

14th October 2011

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EXECUTIVE NEWS

Reports coming in from around the country this week about the distribution of last week's early rain show that it was very scattered, although in some places some very heavy falls were received. In the lucky areas there is a definite greening up of the veld, which would soon be of benefit to the livestock and in some areas, the wildlife.

In surfing the Internet this week, we found the below website quite informative and suggest that you click on the below to read the maps and charts which show their predictions more elaborately.

<http://www.kwanalu.co.za/upload/files/seasonalforecast260911.pdf>

For those of you who do not have Internet access the below is a summary from their report:

*“SEASONAL (3-month seasons) Forecast Overview for SOUTH AFRICA
Issued on Tuesday the 20th of September, 2011*

1. ENSO Discussion

ENSO conditions have been shown to be the single most determining factor in South African summer rainfall, which can also be effectively forecasted. Other local ocean basins such as those from the Atlantic and Indian oceans have also shown to have very strong influences to South African rainfall, but remain very difficult to forecast for various reasons. Because of this fact, we look at ENSO forecasts to give an indication of whether the seasons ahead would be abnormally wet (La Nina) or dry (El Nino).

Risk & Vulnerability Atlas (RAVA)

ENSO is currently in a Weak La Nina phase and is predicted to be in a La Nina phase for most of the forecast period. Below is a visual depiction of the frequency of above normal (left) and below-normal (right) events when there was a La Nina ENSO in effect in a specific forecast season. The October-November-December (OND) season show favoured above-normal observed category when there is an ENSO La Nina phase in effect for parts of the summer rainfall areas.”

One can look further into their long-term forecast, which predicts less rainfall in the following three months of January, February and March with an early cut-off.

Our previous experience of the La Nina weather conditions is almost as was experienced last week with some very heavy isolated showers falling with damaging effect as was certainly experienced in Harare where some newly finished commercial buildings had to be evacuated and closed to the public after their newly constructed roofing failed and the buildings were flooded.

As always your team has been extremely busy in attending meetings both within and outside the building in our efforts to move forward. One of the more interesting and constructive meetings was the below meeting, which was attended by Minister Biti and other Cabinet Ministers. CFU President Charles Taff's presentation was well received by most of the 200 delegates who attended the meeting, so we encourage as many people to attend the meetings listed below in their schedule:

2012 NATIONAL BUDGET CONSULTATIONS

The Ministry of Finance has begun the 2012 National Budget consultation process. As part of this process, the Minister of Finance has also launched the Budget Strategy Paper for 2012 in order to broaden participation and in-depth debate on the national priority issues for the 2012 National Budget.

Treasury has thus constituted teams that will hold consultative meetings on the Budget and related economic issues in Provinces and selected Districts. It is envisaged that stakeholders will use the consultative process to make inputs on key policy interventions for the 2012 National Budget.

The first meetings have already been convened in Harare on 30 September 2011 and 5 October 2011, respectively.

Stakeholders who have so far participated and made representations for the 2012 Budget include:

1. Confederation of Zimbabwe Industries;
2. Zimbabwe National Chamber of Commerce;
3. Zimbabwe Council of Tourism;
4. Zimbabwe Textile Manufacturers Association;
5. Retailers Association of Zimbabwe;
6. Chamber of Mines;
7. Zimbabwe Federation of Small Scale Miners Association;
8. Zimbabwe Farmers Union;
9. Commercial Farmers Union; and
10. Bankers Association of Zimbabwe.

The venues, dates and times of the next consultative meetings are proposed as follows:

DATE	PROVINCE	TIME	VENUE
10 October 2011	Matabeleland South	09:00 hrs	Gwanda Hotel, Gwanda
10 October	Bulawayo	16:00hrs	Holiday Inn Bulawayo
13 October 2011	Manicaland	09:30 hrs	Holiday Inn, Mutare
14 October 2011	Masvingo	09:30 hrs	Civic Centre, Masvingo
17 October 2011	Mashonaland Central	09:30 hrs	Kimberly Reef, Bindura
19 October 2011	Matabeleland North	09:30 hrs	Kingdom Hotel, Victoria Falls
21 October 2011	Midlands	09:30 hrs	Golden Mile Motel, Kwekwe
24 October 2011	Mashonaland Central	09:30 hrs	Mutoko Hotel, Mutoko
26 October 2011	Mashonaland West	09:30 hrs	Orange Groove Motel, Chinhoyi

Members of the public, business, civil and religious organisations wishing to contribute to the process are cordially advised and invited to come and participate.

Over and above the nationwide consultative outreach programme, stakeholders are also invited to make submissions in writing to Treasury. In this regard, Treasury officials are available to make arrangements to receive and discuss such contributions.

Stakeholders who face difficulties in participating in the Budget consultative process through the above are free to contact Treasury for suitable arrangements.

At the Union itself, over the last two weeks we have held the Open Farmers' Meeting as well as CFU Council, Exco and Audit Committee, all of which have been extremely interesting and very productive. Obviously, both the availability and management of the finances of your Union have

been a major discussion point in the debates and some valuable input and advice was given, especially from our more learned professionals on the Audit Committee.

Although we are generating some useful finance from other projects it is still essential that our membership come back on board and make every effort to contribute to the running of your Union. In light of this accounts have been sent out to the membership and will continue to be sent monthly until they have been settled.

Where farmers are unable to pay the amount in full immediately we do accept part payments although we do prefer to have a proposed payment schedule drawn up and signed by the individual. This would make it easier to manage all round, especially for the Accounts Department.

Should you make direct deposits into our bank account please send a copy of the deposit slip together with your full details to us at the Union. Otherwise we sometimes find ourselves playing Sherlock Holmes trying to fit deposits against member's names when going through our bank statements, which only reflect deposit amounts, lacking any other details.

The newly designed application forms for renewal of membership are available on our website www.cfuzim.org or at the office which you are all requested to please complete every year so that we can check our records are kept fully updated so that we can keep in direct contact with you.

At Council itself we are still short of a full complement of Councillors to represent you so Vice President Peter Steyl has been tasked with this in an effort to fill the gaps. We therefore request that if you have any suggestions or know of any volunteers to fill these few gaps to please get in touch with the Vice President.

This week there was a gathering of the clan of the Past Presidents of the Commercial Farmers' Union who were invited by us to attend a luncheon hosted by President Charles Taffs in their honour. Although there was not a full attendance of them all there was a representation of Past Presidents who had served their communities from about 1981 onwards.

Although time has certainly marched on for many it was good to see that they had most certainly not lost their sense of humour or their inability to still enjoy a few drinks over which they shared their knowledge and experiences with both the old and the new. It was really good to see and meet with them all again in such a pleasant atmosphere.

During the latter part of this week Vice President Peter Steyl and Director Hendrik Olivier have flown to South Africa to attend the Annual Congress of AgriSA and they will report back to you on this next week.

Last week we copied a newspaper article of proposed domestic workers' wages but so far we have seen nothing confirming this in the weekly Government Gazette, which we peruse every week on your behalf.

In last week's press we also saw a statement from a Government Minister saying that the previously gazetted date in October 2011 when there would be a ban on the importation of any cars over the age of 10 years, was now repealed. Whilst this has been welcomed there is still nothing seen in the Government Gazette to legalise the withdrawal of the legislation.

Although we had many of our farmers still being brought before the courts this week to be prosecuted under the Gazetted Land (Consequential Provisions) Act, most of the cases were merely remanded to a later date due to the prosecutor's strike. We take this opportunity to remind you once again that if you do have a court date scheduled you must still attend court regardless of whether the prosecutor's strike is still on or not. Failing to appear in court will leave you open to either further prosecution or even arrest. You should also liaise with your legal practitioner.

Apart from the prosecutions the situation has been relatively quiet this week. There has been some positive movement in some of the conservancies but the situation is still very uncertain and insecure, with large areas of wildlife habitat still being chopped and burned.

Probably the most significant new trend this week is from one of the labour unions that are trying to force one or two farmers to pay SI 6 packages unnecessarily. In one case the farmer is still employing all of his workers yet the union official is trying to force him into paying retrenchment packages to his employees. It is important for the workers to know that a fairly large percentage of whatever money is given to the workers in the form of packages ends up in the hands of the labour union, which could be behind these latest moves.

Meryl Harrison, who represents VAWZ, has been doing a sterling job once again by assisting in animal welfare problems or evacuation either domestic pets or livestock from properties on which farmers and/or their workers have been victims of recent violent evictions. She is always available to assist and may be contacted on **0774 168 218**.

The following request was received from Mrs Glyn Hunter, which she forwarded from a friend:

I'm getting in touch with you since I am a (French) intern at Specific Films, a New Zealander documentary production company which is working on a documentary about Zimbabwe and Mugabe's regime (from the independence until today).

The director of this documentary (you can see the trailer on this address: <http://www.spacific.co.nz/about/finding-mercy/>), Robyn Paterson, might have got in touch with you a few times before and she told me that you might be able to help me finding some archives about the Zimbabwe or contacts such as social justice groups which could have some. Indeed, I have to find some footages especially of the 1980s that we could be able to use in the documentary and also "beauty" photos of Zimbabwe cities from the 1980s and possibly 90s (especially Bulawayo, Gweru and Harare).

Let me please know if you can have a look to my request. Thank you in advance.

Kind regards

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Remember that our doors are always open to listen to your ideas, problems or suggestions.

It is essential that you keep in touch with us as soon as you are experiencing any problems, or better still, even before they develop, so that we can come up with a strategy to resolve the problem before it is too late. All reports should be sent to Mike Clark at mashc@cfuzim.org

LADIES DAY

Further to the invitation sent out previously regarding a ladies day for the pensioners/elderly. Please be advised of the following: -

Date :26 October 2011

Venue :CFU dining room – Cnr. Adylinn Roads/Marlborough Drive, Marlborough, Harare

Time : 10h00 – approximately 1:00pm

Theme : Is this Life?

Riesl Spies is a social worker in private practice and an art teacher. All the ladies have to bring is: a picture or photo of anything that has a positive feeling for them. They will make a memory board.

There is no charge and teas and eats will be served.

For catering and preparation purposes, kindly indicate your interest to attend on following e-mail address louise@cfuzim.org or 04 309811-19.

Hendrik Olivier

DIRECTOR

COMMERCIAL FARMERS UNION

MEMBERSHIP CARDS

There are literally a few boxes of membership cards, which have not been collected from your Union. Please check with the ARAC office and collect yours if you have previously come in to pay your subscriptions.

BUSINESS CHAMBER (From the desk of Richard Taylor)

The long awaited term sheets from Afrexim bank for NMB and African Century have finally been drafted and given to the banks. NMB and African Century will go through these and if they are acceptable to them they will accept. Once they have accepted these, the templates for the cash flows should come to us shortly.

On acceptance of the term sheets, the African Export Import Bank (Afrexim) projects credit committee, then come to Zim to do their due diligence on the banks. Once this is sorted then their Lawyers come to Zim and with the banks lawyers do the final paper work and signing. Once all the I's have been dotted and the T's crossed then it will take 2 – 4 weeks for the money to come in and be availed to the farmers.

We are told that this should be 1st week or 2nd week of Dec.

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.

Tractor companies, input suppliers, insurance companies, vehicle companies among others are joining with CFU as preferential trading partners. They offer our members preferential prices on tractors and equipment with CFU receiving a commission on the sales. We should be receiving our

first commission on the sale of some disc harrows and rippers in the next few weeks. Unfortunately here, we have to rely on the integrity of the companies as to what they declare to us as sold.

Agrizim magazine we have managed to get the next issue printed after financial constraints delayed the printing. This was further delayed due to a mistake on the paper quality for the covers. Finance for this magazine remains our biggest restraint.

We are once again looking at how we can access money through the Zim ACP, which is a [USAID](#) project for the development of sustainable agriculture. VP Pete Steyl and Neil Wright along with ZFU are working on this through the ZFAT. Our side will be looking at the training and skills transfer to the small-scale producers.

The discounters club continues to grow in both the partners and membership. We are receiving more calls from interested public, who have heard about the club and are now wishing to join as members. What this indicates is that should we be able to advertise far more aggressively, we would increase our membership far quicker, however again we are constrained by finance. I would like to welcome Debbie to the Business Chamber and I am sure that with Debbie's enthusiasm and the way she has shown an expertise in handling things here, we will grow from strength to strength.

Discounters Club

A reminder that Discounters Club will be having a stand at the **Shopping Under the Stars** fair on 28th October 2011 from 3.00p.m. to 9.00p.m. at Old Georgian's Sports Club which is always a huge affair. If you are at the fair, call in at the stand and meet Debbie Mylroie who has recently taken over the Discounters Club. She will have updated hard copy lists of the Partners should you want one.

Zimbabwe Crop Producers' Association

PRODUCER PRICES

<u>Commodity</u>	<u>GMB</u>	<u>Agrifoods</u>	<u>PHI Commodities</u>	<u>Staywell</u>	<u>Croplink</u>	<u>ProGroup</u>
White Maize	285	Not Available	Delivered Harare A/B grade 255 C grade 245 D grade 230	255	245 – 260 quality dependent	245
Yellow Maize	285		230	235	250	245
Maize Bran	100		-	165	160	150
Soya beans	500		610	600	600 on farm	600
Soya bean Meal	-		650	680	690	-
Wheat	-		Premium 460 Standard 450 Utility 435	455	450	465
Wheat Bran	100		180	200	170	180
Groundnuts	300 – 500		Shelled & delivered Harare 800	Shelled 900	800	-
Sugar Beans	700 – 800		Delivered Harare in Bags 1100	A grade 1200	800	1150
Sorghum	285		-	255	250	-

Producer Prices**South African Grain Information Services (SAGIS)****South African Foreign Exchange (SAFEX) 11th October 2011**

Commodity	Rand/tonne	US\$/Tonne	Import Parity Rand/Tonne	Import Parity US\$/Tonne
White Maize	1862	236	2022	257
Yellow Maize	1873	238	2033	258
Wheat	2950	374	3110	395
Soyabeans	3320	421	3480	442
Sunflowers	3895	494	4055	515

International Gulf

Commodity	US\$/Tonne	Import Parity US\$/Tonne
Wheat	288	438
Maize	263	413
Sorghum	268	418
Soyabeans	447	597

NATIONAL ASSOCIATION OF DAIRY FARMERS (from the Desk of Rob Van Vuuren)

The recent increase in the price of stock feeds has put additional pressure on the viability of milk production and this is clearly indicated in the updated dairy cost of production model.

The Mash A meeting that had to be postponed is scheduled to take place on the 27th October 2011 at Agriculture House, Marlborough at 10:00am.

Dr. Rachel Stewart and Rob Van Vuuren are working on a series of technical handouts for dairy farmers. They will provide revision notes for the well-established producers and new information for producers who have recently ventured into dairying.

The next batch of Dairy Mail booklets is due for collection from Musina, South Africa, in the next few weeks and distribution in Zimbabwe will follow thereafter.

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

Sheep and Goat Handbook @ US\$25.00 each

Go Green Mastitis Mint @ US\$10,00 each

C.P.A

With the onset of the rainy season beef producers are reminded of the need for summer supplementary feeding of phosphorus to maximize live mass gain from the summer grazing.

VENUE	MT. HAMPDEN		BULAWAYO SHOWGROUNDS	
DATE	10.10.11		05.10.11	
	AVE. PRICE	AVERAGE	AVE. PRICE	AVERAGE
GRADE	NO. OF CATTLE	PER KG LV WT	NO. OF CATTLE	PER KG LV WT
SUPER	N/A	N/A		2.04
CHOICE	2	1.98		1.83
COMMERCIAL	16	1.74		1.7
ECONOMY	44	1.68		1.42
MANUFACTURING	23	1.56		1.15
WEANER HEIFERS	13	1.81		N/A
BULLING HEIFERS	4	1.71		N/A
WEANER STEERS	81	1.93		N/A
LONG WEANER HEIFER	8	1.69		N/A
LONG WEANER STEER	33	1.89		N/A
FEEDER STEERS	48	1.98		N/A
COMM WEANER STEERS	N/A	N/A		N/A
COMM WEANER HEIFERS	N/A	N/A		N/A
BULL	6	1.64		1.48
BRAHMAN BULLS	7	*2,642.86		N/A
STD GOAT	14	0.77		N/A

Please note that at the MT. Hampden sale on the 10.10.2011 the average price paid for Brahman Bulls was \$2,642.86.

We continue to work on obtaining prices being paid/offered by abattoirs for slaughter stock.

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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