined as the annual output from primary produce marketed in the formal market at actual nominal producer prices. Agriculture's production value in 2018 increased slightly by 2.3% compared to the 2017 production value. This was mainly due to the astounding performance of the charcoal industry in terms of increased price and quantity supplied. The cattle industry's positive contribution resulted from an increase in average weaner and slaughter prices in 2018 compared to the 2017 prices. That of the sheep industry was motivated by a rise in producer price and increased marketing volumes of sheep due to herd liquidations. The poultry industry saw a few more SME poultry producers entering the sector, making a significant contribution to the sector.

The swakara industry performed poorly due to a smaller quantity of pelts offered and a lower price obtained at the auction. The agronomy, fresh produce and grape enterprises were also among the weak performing industries due to unfavourable climatic conditions leading to low production, and an oversupply of grapes during peak season causing a drop in the price. Furthermore, rising production costs, policy uncertainty and cheap imports continue to hinder the agricultural sector's performance.

Market Statistics

Rebuilding of herds that occurred after good rains in South Africa and reduced feeding costs at feedlots in 2017 led to an increase in

Table 1: Estimated Namibian agricultural production values

	2017	2018	Increase/Decrease (2017-2018) %
Cattle	3 346 046 489	3 488 637 276	4.3
Sheep	867 788 315	946 366 865	9.1
Goats	144 496 607	142 280 829	-1.5
Agronomy	398 142 454	318 816 518	-19.9
Dairy	130 012 667	131 017 621	0.8
Pigs	120 995 833	113 514 103	-6.2
Grapes	819 833 875	673 833 000	-17.8
Poultry	850 653 292	908 641 667	6.8
Fresh Produce (veg and fruit)	210 832 000	221 566 093	5.1
Charcoal	184 800 000	306 720 000	66.0
Swakara	45 545 287	30 720 027	-32.6
Total	7 119 146 818	7 282 113 999	

Source: NAU

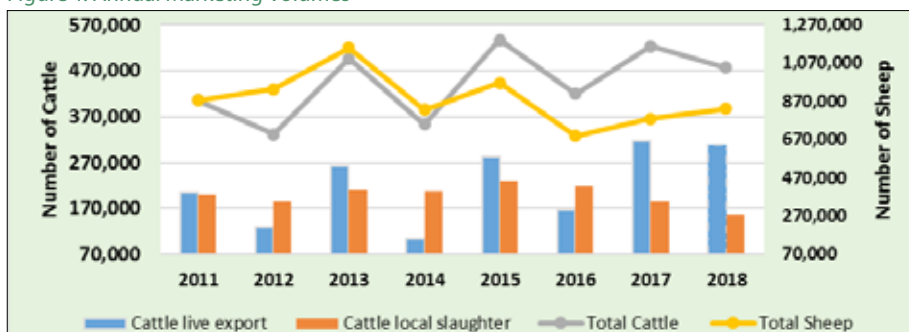
the South African and Namibian weaner prices causing weaner prices to outperform slaughter prices and farmers producing more weaners than slaughter cattle. A stabilising weaner price with an increasing slaughter price in 2018 brought about a drop in weaner price as a percentage of slaughter prices, leaving the value at 73.0% in 2018, with a further change to 49% in 2019.

Comparing 2017 to 2018, cattle marketing decreased by 8.9%. In 2018, 307 874 live cattle were exported – 2.8% fewer than exported in 2017. Export abattoirs received a low throughput of 77 471 units of cattle in 2018, compared to the 84 644 heads of cattle received in 2017, indicating an 8.5% decline in throughput to export abattoirs. The B&C class abattoirs also received a throughput of about 100 357 heads of cattle in 2017 and 80 000 in 2018. Important

to note is that B&C class abattoirs increased their market share in 2017 and 2018.

The implementation of the smallstock marketing scheme has had a major negative impact on the sheep industry resulting in a decline in sheep production, job losses and low throughput to abattoirs, causing some abattoirs to close down and others to operate at low capacity. Drought is another factor that negatively influenced farm productivity leading to herd liquidation, but sheep producers still continued to produce. Further herd liquidation in 2018 and 2019 was the main reason why 6.5% more sheep were marketed compared to 2017. 205 025 heads of sheep were marketed to export abattoirs, 164 404 to B&C class abattoirs while 456 069 sheep were exported. Of the live sheep exported to South Africa 71.3% were slaughter sheep, 24.4% were

Figure 1: Annual Marketing Volumes



Source: Meat Board, compiled by NAU

too lean-too small sheep, 0.04% were studs and 4.24% were fat-tailed.

Market view of 2019

2019 came with another severe drought that increased the vulnerability of producers, the vegetation cover and the economy at large. To prevent financial losses farmers increased their marketing volumes. Consequently, cattle marketing increased by 11.0%, goats by 9.1%, pigs by 19.9%, and sheep marketing increased slightly by 0.6% during the first 6 months of 2019 compared to the same period in 2018.

In the first half of 2019, 159 625 live cattle were exported, and export abattoirs slaughtered 67 845 heads of cattle – 55.8% more than in 2018. Sheep export abattoirs received a low throughput of 120 266 units of sheep from January-June 2019, compared to the 124 377 heads of sheep received during the same period in 2018, demonstrating a 3.3% decline in throughput to export abattoirs. 296 137 live sheep were exported from January-June 2019, while in 2018 (January-June), 241 790 live sheep were exported, meaning that the exportation of live sheep increased by 22.5%. The drastic increase in the exportation of live sheep can be attributed to the disastrous drought that caused an increase in the exportation of sheep which were not slaughtered ready to market directly to an abattoir.

Inflation of agricultural expenses

In 2017, the price-cost squeeze on both the cattle and sheep industry improved due to better producer prices, an easing agri-inflation rate and stronger currency. However, in 2018 the agri-inflation rate increased from about 1.0% in the 4th quarter of 2017 to about 5.4% in the 4th quarter of 2018. This was driven by a rise in fuel prices, feed costs and licks, and weak currency.

The total weighted cattle price dropped by 5.5% year-on-year (Y-o-Y) in the 4th quarter of 2018, caused mainly by a decrease in weaner price of about 12.2% Y-o-Y. Slaughter price increased by about 11.3% Y-o-Y. Over the entire 13 years of livestock price monitoring, cattle prices increased by 157.3%, while on-farm expenses increased by 178.4%. Sheep prices increased by 5.7% Y-o-Y, and by 206.5% over the entire 13 years of monitoring.

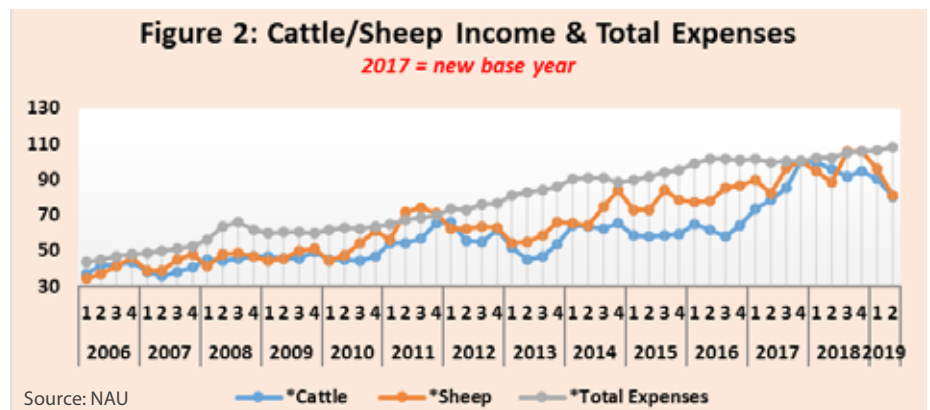
A dramatic drop in livestock prices in the first half of 2019 left producers in a vulnerable position, as the agri-inflation rate increased. The agri-inflation rate increased by 6.1% Y-o-Y in the 2nd quarter of 2019 (2019-Q2), and this was brought about by an 11.4% increase in feed cost, a 9.3% Y-o-Y increase in animal health (medicine), and a 6.6% Y-o-Y increase in fuel prices.

Comparing the 2018-Q2 prices to that of 2019-Q2, the weighted cattle price dropped by 16.6% Y-o-Y. It was determined by a 28.4% Y-o-Y drop in weaner price caused by an oversupply of weaners to the market and an outbreak of foot-and-mouth disease in South Africa. Slaughter price increased by 9.6% Y-o-Y, as Meatco have kept their prices stable for the past months despite a decrease in other livestock prices. The 2019-Q2 sheep price decreased by 9.1% when compared to the 2018-Q2 price. Again, the decrease in the sheep price arose from an oversupply of sheep in the South African market as a result of the foot-and-mouth disease.

For the past 13 years of price monitoring, cattle and sheep producers had to improve their

7-8 months from a cow herd; and the weaner-ox production system requires buying of weaners at livestock auctions at about 220 kg live weight, and raising them extensively on natural veld until they are ready for slaughter at about 472 kg live weight.

Increases in weaner prices in 2017 resulted in weaner production becoming more profitable, making weaner-ox production less profitable due to high prices at which weaners were bought. Weaner-ox farmers continued to face this challenge in the first three quarters of 2018. However, weaner prices started stabilising in 2018 leading to slight improvements in weaner-ox rearing. Currently, in the 2nd quarter of 2019, weaner price as a percent-



productivity and efficiency with 4.0% (cattle) and 1.0% (sheep) per annum to maintain sufficient margins. Henceforth, farmers are expected to always improve their productivity and efficiency.

Profitability of different production systems

The cattle enterprise comprises of different production systems: the cow-ox production system is the production of slaughter oxen, heifers and culled cows marketed to an abattoir; the cow-weaner (weaner) production system is the production of weaner calves weaned at

age of slaughter price stood at 49% on average, which is way below the long-term average of 63%, thus indicating that ox production is more profitable than weaner production. This is verified in Figure 3 using 2019 price levels and farm level assumptions. Lamb production has had a more robust long-term price growth and a shorter cash flow cycle meaning profits were consistent from 2013-2018, but a drop in sheep price in the first half of 2019 negatively affected the lamb production system. *Note: It is important to note that the net surplus per annum below is calculated for an average cattle farm of 7 500 ha and a sheep farm of 11 000 ha.*



ORGANISATIONAL MATTERS

Affiliations

On 30 June 2019 66 Farmers Associations were affiliated to the NAU.

Management

The Executive Council

- | | |
|--------------------|--------------------------------------|
| Mr R van der Merwe | – President |
| Mr P Gouws | – Livestock Producers Association |
| Mr G Eggert | – Agronomic Producers Association |
| Mr K Adriaanse | – Dairy Producers Association |
| Mr HHT Förtsch | – Agricultural Employers Association |
| Mr R Werner | – Poultry Producers Association |
| Ms J Meyer | – SWAKARA Forum |
| Ms T Dahl | – NAPHA |
| Mr J Visagie | – Agra |
| Mr W Kruger | – KaapAgri |
| Mr E Erni | – South Western region |
| Mr K van der Merwe | – Karasburg region |
| Mr J C de Klerk | – Keetmanshoop region |
| Mr P J van Wyk | – Mariental region |
| Mr K von Kühne | – Gobabis region |
| Mr E Hoff | – Windhoek region |
| Mr M Hilbert | – Okahandja region |
| Mr T Pretorius | – Otjiwarongo region |
| Mr A van Niekerk | – Outjo region |
| Mr P Stoman | – Grootfontein/Tsumeb/Otavi region |

The Management Committee

The Management Committee mainly attends to staff issues and other matters the Executive Council refers to them. The Management Committee comprises:

- Mr R van der Merwe (NAU President)
- Mr P Gouws
- Mr H Förtsch
- Mr JC de Klerk



Mr R van der Merwe



Mr PS Gouws



Mr HHT Förtsch



Mr JC de Klerk



Members of the Executive Council

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Congress 2018

The 72nd congress of the NAU was held on 11 October 2018 with the theme *"Growth in the primary agricultural sector – the requirement for job creation and value addition"*.

The theme was discussed during the Outlook Conference and referred to the NAU Congress during which the following decision was taken –

- a platform must be created for the inclusive participation of all role-players in the agricultural sector for the development of joint agricultural policies and strategies to grow agriculture.

No discussion points were handled by the congress, but the following discussion took place –

Discussion by Aranos FA

Aranos FA is complaining about the activities of the Receiver of Revenue. The office of the Receiver of Revenue was represented by Ms Aune Shikongo, Ms Naomi Mujetenga and Ms Anita Beukes.

- **For how long must tax documents be safely stored?** – documents should be kept for 5 years, but the Receiver is busy switching to a new system and it could

happen that documents of long ago have been lost. If anyone is requested to submit documents older than 5 years, they are requested to contact Ms Aune Shikongo

- **Arrear audits** – farmers are requested to submit their full information in time and if they experience any problems they can contact Mr Chris Claassen of the Receiver's office
- **SMS messages** – it seems as if farmers receive SMS messages with different amounts and if this is the case, they are requested to contact the office of the Receiver
- **Corruption** – was not discussed as there is no proof
- **VAT payments** – the Receiver's office currently is in arrears with payments, but they will be up to date again soon. Farmers are requested to send any complaints to the NAU office so that it can be addressed with the Office of the Receiver
- **Audits in regions** – if farmers want to change their audits from one region to another, they have to apply in writing at the Receiver and also give good reasons

The representatives of the office of the Receiver of Revenue will reply to questions and give feedback on the above allegations and provide their contact details if NAU members want to contact them.

Awards

The following awards were presented during the official opening:

Community Project of the Year

The trophy for the Community Project of the Year went to Chris and Jessie van Rooyen of the Queen Sophia project, Kunene for Christ. The award was presented by Mr Christo du Plessis of Feedmaster.

Agricultural Woman of the Year

The trophy for Agricultural Woman of the Year went to Ms Julene Meyer of Koës FA. The award was presented by Ms Helga Busing-Volschenk of Agra.

Media Personality of the Year

The trophy for the Media Personality of the Year went to Mrs Hermien Coetzee of *Hartklop FM*. The award was presented by Ms Helga Busing-Volschenk of Agra.



The Van Rooyen couple, Jessie and Chris, receive the award for the NAU community project of the year from Christo du Plessis, marketing manager of Feedmaster. Feedmaster is the sponsor of this annual award. The Van Rooyens are involved with the Queen Sophia resettlement project in the Outjo area where they've made a considerable impact over the last 5 years thanks to the public-private partnership between the ministry of resettlement, Kunene for Christ and Amos Namibia.

Hermien Coetzee (left) receives the award for the media personality of the year from Helga Busing-Volschenk, manager of marketing and business development at Agra. Agra sponsors the prize. Hermien is the presenter of the NAU's popular radio programme, *Landboumikrofoon*, on the Afrikaans service of the NBC – a task she enjoys and handles with professionalism. She is often seen with her microphone in hand at agricultural events, doing recordings for this weekly programme aired every Saturday at 06:00 and repeated on Sundays at 13:15.





Julene Meyer (left) receives her award for the NAU Agricultural Woman of the Year from Helga Busing-Volschen, manager of marketing and business development at Agra. Agra is the sponsor of this prize.

Two new corporate members announced



The announcement of two new corporate members took place at the NAU congress - a testament to the popularity of the corporate membership in this agricultural union aimed at taking agriculture forward. From left are Pieter von Wielligh (regional manager of Hollard Namibia), Sakaria Nghikembua (Agribank's CEO) and NAU president Ryno van der Merwe. The new agri-partners both joined as silver members, the other 2 options being gold and platinum. Benefits for corporate members are access to statistics and information from the NAU as well as publicity on the NAU's media platforms. The NAU initiative of corporate membership is due to the suspension of the annual government subsidy of N\$ 5,7 million to agricultural unions. Therefore NAU welcomes new members' assistance. Companies and businesses can contact the NAU at 061-237838.

Corporate member certificates

The NAU has invited businesses who deal with the agricultural sector to become corporate members of the NAU. Besides strengthening the finances of the NAU, it also strengthens organised agriculture with an extra voice from these businesses. On their part the NAU offers publicity and other advantages to these businesses.

The president of the NAU presented certificates to the following corporate members –

- AgriBank
- Hollard Insurance Co

New vehicle sales:
Christian Koch
christian@acv.com.na
081 145 6664

New vehicle sales:
Theunny Thomas
theunny@acv.com.na
081 375 0899

New vehicle sales:
Christiaan du Plessis
jc@acv.com.na
081 145 6661

Workshop:
Maiya Hangula
service@acv.com.na
081 127 7062

Parts:
Naftali Kakonda
naftali@acv.com.na
081 129 1535

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for a more productive Namibia

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MATTERS WHICH WERE HANDLED BY THE EXECUTIVE COUNCIL/MANAGEMENT COMMITTEE

Land Reform Valuation Rolls

A joint application for setting aside the 2017 land tax by landowners who were represented by legal representatives at the Valuation Court as well as landowners who were represented by the NAU, came up before Judge Angula on 21 February 2018. This urgent application was served in December 2017, pending the verdict of an appeal/review application which was served in the High Court in March 2017 against the debated verdict in the Valuation Court or alternatively the administrative procedure which was followed by the drafting of the 2012-2017 Valuation Roll.

The Court verdict given by Judge Angula prohibits the Ministry of Land Reform to charge land tax until the review application has been heard in Court.

On 7 February 2019 the High Court ordered that the 2012-2017 Valuation Roll be set aside. This means that the 2007-2012 Valuation Roll must be re-activated as official Valuation Roll.

The Ministry of Land Reform requested a consultation session with the NAU to give information about the provisional valuation roll for 2017-2022. This meeting was held on 12 March 2019 with the NAU Land Committee. The Ministry of Land Reform travelled through the country as from 18 March 2019 and held regional meetings about the provisional valuation roll. The NAU provided the following information to its members:

Stipulation of the Land Valuation and Tax Regulations of 1 November 2018

These Regulations stipulate that:

- Land valuation for land tax purposes be calculated on "unimproved site value"
- Unimproved site value is calculated on the following principles:
 - Market value according to which a specific piece of land is sold by a willing seller to a willing buyer on the date of valuation
 - the carrying capacity of the land and the agri-ecological zone of the land must be used
 - the following must be excluded in the calculation of the "unimproved site value" of a piece of land:
- The value of the improvement on the land
- Any decrease in the value of the land due to overgrazing, bush encroachment and other poor farming practices or management of the land
- Any mortgage or legal burden on the land
- Any decrease or increase of value of the

land due to being near a municipal area or public road or railway line

- Any decrease or increase of the value of the land due to tourism potential of the land or potential mine activities

The land valuation map for the 2017-2022 period is not available yet. The NAU thus does not have any information yet about the valuations. According to the Ministry of Land Reform the regional meetings will be used to give information to landowners about the content of the Regulations as well as to get inputs about calculated land value in the specific area.

A very important factor which influences the market price of land is for example the tourism potential of the piece of land. If land is sold which is a tourist destination of any sort or even bought to become a tourism destination, this transaction must not be used in the calculation of the "unimproved site value". The same as with the other exclusions as mentioned above. The NAU is currently busy evaluating all farm transactions which were used to compile the 2017/2022 roll.

The NAU has also applied to the Ministry of Land Reform for exemption for the 2018-2019 tax due to the devastating drought.

The Ministry of Land Reform is busy preparing arrear land tax assessments for 2016-2017, 2017-2018 and 2018-2019 financial years and these assessments will be based on the 2007 Valuation Roll.

Following the regional meetings the NAU had a further discussion with the Valuer General of the Ministry of Land Reform to discuss the way forward.

Second National Land Conference

Before the Second National Land Conference was held, a High Level Committee was appointed which consists of Ministers, UNAM, various NGO's and more and is chaired by the Prime Minister, Right Honourable Saara Kuugongelwa-Amadhila. The Executive Manager of the NAU, Mr Roelie Venter, is part of this committee.

The Second National Land Conference was held from 1-5 October 2018 at the Safari Hotel, Windhoek and attended by more than 800 delegates.

The NAU delegation was comprised of the president of the NAU, Mr Ryno van der Merwe, the chairman of the Livestock Producers Organisation (LPO), Mr Piet Gouws, the chair-

man of the Agricultural Employers Association (AEA), Mr Sakkie Coetzee, and Ms Aune Shipanga, the NAU's representatives on the LRAC (Land Reform Advisory Commission) and the Executive Manager, Mr Roelie Venter. On the second day submissions of Ministries and thematic submissions about agricultural reform, rural land reform, land use and productivity were made.

On the third day break-away sessions in different groups were held to discuss the main discussion points.

Following the Second National Land Conference 169 Resolutions were drafted and the High Level Committee was tasked to implement the Resolutions.

After the Second National Land Conference the president of the NAU, Mr Ryno van der Merwe, stated in a press release that the NAU was taking President Geingob's requests during the official opening seriously and wanted to be part of the solution of the problem. The NAU also re-affirmed its support and engagement to land reform in the country and would like to make an active contribution to ensure that it would lead to sustainable productive use of agricultural land.

The NAU also accepted the challenge which the President addressed to landowners about inequalities and poverty which must be overcome in the country and the congress took the following specific decisions:

The NAU is committed to –

1. Make a difference in the quality of life of farm workers
2. Continue with contributions with regard to poverty alleviation by initiating new and existing support for socio-economic projects in which the commercial agricultural sector is already involved, including old age homes, crèches, etc.
3. Improve the dignity of farm workers and to assist long serving farm workers with retirement planning and make provision, and
4. Get more involved in the support of emerging and resettled farmers

Lastly the NAU congress applauded the President's confirmation that all Namibians are welcome in the country and have rights and his commitment to respect the Constitution of the country.

After the NAU held regional meetings to discuss the above challenges, the following actions were identified –

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Improved living conditions:

- Develop organisational structure to communicate and implement the plans
- Develop minimum housing standards for farm workers
- Draft a Code of Conduct for employers
- Proposals for retirement plans
- Promote pre-school training
- Plan retirement houses for workers in towns
- Request the Ministry of Labour to implement the National Pension Fund

Support to resettled farmers:

- Promote trust and good relationships with neighbours
- Assist neighbours with farm practices and share knowledge

Commission for the Investigation of Ancestral Land Claims

On 21 February 2019 President Geingob appointed a Commission for the investigation of Ancestral Land Claims. This was done as a result of the Resolutions of the Second National Land Conference which was held in the first week of October 2018. The following persons were appointed in this Commission: Judge Shafimana Ueitele (chairman), Mr Phanuel Kaapa-

ma (vice-chairman), Chief Gaob Immanuel /Gaseb, Mr Ryno van der Merwe, Dr Sartorius von Bach, Mr Uhuru Dempers, Dr Marius Kudumo, Prof Lazarus Hangula, Pastor Willem Konjore, Mr Neels Kooperen, Mr Josef Petrus van der Westhuizen, Ms Anna Fredericks, Ms Nadia le Hane, Ms Jeaneth Kuhana and Ms Ingenesia Inge Murangi.

On 15 May 2019 the chairman of the Commission, Judge Shafimana Ueitele, announced that the Commission will conduct information meetings in all regions of the country.

Agricultural Trade Forum (ATF)

The ATF represents various role players in the Namibian agricultural sector, including producers, processors and the whole agricultural value chain, marketing boards and the agricultural unions. Partners include the line Ministries, manufacturers, research institutes and regional organisations. The NAU is a member of the ATF.

The ATF was established in 1999 by interested parties in the private agricultural sector who wanted to address certain trade matters. Later on the ATF became the mouthpiece for trade related matters for the whole value agricultural products with participation of producers, processing companies, marketing boards, research organisations and representatives of

the line Ministries. This caused the ATF to be formalised in 2003 and registered as a company without gain. The ATF is financed by membership fees and annual contributions.

The Ministry of Trade and Industry takes the ATF along to trade agreement meetings.

National Rangeland Management Policy and Strategy (NRMPS)

The National Rangeland Management Policy and Strategy (NRMPS) Project (funded by the European Delegation to Namibia, under the EDF10 call for proposals and the Ministry of Agriculture, Water & Forestry) has secured a six months extension until the end of September 2019. The first two years focused on the three Unions (Namibia National Farmers Union, Namibia Emerging Commercial Farmers Union and the Namibia Agricultural Union) and MAWF getting key stakeholders involved and providing information at a national level regarding the importance of rangeland management. Last year the three Unions with the support of the MAWF identified best practices within and beyond Namibia that, if upscaled will restore productivity and profitability to the livestock sector (they are available on the NRMPS website (<http://www.nrmeps.org/>) and some have been written up in the *AgriForum*. This year, we will investigate how to incentivise these practices

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Where seeing ... is believing

Vir topgehalte vleisdraende Damaraskaapramme en -ooie is Sonop Damarastoet die aangewese een om by aan te klop om 'n verskil in kuddes te maak!

Hoekom? By Sonop Damarastoet teel ons top-genetika met passie en sakke vol liefde. Geharde, aanpasbare, topkwaliteit diere beskikbaar.

MATTERS DEALT WITH BY THE EXECUTIVE COUNCIL/MANAGEMENT COUNCIL

as well as how best to upscale learning and adoption on a national scale.

What needs to be done:

1. The MAWF NRMP policy has the ability to reverse this trend on communal and commercial land as well as our parks.
2. We believe that between N\$3 - 5 billion per year can be added to the Namibian economy by restoring our Namibian rangelands by:
 - a. Adopting and implementing tried, tested and approved methods of rangeland management, whilst ensuring good animal performance and fertility (covering 60 million ha).
 - b. Where required conducting bush thinning AND adopting the approach in a) above (covering 45 million ha).
 - c. Where needed establishing physical barriers (using bush filters, earth-moving equipment etc) that slow water flow and re-direct water back onto the landscape – thereby rehydrating it and accelerating the recovery. These actions would be done in conjunction with a) and b) above.
 - d. In addition to the three core activities above other interventions such as multi-species veld restoration / pastures and other profitable practices should be investigated.

How to do it?

Poor rangeland management affects almost all of the 200 000 agriculture-based households in all parts of Namibia (60 million ha). This requires a massive effort and a massive mind-shift that requires the use of electronic mechanisms to reach as many farmers as possible and allow each farmer to move forward at their own pace. At the same time incentives need to be in place to encourage farmers to change their practices. These include a mechanism on communal land to enforce a grazing plan, low interest loans for applying approved practices, carbon credits and all linked to a drought recovery plan that gets livestock farmers and farming back on their feet to lay the foundation for the economic recovery we desire. Furthermore special niche markets must be found where premium prices are paid for meat which is produced using ecological sustainable grazing management systems.

The entire industry will be called on to participate and, if successful, Namibia can mitigate climate change, produce high quantity and high quality, healthy meat products whilst being carbon friendly.

Namibia Charcoal Association

On August 10, 2018 the Namibia Charcoal Association (NCA) held a successful members' meeting and charcoal conference at the Otjiwa Lodge, near Otjiwarongo. It was attended by approximately 400 delegates and there were 28 exhibitors of supporting services and products. After the conference practical demonstrations were given with the bush roller, which flattened some hectares of bush within a few minutes. At the members' meeting six new directors were elected who represent all the charcoal regions. Mr Gunther Schwalm was elected as new chairperson of the NCA in the place of Mr Isak Katali, who will stay on as director. Mr Danie van Vuuren of the NAU stays a co-opted board member of the NCA. The members' meeting also approved a new guideline minimum wage for charcoal workers of NCA members who are paid per ton. According to this charcoal workers must get at least a minimum wage of 38% unsifted and 40% sifted charcoal of the purchase price received per ton in the districts of Otjiwarongo and Outjo. For all the other regions, where the wood is not so heavy, the percentages of 41% for unsifted and 43% for sifted charcoal are applicable. These tariffs include rations, overtime and leave payments.

On 23 August 2018 NCA board members and other role players visited the Minister of Information and Communication Technology and SME Development at his request. Government has identified charcoal production as one of the most important export industries through which economic growth and employment creation can be brought about in Namibia. Namibia currently is the 5th biggest charcoal producer in the world. Even though he took note with gratitude of the 13 Namibian charcoal processors which add value in Namibia by processing and packing, the Minister is of the opinion that too much charcoal is exported to SA in raw unprocessed form. He mentioned that his Ministry will negotiate with big buyers in SA to invest in Namibia to do the processing locally and export directly from Namibia. The demand for Namibian charcoal exceeds the supply and there is thus an enormous growth potential. Minister Tweya also referred to the necessity to de-bush in general to repair our rangelands so that growth can also take place in the livestock and game sectors.

Implementation of Rural Safety Strategy

During the 2018 NAU Congress it was decided that the activities of the Joint Crime Pre-

vention Forum (JCPF), which is responsible for the national implementation of the Rural Safety Strategy, will be funded from the NAU budget. Two meetings have already been held with the management of NamPol in cooperation with the Namibia Emerging Commercial Farmers Union (NECFU). The aim of these meetings was to inform the management of NamPol of the National Safety Strategy and also to get the support of NamPol to implement this strategy in cooperation with NamPol on a national level. NamPol's management fully supports the action and a Memorandum of Understanding will be signed in due course. The next phase is to implement the strategy in all regions in cooperation with the Regional Commanders of NamPol.



Drought 2018-2019

In January 2019 the NAU together with NECFU (Namibia Emerging Commercial Farmers' Union) compiled the following drought action plan and submitted it to the Minister of Agriculture, Water and Forestry –

“The Namibia Agricultural Union (NAU) and the Namibia Emerging Commercial Farmers' Union (NECFU) compiled an emergency action plan to reduce the impact of drought, which is already a national crisis. The question can be rightly asked why the current drought is different from other droughts, as Namibia is a drought prone country. The difference is as follows:

- To this date no place of which we are aware of in the country has received good rain.
- During recent drought conditions (eg 2016) some parts of the country received good rains, which allowed the build-up of fodder and hay. This was then donated to drought-stricken farmers. However, currently this is

not the case as there is very little excess hay on the market.

- Since 2013, Namibia has experienced 5 years out of the last 7 years of below normal rainfall. This depleted the growth reserves of our rangelands, as well as carry-over fodder on the veld.
- The outbreak of foot-and-mouth disease (FMD) in South Africa (RSA) resulted in a drop of $\pm 20\%$ in the producer price of weaner calves and sheep in January 2019, compared to December 2018.
- Farmers therefore needed to reduce their herds as quickly as possible, but at significantly lower prices.
- The current rainfall forecast for the season going forward is not very positive.

Certain action steps were implemented:

1. Emergency marketing of livestock
 - a. It is of utmost importance that farmers are not restricted to export their livestock in a timely manner, in order to reduce the impact on rangelands. The MAWF and the Meat Board will be urgently requested to remove all policies restricting the export of livestock in order to minimise financial and livestock losses.
 - b. It is requested that the Government of Namibia provides emergency funds to help with the implementation of a marketing incentive scheme to encourage farmers to sell their livestock, in order to reduce the impact on our natural rangelands.
 - c. Price stability in the cattle market: The current slaughter cattle price at Meatco was not reduced, and C-grade slaughter cattle prices increased in January 2019, which is highly appreciated and will further improve the trust relationship between producers and Meatco (which is urgently needed). In discussions with Meatco, it was requested that Meatco provides farmers with a 3-month price strategy, to help farmers make informed decisions on whether to fatten animals or not based on the prices available to them.
 - d. Sale of livestock which is not slaughter ready: Most of the livestock currently on the veld is not in a condition to slaughter. However, to encourage farmers to invest in additional feed to fatten the animals before marketing, it is suggested that abattoirs come to the aid of farmers by fixing the price for the next 3-4 months. This will stimulate and build trust along the value chain, and ensure the sustainability of the industry in the future. Another option would be for feedlots to buy livestock now and pay farmers only after 3 months, and/or possibly finance the feed, to curb the cash flow challenges.
 - e. Shortage of animal feed in Namibia: Currently energy concentrates to fatten livestock are sourced from Zambia and South Africa. The availability of different com-

modities is currently being investigated, in order to provide farmers with affordable solutions.

- f. Utilise bush as drought fodder: Advice on the use of bush as fodder during drought is already available, and farmers are urged to explore such opportunities
2. Support measures by financing institutions
 - a. Financial institutions are requested to implement measures to help their clients survive the cash flow challenges resulting from drought.
 - Such measures could include the postponement of payments of loans for this year, and subsidised loans to survive the effect of the drought."

Announcement of 2019 disaster drought by President Geingob

On 6 May 2019 President Geingob announced a state of emergency due to the drought in all parts of the country. He announced that Government would take the necessary steps to give aid to the affected communities.

Dare to Care Disaster Fund

The whole agricultural sector, including the Namibia Emerging Commercial Farmers Union (NECFU), Namibia Agricultural Union (NAU), and the private sector in Namibia decided to join hands under the "Dare to Care" umbrella to make a contribution to all drought stricken farmers in the whole country. The Dare to Care Fund was established in 2000 to support victims of veld fires in the agricultural sector. Since then the Dare to Care Disaster Fund has supported victims of flood areas, farm attacks, San Bushmen, etc.

In order to survive the drought, farmers need assistance to get their animals off the land and prepare them for marketing and just to keep the core herd for when it rains again. "To feed only 5% of Namibia's national herd over a period of 2 months costs about N\$170 million. This emphasises the enormous crisis the Namibian farmers are facing," the president of the NAU, Mr Ryno van der Merwe, said during a media conference on 18 February 2019.

The aim was to collect N\$10 million towards the end of March 2019 and by the end of October 2019 an amount of N\$9,3 million had been collected. The Fund, however, does not donate fodder to farmers, but makes certain fodder more affordable through subsidisation. The agricultural retailers will reach farmers with their subsidised prices at all their branches.

The Minister of Agriculture, Water and Forestry, Honourable Minister Alpheus!Naruseb, was appointed as custodian of the Dare to Care Fund and he also attended the media conference and gave his support to this initiative.

SGA Chartered Accountants were appointed to do a full-scale audit of the Fund to ensure the integrity of all monies received and spent.

High Level Economic Planning Committee

President Geingob has appointed a commission from the private sector to make proposals on how economic growth can be stimulated. The NAU had the opportunity to make proposals to restore trust in the short term. The main proposal was to abolish the Small Stock Marketing Scheme as well as the speedy implementation of the Dairy Import Regulations, control over illegal imports of chicken meat as well as the change of commercial SOE's (State Owned Enterprises) to PPP's (Public Private Partnerships) with the private sector.

Cabinet announced certain decisions at an Economic Summit on 31 July 2019. The main proposals are the following:

- Finalisation of NEEEB
- Changes to the NIPA (Namibia Investment Promotion Act)
- Public Procurement Act 2015
- Loans for Value Regulation
- Local Savings Plans
- Visa Regulations
- Construction Industry
- De-bushing in communal areas for charcoal production
- Consent for registration of bush feed as animal feed
- Small Stock Marketing Scheme suspension for one year to review the current scheme
- Better use of Government's assets
- Public-Private Partnerships
- Non-deductibility of profit shares
- Trade mark Namibia Strategy

Following the Economic Summit, the NAU issued the following press release:

The Namibia Agricultural Union (NAU) wants to sincerely thank the Government of Namibia for its willingness to actively engage the private sector during the Economic Summit for Growth. In the same vein our congratulations to the Economic Panel for organising a highly successful event.

The creation of real public-private partnerships is a sustainable way to reduce Government's liability in non-performing State Owned Enterprises. This will reduce the risk and provide much needed capital to efficiently operate such projects.

In particular Government's willingness was applauded to suspend the Small Stock Marketing Scheme for 1 year in order to find a sustainable way forward to put the sheep industry back on a growth path, after the 40% reduction in sheep production and hundreds of millions of Namibian Dollars lost to the industry since

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2004 due to the implementation of the scheme. We firmly believe that we need to find a sustainable solution in the interest of Namibia as a whole in collaboration with Government and other stakeholders. Although Cabinet directed that producers should not be disadvantaged to slaughter sheep in Namibia, this never materialised.


The charcoal industry is a growing industry and the decision to allow production of charcoal in communal areas is welcomed to provide opportunities for all producers to earn an additional income during these disastrous drought conditions.


A healthy productive primary agricultural sector in Namibia creates rural jobs and improves livelihoods, curbs rural to urban migration and multiplies job opportunities in the rest of the value chain. However, the opposite is also true, that when the primary agricultural production is destroyed, the total value chain, including input supply, processing and marketing, disintegrates.



Bodies on which the NAU and commodity associations are represented

1. Agronomic Board
2. Swakara Board
3. Land Reform Advisory Commission (LRAC)

4. Lands Tribunal
5. Namibia Employers Federation (NEF)
6. Namibia Water Resources Management Review (NWRM)
7. National State of Environment Report Task Force
8. Social Security Commission (SSC)
9. Meat Board
10. Namibia Agricultural Labour Forum (NALF)
11. Forestry Council
12. Kunene/Karas/Erongo Regional Resettlement Committees
13. Programme Advisory Committee on Child Labour (PACC)
14. Agricultural Trade Forum (ATF)
15. NUST Council
16. National Planning Commission (NPC)
17. Namibia Training Authority (NTA)
18. Namibia Rangeland Forum
19. Namibia Qualification Authority (NQA)
20. Upper Swakop Basin Management Committee
21. CPP Council
22. Water Council
23. High Level Committee for the implementation of Land Conference Resolutions
24. Ancestral Land Rights and Restitution
25. National Planning Commission


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LIAISON

Liaison with members and all role players is still one of the NAU's biggest priorities. This liaison is not only to give information, but also to give the NAU's viewpoint in various forums and to represent the producers' interest. Liaison is done by way of printed and electronic media, radio programmes, SMS messages on cell phones, visits to and attendance at workshops and other opportunities.

AgriForum

AgriForum, the monthly magazine of the NAU, is published by AgriPublishers under the editorship of Mrs Marietjie van Staden. *AgriForum* is still very popular and covers a wide spectrum of agricultural themes. Each NAU member receives an *AgriForum* as part as his benefits to belong to organised agriculture. In the past the *AgriForum* was sent to each member by mail, but as numerous complaints were received that it is not received in good time or not received at all, the *AgriForum* is now available for members at Agra and KaapAgri branches.

Radio programmes

Landboumikrofoon on Hartklop FM of the NBC is broadcast each Saturday morning at 06:00 by Ms Hermien Coetzee, with a re-broadcast on Sunday afternoons at 13:15. This programme is very popular.

Channel 7 has two programmes weekly with the sponsorship of First National Bank. One is broadcast on Wednesday afternoons at 14:10 and the other one on Saturday morning at 06:00 with a re-broadcast on Wednesday at 20:00.

The German Service of the NBC, Funkhaus Namibia, broadcasts a short programme on Friday afternoons at 16:10.

Hitradio Namibia offers a programme for German farmers on Friday evenings at 19:10 with a re-broadcast on Saturday morning at 06:50.

Kosmos Radio broadcasts a short programme on Friday mornings at 06:00.

Electronic newsletter

The weekly e-mail news is still very popular and provides NAU members with important information. This newsletter is also sent to all Agra offices so that those members who do not have e-mail facilities can collect a copy of the newsletter at their nearest Agra office. The newsletter is also sent to all media and interest groups who use this as a news source for articles in newspapers.

NAU website

The NAU website (www.agrinamibia.com.na) has been re-designed and is thus much more alive. It is very popular and is visited up to 151 195 times per month.

Liaison with the authorities and organisations

The president of the NAU, the Executive Manager and other executive members liaised at various opportunities during the year with the authorities, parastatals, non-governmental and international organisations. This liaison included –

- His Excellency, Dr Hage Geingob
- Economic Advisors of Pres Geingob
- The Ministry of Agriculture, Water & Forestry
- The Ministry of Land Reform
- The Ministry of Information and Communication Technology
- The Ministry of Public Enterprises
- The Inspector-General of the Namibian Police
- The Ombudsman
- The European Union
- AgriBank
- Namibia Statistics Agency
- Commissioner of Inland Revenue
- GiZ (Germany Society of International Cooperation)
- Various Regional Agricultural Unions and Farmers' Associations)

Liaison by the secretariat

The secretariat visited various Farmers' Associations on invitation, but in the light of savings, these visits must be coordinated with the regional representatives and the president.

Various Ministries were visited and workshops and meetings attended.

Liaison by regional representatives

As part of their duties, the regional representatives had continuous contact with Farmers' Associations, Regional Agricultural Unions and Regional Councils.

The private sector

Meetings were held with corporate members as from the beginning of 2019. Issues discussed were the drought, the Second National Land Conference, growth in agriculture and more.

Non-Governmental organisations, parastatals and other organisations

- Various meetings and workshops were attended with inter alia the following subjects:
- Land Reform
- National Rangeland Policy and Strategy
- Five-year plan of the Road Fund Admin-

- istration
- International trade
- Climate change
- Rural development
- Power supply
- Water Act
- Crime

Regional liaison

SACAU (Southern African Confederation of Agricultural Unions): The Executive Council of the NAU has decided to terminate the membership of SACAU.

AgriSA: Urgent matters of communal interest were communicated with AgriSA.

Planning and participation

The Executive Council of the Namibia Agricultural Union has again committed itself towards the development of strategies in support of the 5th National Development Plan (NDP5) as well as the Harambee Prosperity Plan (HPP).

The main objective of the NAU is the creation of an optimal environment to let the agricultural economy grow, ensure optimal production and thus create wealth. In reaching these objectives it is however important that the role and function of the Government and private sector in the economic development are clearly defined.

Further points which were discussed during the planning sessions are –

- To get actively involved in order to change the agricultural policy as such that growth at farm level will take place. An important part thereof is, the development of a joint vision between all role players as well as the establishment of a Chamber of Agriculture at national level
- To get involved and actively participate in a successful and sustainable land reform process in Namibia
- To make a difference in the socio economic conditions of farm workers
- To implement the rural safety plan in all regions
- To improve the image of commercial agriculture in Namibia by way of an effective marketing campaign

AGRICULTURAL EMPLOYERS' ASSOCIATION

Management

Chairman	Mr H Förtsch
Vice-chairman	Mrs C Stoman
Central	Mrs S Heimstädt
North	Mrs C Hellinghausen
South	Mr W Kruger

Financial position

The management handled the funds of the Agricultural Employers' Association (AEA) with discipline. Hence the 2018-2019 financial year ended with a surplus of N\$64 745.

Labour documents

The AEA's helpful documents concerning labour matters remain as popular as ever, indicating that employers go to great lengths to implement the correct administrative systems. These documents are sold to members and non-members. Although some document prices need to be adjusted annually, the AEA management strives to keep such prices as low as possible for its members.

Representation of management members on various bodies

The AEA was represented on numerous bodies, boards and forums:

• NAU Executive Council	Mr H Förtsch
• Namibia Labour Forum (NALF)	Mr H Förtsch and Mrs C Stoman
• Namibia Employers' Federation (NEF)	Mr D van Vuuren
• ILO's Project Advisory Committee for Child Labour	Mr D van Vuuren
• HIV/AIDS Management Committee of the Ministry of Agriculture	Mr D van Vuuren
• Namibia Charcoal Association (NCA)	Mr D van Vuuren

NAU Farm Workers' Project

During the Second Land Conference which took place in October 2018, State President Geingob requested landowners to help him minimise inequality and poverty in the country. At the NAU Congress held shortly thereafter, the NAU confirmed its commitment to this request. Members who attended undertook to actively participate in improving the living conditions of farm workers and to also help address their retirement needs. Although the NAU and the Executive Council have taken overall responsibility for this project, the AEA undertakes the implementation thereof.

An implementation plan was drawn up and structures created according to which the country was divided into seven regions with regional co-ordinators who report to the Principal Officer. The regional co-ordinators are responsible for the farmers' associations in their regions. Within each farmers' associa-

tion a Labour Representative, with the enthusiasm to drive this cause, was appointed. The project has meanwhile been rolled out at farmers' association level and all members have received documentation. Members have been requested to complete a survey stating the current state of housing, sanitation and retirement planning on their farms. In addition, members list the improvements planned for the next three years.

A document detailing minimum housing standards was created by the AEA, approved by the EC and acts as recommendatory guidelines for members. The AEA will provide feedback to the NAU every six months on the progress of the planned improvements, which will be reported to the government.

AEA LIAISON

Internal liaison

Management committee members attended meetings of the regional agricultural unions

and farmers' associations. The Principal Officer also paid visits to the FAs on invitation. Regular contact was maintained with members through the weekly electronic newsletter and radio talks, as well as the monthly *AgriForum* and the *Agrinamibia* webpage.

Minimum Wage

Considering the current drought, the AEA Management decided to refrain from initiating an increase in the minimum wage. The 2017 wage of N\$1400.00 (cash and rations) thus remains unchanged and valid.

Child Labour

No new developments came to the fore during the year. Members were kept informed of labour legislation concerning child labour during a radio talk on Channel 7 by Mr Van Vuuren.

Namibia Charcoal Association (NCA)

Some 6 000 workers are involved in the char-



Mr HHT Förtsch

coal industry, which is currently booming as it is not affected by the drought and creates an income-generating opportunity for farmers. A new minimum wage for charcoal workers was approved at the NCA's 2018 annual general meeting. Negotiations are also currently underway with the government to provide Angolan charcoal workers with legal work permits.

AEA Secretariat

The AEA's advisory service concerning best labour practices and the application of the Labour Act is aimed at promoting fair labour practices to ensure that labour in the commercial sector remains healthy. Liaison with members on labour matters was managed daily via telephone calls, emails and personal visits to the AEA office. The AEA also strives to help members wrap up labour disputes as quickly and amicably as possible.

TRAINING

Training of employees

An organisation named Oasis Health Consult offers courses to farm workers in Afrikaans and Damara>Nama. Their name has been added to the list of short courses available to farmers' associations who wish to arrange training for farm workers.

Training of employers

A successful human resource management course was presented by labour consultant Roland Zirzow in five regions and attended by 82 employers.

Early Childhood Development for farm workers' children

Mrs Stoman did radio talks on two NBC programmes on the topic of the stimulation of preschool children on farms.

The AEA management resolved to promote the concept of the Amos Meerat preschools within the Farm Workers Project which aims at improving the socio-economic situation of farm workers. There are currently only nine Meerat schools on farms. Hence there is ample opportunity to reach pre-schoolers with this school-preparedness programme which also teaches solid values. NAU members are encouraged to invest in the moulding of the next generation.

National Training Authority

Mr Hendrik Botha was nominated by the NAU to serve on the agriculture sector committee in the place of Mr Helmut Stehn, whose term ended two years ago.

SURVEYS OF THE AGRICULTURAL SECTOR 2018 AEA Wage Survey

The final report of the AEA's biennial wage survey was completed and presented to the media during January 2019. The data of 400 employers, covering 3 288 farm workers, was processed.

The average value of farm workers' basic wage (cash and rations) amounted to N\$2 138 per month in 2017-2018. This represents an increase of 8.3% since the 2016 survey. Of this amount, the average monthly cash salary is N\$1 530 with the average value of rations coming to N\$608. This is 53% higher than the current minimum wage of N\$1 400 per month.

HEALTH IN THE COMMERCIAL AGRICULTURE SECTOR

Health

After contacting Nampol with complaints about farm workers using marijuana, Nampol responded that Namibia is currently experiencing huge challenges with drugs, especially mandrax and marijuana, in the rural areas and on farms. They suggested that areas which struggle with weed smokers should include compulsory testing as part of the contract with new employees. Nampol is geared to giving talks to farmers' associations on the topic of drug abuse and how to respond.

In November 2018 a delegation of the Ministry of Health informed the AEA on the country-wide Voluntary Medical Male Circumcision programme aimed at preventing HIV. The programme is funded by overseas donors and hopes to reach eighty percent of the male citizens by the year 2020.

Social Security Commission (SSC)

After receiving complaints from members concerning service delivery from the SSC, the AEA discussed the problems with the SSC



management during a meeting. Amongst others, the SSC mentioned that they are developing programmes to allow for future electronic transmission of forms and receipts.

National Pension Fund

The Ministry of Labour refused the proposed draft for the National Pension Fund that the SSC board had approved, the reason being that the Ministry prefers a fixed benefit fund with compulsory contributions. This is in total contrast to the opinion of the private sector which prefers a fixed contribution fund. The NEF is now awaiting feedback from the SSC board members after which further steps will be considered.

Namibia Employers' Federation (NEF)

At the annual general meeting of the NEF the Principal Officer of the AEA, Mr Danie van Vuuren, was re-elected for another term as board member and management member.

Labour Advisory Council (LAC)

The Task Force completed its mandate of collecting proposed amendments to the current labour legislation. Various role players gave their input, including the AEA. These will now be discussed by the LAC, followed by recommendations to the Minister of Labour.

AEA CONGRESS 2018

The annual congress of the Agricultural Employers' Association was held on 11 June 2019 and attended by 60 representatives from 47 Farmers' Associations. Dr De Wet Strauss opened the congress with scripture reading and prayer. Mr Ryno van der Merwe, president of the NAU, was the opening speaker and said that we have never had such a conjunction of negative circumstances. He said that during

the Second National Land Conference President Geingob challenged commercial farmers to improve the living conditions of their farm workers. This challenge was accepted and caused an immediate start to the NAU farm workers project, which will be implemented over the next 3 years. In his speech, the chairman, Mr Hellmut Förtsch, expressed the hope that workers will not be dismissed in this drought period.

Mr Craig Deall of Zimbabwe was the keynote speaker and gave a striking message of hope. He was a very successful third-generation farmer in Zimbabwe for 30 years before he lost his farm and all his assets in the much debated land reform process. He chose to stay and to forgive and spoke about his way forward with the guidance of God. Today he is the CEO of the organisation "Foundations for Farming". This organisation developed an agronomy model according to which they teach poor people in Africa simple principles to plant on a small piece of land and feed their families.

Christine Stoman made a submission about options and costs of housing and retirement plans for farm workers which was put onto the NAU's website. Danie van Vuuren then submitted a three-year consolidated plan of the farm worker project which was compiled from the survey forms received from members.

Congress elected the following management members for the next year for the AEA: Chairman: Hellmut Förtsch; Vice-chairperson: Christine Stoman; Wessel Kruger (representing the South); Charlotte Hellinghausen (representing the North) and Christoph Knye (new member representing the Central region in place of Sigi Heimstädt, who has resigned).

During the Congress a survey was done amongst participants with regard to the scale of dismissals of farm workers as a result of the drought. A surprising observation from this survey was that due to the explosion of charcoal production and the production of "boskos" (which are both very labour intensive) the central and northern parts of the commercial area currently have more employees in service than 3-5 years ago. In spite of the disaster conditions agriculture has created employment opportunities whilst many dismissals have occurred in other sectors of the economy.

GENERAL

The past year was again characterised by stability and peace in terms of labour on commercial farms, with very few disputes. The AEA enjoyed good co-operation with its members throughout the year, with interactive participation at many levels.



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LIVESTOCK PRODUCERS ORGANISATION

General overview

Namibia is currently experiencing a devastating drought affecting most of the country. It is described as the worst drought in a hundred years. The production situation is critical due to poor grazing conditions and thousands of animals have died as a result. Emergency marketing has been taking place on a large scale and abattoirs and abattoirs are under great pressure to remove livestock from farms. This situation is further complicated by the outbreak of foot-and-mouth disease in South Africa which places restrictions on imports of roughage and concentrates. In addition, livestock producers must cope with the increased feed costs and reduced producer prices, which cause considerable financial pressure. The government declared the drought of 2019 as a national disaster and this has to some extent supported producers.

The shortage of roughage has, however, had a positive result in that bush, which is in abundance, is now used as alternative feed. This shows that the instinct of a producer to survive is very high. Although bush feed has brought considerable relief during the drought, it also raises many questions and challenges as there is currently little knowledge about it. At the request of producers, the LPO, in collaboration with the University of Pretoria, is conducting a bush feed research project to determine the ideal levels of bush inclusion, raw material supplementation, digestibility, the effect on rumen microbes, and much more.

Although certain challenges continue to plague the livestock sector, there have been positive moments. The abolition of the small stock marketing scheme (SSMS) has been one of the main focal points for some time. In June 2019, the SSMS was amended to permit the export of sheep without a quota if the price difference between local abattoirs and Northern Cape abattoirs is more than N\$2.50/kg. A milestone was reached in August 2019 with an important short-term intervention to restore confidence in the agricultural economy. Submissions made to an Economic Panel appointed by President Geingob were included by the Panel as part of its recommendations to the President and Cabinet. On August 1, 2019, during an Economic Summit, the Cabinet announced that the SSMS did not deliver the intended result. They ordered that the scheme be suspended with immediate effect for a period of one year to give the Ministry of Agriculture, Water and Forestry a chance to review it thoroughly and to provide incentives to discourage livestock exports.

Due to the drought, there is a need for the abolition of other marketing restrictions, such as the 30% export levy on cattle above 450 kg. This has not materialised to date. The govern-

ment's budget deficit is still limiting the activities of the Directorate of Veterinary Services (DVS). The willingness of Meatco to increase its slaughter capacity and to maintain the current good prices is highly appreciated by producers.

The LPO has addressed several issues, of which detailed feedback will be provided in this report.

LPO Strategic Vision 2030

The LPO's Vision 2030 document, which outlines its vision, mission, goals, desired results and actions, serves as a guideline to achieve the goals of the organisation through strategic decision-making processes. During the LPO's planning session in November each year, the previous year's action plan is re-evaluated and the most important operational aspects identified. It is then included in actions for the following year. These operational aspects are given constant attention and progress is monitored and discussed during the LPO's management meetings. This action plan is a dynamic document that is adapted to the needs and changes in the meat industry.

Animal Health and Veterinary Services (DVS)

The Animal Health Committee, which was established by the Meat Board of Namibia during 2018 as an alternative to the Animal Health Forum, meets regularly and discusses, amongst others, issues related to Namibia's animal health status, international trade and how to manage the financial crisis of DVS.

The financial situation of Government has not yet changed and the budget deficit remains. DVS is also seriously affected by this. As Namibia is a net exporter of livestock and livestock products, the Meat Board supports DVS to provide guarantees to trading partners to enable the export of livestock and livestock products. This support includes the maintenance of the border and veterinary fences, updating and upgrading the NamLITS system, the completion of the animal health declaration form, export certification by the laboratory etc. The LPO continues to emphasise that agriculture is the most important sector in Namibia and if the economy is to recover, livestock marketing must continue.

Exports of livestock to the RSA

By the end of 2018, the electronic double ear tag for sheep exported to RSA abattoirs or feedlots was finally changed to a single visual ear tag, which meant a cost saving of up to 60% for producers. This was a major milestone reached by the LPO. So far, not a single head of cattle exported to the RSA has tested positive for bovine tuberculosis (bTB). The tests are expensive and cattle have to wait three days for the results before they may be exported. This is not conducive to animal welfare. Due



Chairman: PS Gouws

to the above absence of any positive tests, the LPO has requested DVS to declare Namibia free of bTB. For the same reasons as above, DVS was also requested to declare Namibia free of *Brucella melitensis* for sheep and goat. These requests are currently being negotiated by DVS with their counterparts in the RSA.

Kudu-rabies project

The kudu-rabies project originated from a 2010 congressional resolution of the LPO that instructed it to develop an effective vaccine and vaccination method for the kudu population of Namibia. The first two phases of the project (from March 1, 2015 to August 15, 2016) were successfully concluded and a decision was made to proceed with the project. The bait development study as well as the principle of oral vaccination of kudu was very successful.

Phase 3 includes the development of a serological test validated for kudu, the development of a new rabies vaccine construct in the form of a recombinant vaccine with the non-pathogenic strain of Newcastle disease virus as a benign carrier, as well as other manipulations of the vaccine, in collaboration with IDT Biologika and the Friedrich Loeffler Institute, to improve oral absorption of the vaccine by kudu. These further studies will be conducted in collaboration with the UNAM School of Veterinary Medicine. UNAM constructed game facilities in August 2019 with partial financial support of the LPO. Phase 3 is scheduled to start early in 2020.

Alternative marketing prospect for red meat

In June 2016, the European Union (EU) and the Southern African Development Community (SADC EPA Group) signed the Economic Partnership Agreement (EPA). A month later, Namibia's National Assembly ratified the EPA to ensure tariff and quota-free access to European markets. Although not all parties have so far ratified it, the agreement provides for preliminary implementation so that trade between the parties need not be disturbed. This preliminary implementation will remain

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LIVESTOCK PRODUCERS ORGANISATION

in effect until all EU and SADC-EPA parties have ratified the EPA. Although Namibia can export meat quota and tariff-free to the EU, it is still hampered by health measures and other non-tariff restrictions, which adversely affect its ability to take full advantage of export opportunities. For example, Namibia can still export only boneless cuts to the EU. The agreement will be revised in 2021.

However, during 2017 the preliminary implementation was overshadowed by the outcome of a UK referendum in favour of leaving the EU. This step, known as Brexit, has created several long-term economic trade uncertainties. Various options are on the table, but it seems to be very difficult for the British to agree on how they want to leave the EU. Although an agreement was reached with the EU, the British Parliament rejected it. British Prime Minister Theresa May also left office in early June 2019 and has been replaced by Boris Johnson. SACU is in the process of discussing an alternative trade agreement with the British in order to minimise the impact of Brexit. Namibia is of great importance in these discussions, seeing that the country currently exports beef, dates and table grapes to Britain in terms of EPA tariff and quota-free access. This must be retained at all costs.

Namibia was also approved by the US Food Safety and Inspection Services in July 2016 to export boneless beef to the United States of America. This permit is also a first for Africa as Namibia is the only country on the continent to achieve this. Meatco has sent a test consignment to America.

A further first for Africa was that Namibia was approved by the Chinese authorities to export bone-in beef to that country. Unfortunately, a technical point in the agreement between the two countries regarding the outbreak of lumpy skin made it impossible for any such export from Namibia to occur in 2017. The first consignment of beef was only exported in May 2019 and was very well received in China.

An important agreement for Namibia is the SACU-EFTA free trade agreement. Under the agreement Namibia can also export meat to Norway in particular. Currently, a preferential quota (GSP) of 1 350 tonnes of boned beef exists for Namibia as well as a further tariff-free quota of 250 tonnes (under the free trade agreement). The agreement is currently under review and the hope is to make the preference quota part of the free trade agreement in order to ensure permanent market access. Efforts are also being made to negotiate better access for meat exports to Swit-

zerland. The rates to these countries are very high and Namibia cannot use the agreement to its advantage.

Quality Insurance System (FANMeat)

The FANMeat scheme is one of the key pillars on which the meat industry relies to ensure access to the niche markets, especially in Europe and countries such as Norway that pay the best prices. Consumers are becoming increasingly health conscious and raising the demand for naturally produced meat. It is thus important for producers to adhere to the quality control of the FANMeat scheme. This means, inter alia, refraining from using banned feed or substances, adhering to withdrawal periods after treatment, as well as applying thorough record-keeping.

The FANMeat Committee, on which the LPO is also represented, meets regularly to determine how the system can improve FANMeat insurance and guarantees. Furthermore, attention is also paid to ensuring the entire chain from the producer to the abattoirs "FANMeat-assured". Apart from the fact that producers already comply with FANMeat, transporters, auction agents and abattoirs will also have to maintain certain standards such as animal welfare etc. This will be addressed in the coming months.

NamLITS traceability

The NamLITS system has been developed to ensure traceability and is applied every time animals are marketed. NamLITS is especially important in terms of disease management and control. The NamLITS system is based on a software programme and its functionality is constantly being improved to make it more accessible and consumer-friendly. Unfortunately, the effectiveness of the system also depends on the human factor. Therefore, it is also being investigated to change the functionality to allow producers better direct access to manage their own herd data (registrations, replacements, cancellations, terminations).

Meatco

Meatco is seen as the most important factor in stabilising the Namibian beef industry. Meatco must be internationally competitive and pay the best possible prices to producers in order to ensure that this facility obtains sufficient throughput and that livestock farming remains profitable in Namibia. The announced turnaround strategy yielded positive results. After the poor performance of Meatco in the 2017-2018 financial year, losses were

reduced to N\$33 million in the past financial year by Meatco reducing administrative costs by 12% year-on-year. Organisational restructuring resulted in another N\$40 million being saved on the salary bill. The average producer price increased by 9,88% from N\$37.64 per kg in the 2017-2018 financial year to N\$41.36 per kg in 2018-2019. Meatco paid 61.14% of its total turnover to producers.

Meatco should be complimented on how they supported the beef producers in the drought this year. Despite an oversupply of cattle, they kept producer prices stable and increased their slaughter capacity by slaughtering overtime and on Saturdays and holidays. This is highly appreciated by producers.



Analysis of the cattle value chain

Due to the current uncertainties surrounding the cattle slaughter industry, the LPO management instructed Windhoek Consulting Engineers (WCE) to conduct a feasibility study on a large stock beef export abattoir. The purpose of the study is to investigate how the best global markets available to Namibian beef can ensure that the producer receives internationally competitive producer prices. The preliminary analysis of the study shows that a Namibian beef export abattoir is not viable. However, there are still some critical success factors that need further verification. The LPO still retains the responsibility to continue the process until the completion of the study.

LIVESTOCK PRODUCERS ORGANISATION

Buffalo in free hold farming areas

Little progress has been made to address the overpopulation of buffalo in the Waterberg Plateau Park. 100 buffalo were sold to Zambia, but the number of buffalo in the Park is still too high. However, the government has put out a tender to reduce the number of buffalo and other wildlife species. The Park's rangeland is in a fair condition and no outbreaks of buffalo have occurred in 2019. The electrification of the northern fence of the Park is scheduled to commence soon.

MET has provided support for the commercialisation of buffalo. The LPO's position was again made clear that the animal health status must be maintained.

Human/wildlife conflict

Human/wildlife conflict is rapidly increasing and the situation is being worsened by the drought. Problems with wildlife hold both animal health status and financial implications for producers. The conflict includes, inter alia, the elephants in the north and north

west, predators such as leopards, cheetahs, hyenas and jackals and also zebra and other game competing for and destroying grazing in current drought stricken commercial farming areas throughout the country. The LPO is actively busy obtaining statistics on the occurrence of predators and other problem animals as well as the cost of damage incurred as such. It is important that wildlife patrons also take responsibility.

Game

Some of the NAU members who have game as a farming branch, such as biltong hunters, game farmers etc., whose interests are not represented by NAPHA or Game Ranching Namibia have expressed a need for their interests to be represented somewhere. Thus, the LPO management decided to place the above topic on the LPO agenda and that it should also be discussed at regional level. Meanwhile, the Ministry of Industrialisation, Trade and Small Business Development (MITS-MED) has identified different growth strategies, of which wildlife is one of the sectors. Accordingly, a "Wildlife Products Steering

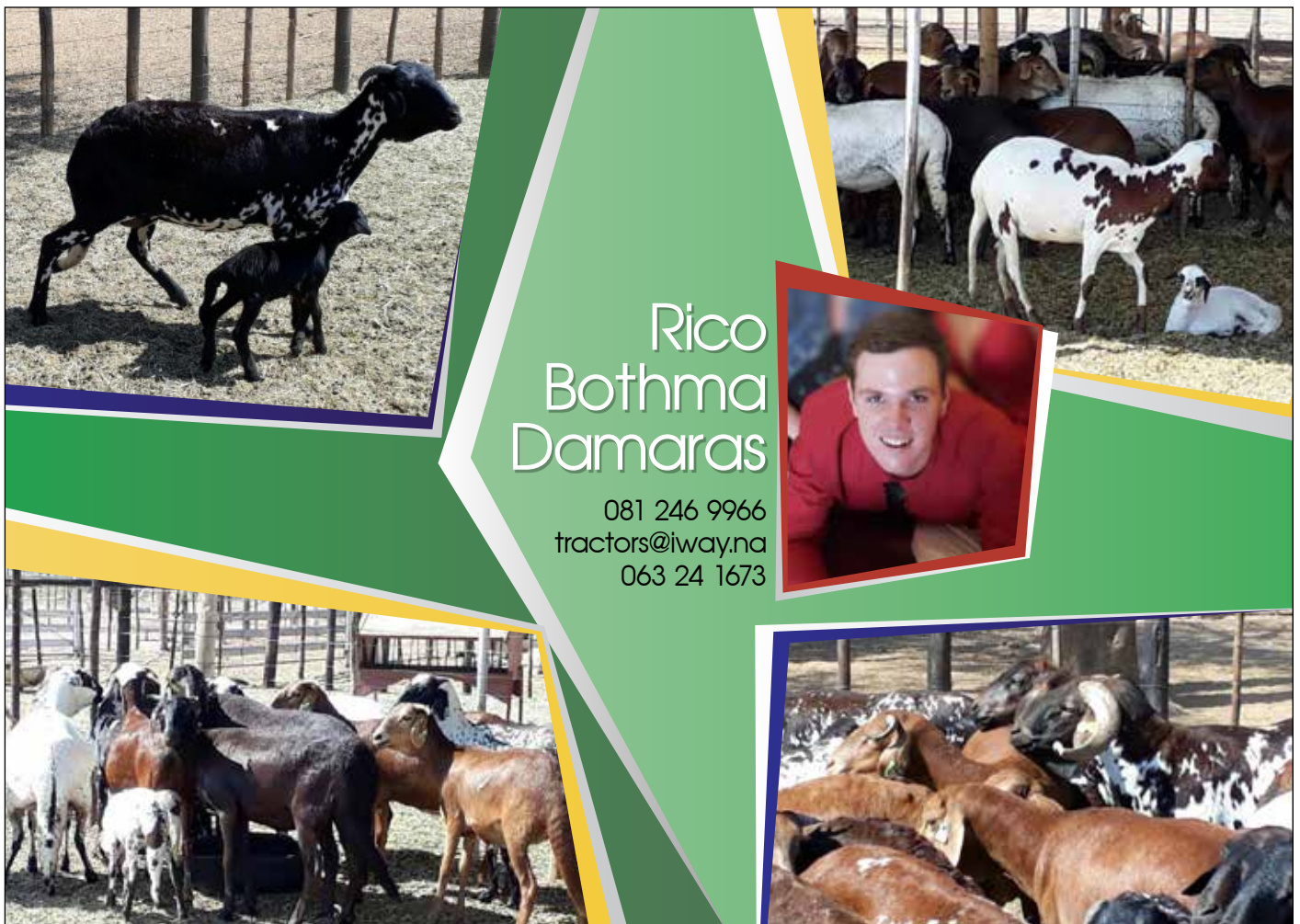
Committee" has been established.

This committee is involved in all aspects of the wildlife sector. The constraints and opportunities regarding input supply, production technology, marketing and trade, service provision and framework conditions are being explored. They have also proposed specific interventions and projects to strengthen the industry. Various actions have been launched in the meantime, such as promoting venison locally (Eat Wild Festival, Tourism Expo, Inspiration Tables), wildlife harvesting training (especially hygiene standards), best practice publications and research (UNAM).

Liaison with the industry

During LPO Management meetings, open sessions are scheduled where role players from the meat industry are invited to consult individually with LPO Management.

This creates a more confidential dialogue. Conversations are usually positive and further negotiations and possible solutions to problems arise from these meetings.



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Management

R van der Merwe NAU President (ex officio)
PS Gouws Chairman

Regional representatives

E Erni	South Western
K van der Merwe	Karasburg
JC de Klerk	Keetmanshoop
J van Wyk	Mariental
H-E von Kühne	Gobabis
E Hoff	Windhoek
M Hilbert	Okahandja
AM Pretorius	Otjiwarongo
P Stoman	Grootfontein/Tsumeb/Otavi
A van Niekerk	Outjo

Liaison with Government and other organisations

During the reporting period contact was made with the following organisations and persons:

- Ministry of Agriculture, Water & Forestry
 - Minister
 - Directorate of Veterinary Services
 - Directorate of Planning and Business Development
 - The Directorate Extension and Engineering Services - Law Enforcement
- Ministry of Industrialisation, Trade and SME Development
- Ministry of Environment & Tourism
- Meat Board
- Namibian abattoirs and agents
- Northern Cape abattoirs
- Namibian Auction Houses
- Local butcheries
- AGRA
- Kaap-Agri
- Swavet
- Nakara
- Meatco Tannery
- Namibian Chamber of Environment
- Media
- Friedrich Loeffler Institute
- NAPHA
- CANAM
- Office of the Ombudsman
- Agricultural Trade Forum
- Namib Mills Group
- Pupkewitz Group
- Swart Grant & Angula (SGA)
- Windhoek Consulting Engineers (WCE)
- Local private veterinarians
- LCMAN
- Red Meat Producers Organisation of SA (RPO)
- SA Feedlot Association
- UNAM Veterinary School
- Producer Study Groups
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AGRONOMIC PRODUCERS ASSOCIATION

General overview

Namibian agronomy poses great challenges to producers due to varying rainfall patterns.

2017-2018 seemed to be the worst season ever for most producers, but by the end of February, early March, it started to rain above average in large parts of dry-land production areas. During 2018-2019 the pattern started similarly again, and just when everyone thought they knew the pattern, the drought intensified and in most areas a record drought occurred.

Challenges and associated opportunities are increasing. Higher temperatures, late rain, strong and weak rain showers are more and more prevalent. Producers around the world, but also in Namibia, are adapting to this. The most important and biggest challenge for agronomic producers, dry-land and irrigation, is to continue to build the soil through drought years. The greatest lesson to be learned from conservation agriculture or minimum tillage is the importance of soil cover and organic matter in the soil. Cover crop cultivation will have to be tested and adapted to our own circumstances to enable producers to establish sufficient mulch material and simultaneously root mass underground. The big challenge, especially in a drought year, lies in not grazing the residue too much. A prerequisite for successful cover crop cultivation is still a small amount of rain, and very little rain has seriously affected dry-land cultivation this year. Reasonable mulch lowers soil temperature, increases water infiltration and promotes soil life.

Crops

Statistics of AMTA show the following for 2018:

White maize	Planted (hectares)	Harvested (ton)		Total
		Dry-land 42%	Irrigation 58%	
Zambezi	9 011	5 406	-	5 406
Kavango	1 960	-	10 519	10 519
North & Central	29	-	123	123
Maize triangle & vicinity	7 526	15 101	14 848	29 948
Central	1 898	3 316	3 963	7 279
Hardap & vicinity	358	-	3 146	3 146
Total	20 782	23 823	32 598	56 421

Statistics for maize as at 31 August 2019 indicate that 25,458 tons were marketed.

White maize (2019)	Production (Tons)
Zambezi	70
Kavango	9 412
North & Central	576
Maize triangle & vicinity	10 212
Central	3 509
Hardap & vicinity	1 679
Total	25 458

The marketing environment, despite relatively high prices, did not play the usual stabilising role. Together, the industry will have to ensure that a stable, sustainable price is passed on to the producer on time. Especially after the recent drought, cash flow at harvest time will have to be taken into account; at the same time the marketing environment for millers must be acceptable, equal and fair. We hope for average years with good rainfall distribution, normal temperatures and good production conditions, without new pests.

We pray all of this from our Creator and thank Him for the opportunities and blessings we receive. Our thanks and undertaking for constructive cooperation also go to all agricultural producers in our country, the agronomic industry, NAB, MAWF and our Government.

Projects

Since the phasing out of statutory levies for agricultural unions in 2016, the government has made financial support available to all organisations in the agricultural sector on the basis of applications for projects that benefit the broad agricultural community, and specifically the agronomic industry. The APA applies annually to the Namibian Agronomic Board for funding for various projects. Information days are offered and studies are undertaken with the project funding received. Experts in various agronomic fields are invited annually to share valuable information with producers to stimulate them and introduce them to other crops and the latest developments in the grain industries. Producers are also enabled to attend study tours and information days in neighbouring countries.



Chairperson: G Eggert

Strategic planning

Key functions were identified and need to be driven for agronomic producers. These key functions were identified as 1) Marketing Environment, 2) Affecting policy environment and 3) Research / information. These points are included in each agenda so that attention may be paid to them on a continuous basis.

Management

Chairman (Otavi/Rietfontein/Kombat)	GH Eggert
Vice-Chairman (Hardap)	D de Klerk
East	JJ Blaauw
Maroelaboom	D Kok
Grootfontein	JN Malan
Tsumeb/Abenab	G Sievers

Representative on Agronomic Board

Chairperson of the Agronomic Board:
Mr Michael Iyambo

Commercial grain producers:
No representation

Master agronomists

Mrs Elize van Niekerk of the farm Springvale in the Summerdown district was named the Master Agronomist for 2018 and Mr Hansie van der Merwe of farm Ludwigshaven in the Tsumeb district was named the Master Agronomist for 2019. The awards were presented to them during the annual APA members' meeting and Master Agronomist days on 18 April 2018 and 17 April 2019, respectively.

Wheat 2017-2018

Wheat (2017-2018)	Planted (hectares)	Expected harvest (ton)
Zambezi	560	4 369
Kavango	923	2 359
North & Central	-	-
Maize triangle & vicinity	127	898
Central	-	-
Total	1 610	7 629



The crowning of the first woman masteragronomist of the year. From left are Christof Brock, manager of the Agronomic Board, and Elize van Niekerk, receiving her trophy from Ebbi Fischer (right), the previous year's winner. About this "weighty" achievement Elize says she can barely lift the heavy floating trophy. During the handover Christof mentioned that it is the fourth time the trophy has gone to the east (Hochfeld, Summerdown and Steinhausen) in the 22 year (1996 to 2018) existence of the master agronomist competition. The maize triangle has thusfar taken the trophy 80% of the time. This event also marked the departure of Christof Brock, who retired after 17 years of service as CEO of the Agronomic Board.



The viewing of master agronomist Elize van Niekerk's farmlands made for interesting interactions between producers and agronomic experts. Francois Wahl and Paul Klein, agronomic experts at Agra, did quick 10 m counts of plants and maize heads in the fields to calculate an estimate of production per ha. Kernel size was also taken into account. Two South African speakers, soil scientist GP Schoeman and farmer Hannes Otto, also had their knowledge tapped by attendees.



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Namibia Santa Gertrudis Breeders Society
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DAIRY PRODUCERS ASSOCIATION

General overview

The past year was probably the most difficult year experienced by the dairy industry. The dragging drought caused many challenges. Roughage is not easily available and feed prices have increased drastically. The feed costs in relation to the producer's milk price have widened. It is difficult for producers to survive in these circumstances. This can be seen clearly in the decrease of milk delivered and producers leaving the industry.

The competition with imported milk makes it difficult to increase the milk price of local producers. Producers are grateful for the reinstatement of the producer price by the processors in July this year. Furthermore, good progress was made with the legislation which controls the import of dairy products and we are confident that it will be concluded this year.

Dairy Producer of the Year

Producers are honoured annually for high quality milk delivered. This is done during a gala dinner. There different categories and producers are:

Category	2018	2019
Dairy Producer of the Year: Intensive	1st CW Strydom	CW Strydom
	2nd !Aimab Superfarm	W Agenbach
	3rd W Agenbach	P Menne
Dairy Provider of the Year: Extensive	1st DJJ van Wyk	BC Lottering
	2nd HC van Niekerk	DJJ van Wyk
	3rd BC Lottering	HC van Niekerk
Most accurate production forecast	C W Strydom	!Aimab Superfarm
Lowest bacterial count	DJJ van Wyk	DJJ van Wyk
The Japie Engelbrecht floating trophy: Highest quality milk	F P Duvenhage	DJJ van Wyk

Christo Strydom and his wife, Didi, from Gobabis walked away with the award for the intensive milk producer of the year. Günther Ling (right), managing director of Namibia Dairies, and Kokkie Adriaanse (left), chairman of the Dairy Producers Association, handed over the cheque of N\$20 000. Christo also received the prize for the most accurate monthly production estimates.



Willie Agenbach of the Hardap scheme was third among intensive producers.



Frikkie Duvenhage of the Gobabis area, who started dairy production in 2015, walked away with the Japie Engelbrecht floating trophy as the producer with the best quality milk for the past year.



Dirk van Wyk (right) and his wife, Melanie received prize money of N\$20 000 as the extensive producer of the year. Dirk also received the award for the lowest average bacteria count – a feat he achieves regularly.



The Van Niekerk couple from Gobabis, Madelain and Hennie received N\$5 000 for second place for the category of extensive producers.



Christo Lottering of Gobabis, in third place in the category for extensive producers, received his award from Greg MacKintosh, manager of Polyoak Packaging.

Milk producer price

The 30c price decrease which producers granted during the previous reporting period in support of Namibia Dairies during a financial crisis period has been reinstated in the current period. Producers received no price increases.

Quota determination

A quota agreement between Namibia Dairies and the DPA, which regulates the purchase and supply of raw milk, is renewed in August each year. The current quota is 1 million litres per month.

Support for the local dairy industry

New legislation which regulates the import and export of dairy and dairy products into



Chairperson: BF Adriaanse

Namibia has been drafted and it is envisaged that it will be tabled in Parliament before the end of 2019.

In the meantime, the local importers and retailers pledged their support to the dairy industry by committing to buy a certain amount of local produce. The Namibia Trade Forum (NTF) has applied for approval at the Competition Commission for this action.

Management

Mr BF Adriaanse (Chairman)
Mr DJJ van Wyk
Mr CW Strydom
Mr B Britz



Günther Ling, managing director, and Horst Schenk of Namibia Dairies with !Aimab Superfarm's prize money of N\$5 000 for the runnerup intensive dairy producer.



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- Gardening and agricultural irrigation equipment.
- Related products, such as wire and poles.
- Building materials, such as cement, timber, paint, corrugated iron and plastic.
- Horticultural supplies like tools, fertiliser and chemicals.
- DIY items like tools, ladders, screws and accessories.
- Camping equipment and related accessories for the outdoor enthusiast.
- Food, cleaning agents and clothing, which includes protective clothing.
- Financing of these products and services.
- Delivery services.

OWNERSHIP

Kaap Agri Namibia is a private company of which 50% shareholding is Namibian-owned by the Pupkewitz Group of Companies.

GEOGRAPHIC DISTRIBUTION OF TRADING POINTS

Kaap Agri Namibia provides these goods and services through a network of 18 trading points across 15 cities, towns and farm settlements throughout Namibia.

Particularly in the larger town and cities, Agrimark concentrates on the destination customer who desires a wide range of items under one roof.

SPECIFIC ACTIVITIES IN THE GROUP

Agrimark

A chain of retail stores that offer direct agricultural production inputs and related products.

Contact your nearest branch for more information regarding our products and services:

Agrimark: Aranos (062) 272375 • Gobabis (062) 565335 • Gochas (063) 250007 • Grootfontein (067 248500) • Hardap (063) 240897 • Keetmanshoop (063) 227450 • Mariental (063) 241309 • Omaruru (064) 571418 • Otjiwarongo (067-300300) • Rehoboth (062) 521550 • Stampriet (063) 260046 • Windhoek (061) 401490
Expressmark: Grünau (063) 262059 • Stampriet (063) 260046 • Rehoboth (062) 521550 • Ondangwa (067) 240483
Depots: Kalahari Padstal Depot - Omitara (062) 560250 • Hochfeld Depot (062) 549011

Windhoek Head Office:

Plot 211, c/o Monte Christo Road & Industria Street | Lafrenz Ext. 1, Windhoek

Expressmark

Fuel and convenience offering to the general public.

Financing

A wide range of financing products is available to fulfill the diverse agricultural financing needs of our clients.

We specialise in finance packages to specifically address the seasonal financial needs of our customers involved in the agronomy sector and would like to invite prospective customers to contact our financing office for detailed information regarding these packages.

Services available include processing of all new applications, applications for credit increase, account queries etc.
Windhoek: (061) 226266

Available Facilities

- Cash/deposit accounts;
- 30-Day accounts;
- Seasonal accounts (60 days to 6 months)

Interest Rate

The prime bank interest rate of Kaap Agri Namibia's bankers forms the basis to determine interest rates charged to our customers. Differentiated interest rates are applicable.

Factors such as asset and liability ratios, solvency, payment history and operational risks will be considered.

Kaap Agri Namibia has the right to determine interest rates according to individual needs and circumstances.

Sales Representatives

Experienced personnel who specialise in addressing customer needs with tailor-made solutions within their farming operations on a personal basis.

In short, Kaap Agri Namibia provides a wide range of goods, products and services to a broad spectrum of clients through an extensive footprint that stretches throughout Namibia.

PART OF THE KAAP AGRI GROUP

We are mens-mense, we CARE.

KAAP AGRI
NAMIBIA

AGRIMARK

EXPRESSMARK

POULTRY PRODUCERS ASSOCIATION

General overview

Although 2018 started well for Namibian egg producers with low feed prices and a high demand for their produce due to the bird flu disaster in the RSA, 2019 on the other hand proved difficult with high feed prices and a drought. The situation was worsened by the importation of eggs at lower prices by some retailers which strained local egg production. In light of the bird flu epidemic in the RSA, many commercial egg producers have established their own rearing department which reduces the point-of-lay price significantly. It took about a year for most commercial egg producers in Namibia to be back in full production.

The broiler industry is still battling with high imports from South Africa and South America. The oversupply of poultry products in the market due to the flooding of imports

cause retail prices to plummet and threatens the sustainability of the local sector. There is a big increase in SME broiler farms which contributes greatly to local food production and food security. SME farming is receiving more attention than ever and is supported by commercial producers.

The PPA has welcomed SME farmers and other upcoming farmers into the Association by restructuring membership policies to make it more affordable to join. The aim is to provide better communication between all poultry producers and to strengthen and grow the industry. Good communication between producers is essential to ensure effective biosecurity, immunisation programmes, combatting and reporting diseases.

The PPA is continuously and actively involved in supporting actions to safeguard the industry.



Chairperson: R Werner

Management

R Werner	Chairperson
E Kadhikwa	
L Kleynhans	
J Roux	
E Waldschmidt	(co-opted)

PORK PRODUCERS ASSOCIATION

General overview

Production costs of a pig farm in Namibia are high and pork products therefore cannot compete with imported products. In an effort to support the industry, the Pork Promotion Scheme was announced in October 2012 and is being administered by the Meat Board of Namibia. This means that suppliers in Namibia must first purchase a certain number of local pork before importing. Due to seasonal market trends, the scheme is managed with a 1:2 import quota between February and September and 1:3 from October to January. Anyone who participates in the scheme must be registered with the Meat Board with a producer number and is subject to the terms and conditions of the scheme. There are certain products that are subject to the scheme, but processed products are not part of the scheme. The reason is that the pig industry in Namibia is quite small and a shortage in the market of certain products must be prevented.

A major challenge for the industry is the absence of a centrally located abattoir that has export accreditation. Current statistics show that 55% of pork consumption is produced locally. It's a concern that no new commercial producers have entered the market in the last few years.

The Pork Producers Association welcomed small-scale and other emerging pig farmers to the Association by restructuring the membership policy to make it more affordable to join. The aim is to improve communication between all pig producers and to strengthen and grow the industry. The Pork Producers Association organises an information day once a year to engage all producers and give them the opportunity to network with industry players.

The Pork Producers Association is actively and continuously engaged in actions to support the local industry.



Chairperson: G Goosen

Management

G Goosen	(Chairman)
D Beukes	
D Hamutenya	(Ms)

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MARCH 2020

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- and more ...





YOUR PREFERRED PARTNER IN AGRICULTURE

Agra, over the past 39 years has been rooted in agriculture and will forever strive to understand the needs of the evolving industry by providing exceptional, quality products and personal service to our clients. Ultimately *creating a better life for all Namibians*. Agra has 22 retail stores countrywide, with some 4 300 shareholders and more than 800 employees. We have established ourselves as a significant, diverse and proudly Namibian company.



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