



SUMMER EDITION
2020

NEWS

**ONS GROEP SE
REKORD JAAR**
tydens Covid-19

*oor ons mense
en hul dinge*

MASIMONG
shareholding

with us you are
growing goodness

What a year... Nobody could have imagined how this year would turn out at the sound of the bell introducing 2020. Surely a year of challenges, turmoil but also renewal.

Covid-19 had such a huge impact on the entire world with South Africa not being excluded. Who will ever forget the feeling with the announcement of the first lockdown by the president? It was during these challenging times that it struck me how resilient the agricultural sector is and what force is at play when an industry works together. It made me so proud to be associated with this industry and its people during this strange period.

Klimatologies het die jaar bogemiddeld teenoor die vorige jare verloop. Oeste het oor die algemeen goed presteer en produsente in staat gestel om voordeel te trek terwyl soveel ander sektore noodplanne moes maak. Vir baie produsente was dit 'n nodige verligting om van vorige jare se ondergemiddelde inkomste in te haal (of ten minste gedeeltelik).

Ten spyte van die pandemie was dit 'n jaar vol talle mylpale vir die **InteliChem** Groep. Ons het gedurende die jaar rekord omset maande by al ons maatskappye beleef. Die harde werk wat oor die afgelope klompie jare ingesit is werp nou vrugte af. As die jaar uitspeel met die huidige momentum as basis gaan dit beslis 'n jaar wees om te onthou.



Ons neem ook afskeid van Rudolph Geldenhuys. Rudolph is nie net 'n stigterslid van die groep nie maar 'n ware leier en strateeg wat die groep vir meer as 20 jaar gelei het. Woorde kan nie ons dankbaarheid beskryf nie. Dit is met gemengde gevoelens en 'n knop in die keel dat ons afskeid neem van 'n persoon wat vir baie van ons soveel meer as 'n kollega is. Ons wens Rudolph egter net die beste vir sy toekoms toe – hy sal altyd deel van die span bly.

Ek wil afsluit om elke persoon wat by die **InteliChem** Groep betrokke is uit my hart te bedank vir hierdie jaar. Ek besef dit was op verskeie terreine uitdagend, maar dit ten spyte het elkeen sy of haar deel dubbel en dwars gedoen. Ek beskou myself bevoorreg om deel van hierdie span te wees wat uitnemend in alle opsigte is.

My wens is dat elkeen in hierdie feestyd net weer sal beleef wat dit is om waarlik geliefd te wees en tyd sal maak om te besin waaroor die lewe werklik gaan. Mag julle die Here se teenwoordigheid en liefde tydens Kersfees ervaar.

Rus lekker vir dié wie so gelukkig is en kom asseblief veilig terug. Ons sien uit na 'n besonderse 2021 – dit gaan beslis opwindend wees!

Groete
Gideon Hefer

2020

“Jy lewe net een keer, maar as jy dit reg doen, is een keer genoeg”

Rudolph Geldenhuys lê die tuig neer

Dit is met gemengde gevoelens dat ons afskeid neem van Rudolph Geldenhuys

Rudolph het die weg gebaan vir ons maatskappye om te vorder tot waar ons vandag is, en ons gaan sy insette, leierskap en menswees by die kantore landwyd baie mis.

Dit is, was en bly altyd 'n voorreg om nou saam met hom te kon werk en so baie van die lewe by hom te kon leer.

Ons wens hom, Anna-Marie en sy familie 'n wonderlike en voorspoedige toekoms pad toe, met vele safari's en lekker wyne!



Brief van Rudolph

"Die besigheidsreis van die ontstaan van Barcelo in 1996 tot InteliGro in die huidige formaat in 2020, kan nie anders as 'n lewensryke avontuur beskryf word nie – vol ervarings, gebeurtenisse, uitdagings en goeie herinneringe.

Dit is en was 'n besonderse voorreg om hierdie avontuur te kon deel met so baie kleurvolle mense – karakters, vriende, besigheidsvennote, diensverskaffers en besonderse kollegas.

Wat 'n verrykende en vervullende ervaring, wat ongelukkig nie deur woorde omskryf kan word nie.

Baie, baie dankie aan almal wat die nodige erkenning verdien wat deel was van die ekspedisie, bygedra het dat ons vele bestemmings kon bereik, sommige met moeite en struikelblokke, maar ons het darem daar uitgekóm.

Ons sou dit nie kon vermag het, as dit nie vir almal se besonderse persoonlike bydrae oor die verskillende jare van ons avonture was nie, elkeen in sy eie wese en hoedanigheid uniek, bydraend en komplementêrend tot die ekspedisie.

Glo en vertrou my as ek eerlik en opreg kan sê dat ek hierdie avontuur besonders geniet het, verrykend en vervullend gevind het met ryke lewenslesse en ervarings en ek hoop dat dit ook aan almal, net soos dit vir my 'n werklikheid was om hierdie besonderse reistog met besonderse mense in 'n besonderse landbou-industrie te kon meemaak.

Ek is baie opgewonde oor die toekoms van die maatskappye, die kultuur, die geleenthede en laaste maar nie die minste nie, die mense – julle is die kern en die spil waarom alles draai.

Geniet die reis verder, maak 'memories', breek nuwe gronde en maak 'n verskil!

Bon Voyage – Ek gaan julle almal mis!

Rudolph Geldenhuys



Our **MASIMONG** partnership

Masimong Holdings is the single biggest shareholder in the **InteliChem** Group.

This company is a diversified majority black-owned and -controlled investment company focusing on driving sustainable long-term growth, and value creation of sizeable listed and unlisted businesses in its investment portfolio.

The transaction paved the way for one of the first major black empowerment transactions in the agriculture input sector.

The Masimong shareholding will complement the vision of **InteliChem** to grow its intelligent crop solutions offering and contribute to the inclusive growth of the South African agricultural industry. As a group with a broad footprint in South Africa, we have engaged in a comprehensive transformation plan as part of our future growth path. The involvement of Masimong is an important building block in the execution of this strategy. Masimong is an important strategic partner who will not only help to elevate the company and its profile, but also assist the group to expand its leading role in the input sector.

Masimong has firm roots in the mining industry, with mining investments comprising the largest portion of its portfolio. It has, however, diversified into agricultural and financial services as well as industrial investments to take advantage of value-creation opportunities.

The Group is strategically committed to continuously growing its asset base within its core sectors, and aims to create a best-in-class investment company that makes a significant contribution to the growth and development of South Africa as a nation.



Masimong identified agriculture as a key investment sector and has already confirmed its intent with previous investments in both the primary and secondary agriculture sectors. The company is in the process of investigating other investment opportunities in the sector and believes that there are exciting growth opportunities in the South African market space.

Masimong CEO Althea Discala said: *"We are excited to contribute to InteliChem as a key shareholder as part of our vision towards making strategic investments in the agricultural industry. The complementary vision of the two enterprises provide unique opportunities that would be mutually beneficial."*

***"Willingness to change
creates a new future.
We want to be part of such a future."***

INANI

Alleviating Stunting By Supporting INANI Feeding Programme

Feeding the world within the carrying capacity of planet earth is our universal challenge. In South Africa there are thousands of children exposed to hunger and malnutrition every day.

Chronic malnutrition or silent hunger is a sad reality in South Africa. UNICEF estimates that 27% of our under 5-years old children are considered stunted. Stunting is the result of long-term malnutrition which causes permanent development deficiencies in humans. As a leading player in primary food production in RSA, we want to contribute to alleviate this sombre picture.

Our industry is based on science and we realise the importance of high-quality proteins and fats to support child growth during the important first 5-years of life. We understand that soya is not the greatest source of protein for children. We also know that maize porridge and sugar are not fit for purpose as a primary food source.

The IntelliChem Group supports the INANI Start Well Foundation's initiative. They focus on providing nutrient-dense morning meals to poor children in creches and schools. The StartWell™ cereal contains a healthy blend of bio-available animal sourced and plant-based proteins and fats. The fact that a morning portion delivers more than 110% of 3-year old child's daily protein requirements is the language we understand. We plan to expand our support for the project in the next financial year in order to support the curb against this mammoth challenge.



OUR KILIMANJARO JOURNEY

A group of **InteliChem** leaders climbed Kilimanjaro during January 2020 to raise much needed funds to upgrade and expand the Red Cross Children's Hospital's Emergency Centre.

Gideon Hefer, Johan Hanekom, Rob Dawson, Niel Kruger, Johan Nienaber and Tanja Potgieter were brave enough to journey to the top of Africa.

Every cent of the **R336 488** raised was donated to the Emergency Centre! Improvements will include an upgrade of medical resuscitation and trauma areas, and an increase in the number of consultation and procedure rooms. The project will also add new areas to the centre, including: a burns room, a calm room, a child protection room and family friendly waiting areas.



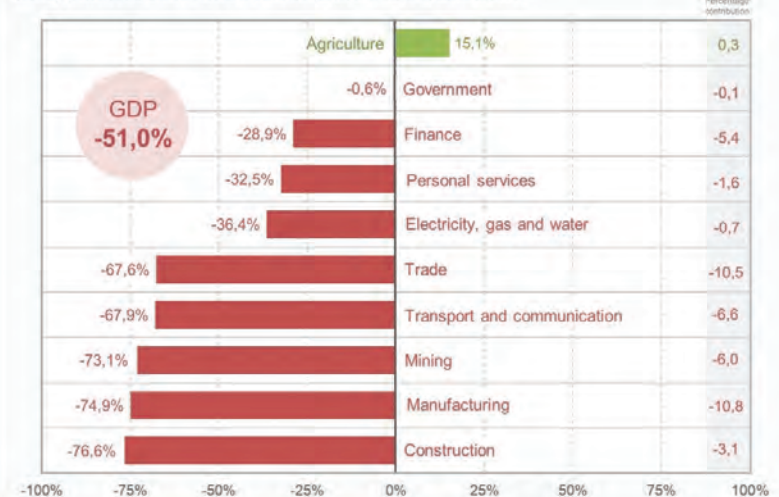


GDP GROWTH

The Agricultural Industry has performed very well amidst the Covid-19 pandemic being the only industry recording growth in Q2 of 2020, whilst the 9 other industries contracted significantly.

Nine industries recorded a contraction in Q2: 2020

Industry growth in the second quarter of 2020 compared with the first quarter of 2020



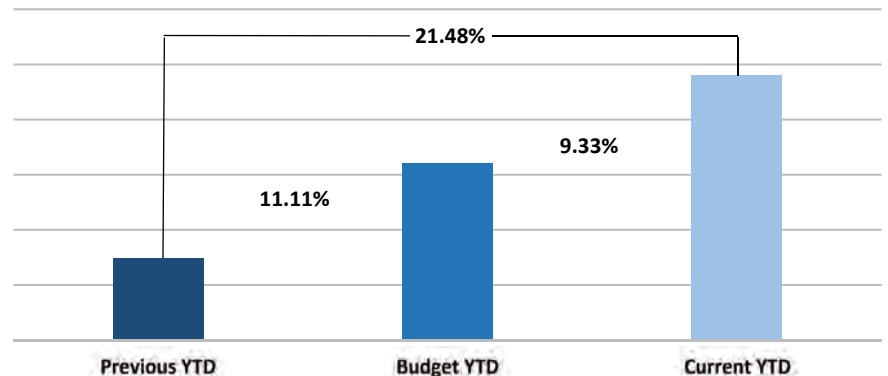
GROUP PERFORMANCE

We are both thankful and humbled by the very good performance experienced by the IntelliChem Group - for the 6 months ending 30 September 2020.

Group turnover exceeded budget by 9.33% and the comparative previous period by 21.48% – a remarkable achievement considering the pandemic.

IntelliChem Group Turnover

6 months ended 30 September 2020



GENERAL

Whilst performance on turnover for the first half of our Financial Year has no doubt been good, the management of (1) gross margins, (2) operational costs and (3) working capital remains critical success factors for sustainable and long-term growth.

We would like to thank each person for their contributions during this time. Let us take this positive momentum into the 2nd half of our Financial Year.

*"Victories aren't born on the field.
You create them during practice –
day in and day out."*
– Silvia Peck



IT 20-PLenty!

2020, what a year you presented to us.

It felt so surreal, on the 11th of March 2020 we held our monthly **InteliChem** catch-up meeting, and used the opportunity to discuss a hot topic in the news being Covid-19, more specifically our readiness to adapt as an organization should we too go into lock-down.

A lot of unknowns and so many things to think about and discuss, including areas we may need to address, and what effect the pandemic could potentially have on the group obviously being amongst many.

That was it..., two weeks later 27 March 2020 South Africa officially went into lock-down!

We entered a period which is going to be recorded in the history books of the future, with Covid-19 being compared to *"The Spanish flu of 1918"*, enough to scare most people.

We are all tired of hearing about Covid-19 for various reasons, and I am not specifically going to discuss it. What I am going to talk about is what it meant to us as the IT team of **InteliChem** group when the news finally broke.

Initial response and realization

- A million thoughts rushing through our heads as we questioned and answered every concern, after much deliberating we finally sat back feeling rather proud with the consensus being, "you know what, we've got this!".
- A certain level of satisfaction sets in when one realises that areas you had been focussing on for so long comes together in providing a platform for staff to simply get on with business, irrespective of the challenges which had been presented.
- Our level of readiness allowed us to be operational immediately, technologies like VPN clients to ensure security, **Microsoft Office 365's** Outlook, OneDrive, SharePoint and Teams applications coming into their own and proving that IT has come an exceptionally long way. The ability to have digital meetings became a reality, I think later turned into a curse. In addition Equilibrium, the lifeblood of the group, was designed to be able to process from anywhere
- Staff members across all companies simply had to pick up their computers from the office, and plug it in at home to continue working. Yes, as to be expected, there were some staff members for whom we had to cater in terms of a spare printer or Internet connection, but this was fortunately minimal.
- Within 2 days it was truly business as usual, and the disruption to the group was extremely limited. The feedback we received was very positive, and the biggest stumbling block was the realization of working from home and being separated from your fellow colleagues, something we all take for granted when going to the office every day.
- There is something about human interaction that we all yearn for and we often underestimate the importance thereof. So despite the wonderful opportunities that technology provided us with during this pandemic in allowing staff to work from anywhere, I am sure there are many of us that were quite pleased when we heard that things were starting to return to normal as the lock-down level was lowered.
- The usual buzz of the office was just around the corner, and most of us were looking forward to once again connecting with colleagues, and the opportunity of sharing our lock-down experiences.

In closing

One thing is for certain, 2020 made us all re-evaluate our lives and think carefully about that which is truly important. I guess there are several ways to look at it depending on which side of the proverbial fence you were "thrown".

For most part, I believe the reflection on our lives did us all good, and dare I say this was nature's way of making us sit up and listen, the unstoppable rat race paused just for a brief moment in time, what bliss it brought to all, a moment to reconnect with the family, and one's inner being.

To each and every one of you, God bless, I believe the worst is over.

Brendan Williams

Human Resources

Resistance generally stands in our way of achieving ambitious, exciting, and interesting goals. We can feel incredibly motivated and have access to all the right resources to achieve our goals, yet we find ourselves procrastinating resulting in failure to achieve those goals.

We are experts in devising reasons (or excuses) for not achieving certain goals. The truth is that resistance is usually accompanied by change or opportunities to improve ourselves. Our ability to move beyond resistance is an important determining factor of our success or failure in reaching our goals.

I recently came across Steven Pressfield's enlightening idea of resistance acting as a motivator to achieve goals. He believes resistance is the only thing standing between the life we are living, and the un-lived life within us. Why does he believe that resistance is a key determining factor? Because according to Steven, "resistance will always point to true North".

Meaning that when we are experiencing resistance, it can be an indication that whatever it is we are resisting, might possibly be very important to us. Because why bother resisting something we do not really care about or are not really invested in?

According to him, "the more resistance you experience, the more important your unmanifested art/project/enterprise is to you — and the more gratification you will feel when you finally do it."

Are you currently experiencing resistance? Perhaps you are resisting a new role? Resisting exercise? Resisting picking up that book you are halfway through? Resisting a difficult conversation with your manager? Or resisting the opportunity to be part of an exciting change?

Changing our perspective about resistance can assist us in achieving great and exciting things. Experiencing resistance can act as a clue that we are on to something good.

Despite a vast amount of rapid change during the last few months, I believe the IntelliChem Group has overcome resistance and achieved several things to be proud of. Our team has grown with 11 new appointments since March 2020, excluding 3 new external Learners currently completing an online learnership in Business Practice through Training Portal.

We have implemented initiatives to support and promote the well-being of our employees. During August 2020, we asked employees to complete an "Employee Check-In" survey and would like to share the results with you:



INTELCHEM GROUP COVID-19 EMPLOYEE CHECK-IN RESULTS

95%

ARE CONFIDENT IN THE
COMPANY'S LEADERSHIP
TEAM TO MAKE THE RIGHT
DECISIONS THROUGH CRISIS

81%

OF EMPLOYEES ARE
EXPERIENCING POSITIVE
EMOTIONS (OPTIMISTIC,
HOPEFUL, CALM, HAPPY,
CONNECTED)

43%

ARE SOMEWHAT WORRIED
ABOUT THE IMPACT OF
COVID19 ON THE COMPANY



TOP THREE BIGGEST CHALLENGES

BALANCING WORK
AND PERSONAL LIFE
(28%)

SOCIAL ISOLATION
(31%)

COMMUNICATION
WITH CO-WORKERS
(32%)



WORKING ENVIRONMENT

65%

GOING TO THE OFFICE - IMPORTANT TO SOME EXTENT (I CAN
ALTERNATE)

56%

THE IMPORTANCE OF A FLEXIBLE WORKING ENVIRONMENT -
VERY IMPORTANT

The feedback is extremely positive and will assist with the implementation of other relevant initiatives to further promote employee well-being. The **InteliChem** Group has also partnered with ICAS to provide employees and their spouses/partners and dependents free, professional, and confidential health and well-being support services. This initiative has been well received and we would like to encourage you to continue using these services to improve the overall health and emotional well-being of yourself and your loved ones.

Other notable projects are **InteliChem** which participated in a virtual career expo, the automation of our goal setting and discussion process, the re-evaluation of job levels, the alignment of certain policies and procedures and the development of a career website.

Earlier this year, the importance of a healthy company culture and admirable values were emphasized. To build on this, the Human Resources department identified their own unique departmental values. The aim being to promote a high performing culture to achieve the vision and mission of the department. Herewith the values, mission, and vision of the HR team:

Mission & Vision



PASSION

A passion for our work, our team, Company and the agricultural industry



EXCELLENCE

The quality in which we deliver valued services and support to people and the Company



OPPORTUNITY

Creating opportunities for people and the Company to reach full potential



PLAY

Work hard but play hard too! We enjoy being part of the team, Company and agricultural industry



LEAD

Lead by example and live our team and our Company values



EVOLVE

Continuously evolve and develop. We are open to change, innovation and growth

HR Mission:

To provide valued human resources services and support that positions the **InteliChem** Group as employer of choice by creating a challenging, meaningful and inspiring working environment in which people can reach their full potential so that the Company vision, mission and objectives can also be achieved.

HR Vision:

To become a trusted strategic business partner within the **InteliChem** Group, which plays a key role in delivering organizational development solutions that contribute to the success of the **InteliChem** Group and all its stakeholders.

I believe these values, and those of each entity, reflect the extraordinary work environment and corporate identity of the **InteliChem** Group. And although it was a year filled with unforeseen challenges, it was also a year full of opportunities and great success – all of which could not have been achieved without an incredible group of people. We are grateful to everyone who contributes to the success of the Company and those who help put the "culture" in "AgriCULTURE". It remains a privilege and blessing to be part of the **InteliChem** team.

I wish you all an incredibly special and blessed festive season. And may we overcome resistance so that the new year overflows with success stories for the **InteliChem** Group.

Keep well, stay safe and be kind to one another.

Regards,
Tanja Potgieter

we put the culture in
agriculture

2020 was die jaar waarop almal groot verwagtinge, planne en drome gehad het, maar min het ons geweet, of ooit in ons wildste verbeelding gedink dat die jaar vir ons heeltemal iets anders sal inhou – verrassings, emosionele en fisiese uitdagings en nog vele, vele meer.

Vir die **IntelChem** Groep was die jaar en sy uitdagings iets waarby ons vinnig moes aanpas met alles wat so vinnig verander het; van die een dag nog by jou tafel sit en werk, min wetend dat jy die volgende dag jou werkstasie moet ontruim nadat die president die Nasionale Inperking Vlak 5 aangekondig het. Waar het enige van ons ooit gedink dat ons deur 'n pandemie sal gaan? 'n Mens sien dit dan net in fliëks! En hier is dit, ons nuwe realiteit, ons nuwe normaal. Handreiniger en maskers is ons nuwe voorland. Selfs 'n handdruk is iets van die verlede.

Die **IntelChem** Groep was in 'n baie bevoorregte posisie dat al ons personeel van hulle huise af kon werk. Die maatskappy het 'n baie gesonde, sterk kultuur en 'n baie positiewe gesindheid teenoor mekaar. Wat die inperking uitdagend in baie opsigte gemaak het, is die sosiale afstand wat toegepas moes word, alle reisreëlins wat gekanselleer is, vergaderings wat via Teams en Zoom plaasgevind het. Sosiale kontak was dus drasties verminder en die realiteit het ingeskop. Wanneer sien ons mekaar ooit weer? Maar een ding het nooit verander nie, die Groep se ondersteuning vir mekaar - in die lekker en in moeilike tye.

Vanaf Mei-maand was die kantoorpersoneel toegelaat om weer van die kantoor af te werk deur 'n skedule te volg; dit het vir groot opwinding gesorg dat ons mekaar weer kan sien, al was dit min en sosiale afstand moes nog steeds streng gevolg word. Nuwe prosedures moes by die kantoor gevolg word om jou eie, en almal om jou, se gesondheid en veiligheid te verseker.



Gelukkig was alles van 2020 nie sleg gewees nie, twee van ons personeellede, Pepler van der Merwe en Jacques Southey het vir die tweede keer pa's geword. Pepler van 'n seuntjie – Ewan, gebore 28 Februarie 2020, en Jacques van 'n dogtertjie – Maia, gebore 23 Maart 2020.

Wesley Edwards word vir die eerste keer pa op die 8ste Oktober 2020. Welkom klein Nicholas Edwards!

Beide Rudolph Geldenhuys
en Johan Hanekom het
hulle 60ste verjaarsdae gevier.
(Rudolph op 28 Februarie
en Johan op 19 Julie.)

60

Daar was vir hulle
heerlik partytjie gehou!



Maia Southey
Gebore 23 Maart 2020



Ewan van der Merwe
Gebore 28 Februarie 2020



Nicholas Owen Edwards
Gebore 8 Oktober 2020

Deur al die uitdagings, die onbekende en natuurlik 'n wêreldwye pandemie het die **IntelChem** Groep net nog sterker aan die anderkant uitgekom. Dit was net weereens 'n les van hoe vinnig dinge kan verander en hoe aanpasbaar 'n mens werklik is.

Die **IntelChem** Groep is vanaf 1 Oktober weer voltyds terug op kantoor en gereed om die res van die jaar aan te pak.

Marthie Maritz, IntelChem

INTERVIEW WITH LEVISON CHIRWA

We all know his gracious smile when you enter InteliChem head office!

1. Where are you originally from?

Nkhata-Bay, Malawi

2. How many years have you been with InteliChem?

Since 2013 – 7 years

3. Where do you stay?

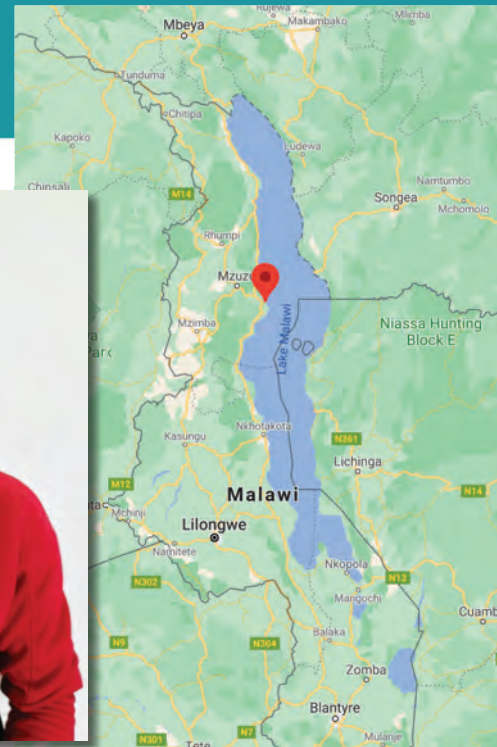
Zola, Strand

5. Do you have any family members here in SA?

My wife, Anna

6. What do you enjoy most working at InteliChem?

The love, care, friendliness, and protection that **InteliChem** provides.



WELKOM!



TIMINEY LANGEVELD

Hiermee wil ons graag vir Timiney Langeveld verwelkom as Menslike Hulpbron & Payroll Administrateur vir **InteliChem**. Timiney het 1 Julie 2020 by die Groep aangesluit. Sy is verantwoordelik vir die volledige administratiewe funksie ondersteunend tot die menslike hulpbron en betaalstelsel departement.

*“Die **InteliChem** groep kultuur is regtig so goed soos wat almal vir my in die begin gesê het. Dit is! Almal werk hard wanneer dit tyd is om te werk, en almal speel hard wanneer dit tyd is om te speel. Die verhoudings wat almal met mekaar gebou het is nie beperk tot hierdie 4 mure nie, en dis regtig iets ‘amazing’.”*



KARINA PILLAY

Hiermee wil ons graag vir Karina Pillay verwelkom as Junior Ontwerper vir **InteliChem**.

Karina het 1 September 2020 by die Groep aangesluit, al die pad uit Gauteng hier aangeland!

Sy ondersteun vir Louise Duminy, Groep Handelsmerk Bestuurder, in die uitvoering van die Groep se bemarking- en handelsmerkstrategie.

TOTSIENS...



NATASHA STEENKAMP

Ons wil graag vir Natasha Steenkamp en haar man alle voorspoed toewens vir die nuwe avontuur wat hulle in Mauritius gaan aanpak. Natasha het 'n baie goeie werkseleentheid by 'n ander maatskappy in Mauritius aanvaar en ons vertrou sy gaan net so suksesvol daar wees.

Wat het sy geleer by die Groep /sy mense:

“Mens is nooit te besig vir 'n grappie of 'n glasie wyn nie.”

Wat was vir haar besonders wat uitgestaan het:

“Dit is WERKLIK 'n omgee-kultuur. Maak nie saak hoe druk besig dit raak nie, almal maak altyd tyd vir mekaar (dis 'n tweede familie).”

Natasha se weggaan-boodskap:

“Waardeer waar jy werk, dis 'n ongelooflike groep. Waardeer mekaar in die kantoor en maak altyd tyd vir 'n grappie of 'n storie, dis wat dit anders maak hier.”

Provider of specialised and complimentary
crop solutions to the agricultural industry



With an integrated group of affiliates,
the Intelichem Group is ensured
to make a valuable contribution
towards **food security and
sustainable agriculture**
in the whole of Africa.

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- Bio-rational offering with food safety focus
- High quality seed and seed care expertise
- Dedicated in-house product development and formulation
- Independent and impartial agricultural consulting services
- Innovative supportive technology programmes

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**growing
goodness**

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IntelGro

intelligent crop solutions

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NEWS



IntelGro en VKB se strategiese samewerking

MIELIEPRODUKSIE 'n REKORD-OES!

CeraTrap® is nou beskikbaar in Suid-Afrika!

IntelGro in die tyd van Covid-19



 **IntelBio**
solutions

 **Intelekt**
Solutions

 **IntelFarm**

with us you are
growing goodness

Boodskap van Johan Hanekom

InteliGro in die tyd van Covid-19

'n Maatskappy se kultuur en samehorigheid word getoets in tye van nood en swaarkry. Die Covid-19 pandemie uitbraak was een van hierdie tye. Die tot op hede suksesvolle bestuur van Covid-19 deur **InteliGro**, het die volgende aksies genoodsaak:

Onmiddellike maatreëls om personeel se veiligheid te verseker

- Opstel van personeel om van huise af te werk. Baie dankie aan die IT span vir uitmuntende spoed en gladde verloop met die proses.
- Handhawing van "Skeleton staff" wat fisies by kantore noodsaaklike dienste verrig het.

Effektiewe Covid-19 kommunikasie

- Flinkse registrasie as "Essential services" en gepaardgaande deurlopende deurgang van korrekte permitte om voort te gaan met besigheid en produsente dienste.

Voortdurende voorraad voorsiening

- Onmiddellike vooruit grootmaat aankope van strategiese produkte wat reeds in Suid-Afrika was, asook die vasmaak van produkte met vaste bestellings
- Kleingraanprodukte is geskuif na depots in die Swartland en Suid-Kaap om te verseker dat 'n moontlike "lock-down" van 'n depot die vloei van voorraad vertraag. Baie dankie aan Penna en Oostewald vir die gebruik van hul depotfasiliteite.

Soomlose tegniese ondersteuning en opleiding

- Met die benutting van tegnologie het die TMS-span wondere verrig en opleidingssessies van hoogstaande gehalte suksesvol aangebied. Baie dankie en welgedaan span.

Stigting van 'n Covid-19 fonds

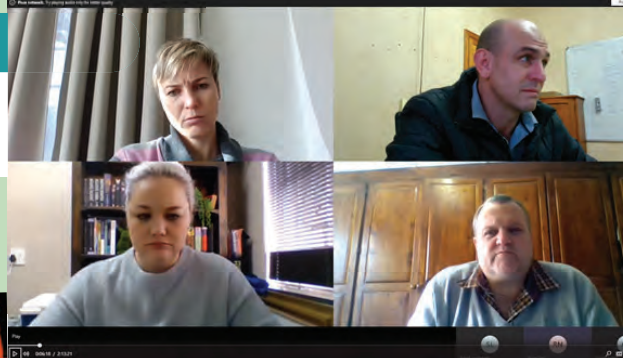
- Die doel met die stigting van die fonds was en is steeds om ons eie mense wat weens Covid-19 in finansiële of mediese dilemmas beland finansiële te ondersteun. Dit is 'n voorreg om reeds verskeie mense in nood te kon

Die Noorde bestuursplan het elkeen 'n video saamgestel om die GOS'e gedurende die begin van die inperking te motiveer. Daar is bietjie humor ook ingespan!



'n Strategiese doelwit van die Noorde bestuursplan was digitalisering en het ons tegnologie baie goed ingespan. So het ons gedurende Augustus die jaarlikse depotadmin-opleiding ten volle as *live event* op Teams aangebied. Dit was baie doelgerig, effektief en het goeie terugvoer uit die veld gekry.

Die jaarlikse GOS'e prysuitdeling is dan ook op 20 Augustus 2020 gehou. Met die lockdown-reëls in plek was ons genoodsaak om die hele funksie te verander en het ons dit met die streeksvergadering getrou. Geen moeite is egter ontsien nie en het die Noorde se dames hard gewerk om dit steeds 'n spoggeleentheid vir die GOS'e te maak!



InteliGro behaal die eerste 6 maande verskeie MYLPAL

- InteliGro en VKB-Groep kondig met trots 'n nuwe strategiese samewerkingsooreenkoms aan wat gefokus is om die produsent te bevoordeel.



- Covid-19 bring uitstekende innoverende planne na vore en die eerste virtuele boeredag word deur Cois Fourie en Wean Benade uit Bethlehem gehou.

Daar word 8 kort video's deur die InteliGro YouTube kanaal beskikbaar gestel en word deur 200 besoekers gekyk!

- Bekendstelling van die nuwe elektroniese aartappelprogram-module deur André Erasmus baan die weg vir uitbreiding in ander gewassegmente.



- 'n Uiers suksesvolle CeraTrap aanlynwerkwinkel word aan die industrie aangebied en word tans suksesvol by verskeie entiteite uitgerol.

- Intelekt Solutions uitbreiding op nasionale basis op verskeie gewasse en suksesvolle inligtingsdae in die Swartland en Suid-Kaap, asook samewerking met industrie-liggame.



- Van 'n tegnologie kant word 'n uitstekende eerder vennootskap met Cropwatch Africa gesluit en die elektroniese moniteringsstelsel Afri-Trap gaan in produksie.



- InteliGro behaal beste maatskappy-omsetmaand in sy geskiedenis in Oktober, asook die beste maand ooit vir Suid-Streek en die beste omsetmaand vir 'n G.O.S. nl. Etienne van Greunen

- Duane de Swardt handel die Plantvoeding handleiding af en bied dit elektronies aan as deel van InteliGro se CCA (Certified Crop Advisor) projek, met persone wat suksesvol die kursus voltooi.



Theewaterskloofdam

2018

2020

Vanuit 'n besigheids perspektief het IntelliGro werklik in verskeie fasette puik presteer.

Van die hoof oorsake vir hierdie sukses is verseker uitstekende klimatologiese toestande oor meeste van die verbouingsareas, goeie pryse behaal virveral uitvoergewasse, asook goed gefokusde bemakingsaktiwiteite wat baie goeie momentum kry.

Besondere goeie reënval asook hoë sneeuneerslae het damme en uitgedoogde grondprofile gevoed.

Die rygewas-strooppes is vertraag deur sopnat lande en mielies wat nie wou droog word nie a.g.v. rypskade.

- Ongekende sonneblom-oeste van meer as 3 t/ha word behaal. Rekord sonneblom-inskrywing van 4.4t/ha word behaal deur een van ons kliënte Johan Meyer met 'n kultivar wat ons verkoop van Agricol Ag8251.

Derde plek ook een van ons kliënte met Ag8251 met 3.3t/ha. Voorwaar 'n hoogtepunt want sonneblom was voorheen beskou as 'n vanggewas vir wisselbou.

Nou, met die regte genetika en blaarvoedings is hierdie oeste moontlik

- Rekord sojaboonoeste van meer as 4t/ha word ook behaal in die meer oostelike dele van ons bedieningsgebied.

Die soja saadverkope is uitstekend vir 2020/21 produksieseisoen, met verkeie lyne wat reeds vroeg uitverkoop is.

Gedurende Novembermaand is daar in die rygewas-verbouingsareas meer ondervog as die afgelope 5 jaar. Produsente plant met minimum reëndaar en word veel meer vroeë aanplantings verwag.

Uitdagings

- Grendelstaat noop ons om anders te dink en uitstekende innoverende planne sien die lig soos digitale boeredae aangebied deur Bethlehem GOS, Cois Fourie en TBS, Wian Benade. Puik bestuursvernuf en vinnige optrede deur hoofbestuur om die regte dokumentasie in plek te kry help geweldig om steeds besigheid soos gewoon te doen.
- Vroeë ryp einde Maart het meegebring dat die mielies wat in Januarie geplant is, skade gekry het, veral t.o.v. graadprobleme.
- Fusarium en Diplodia kopvrot was aan die orde van die dag by mielies.
- Schlerotinia kopvrot het groot skade in sonneblom en sojaboonlande berokken.
- Geweldige brande in Hoopstad, Hertzogville en Bultfontein teister ons kliënte. Meer as 350 liter Orosorb word deur IntelliGro en OroAgri aan brandbestryders geskenk.

we are now proudly
LEVEL 8
BEE
certified

With our uniquely diverse nation, it is imperative to grow together and share knowledge and expertise to build towards a better and sustainable agricultural future for all. We aim to achieve this in a positive and inclusive manner, to benefit the growers from all backgrounds and cultures. IntelliGro is actively involved in several training programmes in the upliftment and skills transfer within the agricultural sector.

It is the responsibility of everyone in the agricultural industry to understand, embrace and implement inclusiveness in order for it to be a prosperous sector.



IntelIGro Kirkwood's new bakkie branding.

IntelIGro Langkloof se nuwe depot en kantore bekendgestel

IntelIGro het deelgeneem aan verskeie droogtehulpprojekte



IntelIGro se mense het hul harte oopgemaak en deelgeneem aan die 'Boks vir 'n Boervrou' projek om te kan ondersteun waar nodig in die moeilike tye waardeur produsente gegaan het

Droogte korrelvoer word gelaai vir aflewering in Calvinia

Covid-19 het die wynbedryf en garsbedryf baie hard geslaan met die vyfweek-lange verbod op drankuitvoere en onderbroke 19 weke lange verbod op plaaslike verkope. Volgens Vinpro en SAWIS beskik die wynbedryf tans oor ongeveer 250 - 300 miljoen liter ongekontrakteerde wyn wat ernstige prysdalings tot gevolg kan hê. Gars word hoofsaaklik gebruik in die produksie van bier en die alkohol verbod het tot gevolg dat garsboere met 'n geskatte 300 000 ton oorskot kan sit.



A group of IntelIChem leaders climbed Kilimanjaro during January 2020 to raise much needed funds to upgrade and expand the Red Cross Children's Hospital's Emergency Centre.

Left to Right: Niel Kruger, Tanja Potgieter, Johan Hanekom, Johan Nienaber, Gideon Hefer and Rob Dawson



2020 was ook lekker tye saam met vriende en kollegas



CERTIFIED CROP ADVISER (CCA) PROJEK: PLANTVOEDINGKURSUS

Twee-en-twintig Gewas Oplossing Spesialiste (GOS'e) van die Suidstreek het van 23 Julie tot 18 September die eerste CCA plantvoedingskursus bygewoon.

Die CCA plantvoedingskursus is aanvullend tot BASOS en is 'n meer toepaslike opleiding wat die belangrikste punte van plantvoeding uitlig, spesifiek ten opsigte van 'n IntelliGro GOS.

Die opleiding het ten doel dat GOS'e :

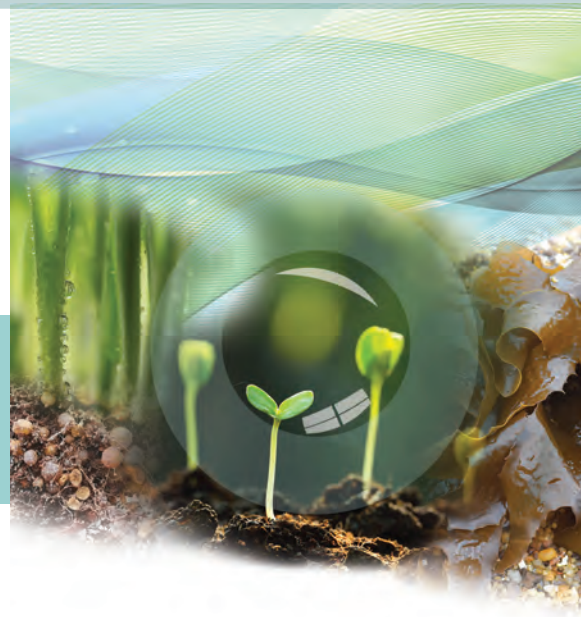
- vertroue kry om plantvoeding te hanteer
- die basiese beginsels daarvan sal verstaan
- die nodige kennis sal hê om relevante inligting in te samel en programme te kan diens.

As gevolg van die Covid-19 pandemie is die opleidingssessies virtueel d.m.v. Microsoft Teams gedoen. Opleidingsdatums is vroegtydig gekommunikeer en sessies het nie langer as twee uur geduur nie. 'n Opname is na elke sessie aan almal uitgestuur wat nie die opleiding a.g.v. EVKOM se kragonderbrekings kon bywoon nie.

'n Handleiding is spesifiek opgestel ter ondersteuning van die kursus en elke hoofstuk is voor die volgende betrokke opleiding aan die kursusgangers uitgestuur vir selfstudie.

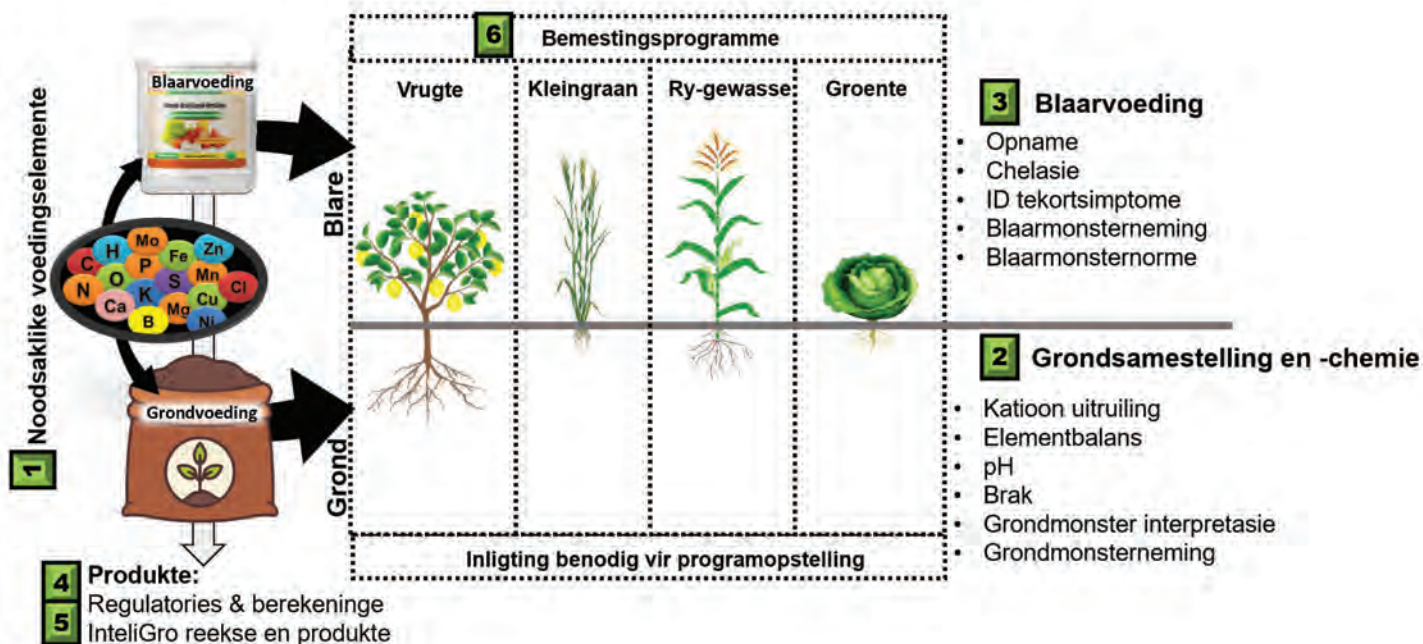
Na afloop van elke module is 'n 20 punte evaluasie in die vorm van 'n "Monkey Survey" elektronies uitgestuur wat binne 1 week voltooi moes word. Slegs GOS'e wat die toets slaag kon voortgaan met die volgende module.

Hierdie kursus sal spoedig na die res vd GOS'e in al die streke uitgerol word.



INHOUD VAN KURSUS:

BASIESE PLANTVOEDING OPLEIDING : 6 MODULES



• Module 1: Die noodsaaklike plantvoedingselemente

Hierdie module vorm die basis van die res van die plantvoeding-opleiding.

• Module 2: Grondsamestelling en -chemie

Noodsaaklike voedingstowwe word hoofsaaklik uit die grond deur die plant opgeneem.

Die regstelling van pH en brak is van die onderwerpe wat hier behandel word.

• Module 3: Blaarvoeding

Plante neem hoofsaaklik voedingselemente uit die grond op, maar blaarvoedings is 'n handige metode ter ondersteuning, veral waar wortelopname in tye van voedingsbehoefte en tydens sekere manipulasies beperkend is.

• Module 4: Plantvoedingsprodukte

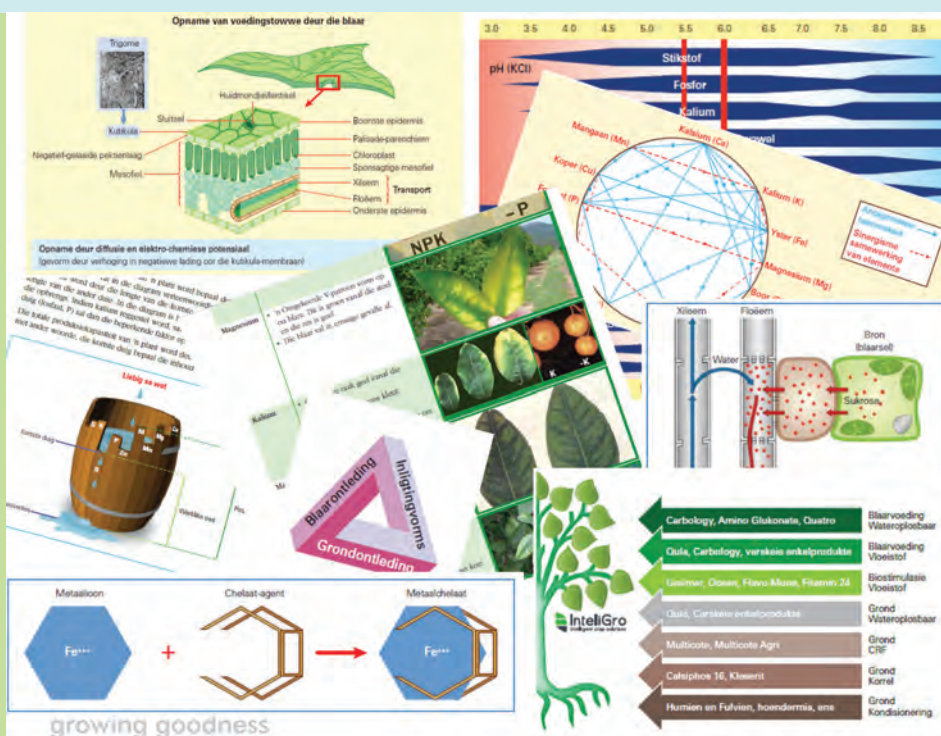
In hierdie module word daar nie na spesifieke produkte verwys nie, maar aandag gegee aan die algemene verstaan en hantering van plantvoedingsprodukte.

• Module 5: IntelliGro plantvoedingreekse en -produkte

IntelliGro se plantvoedingportefeulje sluit 'n wye reeks van produkte in. Daar word kortliks na die belangrikste produkte en reekse verwys.

• Module 6: Opstel van bemestingsprogramme

Daar word nie van 'n GOS verwag om programme te skryf nie. Basiese kennis van die opstel van programme en inligting benodig is egter nodig om die programme wat geskryf is effektief te diens.



Die eerste persone wat die kursus suksesvol voltooi het:

Stefan Hartmann, Nico van Aarde, Francois Ozroveh, Jan-Hendrik Visser, Pieter Hanekom, Gerhard Visser, Wessel Combrinck, Victor Louw, MJ van der Mescht, Derek Nicholson, DC Fourie, James O'Kennedy, Leo Vermaak, Leon Rosser, Marius Robberts, Callie Wolfaardt, Jamie Pasques, Henry Odendaal, Wikus Botha en Gerbrandt Kriel.

InteliGro se plantvoedingreekse se inligtingspamflette nou op die **InteliFarm** app beskikbaar is.

PLANT NUTRITION

REEKSE BESKIKBAAR

QULA
EYONA
INTELICOTE
PESADO
BIOBERICA
Stressal & Fitamin24)



ONS SOSIALE VERANTWOORDELIKHEID EN BETROKKENHEID

Ons by **InteliGro** is besonders bevoorreg om tydens 'n moeilike finansiële jaar soos 2020 nie net om te sien na ons eie personeel se behoeftes, maar ook 'n verskil te kon maak aan diegene wat dit meer nodig gehad het as ons.

InteliGro Cares het tydens die afgelope 12 maande 'n bydrae van R507 525 gemaak tot 10 verskillende organisasies.

- Die organisasies het ingesluit versorgingseenhede, huis vir bejaardes, 'n kindershuis, voedingskemas, asook organisasies wat mense bevorder en help ontwikkel.

Tydens die inperkingstydperk kon **InteliGro** ontsmettingsmiddel, geskenkbewyse vir voedsel en 'n termometer aan die organisasies versprei.

Ons GOS'e en personeel het self ook persoonlike bydraes gemaak tot ons projek om speelgoed in te samel om aan kinderhuise te besorg. Die doel van die projek was om speelgoed te skenk om die kinders tydens die grendeltyd besig te hou.

- Ons is geneig om te kla oor klein probleme, net om te besef ons het eintlik baie om voor dankbaar te wees.
- Die vreugde en opgewondenheid van die organisasie wat die donasie ontvang is onbeskryflik, ons is dankbaar vir die verskil wat ons kan maak.

Cobus van Rensburg



InteliGro
cares





Intelifarm

Intelifarm het baie ontwikkelingswerk in 2020 ondergaan met 'n fokus op die verbetering van bestaande funksionaliteit en integrasie met ander platforms. Optimaliseringswerk is gedoen wat die laai van kliënte-inligting betref om alle gebruikers behulpsaam te wees met die proses aangesien dit altyd 'n groot struikelblok is tot nuwe gebruikers wat aansluit. Integrasie met die volgende platforms is ook in werking om uit te bou op die funksionaliteit wat Intelifarm aan die produsente bied:

1



Afritrap is 'n plaaslik ontwikkelde elektroniese moniteringslokal. Die doel van die AfriTrap is om ondersteunend te wees tot 'n normale moniteringsmodel wat bestaan uit fisiese monitering en dan ook steeds lokalmonitering wat op 'n meer intensiewe basis moet plaasvind. AfriTrap is dan gefokus op area-wye monitering en sogenaamde "hotspot" monitering wat vroeë waarskuwings op 'n daaglikse basis kan deurgee.

Die eerste bestelling van 20 traps is reeds in vervaardiging wat gebruik gaan word in selektiewe **InteliGro**-projekte waarna dit dan beskikbaar gestel sal word vir alle **InteliGro** GOS'e.

Die volledige outomatiese Afritrap sluit in:

- Digitale kamera vir insek-identifikasie.
- GSM-modem vir kommunikasie met die webwerf.
- GPS om insektellings aan 'n spesifieke area te koppel.
- Aluminium-omhulsel vir duursaamheid.
- Daaglikse insektellings.
- Webwerf vir grafieke en insektellings.
- Verbind met Intelifarm.



2



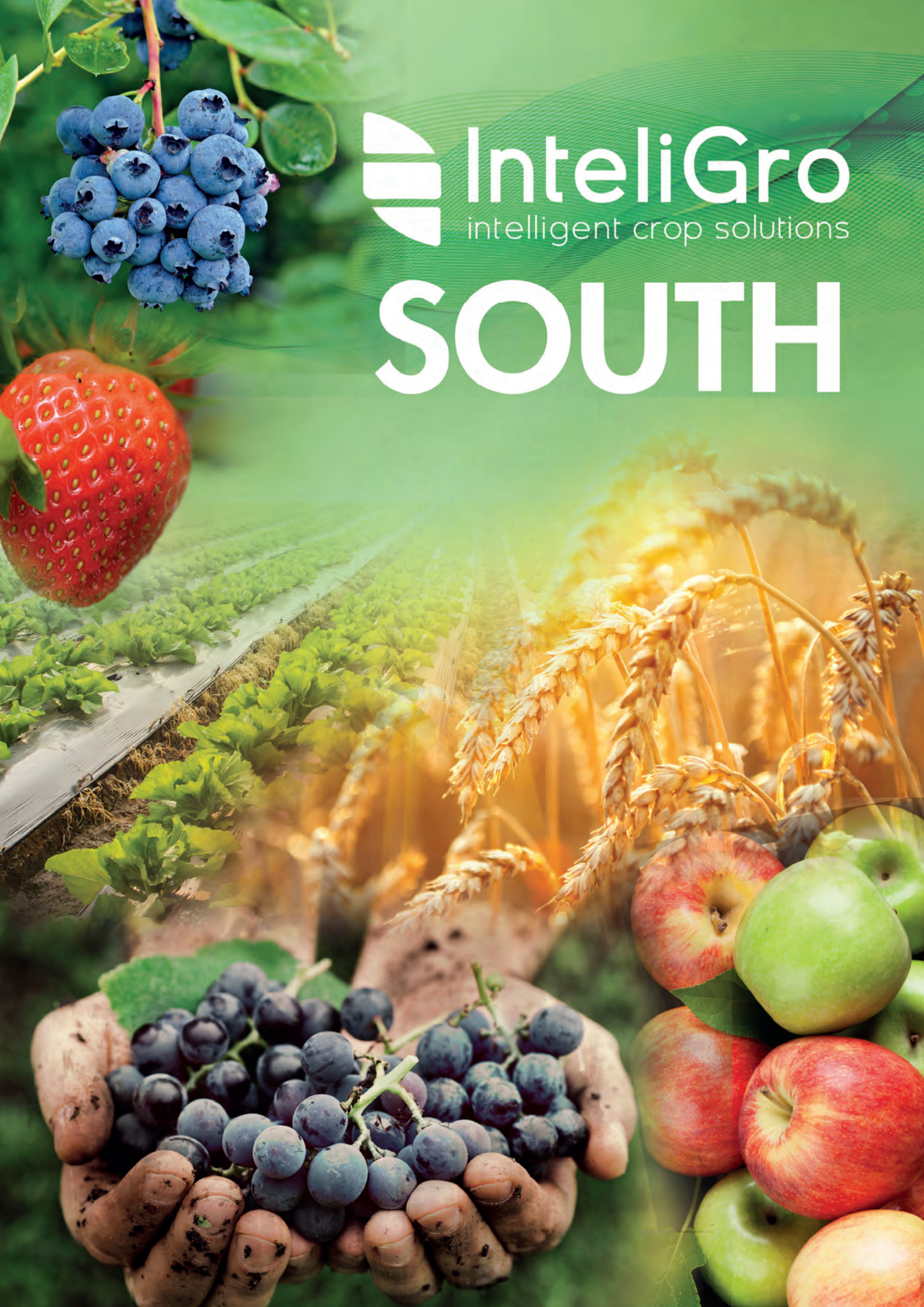
Cropwatch Africa is 'n gespesialiseerde diensverskaffer wat fokus op boere, gemeenskappe, industrieë en regerings regoor Suider-Afrika en help om hul oeste en hulpbronne te beskerm deur vroeë identifisering van peste en plantsiektes.

Die Cropwatch-platform is beskikbaar vir boere en is 'n uitstekende platform om alle plaasverwante data te stoor. Moniteringsdata, grondkaarte, satellietbeeld, drone-beelde, gewasgeskiedenis en nog meer kan op een gerieflike plek gestoor word vir verwysing en analise. Elektroniese monitoring word ook gedoen om te verseker dat moniteerders wel by hul inspeksie punte was deur middel van GPS-tegnologie.

Cropwatch Africa het 'n unieke aanbieding met betrekking tot gebruikersvriendelikheid en is beskikbaar vir alle **InteliGro** GOS'e wie se kliënte die behoefte het vir 'n digitale platform vir data-analise.



SOUTH



COVID-19

VOORRAADAFDELING SE UITDAGINGS UITDAGINGS TYDENS COVID-19

Ek wil net begin deur dankie te sê vir almal wat so mooi hande gevat het in die uitdagende omstandighede. Elke personeelid, G.O.S. en depotpersoneel, ons waardeur die ekstra tyd en geduld wat dit sover gevegr het om steeds van 2020 'n sukses te maak.

Weke net voor inperking

Voor die inperking afgeskop het, was daar 2 groot uitdagings. Die eerste uitdaging was 'n poging om voorraad by streeksdepots en die regte areas uit te kry. Die groot rede daarvoor was dat daar onsekerheid was watter funksies alles in die inperking gestaak sou word, so **InteliGro** het pro-aktief probeer om die regte voorraad in die regte areas te kry voordat die operasionele been moontlik heeltemal gestaak sou word weens die inperking. Die uitdagings was om al die administratiewe funksies in plek te kry, asook om die produkte te skuif tussendeur die kleingraanseisoen wat reeds aan die gang was. Die tweede uitdaging was om die voorraadafdeling se personeel ingerig te kry om van die huis af te werk. Die uitdagings was dat meeste personeel in die voorraadafdeling staan-rekenaars het en dit nie prakties was om die toerusting kort-kort tussen die huis en die kantoor te skuif nie, daarmee saam het nie al die personeel toegang tot internet by hulle huise nie. Die uitdagings is vergemaklik met die goeie diens van **InteliGro** se IT-afdeling.



Tydens inperking

Tydens die inperking was daar baie uitdagings wat oorkom moes word om die proses vlot te laat verloop. Eerstens is die voorraad wat in die logistieke kanaal was met 'n ongelooflike spoed opgeneem, die redes daarvoor is dat die wisselkoers begin verswak het en die produsente bewus was dat nuwe voorraad duurder sou wees, asook die onsekerheid oor hoe aktiewe bestanddele/produkte die land sou inkom aangesien China die grootste verskaffer van aktiewe bestanddele is.

Tweedens, die industrie se vrese van hoe produkte die land gaan inkom het gedeeltelik waar geword. Daar is stadiger produk uit China gestuur, maar SANRAL by Suid-Afrika se grootste hawens het die lewe ook bemoeilik deur toerusting wat onklaar geraak het, vermindering van personeel op die hawens en die verlengde proses om die voorraad uit die hawe te kry aangesien alles eers ontsmet moes word.

Derdens is dit baie moeilik in 'n operasionele afdeling, waar kommunikasie uiters belangrik is, om die wiel aan die draai te hou as alle personeel nie op dieselfde plek is nie. Inperking het gemaak dat ons op skedules gewerk het waar net 50% van die personeel op kantoor is en die ander 50% werk van die huis af. Tegnologie het verseker die proses makliker gemaak, maar die proses verloop net meer vlot as die hele span op kantoor is.

Ons is dankbaar dat ons in 'n industrie werk waar Covid-19 nie die hele industrie lamgelê het nie en ons waardeur elke G.O.S. se geduld waar dit hier-en-daar nie alles 100% volgens plan verloop het nie. Daar is steeds rippeleffekte van die pandemie, maar ons glo dat ons die uitdagings sal kan hanteer.

Tiaan Schreuder



Geen toegang tot
kantoor



Covid-19 reëlins

Toe ons nog gedink het dit gaan slegs 21 dae Lockdown wees!



CeraTrap® aanlyn werkswinkel



InteliGro, tesame met Meridian Agritech, het in Julie 2020 'n industrie-wye tegniese vrugtevlieg werkswinkel aangebied.

Vrugtevliegbeheer is 'n groot uitdaging en hou massiewe risiko in indien dit nie reg bestuur word nie. Vrugtevlieë is 'n fitosanitêre plaag en kan 'n negatiewe impak hê op marktoegang van verskillende uitvoergewasse. *Bactrocera dorsalis* is ook 'n realiteit in Suid-Afrika en kom al in verskeie areas voor.

Vrugtevlieë het 'n wye gasheer-gewasrekking en is nie beperk tot 'n enkele gewas of produksiegebied nie. Dit beklemtoon dus die belangrikheid vir 'n industrie-wye vrugtevlieg beheerstrategie, aangesien dit kern belangrik is vir ons uitvoergewasse.

Die doel van die tegniese werkswinkel was om verskeie industrie rolspelers, op een platform bymekaar te kry en insette te bied rondom die belangrikheid en uitdagings vanuit 'n spesifieke industrie oogpunt.

Covid-19 het natuurlik 'n fisiese geleentheid gekniehalter, maar die feit dat dit in die vorm van 'n aanlyn webinar formaat aangebied is, het weer die geleentheid geskep om aansienlik meer mense blootstelling onderwerp te gee aan hierdie relevante onderwerp.

Die belangrikheid van 'n geïntegreerde vrugtevlieg beheerstrategie is sterk beklemtoon en tydens die eerste sessie is die prentjie geskets rondom die impak van vrugtevlieë in Suid-Afrika, die rol van area-wye vrugtevlieg beheerprogramme, die verspreiding van *Bactrocera dorsalis* in Suid-Afrika en dan ook die belangrikheid van effektiewe monitering as deel van effektiewe Vrugtevliegbeheer.

Tydens die tweede sessie is die nuwe ekologiese vrugtevliegprodukt vir massavangste ("Mass Trapping"), **CeraTrap®** bekendgestel. **CeraTrap®** word al etlike jare doeltreffend in meer as 30 lande gebruik as deel van die beheerstrategie. **CeraTrap®** is aan die einde van 2019, na uitgebreide proewe oor verskeie jare en areas in Suid-Afrika, geregistreer vir die beheer van al die belangrike vrugtevliegspesies, insluitend *Bactrocera dorsalis*.

'n Belangrike kwessie wat ook bespreek is, is die rol van vrugtevlieg seisoenlange populasiebestuur as deel van 'n geïntegreerde vrugtevlieg benadering. **CeraTrap®** is ideaal om deel uit te maak van so 'n populasie-beheerstrategie en navorsing het getoon dat jong vrugtevliegwyfies ongeveer 70% van die vangste in die lokval uitmaak. Bioiberica in Spanje is die vervaardiger van **CeraTrap®** en het ook hulle ervaring met die gebruik van **CeraTrap®** in ander lande gedeel.



Bertus Venter en Michelle Genis is hard aan die oefen vir die aanlyn werkswinkel se aanbieding.

Die beginsel van die **CeraTrap®** -tegnologie berus op die fisiese vang van vrugtevlieë deur middel van 'n baie effektiewe, en ekologies vriendelike, lokmiddel waarmee ons eie plaaslik ontwikkelde lokvalhouer gevul word. Die vrugtevlieë word gelok, en wanneer dit binne die lokval is, verdrink dit in die vloeistof. Daar is geen chemikalieë ter sprake nie en is 'n baie veilige en omgewingsvriendelike manier om vrugtevlieë te beheer.



Deidré Odendaal, Michelle Genis en Niel Kruger voldoen streng aan Covid-19 protokolle tydens die aanlyn werkswinkel.

Daar is tans verskeie beheeropsies geregistreer in Suid-Afrika en dit is positief dat daar hulpmiddels beskikbaar is vir produsente om te gebruik as deel van die sogenaamde "IPM Toolbox". CeraTrap® is nog so 'n hulpmiddel en ons is baie opgewonde oor die rol wat dit in die toekoms gaan speel in Suid-Afrika, veral as ons reeds die suksesse waar dit geïmplementeer word waarneem.

Soos genoem beïnvloed vrugtevlieë verskeie industrieë en tydens die derde sessie het SATI, Hortgro, die LNR en CRI 'n kort oorsig gegee rondom die impak van vrugtevlieë in onder andere tafeldruiwe, sagtevrugte, subtropiese vrugte en sitrus. Die webinar is afgesluit met 'n paneelbespreking waartydens relevante punte vir huidige asook toekomstige vrugtevlieëbeheer bespreek is.

Ons bedank al die deelnemende sprekers wat betrokke was om die webinar 'n groot sukses te maak, asook almal wat ingeskakel het by die opgestelde webinar. Ons glo dit baan die weg vir meer sulke interaktiewe en industrie-wye gespreksessies in die toekoms tot voordeel van die hele waardeketting, en ondersteunend tot die belangrike rol wat ons produsente in Suid-Afrika beklee.

Niel Kruger
Bemarkingsdirekteur, **InteliGro**

CeraTrap® contains protein hydrolysate (Reg. no. L10728, Act no. 36 of 1947); GREEN BAND; and is a registered product of Inteltek Crop Solutions (Pty.) Ltd

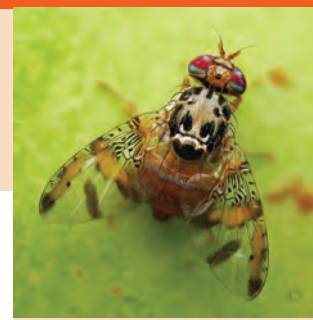


Photo: Nikola Rahmé



Photo: Viwat Wornayporn

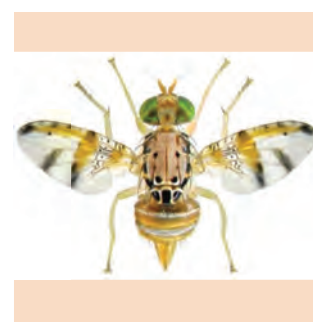


Photo: International Institute of Tropical Agriculture

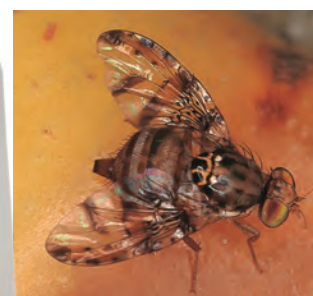


Photo: Picker & Griffiths

discussion topics

The importance of fruit flies in the South African context

Holistic view on the fruit fly challenges associated with export crops in South Africa

Aruna Manrakhan CRI

Bactrocera dorsalis - status in South Africa

Jan Hendrik Venter DALRRD

Area-wide fruit fly management approach

Nando Baard Fruit Fly Africa

Importance of fruit fly monitoring and available tools

Otto Frielingsdorf Chempac

CeraTrap® Launch:

Bioiberica presentation and global perspective

Ignasi Pons Bioiberica

CeraTrap® product information and Trials

Deidre Odendaal Meridian Agritech

CeraTrap® / CRI research feedback

Aruna Manrakhan CRI

Industry perspective on fruit fly management

Fruit Fly Management - A Market Access Perspective

Dawie Moelich SATI

Fruit flies in apples, pears and stone fruit

Matthew Addison Hortgro

Fruit flies - Subtropical Crops

Tertia Grové ARC





Intelekt Solutions: Swamdoderproewe in Gars 2020

Op 22 en 23 September 2020 is 2 Intelekt Solutions produsentedaes onderskeidelik op Bredasdorp en Heidelberg gehou waar ons inligting gedeel het spesifiek op verskeie swamdoderproewe ten opsigte van areas en verskillende variëteite.

Hierdie waardetoevoegings data is van onskatbare waarde om te verseker dat ons die korrekte, wetenskaplik gebaseerde inligting aan ons produsente verskaf om optimale opbrengste te kan kry.

Dirk van Eeden van **InteliGro** het die onderskeie dae gelei, terwyl Jan van Zyl terugvoering gedeel het oor proewe wat gedoen is met spoorelemente en biologiese oplossings.

Philip Rebel van ProCrop Consulting het as gasspreker die produsente kom toespreek oor die belangrikheid van korrekte toediening van produkte in kleingraan, druppelgrootte, spoed vorentoe en meer - voorwaar 'n onderwerp om goed op ag te slaan!



Die doel van die proewe

- Ons doen hierdie proewe om te bepaal wat die opbrengs op die belegging in 'n spesifieke area is.
- Omdat ons nie in 'n presiese omgewing lewe nie, sal dit jaarliks verskil en is dus 'n langtermynprojek.
- Die einddoel is om die beste riglyne vir 'n spesifieke area, in ag genome die jaar, daar te probeer stel.



SOSIALE INTERAKSIES IN DIE SUIDE

Baie geluk aan Johann de Jager!

Johann vier op 1 September 2020 sy 50 jaar in die landbouchemiese bedryf!



*Johan Hanekom
se verjaarsdag!*



ONS HET FEESGEVIER NA 'N REKORD-OMSET VERSLAG!

Na ons by die Suide kantoor almal saam 'n glasier vonkelwyn gedrink het, is ons na NuMetro by Century City, waar ons soos VIP's behandel is.

Ons het al die personeel die VIP ondervinding gegee en saam die fliek The High Note gekyk, kompleet in gemakstoele met 'n houer popcorn en slush puppy:)

Daarna is ons na die V&A Waterfront waar ons die aand afgesluit het met 'n ete by die Mozambik restaurant.

Shuttles was gereël vir almal vanaf **InteliGro** Suid se kantore en almal is na die tyd weer veilig tot by hulle huise geneem.



WELKOM BY DIE INTELIGRO FAMILIE!



Ons is trots om Leo Vermaak in die **InteliGro**-stal te verwelkom.

Leo het groot geword in Kirkwood en daar matrikuleer. Daarna het hy in Bloemfontein studeer. Hy het sy B.Agric graad in 2012 voltooi. Hy het teruggekeer na Kirkwood en het vir 5 jaar as produksiebestuurder vir Habata gewerk.

Leo het waardevolle praktiese boerdery ervaring in hierdie tyd opgedoen. In 2017 het hy by Villa Crop begin werk as Bemerkingsadviseur vir die Oos-Kaap. Leo het in die periode by Villa waardevolle landbouchemiese ervaring opgedoen en baie saam met Etienne van Greunen skouers geskuur.

InteliGro het Leo aangestel as GOS effektief vanaf Augustus 2020 en hy maak deel uit van die Kirkwood-span saam met Etienne van Greunen en MJ van der Mescht.

Leo is baie opgewonde oor die geleentheid om deel te wees van **InteliGro** en is seker hy is nou deel van die regte span mense. Hy sien uit om 'n bydrae te lewer en **InteliGro** se voetspoor in die Sondagsriviervallei en die groter Oos-Kaap te vergroot. Hy wil streef en fokus op dienslewering aan die produsente wat bydra tot optimale en volhoubare sitrusproduksie.

Ons sien Leo as 'n waardevolle aanwinst tot die **InteliGro** Oos-Kaap-span en glo sy positiewe energie en spangees sal **InteliGro** se waarde-aanbod sterk in die veld kan uitdra.



FUN DOWN SOUTH

Amber Elizabeth
PHOTOGRAPHY



the breakthrough in effective & ecological FRUIT FLY MANAGEMENT



CeraTrap[®]

a CERTAIN solution

MASS TRAPPING
POPULATION CONTROL
ZERO RESIDUE
PESTICIDE FREE

- MEDITERRANEAN FRUIT FLY (*Ceratitis capitata*)
- ORIENTAL FRUIT FLY (*Bactrocera dorsalis*)
- MARULA FRUIT FLY (*Ceratitis cosyra*)
- NATAL FRUIT FLY (*Ceratitis rosa*)

CeraTrap[®] is
registered on the
following crops:

- Table Grapes
- Stone Fruit
- Pome Fruit
- Citrus

 **IntelliBio**
solutions

CeraTrap[®] contains protein hydrolysate
(Reg. no. L10728, Act no. 36 of 1947); GREEN BAND;
and is a registered product of Intellect Crop Solutions (Pty.) Ltd.

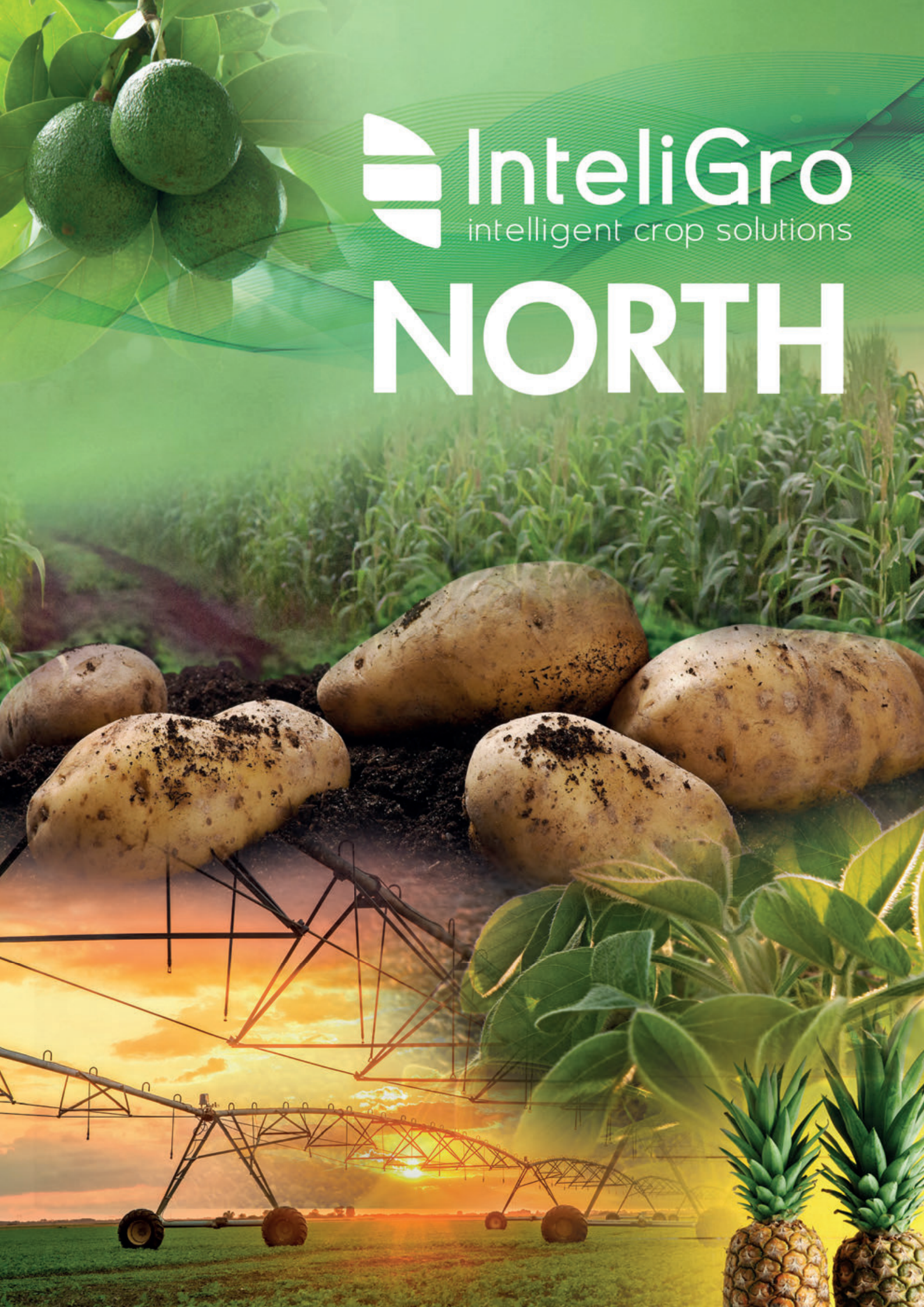
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NORTH



Die Kragspan vir die Produsent!

InteliGro en die VKB-groep kondig met trots 'n nuwe strategiese samewerkingsooreenkoms aan.

Gedifferensieerd, Doelgerig en Aanpasbaar - van die sleutel suksesfaktore waaroor enige sportsman – en produsent - moet beskik om te seëvier. Uitdagings, en die vermoë om aan te pas word dikwels in dieselfde sin gebruik wanneer volhoubare produksie beskryf word, soveel meer om te midde van die talle uitdagings in die Suid-Afrikaanse landbousektor.

Om veranderings aan te bring sodat jy die uitdagings van die veranderende omgewing kan weerstaan, is dikwels 'n realiteit, maar ook 'n berekende risiko wat geneem moet word om volhoubaar te bly. Dit beteken om gedurig en krities bestaande praktyke te evalueer op soek na meer effektiewe metodes.

Die Suid-Afrikaanse landboubedryf ervaar druk uit verskeie oorde en het 'n behoefte aan vennote wat ernstig is om tasbare waarde op plaasvlak toe te voeg. **InteliGro** en VKB het juis met hierdie doel voor oë besluit om kragte saam te snoer tot voordeel van die produsent.



Op 13 Augustus het **InteliGro** en VKB hul strategiese samewerking aangekondig.

Om aan die Covid-19-regulasies te voldoen, is die bekendstellings op 'n paar plekke deur die streek versprei. Boere, verteenwoordigers en verskaffers kon lekkernye geniet terwyl hulle na 'n regstreekse uitsending luister met onder meer die rugbylegende John Smit, Rudolph Geldenhuys van InteliChem en Koos Janse van Rensburg van VKB as gassprekers.

Deelnemers het aanlyn aangemeld om meer te wete te kom oor hierdie strategiese vennootskap.

Janet Lawless van **InteliGro** as seremoniemeester het die sessie geopen met "Ek het skoenlappers in my maag van opgewondenheid!" met verwysing na die baanbrekersoplossing wat die beste by die boer se behoeftes pas.



V.L.N.R. Francois Swanepoel (VKB), Janet Lawless (InteliGro), rugby legende John Smit (gasspreker), Rudolph Geldenhuys (InteliChem), Koos Janse van Rensburg (VKB), Johan Nienaber (InteliGro)



Die bestuur van insetkoste, produksie-finansiering en effektiewe bemaking is van die faktore wat 'n groot rol speel in volhoubare produksie waarvoor die produsent min of geen beheer het nie. Hierdie unieke samewerking tussen **InteliGro** en **VKB** wil saam met die produsent hierdie faktore meer effektief bestuur sodat die produsent kan fokus op dit waarin hy goed is- en dit is om te produseer.

Deur hierdie samewerking kan produsente meer koste-effektief en optimaal van saad- en gewasoplossingsprodukte voorsien word. Die sinergieë tussen die maatskappye bied 'n sakpas gedifferensieerde aanbod wat wesenlike finansiële voordele inhou en tans by geen ander verskaffer in Suid-Afrika beskikbaar is nie.



Janet Lawless (InteliGro), Rudolph Geldenhuys (InteliChem), rugby legende John Smit en Koos Janse van Rensburg (VKB) gesels oor sleutelsuksesfaktore in beide sport en besigheid.

**Kontak InteliGro
of VKB vir meer
inligting:**

**info@inteligro.co.za
vkb@vkb.co.za**

Gewasoplossing spesialiste van **InteliGro** sal produsente van tegniese advies voorsien en die kundige tegniese span sal verdere ondersteuning bied.

Benewens produksie-finansiering om produsente in staat te stel om die nodige insette te bekom, bied VKB ook 'n afset vir produsente se produkte.

InteliGro bied omvattende gewasbeskermings-, gespesialiseerde plantvoedings- en biologiese oplossings asook ondersteunende tegnologie vir rygewasse en aartappels as deel van die strategiese samewerking en word deur sleutelverskaffers ondersteun.



REKORD MIELIE-OES

Dit is iewers in die helfte van November 2019... 'n kaalvoetkind hardloop sy Hilux-draadkar stukkend.

Dis droog, misoeste vir 5 jaar al! Daar is nie ondervog nie. Planttyd is al hier, die geld is op. Daar's nie glimlagte nie.

Die een stofstorm na die ander maak dat Hoopstad se straatligte helder oordag aangaan. Hoopstad..... 'n dorpie wat bekend is vir sy boere en sy mense se hoop! Ashoop.... is dit al hoop....

Dan begin dit reën - 19mm. Die dankbaarheidstrane is meer as die reën. Masjiene dreun en die boere brand diesell (Dis die term vir rip).

Dan plant in die stof met gebed dis... die saailinge sukkel hulle paadjies boontoe, die worteltjies soek klammigheid, een vir een vou die blaartjies oop, dan weer toe, dit bly warm en droog.

"Daars hoop dit gaan reën," sê Tiaan.

"Manne, hou moed! 2 de Desember 15 mm. Brand nog diesell! Rip, plant, spuit, hoe hou mens dit uit!"

Dan, asof die hemel die smarte aanhoor, begin dit reën. Elke week 10mm, 20mm, 40mm en 60mm.

Rip, reënt, plant, reënt, spuit, reënt, skoffel, reënt, spuit, reënt, die sluise van die Hemel maak oop....

Die boere weet wat hulle doen.. Mielies, oral, hoek tot hoek!

Die manne help mekaar... Trekkers val vas, planters spook deur die modder. Desember verby, kry nie klaar geplant nie, dis te nat. Plant in Januarie, die een bui na die ander.... Die eens dorre kaal vlaktes raak binne 2 weke groen.

Dis maar net 'n gemiddelde reënjaar - 550mm vir die seisoen.

Die somberheid wat aangevoel kon word is histories, nuwe moed nuwe hoop! Dis Lock down, maar nie in Hoopstad nie. Hier lewe mense weer!

Strooptyd breek aan. Stropers val vas, dis te nat! Die manne maak planne, sit trakbande aan.

Die oes kom in, in oorvloed! Maskers breek nie glimlagte nie, dis in mense se oë.

Die Here het voorsien!

Dankbaarheid is 'n welbekende gevoel in Hoopstad!

En iewers in 'n stofpad buig 'n kaalvoetkind sy draadkar weer reg...

Gerrie Ludick





TABAKBEDRYF 2020

In die afgelope jaar was daar talle uitdagings in die tabakbedryf en een hiervan was die Covid-19 se uitdagings. Tydens die eerste 6 weke van die inperking kon daar geen tabaklewering plaasvind nie en was dit dan so dat dit in die piek leweringstyd van die jaar was.

Die gevolg hiervan was, om die minste te sê katastrofies, vir die produsent.

Om hierop uit te brei, werk die lewerings as volg:

Die produsent lewer elke week 'n vooraf ooreengekome hoeveelheid tabak aan die koöperasie.

Elke lewering word dan 'n week later uitbetaal, waarvan die sessiehouer 'n gedeelte kry en die produsent 'n gedeelte.

Die gedeelte van die produsent raak dan hoër soos die lening kleiner word. Dit gesê was die kontantvloeï van die produsent totaal vernietig en was die gevolg in die ketting af geweldig, met insetverskaffers, soos ons wat ook moes wag vir betalings.

Handelsbanke het wel gehelp met nodige kontant om werknemers te betaal. Hulle het ook betaalde vakansies aangebied, maar dit alles het gekom met die prys dat rente gehef is op agterstallige gelde.

Suid-Afrika produseer genoeg tabak vir binnelandse verbruik en ons pryse word nie vasgestel met die R/\$ in gedagte nie.

Tabak word hier in Rande gekoop en verkoop. Daarom kan die verswakking van die Rand teenoor die Dollar nie in hierdie scenario gehelp het soos met uitvoerprodukte nie. Die grootste koper van tabak in die land het die kwota wat hy aankoop gesny met 10% wat 1 miljoen per kilogram beteken! Daar is ook geen verhoging in prys vir die volgende jaar nie en soos ons weet gaan insette sekerlik met nie minder as 15% styg nie.

Om mee af te sluit, die tabakboer in die land is onder druk. Al lyk die syfers van Rand/ha groot, was dit 'n baie hoë risiko-gewas met baie hoë insetkoste.

Die tabakbedryf is 'n krimpende bedryf met groeiende uitdagings. Hoe lank gaan ons nog genoeg binnelands produseer? Ek weet nie, maar ek weet die uitdagings is groot!

Mias van der Ryst



MOOI TABAK OP ALMA

ONDERHOUD MET JOHAN NIENABER OOR DIE IMPAK VAN COVID-19 IN DIE WERKSPEK

'n Onderhoud is gevoer met Johan Nienaber (JJ), Streeksdirekteur: Noord, om vas te stel wat sy gedagtes is rondom die kort- en langtermyn effek van COVID-19 en die Grendelstaat op die maatskappy asook die werknemers en hoe tegnologie ons kan baat in die huidige situasie om die kontinuïteit van die maatskappy te verseker.



Vraag 1

Tegnologie speel uiteraard 'n baie groot rol met die mitgasie van die huidige "State of Disaster" waarin ons onself bevind. Wat sou jy sê is die rol wat tegnologie speel binne InteliGro om te verseker dat die besigheid steeds kan funksioneer? Gaan hierdie tydperk die wyse waarop tegnologie gebruik word binne InteliGro beïnvloed/verander vir die pad vorentoe?

Die rol van besigheidskontinuïteit as risikobestuur is krities. Dit het **InteliGro** in staat gestel om tegnologiese prosesse te aktiveer sodat personeel onder meer volle funksionaliteit vanaf hul huise kan geniet. Afdelings soos voorraad en logistiek vereis egter steeds insette vanaf die kantoor/stoor maar deur middel van tegnologie kan streng beperkinge toegepas word rakende personeelbenutting byvoorbeeld - die implementering van skofte.

In Julie 2019 het Forbes 'n interessante artikel, geskryf deur Bernard Marr, gepubliseer, "The Future of Work: Important Ways Jobs Will Change in the 4th Industrial Revolution". Die artikel verwys na 'n gedentraliseerde werksbasis, dus is hierdie 'n goeie leerskool vir ons almal om aan te pas by die toekomstige werksomgewing.

Tydsbenutting en effektiwiteit is kern drywers, sowel as werks gemak en werknemer tevredenheid. Die buigsaamheid wat tegnologie bied gaan definitief tyd, prioritisering en effektiwiteit verhoog. Ek glo ons stap (op 'n goeie manier) geforseerd in 'n rigting wat ons aanpasbaar maak om by die 4de Industriële Revolusie in te skakel.

Vraag 2

Sou jy sê dit is nodig dat mense hulle oriëntasie aanpas/verander rondom hoe hulle daaglikse take aanpak nou dat meeste "remotely" of van die huis as werk?

Self-oriëntasie en selfdisipline is belangrik vir ons span en vorm deel van ons kultuur en waardes. Die aanpassing om van die huis af te werk het tot dusver voordele vir ons ingehou (ons kon personeel bekommernisse rondom COVID-19 direk aanspreek) en word effektiwiteit en uitvoerbaarheid nie betwyfel nie. Ons is bevoorreg om 'n uitnemende span te hê wat saam na 'n gemeenskaplike doel, strategie en visie werk.

Vraag 3

Dink jy dit is meer uitdagend om nou 'n bestuursfunksie te verrig weens die uitskakeling van "aangesig tot aangesig" kontak met werknemers of bereik die ander metodes van kommunikasie tot ons beskikking dieselfde doelwit?

Ek glo ons begin anders dink hieroor maar ons moet steeds behoorlik kan beoordeel watter situasies benodig aangesig tot aangesig kontak teenoor tegnologie:

1. Bestuursvergaderings kan byvoorbeeld deur die benutting van tegnologie (Teams/Skype/Zoom) suksesvol geskied, sowel as enige soortgelyke vergadering met 'n vooropgestelde agenda, aksielys en punte vir bespreking.
2. Strategie-formulering behoort egter aangesig tot aangesig te geskied aangesien dit 'n werksessie is waartydens insette, opinies en raad gedebatteer word ten einde die doel van 'n gesamentlike geformuleerde strategie te bereik en uit te rol.
3. Noem my maar "old school" maar wanneer dit kom by personeelgesprekke is my voorkeur aangesig tot aangesig. Daardie kontak eerder as konneksie en tyd is kosbaar en moeilik om te behou deur tegnologie. 'n Kombinasie van tegnologie en persoonlike kontak kan egter oorweeg en suksesvol geïmplementeer word.



Vraag 4

Watter lesse dink jy gaan ons as maatskappy leer uit die huidige situasie?

1. **Aanpasbaarheid** – dat ons meer aanpasbaar is as wat ons dink en vlugtig en effektief kan implementeer.
2. **Innoverend** – wanneer 'n groep mense bymekaar kom, kan soveel meer oplossings bereik word om uitdagings die hoof te bied.
3. **Toekomsgeredheid** – ons word intensioneel voorberei vir die toekoms van werk en die benutting van tegnologie.
4. **Inspirasie** – om te sien hoe almal so vinnig en na aan mekaar kan beweeg in uitdagende tye, mekaar kan motiveer en steeds 'n dryfvet om bo die "eie ek" sindroom uit te styg en te doen wat nodig is om hierdie maatskappy 'n groot sukses te maak. Ons staan in nederigheid, dankbaarheid, en meer as alles, in bewondering vir ons mense.

Dus kan ons verseker wees dat sommige veranderinge, wat teweeggebring is met COVID-19 en die grendelstaat, beslis met ons gaan wees nog lank nadat die pandemie sy gang gegaan het.

Gedurende Junie 2020 het Euromonitor International data gepubliseer rondom die verwagte veranderinge binne die verbruikersmark na afloop van die COVID-19 pandemie en wil ek graag ter afsluiting die volgende ses temas as nadenke aan u voorhou:



From Sustainability to Purpose



Hometainment and the New Experiential Consumer



Where and How Consumers Shop



Wellness Redefined



The 'New Normal': What's Here to Stay?



Innovation and the New 'Core'

From Sustainability to Purpose

Initiatives move beyond ethical and eco-conscious to a holistic approach that creates social, environmental and economic benefits.

Hometainment and the New Experiential Consumer

Out-of-home activities are brought online, and these virtual experiences must provide as much value as in-person occasions.

Where and How Consumers Shop

Rapid shift to e-commerce, click-and-collect options and the direct-to-consumer channel accelerate digital disruption.

Wellness Redefined

Consumers focus on achieving optimal health. Happiness becomes a tangible commercial prospect.

The 'New Normal'

What's Here to Stay?: Online shopping, remote living, decreased discretionary spending and self-care will shape consumer behavior.

Innovation and the New 'Core'

Efficiency and value drive product development. Brands need to recognize and align with fundamental consumer needs.

"Challenges are what make life interesting and overcoming them is what makes life meaningful."
- Joshua J. Marine





IntelGro Kidz is formeel by drie skole betrokke: Viljoenskroon, Reitz Landbou Akademie en Hoopstad.

Gedurende die Covid-19 grendeltydperk het ons geleentheid geskep om by die leerders betrokke te bly. Wonderlike inisiatiewe en geleenthede het in die tyd na vore gekom waaronder die ontstaan van Viljoenskroon skool se gefokusde landbourigting - Die **IntelGro** Landbousentrum.

Dit behels basies die insluiting van landbougerigte vakke, wat handel oor landboubestuur en praktiese vaardighede wat ten doel het om leerders toe te rus met vaardighede wat hulle nodig het vir die praktyk.

IntelGro is baie opgewonde om formeel die pad saam met Viljoenskroon skool (Hoërskool Salomon Senekal) te stap om sodoende ons toekoms te help skep.



Foto: (Van links na regs)
Mnr. Nortman (Hoërskool Salomon Senekal, Skoolhoof), Kobus Jordaan (**IntelGro**), Benton Nortman, Janet Lawless (**IntelGro**) tydens die oorhandiging van **IntelGro Kidz** landbouhemde.



Foto: Mnr. Steve Tereblanche (Fick en Seuns) tydens 'n aartappel-inligtingsdag saam met Reitz Landbou Akademie.



InteliGro Kidz tydens Covid-19

InteliGro Kidz Lockdown Tydkapsule is 'n projek wat tydens die grendeltydperk by ons skole geïmplementeer is.

Ons kon weens Covid-19 nie praktiese of enige kontakssessie met die skole hê nie; daarom het ons die inisiatief geloods.

Daardeur kon ons steeds 'n boodskap van hoop en omgee uitdra.

2020 LOCK DOWN TYDKAPSULE COVID-19



**HOE GAAN DIE WERELD
ANDERS WEES NA COVID-19**

**HOE SPEEL LANDBOU 'N ROL
TYDENS LOCKDOWN?**





**HOE KAN ONS DIE NATUUR
HIERNA BETER OPPAS?**

HANDTEKENING _____

InteliGro
KIDZ
TYDKAPSULE

ONTHOU....

Jy lewe nou deur 'n geskiedkundige oomblik

Neem 'n oomblik en vul die bladsye in vir ons tydkapsule sodat ons kan die tye kan onthou en weer in die toekoms daarvoor kan lees.

Maak die bladsye kleurvol, plak fotos, heg boodskappe aan - sodat ons tydkapsule 'n **BOODSKAP VAN HOOP** vir die toekoms bevat.

Idee om ook in te sluit:

- Fotos van hierdie tyd
- Nuusopskrifte
- Kunswerke wat jy gemaak het
- Familie boodskappe saam met wie jy 'lockdown'
- Spesiale herinneringe



Na Covid-19 Lockdown sal ons die beste boodskappe in 'n tydkapsule begrawe, wat weer oor **10 JAAR** opgemaak en gelees sal word!



InteliGro
KIDZ
TYDKAPSULE

Foto: Reitz Landbou Akademie
Leerders tydens die VKB
Bieliemieliefes in Reitz



INTELGRO NOORD SE PRYSUITDELING TE MIDDE VAN COVID-19



Hierdie dag was een vir die boeke.

As gevolg van omstandighede kon ons nie op die tradisionele manier ons mooi-moois aantrek en 'n ordentlike opskop hou nie, maar dit het geen afbreek aan die geleentheid gemaak nie.

Ons het op nr. 99 besluit om na afloop van ons gesamentlike (Oos en Wes) streeksvergadering in Viljoenskroon tog geleentheid te skep om dankie te sê vir harde werk en uitmuntende prestasies.

Die toppresterders word beloon en erkenning gegee by hierdie geleentheid, egter staan ons in dankbaarheid vir elkeen se durf en daad in die seisoen. Elke bydrae voeg waarde toe waar ons, ons merk kan maak ten opsigte van die **IntelliGro** waarde-aanbieding aan primêre produsente. Hierdie geleentheid word gekenmerk om prestasies te vier en om as span vir mekaar dankie te sê.

Die volgende pryse is oorhandig

1. Langdiens

15 jaar- Peter Newton

10 jaar- Bertus Maartens en Gerrie vd Westhuizen

2. Beste Bemarker

Vrystaat – Piet Venter

Noordwes- Tommie Wiersma

KwaZulu- Natal- Dean Richardson

Limpopo- Pine Liebenberg

Mpumalanga- Wessel Vermaas

Gauteng- Christopher Nowak



Foto: Gerrie vd Westhuizen en Johan Nienaber

3. Beste Omset en Bruto Wins

Chemie – Pine Liebenberg

4. Beste Omset en Bruto Wins

Plantvoeding- Arthur Lilford

5. Beste Bedryfskapitaal Bestuur

Dewald Pieters



Foto: Dewald Pieters en Ronel Nel

6. Depot van die Jaar

Tarlton- Christopher en Lee-Anne Nowak

7. Beste Vordering in Bemarking

Christopher Nowak

8. Bemarker van die jaar

1ste Tommie Wiersma

2de Christopher Nowak

3de Pine Liebenberg



Foto: Stefan van Dyk & Christopher Nowak



Foto: Tommie Wiersma en Johan Nienaber

Ons het nie net ons toppresteerders beloon nie, maar ook 'n groot gees gegroet. Boet Wienand het ons gelei in die afskeid waar hy 'n paar gepasde woorde kon spreek oor Sidney se bydrae spesifiek aan ons almal.

Sidney Visser, jare lange vriend en Monsanto (nou Bayer) kollega het vir 'n paar krokodilrane gesorg toe hy die **InteliGro** manne op sy laaste 'trip down memory lane' gevat het: Botswana, Zambië, Brazil, Duitsland, Namibië, Maldives, Hongarye, Amerika, Tanzanië ...

Ons groet 'n merkwaardige man wat diep spore in ons **InteliGro** harte getrap het.



Afsluiting

In hierdie vervang met ongehoorde tye, wil ons ook dankie sê vir elkeen se aanpasbaarheid en bereidwilligheid om ekstra moeite te doen om die **InteliGro** waarde-aanbieding, suksesvol in die veld uit te rol.

Ons wil elkeen bedank wat die dag betrokke was, dankie vir elkeen wat ook die dag gereël het en vir die wat dit nie kon maak nie, sien ons uit na 'n volgende geleentheid waar ons weer kan skouers skuur. "Yster slyp yster en vriende vorm mekaar



Foto: V.L.N.R: Boet Wienand, Johan Nienaber, Sidney Visser

InteliGro het vroeër die jaar 'n **Intellect Solutions** aartappeldag buite Harismith gehou. Aartappelprodusente en **InteliGro** Gewas Oplossing Spesialiste het op die plaas Smaldeel van die Ferreira-familie byeengekom.

Op hierdie perseel is daar strookproewe met verskillende kultivars deur die moerkwekers-groep Wesgrow gedoen, asook verskillende gewasbeskermingsproewe met die fokus op opbrengs op belegging.

*"'n Kritiese komponent van **InteliGro** se waarde-toevoeging op plaasvlak is egter die opbou en beskikbaarstel van onafhanklike, betroubare en statistiese data. Ons glo dat betroubare data 'n kern rol in tydige, akkurate besluitneming speel wat 'n bepalende faktor is tot ons produsente se volhoubaarheid," aldus Janet Lawless, **InteliGro** Noord Bemarkingsbestuurder.*

Theo Ferreira, van Ferrero Boerdery, het die belangrikheid van venootskappe in hulle boerdery uitgelig. Een van die pilare van hierdie venootskap berus op effektiewe risiko-bestuur deur die selektiewe en verantwoordelike gebruik van nuwe tegnologie wat in die industrie beskikbaar is.

André Erasmus, **InteliGro** TMS, het oor die belangrikheid van monitoring van die aartappelmot gesels
"Monitoring kan van onskatbare waarde wees om die mot betyds te identifiseer en ook die populasie te monitor voor en na bespuitings. Op hierdie manier kan ook vasgestel word watter bespuiting meer of minder effektief is en om selfs te bepaal of addisionele bespuitings nodig is of nie."

Verskeie aktiewe bestanddele word op 'n globale vlak jaarliks getermineer as gevolg van 'n ongewenste omgewings of menslike gebruikprofiel. 'n Groot bekommernis is ook die verlies aan voorheen effektiewe produkte wat weens oneffektiwiteit as gevolg van maatskappike weerstand nie meer gebruik word nie.

Daar is ook 'n groot verbruiker tendens wat minimum residue of selfs geen residue op vars groente en vrugte ondersteun.

'n Geïntegreerde gewasbeskermingsbenadering en die regte posisionering van verskillende groepe chemie is dus van kardinale belang om bogenoemde uitdagings die hoof te bied.

Intellect Solutions - waar ons deur onafhanklike en statistiese proewe inligting inwin om ons tegniese advies te ondersteun en sodoende 'n leier in die industrie te bly.





PARTY UP NORTH





IntelGro

intelligent crop solutions

**IPM
FOCUS**

IntelGro is focused on adding value to our clients by ensuring sustainable technical solutions and by focusing on optimising yields and quality crop production.



IntelBio
solutions



**Intellect
Solutions**
data driven future



IntelFarm

WHAT WE OFFER

- Sustainable crop protection
- Integrated biological offering
- IntelBio Solutions™
- Customised plant nutrition advice
- Specialist technical support and a comprehensive product portfolio
- Professional crop specialists
- Innovative supportive technology

with us you are
**growing
goodness**

Viljoenskroon Tel: +27 56 343 3444

Wellington Tel: +27 56 343 3444



info@intelgro.co.za



www.intelgro.co.za





Meridian
agritech

SUMMER EDITION
2020

NEWS

2020 was our
**RECORD
YEAR!**

It's our birthday



with us you are
growing goodness



Innovative supplier of a comprehensive, high-quality range of integrated crop solution products



- Dedicated in-house product development
- Differentiated and integrated crop solution products
- Long-standing relationships with leading international suppliers
- Formulation facilities and quality control laboratory
- Logistical infrastructure and warehousing



WE ARE 20!

WHAT A JOURNEY IT HAS BEEN!

20 years on...
and **Meridian Agritech**
has grown into a formidable
force in the Agrochemical market
in South Africa.



Meridian agritech



Born partly out of necessity and partly out of passion, Mike Dawson began from zero in the first half of the year 2000. Let's just say Y2K was exceptional for Mike. Things started slowly, with a few product trials, working towards the first registrations. Mike did these trials himself with an old bakkie which he bought with his retrenchment package.

Encouragement from Dirk and Chris van Eeden was inspirational and sorely needed at that time – Mike still looks back with amazement that industry stalwarts would at that time support a 'nobody' !



OUR FIRST MAJOR ORDER

The relationship with IntelliGro (Terason in those days) started right at the beginning, with Meridian's first major order coming from Terason.

Mike tells the story "we got the order which was a defining moment in the company's history, but my immediate thought was, oh heck, how am I going to pay for this!"

Those were the days before credit lines from the suppliers or the bank, so it was pay upfront or don't get the product.

Mike had nothing to offer the bank at the time but Basie (Makhetshim-Agan at that time) agreed to help him.

The product was formulated by Kombat in Greytown and it seemed like a mountain of product to move.

2001
MONELO
R270 000,00

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FORMULATION DEVELOPMENT

Early product development was intimidating but at the same time invigorating with the likes of imidacloprid soon to come off patent and GMO's still being developed.

The early years of production were done as toll formulations at Kombat and Fountain. It was only from 2008 that Meridian Agritech had their own formulation facility.

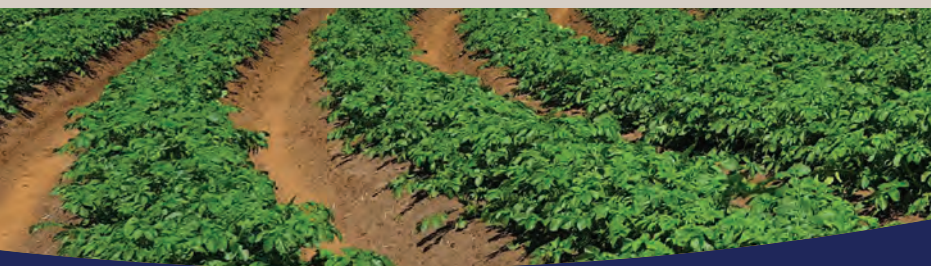
Even that has evolved, from a couple of mixing tanks and a mill with very rudimentary filling methods, into what it is today.

Meridian Agritech prides itself on quality products, which can only be achieved through dedicated quality control, physically separated production equipment for various product categories to prevent contamination, and an on-site laboratory.

This production and formulation team is headed by Avakholwi (Avi) Khakhu, who was the company's first employee. He has grown immensely within the company and has a wealth of experience in product development and formulation methods.



Avakholwi (Avi) Khakhu



FAST FORWARD 20 YEARS....

Wow, it's hard to believe it's been that long already!

A number of years into the company's existence, Rob Dawson joined his brother Mike as a full time employee of **Meridian Agritech**. From the beginning of 2014, the two were a formidable team, growing the business together at a pace which saw it double in size over a 2 year period, and projected to be three time its size for the 2021 budget year.

Rob brought a different dimension to the team born out of 7 years of international experience in London and Hong Kong. Initially taking on the finance, HR and Payroll, as well as joint operational responsibility. Moving full circle, Mike decided to emigrate in 2018, essentially turn over the reins to Rob who has since then taken full responsibility for the entire company, supported by a highly capable and effective management team.



The first 50% shares IntelliChem acquired in Meridian Agritech was celebrated in 2015 with a bottle of Moët & Chandon... in wine glasses(!).

Rudolph Geldenhuys, Gideon Hefer, Mike Dawson, Rob Dawson

THE MERIDIAN AGRITECH LOGO EVOLUTION

1

The first logo was designed to represent inward facing compass needles since Mike had ambitions to feed Africa with safe agrochemicals and where does one start... inwards with oneself.



2

This evolved with a similar design around 2005.

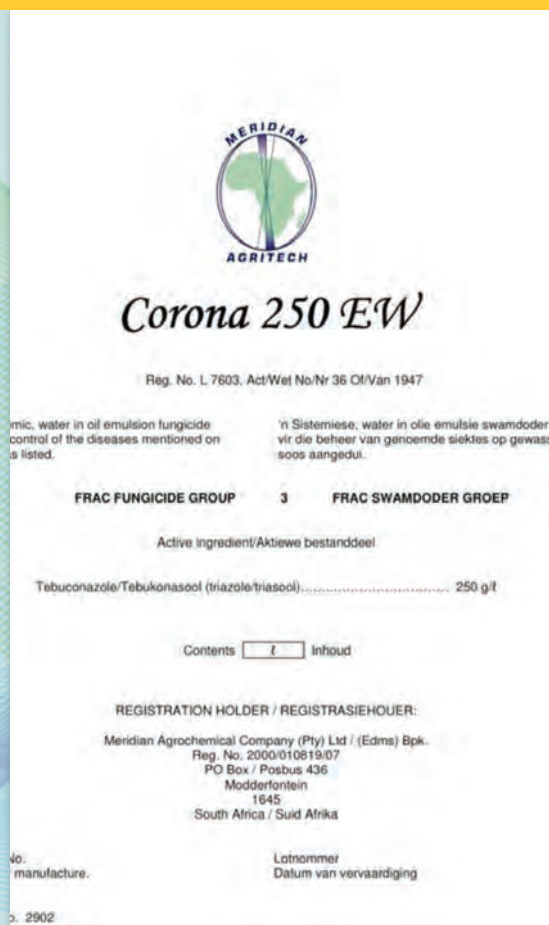


3

Finally it changed in 2019 after the full integration into the IntelliChem group to be consistent with the rest of the group logos.



LABELS THEN AND NOW



COVID-19

DIE IMPAK VAN COVID-19 OP MERIDIAN AGRITECH

Soos vorige jare het ons in November reeds die eerste 6 maande van die jaar se voorraad bestel, wat ons in 'n baie goeie posisie geplaas het t.o.v. produksieverskaffing. Toe die Covid-19 pandemie aanbreek het ons dadelik aksie geneem en volumes op sekere produkte vir die jaar vasgemaak en bestel.

Alhoewel ons al die nodige voorsorg getref het, kon niemand die impak voorspel nie. Die hawens se 'clearing of goods and release' was een van die grootste uitdagings wat ons moes ervaar, aangesien hulle op 'n stadium slegs teen 'n 30% kapasiteit gewerk het! Verder was baie van ons verskaffers in die Ooste onder streng 'lockdown' wat fabriek se produksie van tegniese materiaal tot 2 maande uitgestel het en groot druk op bestellings geplaas het. Boonop het al hoe minder houers van China aangekom, wat beteken het dat al hoe minder houers weer uitgelaaie kon word met voorraad, van wat verdere vertraging veroorsaak het.

Ons fabriek het die heeltijd produk bly produseer, alhoewel ons aan die begin van Covid-19 Lockdown met beperkte aantal personeel gewerk het. Die verkryging van etikette was 'n uitdaging a.g.v. van Covid-19 infeksies en 'skeleton staff' wat produksie moet volhou by drukkers. Ek moet wel sê dat dinge beter is as wat dit vroeër in die jaar was. Die beste vir ons was maar om aan te pas en die beste van die situasie maak.

Gert Visser



Ons Research and Innovation span handhaaf streng Covid-19 protokolle tydens 'n aanlyn-opleidingsdag.

With over 165 product registrations currently and an additional 50 at Act No. 36 waiting in the wings for approval, **Meridian Agritech** has achieved things which are surely enviable by many in the industry.

The products span, herbicides, insecticides, fungicides, PGRs, and adjuvants. It would be difficult to single out any number of products as they are all important, adding value to the company in various ways.





Covid-19 has scuppered many plans for many people. One of those being **Meridian Agritech's** ambitions to take on various teams in an official football (soccer) league. 2020 would have been the first year in which the team played in the league, however as we all know gatherings have been prohibited and the league was cancelled.

That just means the **Meridian Agritech** team will have to hold the trophy twice as high in 2021!

OUR SOCIAL RESPONSIBILITY

Social responsibility is more relevant recently than ever before. **Meridian Agritech** donates 1000s of kg of food to various schools for the benefit of the children. A well-fed learner is a learner indeed, their concentration level improving with food being provided a proven fact. A hungry child will concentrate more on their hunger than on the lessons being taught.

The company is privileged to be in the position to make this possible, and hold our heads high knowing there has been a contribution to society. These efforts are headed by Ruan du Toit, who is also the Financial Manager. Ruan has taken on a lot of responsibility in the company, which spans across operational, HR and payroll, as well as financial.

Ruan has immense experience and has added exceptional value to the company. Ruan has also been fully responsible for the process which enabled **Meridian Agritech** to achieve a level 4 BBBEE rating. This is not only a further contribution towards the country and previously disadvantaged communities, but with stand the company in good stead for the future.



“350 000 South African children are added to the ‘stunting pool’ every year.”

A growing child needs protein, which is an essential macro-nutrient for human growth. As animal-sourced proteins are not readily available to impoverished children, In South Africa, feeding schemes rely on maize and soya to feed these underprivileged children. Maize is our cheap and available staple. Soya acts as a cost-effective protein source.

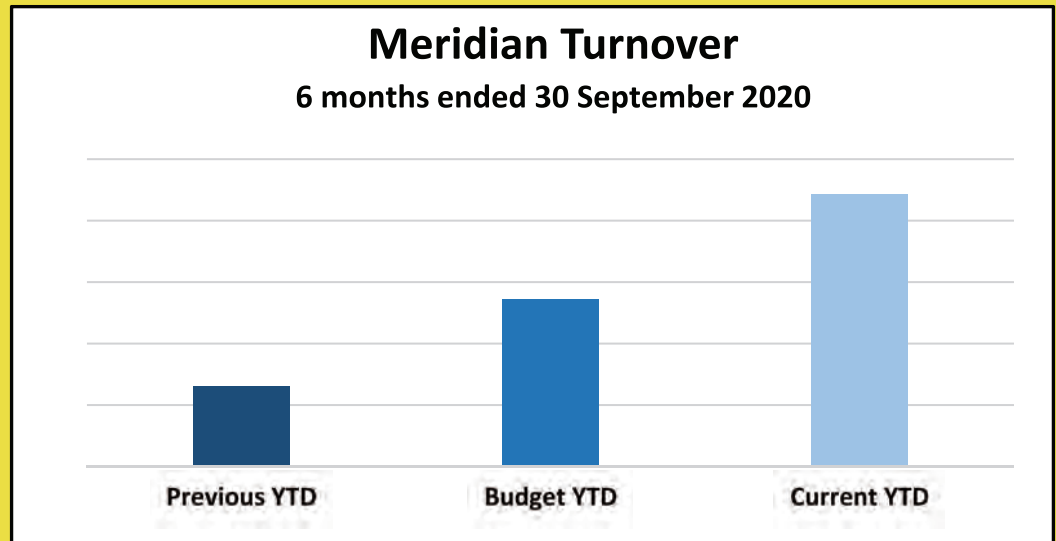
The key is to use affordable and nutrient-dense ready-to-eat alternatives to corn-soy-sugar blends. Pre-cooked recipes should contain a variety of whole grains, whole legumes and a selection of dried dairy products and should carry bio-available plant-based and animal-sourced proteins. Only then will it deliver daily growth nutrients to children growing up in impoverished communities.

Meals like these are aimed at breaking the cycle of stunted kids thus giving them the opportunity to grow and excel, in the process shaping a better South Africa.

IT WAS A **RECORD YEAR** FOR MERIDIAN AGRITECH!

Meridian Agritech's turnover exceeded budget by 17.69% and the comparative previous period by 38.13% which contributed significantly to Group performance.

Well done to the Meridian Agritech team and those supporting their products – truly exemplary performance!



We are proud to announce that we received our Level 4 BEE (Broad-Based Black Economic Empowerment) Verification Certificate, indicating our 100% BEE Procurement Recognition.



Meridian Agritech is fully committed to transformation, upliftment and integration in agriculture.

We regard it as an investment in future generations, a noble legacy and a contribution to the inclusive growth of the South African agricultural industry.





Present day challenges are real, and certainly different from any other year!

Meridian Agritech is privileged and fortunate to have been classified as essential services, meaning production, R&I and general operations never stopped at any point in 2020. Amidst relative chaos, busines closures and people either losing their jobs or getting significant pay cuts, it is a proud moment announcing to staff that not only will they get full pay, but also get increases.

The company continues to go from strength to strength, albeit with CV-19 protocols in place as dictated by government and the Department of Health. Sanitising stations were installed in all relevant areas of the factory and offices. Constant reiteration of the necessity to remain vigilant, wear masks, sanitise regularly have been repeated ad nauseum...a necessary evil, but absolutely essential to keep everybody safe.

It is truly a privilege to know that **Meridian Agritech** is heading for another good year with revenues year to date surpassing all expectation, one can only hope the trajectory continues.

This could not be achieved without the support of InteliChem and InteliGro. The management and staff of both companies have gone above and beyond to show support for a small company started a mere 20 year ago.

As Bob Dylan sang "**times they are a changing**" and those who refuse to change or adapt will be left behind. The only constant in life is change!

Rob Dawson



Op 13 Augustus 2020 het InteliGro en VKB hulle strategiese samewerkingsplan tydens 'n mooi geleentheid net buitekant Reitz in die Oos-Vrystaat bekendgestel.

John Smit, die 2007 rugby-wêreldbekerkaptein, was die gasspreker van die dag en het saam met lede van VKB en InteliGro aan 'n paneelbespreking deelgeneem.



Weens die Covid-19 regulasies en streng protokolle is die geleentheid op verskeie persele oor die land regstreeks uitgesaai.

InteliGro, VKB en verskaffers het bymekaargekom om die nuwe baanbreker-oplossing vir die produsente aan te kondig.

Die besigheidsaanbod bied die produsent die geleentheid om saad-, gewasbeskerming- en plantvoedingsprodukte teen kompeterende pryse te bekom met 'n kortingsstruktuur van tot en met 4% op totale aankope.



Meridian Agritech is 'n trotse kernverskaffer tot die InteliGro-VKB strategiese samewerking.



THE RESEARCH & INNOVATION TEAM

The innovation continues at **Meridian Agritech**, with the Research & Innovation (R&I) team being the largest department in the company.

This is the lifeblood, without which there will be no new products coming to the fore. It is a massive task to identify the correct products and ensure all trials, information and data are collected.



**Meshack Ndou (Manager R&I) and Regulatory Officers:
Dineo Mvundlela and Bianca Steytler**

Registering a new product can take up to 6 years after first deciding to begin product development. Foresight and being in touch with international trends are critical.

Our in-house regulatory officers are responsible for researching possible new products for development.

They also design trial protocols, obtain sources, maintain label extensions and compile product labels in accordance with the guidelines set by Act No. 36 of 1947.

Currently, **Meridian Agritech** has a total of 165 product registrations. The team is also constantly updating a database which includes all registered products, as well as new products under development.

This is to ensure that there is focus within the portfolio and priority can be given to developing new products that are needed in the agricultural sector.



There is a close relationship between the regulatory officers and the in-house field teams to identify new and existing challenges in the agricultural sector and to provide sustainable solutions.

The R&I team has important collaborations with local and international groups to introduce new molecules and active ingredients in South Africa. The team is also actively involved with several agricultural groups in SA and internationally.

All trials are conducted as per the guidelines set by Act No. 36 of 1947 and according to the specifications of the European and Mediterranean Plant Protection Organization to ensure high quality trials in accordance with international standards.

Whilst most of the trials are conducted in-house, we also use highly experienced accredited external trialists (co-operators) to perform trials. Trial samples and unique mixtures for **Meridian Agritech** trials are prepared by our own in-house laboratory.

The Research and Innovation Team in the Western Cape: Braam Vermeulen, Bradley Oliver, Krishna Naicker (Regional Coordinator), Marcel van der Wath, Adrian May, Rob Dawson, Johannes Ockhuis and Deon van der Merwe.



Insert:
Diederick Klopper (North)

Residue samples are analysed by accredited laboratories to ensure produce is safe for consumers. There is a demand for products with zero to low residue levels and **Meridian Agritech** is actively exploring and testing biological products to provide for this need.

The R&I field in-house field teams conduct trials throughout South Africa in the major production areas.

This is to ensure that data is obtained from different bioclimatic zones to ensure that our products are highly effective in different areas.

The R&I field teams execute herbicide, fungicide and insecticide trials on a variety of crops to ensure that products are available for the different agricultural crops in South Africa.



Field teams are currently at a critical time with field trials as there is a merge of growing seasons.

Whilst still completing winter trials on cereals and other crops, the summer season has started and certain trials on vines and orchard trees have already started.

With the heavy rainfall experienced in the Western Cape, certain diseases such as Scab and Powdery mildew on orchards are expected to be a significant problem.

**A warm welcome to Meridian Agritech's
new Field Biologist:
Deon van der Merwe.**



With 22 years of experience in agriculture and 15 of those owning his own farm, it is safe to say that we are definately in good hands. Apart from his vast experience in the field, he has also obtained a diploma in plant production at the Lowveld College of Agriculture.

Deon will be working with the Research and Innovation team, evaluating and conducting trials in and around Western Cape. He hopes to make a difference by being a beacon of positivity, thinking out of the box, creating a fun environment while conducting trials, creating a condusive workspace and organised work structure.

Once again, welcome aboard! We hope your journey here is an amazing one.

Many of us are familiar with yellow fields in the horizon blooming with Canola flowers. After the flowering stage, comes an important process whereby the canola plants start producing pods. These pods contain the canola seeds which will be harvested and processed for consumption.



THE TECHNICAL MARKETING SPECIALIST TEAM



TMS

Of course, having all the fantastic products is not worth much without the Technical Marketing Specialist team out in the field to support the efforts of the IntelliGro Crop Solution Specialists as well as various other distributors.

This is truly a team to be reckoned with, all with exceptional knowledge and experience, there are not many companies (if any) to touch them!

The TMS team collaborate on a daily basis with each other and the various technical and sales people in the field. IntelliGro is the primary focus, constituting the vast majority of **Meridian Agritech's** revenue stream.

The team is lead by Gert Visser, who has 8 years of diverse farming experience prior to joining **Meridian Agritech** in 2014.

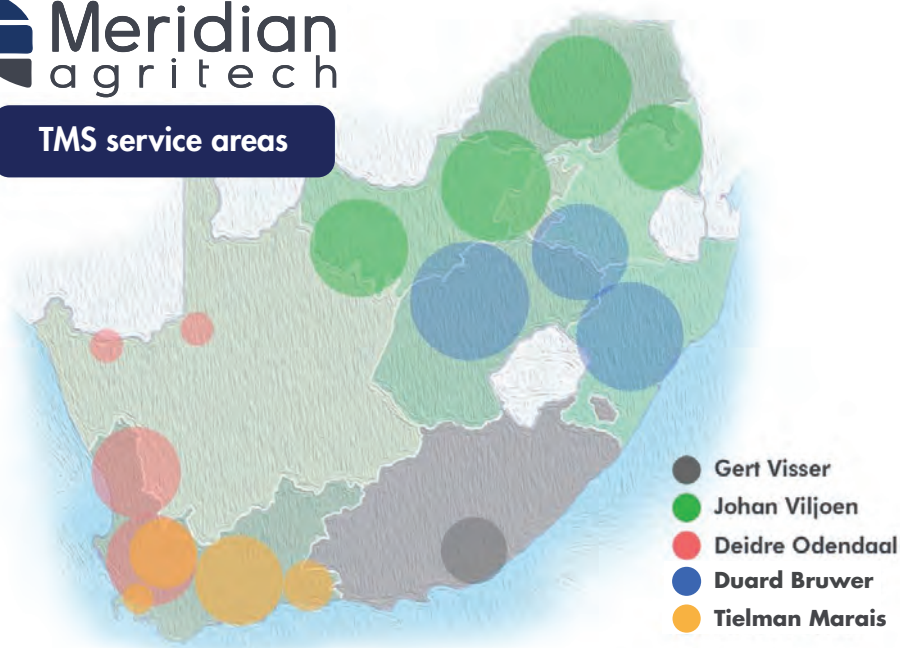
At the time, Gert was the one and only sales and marketing person employed by the company, and had to be everywhere and everything to everyone! He has come a long way, expanded his knowledge and leads the team very effectively.





TMS service areas

As part of the technical support **Meridian Agritech** offers, we have a team of highly trained Technical Marketing Specialists assisting our Crop Solutions Specialists and Growers in various fields of crop protection.



Gert Visser is our National Technical Marketing Manager



Gert oversees the TMS team countrywide and is also responsible for support to the Crop Solution Specialists in the Eastern Cape.

Fields of special interest:

- Herbicides in various crops
- Cereals, canola and pastures
- Citrus
- Potatoes
- Sustainable agricultural production

Contact Gert on cell: 082 669 8342 or e-mail: GertV@agritech.co.za



Johan Viljoen is our Technical Marketing Specialist for Limpopo, North-West and Gauteng



Focus crops:

Row crops, vegetable crops, subtropical fruits, tree nuts, citrus, table grapes and pome fruit.

Fields of special interest:

- Herbicides in row crops
- Mode of action for herbicides

Contact Johan on cell: 064 684 4606 or e-mail: JohanV@agritech.co.za



Deidre Odendaal is our Technical Marketing Specialist for the Northern Cape, Western Cape and Southern Namibia

**Focus crops:**

Stone fruit, pome fruit, nuts, citrus, berries, table & wine grapes and vegetables.

Fields of special interest:

I am interested in insect control, especially through biologicals, and how to integrate them into an IPM approach.

Deidre is the **CeraTrap®** specialist for the Group, a breakthrough product in ecological fruit fly management.

Contact Deidre on cell: 066 291 4315 or e-mail: DeidreO@agritech.co.za



Duard Bruwer is our Technical Marketing Specialist for Free State, Mpumalanga and Natal

**Focus crops:**

Row crops, citrus, apples, vegetables and sugarcane.

Fields of special interest:

- Maize
- Soybeans
- Dry beans
- Potatoes
- Sunflowers

Contact Duard on cell: 072 6060 015 or e-mail: DuardB@agritech.co.za



Tielman Marais is our Technical Marketing Specialist for the Western and Southern Cape

**Focus crops:**

Cereals, canola, pasture and vegetables.

Fields of special interest:

I specialise in herbicides in cereals and canola. It is important to find the best possible solution for optimal crop production and to be part of the full cycle of sustainable agricultural production.

I am also interested in **CeraTrap®**, having been part of the team who performed the local trials on it. It is a breakthrough product in fruit fly management and I am excited to see it perform in our country.

Contact Tielman on cell: 082 517 8891 or e-mail: TielmanM@agritech.co.za





WHAT IS GOING ON IN THE NORTH?

Johan Viljoen, Meridian Agritech TMS

Meridian Agritech has had a great September in the far North after launching our first packs, specifically focused on permanent crops, with the Loskop Grape Pack.

These packs are mostly focused on fungal disease control in table grapes with a minimum to zero-residue approach for peace of mind when exporting.



In certain areas of the Lowveld extreme cold and frost had a devastating effect on growth of some citrus and macadamia trees, but spring has sprung and these trees are starting to flower at the moment. Nirvana and Torus are sprayed to control weeds in these orchards.

In the West the producers are upbeat and looking forward to the season after good yields the previous season. With the ground water levels higher than the last few years, implements are on stand-by waiting for the first good rains to start working the soil and to plant.

With some great products such as Bazooka, Pangolin, Envoy and Mystic on row crops, **Meridian Agritech** is looking forward to an exciting season that lies ahead.

Everyone is still waiting for the first good rains to start planting...





FREE STATE AND MPUMALANGA

Duard Bruwer, Meridian Agritech TMS

Die Vrystaat, Mpumalanga en Natal se landbousektor bestaan net soos die nasionale landbousektor uit hoofsaaklik gewasproduksie, diereproduksie, melkboerdery, wildboerdery en vrugteproduksie.

Hierdie sektors is van kritieke belang vir die welstand van die provinsies, sowel as voedselverskaffing.

Die sektor in al drie provinsies speel 'n belangrike rol in werkskepping in ons land.



Die Vrystaat provinsie is ook verantwoordelik vir 90% van die kersieproduksie in Suid-Afrika.



Die gematigde klimaat in die Oos-Vrystaat leen tot die produksie van sagtevrugte soos appels, bessies, kersies, perskes, pruime en appelkose.



Die belangrikste gewasse in die Vrystaat en Mpumalanga is mielies, sojabone, koring, sorghum, sonneblomme, aartappels en in Natal is dit mielies, sojabone, koring, groente, suikerriet en bosbou.

Vorige seisoen

Die 2019/2020-seisoen sal weereens onthou word vir die unieke uitdagings a.g.v. weersomstandighede wat geheers het vanaf planttyd tot en met strooptyd. Die seisoen het aanvanklik baie wankelig en laat begin met reën wat kol-kol of in strepe geval het wat aanplantings vertraag het.

In die grootste deel van die westelike gedeeltes van die land kon die aanplantings effektiewelik eers in die nuwe jaar begin wat weer teen strooptyd baie kopsere veroorsaak het met graadprobleme, veral op wit mielies. Laat aanplantings het nie net 'n negatiewe impak op die produksiepotensiaal van die gewasse nie, maar dit verhoog ook produsente se risiko op verskeie vlakke.

Ten spyte van al die uitdagings was dit steeds 'n goeie seisoen en boere het gemiddeld tot bo-gemiddelde opbrengste behaal.

Vooruitsigte vir nuwe seisoen

Vroeë reën aan die begin van Oktober het dit laat lyk of ons 'n normale vroeë plantseisoen gaan hê, maar die reën was net te min om werklik aan die plant te kom. Heelparty boere na die oostelike dele van die land het begin plant maar na 2 weke weer opgehou. Baie warm temperature en sterk winde het die grondvog vining uitgedroog. Dit is wel nog vroeg en alle vooruitsigte blyk steeds dat dit 'n goeie reënval-jaar gaan wees.

Boere is baie positief oor die seisoen wat voorlê en hou moed dat die reën sal kom.





GOING DOWN SOUTH

Tielman Marais, Meridian Agritech TMS

2020 Winter Rainfall Region – Grain crops

What a season it has been, from an underlying drought, lockdown of the country, the uncertainty of availability of agricultural inputs or crop protection products to a slow start of the winter crop season and now the best predictions in decades and maybe even record harvests.

Forecasting of seasons has become increasingly challenging this past decade with the unpredictable weather conditions but the winter crop season of 2020 is almost on its back and is looking good at the moment, harvest has started and yields are above average.

The winter crop planting season started out slow and the first rains of the season started late which meant crops would need sufficient moisture for longer and later in the season and the stress was high, luckily the rains that came at the end of September and early October helped with sufficient moisture and will hopefully push the season through.

When rainfall finally started in the beginning of the season and the season kicked off a continued sufficient rainfall in most areas of the Western Cape had most of the farmers positive and hopeful, there is still some dry areas in the country desperate for rain but in the Western Cape the drought has been broken and a very promising harvest is on its way.

The Western Cape is responsible for almost half of the wheat production of South Africa and in the last production forecast of winter crops by the Crop Estimates Committee (CEC) confirmed that this seasons' wheat production could be the best in decades and the Barley and Canola could be the largest on record.

The third estimate on 28 October of the CEC is 5.48% higher than the second forecast, the expected average yield for wheat is 4.19 t/ha. This is the highest prediction since the 2002-season with a total estimated production of 2,135 million tons for wheat, of which the Western Cape is responsible

The production for Malting Barley is 526,706 tons and the expected yield is 3,72t/ha.

The expected Canola harvest is 137,356 tons with an expected yield of 1,85 t/ha average and the oats production is 47 400 tons and expected yield is 1,85 t/ha.

We are looking forward to the real yield numbers coming in as the producers are busy harvesting.



The latter part of the winter season was very promising and we are looking forward to a positive summer season in the Western Cape.



Thanks to all the farmers and agricultural businesses for a wonderful season and keeping our heads up during this difficult year.



BIOLOGICALS AND THE FUTURE

Deidré Odendaal, Meridian Agritech TMS

"Agriculture has done more to reshape the natural world than anything else we humans do, both its landscapes and the composition of its fauna and flora. Our eating also constitutes a relationship with dozens of other species - plants, animals and fungi - with which we have co-evolved to the point where our fates are deeply entwined. Many of these species have evolved expressly to gratify our desires, in the intricate dance of domestication that has allowed us and them to prosper together as we could never have prospered apart."

- Michael Pollan (2009), *The Omnivore's Dilemma*.

Today's grower is faced with increasing pressure on the sustainability of their business.

Worldwide growers and agrochemical companies must constantly adapt to the ever-changing market demands in the food production process due to growing concerns regarding food safety. Overuse of chemicals in agriculture led to the subsequent global rise of chemical resistance in organisms affecting agriculture negatively. Growers face a major challenge to meet the conflicting market requirements for blemish free produce and minimal residue or residue free fruit, as some markets are stricter regarding phytosanitary pests and others more stringent concerning chemical residues on produce.

Agrochemical companies have been forced to counter the ban in various chemicals with the development of alternatives with lower or no impact on beneficial organisms, the environment and human health. Although the public stigma of chemicals remains, the complete elimination of chemical products from most pest control strategies will be impossible. Chemicals remain the most reliable and effective control measure, and major advances have been made in the production of more effective and sustainable chemicals, with toxic, broad spectrum products replaced by softer, more target specific strategies. Not only have new age products being developed which have a lower environmental impact, but chemical companies are also diversifying their product range with biological control options.

The impact of COVID-19 on the world economy has demonstrated the importance of adaptability and accountability in all industries and this lesson can be applied to agriculture in order to maintain our competitive advantage and future-proof the industry against any challenge from the market. Instead of seeing this as the market being unreasonable, SA growers should see this as an opportunity to adapt our systems to a more integrated approach to crop protection.



Integrated Pest Management (IPM) with the strategic use of various cultural practices, soil health principles and biological control agents is a well-developed concept that can be adapted to many growing environments in any crop system.

Meridian Agritech is an innovative supplier of a comprehensive, high quality range of integrated crop solution products. The company is dedicated to assisting in strategies which contribute to healthy and sustainable agricultural systems with our wide range of products and soon, biologicals.

embrace the future!





ALARIS WG

Daar was wêreldwyd 'n groot tekort aan die aktiewe bestanddeel Dithianon. Gelukkig kon Meridian Agritech genoegsame produk bekom om dit betyds aan die vrugte- en wingerdprodusente te lewer. **Alaris** het GOS'e en produsente in 'n baie goeie posisie geplaas.



INFILTRATE

Infiltrate is ons nuwe plantluismiddel in kleingraan. Dit was baie gewild en suksesvol gedurende die winterseisoen en is twee keer uitverkoop!



TORUS

Torus is 'n nuwe toevoeging tot ons kontak-onkruidodderreeks en is die enigste produk wat saam met 'n glufosinaatammonium (Nirvana) geregistreer is. dit het vanjaar baie goeie nuwe opsies vir GOS'e en produsente gebied en verkope was dwardeur die jaar baie goed.



An effective Fruit Fly management tool without the use of insecticides: CeraTrap®

Article by Krishna Naicker, Meridian Agritech

Damage caused by Fruit flies and export restrictions

Fruit flies are a threat to global fruit production, causing fruit and economic damage through puncturing fruit skin during oviposition. After hatching the fruit fly larvae starts feeding on the flesh of the fruit, which often results in premature fruit drop (Allwood & Leblanc, 1996). Fruit flies are classified as phytosanitary pests, and there are quarantine restrictions imposed by several importing countries, limiting access to potential export markets (Manrakhan & Addison, 2008).

The phytosanitary requirements of some countries are sometimes so strict that exports can be suspended if the authorities find a single fruit fly in a container of fruit (Erasmus, 2012). Allwood & Leblanc, 1996, emphasised the significance of fruit flies in the industry by indicating that the control of fruit flies together with improved cultural practices can improve food production, alleviate poverty and improve security of nutritious food.

Current control options

Currently, fruit flies in South Africa are mainly controlled with the use of Sterile Insect Technique (SIT) and Bait Application Technique (BAT). SIT involves the mass-rearing of fruit flies and sterilising the males by exposure to low levels of radiation. The sterile males are then released into orchards and infested areas, mate with wild females, and eggs laid after mating are then infertile. However, SIT needs to be a standard area-wide practise and integrated with alternative measures to be successful. BAT involves the use of an attractant to lure the fruit flies, which is then killed with the use of an insecticide (Erasmus, 2012).

CeraTrap® is a new ecological alternative available in South Africa, currently registered on stone fruit, pome fruit, citrus and table grapes and targets four fruit fly species: Mediterranean fruit fly (*Ceratitis capitata*), Oriental fruit fly (*Bactrocera dorsalis*), Marula fruit fly (*Ceratitis cosyra*) and Natal fruit fly (*Ceratitis rosa*).

CeraTrap® consists of a liquid protein developed through enzymatic hydrolysis and is highly selective in attracting and trapping fruit flies, which then drown in the liquid. The mode of action is based on the mass trapping technique and by keeping **CeraTrap®** in the orchard after harvesting, it reduces overwintering fruit fly populations allowing for population suppression in consecutive seasons. **CeraTrap®** predominantly catches female fruit flies which is an important aspect in population management.

The international demand for fruits with zero residue is increasing. Being a biological solution, **CeraTrap®** makes the effective control of fruit flies possible with zero residue left on the fruit, which allows for compliance with regulations on export crops.

CeraTrap® is highly selective to fruit flies and is ideal to implement as part of an integrated fruit fly management approach with the focus on season long population management and damage control in the fruit ripening period.

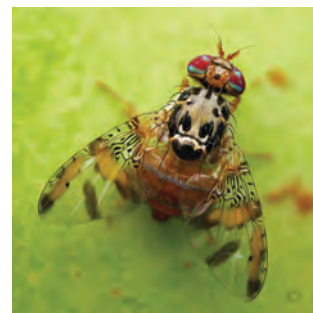


Photo: Nikola Rahmé



Photo: Viwat Wornasayporn



Photo: International Institute of Tropical Agriculture

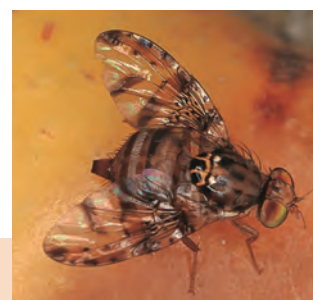


Photo: Picker & Griffiths



The breakthrough solution for **effective** and **ecological FRUIT FLY MANAGEMENT** is now available in South Africa.

BioControl



a **CERTAIN** solution



This bait and trap product is new to the South African agricultural industry and brings a new way in the control of the most important fruit fly species growers face in crop production.

Besides the recognised fruit fly species, Mediterranean fruit fly (*Ceratitis capitata*), Marula fruit fly (*Ceratitis cosyra*) and the Natal fruit fly (*Ceratitis rosa*), **CeraTrap**® also controls the Oriental fruit fly (*Bactrocera dorsalis*). Developed in Spain, **CeraTrap**® is successfully used in many countries over the world. It has been tested extensively in South Africa for the past four years.

CeraTrap® is currently registered for use in Citrus, Stone Fruit, Pome Fruit and Table Grapes.

The key benefits of using **CeraTrap**®

- **Highly effective in fruit fly control**
- **Easy and precise application – no spray equipment needed**
- **Safe for the environment – drowning by mass-trapping**
- **No negative impact on beneficial insects – IPM-focus**
- **No risks to humans or local and exported crops – zero residues**
- **Suitable in a dual strategy of both damage control & population suppression.**

CeraTrap® is a protein-based bait and trap that can be used for seasonal population management. As fruit fly control is a numbers game, applying **CeraTrap**® for population management, will add a lot of value in minimising population build-up can be added in the pre-and early-season periods.

Considering the phytosanitary risks and financial losses associated with the presence and damage caused by fruit flies, **CeraTrap**® is a **certain solution** for sustainable fruit fly management.

CeraTrap® is based on the highly effective **mass trapping** technique and will play a crucial role as part of **InteliGro**'s InteliBio Solutions range and Integrated Crop Solutions approach.

Contact your InteliGro Crop Solution Specialist for expert advice.

Reg. No.: L 10728, Act no. 36/1947. Registration holder: Intelekt Crop Solutions (Pty) Ltd,
a wholly owned subsidiary of InteliChem (Pty) Ltd. Co. Reg. No.: 2014/042423/07.
Kathrein Wine Estate, Annandale Road, Lynedoch, 7603, South Africa, Tel: +27 21 881 8500



InteliBio solutions

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www.ceratrap.co.za

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intelligent crop solutions

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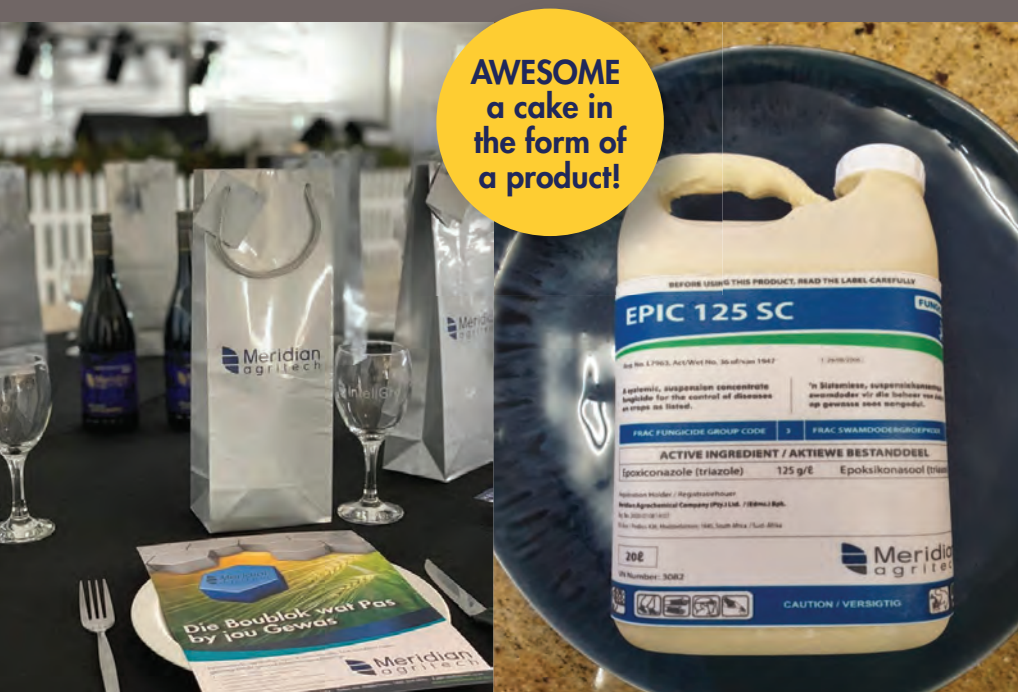
CERTRAP® online workshop and launch with IntelGro during Covid-19 lockdown



Rob Dawson and Gert Visser at the Kirkwood Citrus Rally



Deidré Odendaal showcasing our new branding





Work is work,
but it can also be
FUN



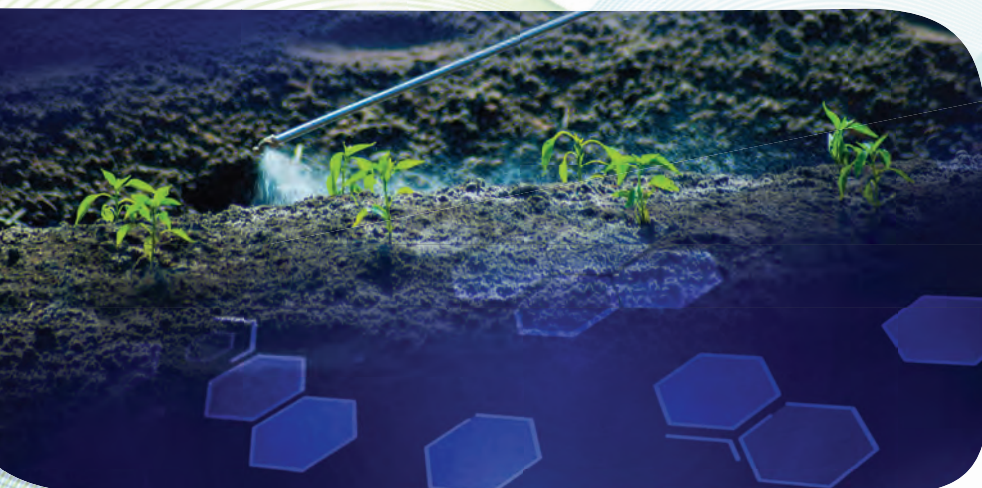
Thabo, Bethaul, Avi, Robert, Rofhiwa, Lebo,
Rendani, Thapelo, Ernest, Andile, Japhta, Lingile



Innovative supplier of a comprehensive, high quality range
of integrated crop solution products



Meridian Agritech is a post-patent
agricultural crop protection company,
with our focus on a **high quality,
innovative range** of
products in South Africa.



WHAT WE OFFER

- Dedicated in-house product development
- Differentiated and integrated crop solution range of products
- Long-standing relationships with leading international suppliers
- Formulation facilities and quality control laboratory
- Logistical infrastructure and warehousing

with us you are
**growing
goodness**





Inteliseed

intelligent crop solutions

SUMMER EDITION
2020

NEWS

LEES MEER OOR ONS

Nuwe variëteite
NAMPO 2020
Sojabone

Genetics in seeds
Gemeenskapsprojekte
LNR proef resultate

Inteliseed in
die tyd van
Covid-19

*Ons mense
en hul dinge*

with us you are
growing goodness

Toe ons nog gedink het dit gaan slegs 21 dae wees...!

Gelukkige verjaarsdag,
Francois!

InteliSeed
SPIRIT



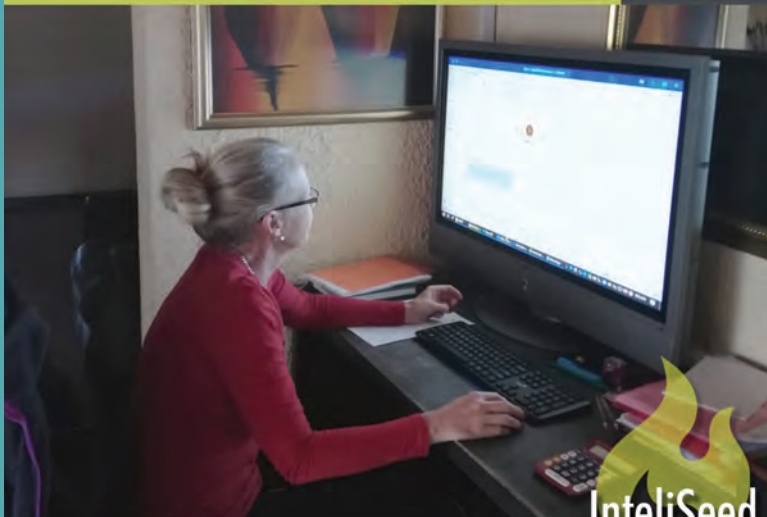
Ons afleweringsbakkie
is steeds op die pad!

21
DAE



Tuiskantore tydens
Covid-19

21
DAE



with us you are
growing goodness

InteliSeed
SPIRIT

We're stocked up
with seeds!

21
DAE



with us you are
growing goodness

Lenie Venter se
Tuiskantoor

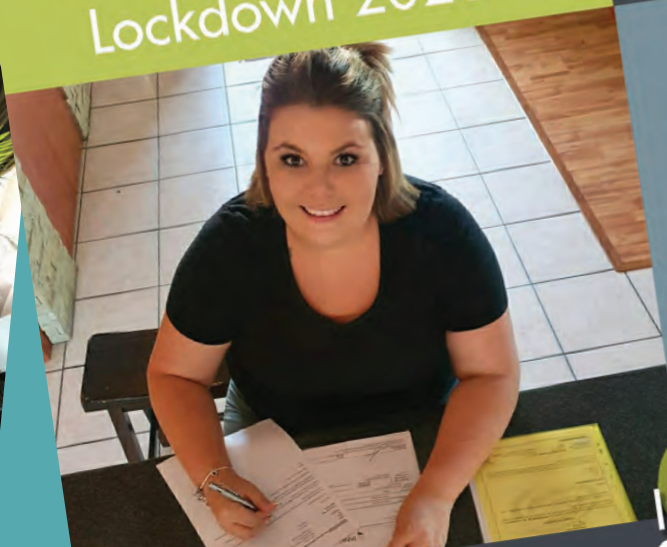
InteliSeed
SPIRIT



with us you are
growing goodness

Tuiskantoor tydens
Lockdown 2020

21
DAE



InteliSeed
SPIRIT



InteliSeed in die tyd van COVID-19

Op 15 Maart 2020 was ons land tot stilstand gebring met die nuus dat die COVID-19-pandemie as 'n nasionale ramp geklassifiseer word.

Ons idee van normaliteit moes drasties verander en ons alledaags het skielik onvoorspelbaar geword.

Vir **InteliSeed** het dit beteken dat nuwe maatreëls in plek gestel moes word en is daar van die personeel verwag om nog steeds hulle pligte na te kom ten spyte van die nuwe uitdagings wat die COVID-19 pandemie gebring het.

Daar moes seker gemaak word dat elke depot met die nodige ontsmettingstasies en -middels ingerig word om die veiligheid van die Depotpersoneel asook die Saadspesialiste te verseker.

Koerierdienste moes versigtig hanteer word deurdat 'n veilige afstand gehandhaaf moes word, asook die pakkies wat na elke aflewering ontsmet moes word. Selfs die kliënte wat die depots besoek het, moes by die nuwe streng maatreëls hou.

Die **InteliSeed**-span het seker gemaak dat die nodige veranderinge geïmplementeer word en so ook aan ons kliënte bewys dat hierdie pandemie nie **InteliSeed** se gees sou knak nie, maar sou dien as 'n struikelblok wat die span vasbeslote was om te oorkom.

Elkeen van **InteliSeed** se personeel word bedank vir hul vasbeslotenheid om seker te maak dat puik diens nog steeds tydens hierdie uitdagende tyd gelewer is.

Ons vertrou dat hierdie nuwe norm sal lei tot vele nuwe suksesstories en veranderinge wat slegs ten goede sal wees.



with us you are
**growing
goodness**

Boodskap van Barry Erasmus

Ek sal graag die volgende vraag aan my span wil rig: “Is julle reg, reg vir verandering?”

Ek weet hierdie vraag mag sommige onkant vang, maar ek wil graag dat elke lid van **InteliSeed** die erns van hierdie vraag verstaan, omdat die manier hoe **InteliSeed** van nou af dinge gaan doen vir ewig gaan verander.

Ek het die volgende term wat ek aan julle wil bekendstel: ‘VUCA’ en waarvoor ‘VUCA’ staan: ‘Volatility, Uncertainty, Complexity, Ambiguity.’

Dit kan in Afrikaans as wisselvalligheid, onsekerheid, kompleksiteit en onduidelikheid uiteengesit word.

Dit is dus die vier verskillende uitdagings wat elke besigheid in ons huidige klimaat moet aanspreek om sodoende probleme te identifiseer, om die besigheid gereed te maak vir nuwe uitdagings en hoe die besigheid daarop gaan reageer.



1

As jy na die eerste afdeling kyk verwys ons na wisselvalligheid; daar gaan van ons Saadspesialiste verwag word om die nuutste tegnologie tot hulle beskikking te gebruik om sodoende seker te maak daar ontstaan geen hindernisse as dit by die verhouding tussen die Produsent en **InteliSeed** kom nie.

Die Spesialis sal moet verseker dat hy ten alle tye tot die Produsent se beskikking is en nog steeds beskikbaar sal wees via alternatiewe kommunikasie-kanale sodra persoonlike besoeke beperk word.

InteliSeed is trots op hul interpersoonlike verhoudings en besoeke met elke Produsent en kliënt, maar weet dat daar uitdagings kan opduik wat dit soms moeilik gaan maak.

Die belange van die produsent sal altyd as prioriteit beskou word.





doelgerig vorentoe

2

Die tweede afdeling behels onsekerheid en hiermee sal daar van **InteliSeed** en sy Spesialiste verwag word om soveel moontlike nuwe geleenthede wat mag opduik asook die mark se belange te kan identifiseer.

Deur seker te maak dat daar soveel moontlike inligting en data van die huidige groeiende mark versamel word, kan **InteliSeed** verseker wees om 'n stap voor sy kompetisie te wees.

Daar sal 'n 'uit die boks uit' ingesteldheid moet wees sodat daar verseker word dat nuwe innoverende idees ingespan word om sodoende die groei van die maatskappy te bevorder.

- Verder kyk ons na kompleksiteit, waar die span moet verstaan dat ons huidige omgewing dinamies is, met baie verskillende faktore wat 'n rol in die algehele suksesverhaal gaan speel.
- Daarom sal die maatskappy reg moet wees vir moontlike struikelblokke in die veranderende markte en daarby sal moet kan aanpas en strategie verander indien nodig.
- Die maatskappy sal moet verstaan dat hierdie nuwe uitdagings slegs groei en aanpassings sal teweegbring en daar geen rede sal weer om mismoedig te word indien 'n strategie nie altyd suksesvol uitspeel nie.

3

Die laaste afdeling is die onduidelikheid-afdeling, waar die span sal moet verstaan dat daar sekere geleenthede gaan wees waar daar konflik gaan opduik en planne glad nie uitwerk soos wat dit veronderstel was om te wees nie.

En dit is waar ek elkeen wil verseker dat as daar een ding is wat ons vanjaar moet onthou, dit is dat niks in nie toekoms versekerd kom nie, maar dat daar altyd 'n oplossing tot enige probleem gevind kan word.

Dit is belangrik dat **InteliSeed** daarom hulle visie vir die maatskappy duidelik voor hulle moet hou en ons slegs moet vertrou dat 2021 die jaar vir groot verandering sal wees.



we are
**CULTIVATING
CHANGE**
in agriculture
on the African continent

InteliSeed se sojabone

Die belangrikste faktor wat in ag geneem moet word ten opsigte van kultivarkeuse by sojabone is die lengte van die groeiseisoen. Anders as by die mees algemene verboude gewasse, is sojabone gevoelig vir daglengte en sal 'n gegewe kultivar al hoe later ryp word hoe verder suid dit in Suid-Afrika aangeplant word.

Vir dieselfde rede sal plantdatum ook die lengte van die groeiseisoen beïnvloed en sal 'n gegewe kultivar heelwat gouer blom by 'n later plantdatum. Heersende temperature het ook 'n invloed op sojaboon groei.

- **InteliSeed** se sojaboonreeks sluit kultivars in met groeilengtes vir vroeë- en laat-aanplantings. Van groeiklas 5.4 tot met 'n groeiklas van 6.5.
- Ons het ook spesifiek kultivars wat uitstekend presteer met 'n bo-gemiddelde opbrengs waarskynlikheid in die koeler-areas waaronder die **Y 540** (5.4) ingesluit is. Dit is 'n kultivar wat goed aangepas is vir vroeë aanplantings.
- In die warm en matige areas doen ons langer groeiers **Y 627** (6.2) en **Y 657** (6.5) weer uitstekend met ook 'n bo-gemiddelde opbrengs waarskynlikheid. Die twee kultivars is weer goed aangepas vir later aanplantings.
- Ons het ook die nuwe kultivar **Y 605** (6) wat tans sy tweede seisoen kommersieel verbou word. Die kultivar het homself bewys deur goeie opbrengste te lewer. Die kultivar is goed aangepas vir beide vroeë- en laat-aanplantings sowel as vir die koel en warmer produksie-areas.



LNR sojaboon proefresultate



Hoewel sojabone 'n gewas is wat bykans wêreldwyd verbou word, het individuele kultivars 'n beperkte gebiedsaanpassing. Gevolglik sal die kultivars wat die beste aangepas is vir 'n gegewe lokaliteit dié een wees wat oor 'n aantal jare die hoogste opbrengs en saadkwaliteit lewer. Onder vergelykbare omgewingstoestande en produksie praktyke kan 'n seleksie uit kultivars gemaak word wat 'n hoë opbrengs en 'n bo-gemiddelde opbrengs waarskynlikheid het. Die nasionale sojaboonkultivar-proewe van die LNR-graangewasse lewer in die opsig waardevolle inligting ten opsigte van verskillende produksie areas in Suid-Afrika.

InteliSeed is die afgelope drie jaar betrokke by die nasionale sojaboonkultivar-proewe. Daar word op 18 verskillende lokaliteite geplant wat die warm, matige en koue produksie-areas insluit. 'n Totaal van 35 kultivars word jaarliks aangeplant.



InteliSeed se Soyieldreeks vaar baie goed in die proewe en het verskeie kultivars met 'n bo-gemiddelde opbrengs waarskynlikheid waaronder die langer groeiers in ons reeks Y 627 en Y 657 hoë opbrengste lewer van 'n gemiddeld van 3.5 ton per hektaar in die matige produksie-areas. In die koel areas vaar ons korter groeier Y 540 weer uitstekend met 'n bo-gemiddelde opbrengs van meer as 3 ton per hektaar.

MARKTENDENSE

In die dinamiese groentesaad bedryf waarvan ons sowel as ons kliënte deel vorm is daar voortdurende veranderinge op die horison. Daar kom 'n stadium met elke gewas waar huidige variëteite nie meer voldoende is nie. Daarom moet groentesaadtelers kophou en aanpassings maak deur die verbetering van huidige genetiese. Verandering behels verskeie aspekte nl. klimaatsverandering, siekte- en insekdruk, varsmarkdens asook opbrengs.

Klimaat, siekteweerstand, insekbeheer en opbrengs is verseker in vandag se tyd meer belangrik as ooit te vore.



Klimaatveranderinge



Soos meeste weet is daar die bekende onderwerp van aardverwarming.

Uitdagings vir beide kliënte asook maatskappye is dat ons weer van een uiterste tot die volgende gaan en nie net deur die seisoen nie maar van dag tot dag.

Soms ervaar 'n gewas op die land vier seisoene in een dag; daarom word dit aanbeveel om genetiese te monitor en vas te stel watter van die variëteite die minste deur temperatuur-skommeling geaffekteer word.

Klimaatverandering kan veroorsaak dat variëteite in groei vir lang periodes stagneer of nie genoegsame blomme behou tydens die groeistadium, of gewenste vrugtgrootte bereik nie.

Siekteweerstand

Dit is net so belangrik om te weet watter siektes in die vorm van virusse, bakterieë en swamme sowel as peste die grootste gevaar inhou tydens produksie in 'n gegewe area tydens alle seisoene vir beide die gewas asook variëteit. Kultivars met geskikte siektepakette moet hier oorweeg word om risiko te beperk. Chemiese toedienings moet gereeld gemonitor en aangepas word om siektedruk te bepaal en voorkomend te hanteer.



Insekbeheer

Daar is talle vriendelike en nie so vriendelike chemikalieë wat vir insekbestryding toegedien word.

Daar is tans verskeie opsies om die insektedruk deur lokvalle te monitor deur hormone te plaas en sodoende op 'n weeklikse basis vas te stel wanneer bespuitings moet plaasvind.



Die verbruiker

Noudat ons gekyk het na die bepalende faktore vir verbouing is dit laastens die belangrikste om te weet wat die verbruiker nodig het. Hierdie inligting sal voortdurend aan telers gekommunikeer word om op hoogte te bly van die mens se behoeftes.

Oor die algemeen was die Suid-Afrikaanse verbruiker meer geneë om 'n groot vrug te koop. Deesdae vind ons dat meeste verbruikers se behoefte beweeg na kleiner verpakings en kleiner vruggroottes. Dit moet makliker vervoer, hanteer, gestoor en verbruik word voordat die raklewe verstryk.

Vandag is die aanvraag na die inmaak van vars groente meer populêr, asook die "ready to eat" beginsel waarmee kettingwinkels die voortou geneem het. Die gevriesde groente aanvraag het net so toegeneem om langer raklewe te verseker en vir die produsent die gemoedsrus dat sy produk nie in die yskas tot niet sal gaan nie.

Slotsom

Dit is ons strategie om voortdurend die behoefte van ons boere sowel as verbruikers in gedagte te hou tydens ons variëteitseleksie-proses om voedselsekerheid en winsgewendheid vir albei entiteite te verseker in ag genome die bogenoemde bepalings.





The importance of genetics of food security for the future

Genetics is the study of the genes of an organism. Genes can be compared to a biological computer code which work in combination with an organism's environment and experiences to influence their development and behavior and expressing it as physical traits.

"Agriculture: Vaguely we can define it as a profession of a farmer who cultivates a crop for sustainable and further with some profit he can achieve certain extra requirements of his."

Genetics: is a branch of science that deals with the study of inheritance of characters."

"we need to adopt the best biotechnologies to make our plants stronger, so that we can survive"

- Farmers face many challenges producing our food including pressure from disease, pest and climate change, and we need to assist them with the best products available.
- One of the methods available to the farmer to assist in mitigating these challenges are the use of specific crop varieties.
- These varieties would have been specifically selected for their desired traits (genes) which would enable them to solve a specific problem facing the farmer.
- Although the study of genetics is very young, farmers have been using its principles for centuries to domesticate most of the fruits and vegetables we use in our daily lives.



In the past this was mostly done by traditional breeding / selecting.

For example, a farmer would notice how a specific maize plants in his field would survive after most of his harvest was lost due to a severe fungal outbreak. The farmer would then harvest the seeds of the surviving plants and use them to establish a production block to produce more seeds for the next seasons planting. In doing so the farmer is effectively breeding or selecting a variety that is either resistant or tolerant to the specific disease allowing him to have a successful harvest with his next planting.

The process of Traditional Breeding might take up to a couple of decades before the perfect trait is able to appear consistently in a variety.

In the past few years our understanding and knowledge of what the different types of genes are and their function within living organisms have greatly increased. And through the use of better scientific methods, technologies and breeding programs we have started developed processes to catalog each gene and their functions.

This is allowing us to speed up the selecting and breeding process.

Our new technology and deeper understanding of genetics also provided us with a new method of developing better varieties, this method is called GMO's or Genetically Modified Organism.

This method allows us to insert a desired gene directly into the genetic make-up of an existing variety and by doing so effectively shortening the breeding time from a couple of decades to a few years.

The subject of GMO's is a very sensitive discussion, with people becoming more aware of the food they are consuming, the idea of consuming a variety which was purposefully designed and engineered in a laboratory does seem a bit "unnatural"; even if the variety has a better taste, improved nutritional value and assist the farmers to produce a better quality crop which is more economically viable to them. There are already certain parts of the world where GMO's where the only option to provide food security and halter economical collapse. The Papaya industry in Hawaii in the USA is a very good example of how GMO's where able to restore the collapse of an industry and help the Island to secure one of its main exports. In the near future GMO's might become our preferred method of breeding, due to our fast-changing world climate and the increase in food shortages the quick turn out time of GMO's compared to Traditional Breeding will be essential to our food security.



Genetics and gene selection have always been a part of our food and farming history since we first decided to put down roots and establish a community. Through the years our breeding of crops has deliver some very interesting traits such as a purple or orange cauliflower and even the recognisable pink-red color of our watermelons and the super sweet sugary taste and bright orange color of carrots.

This is due to our history of breeding and domesticating our crops.

Although all these traits just listed are mostly cosmetic the true value in the breeding has to do with the resistance and tolerance ability of the varieties to disease, pest and climate such as droughts or severe cold temperatures.

These traits are especially important to our farmers as they will allow them to

- do faster crop rotation
- lessen the use of harsh chemicals
- and most importantly they will be able to cultivate varieties outside their normal environment or growing cycle.

This will allow for year-round production of crops as well as being able to bring the production of essential crops closer to areas where there are irregular supply of nutritional foods and thus assisting us to protect our food security for the future.

Graan SA/Grain SA **NAMPO** OESDAG HARVEST DAY **VIRTUAL**



NAMPO Virtueel het oor die naweek van 9 – 12 September 2020 geskied en het met groot sukses afgeloop. NAMPO was vanjaar genoodsaak om nuwe tegnologie te gebruik om weereens 'n onvergeetlike uitstalling aan die boeregemeenskap te bied. Daar het meer as 36 872 besoekers die aanlyn NAMPO Virtuele-uitstallingsplatform besoek om die beste en nuutste innovasies van meer as 93 uitstallers te ervaar.

NAMPO Virtueel het van die AGRIXTRA-kanaal gebruik gemaak waarin Agri In Motion opgeneem is en dit het meer as 8 239 kykers gedurende die naweek gelok. AGRIXTRA, 'n gesamentlike mediaplatform deur Landbouweekblad in samewerking met Brand Republic en Graan SA, is gelyktydig met NAMPO Virtueel uitgesaai met 43 regstreekse in-studio-onderhoude en paneelbesprekings, wat die huidige landbou-aangeleenthede, nuutste tegnologie en uitstallersprodukte en -dienste tentoongestel het.

Die Agri in Motion-paneelbesprekings se eerste reeks was deur Graan SA tydens die NAMPO Virtuele-skou bekendgestel, wat daaglikse gesprekke met vooraanstaande gaste en kundiges in hul onderskeie velde aangebied het en die landbou waardeketting en tegnologie om die bedryf meer volhoubaar in die toekoms te maak, aangespreek het.

Die NAMPO Hoofverhoog was ook 'n treffer wat meer as 12 668 kykers gelok het. Talle dinamiese hoofsprekers, produkinligting, bekendstellings en demonstrasies was op die verhoog aangebied, en hope vermaak was verseker deur kunstenaars asook kookdemonstrasies. Die NAMPO Virtuele webblad het gedien as inligtingsentrum en toegangsportaal tot die uitstallings, en het gedurende die week meer as 30 000 unieke gebruikers op die platform ontvang, met 514 000 gebeurtenisinteraksies oor die hele webportaal.

Na die suksesvolle afloop van NAMPO Virtueel het Graan SA bevestig dat die volgende NAMPO Oesdag 11 – 14 Mei 2021 op NAMPO Park sal plaasvind.

Terugblik na NAMPO 2019



Al kon NAMPO 2020 as gevolg van die Covid-19 pandemie nie in Mei plaasvind nie, was ons aanplantings vroeg reeds by ons proefperseel gedoen.

Marnus van Heerden het vir ons 'n paar videos gaan opneem en deel inligting oor ons soja-, sonneblom- en mielie-variëteite wat ons daar sou deel met ons besoekers.

Al die videos is op ons Youtube kanaal gelaai, gaan loer gerus!



InteliSeed se sonneblom aanplantings by ons proefperseel sluit verskeie uitstekende variëteite van Agricol in:

- **Agsun 8251**
Konvensioneel, goeie staanvermoë, uitstekende siekte weerstand, presteer goed by vroeë en laat aanplantings.
- **Agsun 5278**
Konvensioneel, goeie staanvermoë, goeie eenvormigheid, kompakte kopvorm.
- **Agsun 5101 CLP**
Uitstekende saadvulvermoë, wyd aanpasbaar, goeie eenvormigheid, goeie staanvermoë.
- **Agsun 5102 CLP**
Goeie siekte weerstand, wyd aanpasbaar, goeie staanvermoë.



InteliSeed se mielie portefeulje sluit Agricol se wit en geel mielies pakette in:

• Geel Mielies pakket

Ultra-vining (Besproeiing)

IMP 50-10 B, IMP 50-10 R, IMP 50-10 BR

Hoë opbrengspotensiaal. Enkelstammig en hoofsaaklik enkelkoppig. Uitstekende staanvermoë. Plant met hoë plantpopulasie (meer as 80 000) onder vol besproeiing

Medium-vinnig

IMP 52-12, IMP 52-12 R, IMP 52-12 BR

Goed aanpasbaar vir die Oostelike Hoëveld en Natal. Uitstekende graan gehalte. Spruit min

IMP 51-22 BR

Presteer goed in die Westelike produksie areas. Doen goed in laer plantpopulasies. Goeie meerkoppigheid. Produktiewe spruitvorming



• Wit Mielies Pakket

Medium

IMP 53-49 B, IMP 53-49 R, IMP 53-49 BR, VP 8405 B, VP 8405 R, VP 8405 BR

Sterk meerkoppige basters, uitstekend aangepas vir laer plantpopulasies. Presteer goed in die Westelike produksie areas

Medium-vinnig

IMP 52-11 R

Goed aangepas vir die Westelike produksie areas maar uitstekend in die Oostelike Hoëveld areas. Meerkoppige baster. Beskik oor goeie graan kwaliteit en hoe skepelmasa. Droog vining af.



Ons sien alreeds uit na NAMPO 2021, sien jou daar!

Nuwe variëteite

Blomkool – Space Star Gold

- Nuut vrygestel vir die vars- en proseseringsmark
- Space Star Gold is bekwaam tydens somerproduksie in 70 – 80 dae en in die winter 90 – 100 dae
- Sy sterk vegetiewe groei en blaarbeskutting bied uitstekende beskerming teen sonband
- Vir die varsmark kan dit geoes word vanaf 600g en vir die opsnymark kan dit 2kg plus bereik
- Baie sterk teen “riciness” en koue verdraagsaam.
- Hoog uniform en spierwit kopkleur



Kool – Intello

- Bied 'n groot raam en swaar kop vir varsmark behoeftes
- Word geplant tydens lente en somer om klaar te maak begin herfs
- 85 – 95 dae bekwaam
- Sterk veldtoleransie teen swartvrot
- Kopgewig afhangend van plantpopulasie: 4 - 6kg
- Donkergroen kopkleur
- Sterk veldhouvermoë



Wortels – Bengala

- Bekwaam tussen 120 – 160 dae.
- Lengte en somer variëteit
- Sterk en gesonde lof
- Toleransie teen Alternaria dauci
- Hoë uniforme opbrengs
- Wortellengte: 18 – 22cm
- Goeie smaak, interne kwaliteit en stoorvermoë



Wortel – Caravel

- Vroeë variëteit – 100 dae
- Hoogs uniform en silindries
- Lente- en somerproduksie
- Wortellengte 18 – 22cm
- Sterk teen blaarsiektes
- Hoë bemarkbare opbrengs met uitstekende kwaliteit, kleur en raklewe



Tamaties – T8101

- Onbeperkte saladette
- Sterk plant met goeie blaarbedekking
- Geskik vir oopland-, nethuis- en plastiekverbouing.
- Uniforme vrugset regoor die plant
- 150 – 180g vruggewig.
- Multivirus-pakket – TYLCV/TSWV/F3/Pst.
- Lente- en someraanplantings.
- Dik selwand met uitstekende stoorvermoë
- Hoë bemarkbare opbrengs



Tamatie Dylla

- Onbeperk rond vir oopland-, nethuis- en plastiekverbouing.
- Sterk plant met uitstekende blaarbedekking
- Vir beste resultate, snoei 2 stam.
- Vroeg bekwaam
- Gourmet vrugkwaliteit.
- 160 – 180g vruggewig.
- Multivirus-pakket - TYLCV/TSWV/Fol 1-3/Ff: A-E/Fol: 0-2 (US1-3)/Va/Vd /TMV: 0/ToMV: 02
- Lang rakhouvermoë.



Slaai – Waikiki

- Kopslaai geskik vir ooplandproduksie in lente en somer
- Meerdoelig vir boks- en “pre-pack”-mark.
- Hoë uniformiteit en uitsnyersentasie
- “Tipburn en bolting”-toleransie.
- Bl: 16-29, 32 / Nr: 0 / Fol:1, TBSV



Slaai – Gladiore

- Botterslaai vir winterproduksie
- Geskik vir vars- en opsnymark
- Merkwaardige donkerkleur en volume
- Uniform en hoogs bemarkbaar.
- Uitstekende interne kwaliteit
- Bl 1-2, 3-11, 12-18, 20-33



Slaai - Meteore

- Botterslaai vir winterproduksie
- Veelsydige gebruik in varsmark en snyers
- Mooi kleur, volume en algemene kwaliteit.
- Uniform en hoë uitsnyersentasie.
- Sterk teen “tip burn” en koue klimaat.
- Bl 1-2, 3-11, 12-18, 20-33



Gemeenskap bydraes

Gedurende die COVID-19-pandemie is daar talle nie-winsgewende welsynsorganisasies wat dringend hulp benodig om die gemeenskap te help voed.

Ons het die voorreg gehad om weereens betrokke te wees by die goeie dade wat deur 'Cradle of Hope' in Krugersdorp gedoen word. **InteliSeed** het verseker dat vars groente, wat brokkoli en blomkool ingesluit het, aan die organisasie geskenk is met die hoop dat mense se honger gestil word.

'A Ray of Hope' is ook 'n welsynsorganisasie in Krugersdorp vir wie **InteliSeed** met 'n donasie van spinasie-, slaai-, blomkool-, botterskorsie- en soetrissieaad voorsien het om sodoende deel te wees van 'n projek waar hulle jong kinders leer hoe om 'n groentetuin te onderhou. 'A Ray of Hope' is van die vele welsynsorganisasies wat na kinders, vrouens en bejaardes omsien wat nie veilige vestings het nie.

Indien enige iemand betrokke wil wees by een van hierdie welsynsorganisasies, kan die volgende persone gekontak word:

Cradle of Hope
Melodie van Brakel
Sel: 076 262 0452 | melodie@thecradleofhope.org

A Ray of Hope
Tel: (010) 035 5210 / (010) 035 5214 | arayofhope212@gmail.com



Drakensberg-seunskool

InteliSeed het ook 'n bydrae aan die Drakensberg-seunskool gemaak en 'n saadskenking bestaande uit brokkoli-, tamatie-, kool- asook soetrissie ('pepper')-saad gemaak. Die skool het die volgende skrywe gerig:

"It has been an interesting year. We found out in June that our school would be allowed to return from lockdown and that at the same time, **InteliSeed** and Syngenta would be donating seeds for our greenhouse. This could not have come at a more opportune time, as with the boys not being allowed to leave campus, we needed some projects to keep them busy."



Die bord wat ons vir die
skool se perseel laat maak het



**Today's seeds are
tomorrow's harvests**

with us you are
**growing
goodness**

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EXCLUSIVE DISTRIBUTOR FOR **syngenta**
SEEDS



"Having been locked down since the end of March, the greenhouse was overgrown and the boys took to clearing it up with great energy and enthusiasm. This enthusiasm was dampened somewhat with the amount of blackjacks we found, but it was all dealt with in a fantastic manner.

It was then on to the preparation of the soil. Thankfully before lockdown the boys and Claudia Slattery (housemother of Tungay house), had secured a large amount of cow manure, which, added to other organic materials made the most awesome compost and fertiliser. This was added to the beds in August, along with bags of leaves and wood shavings to make mulch. With this step having been completed, we were now able to start germination of the seeds. With both seed boxes, and homemade egg carton seedling trays, a number of seeds were able to be germinated in a safe environment.

Over the next 3 weeks, boys attended to their trays on a daily basis. They could be seen watering, adding seedling mix, talking to, and even, true to a choir school, singing to their seeds. It was great to watch how they went about this task.

Then exactly 3 weeks ago, we had enough germinated seedlings to plant in 3 of our rows. The rows are 1 metre wide by 12 metres long so a lot of seeds were able to be planted. As we speak, we have Kale, Swiss Chard, Radishes, Onions and Carrots growing.

To **IntelSeed** and Syngenta, we say a huge thank you. This project that they have supported has allowed the boys to develop hard work, and perseverance in an area that they have never had to work at before, and we had so much fun while doing it."



Kraaifontein verskuiwing & AGT Stoor

Opwindende tye lê voor vir **InteliSeed** met die verskuiwing van die Kraaifonteindepot.

InteliGro hoofkantoor deel hulle perseel op Wellington met **InteliSeed** se Kraaifontein-span waar ons vertrou hierdie verskuiwing deel sal vorm van die suksesvolle samewerking van die twee groepe.

InteliSeed verwelkom so ook AGT se nuwe stoor op Wellington wat die stoor en die vervoer van die verskillende weidings asook dekgewasse in die toekoms sal vergemaklik.



Ons mense

Baie geluk aan Antoine Fourie & Chantelle Nieuwenhuizen wat op 19 September 2020 getrou het! Ons wens hulle albei vele voorspoed toe met hierdie nuwe hoofstuk van hulle lewe saam.

So wens ons ook vir Tienie en Liezl Joubert geluk met Liezl se tweede swangerskap, ons vertrou alles gaan goed verloop.



Operasionele Bestuurder Lenie Venter

Dit is met groot trots dat InteliSeed Lenie Venter as ons nuwe Operasionele Bestuurder aangestel het. Lenie verskuif van Operasionele Koördineerder na hierdie nuwe pos. Daar sal van Lenie verwag word om al die operasionele funksies wat InteliSeed handhaaf doeltreffend te bestuur asook die verbetering van effektiwiteit en om nuwe inisiatiewe waar nodig te implimenteer.

Ons weet dat Lenie groot sukses met hierdie nuwe rol sal behaal en ons sal haar as 'n span ondersteun.

Alle voorspoed Lenie!

OUR SEEDS

InteliSeed focuses on the trustworthy recommendation of seeds genetics for higher yielding crops and for better quality food. **InteliSeed** is the exclusive distributor for Syngenta Seeds in South Africa, and our range is supplemented by other reputable suppliers. **InteliSeed** has dedicated trial sites across South Africa where trials are being conducted to identify new varieties with unique qualities.

• Beans	• Cauliflower	• Melon	• Spinach
• Beet	• Chinese Cabbage	• Microgreens	• Squash
• Borecole	• Cucumber	• Onion	• Sweet corn
• Broccoli	• Eggplant	• Peas	• Sweet peppers
• Brussels sprouts	• Herbs	• Pumpkin	• Tomatoes
• Butternut	• Hot Pepper	• Radish	• Watermelon
• Cabbage	• Leek	• Rape	
• Carrots	• Lettuce	• Rootstock	



SUNFLOWER SEEDS

InteliSeed continuously screen new genetic material to expand and strengthen our portfolio, which is strongly supported by a strong supplier base. We offer cultivars that are well established with high oil content, high yield potential and excellent area adaptability.



SOYBEAN SEEDS

InteliSeed is the national distributor of the SOYIELD range cultivars from Southern Hemisphere Seeds, with tested cultivars commercially available for producers. We have distribution rights of Agricol which present us with a complete range.



CANOLA SEEDS

InteliSeed is the exclusive distributor of the Belinda canola varietal seeds from the BASF range and actively collaborates in the development of new varieties. We also have access to ranges from other reputable suppliers to complete its offering in different areas.



InteliSeed supplies pasture seeds from a range of unique seed varieties that has the potential to bring about a total revolution in grazing and land use in South Africa. The main suppliers of our portfolio are AGT Foods, Agricol and Brazseed.

• Arrowleaf clover	• Couch grass	• Kikuyu	• Sun Hemp
• Babala	• Cowpeas	• Lucerne	• Tall Fescue
• Bahia grass	• Dolichos	• Oats	• Teff
• Blue Buffalo grass	• Forage Peas	• Perennial Ryegrass	• Triticale
• Braz	• Forage Sorghum	• Rhodes grass	• Weeping love grass
• Clover	• Grain Sorghum	• Rye	• White Buffalo grass
• Cocksfoot	• Grazing Vetch	• Smuts finger grass	• Wool grass



• White	InteliSeed is a supplier of a range of leading white maize seeds to maximise farming profitability. Our range is supplied by Pioneer Pannar, Agricol & AGT.
• Yellow	The InteliSeed range of yellow maize offers optimised cultivars from Pioneer, Pannar, Agricol & AGT.
• Green	InteliSeed is a proud supplier of the SC 701 variety supplied by Pannar.



COVER CROP SEEDS

The **InteliSeed** cover crop portfolio is supplied by AGT Cover Crops & Forages, a division of AGT Foods Africa. AGT produces and supplies high quality seed varieties that are suited to the South African context.



WHEAT SEEDS

InteliSeed's product range includes wheat varieties from the Pannar and Agricol range to optimise productivity.



LEGUME SEEDS

InteliSeed's objective is to offer a wide range of legume seeds to meet the unique needs of the farmer. Our portfolio is mainly supplied by AGT Foods



DRY BEANS SEEDS

InteliSeed is constantly seeking to expand its multi crop product range. We supply a comprehensive range of bean varieties from Agricol and Pannar.



Provider of high-quality seed and seed care solutions



Inteliseed

intelligent crop solutions

Inteliseed offers specialised
seed and seed care solutions

through dedicated and
qualified Seed Specialists
and Representatives
in a nationwide network
throughout South Africa.



WHAT WE OFFER

- Seed and seed treatment expertise
- Latest genetic material
- Screening, testing and evaluation of potential varieties
- Trial sites in different geographical regions of South Africa
- Specialising in tested varieties of:
Vegetable, oil (sunflower & soybean) and pasture seeds
- Specialist technical advice and support
- Professional seed specialists

with us you are
**growing
goodness**



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ProCrop

intelligent crop solutions

SUMMER EDITION

2020

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Ons jaar se oorsig

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Spuittoediening in:

- **pekanneute**
- **kleingraan**
- **sitrus**

OPLEIDING:

- Toediening kursusse
- Veilige hantering van landbou chemie
- Boord monitors kursusse
- Siektebeheer kursus
- E-Leer kursus

with us you are
growing goodness



BOODSKAP VAN BEKKER WESSELS

Ons is dankbaar om te rapporteer dat ten spyte van al die uitdagings wat 2020 uitgedeel het, 2020 vir **ProCrop** steeds 'n jaar van groei was. Ons is ook dankbaar vir die goeie reënval wat in die kern-en steenvrugte gebiede van die Wes-kaap aangeteken was na die agtereenvolgende droë jare wat produksie uitdagings ingehou het.

ProCrop se vaste-kliëntediens, kontrak-navorsingsprojekte en **ProCrop** se opleidingkursusse het groei ervaar. Al die dienste afdelings wat **ProCrop** bied het 'n toename in vaste kliënte gesien sedert die eerste kwartaal van hierdie jaar, toe die Covid-19 pandemie Suid Afrika bereik het. Tussen **ProCrop** se gewasse beskerming, hortologie en plant voeding konsultasie dienste het **ProCrop** sowat 12 nuwe vaste kliënte op die boeke geskryf, sowel as gereelde ad-hoc konsultasies van reg oor die land wat aangevra word.

ProCrop het verskeie interessante kontrak-navorsingsprojekte uitgevoer in 'n verskeidenheid van gewasse wat strek van pekanneute tot sojabone waarvoor Gideon meer uitbrei in die nuusbrieff. Tesame met die waarde wat die navorsingsprojekte toevoeg aan 'n verskeidenheid van kliënte, bou dit ook altyd op die vlak van kennis en ervaring van **ProCrop** se konsultante.

ProCrop het hierdie jaar die kuberruimte betree met kursusaanbiedings. Ons eerste e-leer kursus was in Julie hierdie jaar geloods om vir studente die geleentheid te gee om opleiding buite die klaskamer te ontvang gedurende inperking van hierdie deurmekaar jaar.

Verder het ProCrop 'n twee dag aanlyn kursus oor plantsiektebestuur in samewerking met die universiteit Stellenbosch aangebied wat baie suksesvol verloop het met studente van die buiteland wat ook die kursus kon bywoon.

My jaar het met 'n opwindende besoek aan Denemarke begin. Ek is lid van 'n internasionale plantsiektebestuur werkgroep wat jaarliks bymekaar kom reg oor die wêreld, hierdie jaar was die byeenkoms in Denemarke. Ons vergader een maal per jaar om verskeie sake rakende gewas beskerming op hoofsaaklik kernvrugte te bespreek.

Die groep is ongeveer 20 jaar gelede gestig met hoof fokus op ontwikkeling van 'n siekte voorspellings platform vir fusi van appels. Die Rimpro model het sy ontstaan hieraan te danke.



As groep bly ons in voeling met al die nuutste navorsing om seker te maak die voorspellingsplatform raak nie verouder. Oor tyd is verskeie ander siektes soos meeldou op appels en druiwe asook donsskimmel op druiwe bygetrek en bestaan daar tans ook voorspellingsplatform vir die siektes op die Rimpro-platform.

Daar is ook in dieselfde tyd voorspellingsplatform vir belangrike insekte soos onder andere kodlingmot (appels en pere) bygewerk. Plaaslik was ons van **ProCrop** kant betrokke by optimalisering van spesifiek die fusi- en kodlingmotmodel onder plaaslike toestande.

By die vergadering van 15-17 Januarie in Odense in Denemarke het vir die groep terugvoer gegee oor navorsing in die verband wat ons in samewerking met Universiteit van Stellenbosch.

Bekker Wessels





2020 oorsig

PROCROP NARVORSING

By **ProCrop** is ons altyd met navorsingswerk in die agtergrond besig. Navorsing het nie teruggestaan vir 2020 se Covid-19 inperkinge nie.

In die twee maande voor die grendeltydperk, met behulp van fluorometrie en digitale beeldanalise, was die volgende aangepak:



In die Noordweste van die land het ons by die Wesgrow aartappelprodusente-groep 'n volledige aartappel-deposisie studie gedoen om die invloed van die tipe spuit (met of sonder lug ondersteuning), druppelgrootte en watervolume op deposisie parameters te evalueer. Waardevolle inligting is hier uitgesif om toediening by die groep te verbeter veral i.t.v. logistiek. In 2021 gaan ons die invloed van spuitspoed by die groep evalueer.

Tesame met die besoek het ons ook 'n draai in Viljoenskroon gemaak om toedienings-opleiding en sojaboon-deposisie data by een van die jaarlikse IntelliGro velddae oor te dra.

In Vaalharts is die laaste gedeelte van die pekanneut-toedienings navorsingsprojek afgehandel vir SAPP (Suid-Afrikaanse Pekanneut Vereniging). Ons kon met die slotsom van die projek 'n formule aan die pekanneut-industrie lewer om spuitvolume volgens boommetings te bereken. Ons beplan om in die eerste semester van 2021 'n "toer/skou" saam met SAPP te hou om hierdie inligting asook toedieningsopleiding aan pekanneut-produsente te gee.



Net so voor toemaaktyd het ons in samewerking met Citrus Research International (die sitrus-industrie se navorsingsbeen) die konsep van boomryvolume vir spuittoediening op sitrus net buite Citrusdal begin evalueer. Data uit die studie wys dat die huidige model wat in kern- en steenvrugte toediening gebruik word goed sal pas vir gebruik in sitrus.

Verder is ook uitgewys hoe digte lowers spuitpenetrasie belemmer en gewys hoe belangrik lowerbestuur (spuitvriendelikheid) is om peste soos dopluis te bestuur. Hoë-volume toediening vir dopluisbestuur in sitrus word vanaf Novembermaand aangepak.

ProCrop is voortdurend besig met 'n HORTGRO-projek waar ons kyk na die invloed wat watervolume tesame met lower aangepaste bespuitings op rooispinnekopbestuur het. Hierdie jaar se proeftoedienings was daarop gemik om die biologiese effektiwiteit van verskeie lower aangepaste watervolumes in kommersiële boorde te evalueer.

ProCrop het in 2020 ook 'n handjievol kontraknavorsingswerk vir verskeie landbouchemiese maatskappye gedoen rondom spuittoediening en spuittoedieningstechnologie. Vroeg in 2021 sal **ProCrop** die Makadamia-industrie betree met 'n deposisie-studie navorsingsprojek.

Sterkte met die seisoen.

Gideon van Zyl



PROCROP NUTRITION

ProCrop has had a busy year in all fields of our consultancy which includes **ProCrop** Nutrition and **ProCrop** Horticulture. To help reflect on a year of hard work we decided to put the services **ProCrop** Nutrition and **ProCrop** Horticulture into the perspective of a year.

ProCrop Nutrition provides a totally independent consultancy service to all clients in the deciduous fruit industry. This includes pome fruit, stone fruit, table and wine grapes.

This service is based on the following:

- a) Complete practical and theoretical knowledge regarding the crop consulted on.
- b) Over 30 years of experience regarding nutrition and soils.
- c) A combination of the correct scientific approach, combined with a practical, achievable approach.

Below is a full explanation of all nutritional services rendered:

Action or Farm visit	Detail of Action/Visit	Time slot
Recommendations required for all nutritional programmes for the new season.	All nutritional programmes include: a) Fertiliser programmes (granular) b) Specialised fertigation programmes (liquids, water soluble) c) Fertilizers and foliars for non - bearing trees/vines d) Foliar feeds for bearing trees/vines e) Maintenance liming (3-year liming cycle) f) Soil preparation (profile inspection, recommendations etc.)	Apr to Sep
Evaluation of growth after bud break.	Monitor start of new season's growth and adjust fertiliser programme if required (emergency measures).	Sep - Oct
NB: Vegetative and reproductive evaluation at 40 DAFB (pome) and at fruit set (vineyards)	This is the so called very important "orchard walk" where every orchard/vineyard is evaluated according to expected production and vigour. Fertiliser programmes are adjusted according to the new info visualised.	Oct – Nov (according to fruit /area)
Pre-harvest evaluation of the final reproductive and vegetative growth.	Every orchard/vineyard is evaluated regarding the final production and vigour experienced just before harvest. This info is required for post-harvest fertiliser programmes, as well as next season's programmes.	Dec – Feb (according to fruit /area)
Fertilizer and foliar feed update for the Post-harvest period.	Updating all post-harvest fertilisers and foliar feeds according to latest info received + latest leaf analysis.	Feb - Mar
Continuous advice on irrigation scheduling, water analysis, soil analysis etc.	Irrigation and Fertilisation go hand in hand and must be optimised to achieve the desired results.	Jan - Dec

Lionel van Schalkwyk





PROCROP HORTOLOGIE

ProCrop hortologie konsultant Tobie van Rooyen spesialiseer hoofsaaklik in die verbouing van kernvrugte en sluit ook 'n lekker geselsie in by elke besoek. **ProCrop** hortologie besoeke word geskeduleer volgens die belangrikste fisiologiese stadiums van die spesifieke produsent se spesifieke boorde en kultivars se behoeftes wat gewoonlik op sewe besoeke gedurende die seisoen neerkom. Die tydsduur van besoeke wissel afhangend van die produsent se behoeftes.

"Gedurende Januarie/Februarie doen ons 'n oes-evaluering boordstap wat krities belangrik is vir verskeie besluite wat daarop later in die jaar sal volg. Sodra die eerste vrugte teen April af is begin ons met lighuishoudingsnoei waar nodig. Hierdie is 'n baie belangrike faset van die jaar se aksies, aangesien dit die onderhoud van voldoende lig binne ons bome verseker. Die belangrikheid daarvan hoef ek nie te verduidelik nie. Dit is al vele kere bewys in die afgelope paar jaar dat wanneer ons die lighuishouding in boorde herstel, die oeste met tyd weer begin op gaan. Gedurende Junie/Julie/Augustus doen ons "detail" snoei, wat natuurlik verskil van variëteit tot variëteit en ook soms van boord tot boord."

Teen einde September/begin Oktober help Tobie met die tydsberekening van Regalis (Proheksadioon-kalsium) spuite, vir die beheer van vegetatiewe groei.

Die tydsberekening van hierdie spuite bepaal die effektiwiteit daarvan. Van middel Oktober af is dit die deurloop van boorde om te bepaal of hulle chemies uitgedun moet word al dan nie, asook die bepaling van resepte vir vruguitdunning van die verskillende boorde en kultivars.

Aangesien chemiese uitdun nie 'n eksakte wetenskap is nie, en die resultate van jaar tot jaar verskil, is dit nogal 'n redelike naelkou-tyd van die jaar waar ervaring 'n groot rol speel. November volg ons op met hand-uitdun, waartydens ons die oeslading van die bome moet aanpas om goeie tonnemaat te lewer, en weer die daaropvolgende jaar terug is met 'n goeie oes. Dus is die optimalisering en bestuur van blaar/vrug verhouding belangrik. Dan sluit ons die seisoen se manipulasie werk af in Desember/Januarie met somersnoei aksies waar nodig.



Hierdie dienste sluit 'n kort verslag in na afloop van 'n besoek, en natuurlik 'n oop telefoonlyn sewe dae 'n week.

Ander ad-hoc konsultasie behels die aanspreek en oplossing van spesifieke probleme, en ook die beplanning van nuwe boorde rakende die keuse van onderstam en kultivar wat geskik is vir die area.



Tobie van Rooyen

OPLEIDING

ProCrop het vanjaar 'n goeie opleiding seisoen gehad ten spyte van die Covid-19 pandemie. Die oorspronklike kursus datums wat vanjaar al vroeg in Mei-maand sou begin het, was uitgestel na Julie om tyd te maak vir beplanning en voorbereiding om die Covid-19 reëls en regulasies na te kom.

Dit het meer kursusdatums en kleiner klasse beteken om sosiale afstand in die klasse na te kom. **ProCrop** het vanjaar op 36 datums verskeie kursusse aangebied met minstens 400 studente wat altesaam die kursusse bygewoon het, wat 'n aanlynkursus in samewerking met die Universiteit van Stellenbosch ingesluit het.



Van die hoogtepunte van hierdie jaar se opleidingkalender was **ProCrop** se gewilde korrekte spuittoediening in vrugteboorde sowel as korrekte spuittoediening in rygewasse kursusse wat deur Dr. Gideon van Zyl en Philip Rebel aangebied word. Met 'n oorfloed van navrae en belangstelling het **ProCrop** addisionele kursusdatum geskeduleer vir die korrekte spuittoediening in vrugteboorde in die Vyeboom-area.

ProCrop in samewerking met die Universiteit van Stellenbosch het hierdie jaar ook 'n tweedaagse geakkrediteerde aanlyn plantsiekte-bestuurkursus aangebied wat verseker ook 'n hoogtepunt vir die opleidingboeke was.

Die doel van hierdie kursus was om persone se kennis te verdiep oor basiese plantpatologie sowel as beginsels en strategie van volhoubare plantsiektebestuur. Hierdie kursus was gerig op enige persoon wat deelneem aan die besluitnemingproses vir plantsiekte-bestuursprogramme in die landbou-industrie



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CHAIR IN PLANT HEALTH

Disease Management Short Course - ONLINE

27, 28 October 2020



Ons boordmonitor-opleidingskursus het ook baie belangstelling gelok vanuit die industrie wat gelei het na 'n addisionele kursusdatum vir hierdie opleiding, met 'n totaal van 5 afsonderlike opleidingsgeleentheid.

Die boordmonitors-opleiding is daarop gerig om studente toe te rus met 'n teoretiese agtergrond van monitering vir plaaginsekte en siektes in boorde. Die inligting wat deur boordmonitors ingesamel word kan plase se plaagbeheerspan help met besluitneming, skade bepalings en kan leidende inligting gee vir geïntegreerde plaagbeheerprogramme.

ProCrop het vanjaar weer 'n groot aantal 'veilige hantering van gifstowwe kursusse' aangebied met 'n totaal van 21 kursusdatums. Hierdie kursusse word in Afrikaans, Engels en Xhosa aangebied en kan deur die Kouebokkeveld-opleidingsentrum bespreek word.



Hierdie eerste kursus is 'n beginnerskursus vir die veilige hantering van gifstowwe en gee vir studente die geleentheid om die kursus te voltooi sonder om 'n kontakssessie by te woon. Die beginnerskursus vir die veilige hantering van gifstowwe E-Leer opsie kan bespreek word deur die Kouebokkeveld-opleidingsentrum en word aanlyn voltooi. **ProCrop** beplan om nog van die kursusse wat deur **ProCrop** aangebied word te omskep in E-Leer kursusse om vir 'n groter gehoor die gemak van hierdie geleentheid te gee.

JC van der Walt
Head of Fruit and Nuts @ Aerobotics:

"Die effektiewe spuittoedieningskursus aangebied deur **ProCrop** was onsettend insiggewend. Daar is baie veranderlikes wat 'n produsent in ag moet neem om seker te maak dat hy sy pes en plaë risiko effektief bestuur. **ProCrop** het die inligting baie konkreet oorgebring wat my en my kollegas by Aerobotics duidelikheid gegee het oor die belangrikheid van effektiewe toediening en hoe ons boom insigte deur "drone" beelde ook 'n bydrae kan maak tot effektiewe spuittoediening"

Veilige hantering E-Leer kursus

Die pandemie het ook vir die **ProCrop** span tyd gegee om innoverend te raak en ons eerste E-Leer kursus vry te stel in samewerking met die Kouebokkeveld-opleidingsentrum.



19 October

Dear Mr. Philip Rebel, ProCrop SA

RE: SHORT COURSE ATTENDANCE – TESTIMONIAL

On behalf of AfriNat (Pty) Ltd, I had the privilege to attend the following ProCrop SA courses early this year:

1. Effective spray application in row crops
2. Effective spray application in orchards

As Head Technical Support and R&D Project Lead, I opt to attend a fair amount of practical courses during the year to maintain my continued professional development scoring, and also to add more value and understanding to protocol drafting when developing new biological products and local business opportunities.

The courses were hosted by my industry colleague, Dr. Gideon van Zyl, who represented professionally and confidently in his field of expertise. I was satisfied with the study content presented, being "live", relevant and practical. I would recommend both courses to any technical and managerial staff member to whom the subject is applicable. A sincere thanks to Dr. Van Zyl and his team for empowering us with a high level of education and skillset.

Kind regards,

Marili Mouton, *Pr. Sci. Nat*
MSc Plant Pathology
C: 073 450 8362
E: marilim@afriNat.co.za

AfriNat Co. Reg. No: 1998/002129/07 Directors: K Abdulla (Chairman), Dr A Sidar (CEO), C Ah Sing, A Amod, C Hendricks.
1st Floor, Waterway House North, 3 Dock Road, V&A Waterfront, Cape Town, 8001 | P.O. Box 181, Cape Town, 8000
Tel: +27 21 427 1500 | Fax: +27 21 419 0731 | info@afriNat.co.za | www.afriNat.co.za

Dr. Gideon van Zyl & Philip Rebel van ProCrop Consulting op RSG 'n onderhoud gevoer oor hul navorsing oor die belangrikheid van korrekte spuittoediening in landbou.



HIERDIE JAAR SPOG PROCROP MET VIER PUBLIKASIES IN INDUSTRIE TYDSKRIFTE

Tussen Dr. Gideon van Zyl en Philip Rebel het **ProCrop** drie artikels gepubliseer in Hortgro se fresh quarterly tydskrif (uitgawe 10 Sep 2020) oor verskeie aspekte van effektiewe spuittoediening in kern-en steenvrugte.

Hierdie artikels handel oor verskeie onderwerpe wat te doen het met spuittoediening, van korrekte spuitmasjienopstelling tot ekonomiese voordele van gewas aangepaste spuit toediening (canopy adapted spraying).



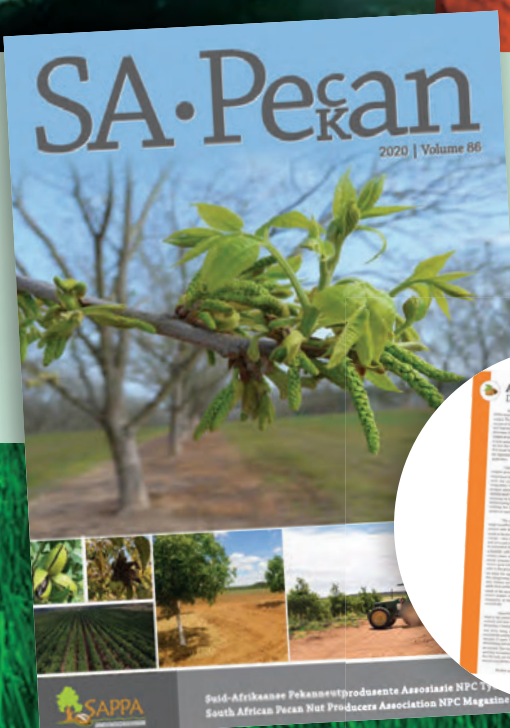
"Spraying based on the MABO model was more economical simply because it took less time"



"Good spray deposition quantity and quality is characterised by even distribution of droplets on the target."



"Your machine must match your tree or your tree must match your machine."



'n Gesamentlike artikel tussen Dr. van Zyl en Philip was in die SA Pekan (Uitgawe 86, 2020 beskikbaar op SAPP se webtuiste) tydskrif gepubliseer oor hul navorsing op spuittoediening in pekanbome wat tussen 2019 en 2020 in die Vaalharts-besproeiingskema-area gedoen was.

In hierdie werk het **ProCrop** 'n watervolume model ontwikkel vir die gebruik in pekanbome, om optimale spuitneerslag te verseker.



"Will this formula magically solve application problems?"

Die artikels is beskikbaar op ProCrop se sosiale media bladsye. Volg ons!



INDEPENDANT AND IMPARTIAL AGRICULTURAL CONSULTING SERVICES

ESTABLISHED CUSTOMER SERVICE

- Annual contract (12 months) with consultation choices of:
 - crop protection
 - horticulture
 - plant nutrition and soil chemical adjustments

AD HOC

- Any visits, communication and enquiries within the knowledge field of **ProCrop**:
 - technical expertise
 - problem-solving
 - seasonal newsletters



OPTIMISATION SERVICES

- Optimisation of spray applications
- Optimisation of monitoring
- Optimisation of crop protection

TRAINING

- Training at the Kouebokkeveld Training Centre (KBTC)
 - safe handling of pesticides (e-learning option)
 - monitoring of fruit and vegetables
 - calibration and application: fruit, vegetables and herbicides

LECTURES AND PRESENTATIONS

- Any ad hoc lectures or presentations within the field of expertise of **ProCrop**



CONTRACT RESEARCH

- Any studies related to the field of expertise of **ProCrop**
 - spray technology
 - product evaluation
 - practical evaluation

MARKET ACCESS SERVICES

- Guidance manual per crop for market access
- MRL list per crop
- Keeping abreast of and regularly communicating about developments within the EU and other relevant markets regarding the use of pesticides



OUR TECHNICAL SERVICES

SOIL FERTILITY

The main focus in this discipline is on the design of well-balanced fertiliser programmes based on all the contributing variables and exploitation of new technology in this regard which include:

- Evaluations and recommendations on the suitability of soils for specific crop types and recommendations on physical and chemical improvements to soils
- Development and compiling of fertiliser programmes based on soil and leaf analyses together with production and growth history of an orchard, vineyard or field
- Compiling of foliar fertiliser spray programmes based on leaf nutrient analyses
- Compiling of three year lime maintenance programmes of soils
- Implementation, modification and guidance of nutritional programmes throughout the season in orchards and vineyards to ensure a good balance between growth and fruit bearing



DIAGNOSTIC SERVICES



Facilitate diagnostic services including:

- Nematology
- Plant diseases
- Soil, leaf and related analyses
- Pesticide residue analyses

HORTICULTURE

The main focus in this discipline is in Pome, Stone and Citrus production and covers all the sub disciplines including (but not restricted to):

- Tree training
- Pruning
- Fruit thinning
- Chemical manipulation



CROP PROTECTION



This involves all the various sub disciplines of crop protection with specific focus on the following:

- Development of IPM based crop protection management plans per crop
- Ensuring market access and compliance to all legislation and related regulations involved with pesticide use
- Implementation of pest and disease scouting systems
- Implementation and development of pest and disease forecasting systems

THE PROCROP TEAM



Bekker Wessels - Managing Director and Senior Technical Consultant

After a career of 10 years in the Agro Chemical industry Bekker started **ProCrop** (at that point operated as a Trust) as a private consultancy business specialising in the field of crop protection. Over years **ProCrop** has grown to become a well-known brand in the Agricultural community of especially the Western Cape but clients also included mega farming enterprises in other regions of the country like the well-known tomato producer ZZZ in Mooketsi as well as DuToit Agri in the Langkloof.

Although well specialised in providing crop protection consulting services to the pome and stone fruit industry, **ProCrop** is also involved in cash crops such as onions, potatoes, tomatoes and several other smaller vegetable commodities.

On the research front Bekker is also involved with several research projects together with the University of Stellenbosch as well as smaller farming organisations.

Contact Bekker via email: BekkerW@procropsa.co.za



Stephen Rabe - Non-executive Director Technical Consultant

Stephen is part of the **ProCrop** management team with vast industry experience.

Stephen has built his career from the bottom of the production ladder after finishing his studies at the University of Stellenbosch, to top management and executive positions that he has filled thus far and currently occupying through his passion for agriculture. He has exposure to the local and international agricultural sector.

Stephen is a natural leader and great motivator which has led him to serve on the board of directors of multiple high-profile agricultural entities such as the Fruitways Group, Caledon Valley Nurseries and Hortgro Pome, to name a few.

With his experience in management roles and forward-thinking attitude Stephen is a catalyst for growth in **ProCrop**.

Contact Stephan via email: Stephen@srconsult.co.za



Dr. Gideon van Zyl - Technical Consultant

Gideon has been part of ProCrop as a technical consultant since September 2016, advising **ProCrop** 's client base and other interested parties in matters retaining to plant disease control.

Gideon is a Plant pathologist and researcher, with specific focus on application technology theory and implementation, one of the most important factors in optimal disease control. He also has experience in disease prediction modeling.

Gideon has multiple authorships and co-authorships on the topic of spray application. Other than consultation, with close ties to the University of Stellenbosch, Gideon also focuses on research and development of novel application technology and techniques, disease control methodology, on all crop types.

He also teaches on the topic regularly at a professional level at local and international conferences, grower days and at the university.

Contact Dr. Gideon via email: Gideonvz@procropsa.co.za

THE PROCROP TEAM

Lionel van Schalkwyk - Technical Consultant



Lionel joined **ProCrop** in 2018 as an experienced horticulturalist with more than 28 years of industry experience.

His experience ranges from basic farm level management practices to a vast knowledge of all horticultural aspects of the deciduous fruit and table grape industry, locally and internationally.

His additional soil science background strengthens his understanding of the nutritional aspects of fruit crops.

Contact Lionel via email: LionelVS@ProCropSA.co.za

Tobie van Rooyen - Technical Consultant



Tobie van Rooyen is one of our **ProCrop** Technical Consultants, holding a BSc. in Agriculture from the University of Stellenbosch.

After completing his studies in 1991, Tobie has been working in the agricultural sector and gained vast experience in the fruit industry over the last 22 years focusing on the production of apples and pears.

Currently he is a member of the Technical Advisory Committee of Hortgro Science as well as other technical committees.

Tobie furthermore achieved the AVCASA certificate in crop protection in May 2018.

Contact Tobie via email: TobieVR@procropsa.co.za

Philip Rebel - Junior Technical Consultant



Philip joined the **ProCrop** team in January 2019 as junior technical consultant following the completion of his M.Sc. Agric at the University of Stellenbosch.

His research was focused on spray application technology in modern apple orchards as well as disease control in these orchards.

Prior to his M.Sc. studies Philip gained knowledge of field trials and crop protection by spending university holidays working in the industry.

Philip focusses on novel application technology and other innovation in crop protection with close ties to the University of Stellenbosch.

Contact Philip via email: PhilipR@ProCropSA.co.za



Philip and Gideon busy with spray deposition trials on potatoes



Tobie lei 'n boordloop oor lughuishouding in appelboorde



Lionel assessing growth vigor



Een van die vele spuitdeposisie-evaluasies hierdie seisoen



ProCrop

intelligent crop solutions

ProCrop is an all-inclusive agricultural **consultation service provider**, investing in human intellect and capacity, innovative technology, novel knowledge and effective communication.



WHAT WE OFFER

- Experienced professionals in various crops and agricultural fields
- Practical and scientifically sound recommendations
- Long-standing relationships with progressive clients
- Long-standing relationships with research institutions and academic experts
- Specialist training course provider
- Provision of research services

with us you are
**growing
goodness**

