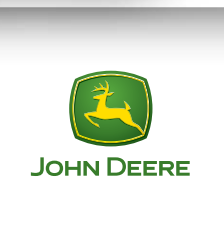


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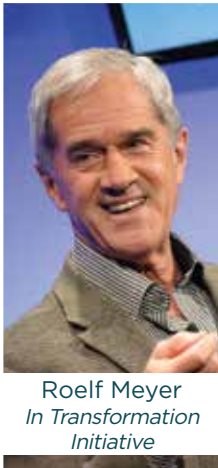
Derek Watts

Round Table Discussion hosted by **Derek Watts**:

AGRICULTURE – A POSITIVE OUTLOOK



Mike Mlengana
DG, DAFF



Roelf Meyer
*In Transformation
Initiative*



TP Nchocho
Land Bank



Stephen Grootes
702/Cape Talk



Milaan Thalwitzer
Bosveld Group



THE TRUE EFFECTS OF LAND GRABS WITHOUT COMPENSATION

This session is presented in *English*.

Panel Guests: **Francois Strydom (Senwes)**
Pierre Venter (Banking Association of SA)
John Purchase (Agbiz)
Mpumelelo Mkhabela (Ntambose Konsult)

Commercialisation of farms as well as consolidation of farm holdings have become a trend under major crop-producing nations around the globe. The main reason for this being: to maintain the ability to ensure nations affordable, sustainable access to their most basic need – food, despite the risks, which make sufficient food production increasingly challenging.

In economic terms, the disturbance caused to a trend like this through irrational policies (like land grabs without compensation) could lead to sub-optimal food production levels in South Africa. Furthermore, essential investment levels in agriculture will plummet, as agricultural investors require regulatory security.

In addition to the aforementioned, it's also important to emphasise that the agricultural sector has a significant multiplier effect that flows into various other industries of the economy. Therefore any disturbance in the agricultural sector will also impact adversely on other downstream industries of the economy.

On the surface it seems clear that the successful expropriation of land without compensation will only lead to greater economic losses, and therefore discussions on this topic will now aim to conclude what the true effect of land grabs without compensation will be – both in the agricultural industry and beyond.

*Research: Senwes, supervised by
Dr Johan le Grange*



RESOLVING LAND ISSUES

This session is presented in **English**.

Panel Guests: **Roelf Meyer (In Transformation Initiative)**
Phile van Zyl (ZZZ)
Prince Mashele (Political Analyst)
Johannes Moller (Agri SA)
Mike Mlengana (DG, Dept of Agriculture, Forestry & Fisheries)

Poorly managed land issues (and policies in this regard), coupled with the fact that the number of commercial farmers (whom are the most essential role-players in sustainable food production) are significantly decreasing, could leave South Africa caught between a rock and a hard place when it comes to ensuring future food security in the country. Furthermore, policy uncertainty scares away potential - and very essential agricultural investors.

Allowing policymakers to continue down their current road, will further decrease the number of commercial farmers (they'll leave the industry, or for that matter the country, to search for "greener pastures"), which in turn implies that productivity and efficiency of food production will be adversely impacted on, since generations of knowledge from learning-by-doing and learning-from-others will be eliminated / lost.

Land reform has become an emotionally-fuelled, controversial issue in South Africa, and it is therefore of utmost importance that policies and decisions regarding land issues be made in a responsible and transparent manner.

The burning question for this discussion is: How can land issues be resolved?

*Research: Senwes, supervised by
Dr Johan le Grange*



A SHOWCASE OF SUCCESSFUL TRANSFORMATION INITIATIVES IN AGRICULTURE

This session is presented in **English**.

Panel Guests: **Roelf Meyer (In Transformation Initiative)**
TP Nchocho (Land Bank)
Chris Venter (AFGRI)
Herbert Mabuza (Producer)
Charles Rossouw (Rossouw Family of Companies)

South Africa's agricultural industry has many transformation initiatives that have been deemed successful and it is important that these are emphasized. What is however also essential is evaluating / measuring what successful transformation really is. It is important to evaluate and conclude whether or not there's a "success recipe", a perfect set of conditions, or some sort of foundation that distinguishes true transformational success from failed attempts.

Success stories are not always shared or all widely known, and it is therefore important to showcase these stories, by means of examples from the industry.

Research: Senwes, supervised by Dr Johan le Grange



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WOMEN IN AGRICULTURE

This session is presented in Afrikaans.

Panel Guests: **Lindie Stroebe** (Produce Marketing Association)
Minette Ferreira (Media24)
Liesel Foster (Dr LA Foster Boerdery)
Gloria Serobe (Whiphold)

If you thought that women in agriculture is something new, unusual, or the result of a dramatic rise in feminism, think again!

Women form the backbone of agricultural development in rural and national economies in many countries across the globe.

It is important to emphasise that women's role in agriculture span much wider than just primary agricultural involvement (being/becoming farmers). Other facets of agriculture, like organised agriculture, research and development, government and even agribusinesses also hold critical roles for women to fulfil.

Join us and meet some of these women that make a meaningful contribution to the sector.

Research: Senwes, supervised by Dr Johan le Grange



FINANCES: LABOUR, DIVERSIFICATION AND FINANCIAL PLANNING

This session is presented in Afrikaans.

Panel Guests: **Corne Kruger (Senwes)**
Johan Geel (AFGR)
Jannie de Villiers (Grain SA)
Marelize Venter (Nedbank)

The agricultural sector used to be a massive job creator in the past but in recent times has transformed into a technologically driven industry increasingly making use of highly skilled labour, agricultural machinery and other technologies.

The current labour force in the agricultural sector in South Africa amounts to ± 919 000 (Q4 2016) of which around 89% is classified either semi-skilled or unskilled. Moreover, the cost-impact, stemming from the implementation of the minimum wage, will prevent farmers from hiring labour, leading to a decline in employment opportunities (especially for the aforementioned 89% group). Looking forward, it seems inevitable that labour cost will become a larger part of operational costs for producers, and therefore farmers will rather opt to mechanise, in order to manage costs.

While some farming operations appear to be growing horizontally, thus tapping into economy of scale advantages (via consolidation for example), other farmers are becoming more diversified and are targeting niche markets, where high-quality produce is becoming increasingly sought-after by both local and international consumers.

Financial planning, in the simplest terms, is the appropriate management of your finances to meet your goals and protect your assets and the future of your business. The business of agriculture, whether it is intensive crop production, livestock and wildlife farming or mixed farming, has common issues that need to be planned and managed appropriately to ensure financial sustainability.

This panel discussion will take place against the backdrop of long-term financial sustainability in agriculture, with specific reference to the importance of labour, diversification and financial planning in ensuring such sustainability.

Research: Senwes, supervised by Dr Johan le Grange



THE ROLE OF TECHNOLOGY, SOIL HEALTH AND ADVISORS IN AGRICULTURE

This session is presented in *Afrikaans*.

Panel Guests: **Jaco Beyers (John Deere)**
Martin van Zyl (Senwes)
Pieter Smit (Monsanto)

The world's population is estimated to reach 9 billion people by 2050, which implies that agricultural production will have to be increased by around 70%. This increase will need to be achieved against the backdrop of many challenges, including: water and land resource scarcity, climate change, increased urbanization and decreasing commercial farmer numbers.

These challenges will inevitably require technological intervention, which makes the role of new technologies in agriculture crystal clear. Technological advancement is necessary to sustainably increase agricultural productivity, and ultimately feed the growing world population while protecting the environment.

Today's farmers are already facing high levels of complexity thanks to technology and innovation. Tomorrow's farmers will have to cope with even more complexity as technology and innovation further drive the agricultural sector to evolve. In addition to higher levels of complexity, there'll also be a rapidly growing amount of product and service offerings from existing and new input providers all along the value chain. Farmers will therefore strive for simple, easy-to-use, complexity-reducing products, offered as integrated end-to-end solutions. It is clear that the role of advisors in agriculture will therefore become increasingly important.

*Research: Senwes, supervised by
Dr Johan le Grange*



THE MOVE FROM COMMODITY TO TRADEMARK

This session is presented in **English**.

Panel Guests: **Phillip Retief (Van Loveren Family Vineyards)**
Tobias Fourie (Limpopo Dairy)
Musi Kuzwayo (Ignitive)
Chris Moerdyk (Marketing Analyst)

The commodity market is defined as a physical or virtual marketplace for buying and selling (trading of) raw or primary products. There are various advantages and disadvantages of trading on the commodity market. One disadvantage of the commodity market is that the producer has little to no influence over the market (i.e. the market is inelastic). The price of the farmers' product is determined by the overall market/laws of demand and supply. Over supply will result in lower prices and vice versa. The problem with this is that the farmer might have a truly unique product or perhaps he/she has a reputation of delivering products of exceptional quality and yet he/she will receive the same price as any other farmer.

There is however an alternative option apart from trading in the commodity market, namely: transforming from commodity to trademark.

Making the aforementioned transformation implies an additional value (a premium) that can be realised above what the market pays, by exploiting the advantage realisable from the uniqueness/unique characteristics that distinguishes some commodities into different groups/sub-sections.

*Research: Senwes, supervised by
Dr Johan le Grange*



YOUTH: CAREER OPPORTUNITIES AND HOW TO ATTRACT NEW ENTRANTS TO THE AGRICULTURAL SECTOR

This session is presented in **English**.

Panel Guests: **Jannie de Villiers (Grain SA)**
Omri van Zyl (Agri SA)
Flint Meintjies (Senwes)
Prudence Motseo (AFGRI)
Kobus Steenekamp (Monsanto)
John Hudson (Nedbank)
Antois van der Westhuizen (John Deere)
Engen Representative



The ageing farmer population trends are being observed in many parts of the world, and that older farmers could be less likely to adopt new technologies. This could negatively impact on sustainably increasing agricultural productivity, and ultimately the ability to feed the growing world population while protecting the environment.

With the aforementioned in mind, consider the view that the youth are the future of agriculture (and food security), and yet around the world, few young people see significant opportunities for themselves in a future in agriculture. This is a rather concerning phenomenon and therefore this topic will focus on the critical role the youth has to play in the future of agriculture.

Research: Senwes, supervised by Dr Johan le Grange

