

ANNUAL REPORT 2019/20

CAPE WOOLS SA TENDER: PRODUCTION ADVISORY SERVICES

(CONTRACT PERIOD 1 JULY 2019 – 30 JUNE 2020)

REPORTING PERIOD

1 JULY 2019 TO 30 JUNE 2020

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ABSTRACT

The COVID 19 pandemic and the lock down measures enforced by government shortened the production year considerably. On top of that two senior staff members in the commercial areas retired and the Carnarvon office was vacant for 3 months and the Harrismith/Ermelo office for 7 months during the reporting period. Nevertheless, a satisfactory level of service delivery was obtained for most of the services, thanks to the diligence of the Production Advisory team.

The highlights of the past year can be summarized as follows:

Commercial areas:

Average percentage of targets met	= 66%
	(130% for the offices that was fully staffed during the reporting period)
Number of new participants in the reproduction training program	= 171
Number of participants in economic study groups	= 82
Number of tours and group visits conducted	= 54
Number of people trained in predation management	= 65
Number of farmers contacted with clip faults	= 124
Number of farm workers trained	= 474

Communal areas:

Average percentage of targets met	= 100%
Total number of courses conducted	= 183
Total number of farmers trained	= 3843
Number of participants to economic study groups	= 43
Number of sheep weighing projects	= 18

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Despite the COVID 19 pandemic with the resultant lock down from mid-March 2020 and the fact that two commercial PA posts were vacant for some time (3 months in the case of the Carnarvon office and 7 months for the Harrismith/Ermelo office), a satisfactory level of service delivery was obtained with most of the services (see Appendix 1 for details). On average 66% of the targets set were met by the 5 NWGA offices, while an average of 130% of the targets were met by the three offices that was staffed for the whole reporting period.

SERVICE 1 - DELIVERY OF ADVISORY SERVICES TO COMMERCIAL FARMERS

1.1 Reproduction Programme

Target 50 Wool sheep farmers per NWGA office per annum (250 in total) participating in a one-year reproduction skills development program

- A total of 171 farmers participated in the programme over the reporting period (see Appendix 1 for the detailed statistics per NWGA office). This represents 71% of the target of 250 farmers.

The appeal for this training has decreased considerably. A total of 831 farmers were trained in the previous two years. It is thus anticipated that this programme is close to its maximum capacity and could now be phased out.

- The feedback from farmers taking part in the programme is positive. This is corroborated by the monthly Lightstone Consumer surveys.

1.2 Economics of Wool Production

Target A minimum of 20 wool sheep farmers per NWGA office per annum participating in economic study groups (including participating in economic study groups of other institutions, i.e. agricultural co-ops, etc.) (numbers may vary between offices)

- In total 82 farmers have taken part in this programme at an average of 16 participants per NWGA office (see Appendix 1 for the detailed statistics). This was a decrease of 10% from the previous year with 91 participants.

All three of the 2015, 2017 and 2019 Lightstone Consumer surveys have consistently indicated that the needs rating for this programme was lower than any of the other needs surveyed.

The NWGA promoted participation to this program through (1) improving the methodology of analysis and diagnosis, (2) publicity and awareness campaigns using both the printed and electronic media, as well as by (3) awarding the Bennie van der Merwe trophy to the best economic study group. It is nonetheless still not growing as was anticipated.

- This service is having a very positive effect on the profitability of the participants. A case study is presented as Appendix 5. A turnaround strategy was introduced into the business of this participant, which improved the profitability around from a loss of R4.90/ha in 2017 to a profit of R253.14/ha in 2019.
- The average gross margin of participating wool farmers increased by 12% in terms of total gross margin and 20% per ha (Table 1).

Table 1 Year-on-year change in gross margin of wool farmers taking part in the economic study groups

	2018				2019			
	TOTAL (R)	R/SSU	R/ha	Ratio	TOTAL (R)	R/SSU	R/ha	Ratio
Wool income	R 909 082,32	R 414,51	R 248,57	47%	R 995 659,57	R 362,49	R 296,86	40%
Livestock income	R 1 132 114,10	R 547,90	R 303,15	53%	R 1 503 155,78	R 549,41	R 447,57	60%
minus Livestock Purchases	R -106 206,32	R -30,45	R -18,87		R -309 579,29	R -99,43	R -69,41	
Capital change livestock	R -56 505,37	R -31,73	R 2,42		R 175 227,27	R 91,04	R 64,84	
Gross Production Value (GPV)	R 1 955 938,66	R 918,02	R 546,42		R 2 529 457,14	R 930,86	R 762,66	
minus Direct Costs (DC)	R -506 310,81	R -238,10	R -135,50		R -640 241,81	R -247,47	R -200,86	
Gross Margin	R 1 449 627,86	R 679,92	R 410,91		R 1 889 215,33	R 683,39	R 561,80	
Year-on-year change in Gross Margin					12%	-9%	20%	

1.3 Marketing Conversion to Wool

Target Maintain and disseminate a range of scenarios of how to convert to wool sheep farming with the least detrimental effect over the short-term

- The five scenarios used to advise farmers were updated with the newest economic study group information.

Target Showcase the scenarios through information days, publications in the printed and electronic media, radio interviews, etc.

- A total of 5 information days were conducted.
- One radio interview was conducted on the topic and one article was published by the NWGA head office.

1.4 Threats to Wool Sheep Farming

1.4.1 Predation

Target Train at least 150 farmers and farm workers annually in the extensive grazing areas, 75 in the summer cropping area and 30 in the winter cropping area

- A total of 65 farmers and farm workers have been trained in the best practices of predation management (see Appendix 1 for detailed statistics), which represent a success rate of only 33% compared to the target set. There has been a steady decline for this service for some years now and this service should be scaled down over time.

Damage causing animals like bush pigs, baboons and stray dogs are becoming an increasing threat to farmers in various areas. A support program to mitigate these threats, together with appropriate training need to be pursued.

1.4.2 Stock Theft

Target Train at least 20 farmers per annum as experts on how to manage crime scenes to make it possible for the SAPS to gather maximum evidence (Mpumalanga and KZN)

- The PA who conducted this specialist service in the past retired at the end of June 2019. His post was only filled in February 2020 and soon after that the Covid19 lock down commenced.
- This service is not a priority for this service provider anymore as it is rendered very successfully by the RPO (on behalf of all the livestock industries) and it is advised that it be discontinued.

Target Facilitate the compilation of a training manual that will help prosecutors and investigative officers to prepare their cases better

- Mr Mort Mortisane developed a manual on request of the NWGA two years ago.

1.4.3 Disease preparedness

Target Increase rift valley fever awareness

- A comprehensive awareness campaign was launched via the printed, electronic and social media (see Media Report attached as per Appendix 3) to raise the awareness levels of farmers.

Target Increase awareness of basic biosecurity principles

- The commercial PA's have written a series of 12 articles on the most important biosecurity aspects in the Code of Best Practice and was published it in the Wool Farmer during the course of the year.

1.5 Conservation Cropping

Target Identify and monitor farmers that successfully combine conservation cropping and wool sheep farming (Western Cape)

- Seven farmers were identified and is being monitored.

Target Obtain and collate best practice studies from across the world

- The PA in Caledon is currently busy with this initiative in conjunction of the NWGA provincial branch in the Western Cape. It was planned in 2018 to send the PA to Australia to improve his knowledge levels. This plan was shelved as the Western Cape farmers are of the opinion that there is enough local knowledge available.

Target Establish best management practices and disseminate

- The PA in Caledon is busy with this process in conjunction with the Western Cape Branch of the NWGA.

1.6 Contamination

Target Provide feedback to producers with clip faults on a weekly basis

- A total of 124 farmers were contacted versus 218 in the previous year. This decline coincides with a general decrease in the number of clip faults (see Appendix 4 and the next paragraph). Only farmers with the following clip faults are contacted. i.e. mixed lengths and contamination faults (bailing twine, black hair, kemp, paint, etc.).

Target Compile an annual report, highlighting the change in the fault reports

- All the fault categories declined for a second year in a row (see Appendix 4).

1.7 Farm worker training

Target Train at least 150 farm workers per NWGA office

- In total 474 workers were trained compared to 996 in the previous year. This is 63% of the set target (see more detailed statistics in Appendix 1).

1.8 Sustainable Wool Production

1.8.1 Sustainable Cape Wool Standard

Target Assistance with the compilation of the SCWS

- The PA's assisted with this on an ongoing basis. They are very positive towards the program.

Target Ensure advisors are trained in the SCWS

- The PA's assembled in Port Elizabeth at the end of 2019 and was trained in the methodologies and technologies created by Cape Wools, Agri Inspect and Webroute.
- Each PA received on-farm training by Mr Steve van Schoor.

Target Hold at least 10 information days to inform farmers about the requirements of the guidelines

- A total of 22 farmers days were conducted.

The PA's experience a degree of negativity towards this program from the brokers' staff in the field as well as from some of the farmers that battle to understand why there are so many "systems" in this regard. The electronic management system that was developed by Cape Wools and is used by the PA's also still have some teething problems.

1.8.2 Monitoring of New Technology and Dissemination

Target Each officer has to monitor new technologies being introduced and practised in the area (if and when encountered)

- The PA's monitored a total of 11 projects ranging from intensive feeding production systems with barley sprouts to conservation cropping and animal production systems.

1.8.3 Networking farmers

Target Each advisor to undertake at least 10 farmer group visits - alternatively conduct at least one information day

- A total of 54 group visits were organised (see Appendix 1 for more detailed statistics) which constitute a success rate of 108%. Nine farmer's days were also conducted with a 180% success rate.

Target Dissemination of these best practices through publications, radio interviews, videos, etc.

- A total of 42 articles were published.

Our Public Relations officer distributes each article that is written by our Production Advisors to a total of 85 editors around the country. We are not always aware if they publish it or not. We therefore suspect that our statistics regarding this are under-represented.

- In total 11 radio interviews were conducted.
- See Appendix 3 for detailed statistics.
- The NWGA has started to post all radio and TV interviews on YouTube. This will allow a larger farmer audience to access the information contained in them. An example of an interview can be accessed at <https://www.youtube.com/watch?v=C9nAjDZI08k>

SERVICE 2 - DELIVERY OF ADVISORY SERVICES TO COMMUNAL FARMERS

The detailed service statistics for the year are reflected in Appendices 2A & 2B. The PA's on average achieved 100% of their set targets, with a range of between 58% and 139%.

2.1 Market readiness and Market Access

- A total of 157 sheds were visited by PA's to prepare sheds for shearing and provided with assistance and mentorship in clip preparation for the market. This action must be viewed in conjunction with a total of an additional 180 wool classing demonstrations that was conducted during the reporting period (see paragraph 2.2 bullet point 5).
- A total of 1219 sheds sold their wool through the auction system (Table 3) in comparison of 1187 sheds in the previous season – an increase of 2.7%.
- The wool that was sold through the auction system increased by 30.3% or 1 139 741kg.

- The income received for the wool sold through the auction system decreased by 13.9% (R47million) to a value of R289.5million, despite a massive increase in the wool on sale.

This decrease in income is attributable to the drought conditions that have prevailed in the Eastern Cape communal areas for the past 2 years. The majority of wools from these areas were short (40mm and shorter) and tender. Approximately 100 top sheds were judged for the annual Best Wool Shed competition of the NWGA and short wool plus tender wool was a problem in all of these sheds.

- The average price for communal wool decreased by R21.88/kg (from R71.14/kg to R49.26). The lower demand for shorter wool, the decrease in the price of shorter wools and the drought conditions leading to shorter and more tender wools being produced in the communal areas gave rise to this anomaly.
- Only 0.4% of the number of clips sold through the auction system received an average price per clip that was above the auction's market indicator of the day. Likewise, 5% of the clips received average prices above 80% of the market indicator. The shorter and more tender wools being produced due to the drought conditions are regarded as the primary factor causing this decline.
- The only valid conclusion that can be drawn from the above statistics is that the Eastern Cape communal wool producers have had a dismal 2019/20 production season. It just demonstrates how vulnerable these producers are to poor climatic conditions.

Table 2 Communally produced wool presented for marketing through the auction system (Statistics provided by Webroute)

Season	Kilogram available for Auction	Value (Rand)	National Average Price (R/kg)	Communal Average Price (R/kg)
97/98	222 610	1 502 908	1 225	675
99/00	336 700	1 965 557	1 102	584
01/02	535 911	6 927 640	2 277	1 293
03/04	2 029 556	17 768 955	2 109	876
06/07	2 345 991	30 791 496	2 594	1 313
08/09	2 666 933	43 149 706	2 548	1 618
10/11	3 027 276	71 749 104	3 900	2 370

11/12	3 555 077	113 015 898	3 657	3 179
12/13	3 461 937	131 842 578	5 537	3 803
13/14	3 806 993	137 919 368	6 016	3 623
14/15	3 582 123	130 849 388	6 863	3 652
15/16	4 462 089	233 618 024	7 740	5 235
16/17	5 812 641	299 882 007	8 205	5 159
17/18	5 422 122	383 607 431	1 102	7 075
18/19	4 737 000	336 979 827	1 126	7 114
19/20	5 876 741	289 475 740		4 926

Table 3 Data depicting the performance of sheds marketing through the auction system during the 2019/20 wool season (supplied by Webroute)

Active South African based shearing sheds - 2019/20 Season	
Description	Count
Number of Sheds that marketed in the 2018/19 season	1 219
Number of Sales these sheds marketed on	31
Number of Lots Sold	7 328
Number of lots above 80% of Indicator	363
Number of lots above Indicator	31

2.2 Training and coaching

- Over the past three years the NWGA developed very specific learning material for the Production Advisors to use and distribute to attendees during training. The topics are (1) basic flock nutrition, (2) basic flock health, (3) basic breeding and selection, (4) shearing shed management and (5) basic money management. These are all one-day training courses.
- Each PA received a full set of A1 size laminated slides, which they use during training. The slides can be rolled up and stored in a cardboard tube for protection during transport and storage.
- A total of 183 courses were presented (166 in the previous year) and attended by 3843 farmers. The demand for these courses is very good.

- A total of 401 novice shearers were trained.
- A total of 218 wool classing demos were conducted.

2.3 Management information collation

- Forty-three farmers took part in the economic study group, compared to 45 in 2019.
- Eighteen farmers took part in the reproduction project (see Table 4 for statistics) where the reproduction rates of communal flocks are monitored. Comparing the 2020 results with the corresponding average results for the period 2015 to 2019 it is evident that further investigation will probably not deliver different results. The NWGA now has a very good insight into the productivity of breeding ewes in communal areas of the Eastern Cape and has a good indication as to where future development efforts should be focussed.

Table 4 Reproduction and production data for 6 wool growers' associations (shearing sheds) in the communal areas of the Eastern Cape

Wool Growers' Association	Region	Weaning mass (kg)	Lamb survival (%)	Ewe mortality (%)	Ewe mass (kg)	Ewe productivity (g lamb per kg ewe)
Mbutho	20	25	100%	4%	33	761
Malungeni		31	96%	12%	39	749
Ntseshe		28	84%	40%	36	650
Nchedoluhle		20	24%	48%	35	138
Average		26	76%	26%	36	574
Hertzog	21	26	80%	12%	53	389
Zinquthu		29	68%	12%	58	338
Rodana		28	56%	20%	52	303
Mdolomba		23	76%	16%	52	333
Average		26	70%	15%	54	341
Lower Lufuta	23	30	100%	20%	46	648
Percy		27	100%	32%	43	629
Sixhotyeni		23	28%	48%	38	171
Taiwan		25	92%	4%	42	559
Average		26	80%	26%	42	502
Saphukanduku	24	24	96%	0%	35	663
Utloanang		24	100%	0%	42	582
Nion		35	56%	24%	47	408
Phakameni		33	100%	20%	43	755
Average		29	88%	11%	42	602
Sunduza	23	33	100%	0%	46	716
Wittenbergen		31	88%	0%	49	549
Average		32	94%	0%	48	633
Grand average 2020		27	80%	17%	44	519
Minimum		25	24%	0%	33	138
Maximum		33	100%	48%	49	761
Grand average 2015 to 2019		29	82%	11%	41	596

3 GENERAL

- It is an ongoing process to improve the visibility of the production advisory service through increased media exposure. Appendix 3 provides statistics of the extent of this effort.

Signed at Port Elizabeth on 30 August 2020



Dr L G du Pisani

Ex NATIONAL MANAGER: PRODUCTION ADVICE & DEVELOPMENT

Appendix 1 Statistics relating to services delivered to commercial farmers (excluding the Queenstown post)

CAPE WOOLS CONTRACT	Middelburg		Caledon		Carnarvon *		Bloemfontein		Ermelo **		TOTAL	
	Outcome	Reached	Outcome	Reached	Outcome	Reached	Outcome	Reached	Outcome	Reached	Outcome	Reached
1 Reproduction Programme: Number of participants in programme	26	52%	83	166%	8	47%	60	120%	0	0%	177	71%
2 Economics of wool production: Number of participants in programme	18	90%	50	125%	8	27%	5	25%	1	20%	82	82%
3 Monitoring of new technology: Number of projects	1	100%	7	350%	1	100%	2	200%	0	0%	11	220%
4.1 Networking farmers: Number of farmer group visits	5	50%	44	440%	4	100%	1	10%	0	0%	54	108%
4.2 Networking farmers: Number of information days convened	0	0%	7	700%	0	0%	2	200%	0	0%	9	180%
5 Marketing conversion to wool: Number of information days convened	0	0%	0	0%	1	100%	4	200%	0	0%	5	50%
6.1 Predation: Number of farmers and workers trained	16	40%	0	0%	17	43%	32	80%	0	0%	65	33%
6.2 Stock theft: Number of farmers trained									0	0%	0	0%
7 Conservation cropping: Number of monitor farms											8	400%
8 Contamination: Number of farmers contacted	23	100%	38	100%	14	100%	41	100%	8	100%	124	100%
9 Farm worker training: Number of farm workers trained	227	151%	174	116%	38	25%	14	467%	22	44%	475	63%
10. Sustainable Wool Production: Number of farmers days	3	100%	4	133%	5	33%	3	100%	7	233%	22	147%
AVERAGE OF CAPE WOOLS TARGETS REACHED		91%		204%		89%		95%		31%	1010	66%
* PA retired 31 October 2019. New employee started on 1 February 2020	3 months without PA											
** PA retired 30 June 2019. New employee started on 1 February 2020	7 months without PA											

Appendix 2A Statistics relating to services delivered to communal farmers (including the six newly appointed PA's)

Action	Kokstad			Mthatha			Cofimvaba			Queenstown 1			King Williamstown		
	Target	Achieved	% Achieved	Target	Achieved	% Achieved	Target	Achieved	% Achieved	Target	Achieved	% Achieved	Target	Achieved	% Achieved
1 Flock Competitions	0	0		1	1	100,0%	0	0		3	3	100,0%	2	2	100,0%
2 Shed visits for shearing preparation	30	18	60,0%	30	24	80,0%	30	13	43,3%	30	21	70,0%	30	17	30,0%
3 Wool classing demos & assistance	20	20	100,0%	20	23	115,0%	20	19	95,0%	20	24	120,0%	20	20	140,0%
4 Information days & Lectures	30	2	6,7%	30	19	63,3%	30	6	20,0%	30	10	33,3%	30	1	3,3%
5 Short courses	15	14	93,3%	15	12	80,0%	15	10	66,7%	15	12	80,0%	15	33	220,0%
6 Shearing competitions	1	1	100,0%	2	2	100,0%	3	3	100,0%	4	4	100,0%	2	2	100,0%
7 Shearers trained	20	114	570,0%	20	78	390,0%	20	38	190,0%	20	10	50,0%	20	15	75,0%
8 Articles in print media	1	2	200,0%	1	1	100,0%	1	1	100,0%	1	1	100,0%	1	1	100,0%
9 Radio interviews	1	1	100,0%	1	0	0,0%	1	1	100,0%	1	1	100,0%	1	0	0,0%
10 Economic study group participants	5	3	60,0%	5	5	100,0%	5	5	100,0%	5	5	100,0%	5	5	100,0%
11 Weighing project participants	2	2	100,0%	2	2	100,0%	2	2	100,0%	2	2	100,0%	2	2	100,0%
Average achieved			139,0%						91,5%			86,7%			88,0%

Appendix 2B Statistics relating to services delivered to communal farmers (including the six newly appointed PA's)

Action	Sterkspruit & Cala			Butterworth			Queenstown 2			Mount Frere			Total		
	Target	Achieved	% Achieved	Target	Achieved	% Achieved	Target	Achieved	% Achieved	Target	Achieved	% Achieved	Target	Achieved	% Achieved
1 Flock Competitions	0	0		1	1	100,0%	0	0		0	0		7	7	100%
2 Shed visits for shearing preparation	30	29	96,7%	30	2	6,7%	30	5	16,7%	30	28	93,3%	270	157	58%
3 Wool classing demos & assistance	20	37	185,0%	20	23	115,0%	20	1	5,0%	20	51	255,0%	180	218	121%
4 Information days & Lectures	30	13	43,3%	30	7	23,3%	30	3	10,0%	30	8	26,7%	270	69	26%
5 Short courses	15	8	53,3%	15	36	240,0%	15	22	146,7%	15	36	240,0%	135	183	136%
6 Shearing competitions	2	2	100,0%	0	0		0	0		2	2	100,0%	16	16	100%
7 Shearers trained	20	35	175,0%	20	79	395,0%	20	10	50,0%	20	22	110,0%	180	401	223%
8 Articles in print media	1	1	100,0%	1	1	100,0%	1	1	100,0%	1	1	100,0%	9	10	111%
9 Radio interviews	1	0	0,0%	1	0	0,0%	1	0	0,0%	1	0	0,0%	9	3	33%
10 Economic study group participants	5	5	100,0%	5	5	100,0%	5	5	100,0%	5	5	100,0%	45	43	96%
11 Weighing project participants	2	2	100,0%	2	2	100,0%	2	2	100,0%	2	2	100,0%	18	18	100%
Average achieved			95,3%			118,0%			58,7%			112,5%			100,3%

Appendix 3 Statistics related to exposure of the NWGA Production Advisory Services to the media - July 2019 to June 2020

Publication	Author	Topic
Wool Farmer	Bonita Francis	Bekendstelling van kommunale produksie adviseurs : Khanyiso Mzayifani
	Khanyiso Mzayifani	Good practice in the shearing shed
	Louis du Pisani	Management practices for late winter (Aug & Sept)
	Kobus Grobler	Voorsien skaapvoeding van volgehoue gehalte
	GN Nkomo	Xhosa article - Watch out for contamination
	Louis du Pisani	Management practices for late Spring (Oct / Nov)
	Louis du Pisani	The Fourth Industrial Revolution and the wool farmer..... QUO VADIS?
	Bonita Francis	Netjies nagespeur en nommerpas ! NK wolboer volg eie skeersel deur die waardeketting - tot by skep van pasgemaakte wolpak
	Bonita Francis	Bekendstelling van kommunale produksie adviseurs : Nosiphiwo Salmani
	Jannie Fourie	Kode van Beste Praktyke Reeks - Dieregesondheid en siektebeheer
	GN Nkomo	Xhosa article - This is why it is necessary to castrate ram lambs
	Louis du Pisani	Management practices for summer (Dec / Jan)
	Guillau du Toit	Hou, skapies (en herders), hou !!!! Wat hou die situasie in die wolmark vir jou as boer in ?
	Bonita Francis	Bekendstelling van kommunale produksie adviseurs : Sibusiso Ndwanaya
	Izak Klopper	Kode van Beste Praktyke Reeks - Hou jou skeerders en wolwerkers gelukkig !

Louis du Pisani	Beter veld, beter produksie, gelukkiger vee en meer wins !
Monde Danga	Xhosa article - What is the difference between sheep scab and red lice
Louis du Pisani	Management practices for summer (Feb / March)
Bonita Francis	Bekendstelling van kommunale produksie adviseurs : XL Nyamela
Bonita Francis	Ekonomiese studiegroep die sleutel tot groei
Bonita Francis	n Wonderlike wêreld van breiwool
Jan Louis Venter	Kode van Beste Praktyke Reeks - Die belangrikheid van sosiale verantwoordelikheid
Kobus Grobler	Kode van Beste Praktyke Reeks - Infrastruktuur vir skape
Bonita Francis	Interview with 2019's Best Communal Shearing Shed Chairman: Selection and best practice are crucial and never stop learning"
XL Nyamela	Xhosa article - This is why it is better to sell wool on the formal market
Bonita Francis	Know your NWGA - Xman Luvuyo Nyamela
Bonita Francis	Ekonomiese studiegroep die sleutel tot groei - Onderhoud met Bennie van der Merwe wissel-trofeewenner
Jan Louis Venter	Die belangrikheid van sosiale verantwoordelikheid
Kobus Grobler	Infrastruktuur vir skape
XL Nyamela	Xhosa article - This is why it is better to sell wool on the formal market
Bonita Francis	Selection and best practice are crucial.... And never stop learning ! - Interview with 2019's Best Communal Shearing Shed chairman
Guillau du Toit	Wat hou 2020 en die nuwe dekade vir die wolboer in?
Bonita Francis	Know your NWGA - Lwando Gaqazele
Juan Venter	Biosekuriteit en die kwarantyn van diere
Louis du Pisani	Slim voerbestuur voor (en tydens) 'n droogte
Asandile Rasmeni	Xhosa article - Beware of these summer parasites

	Bonita Francis	Ken jou NWKV - Annelize Smit van Niekerk
	Kobus Grobler	Handelsverklarings uiters belangrik vir Biosekuriteit
	Annelize Smit van Niekerk	Hartswater: Voorkoms, voorkoming en behandeling
	Guillau du Toit	NWKV verklaring : Woluitvoere en Dierewelsyn
	Louis du Pisani	Klimaatsverandering, en die aanpassings wat veeboere sal moet maak
	XL Nyamela	Xhosa article : Management practices before and during mating
Date / Editions	Author	Topic
Other Agri Publications	Given Nkomo	Xhosa article - Why is it necessary to castrate ram lambs ?
	Monde Danga	Xhosa article - Animal health - the difference between Sheep Scab and Red Lice
	Leon de Beer	Goeie hupstoot vir wolkwekers (article relates to communal areas - shearing sheds and ram project)
	Bonita Francis	Inter Regional Flock competition - EXCEPTIONAL QUALITY OF COMMUNAL FLOCKS IMPRESSES JUDGES
	Nosipho Salmani	Xhosa article - change your lambing season to Autumn for better profits
	Phumlani Sawula	Xhosa article - Contamination: do this to eliminate the risk.
	XL Nyamela	Xhosa article - This is why it is better to sell wool through the formal market.
	Bonita Francis	Propvol dag vir boere ten spyte van die droogte (Fraserburg)
	Asandile Rasmeni	Xhosa article - Farmers, beware of these Summer parasites
	Bonita Francis	Elsenburg studente vol lof vir studietoer na PE
	Bonita Francis / Annelize van Nierkerk	Mpumalanga skeerkompetisie groter as ooit
	Guillau du Toit	Woluitvoere en Dierewelsyn / NWGA Media Release - Wool exports and animal welfare
	Leon de Beer	COVID 19 - delays wool production line ; postponement wool auctions
Leon de Beer	Omvang van die wolbedryf en wat die impak van vlak 5 inperking regulasies op die bedryf gehad het.	

	Khanyiso Mzayifani	Xhosa article - Impatho yemfuyo ngexesha lembalela (Drought Management)
	Danga Monde	Xhosa article - Ukuphumeza ligusha Kwimo Yasebusika (Overwintering of sheep)
	Leon de Beer et al	Suid Afrika se veselvoetspoor : 'n Dekade van hoogtepunte
	Leon de Beer, Izak Klopper	Belangrikheid van Biosekuriteit en Skeerpraktyke in die SA veselbedryf
Radio Interviews	Interviewee	Topic
	Louis du Pisani	Slim droogtebestuur vir veeboere
	Jan Louis Venter	Skeerintervalle en wollengtes
	Louis du Pisani	Klimaatsverandering, en die aanpassings wat veeboere sal moet maak
	Louis du Pisani	Heropbou van 'n veeboerdery na die droogte
	Louis du Pisani	Alternatiewe om na wolskaapboerdery oor te slaan
	Jannie Fourie	Speentyd se fokuspunte
	Louis du Pisani	Droogtevoeding
	Louis du Pisani	Herstel van veld na afloop van die droogte
	Louis du Pisani	Versorging van vee tydens droogte
	Louis du Pisani	Oorwintering
	Danga Monde	Ukuphumeza ligusha Kwimo Yasebusika (Overwintering of sheep)
Predation Articles	Author	Topic
Wool Farmer	Bonita Francis	THIS WORKS FOR ME..... (A Farmers' story). Pieter Albertyn - Alpacas
	Bonita Francis	THIS WORKS FOR ME..... (A Farmers' story). Anton Marx - Elektriese heinings
	Bonita Francis	THIS WORKS FOR ME..... (A Farmers' story). Swithan Webster - netted fencing
	Bonita Francis	THIS WORKS FOR ME..... (A Farmer's story) - Netted fences

	Bonita Francis	Boere getuig oor sukses van Niel Viljoen se predasiekursusse
	Niel Viljoen	Boerdery, Biosekuriteit en gesonde biodiversiteit

Appendix 4 Clip fault history (statistics provided by Webroute)

Fault	Season									
	2010/11	2011/12	2012/13	2013/14	2014/15	2015/16	2016/17	2017/18	2018/19	2019/20
1. Mixed lengths (>20mm variation in the line)	205	624	929	993	811	311	289	217	528	410
2. Mixed quality (poorly skirted)	19	18	69	67	48	0	0	0	0	0
3. Sweaty pieces in main line	0	1	0	0	0	0	0	0	0	0
4. Piece and belly lines urine/dung stained	0	15	1	4	1	1	0	0	0	0
5. Contamination: Baling twine, plastic	49	200	859	1287	1228	830	996	1542	281	270
6. Black hair	12	2	24	44	77	98	155	58	22	3
7. Kemp/medullated fibre	6	2	2	26	20	65	155	42	16	0
8. Contamination: Paint, marking ink	368	222	297	179	144	59	69	32	11	3
9. Contamination: Cigarette butts, etc.	1	2	0	1	0	0	0	0	0	0
10. Contamination: Metal wire, clips, etc.	4	1	2	9	0	3	1	7	0	0
11. Contamination: Other	303	16	27	48	10	21	31	50	19	10
Total faults	960	1103	1834	2658	2309	1388	1696	1948	877	696

Appendix 5 Example of how the profitability of a study group member improved over a three-year period

<u>Livestock summary/SSU</u>	2017		2018		2019	
	Total	R/SSU	Total	R/SSU	Total	R/SSU
Gross Production Value	R 2 281 072,92	R 675,98	R 2 402 334,07	R 727,01	R 2 873 090,68	R 806,62
<i>Direct costs</i>	<i>R -1 153 721,62</i>	<i>R -341,90</i>	<i>R -761 837,78</i>	<i>R -230,55</i>	<i>R -578 891,50</i>	<i>R -162,52</i>
Gross Margin	R 1 127 351,30	R 334,08	R 1 640 496,28	R 496,46	R 2 294 199,18	R 644,10
<i>Overhead costs</i>	<i>R -1 147 589,00</i>	<i>R -340,08</i>	<i>R -1 539 186,87</i>	<i>R -465,80</i>	<i>R -1 248 463,00</i>	<i>R -350,51</i>
Net Farm Income	R -20 237,70	R -6,00	R 101 309,41	R 30,66	R 1 045 736,18	R 293,59
<u>Livestock summary/ha</u>	Total	R/Ha	Total	R/Ha	Total	R/Ha
Gross Production Value	R 2 281 072,92	552,72	R 2 402 334,07	581,54	R 2 873 090,68	695,50
<i>Direct costs</i>	<i>R -1 153 721,62</i>	<i>-279,55</i>	<i>R -761 837,78</i>	<i>-184,42</i>	<i>R -578 891,50</i>	<i>-140,13</i>
Gross Margin	R 1 127 351,30	273,16	R 1 640 496,28	397,12	R 2 294 199,18	555,36
<i>Overhead costs</i>	<i>R -1 147 589,00</i>	<i>-278,07</i>	<i>R -1 539 186,87</i>	<i>-372,59</i>	<i>R -1 248 463,00</i>	<i>-302,22</i>
Net Farm Income/ha - Livestock	R -20 237,70	R -4,90	R 101 309,41	R 24,52	R 1 045 736,18	R 253,14