



**National Agricultural
Marketing Council**
Promoting market access for South African agriculture

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South African Supply and Demand Estimates Report

Grain & Oilseeds Supply & Demand Estimates Committee (S&DEC)

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In view of the importance of food security and against the background of uncertain maize stock positions and highly fluctuating maize prices over the past few years, the grain industry expressed the need for much improved information on intended imports or exports of grains and oilseeds. In addition, there is also a need for official supply and demand figures for the major grain and oilseed crops, as is common practice in many countries. After deliberations and consultation between the National Agricultural Marketing Council (NAMC), Grain SA and the SA Cereals and Oilseeds Traders Association (SACOTA) during 2012, and after the consent by the Competition Commission, SACOTA agreed on behalf of grain and oilseeds traders, that generic trade information will voluntarily be supplied by individual traders to the NAMC. The NAMC acts in accordance with best practice as far as information exchange is concerned so as not to disclose any individual information to any stakeholder that could result in uncompetitive behaviour.

The result of many discussions was the formation of a Grains and Oilseeds Supply & Demand Committee (S&DEC) and a Grains and Oilseeds Supply & Demand Liaison Committee (S&DELC). The S&DEC will be responsible for the monthly data collection, calculation and dissemination of information, with the assistance of the Crop Estimates Committee (CEC) and the SA Grains Information Services (SAGIS), to determine the supply and demand for white maize, yellow maize, total maize, wheat, sorghum, sunflower seed and soya beans. Confidentiality will be ensured by means of a lock down principle and a confidentiality clause will be signed by all members.

The S&DELC is composed of directly affected groups, registered as such with the NAMC, in the grain and oilseeds industry, to oversee the work done by the S&DEC, and will meet annually or as the need arises. Both committees will function under the auspices of the NAMC.

CONFIDENTIALITY ISSUES that S&DEC members are committed to adhere to on the day of the meeting

- No member is allowed to discuss information with anyone other than a member of the Committee before the embargo time
- Only the NAMC may release the information to the media
- Members must regard the detail of any information that was collected for and/or discussed during the meeting, as confidential

This is the first official publication of the supply and demand estimates by the S&DEC. The purpose of this publication is to provide a sound basis of market (trade) expectations and to produce a collective view of what the market (trade) movements are most likely to be.

This report is provided for information purposes only. It is not a complete analysis of every material fact respecting any/every commodity, company or industry that may be of consequence to stakeholders. The report reflects the judgment of S&DEC at the time and date of publication. Data was obtained in good faith from sources believed to be reliable; however the S&DEC makes no representations as to the completeness or accuracy thereof. The S&DEC does not accept any liability for any direct or consequential loss arising from the use of this report or its contents. This report is the exclusive property of the S&DEC and may be reproduced, redistributed or published by any recipient for any purpose, while acknowledging the source of information.

S&D FOR WHITE MAIZE, YELLOW MAIZE AND TOTAL MAIZE

See Appendix 1 for detailed S&D table and Appendix 2 for methodology description and definitions.

WHITE MAIZE:

Supply: The South African Supply and Demand Estimates Committee (S&DEC) projected a total of 5 667 933 tons of white maize available for the commercial market. The beginning stock level at 1 May 2013 was 757 000 tons (SAGIS). Imports were estimated at 15 000 tons. A surplus adjustment of 28 667 tons was estimated. This will result in a total supply of 6 468 600 tons for the 2013/14 marketing season.

Demand: The total local demand was estimated at 5 010 000 tons, with 4 100 000 tons projected to be processed for human consumption, 700 000 tons for animal and industrial use and 50 000 tons for gristing, 44 000 tons withdrawn by producers, 95 000 tons released to end consumers and 21 000 tons classified as net receipts or net dispatches. A projected export quantity of 65 000 tons of processed products and 900 000 tons of whole maize was estimated for the 2013/14 marketing season.

Stock levels: The projected ending stock levels were estimated at 493 600 tons. The average used per month is projected at 404 167 per month. Stock reserved is estimated at 1.22 months or 37 days after the 2013/14 marketing year.

YELLOW MAIZE

Supply: The S&DEC projected a total of 4 954 256 tons of yellow maize available for the commercial market. Beginning stocks of 660 000 tons at 1 May 2013 was reported by SAGIS. An estimated 100 000 tons of imports and a surplus of 22 000 tons was projected by the S&DEC committee. This will result in a total supply of 5 736 000 tons (rounded) for the 2013/14 marketing season.

Demand: The total local demand is estimated at 4 543 000 tons, with 380 000 tons projected to be processed for human consumption, 3 700 000 tons for animal and industrial use and 13 000 tons for gristing, 100 000 tons withdrawn by producers, 330 000 tons released to end consumers and 20 000 tons classified as net receipts or net dispatches. A projected export

quantity of 61 000 tons of processed products and 650 000 tons of whole maize was estimated for the 2013/14 marketing season.

Stock levels: The projected ending stock levels was estimated at 482 256 tons. The average used per month is projected at 341 083 tons per month. Stock reserve is estimated at 1.41 months or 42 days after the 2013/14 marketing year.

TOTAL MAIZE

Supply: The S&DEC projected a quantity of 10 622 000 tons (rounded) of total maize available for the commercial market. Beginning stocks of 1 417 000 tons at 1 May 2013 were reported by SAGIS. An estimated 115 000 tons of imports were projected by the S&DEC. This will result in a total supply of 12 205 000 tons (rounded) for the 2013/14 marketing year.

Demand: The total local demand was estimated at 9 553 000 tons, with 4 480 000 tons projected to be processed for human consumption, 4 400 000 for animal and industrial use and 63 000 tons for gristing, 144 000 tons withdrawn by producers, 425 000 tons released to end consumers and 41 000 tons classified as net receipts or net dispatches. A projected export quantity of 126 000 tons processed products and 1 550 000 tons of whole maize was estimated for the 2013/14 marketing season.

Stock levels: The projected ending stock levels were estimated at 975 856 tons. The average used per month is projected at 745 250 tons per month. Stock reserved is estimated at 1.31 months or 39 days after the 2013/14 marketing year.

S&D FOR WHEAT

See Appendix 3 for detailed S&D table and Appendix 4 for methodology description and definitions.

Supply: A quantity of 1 835 000 tons of local wheat is available for the commercial market (CEC figures). The beginning stock reported by SAGIS at 1 Oct 2012 was 651 000 tons. Estimated imports by the S&DEC for the 2012/13 marketing season were 1 500 000 tons. This will result in a total supply of 3 989 000 tons for the 2012/13 marketing year.

Demand: The total demand was estimated at 3 340 000 tons, of which with 2 950 000 tons were projected to be processed for human consumption, 40 000 tons destined for the animal industrial market. Projected exports amount to 305 000 tons for the 2012/13 marketing season.

Stock levels: The projected ending stock levels were 649 000 tons (rounded). The average usage per month is projected at 249 000 tons (rounded) per month. Stock reserved is estimated at 2.60 months or 78 days after the 2012/13 marketing year.

S&D FOR SORGHUM

See Appendix 5 for detailed S&D table.

Supply: The S&DEC projected a quantity of 170 000 tons (rounded) of total local sorghum available for the commercial market. The beginning stock reported by SAGIS at 1 Apr 2013 was 48 300 tons. Estimated imports by the S&DEC for the 2013/14 season were 40 000 tons. This will result in a total supply of 258 000 tons (rounded) for the 2013/14 marketing year.

Demand: The total local demand was estimated at 202 000 tons (rounded), with 13 000 tons for indoor malting, 56 500 tons for floor malting, 96 000 tons for meal, rice and grits and 5 600 tons for feed, 6 200 tons withdrawn by producers, 3 500 tons released to end consumers and 20 000 tons destined for exports.

Stock levels: The projected ending stock levels were estimated at 56 600 tons (rounded). The average processed per month is projected at 14 258 tons. Stock reserved is estimated at 3.97 months or 119 days after the 2013/14 marketing year.

S&D FOR SUNFLOWER SEED

See Appendix 6 for detailed S&D table.

Supply: The S&DEC projected a quantity of 565 500 tons of total local sunflower seed available for the commercial market. The beginning stock reported by SAGIS at 1 Jan 2013 was 115 000 tons (rounded). Estimated imports by the S&DEC for the 2013 season were 11 000 tons. This will result in a total supply of 694 000 tons (rounded) for the 2013 marketing year.

Demand: The total local demand was estimated at 593 000 tons (rounded), which include 1 200 tons for human consumption, 3 000 tons for animal use, 580 000 tons for oil & oilcake, 2 500 tons for withdrawn by producers and 2 950 tons released to end-consumers. The S&DEC also projected that 2 300 tons will be used for seed planting purposes.

Stock levels: The projected ending stock levels were estimated at 102 000 tons (rounded). The average processed per month is projected at 48 683 tons per month. Stock reserved was estimated at 2.09 months or 63 days after the 2013/14 marketing year.

S&D FOR SOYBEANS

See Appendix 7 for detailed S&D table.

Supply: The S&DEC projected a quantity of 772 250 tons of total local soybeans available for the commercial market. The beginning stock reported by SAGIS at 1 Jan 2013 was 175 900 tons. Estimated imports by the S&DEC for the 2013 marketing season were 5 000 tons. This will result in a total supply of 955 650 tons for the 2013 marketing year.

Demand: The total local demand was estimated at 758 200 tons, with 27 000 tons for human consumption, 140 000 for animal feed (full fat soya), 580 000 tons for crush, 4 000 tons withdrawn by producers, 1 000 tons released by end-consumers, 5 500 for seed and net receipts of 700 tons. Exports was estimated on 30 000 tons. This will result in a total demand of 788 200 tons.

Stock levels: The projected ending stock levels were estimated at 167 450 tons. The average processed per month is projected at 62 250 tons per month. Stock reserved is estimated at 2.69 months or 81 days after the 2013 marketing year.

Appendix 1: Detailed S & D table for white, yellow and total maize 28 June 2013

		White Maize	White Maize
		Actual	Estimates
	Marketing season	for 2012/13	for 2013/14
		(tons)	(tons)
1	CEC (Crop Estimate)	6 904 000	5 889 550
2	CEC (Retention)	114 000	107 000
3	Min Early deliveries current	0	314 617
4	Plus Early deliveries next	0	200 000
5	Available for the commercial market	0	5 667 933

6	SUPPLY		
7	Opening stock (1 May)	518 000	757 000
8	Prod deliveries*	6 880 000	5 782 550
9	Imports	11 000	15 000
10	Early deliveries (Net)	0	-114 617
11	Surplus adjustment	22 000	28 667
12	Total Supply	7 431 000	6 468 600

13	DEMAND		
14	Processed	5 047 000	4 850 000
15	-human	4 095 000	4 100 000
16	-animal	904 000	700 000
17	-gristing	48 000	50 000
18	Withdrawn by producers	36 000	44 000
19	Released to end-consumers	95 000	95 000
20	Net receipts(-)/disp(+)	28 000	21 000
21	Deficit		
22	Local demand	5 206 000	5 010 000
23	Exports	1 468 000	965 000
24	-products	68 000	65 000
25	-whole maize	1 400 000	900 000
26	Total Demand	6 674 000	5 975 000

27	Ending Stock (30 Apr)	757 000	493 600
28	- processed p/month	420 583	404 167
29	- months' stock	1.80	1.22

	Yellow Maize	Yellow Maize
	Actual	Estimates
	for 2012/13	for 2013/14
	(tons)	(tons)
	5 217 000	5 486 225
	319 000	385 000
	0	526 969
	0	380 000
	0	4 954 256

	476 000	660 000
	5 049 000	5 101 225
	0	100 000
	0	-146 969
	20 000	22 000
	5 545 000	5 736 256

	3 888 000	4 093 000
	404 000	380 000
	3 474 000	3 700 000
	10 000	13 000
	102 000	100 000
	383 000	330 000
	34 000	20 000
	4 407 000	4 543 000
	478 000	711 000
	65 000	61 000
	413 000	650 000
	4 885 000	5 254 000

	660 000	482 256
	324 000	341 083
	2.04	1.41

	Total Maize	Total Maize
	Actual	Estimates
	for 2012/13	for 2013/14
	(tons)	(tons)
	12 121 000	11 375 775
	433 000	492 000
	0	841 586
	0	580 000
	0	10 622 189

	994 000	1 417 000
	11 929 000	10 883 775
	11 000	115 000
	0	-261 586
	42 000	50 667
	12 976 000	12 204 856

	8 935 000	8 943 000
	4 499 000	4 480 000
	4 378 000	4 400 000
	58 000	63 000
	138 000	144 000
	478 000	425 000
	62 000	41 000
	9 613 000	9 553 000
	1 946 000	1 676 000
	133 000	126 000
	1 813 000	1 550 000
	11 559 000	11 229 000

	1 417 000	975 856
	744 583	745 250
	1.90	1.31

Appendix 2: Notes & definitions for S&D table for maize

DEFINITIONS: SOUTH AFRICA SUPPLY AND DEMAND ESTIMATE FOR MAIZE: Item description		
S&D Item	Definition of item	Calculation methodology
1 CEC (Crop Estimate)	This item represents the total estimated production of a particular grain by the CEC.	This quantity is provided by the crop estimates committee
2 CEC (Retention) + seed	This item represents the quantity of grains produced by commercial farmers but not delivered to the commercial market.	Estimated quantity calculated by S&DEC until quantity is provided by CELC (Dec)
3 Minus early deliveries 2012	This item represents the early deliveries for the period from 1 March 2013 to 30 April 2013 to the commercial market	This quantity will be provided by SAGIS
4 Plus early deliveries 2013	This quantity represents the maize deliveries for the period from 1 March 2014 to April 2014 for the commercial market	Estimated quantity calculated by S&DEC until quantity is provide by SAGIS (Apr)
5 Available for commercial market	This quantity represent the total quantity of grain available for the marketing year to be delivered to the commercial market	Calculation methodology (1 - 2 - 3 + 4)

6 SUPPLY	This section represents the total commercial supply of a particular grain produced in South Africa.	
7 Opening stock (1 May)	The opening stock represent stocks at the beginning of the marketing year	This quantity is been provided by SAGIS. If ending stock levels is not available then the S&DEC will decide on a quantity.
8 Producers deliveries	This quantity represent the total quantity of grain available for the marketing year to be delivered to the commercial market	Calculation methodology (1 - 2 - 3 + 4)
9 Imports	This represent the quantity of grains imported in the specific marketing year	The S&DEC decide on an import quantity based on information received/gathered from role-players in the industry.
10 Net early deliveries	This represents the difference between early deliveries in the current and previous season.	
11 Surplus adjustment	This quantity is necessary to balance stock levels due to gains/losses	Balancing of actual stock quantity
12 Total Supply	Represents the total commercial supply of grains in the country	Opening stock + producers deliveries + imports

13 DEMAND	This section represents the commercial demand for grain	
14 Processed	Processed consists of processed for human, animal, gristing and bio-fuel purposes	Calculation (4-3)
15 -human	Grain destined for human only	Calculated quantity provided primarily from BFAP & S&DEC

16	-animal & industrial usage	Processed for industrial & animal consumption	Calculated quantity provided primarily from BFAP & S&DEC
17	-gristing	Farmers exchange maize for meal for rations	Calculated quantity provide primarily from BFAP & S&DEC
18	Withdrawn by producers	This quantity represents grain delivered to a registered silo and withdrawn by the owner at a later stage and delivered to a third party	Provide primarily from SAGIS
19	Released to end-consumers	This quantity represents grain delivered to a registered silo and withdrawn by an unknown buyer	Provide primarily from SAGIS
20	Net receipts(-)/ dispatches(+)	This quantity is differences between the receiver and dispatcher	Provide primarily from SAGIS
21	Deficit adjustment	This quantity is necessary to balance stock levels due to gains/losses	Balancing of actual stock quantity
22	Total Local Demand	Total Local Commercial Demand excluded on farm consumption and retention	
23	Exports	This represent the quantity of grains exported in the specific marketing year	The S&DEC decide on an export quantity based on information received/gathered from role-players in the industry.
24	Products	This quantity represents the total processed maize exports: Cross border and deep sea.	Committee decide on info from industry
25	Whole maize	This quantity represents the total whole maize exports; i.e. Cross border and deep sea.	Committee decide on info from industry
26	Total Exports	This quantity represents processed and whole grains exports for the marketing year	Calculation methodology: (24 + 25)
26	Total Demand	This quantity represents total local demand and total exports	Local demand + Exports
27	Ending Stock (30 Apr)	Ending stock represents maize available for the commercial market, plus supply minus total demand	Beginning stock + total supply - total demand.
28	Processed p/month	Total processed/12 months	Calculation
29	Months' stock	Stock available for a certain quantity of months	Calculation

Appendix 3: Detailed table for S & D for wheat 28 June 2013

		Wheat	Wheat
		Actual	Estimate
		11/12	12/13
1	CEC (Crop Estimate)	2 005 000	1 870 000
2	CEC (Retention)	26 500	35 000
3	Available for the commercial market	1 978 500	1 835 000
4	SUPPLY		
5	Opening stock (1 Oct)	478 000	651 000
6	Prod deliveries	1 973 000	1 835 000
7	Imports	1 724 000	1 500 000
8	Surplus	14 000	3 000
9	Total Supply	4 189 000	3 989 000
10	DEMAND		
11	Processed	3 202 000	2 990 012
12	-human	3 066 000	2 950 000
13	-animal	136 000	40 000
14	-gristing	0	12
15	Withdrawn by producers	4 000	5 000
16	Released to end-consumers	7 000	10 000
17	Seed for planting purposes	18 000	15 000
18	Net receipts(-)/disp(+)	19 000	15 000
19	Deficit	0	0
20	Exports	288 000	305 000
21	-products	25 000	25 000
22	-Whole wheat	269 000	280 000
23	Total Demand	3 538 000	3 340 012
24	Ending Stock (30 Sep)	651 000	648 988
25	- processed p/month	266 833	249 168
26	- months' stock	2.44	2.60

Appendix 4: Notes & definitions for S&D table for wheat

	S&D Item	Definition of item	Calculation methodology
1	CEC (Crop Estimate)	This item represents the total estimated production of a particular grain by the CEC.	This amount is provided by the crop estimates committee
2	CEC (Retention) + seed	This item represents the amount of grains produced by commercial farmers but not delivered to the commercial market.	Estimated amount calculated by S&DEC until amount is provided by CELC (May)
3	Available for commercial market	This amount represent the total amount of grain available for the marketing year to be delivered to the commercial market	Calculation methodology (1 - 2 - 3 + 4)
4	SUPPLY	This section represents the total commercial supply of a particular grain produced in South Africa.	
5	Opening stock (1 Oct)	The opening stock represent stocks at the beginning of the marketing year	This amount is been provided by SAGIS. If ending stock levels is not available then the S&DEC will decide on an amount.
6	Producers deliveries	This amount represent the total amount of grain available for the marketing year to be delivered to the commercial market	Calculation methodology (1 - 2 - 3 + 4)
7	Imports	This represent the amount of grains imported in the specific marketing year	The S&DEC decide on an import amount based on information received/gathered from role-players in the industry.
8	Surplus adjustment	This amount is necessary to balance stock levels due to gains/losses	Balancing of actual stock amount
9	Total Supply	Represents the total commercial supply of grains in the country	Opening stock + producers deliveries + imports
10	DEMAND	This section represents the commercial demand for grain	
11	Processed	Processed consists of processed for human, animal, gristing and bio-fuel purposes	
12	-human	Grain destined for human only	Calculated amount provided primarily from BFAP & S&DEC
13	-animal & industrial usage	Processed for industrial & animal consumption	Calculated amount provided primarily from BFAP & S&DEC
14	-gristing	Farmers exchange maize for meal for rations	Calculated amount provide primarily from BFAP & S&DEC
15	Withdrawn by producers	This amount represents grain delivered to a registered silo and withdrawn by the owner at a later stage and delivered to a third party	Provide primarily from SAGIS
16	Released to end-consumers	This amount represents grain delivered to a registered silo and withdrawn by an unknown buyer	Provide primarily from SAGIS

17	Seed for planting purposes	This amount represents wheat withdrawn from commercial deliveries and destined for seeding by the specific producer.	Provide primarily from SAGIS
18	Net receipts(-)/disp(+)	This amount is the differences between the receiver and dispatcher	Provide primarily from SAGIS
19	Deficit adjustment	This amount is necessary to balance stock levels due to gains/losses	Balancing of actual stock amount
20	Exports	This represent the amount of grains exported in the specific marketing year	The S&DEC decide on an export amount based on information received/gathered from role-players in the industry.
21	- products	This amount represents the total processed wheat exports: Cross border and deep sea.	Committee decide on info from industry
22	- whole wheat	This amount represents the total whole wheat exports; i.e. Cross border and deep sea.	Committee decide on info from industry
23	Total Demand	This amount represents total local demand and total exports	Local demand + Exports
24	Ending Stock (30 Sept)	Ending stock represents wheat available for the commercial market, plus supply minus total demand	Beginning stock + total supply - total demand.
25	Tons processed per month	Total processed/12 months	Calculation
26	Ending stock to local demand ratio	This item represents estimated wheat stocks available for the commercial market divided by total local demand.	Calculation

Appendix 5: Detailed S & D table for sorghum for 28 June 2013

		Sorghum		Sorghum	
		Actual		Estimate	
		2012/13		2013/14	
1	CEC (Crop Estimate)	135 500		173 884	
2	SUPPLY				
3	Opening stock (1 Apr)	52 100		48 300	
4	Producers deliveries	133 200		170 184	
5	Imports	55 000		40 000	
6	Surplus	0		0	
7	Total Supply	240 300		258 484	
8	DEMAND				
9	Processed	163 700		171 100	
10	- Indoor malting	12 800		13 000	
11	- Floor malting	56 700		56 500	
12	- Meal, rice & grits	88 500		96 000	
13	- Pet Food	900		1 000	
14	- Poultry feed	4 200		4 000	
15	- Livestock feed	600		600	
16	Bio-fuel	0		0	
17	Withdrawn by producers	6 000		6 200	
18	Released to end-consumers	2 500		3 500	
19	Net receipts(-)/disp(+)	700		-200	
20	Deficit	100		1 235	
21	Exports	19 000		20 000	
22	Total Demand	192 000		201 835	
23	Ending Stock (31 Mrt)	48 300		56 649	
24	- processed p/month	13 642		14 258	
25	- months' stock	3.54		3.97	

Appendix 6: Detailed S & D table for sunflower seed for 28 June 2013

		Sunflower	Sunflower
		Actual	Estimate
		2012	2013
1	CEC (Crop Estimate)	522 000	565 500
2	SUPPLY		
3	Opening stock (1 Jan)	232 700	114 667
4	Prod deliveries	521 000	565 500
5	Imports	11 800	11 000
6	Surplus	6 800	3 000
7	Total Supply	772 300	694 167
8	DEMAND		
9	Processed	652 300	584 200
10	-human	1 000	1 200
11	-animal	3 000	3 000
12	-crush (oil and oilcake)	648 300	580 000
13	Withdrawn by producers	2 900	2 500
14	Released to end-consumers	3 300	2 950
15	Seed for planting purposes	2 300	2 300
16	Net receipts(-)/disp(+)	-3 200	500
17	Deficit	0	0
18	Exports	33	65
19	Total Demand	657 633	592 515
20	Ending Stock (31 Des)	114 667	101 652
21	- processed p/month	54 358	48 683
22	- months' stock	2.11	2.09

Appendix 7: Detailed S & D table for soybeans for 28 June 2013

		Soybeans	Soybeans
		Actual	Estimate
		2012	2013
1	CEC (Crop Estimate)	650 000	802 250
2	Retention	0	30 000
3	Available for commercial market	622 000	772 250
4	SUPPLY		
5	Opening stock (1 Jan)	306 100	175 900
6	Producers deliveries	623 900	772 250
7	Imports	300	5 000
8	Surplus	3 100	2 500
9	Total Supply	933 400	955 650
10	DEMAND		
11	Processed*	584 000	747 000
12	-human	27 000	27 000
13	-animal feed (full fat soya)	144 700	140 000
14	-crush (oil/oilcake)	412 300	580 000
15	Withdrawn by producers	4 600	4 000
16	Released to end-consumers	3 400	1 000
17	Seed for planting purposes	5 700	5 500
18	Net receipts(-)/disp(+)	2 300	700
19	Deficit	0	0
20	Exports	157 500	30 000
21	Total Demand	757 500	788 200
22	Ending Stock (31 Des)	175 900	167 450
23	- processed p/month	48 700	62 250
24	- months' stock	3.61	2.69

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