



CFU CALLING

31st October 2014

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1. EXECUTIVE NEWS

Firstly, we must sincerely apologise for lack of email contact over the last few days. While we were all at Congress the whole Internet and Email system crashed, which was only restored yesterday (Thursday) afternoon.

Well our 2014 Congress is now over but it was a great success once again thanks to the team that spent so much time and effort organising the annual event.

At Congress we saw President Charles Taffs' term of office come to an end and a handing of the baton to the newly elected Peter Steyl as the new President of the Commercial Farmers' Union. Charles did an extended term of 3 years which was certainly appreciated by all as was shown by Council the day before by bestowing on him the prestigious title of Honorary Life Vice President. At Congress he was the most deserved candidate for the Farming Oscar for 2014 for all his achievements and dedication during his tenure as President of your Union.

Should you wish to communicate directly with Charles you are requested to use the following address africaconsult.t@gmail.com You are reminded that all official correspondence addressed to the Office **of the President of the Commercial Farmers' Union must be sent to** pres@cfuzim.org

There were also a number of awards that were handed out in recognition of their valuable services rendered to farmers and the agricultural industry as a whole. They were:

- Silas Hungwe – Honorary Life President of ZFU
- Dennis Lapham
- Kevin Arnott
- John Robertson
- Eddie Cross, MP

Several staff members also received awards in appreciation of long service and dedication to duty at CFU:

- Lynda Jones
- Simon Square
- Shaku Deva

There were several very interesting presentations which we have uploaded onto the CFU website:

The ABSA presentation by Ernst Janovsky, who is head of Agri Business of Excellence in Johannesburg showed us that the world will have to produce as much food as it has done over the past 500 years in just the next 36 years. The shrinking of the areas of agricultural land in developed countries has opened huge opportunities for agriculture in Africa, in particular the areas which benefit from the ITCZ rainfall.

The next presentation was from the Bankers' Association of Zimbabwe President, Sam Malaba, who is Chief Executive Officer of Agribank, which covered the state of funding for agriculture in Zimbabwe.

The next excellent presentation was given by Chief Executive Officer of CFU, Hendrik Olivier, which was an overview of where we are at the moment and what your Union intends to achieve in 2015.

This flier was inside the Congress folders which asked the question, "How much does it cost you to not be a member of the CFU?"

1. EXECUTIVE NEWS CONTINUED

There will be further interesting points from Congress in next week's edition, but below is [Past President Taffs' speech](#) which has created a lot of interest too. It is also available on the website.

Congress 2014 speech

Honourable Ministers, your Worship the Mayor of Harare, your Excellency's our Ambassadorial guests, business leaders, community leaders, heads of our visiting agricultural unions, delegates, members, ladies and gentlemen, welcome to our annual 71st congress. It is a great pleasure and indeed an honour to address you here as the outgoing President of the Commercial Farmers Union of Zimbabwe.

Before I start, I would just like to acknowledge the presence of the immediate past president of the Zimbabwe Farmers Union, who has recently retired at their Annual Congress. Silas Hungwe, has represented the small scale sector for many years with strength and wisdom and during my tenure as President of the Commercial Farmers Union, has been a great source of inspiration and sound solid advice during a very difficult period in our country's history and I would like to take this opportunity in personally thanking him and wishing him all the best in his retirement.

During the year this organisation has continued to try and create a positive platform from which a vibrant commercial agricultural base can be re-established. The focus of this has been in two parts. Firstly to try and deal with finality, all issues surrounding land tenure and security in a comprehensive manner that would promote an enabling environment within which our sector could rebound, allowing for the re-establishment of the entire agricultural value chain together with all its associated industries and partners. It has always been my belief that once this is achieved our risk perception as a country would greatly decrease, always remembering that the perception of risk is often the biggest risk of all. It must be remembered that no industry can operate in isolation of others and that by thoroughly dealing with the land issue in a fair and pragmatic manner the people of Zimbabwe would very quickly see a rapid recovery of Zimbabwe as a whole.

Our second focus has been the re-establishment of strong robust agricultural representation through the bringing together of all agricultural unions within our borders through the Joint Presidents Council and the Zimbabwe Farmers Alliance Trust.

Great strides have been made in the formation of an Agricultural Federation under which the unions can jointly operate at association and regional level, whilst creating the road map for the ultimate unification into one single union. In my view this process is long overdue and indeed should have been done many years ago. Agriculture in Zimbabwe does not need fragmented representation but rather strong focused representation on all agricultural issues, upon which Government can be assisted with **beneficial policy development. To this end I would like to thank in particular Abdul Nyati, the new Zimbabwe Farmer's Union President and Peter Steyl, our very own incoming President for the work done to date, and as the two new presidents, together with their own personal and professional relationship I see this process accelerating in the short term and I complement them both.**

I would also like to take this opportunity in thanking the EU for their continued support in this process and I hope that this will continue going forward and furthermore would encourage other countries and interested parties to engage and support this essential process.

However, ladies and gentleman sadly many of our efforts have been frustrated by unclear policy, lack of implementation and political interference, all of which have seen the continued negative impact on our sector specifically, and on the greater economy in general. We have continued to see our farmers over the last year being intimidated, extorted, evicted, beaten and in the most shocking and unacceptable case two of our members having been brutally murdered, in all honesty how can our sector have any chance of growth in such conditions. I appeal to our leaders and authorities to immediately stabilise the land situation for the sake of our country and its citizens I would also like to thank the police for their recent success in the apprehension of perpetrators for some of the afore mentioned cases and offer our assistance in your continued endeavours.

We have seen our sector slide from a large diversified producer base to a sector now focused around the crops that can be funded through corporates such as Tobacco and Cotton in the absence of traditional funders.

Corporate Funding in its current form in Zimbabwe in the main, leaves our grower base greatly exposed. Many growers now find themselves in real financial difficulties with little room to manoeuvre as the whole value system is not in their favour, leaving them as price takers both in terms of input costs and product values alike. Furthermore much of the money coming into the corporate finance money schemes is offshore based and as such these debts are serviced outside of our borders leaving very little residual wealth. Much of the funding available to the farmers now is short term in nature, expensive and needs alternative collateral outside of the farming business to be offered as security. A wholly unacceptable and unsustainable state of affairs.

Whilst we welcome the recent expansion in tobacco volumes we are alarmed at the massive devastation that this is being caused through deforestation and siltation as a result of the corresponding increase in demand for firewood as a tobacco curing heat source. This is a national disaster of such magnitude that it is estimated by some professionals that we are losing as much as ten

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1. EXECUTIVE NEWS CONTINUED

percent tree cover per annum in these tobacco areas. This is not acceptable by any standards and I would strongly urge those corporate funders in the absence of legislation to work with us and others in finding alternative technologies which will enable growers of all sizes to use coal instead of wood as a heat source. It is a total travesty to me to see our national forests be decimated to satisfy shareholder returns in faraway countries. The children of this country deserve better.

The Cotton Industry continues to shrink, as cotton growers again are being trapped in the cycle of diminishing returns. In years past our cotton industry was vertically integrated where the bulk of cotton exports were in the form of finished linen products enabling grower protection against fluctuating prices in global raw cotton prices, enabling pre-planting prices to be announced giving comfort to both farmers and funders alike. Now however this is not the case, and the cotton growers of today are now offered spot prices at point of sale, leaving them vulnerable to price shocks and manipulation and for this reason, together with outdated technologies and agro-practices, we have seen and continue to see a reduction in both hectareage and volumes.

Our porous borders continue to undermine local production, and for as long as our internal producer value chain is uncompetitive this thrust will continue to be a reality, putting immense pressure on producers and processors alike. A current example of this is the unregulated importation of cheap chicken which is being dumped on our local market in large volumes. Poultry producers are now struggling to offload their product, the uptake of day old chicks is greatly suppressed, resulting in large numbers now having to be destroyed. The egg market is currently flooded with cheap fertilized eggs placing our local egg producers in a similar position, all this is being done with no consultation and at the end of the day the people that will pay will ultimately be the consumer. The entire agricultural policy in Zimbabwe needs to be re-looked at. We are completely on the wrong track and are rapidly being left behind, by both the region and the world at large. We need to very quickly create an investor friendly environment, starting with an active land market, the anchor upon which the entire productive chain can depend upon, we need to decentralize, diversify, industrialise, and very quickly move away from donor dependant agriculture. Over the last 15 years primary production in staple crops has in the main, relied on donor and government support which has created a cycle of dependency, which in turn has suppressed initiative and excellence with a resulting drop in average yields and performance. Our current national average yield for maize is below 1 tonne a hectare. How can we compete when our neighbours in the region are posting country averages in excess of 6 tonnes per hectare? I must stress that it is not the job of government to fund farming ventures on a donation basis, but rather it is their job to provide a conclusive environment through strong, sound, consistent policy, within which serious farmers can excel. Farming cannot be viewed as a weekend past time it is a serious all year round business and if we want to compete with the wider world we need to move away from policies that have had the net effect of undermining the entire agricultural process.

We must as a matter of urgency, create efficient cost effective farm units which will be able to compete with the wider world, which will attract long term investors, will allow for long term development such as irrigation and other infrastructure to take place, all with the knowledge that such investments are safe. In the modern world, to allocate small, unviable, uneconomic farming units to farmers with no ability to access funding, technology, or markets is to condemn these farmers to eternal poverty and ultimately to create a country dependant on imports for its basic needs.

To those countries that continue to push the small scale agenda in Zimbabwe, whilst at home in their own countries their farms are getting bigger, more efficient, more cost effective, more competitive, smacks of double standards. I ask these countries to desist from the assumption that Africa and its people will forever be junior partners, who are forced to play by different rules. In all major global economies less than two percent of the population are involved in direct agricultural production, and all these countries post massive export surpluses. In Africa however, the level employed in direct agricultural production is in the region of 70 percent, and yet Africa continues to experience hunger, continues to experience famine. 25 percent of people in sub Saharan Africa are under nourished, every third child is stunted and shockingly those countries which are agro based are the worst affected by food insecurity. The question remains to be asked, Why?

The reason is simple. Ninety percent of the continents food supply is produced by very small holders and they produce so little on a unit basis that fifty percent of them are insecure themselves. The bottom line is that the cost of food production for small holder farmers is too high. They are not a viable business. We must move away and develop systems which encourage commercial agriculture for profit.

As a country we can learn much from our neighbours who after many years of being net food importers, have now become net food exporters and on the back of this their economies are growing at staggering rates. At this juncture, I must also thank all those countries in the region and further afield who have welcomed our farmers with open arms allowing them to practice their trade in your countries having been denied that opportunity in their own. I am sure that this has been of immense value to your own economies.

As a country we must deal with the single biggest inhibitor of global financial re-engagement, that being the land issue and the fall out of the fast track land reform program. I must stress that seventy five percent of all expropriated farms were bought after independence. Within the rules and regulations of this government, after, by law, having first being offered to government, many of these farm purchases were funded by government institutions such as the Agricultural Finance Corporation at the time the biggest funder of land in our country. Many of these farms developed irrigation systems funded by fantastic government

1. EXECUTIVE NEWS CONTINUED

schemes, such as the Irrigation Development Fund. Many of these farms developed cattle herds, some famous throughout the world, funded by the government cattle parastatal, namely the Cold Storage Commission, and yet 20 years later those same farms were taken back on the basis that the title deed holders had no legitimate right to the land, despite government itself sanctioning, approving, encouraging, and funding the purchase and development of these properties. How can this be viewed in any way other than a gross violation of human rights?

It is very sad to note that after 15 years very little compensation has been paid to our members and what has been paid, grossly inadequate and unfair. Our Government continues to gazette and acquire land with no national budget allocation being made for compensation. There is quite clearly no intent being displayed by our authorities to deal with this issue in a fair and transparent manner. Until this issue is fully dealt with in accordance with international process and norms we will continue to be viewed as a country where property rights are disregarded perpetuating our economic isolation, to the detriment of every Zimbabwean, man, women and child.

We have to now move on, let us work in unison on a comprehensive program and strategy which deals with the past reinstates lost values to within our borders, removes remaining conflict, releases new land value through whatever dispensation may be embarked upon. We at the CFU have and continue to work tirelessly towards such a just pragmatic, affordable solution and furthermore we feel that The Way Forward proposal that we and our partners have developed is now a very strong document, which if placed upon the negotiating table could, through mutual consent be moulded into the win-win solution we all so greatly deserve. I apologise unreservedly for not completing this task during my tenure and if needed will continue to drive compensation under the CFU umbrella.

Ladies and gentleman it is no secret we are a country in crisis, it is equally no secret that we are a country, blessed with huge natural wealth an enabling climate, good people all with the capacity to initiate a strong turn around recovery. Let us kindle anew a fire of hope, faith, courage and tolerance so that we may once again be a nation of substance on this magnificent continent.

I thank you.

C Taffs
CFU OUTGOING PRESIDENT
28th October 2014

Obituary

Sadly, this e-mail is to let you all know that George Campbell-Johnston died on Thursday 23rd October 2014. He was husband to Jane, father to Edward, James and Charles. I have been advised that the memorial service will be held at Wilton Church, Wilton Salisbury on 11 November 2014 at 2 p.m. Confirmation of the service details will be in the newspaper on Tuesday this week.

If you would like to write to the family the address is: Heronswood House, Berwick St James, Salisbury, Wiltshire SP3 4TX and Jane's e-mail address is janecj@waitrose.com

We are very saddened by the news of the loss of George Campbell-Johnston who was the driving force behind helping so many displaced farmers who went over to the UK by setting up the Zimbabwe Farmers Trust. We recognise and appreciate his dedicated work which has come to the aid and brought dignity to so many who were helpless as they had lost everything.

May his dear soul now rest in peace and may the Lord be with his family to whom we sent our most sincere condolences and gratitude for his incredible work which he carried out so selflessly.

Peter Steyl
President
Commercial Farmers' Union

1. EXECUTIVE NEWS CONTINUED

Membership

Below are the subscription fees for the 2014/15 season, which were adopted at Congress:

Corporate/Affiliate	\$1 500.00
Farming	\$800.00
Non-farming	\$200.00
Non-farming over 70-years of age	\$50.00

We do urge members to note that should you be making a living from agriculture in whatever form and even to the extent of not being on your original farm, you are required to pay \$800.00 and not \$200.00 should you wish to be a member.

The new email reminder will be sent out monthly and when payments are made they will be reflected in your schedule on the email you receive.

In all cases where direct banking transactions are made into our account please notify us accordingly by email and send us a copy of the deposit slip.

For those who have not received the email yet there is a [letter attached from President Taffs](#) also attached, which fully explains the benefits and what we do and a [membership/renewal form](#) is also attached. Both are also on our website.

Remember our doors are always open.

Dam Levels

Here are the [dam levels from ZINWA dated 5 September 2014](#) which have been uploaded onto our website.

Zambia National Farmers' Union Newsletter

Herewith is a hyperlink to the latest copy of the [Zambia National Farmers' Union newsletter Number 38 of 2014](#), which makes very interesting reading as usual.

2. SECURITY AND LAND

Thankfully another quiet week although there are a few ongoing cases that have not yet been fully resolved. Although there are some rumblings of problems in the south of the country no reports about this have come in as yet.

It is absolutely essential that all reports of incidents on farms or court cases should still continue to [be sent to Mike Clark](#) as soon as any problems may appear because we are still able to assist if notified early.

3. OPEN FARMERS MEETING

The date of the next meeting to be held at the Wingate Golf Club will be advised later. This will be in November 2014. We advise our members and farmers to take this opportunity to meet your leadership and exchange ideas on your future.

4. GOVERNMENT GAZETTE

In the Government Gazette dated 24 October 2014 there is nothing of particular interest to our members.

There are also no new properties advertised for acquisition in today's copy of The Herald.

5. LEGAL AFFAIRS

(From the desk of Marc Carrie-Wilson)

The Zimbabwe Land Commission Bill

The CFU was invited to give comments and submissions on the draft Zimbabwe Land Commission Bill (click [here](#) to see a copy of the Bill) by the Ministry of Lands and Rural Resettlement.

I drafted submissions which were presented to the Ministry at a stakeholder consultative meeting which took place yesterday (23rd October, 2014). To see a copy of the submission please click [here](#).

Members are invited to e mail any comments suggestions or criticisms on the Bill or our submissions to me on marc@cfuzim.org. We have a further 10 days in which to make additional submissions.

The Agricultural Employers' Handbook

You will be aware that two changes to the Labour regulations have rendered some of the parts of our Agricultural Employers' Handbook (2014 edition) already out of date. I refer to:

- The increase in the General Agricultural wage; and
- The promulgation of the updated General Regulations in SI 116 of 2014

I have drafted an addendum to the book incorporating all the changes. This addendum is available to all those who have previously purchased the handbook for no extra cost. Please come and collect your copy from our offices. I will also distribute copies to the Gweru and Bulawayo offices for your convenience. Also anyone who wishes to purchase a handbook from now will have the addendum automatically included with it.

I will shortly begin drafting a new 2015 edition which will consolidate all the changes and include a few extra Chapters. Including HR Record Keeping for farms, Types of Contracts and increasing productivity with Man management and motivation techniques. I hope to have this available to members in the early part of the New Year.

Agricultural Employers' Half Day Seminar

Finally a reminder of the ongoing Agricultural Employers Half Day Seminars where we cover some of the most important aspects of the Labour Regulations. The Programme is below.

We are currently taking bookings for the 27th of November 2014 and the 4th December 2014.

A reminder of the details is as follows:

The venue remains the CFU Offices in Harare located at number 42 Bates Street, Milton Park, Harare. The seminar Programme will be as follows:

Time	Programme Item	Facilitator
0830 - 0900	Arrival and Tea	CFU Admin Team
0900 - 0910	Welcome and Introductions	Marc Carrie-Wilson
0910 - 0940	Background to Labour Law General Rights and Duties of the	Marc Carrie-Wilson
0940 -1000	Types of Contracts. Fixed Term Contracts and Record Keeping	Marc Carrie-Wilson
1000 - 1030	Aspects around Workers Committees	Luxmore Nhutsve
1030 - 1100	Tea Break (Kindly sponsored by the ZTA)	CFU Admin Team
1100 - 1115	Introduction to Disciplinary Issues	Marc Carrie-Wilson / Luxmore Nhutsve
1115 - 1230	Mock Disciplinary Hearing	Marc Carrie-Wilson / Luxmore Nhutsve
1230 - 1300	Feedback and Close	Marc Carrie-Wilson
1300	Lunch and Departure	CFU Admin Team

5. LEGAL AFFAIRS

The Seminar will be conducted by Marc Carrie-Wilson (LLB) of the CFU Legal and Labour Department assisted by Luxmore Nhusve an experienced Agricultural Labour Relations Consultant and former GAPWUZ Agent.

This seminar is targeted at Agricultural Employers, Farm or Estate Managers and Farm Human Resource managers.

The Seminar will require the payment of a participation fee to cover costs. The fee will be as follows:

Paid up Farming CFU Members	US \$ 15.00
ZTA Members	US \$ 15.00
Non Members	US \$ 100.00

The fee includes the costs of Teas, snacks, a seminar pack and Lunch. Fees are payable on registration or on the day.

Registration of participants will be on a first come/first serve basis. There are only 14 places available for each seminar and registration for the seminar will close on the on the day before the event or as soon as all places are filled. Any employers interested in participating should contact the CFU Office in Harare (04) 790264 or e mail reception@cfuzim.org and register to participate.

We have had a problem with people who have registered but not attended, we will therefore ask for the payment of the fee in advance. We would also like to apologise for our poor communications with those emailing for bookings. Our email system has been down for several days, which has created some confusion.

In addition, the NEC has requested that we make the dates of the 14th and 21st available for wage negotiations. As such we are moving the seminars of the 14th and 21st to the 13th and 20th November respectively. We apologise for those booked for those **dates for any inconvenience caused. If you require to reschedule for another day please email reception@cfuzim.org or call us** on

6. ECONOMICS REPORT

(From the desk of Antonnette Chingwe)

Trade Deficit

Latest data from Zimstats shows that, the country's trade deficit in the nine months to September was at \$2.84 billion from imports of \$4.65 billion and exports of \$1.81 billion. Zimbabwe has over the years continually run systemic trade deficits due to **structural weaknesses in the economy which have been caused by many factors. This has seen the closing down of the country's industry and affecting the country's global competitiveness resulting in a marked decline in exports.**

Zimbabwe's trade statistics (exports + imports) indicate that 62.4 percent of the country's GDP consisted of imports, while exports as a share of GDP have remained flat in the last two years at 31.6 percent. Primarily Zimbabwe's exports are underpinned by the extractive and agricultural sectors, with opportunities to export primary products.

Government Budget Deficit

According to figures from the Accountant-**General's Department, Government was lagging behind its tax** revenue target by 6.3 percent as of August 31 while total expenditure was within target although a deficit of \$19.58 million was reported in the period. Cumulative tax revenue in the eight-month period was at \$2.204 billion against a target of \$2.35 billion. Mostly weighing down the amount is underperformance of the customs duty, corporate tax and Value Added Tax heads.

The Department shows that customs duties were \$197.63 million against a target of \$272.22 million following the introduction of restrictive measures meant to support local industry. In the period, Government paid out \$1.386 billion in employment costs against a target of \$1.296 billion, a variance of 7 percent. Total expenditure including retained grants was at \$2.42 billion below the budgeted \$2.51 billion.

The tax base continues to thin in light of the crippling economic challenges. In the first half, Zimra missed its revenue target as poor economic conditions affected inflows to the fiscus. The performance of the revenue head is expected to remain depressed until industrial capacity utilisation improves.

6. ECONOMICS REPORT

Banks still wary of 99-year leases

Banks still have strong concerns around legal and technical issues regarding property rights to land and improvements done on the [land under 99-year lease farms](#). **This comes after the Bankers Association of Zimbabwe's legal committee met and reviewed amendments** meant to transform the leases into bankable collateral that farmers can use to access loans. Discussions are still ongoing between banks and Government on the makeup of the 99 year leases to make them bankable for purposes of funding to agriculture.

Banking sector sources said that while progress has been made in improving acceptability of 99-year leases as collateral, material concerns have remained. The concerns around legal issues relate to separation of rights to land and improvements thereon. They also include complexities of how to deal with value of improvements if a lease is terminated.

Other sources said property laws in Zimbabwe treated land and improvements on the land as inseparable and transferable in such combined form. As such, treating land and the improvements on it separately presented legal challenges in that doing so would imply the need for separate title deeds. Other grey areas include how compensation for improvements on the land would be treated in the event that the 99-year lease is terminated by Government.

Costs of non-performing loans

A non-performing loan can be defined as the sum of borrowed money upon which the debtor has not made his or her scheduled payments for at least 90 days. A non-performing loan is either in default or close to being in default. Once [a loan is non-performing](#), the odds that it will be repaid in full are considered to be substantially lower. Alternatively a NPL is a loan on which the borrower is not making interest payments or repaying any principal.

Banks normally set aside money to cover potential losses on loans (loan loss provisions) and write off bad debt in their profit and loss account which leads to the problem of financial disintermediation. Non-performing loans have the effect of eroding a **banks' profitability. This can happen through two channels. First, non-performing loans** incur heavy disposal expenses. Simply making provisions for credit losses and postponing the final disposal of non-performing loans would cause additional losses, if the collateral value of underlying asset declines.

Secondly, holding non-performing loans for a long time without disposing them would incur costs other than the amount of disposal of non-performing loans. That is to say, by continuing to hold non-performing loans, or assets that do not generate returns, banks would lose returns that they would have earned if they had collected the loans

Non-performing loans can lead to efficiency problem for banking sector because banks don't optimize their portfolio decisions by lending less than demanded. There is a negative relationship between the non-performing loans and performance. Performance of the banks can be measured by the rate at which they turn deposits into loans and the capability to collect those loans.

7. ZIMBABWE CROP PRODUCERS' ASSOCIATION

(From the desk of Richard Taylor)

Something to think about as what you will use as a ley crop and when you next need to do your soil sampling.

Field Notes:

October 20, 2014

Cover crops provide big benefits.

By: Ernie Flint, Ph.D., CCA, Regional Agronomist
Mississippi State University Extension Service

As the harvest season draws to a close we should start thinking about how to improve our chances for a good crop next year. **It's time to do soil sampling and as weather allows to apply lime to those areas where soil pH has slipped a little too low** and to apply some of the products that benefit from overwintering, such as poultry litter, phosphate fertilizers, etc.

7. ZIMBABWE CROP PRODUCERS' ASSOCIATION

Another practice that more and more growers are beginning to adopt is that of planting some form of cover crop. I have had several people to tell me that the benefits of a winter cover crop can well justify the expense of establishment, especially when all the positive aspects are considered. We often overlook some of the most important benefits of winter cover and dwell on the idea of having a clean field to work next spring when that bare soil is one of the worst things we can have.

I've had several calls concerning the idea of planting "tillage radish", and I hesitate to recommend this kind of cover even though there are some benefits. I simply don't feel that we know enough about this kind of cover crop, especially given the fact that we do understand crops like wheat, rye, oats, vetch, winter peas and others that we know to be beneficial. We know their strengths and weak points and the situations in which they work well or not so well. If you want to try radishes try a small area at first.

Personally, I prefer wheat as a cover crop for soybeans and cotton although some recommend rye. My choice is wheat since it is easy to establish, easy to manage and destroy prior to planting, and it provides many soil and nutrient conservation benefits. My experience tells me that rye is too tall and tough. Some people like oats, and a recent study in this area has shown that oats may have some benefits over wheat, but for now I am going to stick with wheat. Other benefits of wheat are that it can be utilized as a forage crop, and when commodity prices are attractive it can be retained as a grain crop for harvest.

A big benefit of most cover crops is that their roots penetrate fragipans and compaction pans during the winter months and reduce the need for deep tillage. This benefit alone can remove the necessity for subsoiling in many situations.

It's time to establish cover crops in our fields in order to achieve enough winter cover to prevent soil erosion. Care must be taken to supply basic fertility for this crop, just as for any other crop. Drainage considerations must be addressed as well not only for the cover crop but for other crops that will be planted in the future.

The most basic principle of cover cropping is that the soil must be kept covered to reduce soil loss. Growing plants retain nutrients that will be released for future plantings. And not least of all, deer do not like to browse in the stubble of a cover crop, so young soybean or cotton seedlings are greatly protected from their damage.

Many growers regard cover crops as old fashioned, but they are just as important today as they were when our grandfathers were farming. They knew that the soil must be kept alive in order to grow the crops we need to feed ourselves. As the world changes in so many ways we as farmers may have to re-learn the methods of our predecessors in order to continue supplying food for ourselves and our communities.

Thanks for your time.



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7. ZIMBABWE CROP PRODUCERS' ASSOCIATION

Producer Prices

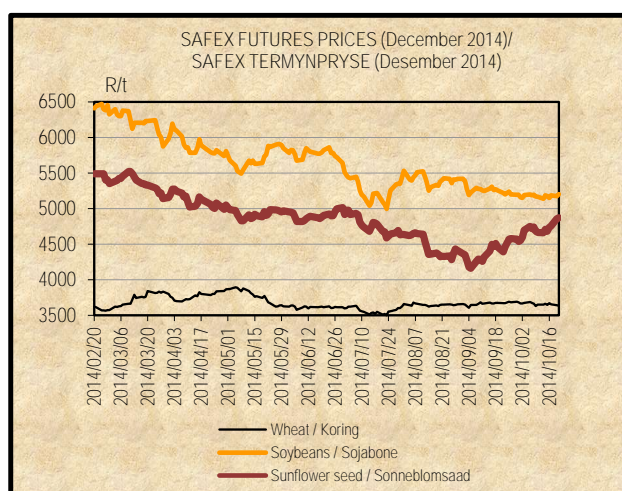
Commodity	GMB 04-7940799	Kurima Gold O4-662392 0772 382 028 / 0772 235 588	Agrifoods 04-775623 0712 601528 0712600588	Staywell 04-303021 307868 0774 175 974	Profeeds 04-667173 or 661048
White Maize	390		390		390
Yellow Maize	310		320		
Maize Bran	-	-	200	n/a	190
Soya beans	580	520 7 Day transfer 530 14 Day transfer 520 24hrs Textacash	N/A	560 COD 570 14 days	560
Soya bean Meal	-	N/A	670	n/a	630
Wheat	466		-	430 (Premium) 30 Days	-
Wheat Bran	-	-	190	190 Sample Required TBC	190
Groundnuts	570 unshelled		-	900 Sample Required TBC	-
Sugar Beans	1300	1250	-	1200 Sample Required TBC	n/a
Sorghum	310	-	n/a	n/a	-
NOTES :	-	-	Raw Materials Prices		All prices are negotiable depending on tonnages and payment terms

Producer Prices

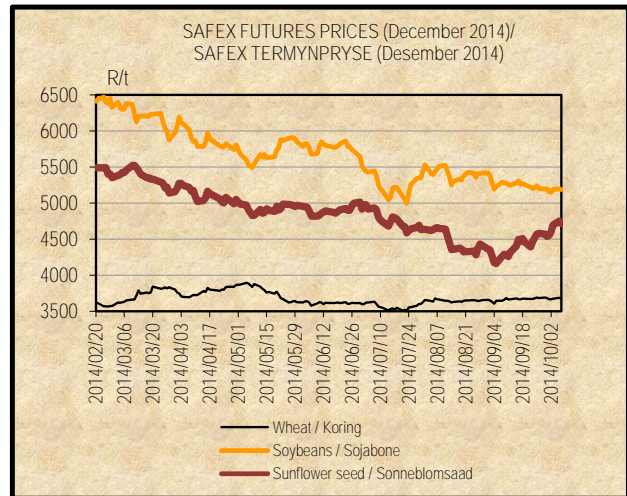
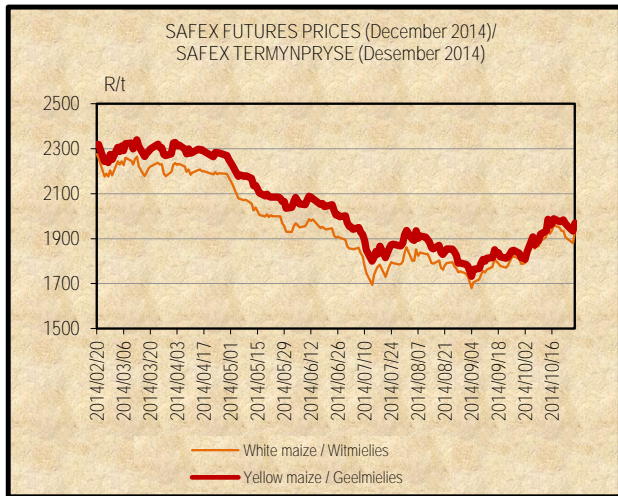
South African Grain Information Services (SAGIS)

South African Foreign Exchange (SAFEX) 31th October 2014 R10.90

Commodity	Rand/tonne	US\$/Tonne	Import Parity Rand/Tonne	Import Parity US\$/Tonne
White Maize	1917	176	2717	249
Yellow Maize	1952	179	2752	252
Wheat	3596	330	4396	403
Soybeans	5328	489	6128	562
Sunflowers	4740	435	5540	508

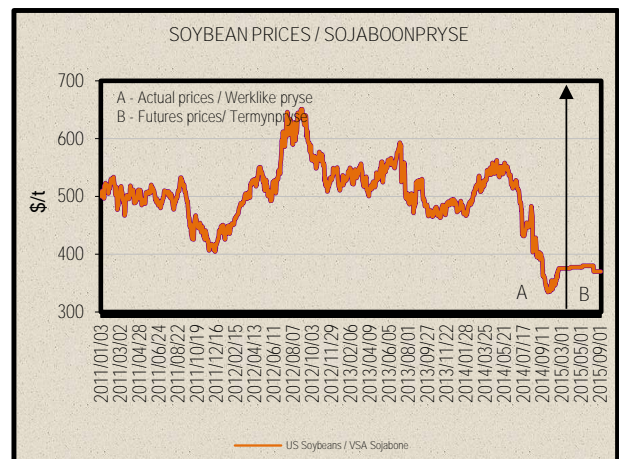
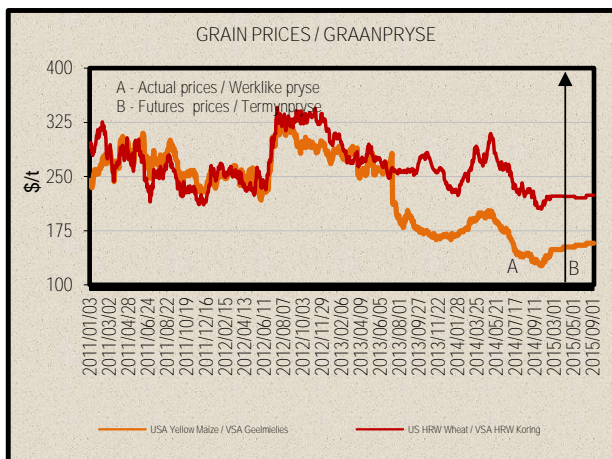


7. ZIMBABWE CROP PRODUCERS' ASSOCIATION



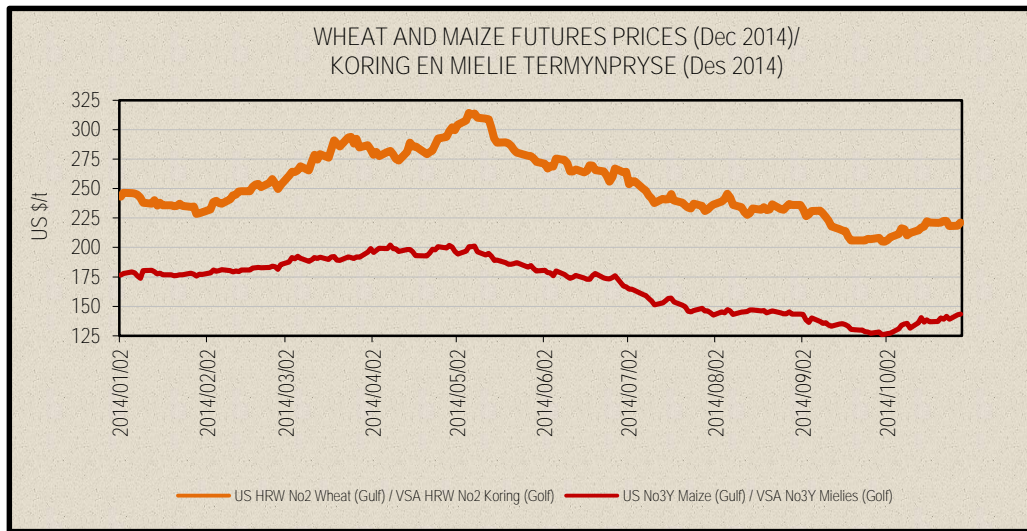
International Gulf

Commodity	US\$/Tonne	Import Parity US\$/Tonne
Wheat	290	440
Maize	181	331
Sorghum	236	386
Soyabeans	429	579



— Increase
— Decrease
— No Change

7. ZIMBABWE CROP PRODUCERS' ASSOCIATION



HARRIS AUTO

SERVICE CENTRE

are pleased to announce that
we have been appointed a
Sub Dealer to Croco Toyota.



TOYOTA

**For full SALES SERVICE
and WARRANTY**

Contact
HARRIS AUTO

176 Enterprise Road, Chisipile • Tel: 498326 442674
glen@harrisauto.co.zw • bradh@yoafrica.com

10. CATTLE PRODUCERS' INFORMATION

GRADE REPORT BY GRADE (\$KG)_23-09-2014-GWERU

GRADE	DESCRIPTION	QTY	AVG_KG	AVG_AMT	AMTKG4AVGKG
	SUPER		1.98	417.5	825
	BULLING HEIFER		1.88	320	600
	LONG WEANER HEIFER		2.35	144	338
	BULLS		1.75	415.5	728
	COMMERCIAL		1.91	437.86	836.07
	ECONOMY		1.63	360	588.4
	STD MUTTON		0	0	52.78
	MANUFACTURING		1.18	300	352.5
	FEEDER STEER		1.84	310.97	570.97
	LONG WEANER STEER		1.78	252.5	488.75

GRADE REPORT BY GRADE (\$KG)_28-10-2014-MT-HAMPDEN-

GRADE	DESCRIPTION	QTY	AVG_KG	AMTKG4AVGKG
1	SUPER	12	506.92	2.24
10	BULLING HEIFER	5	306.2	2.33
11	LONG WEANER HEIFER	19	252.58	2.62
12	WEANER HEIFER	10	157.4	2.08
15	BULLS	6	550.67	1.91
3	COMMERCIAL	7	403.71	1.78
4	ECONOMY	9	403.89	1.73
5	MANUFACTURING	8	287.63	1.56
7	FEEDER STEER	15	327.07	2.17
9	WEANER STEER	29	179.86	2.24

10. **CATTLE PRODUCERS' INFORMATION CONTINUED**

BULAWAYO SHOWGROUNDS SALE PENS - SALE			COLLEEN BAWN	PLUMTREE
PRICE PER Kg	YOUNGSTOCK	YOUNGSTOCK		
	<u>22.10.14</u>	<u>15.10.14</u>	<u>22.07.14</u>	<u>09.09.14</u>
BULLS				
SUPERS	\$2.15	\$2.13		
CHOICE		\$2.04		
COM	\$1.94	\$1.88	\$1.40	\$1.64
COM/ECO	\$1.79	\$1.70		\$1.55
ECO	\$1.57	\$1.62		\$1.50
MAN	\$1.17	\$1.40		
BULLS	\$1.87	\$1.76	\$1.35	\$1.68
F/STEERS	\$2.13	\$2.22	\$1.50	\$1.84
B/HEIFERS	\$2.14	\$2.10		\$1.50
W/STEERS	\$2.15	\$2.10		
W/HEIFERS	\$2.47	\$2.50		\$2.00
BULLED HEIFERS				
YOUNG BULLS				
LONG W/HEIFERS				

GRADE REPORT BY GRADE (\$KG) 09-10-2014-HEADLANDS

GRADE	DESCRIPTION	QTY	AVG_KG	AMTKG4AVGKG
10	BULLING HEIFER	1	333	1.65
12	WEANER HEIFER	1	211	1.66
3	COMMERCIAL	3	369.67	1.51
4	ECONOMY	20	342.8	1.31
5	MANUFACTURING	4	287	1.07
8	LONG WEANER STEER	4	239	1.36
9	WEANER STEER	4	177.75	1.24

Forthcoming Cattle Sales

MT HAMPDEN CATTLE SALE EVERY TUESDAYS @ 12 NOON

HEADLANDS CATTLE SALE EVERY 2 WEEKS @ 11AM

See [CATTLE SALE DATES FOR CC SALES NATIONWIDE for October 2014](#) on our website.

11. CLASSIFIEDS

Notices

ZIMBABWE CROP PRODUCERS ASSOCIATION

We have on sale the following:

Maize Handbook ~ \$20.00
Soya Bean Brochure ~ \$5.00
Sorghum Brochure ~ \$5.00
Wheat Brochure ~ \$10.00
Sunflower Booklet ~ \$10.00
Groundnut Booklet ~ \$10.00

Contact Debbie at the CFU Offices at 42 Bates Street, Milton Park Harare or e-mail reception@cfuzim.org if you are interested in purchasing any of these handbooks

CANCER CENTRE – HARARE

Cancer Centre Thrift Shops Desperately Need any Unwanted:

Clothes
Kitchenware
Furniture
Toys
Books

We collect anything that can be sold!!

Please deliver to:

Cancer Centre, Cnr. 6th / Livingstone Avenue
Or Phone us on 04 707 673 / 707 659 / 707 481 and we will collect.

CANCER CENTRE PHARMACY

Now open from 0800hrs to 1700hrs, Monday to Friday.

Contact details Email: info@oncopharm.co.zw

Tel: 04 764 276, Tel/Fax: 04 764 277, Cell: 077 2 363 518

We are at 60 Livingstone Avenue, safe, spacious parking, close to town.

Cancer Centre Pharmacy

Your one stop shop for all your Pharmaceutical requirements

HARD WOOD

Anybody interested in hard wood like Timvotie please contact: 0772 235 640

WANTED!

Good quality potatoes of all sizes. Contact Mitch on 0712 211 911 or Hilton on 0772 242 696

Suzuki Centre
104 Chinhoyi Street
Harare

Four Stroke Road Bikes Available

Suzuki- A X4, EN125,

Contacts: 0773 235 573, 772 513 667

Email: nndhlumbi@suzuki.co.zw, cchikara@amc.co.zw

Fuel Tanks

7 x 2200 litre fuel tanks with stands @500 each. Please call 0774503441

BOERBOEL PUPS FOR SALE – only 3 females left @ \$500 cash each. Ready for collection from 17 Oct 2014 (7 weeks old).

Please call Wayne on 0772572215

11. CLASSIFIEDS

Notices

INDEPENDENT TRACTOR SERVICES

Official dealers for:
SAME, DEUTZ, GASPARDO

We stock a comprehensive range of parts for the products we import and for:
FORD, FIAT, NEW HOLLAND, MASSEY FERGUSON

Full service back-up and repairs on all tractor brands

We currently have a good range of repaired / reconditioned tractors in stock including:

- DEUTZ D X 3.70 2WD
- DEUTZ F6L912 6 CYL ENGINE 100HP
- SAME 603 2WD
- JOHN DEERE ENGINE (2850) 86HP

Contact: Paul Collins or Aaron Aaron
CDMA: 2911563, 2911595, 2912091/2
Cell: 0712 401 422, 0772 426 313

Chawara Road, off Coventry Road
Open 7 am to 4.30 pm Mon – Thu & 7 am to 3.30 pm Friday

FENCE AFRICA

For all you're Domestic, Commercial & Industrial Security requirements.

We will quote for free!

We will also supply and install any of the following specialized security fencing:

- Razor wire
- Farm and Game fencing
- Electric Wall top and Panel Protection fencing
- General fencing
- Palisade Fencing
- Bonox Fencing

We make all sizes of diamond mesh.

Contact: Harare - Dirk 077 2 337 853 or Allan 077 2 292 108
P O Box AY 234, Harare. Unit 5, 18 Martin Drive, Msasa, Phone: 04 446 386, Tel/Fax: 04 498 790
Email: soper@zol.co.zw

Bulawayo 09 60476/60352
Tembo Mawarire: 23b Josiah Chinamano Avenue, Belmont, Bulawayo

Manna Brans. Maheu premixed powder for sale. Contact Gift Kajiva on 0776 403 572.

Fuel Tanks 7 x 2200 litre fuel tanks with stands @500 each. Please call 0774503441

11. CLASSIFIEDS

Notices



N.TSELENTIS (PVT) LTD
 46 KAGUVI STREET, HARARE OR 23C IVAN MAGUIRE WAY, HARARE
 750753, 790210, 755508
 EMAIL: sales@tselentisgroup.co.zw
 Website: www.tselentisgroup.com

SALES STAFF: BRIGHTON, ROKI, MERCY, ERNST, STANLY.

Please note: ALL PRICES EXCLUDE VAT.

- Overalls Poly Cotton Price Starts at \$9.15
- Work Suits Poly Cotton Price Starts at \$11.20
- Guard Suits Poly Cotton Price Starts at \$16.80
- Dust Coats Poly Cotton Price Starts at \$9.40
- House Coats Poly Cotton Price Starts at \$7.60
- Heavy Duty Bronson Gumboots. Black Boot & Yellow Sole \$12.70
- Budget Gumboot \$8.50
- Rain Coats Price Starting at \$8.35
- Rain Suit Price Starting at \$10.98
- Blankets in stock
- Heavy Duty Humber Bicycles and Spares in stock
- Mazari Out Door Adventure Clothing. www.mazariafrica.com
-

Feel Free to Email or Phone your orders in and we will deliver within the greater Harare area.

ZFC LIMITED

Increase your yield with each harvest by using fertilizers from ZFC. We have a wide range of fertilizers which is suitable for all your crops. We also provide you with a range of speciality fertilizers for horticulture. Where you have special needs we will make custom made blends to suit your particular requirements.

We are manufacturers and marketers of fertilizers (compounds and straights), gypsum and lime.

Contact us, Phone: 04 753 882-8, 759 044-6 or Cell: 077 2 236 091-3 or Email: gurirar@zfc.co.zw or mutondorob@zfc.co.zw

ZFC Limited

Crop Chemicals

Give your crop a head start by using agro-chemicals from ZFC. A wide range of chemicals is available for use in your field crops and in horticulture.

You can get:

- Fungicides
- Insecticides
- Herbicides
- Adjuvants
- Nematicides
- Growth regulators
- Grain protectants

We also provide you with a wide range of animal health products.

Contact us, Phone: 04 753 882-8, 759 044-6 or Cell: 077 2 236 091-3 or Email: tapfumaa@zfc.co.zw or

11. CLASSIFIEDS

Situations Wanted

Very strong agricultural repping background: agronomy, crop chemicals AND veterinary - farming experience in flue-cured tobacco, commercial and seed maize, soyabeans, cotton, citrus, wheat, pigs, poultry, beef cattle and a little dairy. Please phone Stu Taylor on 0772100475 or e-mail thetaylors1234@gmail.com - would also consider something in the leisure/hospitality industry; good knowledge of the wilderness and remote areas of Zimbabwe.

Services

ATTENTION ALL WHEAT AND BARLEY GROWERS

Drying facilities available for hire at Norton. Contact Hamish Brown on 0774503441 for further information.

Farm Sitter available!

I am available for farm sits. I have farmed in the Karoi area since 1976. Tobacco, maize and cattle as main crops. If references are required please contact the following whom I have worked for :

Dave Gregson Allcott : Centenary 0712 869 167

Geff Dollar : Guruve 0772 385 414

My name is Mike Lapham : (04) 861 007, 0712 410 417 email : doublel@mango.zw

My name is Mike Lapham : (04) 861 007, 0712 410 417 email : doublel@mango.zw

A1 FUMIGATORS FOR :

- All fumigation and pest control services
- Carpet cleaning
- Hygienic services
- Gardening, land scaping and general cleaning.

Contact 0773 202095, 0712 543091, 0734 026671

J.J.C. BUILDING SERVICES

Specialist in:
Building, plastering, carpentry, painting, tiling, driveways, maintenance, molding bricks, Durawall supply and repairs, sell and erect Durawall posts and panels

Durawall

Plain Walls:-

- 6 foot = 1,8 metres – US\$25 p/m
- 7 foot = 2 metres – US\$30 p/m
- 8 foot = 3 metres – US\$40 p/m

Design Walls:-

- 6 foot = 1,8 metres – US\$35 p/m
- 7 foot = 2 metres – US\$40 p/m
- 8 foot = 3 metres – US\$45 p/m

65% deposit required prior to commencement of work

Director: John Chitonho
7 Eddie Kye, Msasa Park
Phone: 04 570 074 or Cell: 0778 273 619

ASTRON BOREHOLE SITEING

MIKE SMITH – WATER DIVINER

TEL : (263 04) 741043

CELL : 263 712 338 615

11. CLASSIFIEDS

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For all you're Domestic, Commercial & Industrial Security requirements.

We will quote for free!

We will also supply and install any of the following specialized security fencing:

- Razor wire
- Farm and Game fencing
- Electric Wall top and Panel Protection fencing
- General fencing
- Palisade Fencing
- Bonox Fencing

We make all sizes of diamond mesh.

Contact: Harare - Dirk 077 2 337 853 or Allan 077 2 292 108
 P O Box HG 449, Harare, P O Box AY 234, Harare. Unit 5, 18 Martin Drive, Msasa, Phone: 04 446 386,
 Tel/Fax: 04 498 790
 Email: soper@zol.co.zw

Bulawayo 09 60476/60352
 Tembo Mawarire: 23b Josiah Chinamano Avenue, Belmont, Bulawayo
 Email: fenceafrica@mweb.co.zw

Have your woolen and silk Persian rugs including kilims professionally repaired to international dexterity standards
 Call now for free foreign embassies and local household references
 Mr. Sebata
 +263774631635
 +263712772427

For Rent / Accommodation Available

Commercial Property to rent

Offices to let along Harare Drive 214 m2. 5 Offices, 1 large training room, telephone lines, networking cables, secure, parking and borehole
 To view please call 0772283817

We are constantly receiving requests from evicted farmers to search for suitable, reasonably priced, accommodation in the main centres, mainly Harare. Often the farmers have been forced off their farms and out of their homes at very short notice and become refugees with nowhere to go.

We also have a number of farmers who have moved to town who can no longer afford the high rentals being asked, which are often being increased to prices far beyond their means.

Should you know of any suitable accommodation available, please let us know so we can keep a record to assist affected **farmer's**.

Holidays and Travel

Xmas Houseboats available

About Kariba Houseboats and lodges around Zimbabwe phone 04-494096, 0772249122. Email ms.maryjacob@gmail.com.

12. Reminder of Key Dates

OPEN FARMERS MEETING

The date of the next meeting to be held at the Wingate Golf Club will be advised later. This will be in November 2014. We advise our members and farmers to take this opportunity to meet your leadership and exchange ideas on your future.

13. Missing Mashonaland West (North) 2013/14 Report

Our sincere apologies to the Mashonaland West Team for omitting their report from the CFU 71st Annual Congress Brochure. Please find it below:-

Mashonaland West (North) 2013/14 Report

Overview

The 2013/14 season was characterised by fluctuations that seemed to be at work at all facets of production on the farms. The district had long wet spells and other areas had long dry spells. The season was early in some areas and late in others. There was greater political pressure in some areas, less in others. That is not to say that there were farmers totally unaffected, I am sure every farmer on the land was affected in one way or another. Marketing and delivery of crops was smooth for some delayed and chaotic for others with the price uncertainty and the S.I. gazetted for products more recently causing an upset with contractors and growers. This has brought uncertainty into the market on the way forward and the support for farmers for the coming season. Generally there was an average to above average rain fall with timing being an issue in some cases. The dams are all generally full with little winter crops being grown. A small irrigated tobacco crop has been planted by comparison to the water reserves. Land prep for the coming year is not hugely apparent for any of the crops.

Crops

Generally there has been satisfaction shown for the past season with some very good irrigated yields of tobacco and row crops reported. Dry land was average and as always the timing of the onset of the rains being a critical aspect. Winter crops are down in hecterage with Delta cutting significantly their barley crop and farmers choosing not to move their irrigated land into wheat production. Finance being one of the reasons and the uncertainty of markets and price with the competition of imported flour causing negative pressure on wheat prices.

Cattle

The commercial herd is down significantly in numbers and there is a perennial challenge with running a herd due to fences being stolen, keeping grazing intact and fires under control. There are however a few cattle producers left in the district that are committed to keeping their herds running and there are also the pedigree herds that are so important to our future in beef production.

Other

Unfortunately there is very little production of chicken, pigs, sheep and goats. Although there is good potential for growth in these sectors this is being held back by the fact that investment is needed to boost them and the finance is not readily available. There has been serious competition from imported poultry with the imported chicken price below the break-even price of locally produced chicken.

Security

Sadly there were a few incidents of intimidation, extortion and violence reported in the past year. We as a community were shocked and dismayed at the attack on the Passaportis family. Well done to the authorities for the arrest of one of the suspects. The farming community implore the authorities to condemn this violence in the strongest possible way and to act strenuously to apprehend and prevent further incidence of this nature. We wish the Passaportis family a speedy **recovery and hope they will be "farming again soon!**

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 dir2@cfuzim.org

COMMERCIAL
**FARMERS' UNION OF
ZIMBABWE**

42 Bates Street,
Milton Park,
Harare,
Zimbabwe

Tel: + 263 4 790 274/6/7
Cell: + 263 772 235 640
E-mail: dir2@cfuzim.org
Website: www.cfuzim.org



13. Missing Mashonaland West (North) 2013/14 Report

General

In conclusion 2013/14 has been a reasonable season with the farmers out there continuing production under less than ideal circumstances. There are large areas of unutilised and underutilised land with irrigation that has the potential to produce this country hundreds of thousands of tons more food and exportable crops. Mash West like the rest of the country should be looking at production as our primary goal and set aside the counterproductive rhetoric and policies that are hindering the progress of agricultural production in Zimbabwe. To the farmers in Mash West and the rest of the **country, well done for the production and commitment to the past season and let's hope that 2014/15 is peaceful, productive and the rains are kind to all of us whether Commercial, A2 or A1 farmers.**

Roy Linfield
Chairman Mash West (North)

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Please send your adverts to advert@cfuzim.org by Tuesday 12 noon and send prompt payment with a copy of your advert to CFU Classifieds, 42 Bates Street, Milton Park, Harare (where the old Red Cross Building used to be)

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