

23rd September 2011

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EXECUTIVE NEWS

This week we remembered two of our farmers who were recently so brutally and suddenly taken away from their families. Both memorial services were well attended by many of their fellow farmers and families who came to remember them and to bid them farewell.

With this came the news from Mazvikadei that there have been three arrests following the murder of Mr Keith Nicholson last week. Two had been shot in the incident, one fatally with his body being discovered next morning close to the scene. Only one of the four is still at large and unaccounted for.

Following each of the recent murder we made passionate appeals to Government to intervene and to stop the lawlessness so that we can immediately work together to stop the conflict, chaos and underutilisation of agricultural land so we can find a lasting solution to bring back agricultural production to our country again.

Although we are very grateful that at last the current problems in a number of our conservancies has finally been brought to Parliament we desperately need to see some immediate action and changes to the situation before it is too late. So much damage has already been done to the agriculture and the wildlife industries that we need to somehow, urgently put the brakes on and call the requested moratorium immediately so we can all move forward to redevelop a vital industry, which is, after all, the very foundation on which our nation is built.

The start of the season is already upon us and unless the requisite stability, security and confidence in investment is created soon the harvest predictions will be extremely gloomy.

Apart from the ongoing crisis in the wildlife industry in the lowveld one of our premier horticultural producers and 5 members of his staff were incarcerated over the weekend. During their successful bail application on Monday afternoon their lawyer criticised, what he called, "the alleged overzealous action of certain police officers that allegedly acted on the orders of a politician".

The farmer himself has only recently successfully defended his prosecution under the Gazetted Land (Consequential Provisions) Act in Court where he was authorised to continue farming, which of course adversely affected the holder of an alleged offer letter and which is suspected of being behind the subsequent incarceration of the farmer and his employees.

As is the two aforementioned incidents were not enough to curtail investment confidence we note that three industrial and business stands in Chiredzi, two of which are owned by local farmers, have been jambanjaed and occupied by party youth. The property owners had to make several representations to the authorities for the limited assistance they eventually received.

At this time of year when, as farmers, we should be anticipating the new season with renewed energy and vision we can only appeal to the powers that be to get together and work with us to map out a lasting strategy before it is too late and another season is missed.

The continuing case by South African farmers in Zimbabwe has recently been heard in the South African Courts as described in the newspaper article below:

"Zim can fight farmers ruling

<http://www.citizen.co.za>

Although a costs order of less than R200 000 was at stake, Judge Claassen said the case was important as it involved various issues in international relations.

15 September 2011 | ILSE DE LANGE

The Zimbabwe government was yesterday given leave to appeal against a North Gauteng High

Court ruling in favour of dispossessed Zimbabwean farmers, despite being accused of coming to court with "hands dripping in blood".

Judge Roger Claassen, who earlier refused the Zimbabwe government's application to set aside three rulings in favour of the farmers, yesterday granted that government leave to appeal to the Supreme Court of Appeal against his ruling.

Although a costs order of less than R200 000 was at stake, Judge Claassen said the case was important as it involved various issues regarding international relations.

He said it was possible that a higher court could have a different take on the issues. Willie Spies argued on behalf of civil rights organisation AfriForum, which assisted three of the dispossessed farmers, that the Zimbabwe government did not come to court with clean hands, but "with hands dripping with the blood of people who were being actively persecuted". He said one of the farmers involved, Mike Campbell, had already died as a result of the injuries he sustained.

Spies pointed out that numerous judges in various courts had already ruled in favour of the farmers, adding that it was unlikely that the Appeal Court would intervene in a case revolving around a cost order of less than R200 000.

Judge Claassen ruled in favour of the farmers in June this year that writs issued by the court for the seizure of Zimbabwean assets in South Africa could not be attacked on any grounds.

He also ruled that the High Court had the jurisdiction to register rulings by a Southern African Development Community Tribunal that Zimbabwe's land reform programme was racist and unlawful and that the farmers should have been compensated for their losses.

AfriForum assisted three of the dispossessed farmers, Louis Fick, Richard Etheredge and the late Mike Campbell, to have the SADC ruling registered in a South African court and seize local properties owned by the Zimbabwean government."

Marketing and PR Initiatives.

At your Union our own plans are all coming together and there is a hive of activity at the moment with some exciting new changes and projects in the offing.

One of these features, which is being developed, is mass communication by cellphone technology through which we will start communicating with you all through this medium very soon. As the system is developed we will get to know your personal needs and requirements so that at the touch of a button we can provide a better service to those who require.

The first test message was sent out yesterday to test the system using some of the cell phone numbers which we have available to us. Do not try to reply to the number as it is sent by computer and not a cell phone so it will not be received. However, we will need your assistance by responding when requested and also to please let us know when you have either changed your number or also recently acquired a new phone. You may respond to mashc@cfuzim.org as we perfect the use of this new system the opportunity and uses are boundless.

In another development we are working closely with the Financial Gazette in which we are placing a weekly insert of crop and livestock prices etc. In addition to this we are expanding the distribution of our popular CFU Classified by also distributing them weekly in the Financial Gazette who have a distribution of about 10,000 newspapers in Harare alone and 20 000 countrywide. Initially they will be a loose leaf in the Harare distribution so this wider distribution will give advertisers a much wider spread than merely distributing on our email list and website.

We will however, be examining our advertising costs which would obviously move upwards slightly to cover the additional costs of distribution. It is still our intention to be the most competitive in this

field to ensure that it still pays to advertise in CFU Classified. If you have something to sell or buy why not give us a try? You won't be disappointed.

The Farmers' Compensation.

On the issue of compensation please be assured that your Union is constantly pursuing the matter and continuing to raise up and keep an awareness of this extremely important matter in all quarters. Although it is not happening quick enough as many people so desperately need we urge you to please be patient and to work through your Union and not to fall victim of opportunists who may be making promises, which as far as we are aware cannot be fulfilled by Government at this stage because their budget is empty. Rather keep in touch with us and check up before handing any money over to such people unnecessarily.

The Malawi Opportunity.

The Union has been contacted and requested to notify farmers that there are 102 farm leases of properties in Malawi, which are currently going concerns, which are still operating. They are from deceased estates with lease periods varying from 22 years up to 65 years. Crops currently being grown on the properties are mainly tobacco although a few are involved in forestry, one in cashew nuts and one under maize. Any farmers who may be interested they should contact Ben Gilpin.

Publications.

We are still waiting for the publication of the latest AgriZim Magazine and must apologise for constantly misleading you on when it will be available for collection. The latest problem at the printers is they are waiting for a consignment of the paper used on the cover of the magazine so we are now actually not at all sure when to expect the completed magazine.

The following newsletter has unfortunately belatedly been sent out with our profoma invoices for CFU Annual Subscriptions:

"We are now well into 2011 and I hope that you and your family are experiencing a much better year than in the past few years.

With the onset of our new licensing year, we are still faced by many difficult challenges.

The uncertain future of commercial agriculture is perhaps the most troublesome problem that we have to deal with. Although certain quarters within the country still insist that the Union is irrelevant, let me assure you that there is a large majority out there, including the Diplomatic Community, NGOs, civil society and Donors, who constantly remind us that the Union is a highly credible and respected organisation which has the potential to remain at the helm of commercial agriculture in the future. I am also pleased to report that we are starting to experience much better interaction with Government, which has been sadly lacking over the last twelve years. Our talks with them all centre on a way forward proposal for Zimbabwe, which by far the majority fully support.

This is not only important for all of us, but particularly for you, the member. It means that you will be able to be part of that future. I am confident that the time will come when it is recognised that our members can make a very valuable contribution to the well being of Zimbabwe and we are spending a large amount of our energy working to precipitate this realisation. It is therefore very important to keep your organisation intact and functioning to achieve this goal.

The past year has been a difficult one for all of us. Apart from all the problems on the ground, which have continued unabated, there has been the constant worry of what the economy is doing to our pockets. The Union is in exactly the same predicament. Operating costs have skyrocketed and income has decreased. This is mainly because of the reduced membership and the decline in agricultural production. However, I am happy to inform you that expenditure has been well contained even in these circumstances, although it has been very difficult to maintain our budget. I am sure you are experiencing the same problem.

Our staff continue to perform admirably under ever mounting pressures - capacity constraints, financial worries, uncertainty about the future, to name a few. We have made every effort to remunerate them adequately, but this has been challenging with our very low budget.

In an effort to remedy this we have opened a business section called the Business Chamber, which is mandated to finding other ways of funding the Union. We have so far successfully established Preferential Trading Partnerships, or otherwise known as PTP's, and a Discounters Club Card, which provides discounts to anybody from a diverse and wide range of close to 500 companies throughout Zimbabwe.

Similarly, our elected leadership being the President, Vice President and Councillors, have worked under extreme pressure to find a solution for all categories of farmers. Those seeking compensation and welfare, or those wishing to either continue or go back to farming, has been a priority for them. To this end a DVD on The Way Forward has been produced and is receiving enormous support.

The objective of this letter is to appeal to you as a member, for your active participation in your Union and to encourage you to continue contributing through your kind payment of your annual license fee. The Union is in the process of sending out the Proforma Invoices to this affect. For those who have not yet paid any fees, we ask you to come forward and make your payment as the more people that pay the less the amount required per individual would be.

To remind members the annual license fees past at Congress this year is:

Operating farmers - \$600.00

Non-Operating farmers under the age of 70 years and who are not deriving any income from any agricultural activity - \$100.00

Non-Operating farmers over the age of 70 years and who also do not derive any income from any agricultural activity - \$20.00

Corporate/Associate - \$1200.00. These are mainly your big operating companies like Delta, Dairyboard etc., to name a few.

If you are over 70 and fortunate to still be farming the full fee of \$600 is applicable.

Regrettably there are no discounts offered.

Lastly, I would like to take this opportunity to remind members that there is a special dispensation for members who cannot afford the licence fees, as indicated. If you should fall into this category, we urge you to either write a confidential letter addressed to the Director, or have a quiet word with one of our regional representatives, stating your current situation and either applying for a reduced fee or indicating what you are able to pay.

You may ask what benefits you receive from being a member of the Union. Let me assure you, there are plenty. The Union continues to find a way forward for all its members, farming or non-farming, in terms of compensation, litigation, support, communications, better service, and a dedicated staff component, to name but a few. For a longer list on what your Union offers, check on our website www.cfuzim.org under Membership Benefits – Brochure on CFU Activities.

Finally, I take this opportunity to sincerely thank you for your continued support of your Union and its structures. If there are any queries which you would like to raise, please do not hesitate to make contact with your Regional or Commodity Executives. You are also most welcome to contact your Union directly as our doors are always open.

Unity is strength.

Yours sincerely

Hendrik Olivier

CHIEF EXECUTIVE OFFICER
COMMERCIAL FARMERS' UNION

Statutory Instrument 111 of 2011

Collective Bargaining Agreement: leather, Skins, Footwear, Sports Equipment and Travel Goods Manufacturing Industries.

We make those farmers, who may have ventured into any of the above industries, aware of the above collective bargaining agreement, which was published in the Government Gazette of 16 September 2011. It covers the wages from 1 January 2011 to 31 December 2011. We have a copy at your Union.

Finance Act, 2011 No. 8

The above Act was also published in the Government Gazette dated 16 September 2011 which covers a number of amendments, which would be best interpreted by your accountants as it mostly refers to changes in the Income Tax Act which are beyond our scope of interest.

This week Richard Winkfield came to the Union to say a sad farewell as he will be leaving Zimbabwe to be with his family in New Zealand next week on Tuesday. This will leave a huge void in our industry and community but Angus Guthrie will be continuing with his consultancy business. There are no words to describe the importance of all the incredible and valuable work Richard has done for our industry but the mark he has left is certainly indelible and in particular the influence he had on the industry, ART Farm and on the CFU.

Although we know that it goes without saying that his incredible work and influence will definitely not be forgotten he and Venetia have made sure of this by the publication of a book which contains over 100 of his very informative and humorous weekly articles which were published in the Farmer Magazine. He has promised that once the book has been printed that a number will be sent to the Union to be sold on his behalf. He has promised to have them on sale before Christmas.

We are really looking forward to reading the book ourselves too as they did such a good job with CG Tracey's "All for Nothing".

We take this opportunity of thanking both Richard and Venetia for their valuable contribution to agriculture, our communities and most of all their friendship. Although the distance will not allow personal contact we will certainly be keeping in touch by email, as soon as they establish a new address. We hope they have a safe trip and are happy in their new life in New Zealand.

Counselling Invitation Reminder.

Riesl Spies will be coming to Zimbabwe during the period 26 - 28 October and will be hosting a ladies day for the pensioners/elderly at which she will have group chats/counselling sessions. Teas and eats will be served. The meetings will be held in Harare and Chinhoyi.

The venue will be advised in the near future. There will no charge.

Please could anyone interested in attending please reply to the Director Hendrik Olivier or Louise O'Connor on e mail address dir2@cfuzim.org or louise@cfuzim.org

The dates of our next few **Open Farmers' Meetings** which will be held at 2.30 pm at the Union's offices are as follows:

Tuesday 4th October 2011

Tuesday 8th November 2011

Tuesday 6th December 2011

Business Chamber (from the desk of Richard Taylor)

Farmers and our expectations for the Afreximbank facility are high. We have not had this sort of opportunity for cropping finance in years and especially since dollarization.

From 2 banks initially and African Century, we are down to 1 bank and African Century. NMB is a seasonal facility at \$20,000,000, with African Century lease hire facility of \$10,000,000 varying from 2 – 3yrs. What needs to be **understood here is that CFU is only the facilitator** in the whole scheme and the final decision as to which loans are accepted or not is up to the Bank and African Century. We will do all we can to help individual farmers in their endeavour to have their loans accepted. As to our ability now to push for a speedier release of these funds, our hands are tied.

This is now between the financier (Afreximbank) and the 2 local players to finalize all the paper work and legal documents. We need to continue to manage our expectations for this facility through patience. Not easy especially in these times with the shortage of liquidity, high costs of what little available money there is, and your need to get busy doing what you know best.

- 1) When is AfreximBank going to transfer the funds to the local financiers? (We will only have a definite time scale towards the end of next week or early the following week, but look at 2 months as a minimum)
- 2) Once the local financiers receive these funds how long before the money is availed to the applicants on approval of their loan facility? (Once we have the time scale this will not be an issue as they will start immediately to process loan applications)
- 3) What is the actual interest rate, +/-10%? (For the seasonal finance facility this will be between 8 and 9%, with the Capex facility coming in at 10%)
- 4) What is the minimum deposit for Capex? (This will be negotiable with African Century. If you pay a deposit of 20 – 30% of the value, then security for the capital purchase will be the asset. Any deposits below 20% will need some form of guarantee. A 10% residual payment will be required at the end of the finance term for the asset to finally be your own)
- 5) The seasonal facility will definitely be a roll over facility? (Yes. However this will be dependent on your success and honesty. If we fail to stick to ones cash flows and do not pay back the loan facility, this will be terminated)
- 6) What are the requirements for security against the loans? (This will vary according to how much one has applied for and the value of your movable assets. For those who are applying for a large facility you will have to have a property or two as surety)

Unfortunately for a number of farmers applying for this facility, finance will be too late. Where do we go from here for those farmers? We will be meeting with traders to see if we can make plans for some form of bridging finance against contracts. Inputs will not be a problem as we have the suppliers as partners who are offering terms. African Century with the capex side should not be an

issue either. We will be negotiating with NMB for those farmers who sign contracts with traders to be allowed to move across once the funds are available.

For farmers applying for loans that are later in the season and wheat or barley finance, this obviously does not affect them. We will be getting both NMB's and African Century's template for the loan applications, which we will have to work with and adjust individual proposals to suit in order to help expedite your loan applications once submitted to NMB.

We continue to look for other finance options and deals that will be beneficial to our members. As we move forward I will keep you updated.

I am sorry that we don't have any real positive news as to the dates for this money, but I assure you that we continue to work tirelessly to try getting better deals for you all.

For further info on any of the above please email me rtaylor@cfuzim.org

Discounters Club

This is growing rapidly with improved communications and Debbie doing follow up visits to the current Discounter Partners. There have also been some new Partners join up with some exciting discounts. Should you wish to have a copy of the Partners Listing detailing where you can shop and receive your discounts, please contact Debbie on debbie@cfuzim.org and she will forward you a copy.

The number of members continues to grow and word is spreading fast. Should you wish to join up and receive the benefit of the many discounts at a variety of outlets including butcheries, car spares, agricultural inputs and equipment, clothing, accessories, salons and hairdressers, restaurants and pubs and a host of other businesses, the cost for membership is \$60 for a year and the card you receive will be valid for a year from the date of issue. Make your cash stretch further and contact Debbie today about joining up on 0774 177 447 or 309 812-20 or debbie@cfuzim.org or visit our web site www.discountersclub.com

Zimbabwe Crop Producers' Association

PRODUCER PRICES

Local Purchaser Trading Prices as at 22nd September 2011 R7.6 - US\$

| Commodity | GMB | Agrifoods | PHI Commodities | Staywell | Croplink | ProGroup |
|----------------|-----------|-----------|-----------------|--------------|-----------|-------------|
| White Maize | Not | 230 | 240 | 240 | 240 – 260 | 265 |
| Yellow Maize | Available | - | - | 230 | 230 | 265 |
| Maize Bran | | 155 | 150 | 165 | 160 | 150 – 180 |
| Soya beans | | 550 | 600 | 600 | 600 | 650 |
| Soya bean Meal | | 610 | 670 – 700 | 680 | 690 | 680 |
| Wheat | | - | Premium 485 | Premium 485 | 480 | - |
| | | - | Standard 475 | - | - | - |
| | | - | Utility 465 | - | - | - |
| Wheat Bran | | - | - | 200 – 220 | 1700 | 180 – 200 |
| Groundnuts | | - | 950 | Shelled 900+ | 800 | - |
| Sugar Beans | | - | - | 1250 | 800 | 1200 - 1300 |
| Sorghum | | - | - | White - 240 | - | - |

Producer Prices

**South African Grain Information Services (SAGIS)
South African Foreign Exchange (SAFEX) 20th September 2011**

| Commodity | Rand/tonne | US\$/Tonne | Import Parity Rand/Tonne | Import Parity US\$/Tonne |
|--------------|------------|------------|-----------------------------|--------------------------------|
| White Maize | 1862 | 259 | 2022 | 281 |
| Yellow Maize | 1873 | 260 | 2033 | 282 |
| Wheat | 2950 | 410 | 3110 | 432 |
| Soyabeans | 3320 | 461 | 3480 | 483 |
| Sunflowers | 3895 | 541 | 4055 | 563 |

International
Gulf

| Commodity | US\$/Tonne | Import Parity US\$/Tonne |
|-----------|------------|-----------------------------|
| Wheat | 321 | 471 |
| Maize | 294 | 444 |
| Sorghum | 321 | 471 |
| Soyabeans | 511 | 661 |

National Association Of Dairy Farmers (*From The Desk Of Rob Van Vuuren*)

The dairy industry, like other agricultural sectors have been tasked to examine their current Act and Statutory Instruments with the view to update these important documents. This is no small exercise that will require input from all stakeholders under the guidance of an expert in this field.

Dialogue has staked within this dairy industry and the submission date is the end of October 2011 is very ambitious indeed.

The NADF/LOL programme is gathering momentum with an A.I Course in Mozambique planned for this next few months. Two field officers will shortly be employed to spearhead the intension component. There is a planned trip to Zambia for a group of small scale producers to visit milk collection centres to expand their experience and increase their knowledge base.

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

Daily Milk Records of Individual Cows @ 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 @ US\$10,00 each

Automatic Syringe Kits @ \$100,00 each

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

C.P.A

Hay bales wanted by Ben Mostert – Contact: 071 2 411 216

BEEF OPEN MARKET PRICES (PLEASE NOTE THESE PRICES ARE ONLY A GUIDE)

| VENUE | MT. HAMPDEN | | BULAWAYO SHOWGROUNDS | | PLUMTREE | |
|---------------------|---------------|--------------|----------------------|--------------|---------------|--------------|
| | DATE | 19.09.11 | 14.09.2011 | 07.09.2011 | | |
| | AVE. PRICE | AVERAGE | AVE. PRICE | AVERAGE | AVE. PRICE | AVERAGE |
| GRADE | NO. OF CATTLE | PER KG LV WT | NO. OF CATTLE | PER KG LV WT | NO. OF CATTLE | PER KG LV WT |
| SUPER | | | | N/A | | N/A |
| CHOICE | 4 | 1.65 | | 1.95 | | N/A |
| COMMERCIAL | 3 | 1.59 | | 1.75 | | 1.58 |
| ECONOMY | 24 | 1.54 | | 1.47 | | 1.36 |
| MANUFACTURING | 39 | 1.49 | | 0.08 | | 0.98 |
| WEANER HEIFERS | 38 | 1.93 | | N/A | | 2.18 |
| BULLING HEIFERS | 3 | 1.74 | | N/A | | 1.9 |
| WEANER STEERS | 60 | 1.77 | | N/A | | 1.37 |
| LONG WEANER HEIFER | 10 | 1.75 | | N/A | | N/A |
| LONG WEANER STEER | 19 | 1.85 | | N/A | | N/A |
| FEEDER STEERS | 12 | 1.9 | | N/A | | 1.61 |
| COMM WEANER STEERS | | | | N/A | | N/A |
| COMM WEANER HEIFERS | 2 | 1.01 | | N/A | | N/A |
| BULL | 23 | 1.53 | | 1.47 | | N/A |
| BRAHMAN BULLS | 7 | 2,743.00 | | | | |

World Farmers' Organisation

The CEO Hendrik Olivier attended the first General Assembly of the above organisation in Cape Town last week where the following declaration was issued:

DECLARATION OF THE FIRST GENERAL ASSEMBLY OF THE WORLD FARMERS' ORGANISATION: 12 - 13 SEPTEMBER 2011, STELLENBOSCH, SOUTH AFRICA

In the wake of growing world food demand, over 50 national farmers' and agricultural cooperatives organisations from all over the world met in Stellenbosch, South Africa, on September 12 and 13 for the first General Assembly of the World Farmers Organisation (WFO). The Organisation represents the united voice of world farmers and cooperatives.

The mission of the World Farmers' Organisation is to bring together national agricultural producer organisations and agricultural producer cooperative organisations to create policies and advocate on world farmers' behalf, in order to improve the economic situation and livelihood of producers, their families and rural communities.

The improvement of farmers' livelihoods and the economic viability of rural communities around the world are vital given that farmers' incomes are often much less than average incomes. The second main objective is to contribute to world food security by facilitating cooperation between member

organisations. It is crucial given that world food demand is expected to increase by at least 70% by 2050 and market volatility is on the increase.

Other objectives of the WFO include facilitating the organisation of agricultural producers and enabling them to improve their positioning within the food supply chain. This will help farmers and agri-cooperatives to manage the extreme price volatility and get a better return from the market. The objectives also include ensuring coherence with other agriculture related activities, such as forestry, aquaculture, environment, trade, research and education. Finally, the organisation aims to encourage farmers' involvement in sustainable rural development, the environment and new arising challenges, such as climate change and the renewal of generations.

As decided in the Founding Meeting which took place on 29m March in Brussels, the Organisation's headquarters has been established in Rome. The newly elected President, Mr Robert Carlson from the USA and the members of the Board, will represent the WFO in upcoming events including world food security, climate change and sustainability. Moreover the President and Board Members will continue the work on establishing links with international organisations, such as FAO, IFAD, WFP and OIE.

The following are the new Board members:

| | | |
|------------------|--------|---------------|
| Mr Jarvis Zimba | Zambia | Africa |
| Mr Akira Benzai | Japan | Asia |
| Mr Ron Bonnett | Canada | North America |
| Ms Berit Hundala | Norway | Europe |
| TBC | | Oceanic |

Board Auditors

| | | |
|-----------------------|--------|----------------------|
| Mr Setimo Desideni | Italy | Professional auditor |
| Mr Charles Ogang | Uganda | |
| Mr Hirofumi Kobayashi | Japan | |

COMMENTS AND VIEWS

Please let us know your comments and views on items contained within this issue or any other issues of CFU Calling by sending an email to us on dir@cfuzim.org

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