



NATIONAL ASSOCIATION OF DAIRY FARMERS AND CATTLE PRODUCERS' ASSOCIATION

APRIL 3 ~ 2011

Dear Member, Stakeholder and Supplier,

**NADF HAS AUTOMATIC SYRINGES ON SALE FOR \$100 PER KIT ON A
FIRST COME, FIRST SERVED BASIS TO NADF MEMBERS ONLY.
THESE ARE ALSO AVAILABLE TO BEEF FARMERS, BUT THEY MUST NOTE THAT
THEY WILL BE REQUIRED TO MAKE PAYMENT OF A LEVY TO NADF PRIOR TO PURCHASE OF
SYRINGES IN RESPECT OF THE CATTLE PRODUCERS' ASSOCIATION.**

Here is an update of the tour of regional meetings that Rachel and I attended recently. First of all thanks to Debbie for doing most of the back ground work including sorting all our accommodation. We started with the Mash A meeting at the NADF offices in Harare. Credit to Talfan for achieving the best attended meeting we have seen in Mash A for many years.

On the road we started with Chipinge on Monday the 28th where all members attended. The following morning we met in Mutare at the Club which was very well attended. Tuesday afternoon we drove across to Gweru. Wednesday morning we met at the Gweru show grounds with a full house. After lunch off to Bulawayo for the meeting at the Trade Fair the following morning which was a lively, well attended meeting. Then Wednesday the 6th we finished off with Mash B in Beatrice with the best attendance and interaction we have seen in this area for a while.

This was the best attended tour I have done as National Chairman which gave me a real boost to keep working for our members. As your representative getting to interact with you all is vital. Without this interaction we lose focus and motivation. Thank you very much to all those that attended, your compliments, constructive criticism and general feedback were very well received. Our present crop of Regional Chairmen are a motivated bunch who all make a special effort to get farmers to the meetings and ensure good communications between us.

Rachel did training at all the meetings on Milking procedures and/or tick control in light of the now common resistance to dips. These were well received and we all learnt more than we expected to. I am most grateful to Rachel for her dedication to dairy farming and am glad we have managed to find a way of keeping her gainfully employed in the industry.

I took this opportunity to give members an overview of the IDF (International Dairy Federation) conference that Rob and I attended in New Zealand last year in November. The main highlights for me were the fact that environmental issues are of major concern and there was much talk about carbon foot prints and green house gases. The enormity of the NZ dairy industry and its importance to that countries' economy was impressive. Very encouraging was the fact that the world population is expected to double in the next 40 years. These people are going to need to eat and we are in the food business.

The main reason for me visiting the regions was however to update, get approval and feedback on the plans we have for NADF's future. The questions we had put to ourselves were as follows.

1. NADF's future – what will the future hold and what will NADF be in that future?
2. What is the role of the NADF?
3. Do the farmers want us and, if so, what do they want from us?
4. Are we too reliant on Donors and, if so, should we be?
5. How successful are we at integrating large and small scale dairy and should we be doing this?
6. Should we retain a link with the CFU?
7. Is NADF an "elitist" organisation looking after a few farmers?
8. Is NADF's capacity well known to the industry and donors?
9. Are staff goals and ambitions the same as those of the NADF and clear?
10. What skills do we need in the future?

11. Does NADF need restructuring and if so, how?
12. Do we need to change the constitution and if so how?
13. How do we deal with the decline in member loyalty?

We came up with this basic VISION AND MISSION :

1. Aspire to contributing to food/nutrient security and job creation in Zimbabwe.
2. A self-funded, independent, one stop-shop for dairy farmers operating from 'own space'.
3. A member-driven dairy-producers association, providing defined services to all paid-up members, large or small.
4. A source of rich information (knowledge-base) and providing skills transfers to farmers, and advice to Government, Investors and the Public.

And agreed we want to achieve the following goals :

1. Improve the viability of dairy business, increasing production, attracting investment, promoting dairy products and pushing for a conducive environment.
2. Improving the value-chain effectiveness, the return to farmers, access to inputs (capital, feed, genes, veterinary products) and access to vibrant markets.
3. Increasing membership of the NADF, membership revenues, and the quality and relevance of services (knowledge, information and skills) to a broader range of members.

Our Strategies and milestones to achieve this are as follows :

STRATEGY	MILESTONES/TRACKING CHANGE	KEY ACTIONS
1. Lobbying for change and marketing NADF.	Policy change, attitude change, new industry structures (Commodity Council and AMA linkages), short terms funds membership numbers, political capital, increase in demand for milk and services	<ol style="list-style-type: none"> 1. Develop and present dairy industry position paper and NADF capacity statement. 2. Review constitution, structure, incentives and membership 3. Attend key national and regional events and seek assistance with marketing NADF.
2. Build Smallholder dairy capacity.	Increase in production volumes, membership increase, political capital increase	<ol style="list-style-type: none"> 1. Develop NADF farmer extension service 2. Attract investment (Donors for next 3 – 4 years, commercial micro-finance thereafter) 3. Utilize NADF member expertise to support growth.
3. Improve NADF service to paid-up members	Member satisfaction, member numbers and diversity, investment through NADF (diversity of funding), stakeholder interest.	<ol style="list-style-type: none"> 1. Build better databases 2. Develop better communication and information channels. 3. Develop smarter training services, and ensure better team effectiveness.

From the regional meetings it was noted that we had omitted any plans for research and I agree this needs to be in our medium term plans but will be dependent on funding.

I am personally excited that we have a clear way forward and am confident that should she be elected as National Chairman, Veneka Bwerinofa is the right person to take NADF to where we want it. I plan to keep working with NADF and will put my name up for election as a National Member. I plan to continue to work with the farmers' unions to set up a national agricultural commodities council. It is my hope that NADF will pilot the project to set up a commodity association that has linkages with all the farmers unions but is independent. This I believe will enable us to truly represent and serve all dairy farmers.

Thanks again for the hospitality we received in each area and I look forward to seeing you all at our AGM. The plan this year is to hold our AGM as a one day event in Harare so that we can all attend. Debbie will be sending out details soon.

LIVESTOCK INFORMATION

We have in stock and available at our offices at present :

Animal Foods of Central Africa Technical Handbook @ US\$10,00 each

Stock Registers @ US\$5,00 each

Dairy Milk Records of Individual Cows for One Month Register @ US\$5,00 each

Recommended Guide to Good Dairy Farming Practices @ \$2.00 each

Dairy Handbooks @ US\$40,00 each

Cattle Producers' Association Beef Production Manual @ US\$40,00 each

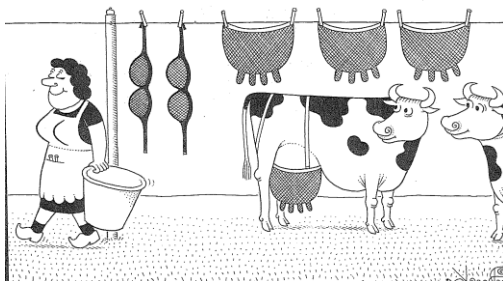
Go Green Mastitis Mint @ \$10.00 per bottle

Should you be interested in purchasing any of the above items, please call at Commercial Farmers Union, Agriculture House and see Debbie Mylroie.

FEED PRICES

PRICES ARE IN US\$	Agrifoods procurement@agrifoods.co.zw 756101-5 0772 726 902	Croplink bridgetm@croplink.co.zw 443258 490818/9/0	Ice Feeds icefeed@zol.co.zw W 2921137 0773 273 399	Surface Investments mauricechinyani@gmail.com 0712 875 800 0774 640 794	Olivine Harare jmushangari@olivine.co.zw 369390/1/2/4	United Refineries Bulawayo hcharumbira@url.co.zw
Cotton Cake		\$230	\$220 p/t	-	-	
Cotton Seed Meal		-	\$390 p/t	38% minimum CP \$390/t	\$410 p/t when available	
Whole Cotton		-	-	-	-	
Cotton Hulls		-	\$30 p/t	\$30/t	\$30 p/	
Soya Bean Meal		\$750	\$950 p/t	\$750/t	\$680 p/t when they last had product	
Wheat Bran		\$165	\$160 p/t	-	-	
Maize Bran		\$115	\$160 p/t	-	-	
Coarse Salt		-	\$170	-	-	
Sunflower Meal		-	\$180 p/t	-	-	
Molasses		-	\$130	-	-	
NOTES						

CROP LINK also advise that they have the following : White maize \$250, Yellow maize \$230, Soyabeans \$475 all delivered to Northern products. \$500 delivered to Harare. Wheat \$475, Popcorn \$600, Groundnuts \$800, Sugarbeans \$800. The above are the prices they pay p/t delivered at seller's cost to their nominated buyer's depot. A commission of 1.5% will be deducted by Croplink. They also sell Refined roller meal \$5 per 10 kg and Rollar meal \$4 per \$10 kg. These are collected Harare price, transport is for the buyer's cost from their nominated depots.



LOBBYING FOR SUPPORT FOR THE DAIRY INDUSTRY?

Yours faithfully

**A KIRK
CHAIRMAN
NATIONAL ASSOCIATION OF DAIRY FARMERS**