



Journal
2022



Annual Production Sale
Wednesday, 24 August 2022

Time: 12h00
On The Farm Denwood, Dordrecht
GPS: S31 28' 22.53" E26 50' 23.98"

Registered animals on offer at auction:

25 Bulls | 10 Open Heifers | 20 Pregnant Cows

Edward & Kim Clark

Cell: 082 573 0223 Home 087 550 1558
ed@hbhtuli.co.za

Russell & Ellen Clark

Cell: 082 925 5860
rtclark@adept.co.za

Follow us

f hbhtulistud

Visit our website

www.hbhtuli.co.za

05	Editorial Redaksioneel - Charl van Rooyen
06	Advertisers Adverteerders
07	Presidential Report - Ben Raath
08	Get to know your 2022 Council and support staff
11	Is ons so aanpasbaar soos die Tuli? - Chris Burgess
14	Hoe lyk jou storie? - Danie Bruwer
17	What regenerative farming mean for livestock farmers - Dr Louis du Pisani
21	Farming is a profession of hope - Dr Ben Greyling
23	Understanding beef cattle behaviour and handling - Freek Botes
24	Why Tuli? - Dave Mullins
27	Digitalisation for future meat supply - Jaco Maass
30	Kantelpunt politiek in SA 2022 - Prof André Duvenhage
35	Financial planning in uncertainty - Dawie Maree
40	Weiveld bestuur - Prof Hennie Snyman
46	My Tuli journey - Gordon Gilfillan
48	Kruisteel resultate met die Tuli as basis - Casper Kriel
50	Selection and management of heifers and first-calf cows to improve productivity - Thokozani Ndonga
57	An integrated fire management solution will save your land from fires - Amanda Mthembu
60	RPO - Gerhard Schutte
65	DNA Profiling and Parentage: What, why, how and where? - Dr Christiaan Labuschagne
69	Genomics in practice - Dr Helena Theron
72	Riversdal Sleeping Beauty projek - Manie Grobler
75	Brusellose het my lewe verwoes en dit kan ook met jou gebeur! - Dr Frans Banting
82	Agter elke boer - Saamgestel deur Charl van Rooyen en Ben Raath
84	Tuli awards
87	Founding of the Tuli Cattle Federation of Southern Africa (TCFSA) - Dave Mullins
88	Auction Results 2021
90	Members List

INHOUD CONTENTS

EDITORIAL REDAKSIONEEL



Charl van Rooyen

Die afgelope twee jaar was weer 'n bewys van die wisselvallige klimaat waarmee ons in boerdery te kampe het. Gevolglik word die uitdagings in landbou al hoe groter.

Daar is nie 'n alternatief vir ekonomiese doeltreffende diere in die toekoms nie. Ons moet met die regte soort dier boer.

Hoe lyk so 'n koei?

- ✓ Sy moet genoeg melk hê.
- ✓ Vroeg in haar lewe begin kalf en elke jaar 'n gesonde kalf speen van nie minder as 220kg nie.
- ✓ Sy moet dit boonop regkry teen minimale produksiekoste.

Ons sal moet kyk na 'n beesras wat voldoen aan bogenoemde paar vereistes. Die hoofdoel van ons koeikudde is n optimale bees/ koei wat met minimale koste op natuurlike weiding optimaal kan produseer en reproduseer.

Cow management

- ✓ Cows (Factory on farm).
- ✓ Important that your factory runs smoothly.
- ✓ Cows produces $\pm$ 5.8kg milk/day.
- ✓ 1265kg of milk (205 days).
- ✓ Bull calf weighs $\pm$ 240kg at weaning (205 days).
- ✓ Total production $\pm$ 1500kg.
- ✓ Selective feeding is therefore important (Especially your second calf cows).

Hoe lyk die bedryf in Suid-Afrika

- ✓ 80% van oppervlakte is veld.
- ✓ 60% van oppervlakte kry minder as 500mm reën per jaar.

In die afgelope 10 jaar het daar groot veranderinge in die bedryf plaasgevind. Heelwat van ons vleisrasse het wat getalle betref baie kleiner geword of bykans verdwyn.

Wat is die rede hiervoor?

- ✓ Aanpasbaarheid.
- ✓ Insetkoste (lae onderhoud).
- ✓ Winsgewindheid.
- ✓ Boerbees.

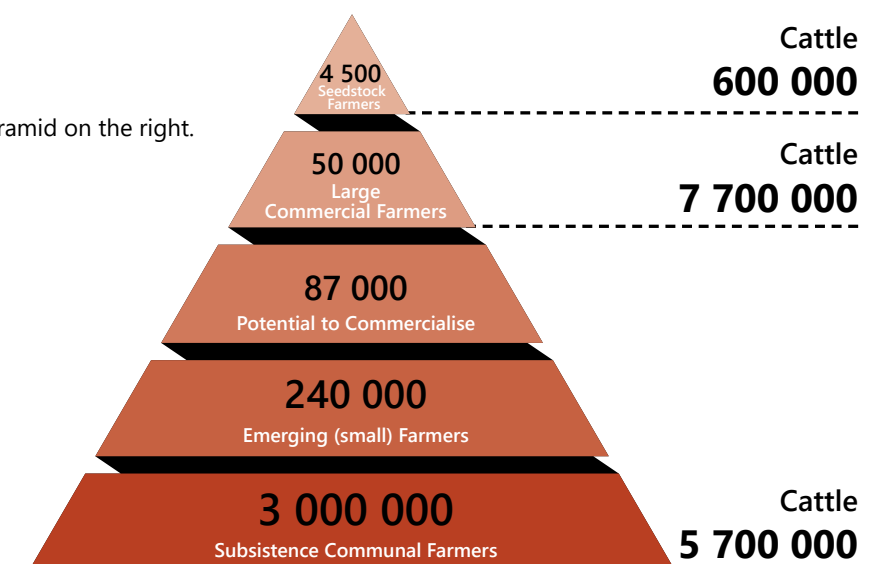
Lastly, let us have a look at the informative pyramid on the right.

We did our best to bring you a well balanced journal, enjoy reading it.

Baie dankie aan al ons adverteerders, ondersteun hulle asseblief want sonder hulle is daar nie n joernaal nie.

Aan elke teler en persoon wat gehelp het met 'n artikel, ons waardeer julle bydraes geweldig baie.

Gene Flow Pyramid Industry



Lekker boer!

ADVERTISERS ADVERTEERDERS

- 68 Acacia Mountain Tuli's | Colin Raath
- 86 **Algar** | www.algar.co.za
- OBC Alpha & Omega | Alwyn & Harm Marx
- 15 Amelia Tuli Stud | Leslie & Kevin Cook
- 54 Avondale Tuli Stud | Dave Mullins
- 81 **BenguFarm** | www.bengufarm.co.za
- 29 **BKB** | www.bkb.co.za
- 74 Bona Bona | Pieter Ernst
- 22 Bosveld Bosfontein Tuli Stoet | Merensia Groenewald
- 56 Bushmans Mountain Tuli | Christo Rothmann
- 45 Carroll Tuli's | Herlu Rautenbach
- 73 Casman Tuli | Casper Kriel
- 49 Donkerhoek Tuli's | Ben Raath
- 52 **FarmRanger** | www.farmranger.co.za
- 25 Ganna Tuli's | Giel van Niekerk
- 47 Glen Heath Tuli Stud | Gordon Gilfillan
- 38 Gouwsberg Tuli Stoet | Werner Gouws
- IBC HBH Tuli Stud | Ed & Russell Clark
- 26 **King Price Insurance** | www.kingprice.co.za
- 93 Langlyf Tuli's | Albie Rautenbach
- 43 **Livetrack SA** | www.livetracksa.com
- 63 **Molatek** | www.molatek.co.za
- 24 Mopani Tuli Stud | Tom & Nyreen Roberts
- 94 Nonnie Tuli Stoet | Cornelis Rautenbach
- 78 Ntunteni Tuli Stud | Doug Follwell
- 37 **NUTRI Feeds** | www.nutrifeeds.co.za
- 34 Orangeview Tuli Stud | Willem Pretorius
- IBC Profyt Tuli Stoet | Abel Rautenbach
- 70 Rentz Tuli Stud | Petrus Engelbrecht
- 13 Roos Tuli Stud | Stephané Roos
- 22 Rust-de-Winter Tuli Stoet | Callie Barnard
- 33 Shashi Tuli Stud | Margi Harvey
- 59 **Stockman Bakkie Rails** | www.stockmansa.com
- 55 Tip Tree Tuli's | Stephen Mains-Sheard
- 33 Tsavo Tuli Stud | Russell & Joanne Kruger
- 16 **Unistel** | www.unistelmedical.co.za
- 71 **Vleissentraal** | www.vleissentraal.co.za
- 20 Wolhaarkop | Jim Bredenkamp
- 64 **ZooOmics** | www.zoomics.co.za



Ben Raath
President

PRESIDENTIAL REPORT

2021 will be a year to remember. We lost many loved ones due to the Covid-19 pandemic. We would like to extend our sincere condolences to those affected.

On the other hand, the cattle industry did exceptionally well under these circumstances. This could be seen in weaner prices. After many years of drought, the good rain also had an impact on the prices of breeding animals, as farmers needed to build up their stock. During these extreme weather conditions, the Tuli showed their adaptability and characteristic trades. Therefore more commercial farmers turned to the Tuli breed and the demand for Tuli cattle speaks for itself.

Sadly, there are parts in the Eastern Cape that still experience drought conditions. You are in our prayers and thoughts. We trust that God will answer your prayers on the right time.

Quality animals, on auctions did exceptionally well. I like to applaud each breeder that contributes to the Tuli breed, with producing quality animals. I would also like to congratulate the inspectors with helping the breeders in selecting quality animals. It is the Tuli Society's view that inspectors need to be empowered with up to date knowledge and practical skills. Therefore a refresher course every second year is a must for all senior inspectors. We also conduct courses for people who are interested to become a junior inspector. As a Society, we are delighted to have offered a course on 6-7 April on Perdeberg, outside Kimberley on the farm of Giel van Niekerk (Ganna Aar Tuli Stud).

As with everything in life, each person has their own perspective and view on matters. Then it is also the case that we as humans always want to improve, to be able to remain competitive and sustainable. When we look at the Tuli breed, the same rule applies. I assure you that we as a Council look after our breed with great responsibility and care. We will not allow personal preferences, from within or outside, to influence us with our decisions. We dare not allow ourselves to place too much emphasis on certain traits and thereby give up our breed's unique "Sanga" traits. Then you might as well farm with any other breed. Balance is the golden mean!

Better cooperation and relationships with the neighbouring countries is crucial for the existence and survival of our breed and therefore we are very excited about the forming of the Tuli Cattle Federation of Southern Africa (TCFSA) at the end of 2021. The main aim is the promotion and conservation of the Tuli breed and better cooperation and communication with neighbouring countries.

It is indeed a pleasure to congratulate Ed and Russell Clark from the HBH Tuli Stud, who's cow HBH 080079, has been selected as one of SA Studbook's Elite Platinum cows, in their annual National Elite awards. One cow per breed has been selected according to exceptional production, reproduction and genetic merit standards from the Logix beef database. It is therefore a commendable achievement.

I also want to thank our Technical Adviser, Charl van Rooyen and his daughter Adria (Seventyfour Design) for compiling this journal. You set the standards very high! We as breeders are very proud of this annual showcase. Thank you to every advertiser. Without your contribution this won't be possible.

I wish to thank all our Council members, as well as our secretary Anna-Marie Viljoen, for your co-operation, hard work and support. Thank you to Claus Kempen of the Secretariat, as well as all personnel of SA Studbook, for their excellent service.

Last but not least, a big thanks to all our members for your support and trust. Be assured of our best service.

For any further information regarding our breed, please visit our website at:

www.tulicattle.co.za

May God bless you and keep you safe.



Photo: Donkerhoek Tuli's

Get to know your 2022 COUNCIL & SUPPORT STAFF



BEN RAATH

President

Portfolio: Grondwet, Uitvoerende Komitee, Wynveilingskomitee

Ek is getroud met Sarina, 'n professionele verpleegkundige en nooi van Upington wat werksaam is by ons plaaslike kliniek in Britstown. Ons het drie kinders. Bennie is tans besig met sy klerkskap by Mazars in Kaapstad. Janke gee onderwys (Grondslagfase) in ons buurdorp Prieska en Cara is tans besig met haar tweede jaar in Rekeningkunde by NWU.

Ek boer in die hartjie van die Karoo in die Britstown distrik. Met 'n jaarlikse reënval van 225mm, is dit erkende skaapwêreld. Ek boer met Merino skape asook eksotiese papegaai wat vir die uitvoermark bestem is. Nadat ek op die Tuli ras afgekom en sy unieke eienskappe bestudeer het, is die Donkerhoek stoet gestig en sedertdien gaan ons, danksy die genade van die Here, van krag tot krag. Donkerhoek het al verskeie toekennings ontvang.

Ek is baie lief vir mense, die natuur, motorfiets ry en hou graag vakansie saam met my familie by Buffelsbaai.



ALBIE RAUTENBACH

Vise-President

Portfolio: Uitvoerende Komitee, Keurings

Ek was 4 jaar oud toe ek die eerste keer saam met my pa Zimbabwe toe is in 1983 om Tuli's te koop.

Ek studeer by Kopsies en behaal my Honeursgraad in Lanboubestuur. Ek word aangestel as junior lektor by Sentraal Universiteit van Tegnologie in Bloemfontein terwyl ek besig was met my Meestersgraad. Na twee jaar in die posisie is my pa oorlede en is ek terug plaas toe om die boerdery voltyds oor te neem. Vandag is ek trots om te kan sê dat Langlyf Tuli's al 40 jaar aan die gang is. Ek het besigheidsbelange in Georgie en die eienaar van Rau Easy Farming wat die Rau immobiliseerder vervaardig en plaaslik bemark asook internasionaal uitvoer word.

My ander groot liefde is musiek. Ek is die baskitaar speler (en sing n paar liedjies) vir Die Rovers Band. Ons speel huidige treffer, golden oldies, Afrikaans en selfs boeremusiek en tree landswyd op. Ek het ook 'n klank uitverhuring maatskappy vir feeste.



JIM BREDENKAMP

Portfolio: Bemarking, Gedrukte media, Promosie items, Wynveilingskomitee

My oupagrootjie het in die laat 1800's na die Postmasburg omgewing getrek en hier bly ons nou nog. Die oorspronlike plaas, Wolhaarkop, het intussen 'n ystermyn geword en nou boer ek 25km suid op Nelani.

Ek is 1964 hier gebore en my eerste jare hier verwoyl totdat ek in 1979 na die Hoër Landboukool Noord Kaapland op Jan Kempdorp is. Die gees van die skool en sport wat ons hier beleef het bly my steeds by. Ja, ons het geleer en gewerk ook, in die lande, boorde, stalle en hoender- en varkhokke. Goeie ou dae in Rotland.

Toe gaan word ek 'n diensplig korporaal, maar eintlik was rugby my weermag beroep. In 1986 bevaar ek vir Kopsies om B.Sc Agric te swot. Busy en ander sports het my darem amper 'n lelike streep getrek. Na 'n paar glipse en herhalings het ek gelukkig my graad behaal en dadelik die plaas gaan opsoek.



ED CLARK

Portfolio: Studbook, Representative: Africa, TCFA

The HBH Tuli Stud was registered in 1991 by my father, Russell Clark. The stud was run on a "vee pos" in the Dordrecht district. In 2011 the stud moved to Denwood Farm, in the heart of the Stormberg. The farm's altitude varies from 1505m to 2059m above sea level and the veld consists of mixed sour veld.

Recently we started a 3-way cross on our commercial animals. Commercial Hereford cows are mated to Brahman Bulls, the Braford progeny is then mated to a Tuli bull. The Hereford-Brahman-Tuli completes the 3-way cross and was intended to be a terminal cross, but we are so impressed with the result that we will be keeping the progeny. We also farm Merino sheep, plant cover crops in the summer and green feed mixtures for our sheep in the winter. We are very excited about regenerative agriculture for sustainable future farming. We have been doing on farm growth tests and RTU scanning for 10 years and have incorporated RFID tags into every animal.

I am married to Kim and we have 3 children, Gemma, Michael and Harry. In our off time we love to play golf, tennis and squash



CHRISTO ROTHMANN

Portfolio: Digital Marketing, Executive committee, Finances

Christo grew up in the small rustic town of Lindley in the Eastern Free State, where he matriculated in 1981. He joined the Defence Force's School of Engineers and qualified as an instructor.

He obtained his BCom Hons (Accounting) at UP and his MCom (Business Management) at RAU and is a qualified Chartered Accountant. After a successful career as a turnaround specialist, he decided to leave the corporate world to start-up various new ventures. Christo was a pioneer in the development of internet-based systems, and is the founder of Sizanani.com a world leader in internet based supply chain management systems as well as SDMAclick a leader in biometric staff management systems. He is also a cofounder of Staffataclick which provides employment to more than 2000 employees.

After experimenting with various cattle breeds on his farm, near the Gariep Dam, in the Karoo, with the main focus being on profitability. The results showed that the Tuli Breed performed the best in this harsh mountainous terrain. In 2004 Christo established the Bushmans Mountain Tuli Stud.

He is married to Sandra who qualified as a pharmacist at UP, she also obtained her MCom (Business Management) at RAU. They have two children, Jomari who is final year student in Medicine at UP and Carel who is second year student in Logistics Management at UP.

His hobbies include horse riding and Border Collies.



STEPHEN MAINS-SHEARD

Portfolio: Breed advisor, Catalogues, TCFA

Our farm Tiptree is situated between Rocklands and Patensie in the Elands River Valley, Eastern Cape. Our farming consists of Tuli cattle, Dohne Merino sheep and citrus. The reason we decided on the Tuli breed is that we were looking for an indigenous breed that had the type and quality to suit our environment. The Tuli ticked all the right boxes. During a visit to Mr William Biggs in Murraysburg, I was very impressed with the quality and condition of his herd, especially that it was during a dry spell. We purchased our first registered Tuli in 2010 and they have proved to be profitable no nonsense cattle which really suit our tough environment.

I am married to Mary and we have three children, Kirsty, Nicola, Mark and are very privileged to have four grandchildren so far.

My hobby of choice is working with my Tuli cattle, they give me an immense amount of satisfaction. When I'm not with my cattle you will find me relaxing around a fire with family and friends.



DAVE MULLINS

Portfolio: TCFA

I was born in Grahamstown in 1955 and had a very happy childhood on our farm in Salem, 30 km south of Grahamstown. I started school and the Salem Primary School and then went on to St. Andrews Prep and College in Grahamstown.

After school I attended Cedara Agricultural College in KZN where I got my diploma in Agriculture. Farming has always been in my blood. Breeding Tuli cattle is my passion. I inherited that from my Dad who was a wonderful stockman and was very generous in sharing that with me.

In 1979 I married my wife Lynne. We have 3 sons and a daughter and 9 grandchildren who keep us busy and are great fun.

My favourite hobbies are travelling, playing golf, fishing and most of all cycling. I also like cooking and watching sport. I love people and we are blessed to have a very wide circle of wonderful friends. Being part of the Tuli family is a very special part of my life!



CHARL VAN ROOYEN

Portfolio: Tegnie Adviseur

Gebore en opgegroeï in Lindley (Vrystaat) op die plaas Welgeskote. Ek behaal my BSc (Agric) graad aan die Universiteit van Pretoria onder leiding van Prof Jan Bonsma en daarna my Skaap en Wol Diploma aan Grootfontein Landbou Kollege.

Word in 1963 aangestel by die Wolraad se kantore in Stellenbosch as Veekundige. Aanvaar in 1969 'n pos by Vleissentraal as Veekundige vir die Oos-Vrystaat en in 1976 bevorder tot Bestuurder Stoetvee afdeling by die Hoofkantoor in Pretoria. Daarna beklee ek die posisie van Hoofbestuurder van Ferroland Grondtrust (Yskor se boerdery maatskappy) en dan ook Ras Direkteur vir die Bonsmara Beestelersgenootskap. Gedurende die jare besoek ek Oostenryk, Duitsland en Texas om beeste aan te koop vir kliënte. Ek het vir 20 jaar gedien op die Landbou skrywersvereniging se komitee vir die aanwysing van Boer van die Jaar.

Ek is vreeslik lief vir my sport (alles behalwe sokker) en 'n lewenslange lid van Blou Bulle.



ANNA-MARIE VILJOEN

Portfolio: Sekretaresse

My tuisdorp is Swellendam. Ek was 'n Matie, 'n Kowsie en 'n PUK.

Ek luister graag na Beethoven met n glasie Shiraz, lees Jane Austin, stel belang in etimologie en beoefen graag digitale detoks. Ek woel in die kombuis en bak my eie Ciabatta brood en maak ook kefirroomkaas. Ek het 'n erdwurm 'plaas', strewende na 'zero waste' en wag vir 'free energy' patente (Tesla) om na die publieke domein te kom.

Ek geniet die Tuli telers wat vol passie glo in hul ras en mekaar se sukses lojaal vier sonder afguns.

aanpasbaar Is ons so soos die Tuli?

Chris Burgess

Daar's die ou grap van diere-eienaars wat na jare 'n bietjie van hulle diere se eienskappe aanneem.

'n Oos-Kaapse wolboer op die wapperende Hoëveldgrasvelde is immers 'n perd van 'n heel ander kleur as 'n bokboer in die droë Kalahari.

As daar dan tog 'n bietjie waarheid in die cliché steek, wat sê dit dan van Tuli-telers?

Afrika is mildelik geseën met natuurlike hulpbronne. Minerale, olie, grond, en water, maar ook 'n verbysterende verskeidenheid aangepaste dieregenetika. 'n Versteekte genetiese juweel wat vir eeue oor die hoof gesien is danksy 'n kortsigtige koloniale denkwysie wat Europese diererasse as die goudstandaard van diereteelt voorgedhou het.

Dit is juis wat oubaas Len Harvey se pogings destyds met die Tuli in die veertigerjare van die vorige eeu in die destydse Rhodesië so merkwaardig maak. Dit het iemand met uitsonderlike waarnemingsvermoë geverg om die waarde van die aangepaste genetika in die beeste in daardie verre hoekie van Suidwes-Rhodesië raak te sien.

Dit plaas die Suid-Afrikaans gebore Harvey in dieselfde uitgelese geselskap as ander versiende landbouers. Manne soos JPH Acocks wat reeds ook in die veertigerjare die sluimerende skade van selektiewe beweiding kon sien. Of Edgar Mathews, die Oos-Kaapse pionier van wisselweiding, wat met sy fyn waarnemingsvermoë sy eie pad ingeslaan het. Soos Mathews en Acocks het Harvey nie belangstel in die gerieflikheid van met die stroom van aanvaarde wysheid te swem nie. Hy het eerder die oortuiging gehad van dit wat hy vir homself kon sien. In plaas van die plaaslike inwoners se beeste "te verbeter" deur hulle met Europese rasse te kruisteel, soos die aanvanklike plan was, het Harvey die onskatbare waarde van die diere se genetiese aanpasbaarheid erken, en hy wou die genetiese integriteit van die plaaslike diere ten alle koste behou. Hy het vasgeskop en aangedring dat net seleksie die diere verder kon verbeter.

Twintig jaar later, en tot almal se verbasing, staan en wen die Tuli-ras al drie karkaskompetisies by die drie grootste landbouskoue in Rhodesië. Harvey is in die oë van die establishment reg bewys. En so het 'n nuwe waardering van inheemse beeste geleidelik posgevat.

Vandag het die Tuli nie meer Harvey nodig om vir hulle te praat nie. Hulle is ewe gemaklik in die dorre Karoo as die wapperende suurveld van die Drakensberg, en het lêplek gevind in eksotiese tuistes soos Australië, Kanada, die VSA, Suid-Amerika en tropiese Zambië.

In wese bly die Tuli-ras 'n storie van 'n diepe waardering van Afrika se ruim geskenk van uitsonderlike genetiese aanpasbaarheid.

'n Gawe verfyn deur duisende jare se klipharde seleksie, en vervolmaak deur die buitengewone kundigheid van 'n begaafde meesterteler.

Uiters strawwe seleksie onderskraag hierdie horing van oorvloed van uitsonderlike Afrika-dieregenetika, soos dit enige suksesvolle teelprogram betaam. Siektes, peste, droogtes en by tye bitter swak weiding, duld net die bestes. Hierdie Afrika-aanpasbaarheid geld nie net diere nie. Mense ook. Kyk maar na ons boere. Hulle produseer ook in 'n klipharde omgewing. Daar is 'n wispelturige en by tye brutale klimaat, 'n onsimpatieke regering wat min juis makliker maak, en 'n wisselvallige internasionale handelsomgewing waar alles in 'n oogwink kan verander wanneer die olieprys klim of daar 'n bek-en-klouseer-uitbreking iewers in die land is. En dit is net die eerste drie punte van 'n lang lys. Maar nog steeds bly ons boere staande.

Dit is meer as net 'n cliché dat ons mielieboere in die VSA sal gedy, terwyl 'n Amerikaner maar gaan sukkel op die weste se sandgronde met hulle onverbiddelelike midsomerdroogtes.

Elders in die ekonomie is hierdie aanpasbaarheid ook te bespeur. Die baas van die eiendomsontwikkelingsgroep Atterbury, Louis van die Watt, het jare gelede die storie op een van Landbouweekblad se konferensies vertel hoe hulle kringe om hulle Oos-Europese mededingers gehardloop het toe hulle daar winkelsentrums begin bou in die vroeë 2000's.

Die Suid-Afrikaners se aanpasbaarheid en vermoë om op hulle voete te dink en vinnig 'n plan te kan maak, was iets wat die reëlgebonde Europeërs eenvoudig nie aan gewoond was nie.

Suid-Afrikaners het soos entrepreneurs gedink, die Europeërs het hulself as werknemers beskou.

Oor die jare het dinge in Suid-Afrika op baie vlakke strammer geword. Onluste, korrupsie, misdaad, gebrekkige kragvoorsiening, infrastruktuur wat agteruit gaan – alles voel by tye buite beheer. Maar dit verskerp ook ons aanpasbaarheid. Ons vermoë om planne te maak.

Skielik kom die nuus dat private derde partye binnekort dele van die nasionale spoornetwerk sal kan bestuur en gebruik. Of wat van die privaat sektor wat nou veel meer krag terug aan die netwerk kan verkoop. Of die hawens wat private beleggers soek. Dit is dinge wat nie vanself gebeur nie; dit verg baie agter-die-skermwerk. Agbiz, georganiseerde landbou, invloedryke boere, bewese sakemanne en landbouverenigings speel almal 'n rol. Kundige mense wat hard werk, opofferings maak, op hulle voete dink en dinge gedoen kry.

Vandag word groot dele van ons platteland, byvoorbeeld, gedek deur 'n netwerk sekuriteitskameras. Misdaad is skielik soveel moeiliker. Dit is seker die enkel grootste slag teen misdaad in die afgelope 28 jaar.

As Suid-Afrikaners sukkel ons partykeer om ons aanpasbaarheid te waardeer. Ons lewe te midde van ons probleme. Oplossings is net wat ons doen. Ons maak munisipale waterwerke in Koster in die Noordwes reg. In Senekal in die Vrystaat snoer ons die gemeenskap weer saam, en blaas nuwe lewe in 'n dorpie wat swaar dra aan die ongemaklikheid van die verlede. Of in Kroonstad, waar ons weer stadigaan agteruitgang in die bek ruk.

Elke dag maak ons vordering. Vind ons oplossings.

Buiten sy diere, bring Afrika ook ander geleenthede. Die ekonomiese geleenthede wat die infomele sektor bied, is moeilik om te kwantifiseer. Waar maatskappye dit wel reggekry het, was dit reuse-sukseesse. McCain wat aartappelskifies na die shisanyama-restaurante in die townships begin versprei het. Of die besluit van Z22 en RSA-markagente om varsprodukte-markte in die tamatiereus se produksiegebied op te rig om van laergraadtamaties en ander groente en vrugte van die hand te sit, het binne 'n betreklik kort tyd groot waarde geskep.

Dis is seker geen wonder dan dat een van die land se grootste ekonomiese geleenthede in die beesbedryf opgesluit lê.

Om en by 40% van die nasionale beeskudde word in die informele sektor bestuur.

Dis baie diere, wat ongelukkig gebuk gaan onder lae dragtigheids- en speensyfers, asook swak verkoopspryse.

In ander woorde, 'n groot nasionale bate wat swak aangewend word. Wat as ons al daardie vleis kon begin uitvoer, soos die Australiërs maak?

Die buro van voedsel-en-landboubeleid (BFAP) glo dat ons as beesvleisuitvoer met 20% van nasionale produksie kan groei, ons 'n ekstra R8,3 biljoen reg oor die beesvleiswaardeketting kan genereer. Vir boere sal dit 'n styging van R15 per kilogram A2/3-beeskarkas beteken. Net so kan bitter baie waarde geskep word. Hele streke kan eensklaps uit armoede gelig word.

Vir die keuskeurige hoëwaarde-uitvoermarkte kan die storie van vrylopende aangepaste Tuli-beeste ook geen skade maak nie. Veral wanneer daar verduidelik word hoe die diere klimaatsverandering teëwerk. Met hulle doeltreffende

BEESVLEISUITVOER
Nasionale produksie

20% groei



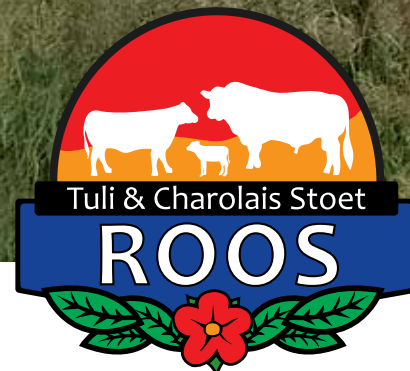
R8,3 biljoen ekstra

weipatrone onderhou hulle gesonde grasveld, wat weer deur fotosintese koolstof uit die atmosfeer onttrek en in die grond vaslê.

'n Bitter goeie storie, wat spreek van die aanpasbaarheid wat Afrika kweek. Presies wat Harvey al daardie jare gelede in daardie beeste op die plaas langs die Guyurivier raakgesien het. ■

Stephané Roos

T 083 306 6002 / 082 563 5776
E steph_roos@hotmail.com



Veldaangepaste beeste, van ons veld, na jou veld
Schweizer-Reineke

HOE LYK JOU Storie?

Danie Bruwer

Die huidige omstandighede in enige landbou sake-eenheid verg 'n holistiese benadering tot alle aspekte van die besigheid. Die nodige fokus en energie moet deurlopend gefokus word om volhoubare prestasie te verseker. Hierdie fokus moet met die basiese aspekte begin en verstaan word naamlik:

Son + water + grond = gras
Gras + diere = vesel en vleis
Wins = Inkomste – uitgawes

As die Tuli stoetteler bogenoemde uit die oog van die kommersiële produsent verstaan wil die sulke produsente die volgende sien.

Handelsmerk

'n Handelsmerk moet uitstaan vir die waarde wat dit bied. Dit moet aandui hoekom die Tuliras die ras van eerste keuse is. Daar is toenemend meer 'n behoefte om ook op ander aspekte te fokus as op byvoorbeeld aanpasbaarheid, hoë speen gewigte ens. Alle rasse roem op dieselfde aspekte. Dit is meer belangrik om aandag te gee aan:

- Boodskap aan die eindverbruiker ("Customer vs consumer")
- Strategiese vennootskappe in die waardeketting
- Bestuur van risiko
- Besigheids intelligensie
- Versterk van eie vermoens
- Groei
- Wat maak die Tuli ras anders?
- Is daar 'n kompetende voordeel wat dit die ras van eerste keuse doen?

Vertel my wat dit is !

Kommunikasie

Vertel die storie van sukses, van waar die ras vandaan kom en waarheen dit op pad is. Hierdie aspek moet duidelike doelwitte in die toekoms uitwys en meetbaar wees. Dit is ook nodig om uit te wys watter doelwitte is behaal en watter regstellings is gemaak.

Die gesegde "Uit die oog, uit die hart" word deur baie kommersiële telers ervaar. Na verkope kontak is uiters noodsaaklik, nie net om uit te vind of die koper tevrede is nie, maar om 'n langtermyn strategiese verhouding te vestig en in stand te hou.

Praat met my en luister na my!

Teelwaardes

Behalwe goeie kommunikasie is teelwaardes al werklike prestasie inligting wat daar is om 'n ingeligte besluit te neem met aankope. Die integriteit van die inligting moet te alle tye bo verdenking wees en die stoet teler moet in die praktyk wys dat hy dit verstaan en self toepas.

Wanneer teelwaardes dieselfde is kyk na fenotipe en omgekeerd.

Navorsing en ontwikkeling

In 'n snel veranderende wêreld moet die nuwe normaal gedefiniëer word en waar pas die ras in en watter rol gaan dit speel. Drywers en norme moet binne die ras gedefiniëer word om te midde van al die uitdagings soos klimaatsverandering en vele meer steeds die ras van eerste keuse te bly.

Tegnologie het die laaste 50 jaar produktiwiteit met 80 % verhoog. Keuses moet gemaak word oor die impak van die gebruik van tegnologie. Dit moet waarde ontsluit, verstaan word en werklik 'n verskil maak.

Naspeurbaarheid

Verbruikersgedrag dui toenemend daarop dat hulle ingelig wil wees oor die oorsprong van hul verbruikersprodukte en dat beste praktyke te alle tye toegepas is. Verder is hernude fokus op bio sekuriteit 'n gegewe.

Teel vordering

Telersgenootskappe lê nogal klem daarop om te wys hoeveel jaar die ras bestaan ens. Komersiële telers sou wou sien dat die standaard van aanbod nie net enkele goeie diere bied nie, maar dat daar met 'n aanbod duidelik gesien kan word dat teel doelwitte nagestreef word en jaarliks verbeter. Ras standarde moet onverbiddelik toegepas word op alle diere wat aangebied word onder die beskerming van die Genootskap. Groot sorg moet gedra word dat ras inspekteurs deurlopend 'n hoë standard handhaaf en dat die standard eenvormig toegepas word deur alle belanghebbendes. 'n Kode van beste praktyk moet bestaan, verstaan en ondersteun word deur alle belanghebbendes.

Met al voorgenoemde is al wat werklik saakmaak die volgende :

Die depositoboek en die tjekboek moet klop.
Wins = Inkomste - uitgawes ■



Photo: Amelia Tuli's

Fertile, profitable veld cattle 14 Vrughbare, winsgewende veldbees

We mean business!

Leslie & Kevin Cook

Cell 076 617 6471 Cell 082 806 4146 Email leslie@ameliatulis.co.za
Central Auction 5 May 2022 | Go West Auction 20 October 2022





THE ULTIMATE GENETIC SERVICE LABORATORY FOR:

IDENTITY:

- DNA-Profile and Parentage
- Forensic testing for stock theft

GENOMICS:

- 50K Illumina Bovine Beadchip

GENETIC CONDITIONS AND TRAITS:

- Pompe's disease
- Freemartinism
- Trichomonas Foetalis
- Bulldog syndrome (Dexter)
- 1/29-Translocation (cytogenetics)
- Congenital Myasthenic Syndrome (CMS)
- Coat Colour (Red)
- Polled
- Double Muscling

More on request

Tel: +27 (0)21 007 5617
E-mail: animals@unistelmedical.co.za

www.unistelmedical.co.za

WHAT REGENERATIVE FARMING MEAN FOR LIVESTOCK FARMERS

Dr Louis du Pisani

The Greek philosopher, Heraclitus, who lived in the first century AD, was quoted as saying that "change is the only constant in life." Normally people react to change by expecting it to end soon where after things will return to normal. Disruptive change, though, happens when an event or chain of events require a fundamental and permanent change of existing business models. Climate change and global warming is exactly such a disruptive force that is having a profound and permanent effect on livestock farming globally. →

The top ten visualized 2021 risks perceiving as having the biggest likelihood globally, is presented in Figure 1. Of the ten risk factors, four of the top five factors either directly or indirectly impacts on livestock farming. They are extreme weather (no. 1 on the list), climate action failure (failure to mitigate and adapt to climate change) (no. 2 on the list), human environmental damage (no.3) and biodiversity loss (no. 5). Of these four factors, two are regarded as amongst the top five risk in terms of its potential impact, i.e., climate action failure and biodiversity loss, and an additional factor, namely natural resource crises.

RANK	TOP RISKS BY LIKELIHOOD	TOP RISKS BY IMPACT
# 1	● Extreme weather	● Infectious diseases
# 2	● Climate action failure	● Climate action failure
# 3	● Human environmental damage	● Weapons of mass destruction
# 4	● Infectious diseases	● Biodiversity loss
# 5	● Biodiversity loss	● Natural resource crises
# 6	● Digital power concentration	● Human environmental damage
# 7	● Digital inequality	● Livelihood crises
# 8	● Interstate relations fracture	● Extreme weather
# 9	● Cybersecurity failure	● Debt crises
# 10	● Livelihood crises	● IT infrastructure breakdown

● Economic ● Environmental ● Geopolitical ● Societal ● Technological

Figure 1 The 2021 visualized top 10 risks perceived as having the biggest likelihood and impact potential globally (<https://www.visualcapitalist.com/visualized-a-global-risk-assessment-of-2021-and-beyond/>).

There is sufficient scientific evidence that climate change and global warming has changed the production environment and production base of livestock farming in Southern Africa dramatically over the past two decades, which can all be described as having a potentially disruptive effect on livestock production and food security. The more marked changes include a 1°C increase in the average temperature per annum (versus 0,65°C globally), more erratic and extreme rainfall with the wet periods becoming wetter and dry periods becoming drier, and lastly an unprecedented increase in the CO2 concentration of the atmosphere. The results of these are:

- Livestock have to endure increased heat stress.
- Increased rainwater run-off with increased soil erosion.
- Longer and more intense climatic droughts.
- Unchecked bush encroachment, decreasing the productivity and health of both Savannas and Grasslands.

On top of the scourge of climate change and global warming, livestock producers also have to grapple with natural resource degradation due to years of incorrect management, as well as unchecked population growth. It is estimated that the average net primary productivity in South Africa decreased by an average of 29 kg C/ha/year over the period 1981 to 2003. The projected population growth in South Africa's is estimated to increase from fifty-four million currently to sixty-five million in 2050, although there are projections of much higher numbers. The global outlook is just as staggering, with a projected increase from the current 7.8 billion people to 9.7 billion over a thirty-year time period. The nett result for South Africa is that the livestock industry will have to increase its capacity to feed the nation while a disruptive change in the production environment is taking place.

Against these mounting odds livestock farmers will have to become more sustainable and resilient, and less prone to a variable climate. The answer is so called regenerative agriculture. Regenerative farming applies principles and practices that increase biodiversity, enriches soils, improves the water cycle, and enhances ecosystem services. At the same time, it offers increased yields and resilience to a variable climate. In short, it strives to rebuild and restore ecosystem function.

Above ground biodiversity

Plant biodiversity and veld condition go hand in glove. As plant biodiversity of the veld improves, the veld condition improves, and vice versa. Improved veld condition presents the following benefits to the livestock farmer:

- Less rainwater run-off.
- Improved water infiltration into the soil with more plant available water.
- Improved soil health.
- A wide variety of highly productive, palatable and nutritious plant species (increased biodiversity).
- Higher and more stable fodder production.
- Improved drought tolerance, resilience and endurance.
- Higher and more stable animal performance.
- Improved and more stable profitability from livestock farming.

Soil health and below ground biodiversity

It is only recently that grassland and pasture scientists have started to study the life below ground in earnest, with just a few South African pioneers, the likes of Francois van der Heyden and Nicky Allsopp. The preliminary results are startling, to say the least.

Historically, there was a firm belief that it is the plant organic matter content in the soil that plays a role in soil health. We now know otherwise. Life in and amongst the soil consist of micro-organisms (collectively called the soil's microbiome), of which bacteria and fungi are the most numerous and important. In the past it was believed that the microbiome was more or less evenly distributed throughout the soil, but recent studies demonstrated increased microbial diversity in the rhizosphere (the rhizosphere is the area in and between the roots of plants) compared to the bulk soil. The roots of plants excrete so called root exudates, which some of the bacteria and fungi feed on in exchange for nutrients provided by and through the microbiome through an interdependent symbiotic relationship. Plant rhizospheres are thus hotspots of microbial activity and carbon sequestration within the soil in the form of microbial organic matter; much more than plant organic matter.

Studies further indicate that each plant species is the architect of the structure and species composition of the specific rhizosphere associated microbial populations. It is thus hypothesised that above ground biodiversity goes hand in glove with below ground microbiome biodiversity. Above ground ecosystem degradation thus also leads to below ground ecosystem degradation and vice versa. A farmer who looks after the health of his veld, thus gains healthy soils, as the two are interconnected.

Bush encroachment and alien invasion

There has been a steady increase in the density of indigenous and alien bush species in South Africa for the past one hundred years, with a rapid expansion the past 30 years. This is having the following negative effects on ecosystem function from a livestock production perspective:

- The woody plants compete with the herbaceous layer for light, water, nutrients and space. As its density increases it gradually suppresses and reduces the cover and species composition of the grass, leading to a reduction in the herbaceous grazing capacity and a decrease in biodiversity.
- At high densities of woody plants, they exhaust the rainwater in the soil rapidly which lead to shorter periods of available soil water. This gives rise to the woody plants dropping their leaves more often and for longer periods due to a shortage of water. This is detrimental to browsers as it leads to a reduced browser capacity. On top of that, the bush often becomes so dense that animals are prevented from accessing it to browse or graze. →

- They high water usage of a dense woody cover leads to reduced ground water recharge, with boreholes drying up.
- Woody plant invasion and encroachment can thus be considered as a threat to ecosystems and the services that it provides to the livestock farmer. Bush control thus needs to be given serious attention

On the up-side, woody plants remove carbon from the atmosphere and capture it in its roots, stems, etc., and an increase in bush density may be seen as a benefit to carbon sequestration. The question is therefore rightly asked whether the control of woody plants is not exactly counterproductive in terms of this carbon sequestration? A report published by the Department of Environmental Affairs in 2019 investigated this issue and came to the following conclusion:

"..... addressing bush encroachment would outweigh the mitigation benefit of allowing it to proceed. While the exact amount of carbon sequestered through bush encroachment in South Africa is unknown, even if it were substantial, the risk of losing biodiversity and further degrading ecosystem services from allowing bush encroachment to continue unheeded is considered unacceptable. Moreover, the potential risk to biodiversity of allowing bush encroachment would contradict the commitments made under the UNCBD. It is clear that bush encroachment should be considered a form of land degradation under the UN commitments, and that other, less damaging, emission reduction opportunities should be employed to meet those targets."

Carbon sequestration

International field studies increasingly indicate that the restoration of degraded rangeland, increases carbon capture and storage rates in the soil. For example, it is estimated that soils have the capacity to store about 2.3 times more carbon, as organic matter, than the carbon in atmospheric CO₂ and 3.5 times greater than the carbon in all living terrestrial plants. As was demonstrated in a previous paragraph, soil microbial communities that exist in symbiosis with plants, play a key role in biogeochemical cycles by influencing carbon and nutrient cycling. The better this plant-soil interaction, the better the capacity of soils to sequester atmospheric carbon. Healthy veld through improved veld management practices thus has the potential to contribute to the reduction of atmospheric carbon and its detrimental effects on man and the environment.

In conclusion, healthy veld is not only the redeeming quality of the livelihood and future of livestock farming, but it also contributes positively to the earth's health. ■

*Dr Louis du Pisani is an independent agricultural consultant
Email: Ldupisani@gmail.com*



POSTMASBURG, NOORD-KAAP



Uit die Kalahari, vir die Kalahari

Jim Bredenkamp E jimbredenkamp@gmail.com S 083 679 7333

FARMING IS A PROFESSION OF hope

Dr Ben Greyling

The saying "Farming is a profession of hope" is often quoted when difficult times prevail on the farm. Many farmers will however also tell you that hope is always rewarded at some point. The current status as well as future prospects within our agricultural industry are in many instances a reflection of this saying. In fact, one cannot help but be thankful when you look at our socio-economic status of 2021, especially when compared to 2020. Agriculture, for example, took second place out of our country's ten most important industries and boasted with a growth of 6.2% during the second quarter of 2021. This growth is partly due to a significant increase in animal production. The positive outlook also gains new significance when it is taken into account that agriculture and related service industries generated more than R351 billion in 2019. The important role of the livestock sector is reflected in the fact that it contributes almost 50% to the gross value of agricultural production. It is further estimated that the beef industry on its own could add as much as an additional R8.2 billion to the gross value of production within the next ten years, hence the saying that this industry can be regarded as the "sleeping giant" of agriculture.

In order to stimulate growth in our industry, the economy as a whole must also grow. It is a fact that people's spending patterns, habits and preferences when it comes to food consumption change in response to changes in the economy. It is thus comes as no surprise that the demand for foods, including beef, will change in response to the strength of the economy. This means of course means that we must position ourselves correctly and in a timely manner in order to take advantage of opportunities created by a

changing economy. In order to achieve this, we need to ask the right questions, which include what are the factors that influence profitable and sustainable production and what tools, especially scientific technologies, are available that can be used to not only maintain but also to stimulate production. To answer these questions, we require the availability of data and statistics that reflect trends and developments over years. For example, our national herd has remained relatively constant in size over the past decade, amid the fact that beef production has increased by about 20% - a true reflection of an improvement in production figures. We also know that more than 3.2 million animals were slaughtered during the 2019/20 production season, which represents

an offtake rate of just over 26%. Experts agree that this figure compares well with international trends according to the literature. Production volumes during 2019/20 further amounted to more than 1 million tons while consumption was more than 98% of what was produced locally.

Despite current production figures and in view of future forecasts, there is still much room for improvement in production efficiency, especially in view of the predicted significant increase expected in the demand for beef over the next decade. Farmers, scientists and stakeholders are well aware of the bottlenecks and challenges faced by our industry, which include the fact that our national herd is not productive enough. The latter is caused by, among other things, low reproduction- and high mortality rates and non-optimal production efficiency. This ultimately affects and in fact may limit our farmers' competitive participation and access to our country's beef value chains. An example of how non-optimal production efficiency affects the competitiveness and profit margins of a beef enterprise is found within the feedlot industry. According to formal reports, the desired type of feedlot animal is, as expected, one of the three most important components for a profitable recipe.

The Average Daily Gain in weight (ADG) has also been shown to be a critical factor - a meager 0.2 kg / day in ADG improvement has been shown to have a dramatic effect on profit margins. →

2021



Agriculture
GROWTH

6,2%

We must remember that livestock is also critical for many of the poor that work in the informal sector. Our emerging and communal farmers, involved in livestock production, consist of about 1.4 million households with an additional 10 million dependents. By diversifying, transforming and optimizing our resources, we can enable more small and emerging farmers to access local markets and eventually the beef cattle value chains. This is central to our efforts to ultimately ensure and in fact enhance not only regional and national food security, but also the survival of the sector as a whole. It is noteworthy that the challenges and opportunities faced by the South African beef industry have much in common with the rest of the world. For example, the Agricultural Outlook 2021-2030 report of the Organization for Economic Co-operation and Development (OECD) and the Food and Agriculture Organization (FAO) of the United Nations emphasized that improving productivity is an

international challenge and that it can be achieved, inter alia, through mainly improved genetics and better herd management practices. Performance testing as conducted by the National Beef Cattle Improvement Scheme has for many decades played a central role in our pursuit of increased productivity and competitiveness and ultimately sustainability of beef cattle production. The Scheme focuses strongly on the adoption and implementation of technologies, training and the provision of diversified services to industry that are aimed at enabling farmers to make informed decisions when it comes to the genetic improvement of their animals. The latter is of course central for addressing production efficiency. It is all a mouthful, but ultimately, the perseverance of our country's farmers is a critical factor that will determine whether they will achieve their goals. Farmers cannot however operate in isolation, so it is vital that all role players within industry take hands to face our

challenges and seize opportunities as a strong team. My wish is that in 2022 we will, as a team, seize the many opportunities presented to the beef industry in order to ensure a brighter future for all of us. ■

*Dr Ben Greyling is the Research Team Manager at ARC-Animal Production, Irene
Email: ben@arc.agric.za*

UNDERSTANDING

BEEF CATTLE BEHAVIOUR AND HANDLING

Freek Botes

It has been said that, when handling cattle, it is important to have good facilities, to handle your cattle frequently and to have a set routine when handling them. Although docility and temperament can be credited to genetics and often also to the breed, it can be aggravated through improper and stressful handling procedures. Cattle remember bad or rough handling, and will in future do everything to avoid a similar situation. Cattle are also creatures of habit and this fact should be exploited by always following the same or a similar routine when handling them. As far as cattle handling goes, it is thus important to get it right the first time!

The basic elements of animal handling and specifically cattle handling are the cattle handler, the cattle and the facilities. The handler should have a positive attitude to cattle, understand their behaviour and have the ability to interpret the actions of the cattle. Cattle differ in their ease of handling due to factors that include previous experiences, the characteristics of the breed, their sex and also their physiological state.

It is common knowledge that poorly designed facilities or poorly maintained facilities can lead to improper handling, which will in turn lead to confusion and stress in cattle. To be able to handle cattle correctly it is important to understand cattle behaviour. In order for the handler to understand cattle behaviour, it is important to know how cattle perceive their surroundings and how they react to handling. This can help to minimise stress to both animals and handlers, and protect handlers from possible dangerous situations.

When it comes to how we approach cattle, it is important to understand that their vision differs a lot from our own vision. Cattle have a 300-degree panoramic view and their only real blind spot is directly behind them. A handler should therefore never approach an animal from directly behind unless it knows that the handler is behind it. Their depth of perception is also poor while their vertical vision is only about 60 degrees. We have all seen cattle lowering their heads when focussing on an object on the ground - they are simply trying to bring the object into focus. That is the reason why cattle do not like shadows or strange objects when moving through handling systems. Cattle also take longer to focus than human beings and for that very reason, the handler should always give cattle sufficient time to assess strange objects etc. before expecting a reaction.

Although the hearing of cattle is also better than that of humans, they have a harder time to locate the source of the sound. Since cattle can also hear higher frequency sounds and lower volumes than humans can, quiet handling is important. Loud shouting and a very animated handler will thus increase the stress levels of cattle quickly, which in turn will cause the cattle to be overly excited and difficult to handle.

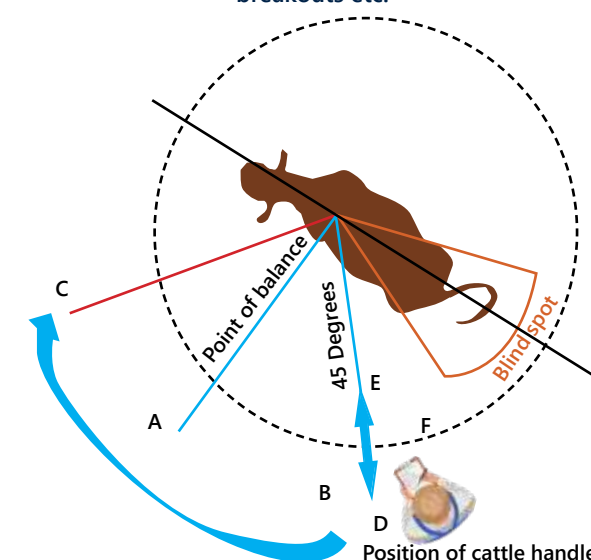
Cattle have a circle of safety sometimes called a "flight zone", which is the distance from the handler in which they feel comfortable and thus does not move away from the handler. (Point F on diagram). Depending on how tame the animals are, the "flight zone" varies roughly from 2m to 8m but it can be

much more for wild animals. If the handler would penetrate the "flight zone", (Point D and E) the animal will move away from the handler. Cattle also have a "point of balance" which is at the point of the shoulder. (See point A on diagram). Cattle handlers should use the point of balance to move animals forward or backwards.

All handlers should know that if you want to move an animal forward, you need to approach it from behind the "point of balance" and penetrate his "flight zone". See point D on the diagram. As you move beyond the "flight zone" (into point E), the animal will start moving forward. If you want the animal to back up or turn around, you should approach it from the front of the shoulder, or in front of the point of balance (see point C). If the handler moves out of the "flight zone" the animal will not feel threatened anymore and will most likely stand still.

QUICK TIP! Cattle are herd animals and should preferably be handled in groups. Some animals, when singled out, will get very excited or even agitated. It would sometimes be better to move such an animal with a "buddy" to calm him down.

Cattle always look in the direction they are moving. Cattle handlers can predict which way an animal will turn by noting the position of the animal's head, and in doing so prevent or anticipate breakouts etc.



When handling cattle up close, it is important to remember that cattle kick to the side when they feel threatened. When needing to inspect an udder or testicles, it helps to restrain the animal in a head clamp, and hold the tail straight up (not curled or bent) with a firm forward grip. ■

Freek Botes, ARC-Animal Production, Cedara

DIE NOORDELIKE TULITELERS

Waar ons meer as bruikbare speenkalwers teel

RUST-DE-WINTER

Tuli stoet

Distrik Tshwane (Pretoria)

SP Geregistreerde- sowel as kommersiële diere beskikbaar.

Hartwater, Rooiwater en Galsiek geharde diere uit swaar bosluis geïnfesteerde bosveld.



Callie Barnard 082 561 5216

BOSVELD BOSFONTEIN

Tuli stoet

Noord-Wes van Polokwane

Die kudde loop op Suurveld, Hartwater, Rooiwater en Galsiekte grond.



Merensia Groenewald 082 255 6173

Why Tuli?

25 Years and counting, a brief history of the **Avondale Tuli Stud**
Dave Mullins

My decision to start farming with Tuli cattle came after a disastrous conception rate on my then crossbred herd of commercial cattle, during a severe drought. This was in early 1997.

My late father had read about the Tuli and then offered to take a trip to Zimbabwe to go and look at the breed firsthand. Previously he had farmed with Afrikaner and Bonsmara cattle and he was pretty persuasive that I should be looking for an indigenous African breed. Some 2 weeks later I received a telegram from him to say "I have found the right breed!" and they are available in South Africa.

Our local research took us to Russell Clark where we bought our first Tuli bull in May 1997, a proven herd sire. This year marks our 25th Anniversary of farming with Tuli! In September that year I bought 2 more Tuli bulls on Russell's very 1st Production sale. Then in February 1998 we travelled to Vrede and attended the production sale of Jan Mouton. We bought 7 registered cows with 7 heifer calves at foot and 4 pregnant heifers and another stud bull.

And so the Avondale Tuli Stud was born and registered in 1999.

It has been and still is a wonderful journey. To be part of the Tuli family is unique in the way that our Breeders support and encourage each other.

I have been asked many times why I chose to farm with Tuli cattle. The answer is very simple. I want to work with easy care, hardy, tick resistant, fertile, functional, docile, profitable cattle. Input costs will only continue to rise and so to farm with "low cost cattle" which have the ability to utilize the natural grazing with a bare minimum of supplementation is imperative.

My Tuli's continue to give me an enormous amount of satisfaction and pleasure and to see the breed developing is very exciting. A highlight has been to

breed the 2015, 2017 and 2019 Platinum Elite cows and to be the owner of the 2020 ARC-Farmer's Weekly Cow.

My view is that the future of the Tuli Breed is very bright. The recent formation of the Tuli Cattle Federation of Southern Africa is indicative of the interest being shown in our breed on a regional basis.

*I thank all my fellow breeders for
your care and support over the years
and also all the commercial breeders
who have seen the value that the Tuli
brings to cross-breeding programs.*

I believe we need to be focusing on the commercial cattle sector and must vigorously market the Tuli. It is difficult to breakdown stereotypes but we need to be persistent. The current demand for Tuli females indicates to me that the recent persistent drought has made farmers 'take another look'. We must collectively seize this opportunity and ensure that we only offer quality stock to the breeding market. We must be very careful not to sell anything just because it is female. Our cull females must be sold to the slaughter market.

The next 5-10 years are going to be critical in our efforts to acquire market share and consolidate the Tuli as a beef breed to be sought after. ■

MOPANI ZAMBIA Tuli Stud

Tom Roberts +260-977-430930
Nyreen Roberts +260-977-772043
Email chikupiestates@yahoo.com

Die Bulle van

Pendeberg

VEILINGS

SENTRALE VEILING 5 Mei 2022

GO WEST VEILING 20 Oktober 2022



GANNA AAR BOERDERY

MICHIEL VAN NIEKERK

Sel 083 269 8443 Epos guel@isat.co.za



T(r)op diens Lae premies

Die koning se agri-span is reg
om ons boere by te staan

Kontak jou makelaar of
stuur 'n e-pos aan
agri@kingprice.co.za
vir meer inligting.

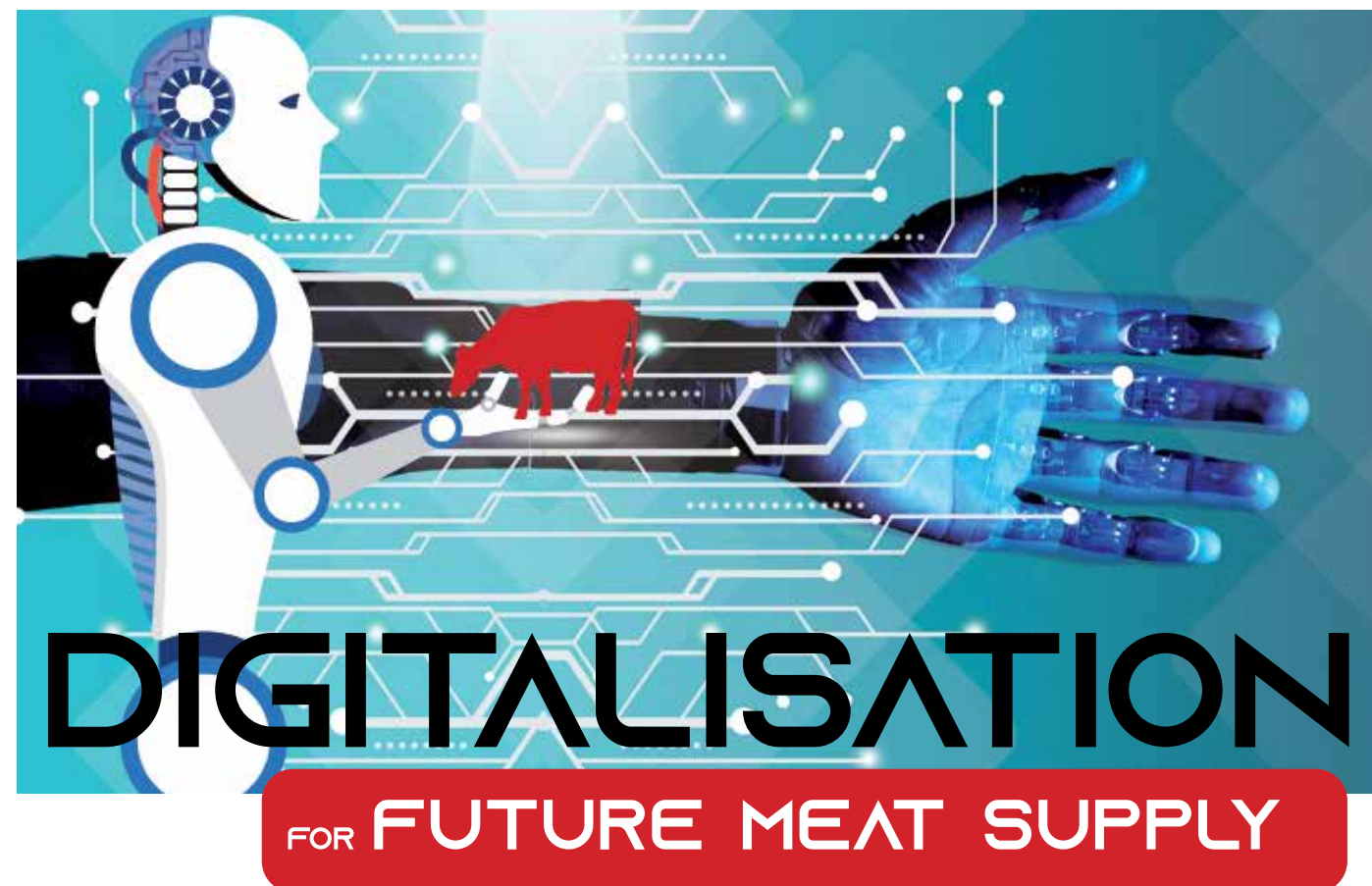
kingprice.co.za

Gelisensieerde versekeraar | FDV nr. 43862

**King
Price**TM
INSURANCE

PERSONAL ♦ COMMERCIAL ♦ LIFE

Agri



Jaco Maass

Even though the world still struggles with a devastating epidemic that has led to millions losing the battle against COVID19, population growth will grow by 30% over the next three decades. This population growth will lead to an increased demand for food. According to Accenture's "Future of Food" report in 2017, global protein demand will have to increase by 80% over today's levels. The reality is that our traditional farming practices will not be up to the yield challenge. The world will require changes in how food is produced and retailed globally to supply in the rising demand. Underlying these rapid changes are macro forces that influence how the world produces, distributes, buys, sells, and consumes food.

Environmental Issues

**Despite the industry's requirements
to produce more, livestock farmers
will have to accomplish this
environmentally friendly and sustainable.
The environmentalist is not viewing
the industry positively in this department.**

The Food and Agriculture Organisation of the United Nations released a report in 2006 that pointed to the livestock sector as one of the top three most significant contributors to severe environmental problems. The livestock sector uses one-third of global arable land and 8% of available freshwater. In South America, it is also primarily responsible for deforestation and biodiversity loss and contributes 15% of global CO₂ emissions.

Therefore, livestock's contribution to environmental problems is on a massive scale, and the impact is so significant that it needs to be addressed with urgency.

Precision Livestock Farming

**Action is required if, as predicted,
meat production will more than
double from now to 2050.**

The industry needs to halve impacts per output unit to achieve a mere status quo in overall impact. Precision farming has significantly impacted crop farming over a couple of decades with great success. Crop farmers will know it as is the management concept based on observing, measuring and responding to inter and intra-field variability in crops. Precision agriculture aims to define a decision support system for production management to optimise inputs while preserving resources.

Precision livestock farming differs in its use of advanced technologies to optimise an individual animal's contribution. Through this "per animal" approach, the farmer aims to deliver better results in livestock farming. Those results can be quantitative, qualitative and addressing sustainability.

The technologies brought to us by Industry 4.0 will have to be deployed through precision farming techniques to supply in demand for protein in a sustainable and environmentally friendly way. By doing that, livestock farmers will get more productive and use resources more effectively.→

Fourth Industrial Revolution

The solution lies in the effective use of the technologies that form part of the Fourth Industrial Revolution that significantly changes the world we live and operate in. Klaus Schwab, founder and executive chairman of the World Economic Forum and the author of the book *'The Fourth Industrial Revolution'* states that

“ in the future, technological innovation will also lead to a supply-side miracle, with long-term gains in efficiency and productivity. Transportation and communication costs will drop, logistics and global supply chains will become more effective, and the trade cost will diminish, all of which will open new markets and drive economic growth.”

Also known as Industry 4.0, it describes the blurring of boundaries between the physical, digital, and biological worlds. It's a fusion of advances in artificial intelligence (AI), robotics, the Internet of Things (IoT), 3D printing, Blockchain Technologies, quantum computing, and other technologies. It is the collective force behind many products and services that are fast becoming indispensable to modern life, and we use it daily. Think GPS systems that suggest the fastest route to a destination, voice-activated virtual assistants such as Apple's Siri, personalised Netflix recommendations, and Facebook's ability to recognise your face and tag you in a friend's photo.

Radio-frequency identification (RFID)

Radio-frequency identification (RFID) technology in livestock farming is the first step to precision livestock farming. The EID (electronic identification) RFID tag allows us to create a digital twin of the physical animal. Without the EID tag, precision farming in livestock is not possible. Removing the EID tag from the animal, in effect, terminates the digital twin and the advantages of precision livestock farming. The RFID technology, which includes the EID tag, the scales and the handheld readers, allows us to make the animal part of the Internet of Things (IoT).

The Internet of Things (IoT) brings many advantages for livestock farming to face the challenges as previously discussed. Today's digital landscape, devices, machines, and objects of all sizes can automatically transfer data through a network, effectively "talking" with each other in real-time. The top five advantages of the IoT is cost reduction, efficiency and productivity, mobility and agility, business opportunities and customer experience.

Blockchain Technology

Blockchain aims to provide a new method of working together through decentralisation. At the same time, it's important to remember that decentralisation isn't an all-or-nothing goal but rather a balanced one that often necessitates trade-offs for practical reasons. As a result, a supply chain needs both centralised and distributed components. The industry's information technology solutions have traditionally been a patchwork of centralised components, some of which may cause compatibility issues or other challenges for businesses. The introduction of blockchain technology offers the possibility of solving some of these issues.

Blockchain acts as a ledger for recording transactions at their most basic level. It possesses two features that make it ideal for food supply chain management. First, as already mentioned, it's decentralised. Instead of a single ledger recording transactions, the ledger is distributed over a network of nodes, each keeping a copy of the recorded transaction. This means that anyone with appropriate permissions can log into the ledger and view changes in real-time, regardless of where they occur.

Second, transactions on the Blockchain cannot be hidden or manipulated. To be verified, everything entered in the ledger requires network consensus. It must be recorded in the same way on each ledger. As a result, deleting or altering items creates a record of when and by whom it was erased throughout the whole network.

This combination of a distributed methodology and "always-on" recordkeeping is what supply chain managers require to transform complexity into transparency. Transparency refers to identifying an item in the supply chain and determining where it is, has gone, and will go next.

Controlled visibility

Blockchain's unique qualities address the inherent blind spots in today's supply chains. The distributed approach of Blockchain, for example, reduces the time delay between something happening in the supply chain and the system updating the state. Just think of the opportunity to unlock value-chain financing if inventory and financial information are updated in real-time. Everyone with the appropriate permissions may see exactly where the unit of value is. As a result, comprehensive transparency into transactions between retailers, suppliers, and financiers is possible for the first time.

This improves coordination and streamlines interactions between parties, while the inability to tamper with the information increases trust. For this reason, Walmart, the largest retail company globally, sent out a letter in 2020 urging their suppliers to track their products using Blockchain. According to the statement, tracking down essential data from many sources is exceedingly time-consuming using the old paper-based technique of gathering information used at many farms, packing houses, and warehouses.

The concept of food traceability was tested within Walmart in 2016 when a team was asked to track down the origins of a bag of sliced mangoes. It took them six days, 18 hours, and 26 minutes to complete the task. Even though all of the data was available, getting to the information took a lengthy time.

Walmart can now monitor mangoes held in its US stores within 2.2 seconds or as they would refer to it at the speed of thought.

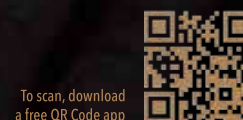
A new way of working

Blockchain technology can provide a version of the truth in the agri-food system, allowing the production process to be trusted, traceable and transparent. While it does not solve farm data problems on its own, it can be a powerful catalyst for new ways of working, allowing for greater accountability and consensus, and providing a single view of the animal's value in real-time for bankers, growers and traders. ■

SERVICE EXCELLENCE

At BKB we value the importance of trust. Trusting that the rains will return and that the land will produce for those who nurture it. Knowing that trust cannot be bought, but rather earned over time through our actions and our commitment to you, through the good times and bad. We take pride in the relationships we have built with generations of clients, each underpinned by integrity and bound through a look in the eye and the shake of a hand.

WWW.BKB.CO.ZA



To scan, download a free QR Code app

#SustainabilitySynergised

PEOPLE | PLANET | PROFIT

SERVICE EXCELLENCE | ENTREPRENEURSHIP | EARNINGS | EMPLOYEES | ENVIRONMENT

#IntegrityIntegrated



A BETTER LIFE FOR ALL



KANTELPUNT POLITIEK IN

Prof André Duvenhage

Die afgelope paar jaar staan in die teken van radikale verandering in die Suid-Afrikaanse politiek. Myns insiens het ons reeds 'n kantelpunt bereik, wat dui op die einde van 'n bepaalde bedeling en waarskynlik ook 'n groter historiese tydperk. Hierdie kantelpunt is gemotiveer deur talle veranderlikes, waaronder die omvangryke inploffing van die staat en strukture van die staat, met inbegrip van semi-staatsinstellings; gebrekkige ekonomiese groei en 'n krimpende belastingbasis, asook toenemende sosiaal-maatskaplike vraagstukke soos armoede, werkloosheid, 'n groterwordende gaping tussen ryk en arm, toenemende misdaad, en 'n verslegtende veiligheidsituasie. Ten opsigte van laasgenoemde was die geweld van Julie 2021 ongekend in die periode sedert 1994. Bykans 300 mense is gedood en skade ter waarde van R50 miljard is aangerig. Dit skilder geensins 'n rooskleurige prentjie van die situasie waarin die groter politieke en staatkundige bedeling homself tans bevind nie.

Ongeag bogenoemde uitdagings was die landbousektor die afgelope paar jaar 'n baken van hoop, en het veral ekonomies tot stabiliteit in 'n groter omgewing van onstabiliteit bygedra. (Die oormatige hoeveelhede reën aan die begin van die jaar in veral die graanproduserende dele kan hierdie stand van sake egter drasties verander!)

Die jaar 2022 gaan nietemin die jaar van die ANC wees, ondanks bogenoemde faktore en sonder om die belangrikheid daarvan gering te skat. Dit mag selfs 'n maak of breek jaar wees vir 'n organisasie wat reeds meer as 110 jaar lank bestaan. Die organisasie word gekenmerk deur faksiegevegte oor diepliggende kwessies; endemiese korrupsie waarby 'n meerderheid van ANC-lede in bestuursposisies direk of indirek geïmpliseer word; ernstige organisatoriese en finansiële uitdagings, asook onsekerheid oor hoe die land vorentoe bestuur moet word. Met die onlangse plaaslike verkiesings het die ANC vir die eerste keer sedert 1994 'n minderheid steun (nasionaal gesproke) ontvang, en rooi ligte flimmer vir die organisasie ten opsigte van die 2024 nasionale en provinsiale verkiesings. Wat 2022 bepalend belangrik maak, is die feit dat dit die jaar van die Nasionale Konferensie van die ANC is. Die interne konflik en politieke energie is tans aan die oplaai, en gaan ongetwyfeld bydra tot patrone van politieke konflik en onstabiliteit. Die volgende is in hierdie opsig belangrik:

1 Die verdeeldheid binne die ANC (wat sedert veral die 2017-konferensie ontwikkel het) verhewig tans tot nuwe dieptes van verskille, en die posisie van Cyril Ramaphosa as leier gaan beslis uitgedaag word.

2 Die Ramaphosa-leierskap en -prestaties word tans van binne en buite die ANC bevraagteken en dis geen uitgemaakte saak dat hy hierdie politieke stryd gaan oorleef nie – volgens my oordeel is dit reeds 'n 50/50-situasie!

3 Organisasories moet die instelling vernuwe en aangepas word om te oorleef, maar groot weerstand bestaan van binne die organisasie en vanuit die familie van organisasies voorgehou as die breë kerk van die ANC.

4 Die organisasie is vasgevang in 'n ernstige finansiële knyp tang en kan nie die salarisse van Luthuli-huis se personeel betaal nie. Verder het die instelling ook verskeie organisatoriese uitdagings op talle vlakke.

6 Staatkundige, ekonomiese en maatskaplike uitdagings wat nie doeltreffend deur die ANC-leierskap aangepak word nie, is besig om sy tol by die stembus te eis, soos die 2021 plaaslike verkiesingsuitslae by uitstek bewys het.

7 Die ANC raak toenemend 'n organisasie met 'n verouderde en uitgediende politieke ideologie, maar weerstand teen vernuwing lei tot toenemende konflik en selfs geweld binne die instelling.

8 Die ANC onderhou histories 'n kultuur wat met misdadigheid geassosieer kan word, wat reeds voor 1994 prominent was en wat na 1994 polities geïnstitusioneel is. Talle belangegroepes en netwerke wat hieruit voordeel trek sal kriminele geweld gebruik om hul posisies te handhaaf en selfs te versterk. Hierdie kultuur kom tans sterker na die oppervlak en blyk uit gebeure soos die Julie 2021-geweldpleging, die brand by die parlamentsgebou, die sabotasie van kragstasies, en die diefstal van kables en infrastruktuur.

5 Die toepassing/uitvoering van die bevindinge van die Zondo-kommissie gaan die organisasie in 'n krisis van ongekeende omvang dompel. (Die IRR verbind 80-90% van die NUK-lede van die ANC direk of indirek met korrupsie en staatskapingspraktyke, en Ramaphosa word ook geïmpliseer.)

9 Die deurvoer van populistiese beleidsrigtings (soos 'n basiese inkomstetoelaag; die beoogde wysiging van artikel 25 van die grondwet, en voorstelle ten opsigte van die nasionalisering van ander instellings), voor die beplande beleidskonferensie in Mei/Junie 2022. Dit kan verdere spanning en dinamika meebring wat heelwat verder as net die ANC kan uitkring, en die regering, owerheidsinstellings en die staat kan beïnvloed.→

SUID-AFRIKA

2022

Die lys van faktore sou waarskynlik uitgebrei kon word, maar dié wat hier bo genoem is, beklemtoon die aard en omvang van die huidige problematiek waarmee die ANC as organisasie te make het, en die verreikende implikasies hiervan vir die regering, owerheidsinstellings en selfs die staat. Wat kan voortspruitend hieruit verwag word?

SCENARIO 1:

Die Ramaphosa-groepering behou die mag, pas die Zondo-kommissie se bevindings selektief toe (om sekere ANC-lede te beskerm); die ANC word hervorm, en die heropbou van politieke en diensleweringinstellings van die staat en korporatiewe bedeling vind plaas. Geweld en onstabiliteit sal deel van hierdie scenario wees, aangesien die koalisie van die korruptes ernstig weerstand gaan bied en hulle tot kriminaliteit, politieke geweld en onstabiliteit gaan wend. Vorme hiervan is reeds in Julie 2021 waargeneem en word vermoed ten opsigte van ESKOM-sabotasies, die brande by die parlementsgebou, asook by die Waterkloof lugmagbasis. (Die tydsberekening van sommige van hierdie dade is net te goed om bloot toevallig te wees, of om as gevolg van swak instandhouding verklaar te kan word.) Hierdie is die beste-saak scenario!

SCENARIO 3:

Die ANC slaag nie daarin om 'n behoorlike en legitieme proses vir leierskapverkiesing daar te stel nie en die Nasionale Konferensie verval in konflik en chaos, sonder om legitieme leierskap aan te wys. (Ek het geen twyfel dat dit 'n strategie gaan wees van veral die RET-groep, indien hulle die leierskapstryd sou verloor, of moontlik sou voorsien dat dit gaan gebeur nie.) Daar heers reeds ernstige konflik binne die strukture van die ANC in provinsies en op die onderskeie vlakke van bestuur (tak- en distriksvlak); hofuitsprake teen die aanwysing van verkeerde verteenwoordigers is te wagte; faksiegevegte en konflik heers op laer vlakke wat verkiesings onmoontlik gemaak het, en die skepping van spook-takke en so meer kan aan die lig kom. Organisasories is die ANC besig om uitmekaar te val en die moontlikheid dat die konferensie kan misluk, kan nie bloot geïgnoreer word nie. Hou in gedagte dat daar in vier provinsies, naamlik die Vrystaat, Noordwes, Mpumalanga en die Wes-Kaap, as gevolg van interne konflikte en organisatoriese uitdagings, nog geen demokraties verkose leierskap aangewys kon word nie – boonop minder as 'n jaar voor die Nasionale Konferensie! (Daar word tans beplan om hierdie verkiesings betyds gehou te kry, en in Noordwes is ten minste drie groepe reeds gemobiliseer vir die stryd.) Die implikasies hiervan is verreikend en kan 'n groot impak hê op nie net die ANC nie, maar ook die groter politieke stelsel. Vorme van konflik en toenemende geweld, selfs erger as in scenario 2 genoem, is 'n moontlikheid. Hierdie is 'n baie ongunstige scenario, wat selfs groter risiko's inhou as die vorige scenario, nie net vir die ANC en regering nie, maar vir die groter konstitusionele demokrasie en die waardestelsel daardeur geïmpliseer. Ramaphosa het in die onlangse ANC Lekgotla hierna verwys.

SCENARIO 2:

Ramaphosa verloor die leierskapstryd (soortgelyk aan hoe Mbeki teen Zuma by Polokwane verloor het), en 'n leierskap kom tot stand wat die koalisie van die korruptes (lees RET-faksie; elites wat in onguns verval het; die EFF, en Swartmaggroepe) gunstig gesind gaan wees. Die Zondo-kommissie word tot niet gemaak en populistiese beleidsrigtings word geïmplementeer. Binne hierdie scenario sal die ANC waarskynlik wegskeur van die Ramaphosa-groep, wat in nuwe alliansies opgeneem kan word, met verreikende implikasies vir die 2024-verkiesing. Hierdie is 'n gevaarlike scenario met hoë risiko's vir alle Suid-Afrikaners, asook vir die landbousektor.

SCENARIO 4:

Dit behels omvangryke kompromieë binne die ANC in die aanloop tot die konferensie, met as doel die behoud van mag deur die ANC en die beskerming van die belange van die kaders. Dit sou onder meer beteken dat Cyril Ramaphosa die mag behou, maar talle toegewings maak: Ace Magashule en andere se posisies kan byvoorbeeld herstel word; Zuma gaan nie meer tronk toe nie, en die Zondo-kommissie word 'n tweede Seriti-kommissie. Die uitkoms hiervan sal in wese die einde van konstitusionele demokrasie in Suid-Afrika beteken. Dit is nie volhoubaar as besluitnemingsraamwerk nie en kan oor die medium termyn verreikende politieke, ekonomiese en maatskaplike implikasies vir Suid-Afrika inhou. Hantering van probleme word bloot uitgestel, wat vorentoe met mag en krag op die ANC sal neerdaal.

Soms is 'n dag in die politiek lank, en kan binne 'n week meer gebeur as in 'n dekade. Wat baie duidelik is, is dat 2022 'n jaar vol verrassings en uitdagings gaan wees. Dit mag 'n bepalende jaar wees vir die groter politieke bedeling, en selfs die einde van 'n tydperk inlui. Ek is nie oortuig dat die ANC oor die vermoë beskik om hulself te kan hervorm soortgelyk aan wat FW de Klerk en andere ten opsigte van die ou NP gedoen het nie. Dat verandering onafwendbaar is, is noodwendig, en dat die ANC nie gereed hiervoor is nie, is eweneens waar. Die moeilike weg, naamlik die pad van intense en fundamentele hervorming, is onafwendbaar indien Suid-Afrikaners 'n scenario van uiterste konflik en geweld wil verhoed. 2022 sal die antwoorde hierop kan verskaf.

Die toekoms van Suid-Afrika se konstitusionele demokrasie sal moontlik fundamenteel bepaal word deur wat in 2022 binne die ANC uitspeel.

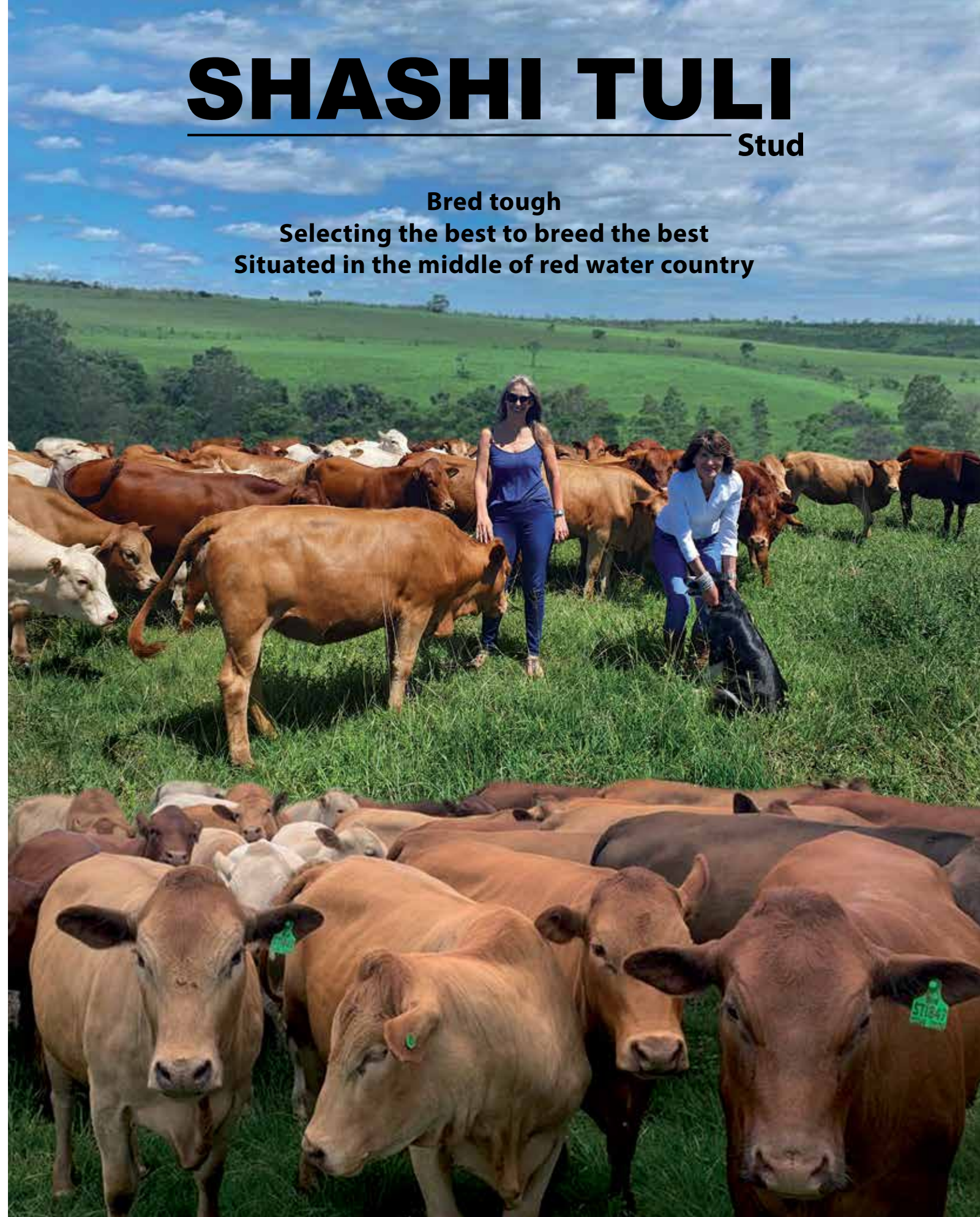
Maak dus maar die sitplekgordels vas, hef aan lê nog voor! ■

André Duvenhage is 'n Navorsingsprofessor aan die NWU Besigheidskool (Potchefstroom); 'n politieke wetenskaplike, en spesialiseer in die veld van politieke verandering met as toepassing die Suid-Afrikaanse verband. Hy is 'n bekende in media- en joernalistieke kringe en word dikwels as politieke kommentator gehoor. Hy is reeds meer as 35 jaar verbonde aan akademiese instellings soos die UFS en die NWU. Sy groot belangstelling is die toekoms, en hy werk ook in die veld van scenario-ontledings.

SHASHI TULI

Stud

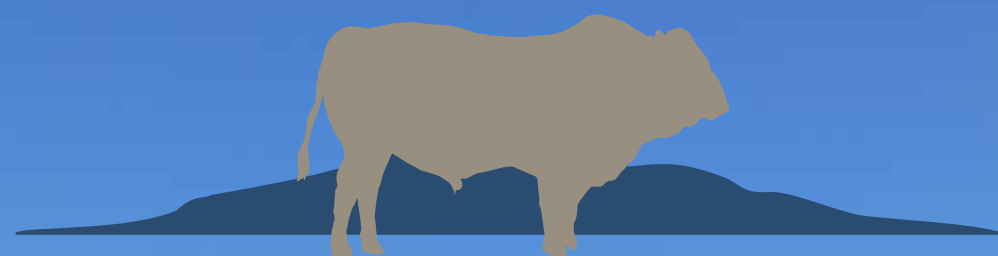
Bred tough
Selecting the best to breed the best
Situated in the middle of red water country



Margih@redalert.co.za | Russelkruger@gmail.com | Joannek@redalert.co.za

📍 Farm 33, Macleantown, East London

www.shashitulistud.co.za



ORANGEVIEW

Tuli Stud



Suffolk Farm Hopetown District Northern Cape

Contact Willem Pretorius at 083 226 5862 / willemoranj20@gmail.com

FINANCIAL PLANNING in *Uncertainty*

Dawie Maree

Head of Information and Marketing at FNB Agriculture



Owning and breeding animals, whether it is in stud or in a commercial herd, is one of many opportunities' farmers have to create to increase welfare, while contributing towards economic growth and food security in the country. But with these opportunities comes uncertainties.

The last couple of years were characterised by a lot of political and economic uncertainty, locally and internationally. Farmers need to deal with political issues that they have very little control over as well as economic realities that emanate from global circumstances.

Furthermore, they need to face the consequences of climate change and weather volatility. The challenge is that uncertainty over the medium term is here to stay, whether it is of political, economic or climatic nature. The question however is, how will farmers and businesses cope with and plan for these uncertainties, and associated risks. The reality is that we can plan for some challenges, however we need to ride out others.

Financial planning in these uncertain times becomes even more crucial, but it is essential that we first define financial planning.

Financial planning is not just about going on pension or budgeting for buying new equipment.

It is rather an ongoing process to help you make sensible decisions in order to achieve your goals in life. It is ongoing management of your financial position. A good financial plan will help you to negotiate the ups and downs in the market. However, one should not panic and remember that financial planning is based on long term assumptions and goals. It is also a guide to help you to determine where you are currently, where you want to be and how to get there – it's kind of a roadmap to financial satisfaction.

A good financial plan will not only address your current investments. The plan should look at all the pieces of the financial puzzle such as:

- Retirement planning,
- Estate planning,
- Business planning,
- Budgeting (for your farm business and personal life),
- Cash flow management,
- Savings,
- Tax management,
- Life insurance and so forth.

South Africans can become extremely unsettled with the ups and downs of the market, the volatility of the exchange rate and the see-saw of commodity prices. In recent times, it has become increasingly difficult to make informed decisions on what one should do with their extra money, should you be so lucky to have some available.

Everyone seems to have an opinion; friends, neighbours and family will try to give you advice on how to go about planning for the future. But it is always better to get professional advice in this case.

Many people and especially within the farming community often resist creating a financial plan because it seems like too much trouble and something one really does when they plan for retirement. That is only until they find themselves in a crisis situation, like the recent disaster droughts or other natural disasters in the country. That being said, it is never too late or even too early to start planning.→

Some key questions to ask when conducting financial planning include:

- ✓ What are your investment goals? Are you saving for long term purposes, e.g., retirement or are they rather medium- and short-term investments?
- ✓ How much money do you have available to invest?
- ✓ How long will you keep the funds invested? And can you add to your investments regularly? Will you need to call up on some of the investments at some stage?
- ✓ What is your risk tolerance?
- ✓ Do you have a long-term business strategy for your farm?
- ✓ Is your business structure (e.g., trust, private company) in place to ensure that the business will continue no matter what happens to you as the business owner?
- ✓ Is your estate planning up to date?

People are vital for the success of your farming business and the loss your farm would suffer should a “key” individual, whether it is you or one of your managers, die or become permanently disabled may be substantial, to such an extent that it might threaten the continuity of the farming operation.

The answers to these and other important questions are the starting points for financial planning. The next steps will then be to identify the gaps in your financial plan, whether it is in investments, retirement planning, estate planning or even insurance, and take corrective actions. One specific gap that is very prevalent in business and farming especially is the lack of key-man insurance.

People are vital for the success of your farming business and the loss your farm would suffer should a “key” individual, whether it is you or one of your managers, die or become permanently disabled may be substantial, to such an extent that it might threaten the continuity of the farming operation. Most of these solutions provide a lump sum but other solutions are also available that provide monthly pay-outs in the event of temporary disability, in order to cover some or all of the regular

running costs of the farm. Most financial institutions do provide key-man insurance and given the current environment; it might be a good idea to consider this type of insurance.

Whether you choose to create your own financial plan or seek the help of a professional, having a plan in place can help ensure that your investment decisions are the right ones for you. Markets go up and markets go down, but good planning can help you take control of your finances. Even though we may not be able to eliminate all uncertainty in life, we can make financial plans using as much good information as we can gather to mitigate the effects of all the uncertainty. Sound financial planning and sensible decisions during periods of fortune will put you in a much better position during periods of difficulty. ■

Sound financial planning and sensible decisions during periods of fortune will put you in a much better position during periods of difficulty.

Photo: Amelia Tulis

NUTRI FEEDS

Die Formule Vir Sukses

**WAT JY OP JOU PLAAS
VOER, VOED JOU
BESIGHEID.**



SCAN HIER
vir 'n **TEGNIËSE**
ADVISEUR in jou area!



CBH COUNTRY BIRD
HOUTBOUERS



018 011 8888



www.nutrifeeds.co.za



Foto Krediet: Amelia Tulis; Ganna Tulis;
Glen Heath Tulis; Gouwsberg Tulis
Nutri Tub Proteien (V 14994), Nutri Lek Winterbreker 32 (V 3342),
Nutri Lek Winter 40 (V 17401).
Versyds na produkietiket vir volledige gebruiksaarwysings
en waarskuwings.

CATTLE FOR SALE

Directly from the farm

Gouwsberg
Est. 1996
Tuli Stud



Visit our website for a full gallery of our cattle

www.gouwsbergtulis.co.za

Werner Gouws

S 082 853 4483

E werner@gouwsberg.co.za

f Gouwsberg Tuli Stud

📍 Bronkhorstspuit