

# EASTERN CAPE

March 2019, Issue 4,  
Eastern Cape (EC)  
Published by NAMC



## NRMDP Beef INDABA

Xashimba  
Abattoir, **red**  
meat is our  
business

**MEC Nqatha:**  
Launches  
Walter Sisulu  
CFP

**Ngangeqili CFP**  
managing  
**Madiba Bulls**

**First Eastern Cape**  
**Feedlot Association**  
**Executive elected**



rural development  
& land reform  
Department:  
Rural Development and Land Reform  
REPUBLIC OF SOUTH AFRICA



Province of the  
**EASTERN CAPE**  
RURAL DEVELOPMENT AND  
AGRARIAN REFORM



**NAMC**  
Promoting market access for South African agriculture





Ngangegqili, Idutywa



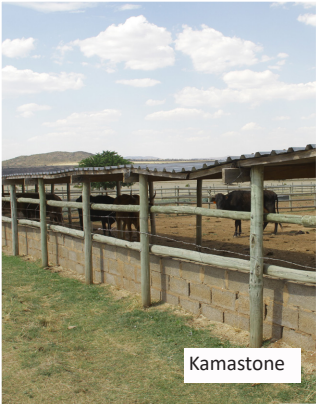
Ikephu, Elliot



Gxwalibomvu



Lower Hukuwa



Kamastone



Walter Sisulu feedlot, Aliwal North



Lahlangubo

# The Beauty of EC



Mount Frere



EC Animal Health Officers & administrators



Ncora



Fort Cox



Maclear



Libode, Njiveni



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# 'We have heard the call to tell our stories'

**T**he Eastern Cape is endowed with a rich history of livestock. One of the famous folklore retold and rehashed in all communities is the Nonqawuse story. Lessons from that history are embellished even in the minds of the young.

*Inkosi Mangaliso Bokleni (Ah! Jongusapho) of Libode once told us an interesting story of a marketer looking for livestock. The story goes as follows: "A black livestock agent ventured into a community known for its beautiful livestock. Upon seeing the livestock, he kept his promise and bought the animals at a fair price. On his second visit, the community sold him the best of its herd they were hiding. Convinced they would receive the best price for their herd, the livestock agent disappeared with the 300 herd of the best cattle and never fulfilled his promise to pay them."*

The moral of the story is that greed has a potency of killing an ignorant nation. Had the community taken their time to know the fellow better, questioned and introspected more, they would have picked up his motives easily. "The NRMDP has passed such a test with the chiefs and farmers" insisted Inkosi Bokleni. Indeed, when looking at all the Custom Feeding Programmes (CFPs), there is accountability on how it's managed and operated. It is stakeholder inclusive and the concerns are not of personal gain but are of developmental gain.

In this first edition of the Eastern Cape, we track the history of the the National Red Meat Development Programme (NRMDP) and its progress.

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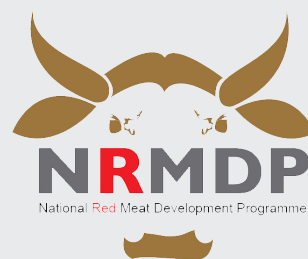
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Printed by: Bothale Media 'N Promotions

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Lahlangubo CFP herdsman and Animal health officer - Yamkela Sogwaqa (right)



Animals fed with feed for the 120 days fattening period



Lahlangubo CFP cattle

Lahlangubo  
**STATISTICS**



**Lahlangubo Feedlot**

Established 2015



**37**

Co-op members



**Mrs N Sizani**  
Chairperson



**08**

Feedlot workers



**Mr Y. Sogwangqa**  
Feedlot Operator



**120**

Animal capacity



**R96 500**

Revenue generated from  
Oct – Dec



# EASTERN CAPE BEEF FUND - COMMERCIALISATION

By: MEC Ngatha



Xolile Ngatha  
MEC DRDAR

Vision 2030 of the National Development Plan (NDP) calls for inclusive rural economy wherein rural communities “should have greater opportunities to participate fully in the economic, social and political life of the country.” It further says that rural communities “Will be supported by agriculture and where possible by mining, tourism and agro-processing...”

Our strategies are crafted around the NDP and by implementing those plans and strategies; we want to ensure that the NDP Vision 2030 comes into fruition. We are equally conscious that the economic outlook both locally and globally imposes immense challenges upon us.

The Department in partnership with commodity organisations and financial institutions, has established Eastern Cape Beef Fund (ECBF) to commercialise 200 black smallholder farmers over a period of five years. The support has focused in genetic improvement and implementation of Custom Feeding Programme (CFP) to operationalise the 15 feeding centres. Thus, rural farmers continue to have access to animal fattening and better prices for them.

*to commercialise 200 black smallholder farmers over a period of five years. The support has focused in genetic improvement and implementation of custom feeding program to operationalise the 15 feeding centres.*

Over the term, the Department of Rural Development and Agrarian Reform (DRDAR) distributed 3 140 superior genetic animals to communal and smallholder livestock producers. In the coming financial year, the Department will provide 1500 superior genetic material to support 92 livestock farmers

The Department continues to collaborate with National Agricultural Marketing Council (NAMC) to support existing custom feedlots and establishment of two feedlots, creating more jobs. The partnership with Nguni Trust has ensured distribution of more bulls and heifers to communal and smallholder black farmers.

We have also rolled out the animal traceability programme in all six districts so that our farmers actively participate in national and international markets and make a meaningful contribution to the country's GDP.

As the Department, we are prioritising animal health by ensuring that all our animals in the province are vaccinated, we also conduct abattoir inspections for hygienic safety and vigilant disease surveillance to protect our herd. In addition to the physical health of animals, we are also providing modern infrastructure to support Red Meat Production.

Apart from just availing feedlots to farmers, we also support them with entrepreneurship skills, training and mentorship. DRDAR economists link farmers to existing market opportunities so that they actively participate in the mainstream economy.

We are also in partnership with the University of Fort Hare-IDC Nguni Development Trust to support smallholder livestock producers to commercialize their enterprises through the provision of quality breeding cattle. This partnership also provides farmers with mentorship, entrepreneurship skills and secured off-take agreements for marketing of their livestock.

The establishment of partnerships is the cornerstone of the provincial Agriculture Economic Transformation Strategy, which seeks to transform the sector and maximize the economic spin-offs to benefit previously disadvantaged farmers.

To augment livestock production in the province, we are also working towards the establishment of a Veterinary School at the University of Fort Hare. The Vet school will attract specialist veterinarians and researchers to help the Province to unlock the livestock productivity in the communal areas.





**Vision:**  
A people-centred rural district

**Mission:**  
to co-ordinate governance  
to strengthen communities through economic development, infrastructure development planning, and social services delivery

**Dr Moshe Swartz**  
DDG REID - DRDLR





# SAVOURING THE DEFINING MOMENTS!!!

By: Zama Xalisa

The year 2013 will be etched firmly in my memory more so when the taste of final recognition was celebrated by playing Winston Mankunku Ngozi's classic "Yakhal'Inkomo" (the whaling of the cow) at the launch of the NRMDP in Ncorha in November 2013.

For three (3) years before the launch, we were in the midst of uncertainty, the then Eastern Cape Red Meat Programme's (ECRMP) survival was on the brink of closure. How, in the name of goodwill and sincerity, were we going to deliver this death warrant to communal livestock farmers we were supporting?

Fixated on the bargaining pleas of livestock farmers, we were fortunate that Dr Moshe Swartz from the Department of Rural Development and Land Reform (DRDLR) listened to us. I can faintly remember our conversation when we ended the meeting. He said: *"There is no way we can turn our backs on the limitless number of communal livestock farmers scattered across our country. If your father managed to pay for your university fees from the proceeds of livestock, clearly there is an economy we must build and colleagues, rest assured, we will build it"*.



Zama Xalisa  
Chief Executive Officer

Six years on, the NRMDP is shaking the foundations of the red meat industry and changing the lives of ordinary community members. The passionate involvement of our kingdoms and chiefdoms has also contributed to the Eastern Cape having Custom Feedlots in all municipal districts within the province. I am also impressed with the vision, passion and zeal demonstrated by the Livestock Custom Feedlot Association in taking concrete ownership of their own destiny.

The Eastern Cape Department of Agrarian and Rural Development (ECDARD) was initially led by the former MEC Qhoboshiyane and currently by MEC Nqatha. The ECDARD participated fully in the integration of the NRMDP in its strategy and service delivery; which is a testament of how arms of government are fulfilling the principles of 'Batho Pele.'

We now look to the future in ensuring that each feedlot becomes self-reliant in terms of management and operations. As the NAMC our interest is to ensure that we make full use of programmes such as artificial insemination and building mini processing plants for feed manufacturing. Our utmost goal is to see our farmers playing a meaningful role in the Red Meat Value Chain.

We would also like to appreciate all stakeholders involved in the programme and making it possible for our Custom Feedlots to operate smoothly. To all our animal health officers, livestock associations and herdsmen, you are the real economic drivers of this programme and without your commitment, I shudder when I think of the challenges. To all role-players, keep up the spirit and the ever-unwavering commitment to the programme and farmers.

Please, enjoy the read!

## Get Yourself Agri-Inspire Issue 2

By 5 SEOs: Agricultural Research Council, Land Bank, National Agricultural Marketing Council, Onderspoort Biological Products & the Perishable Products Export Control Board

Visit: <http://www.namc.co.za/agri-inspire-journal/>





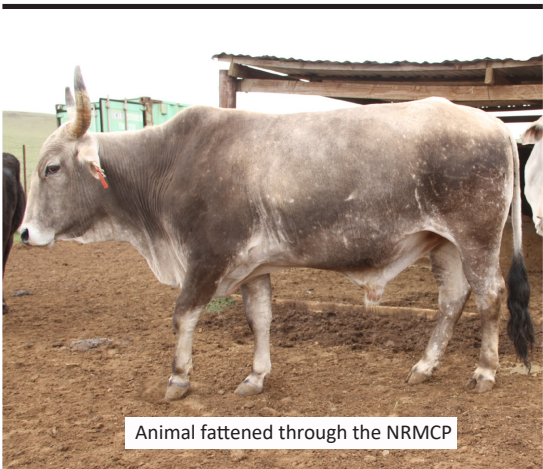
NAMC Officers doing site view in Mount Frere Feedlot



Animal Health Officer Kabelo Nxele, Mr L Noqhakala (Chairperson) and the Herdsman










Brian Makhele (Agri Economist) at the feed storage supplied by NAMC



Animal fattened through the NRMCP

Mount Frere

STATISTICS

 <p><b>Mount Frere Feedlot</b> Established 2015</p>	 <p><b>08</b> Co-op members</p>	 <p><b>Mr L Noqhakala</b> Chairperson</p>
 <p><b>05</b> Feedlot workers</p>	 <p><b>Mr K. Nxele</b> Feedlot operator</p>	 <p><b>150</b> Animal capacity</p>
		 <p><b>R476 500</b> Revenue generated from Oct – Dec</p>



# MEET THE MAN IN CHARGE OF MANDELA TRUST CATTLE



Cameron Titi, a representative of Mandela Trust

By: Daniel Rambau

Cameron Titi is a farmer from Elliot and a member of the Mandela Trust. Over the years, the Mandela Farm in Qunu received cattle from various people as gifts to the late President Nelson Mandela. This subsequently led to overstocking in the farm.

To ease this burden, the Mandela Trust tasked Titi with the responsibility of overstocking control and inbreeding. While searching for programmes to sell this livestock, Titi discovered the NRMDP.

The Trust took 22 cattle to Ngangeqili Custom Feedlot, with six being bulls. Impressed with the progress of the animals in just 120 days, it paved the way for the second meeting with the NAMC to discuss areas of collaboration. The discussions focused on how the NRMDP could assist the Trust to introduce Nguni Breed at the Mandela farm. “We’re planning to introduce the breed that can be able to survive in the Mandela Farm with minimum input” said an excited Titi.

He shared the model he was using as a farmer with the Mandela Trust. “I select the bull calves from the farm and exchange them for old cattle to local farmers who cannot afford to buy bulls. The animals that I get, I take them to the NRMDP Custom Feedlot for fattening and then sell them” he added.

The Mandela Trust was relieved that the Ngangeqili CFP took off some of the burden from the Mandela Farm. “To us, the NRMDP is an excellent project as it improves the conditions of the animals before they go to the market, which ultimately improves the returns”, they quipped. Titi’s view is that if the local community members in the area would be part of the programme and use this model, their livelihoods would improve for the better.

*He further appealed for the programme to expand to other areas as most farmers were experiencing challenges with transportation to the feedlot with animals dying on the way.*

## BUY A MANDELA BULL





# A DRIVE TO TRANSFORMATION IS CERTAIN

By: Mandla Bokwe

The Eastern Cape is venturing forward with fever. On top of the 13 feedlots built, five are under construction namely: Mhlontlo Custom Feeding, Cedarville Custom Feedlot, Inxuba Yethemba Custom Feedlot, Senqu Custom Feedlot and Mnquma Custom Feedlot.

The Custom Feedlot Programme (CFP) has already attracted attention from farmers and a wide range of external stakeholders. Working with local municipalities and the Department of Agriculture & Rural Development (DARD) we have begun to meet the expressed needs of developing farmers in the province. There is a clear pattern that livestock farmers in the province comprehend the mechanisations to improve their livestock for markets in order to generate income. It has also crystallized the informal market system, ensuring the circulation of money within the immediate communities, thus providing valuable economic relief to many households.

It is safe to say that the National Red Meat Development Programme (NRMDP) in the Eastern Cape has become a development catalyst that calls for encouragement and support from all stakeholders. For instance, it took three years of planning for the Walter Sisulu District, and a feedlot was recently built and launched by MEC Xolile Nqatha in December 2018. Within few weeks, the Walter Sisulu Feedlot had a flow of more than 100 animals.

The NRMDP is in the process of training livestock farmers at each feedlot in the province on artificial insemination. The introduction of this method is hoped to encourage livestock farmers to be able to produce more beef and contribute towards South Africa's beef production. Against this, artificial insemination will bring our livestock farmers closer towards formal red meat value chains.

The NRMDP enables farmers to produce more for less, reduce the rate of mortality on local areas and poverty, and bring about economic stimulus thus, creating jobs. In the next issue, we shall report on the progress of the feedlots under construction and more stakeholder involvement. We thank all those stakeholders that made it a possibility for us to be where we are.



Mandla Bokwe, EC Red Meat Development Program Coordinator

## AGRICULTURAL INDUSTRY TRUSTS

# DID YOU KNOW?

The National Agricultural Marketing Council - Agricultural Industry Trusts Division manages the communication and reporting processes between the Minister of Agriculture, Forestry and Fisheries, Ministerial Trustees and Agricultural Industry Trusts. On an annual basis a workshop is coordinated between the Minister, Industry Trusts and Ministerial Trustees to deliberate on the operations and functioning of the Trusts, and amongst others transformation funds. Furthermore, this engagement seeks to establish how government can collaborate with the Industry Trusts in support of transformation.

There are currently 11 Agricultural Industry Trusts (governed by over 25 ministerial trustees and 56 industry trustees), which were established during the deregulation of the former control boards post 1994. These trusts are commodity specific i.e. maize trust, winter cereal trust, national Lucerne trust, sorghum trust, oil and protein seeds development trust, meat industry trust, wool trust, mohair trust, potato industry development trust, deciduous fruit industry development trust and citrus industry trust. The current value of all the 11 Trusts is over R2.3 billion worth of assets (both monetary and fixed property).

Once in a year, the Minister and Industry Trusts convene to discuss issues of how the trusts are managed and areas of transformation targets. On 2018, 9 November, the Minister met with the Industry Trusts and expected that the issue of transformation should not only focus on training and bursaries, but more importantly on enterprise development.

### ELEVEN INDUSTRY TRUSTS

#### LIVESTOCK



#### FIELD CROPS



#### HORTICULTURE



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Memory down the lane, Dr Xolile Ngetu (left) and Saba Mbixane at a Beef Indaba in 2012.

## TRIBUTE TO SABA MBIXANE 'MEDIA IS IMPORTANT TO AGRICULTURE'

*Not many people realise that the famous Umhlobo Wene FM radio disk jockey Saba Mbixane was an avid agriculturalist. His show eZolimo had the highest-ranking listenership for a morning slot between 04h00 – 05h00.*

**E**Zolimo discussed issues of livestock, animal health and other agricultural concerns identified. The programme had a mixture of energy, entertainment and targeted content. The impact of the show extended to farmers sending photos of their crops and livestock problems to the host Saba.

"These photos of farmers inspired me to find them assistance or market access. I shared these with government officials but often I would receive mute feedback" Saba said.

Charismatic as ever, in 2008, one of his loyal listeners informed him about the Eastern Cape Red Meat Development Programme. The caller chatted for over 5 minutes about the programme. Saba's nostalgic expression about the listener lingered for a while when we paid him a visit at the SABC Mthatha studios in 2012. "I could not believe it, the voice from the caller was palpable, laced with excitement that government was finally doing something right", he said.

Saba's relationship with agriculture and all things traditional started in 1983. He placed himself as an advocate for his farmers who called him daily. Dropping his headphones to recollect a thought: "My people, I searched above the rim and water for Ncibane (Ngetu), you would swear he owed me money" energetically going back to address the radio topic of the day.

After a short stint in searching for Ngetu, the person himself called the show. "Jara's call lasted for 45 minutes, which taken collectively, was the show – discussing the red meat programme" said Ngetu. Saba remembers that the switchboard was flooded with calls that Tuesday morning.

Saba was impressed by the depth and richness of the information Ncibane provided. He acknowledged that that alone, opened other possibilities to the farmers. He also confessed that media had a prominent role to play in promoting and advancing the course of agriculture, without which; accessing markets for communal farmers would be futile.

Soon after the show, we sat down to deliberate on how the programme would be of value to his slot. He was quick to point out that the SABC mandate was to educate and generate revenue. He saw the role of National Agricultural Marketing Council (NAMC) as one to bring other stakeholders with financial capacity to sponsor the slot in order to receive more radio airtime. Secondly, he wished for NAMC to develop a market information programme that will benefit all radio stations with agricultural content.

"Sadly, this is lacking in our space. We have to find content to present to our farmers and sometimes it's too complicated", he said. Communication practitioners from agriculture needed to rise above press releases and actually engage, advise and alert radio producers on new agricultural development and stories. Four years since his passing, the programme has lost its prominent spokesperson. One remembers how he assembled a huge provincial gathering of media experts from radio, television and newspapers for the 2nd Beef Cattle Farming Indaba held at Gwalimbomvu in 2012.

Saba Mbixane loved agriculture and spoke its language like no other broadcaster. Agriculture needs more agricultural Journalists like Saba.

*Rest in Peace Mbixane UMashiya amahle njengawenyamazana uMafuzafulele njengelifu lemvula, uMbabala, uSbhushwana,*







# About NAMC

The NAMC was established in terms of the Marketing of Agricultural Products Act No. 47 of 1996, as amended by Act No 59 of 1997 and Act No. 52 of 2001. We are a statutory body reporting to the Minister of Agriculture, Forestry and Fisheries.

Our mandate is captured in our four core divisions namely;



**Agribusiness  
Development**



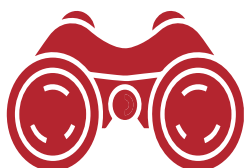
**Agricultural Trusts**



**Statutory Measures**



**Markets and  
Economic Research  
Centre (MERC)**



## **Our Vision**

Strategic positioning of agriculture in a dynamic global market.



## **Our Mission**

To provide marketing advisory services to key stakeholders in support of a vibrant agricultural marketing system in South Africa.

The work of the NAMC is aligned to the four strategic objectives as set out in Section 2 of the MAP Act, 1996 namely;

Increasing market access to all market participants



More efficient marketing of agricultural products



Increased export earnings from agricultural products



Enhanced viability of the agricultural sector



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**Kamastone**  
CFP was the first Eastern  
Cape feedlot built.



Kamastone  
**STATISTICS**



**Kamastone Feedlot**

Established 2015



**32**

Co-op members



**Mr L Mrwedi**  
Chairperson

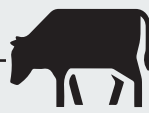


**08**

Feedlot workers



**Mr Siphelo Velele**  
Feedlot Manager



**250**

Animal capacity



**R-**

Revenue generated from  
Oct – Dec



# AGRIBUSINESS DEVELOPMENT

**T**he Agribusiness Development Division (ADD) of the National Agricultural Marketing Council was established in 2006 to collaborate with various institutions both nationally and internationally in designing and implementing programmes that are aimed at increasing market access, encouraging new business development and capacity building of historically disadvantaged enterprises. The NAMC strategic placement and relationship with public and private institutions built over many years enabled the Agribusiness Development division in facilitating programmes that have the potential to achieve the government outcomes.

The Agribusiness Development Division collaborates with government, industry and academia to provide programs such as:



## Market Access

This programme aims at increasing market access for smallholder farmers. This programme is divided into three categories, namely: market information, market access and business development support.



## Capacity Building

Having recognized the skills deficiencies within the country's agricultural sector, the ADD has contributed to capacity building efforts by designing and facilitating the delivery of various training programmes through various partnerships and collaborations.



## NRMDP

National Red Meat Development Programme is a red meat program anchored by the Department of Rural Development and Land Reform to assist communal livestock farmers in linking them to formal red meat value chain.



Mrs Khumbuzile Mosoma, Senior Manager of Agribusiness Development Division of NAMC

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Conversation:





# FOOT AND MOUTH DISEASE (FMD) OUTBREAK IN SOUTH AFRICA

By: Dr Moses Lubinga

Despite the fact that the recent outbreak of FMD occurred in a localised area, Vhembe district in Limpopo Province, it poses a number of implications on various stakeholders in the red meat industry, the economy and its major trading partners in products directly related to the red meat industry.

The current outbreak has rendered the World Organisation for Animal Health (WOAH) to designate South Africa as a country with FMD. This jeopardises the country's access to export markets given that trade partners are protecting their respective domestic industries against the disease. This article therefore aims at providing an insight into the different control measures and implications of the disease to the different stakeholders



Dr Moses Lubinga  
Senior Economist: Trade

## Foot and mouth control measures

In the context of South Africa, various measures are used to control and contain the disease. Vaccination is one of them but this largely depends on the strain of the virus. It should however be noted that the genetic makeup of the virus greatly varies and this renders vaccination as a control measure less effective (Martinez-Salas *et al.*, 2008) given that vaccines must be highly customised to control a specific strain. Vaccination is only a temporary measure in controlling FMD.

In addition, other potential measures to control FMD include:

- Minimising contact between wild animals (especially buffalos) with domesticated ones, through fencing resulting in increased bio-security measures.
- Culling of animals - the killing and disposal of all susceptible livestock at the farm/area where the outbreak arose, as well as livestock of "contact" farms. This must be followed by full cleaning and disinfection.
- Trade restrictions – limiting the exchange of affected products

## Implications of Foot and Mouth outbreak

At this point, implications of FMD outbreak may not be fully ascertained but what is well documented is that South Africa's market access for a wide spectrum of exports from the red meat industry is already compromised. Countries including Namibia, Botswana and Eswatini have already sanctioned the importing of cloven hooved animals and their products, with much emphasis on products from cattle.

Heat-treated produces – e.g. meat and dairy products, deboned and matured beef, scoured wool, salted hides and skins, and livestock embryos pose no risk of transmitting FMD. For the directly affected cattle products, an average of about R 55.6 million per quarter worth of the banned products is bound to be forfeited as revenue from exports. Although these cattle products can be consumed domestically, there is bound to be a decline in domestic prices, posing the risk of loss to the producers.

## Conclusion

The recent outbreak of FMD in Vhembe district, Limpopo Province is a pertinent issue that requires immediate attention from a wide spectrum of stakeholders. There is a need to strengthen the country's biosecurity infrastructure such as fencing of FMD infected-areas, animal tracking system and feedlotting; and processing infrastructure to limit movements of animals from infected areas or Provinces into non-infected Provinces. The NAMC is a national coordinator of rural economic and agro-logistic infrastructure programme, which is a Strategic Infrastructure Project (SIP) 11. In 2013, NAMC identified biosecurity and related infrastructure as a national priority to mitigate the disease outbreak risks. Some SIPs are yet to be implemented after addressing a few of them. The outbreak of FMD disease in Vhembe district is a reminder to urgently attend to biosecurity and rural infrastructure projects proposed in the SIP 11 master plan and other strategic documents which were endorsed by all agricultural stakeholders.

## DID YOU KNOW?

The Department of Agriculture, Forestry and Fisheries (DAFF) was informed on the 08 of January 2019, of positive laboratory results for Foot-and-Mouth disease (FMD) in cattle in the Vhembe District of Limpopo.

The Foot-and-Mouth disease is a severe, highly contagious viral disease which affects livestock with significant economic impact. The disease affects cattle, pigs (domestic and wild), sheep, goats, and other cloven hooved animals. The disease does not affect human beings. Signs of disease may include depressed animals, sores in the mouth of animals causing reluctance to eat and lameness.

Find out more: <https://www.daff.gov.za>



# FORMULATING THE COST-EFFECTIVE FEEDING STRATEGY OF A CUSTOM FEEDING PROGRAMME: A LINEAR PROGRAMMING APPROACH

By: Bonani Nyhodo, Victor Mmbengwa, Abongile Balarane, Xolile Ngetu



Bonani Nyhodo  
Senior Manager: Agri Trusts

The profitability or sustainability of a business or developmental project depends on the effective use of available resources (Mehdipoor, Sadr-ol-ashraafi, & Karbaasi, 2006). Commercial sector focuses its attention in either reducing costs or maximising profits (commercial feedlots).

The marketing challenges and other challenges facing smallholder farmers (high transaction costs) continue to keep these farmers at the periphery of mainstream business. In South Africa feedlots play an important role in the formal livestock industry and in 2004 had the handling capacity between 400 000 to 420 000 cattle.

The turnover stood at 3.6 times, meaning that roughly 1.4 million cattle work their way through the feedlots into the formal slaughter. Considering 1.9 million total slaughters during the same period, this represents about 75 percent. It is essential that the South African feedlots achieve maximum efficiency in transforming grain into meat.

South Africa seeks to transform a weaner into a slaughter-able animal with an efficiency ratio of 12 kg of grain to one kg of meat. This study was instituted to come up with a cost-effective feeding ration (R4.71 consisting of two feeds) of the CFP from available feed rations.

Effective use of resources is one of the most important factors of a business or development project. There are mathematical tools that are available and can be used in formulating the most feasible decisions.

South Africa's emerging/smallholder farmers have been on the periphery of mainstream market for a long time and many government interventions have not produced the desired outcomes. Feedlotting (in a customised way) has the potential of assisting in reducing animal losses in winter and in marketing the livestock of these farmers.

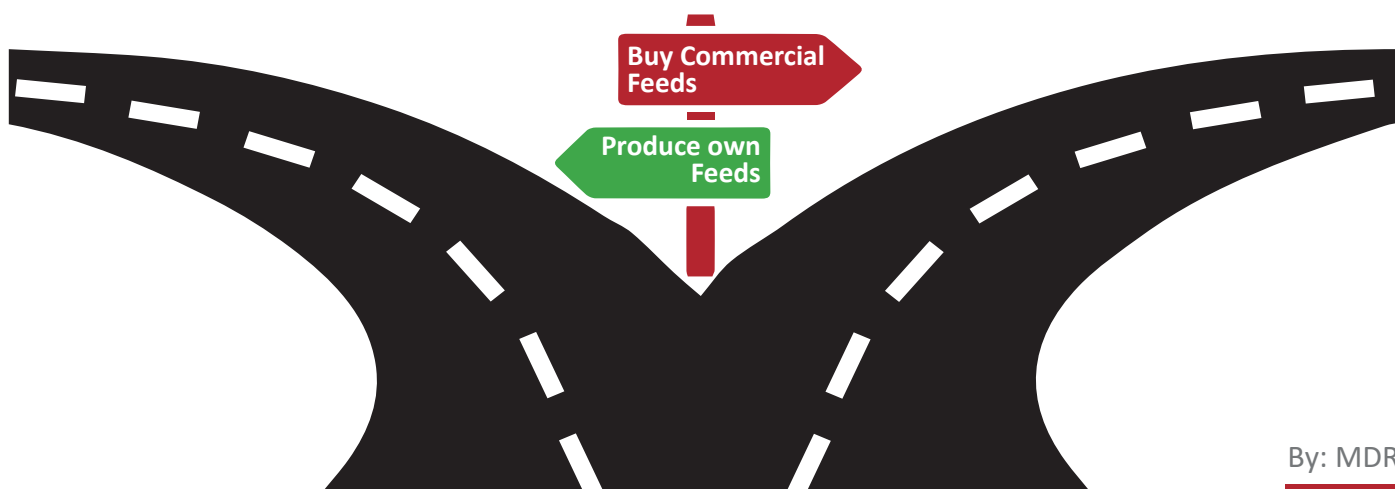
This study was initiated to put together a feasible (cost-effective) feed ration that has the required nutrient composition. The objective function or the minimum possible amount/cost per kilogram of feed is R4.71 (this meant R47.10 a day to feed animals that consumes 10kg/day) which includes VM (10%) and MB (90%). This means using the market prices and the nutrient content of the available feeds, those two are the cheapest while meeting all the nutrient requirements. The inclusion of Lucerne and yellow maize meal are the most costly of the unused feeds. In the feasible ration there are surpluses of each of the nutrients. This surplus needs to be checked against the tolerance levels.

*This study was conducted by the NAMC in 2014 and published in the OJD International Journal of Sustainable Development. Corresponding author is Bonani Nyhodo and can be contacted at [bonani@namc.co.za](mailto:bonani@namc.co.za)*



NRMMP feedlot built in 2013, Ncora CFP





By: MDR

## CAN RESEARCH HELP CUT COSTS OF FEEDS?

**T**he NRMDP primarily focuses on connecting communal livestock farmers to formal markets and systemizing the informal markets. Mainly, the aim is to introduce communal livestock farmers to auctions and abattoirs, complemented by onsite-training on how these institutions work and the requirements for participation. Furthermore, the project aims to pioneer low-cost feedlots as it outsources feed. The proper nutrition in a feedlot is a key component for a successful production. Hence, commercial feeds may be the easiest to work with but at times it may be too expensive.

Previously disadvantaged livestock farmers rely on the feed provided by the NRMDP especially during drought season. To save on cost of production, the programme will need to move from the mechanism of feeding cattle 'out of the bag' to formulating their own ration, using the most readily available ingredients at the best price they can bargain for.

This brings to mind the question; has the project taken inventory of local feed by-product opportunities and the economics? Our observations are that the programme has started the process albeit tentatively. CFP's such as Aliwal North and Taung have been earmarked to plant Lucerne. Numerous studies conducted worldwide on the use of by-products indicate that there is still

a need to further investigate new alternative feedstuffs that could be used as cost effective components for the proposed feedlot rations, including their feeding value and availability all year-round. The results could subsequently lead to a direction which seems sustainable and affordable.

The NRMDP is a huge programme which can afford to run its own feed mills such as the Ikhepu CFP in Elliot. Interestingly, the programme will need to include young nutritionists into the fold in order to realize the objective of cutting down on the dependence of commercial feeds. Again, there are other opportunities that community members could benefit from the programme. For example, there is a possibility of giving smallholder farmers who produce feed ingredients access to the NRMDP CFPs. Most beneficiaries of the programme practice mixed farming. Hence, this brings the idea that the local farmers could plant crops and supply the CFPs for feed manufacturing.

In addition, the co-ops can also produce cheap feed by using locally available protein source feedstuffs such as oilcakes by-products. Thus, the programme should take the direction of sourcing feed mixing equipment to build feed manufacturing unit for all CFPs. Through this, it might reduce the cost of feed and create sustainable jobs and new enterprise opportunities for the communities.

## Get Yourself Agripreneur Issue 15

Through this publication, the NAMC seeks to create a platform where farmers, particularly smallholders, share their knowledge and skills, challenges, experiences and insights with one another.



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“

**Thank You for  
sending us  
By you sending us,  
is God sending us.**

”

**- Mzimkhulu Jikijela**

Newly Inagurated Chairperson of  
Eastern Cape Custom Feedlot Association





# EASTERN CAPE FEEDLOT ASSOCIATION INAUGURATED

By: Samella Nozibele

*The Eastern Cape (EC) province has arguably the largest Custom Feedlots in the country. Each district, under Feedlot Associations, has a structure that oversees the daily operation of the feedlots together with National Agricultural Marketing Council (NAMC) personnel.*

Primarily, Feedlot Associations serve as a conduit to raise member concerns and grievances. Significantly, on the 28 August 2018, all the Feedlot Associations met at Ncorha - Queenstown to set up a provisional Eastern Cape Interim Feedlot Association that was meant to act as a catalyst to elect the first organised Feedlot Association.

Throughout the work of the Interim structure, the aim was to canvass support for the formation of an association, draft a comprehensive constitution representative of all district inputs and elect a leadership structure. This was motivated by a strategic session held at Tsolo College with the Livestock Associations where MEC Nqatha sounded the call for farmers to preach the word to other livestock owners to join the movement.

On the 28 January 2018, the Interim structure reported back on the finalities of establishing the first Feedlot Association. A gala dinner was hosted by the Queenstown Mayoral Office in honour of the important task of electing a CFP leadership structure. Included amongst the guests were dignitaries from all the districts, ECDRDAR, and DRDLR.

Acting Mayor of the Chris Hani District Municipality Councillor Ngwetshane welcomed all guests to the city. He went on to paint the relationship between the Municipality and NAMC. "We ensured each municipality falling under the district has at least a feedlot. The Ikhepu Livestock Association is our prized initiative and makes us proud. They are independent and successful in their operations" he added.



Dr. Ngetu addressing the EC AGM attendees on the direction of the NRMDP

Mandisa Botha from DRDAR gave a helicopter view of AgriParks that were introduced in 2015. She shared her hopes that the red meat programme will form part of the AgriParks and bring about development in all districts. She further elaborated that DRDAR did not only support the programme just in name, but went as far as to even include the Interim structure in its annual stakeholder strategic session. She also said MEC Nqatha strongly supported the programme as witnessed by the launch of Aliwal North CFP.

After the gala dinner, the next day was dedicated to appointing the first ever Feedlot Livestock Association. It was represented by all feedlots from the CFPs. According to Dr Ngetu, this was an important milestone as it indicated that livestock farmers were now ready to be organised. "Speaking as one than divided, we will be able to fast track development at a fast pace and it will leave no room for government to deny your requests" he said.





Mr Bese - Chief Director of DRDAR with Executive Committee and additional members of the Eastern Cape CFP Livestock Association

He went on to address the issue of nutritional feed, that NAMC should be given at least 2 weeks' notice to order nutritional feeds for cows. The leadership structure also received support from the Nguni Development Trust. It pledged its firm commitment to ensure that more livestock farmers were recruited to the programme and become solid members of the Association.

All the CFP Associations unanimously nominated the following executive for the next five years;

- Chairperson of the Province - Mzimkhulu Jikijela (Qumbu)
- Deputy Chairperson – Nopisi Sefatsa (Aliwal North)
- Secretary - Nobuntu Sizani
- Deputy Secretary- Lungi Kula (QueensTown)
- Treasurer- Langa Noqhakala (Mount Frere)
- Coordinator- Ndamthini William Mdwayingane
- Coordinator- Lusanda Sizani (Lahlangubo Feedlot)
- Additional Members-
  - Inkosi Mlanjeni –Amos Xakabantu, SK Makinana (eLundini)
  - Nosizwe Makaula- (Mzimvubu Mount Frere)
  - Mlisana and Bathathu –(Ikhephu)
  - Tolbat and Sejako –(Fort Cox)
  - Nondiliseko Manyamalala and Ngxekeza (Lower Hukuwa)
  - Myathaza and Yongama Goso-(Emdeni)
  - Sibidla- Luxolo Khente (Ncora) and Nozukile Gam (Ncora)
  - Velile Ncedani and Chairperson of OR Tambo - Nombeko

(Njiveni)

- Moriss Tyuthu and Nozuko Mphendukana (Kamastone)
- Mnakwethu Thiwani (Gxwalu bovu)
- Mvuyo Sishuba (Lahlangubo)
- Mhlangabezi Magaqa and Mfezeko Ntsabo
- Ngobela Mzuzile and Alexandra Sphamandla (Mqanduli feedlot).

In accepting the Chairmanship mantle, Jikijela thanked every District that nominated the leadership to carry out the important work. He was excited that the NAMC, DRDAR and DRDLR will now officially recognise their existence and plan with the association in moving the NRMDP forward.

The NAMC appealed for the Association to develop a database of farmers in order to know the exact communal livestock population in the province and the needs per district.

The Chief Director, Mr Bese from DRDAR concluded the programme by advocating for Eastern Cape farmers to own their destiny. "It is often said that the Eastern Cape is the food basket, but the main concern is that it doesn't export anything. You can change this narrative and be exporters of the Eastern Cape's red meat", he said.





Lower Hukuwa Animal Health Officers and Herdsman:  
Odwa Sotyato, Zola Ndiniva and Mngxekeza Mongameli



Lower Hukuwa Feeding trough



Outside view of the feedlot



Water reservoir supply



Zola Ndiniva (Herdsman) in the feed storage with feed supplied by NAMC

# Lower Hukuwa STATISTICS



**Lower Hukuwa**  
Established 2013



**18**  
Co-op members



**Mr M Sixabhayi**  
Chairperson



**08**  
Feedlot workers



**Mr OC Sotyato**  
Feedlot operator

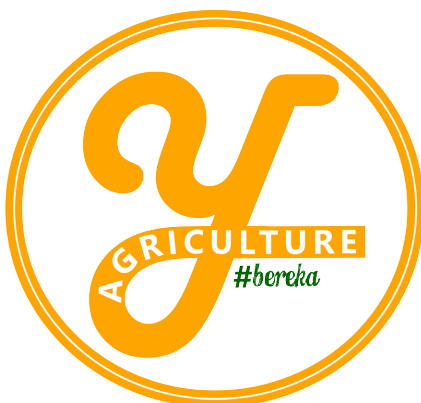


**240**  
Animal capacity



**R255 000**  
Revenue generated from  
Oct – Dec





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Chris Hani District  
Municipality

# National Red Meat Dev

## A streaming line of livestock farmers ferr



Newly built feed storage



Some of the cattle brought in by the nearby farmers



Gxwalibomvu  
**STATISTICS**



**Gxwalibomvu**

Established 2013



**05**

+ 3 additional  
Co-op members



**Mr M.T. Gwentshe**  
Chairperson



**R1 million**

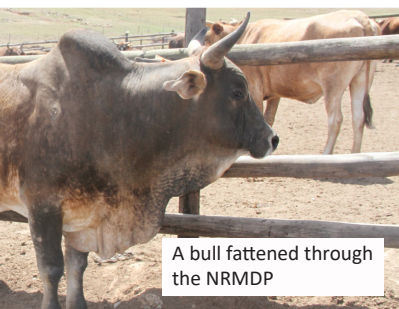
Investment Made



Gxwalibomvu CFP  
Eastern Cape

# Development Programme

## Carrying in their livestock for auction sales



A bull fattened through the NRMDP



Jobs created out of the NRMDP : Herdsmen employed at the Gxwalibomvu CFP



Gxwalibomvu CFP committee members: Mr Mnakwetu Tiwani and Mr Zolile Njotini



**08**

Feedlot workers



Mr Inga Noxakela  
Feedlot operator



**300**

Animal capacity



**R201 300**

Revenue generated  
from Oct – Dec



LEAVING THE COMFORT OF  
GAUTENG TO ESTABLISH  
**A FLEDGING  
ABATTOIR**

By: Brian Makhele

*Xashimba Abattoir is 100% black owned and has been in operation since 2016. The massive abattoir is owned by Sidumo Xashimba, employing 65 workers. Located in Queenstown – Eastern Cape, the development of the abattoir was funded through Comprehensive Agricultural Support Programme (CASP).*



Mr Xashimba (left), the owner of the abattoir with his son Simphiwe Xashimba (right)



Livestock carcasses in Xashimba's storage room



The structure of Xashimba Abattoir

**T**he abattoir sits on a 700 hectares of land set on a street folded approach: farming, feeding, slaughtering, processing and selling of the final product. Xashimba identified this farm because of its proximity to nearby villages. “I did this to close the gap, so that the people residing in close-by villages are able to access the abattoir easily. More and more people are starting to realise that cultural rituals are more about the meat than the actual slaughtering”, said Xashimba. In most instances, they approach Xashimba Abattoir to slaughter for them in order to have more cuts of the meat. This market advantage earns Xashimba Abattoir more customer loyalty and following.





Mr Sidumo Xashimba, the owner of Xashimba Abattoir

The establishment of the abattoir was beset with its own challenges. “Challenges will always be there especially when entering an existing market, marketing yourself, accessing the share of the market, the list goes on” he adds. Xashimba sought to identify a competitive advantage that will propel his business. Besides the proximity of the business to the people, customers are able to purchase his meat products online and delivery to a customer’s doorstep is guaranteed. Another important derivative Xashimba mentioned is the relationship he has with the farmers.

“Look, farmers benefit more than me because while abattoirs sound fancy, they don’t make that much money – money is made at butcheries. In a butchery, people are looking for sausages, oxtail and stew but with abattoirs, you only sell carcasses that you must break into four halves”, quipped Xashimba. Ensuring a steady supply of cattle was always a difficult entity for him in the beginning. “When I met Dr Ngetu and Mandla Bokwe, they were able to link me with NRMDP communal livestock farmers and I started purchasing cattle from them at a market price”, he added excitedly.

Xashimba’s words don’t fail his expression ‘the abattoir has a very big appetite, it takes less than an hour to slaughter 20 cattle, did you know that?’ Most communal farmers did not know this fact and he went on to paint the view that communal livestock farmers needed to be educated about government’s intent with NRMDP.

When it comes to NRMDP, sustainability is important, which means, continuous supply of cattle. “I know the thinking of communal livestock farmers, we must continuously engrain the message of the NRMDP to sell their livestock. I have 65 permanent staff, if I don’t slaughter, the business goes down”, he said.

These are some of the fears expressed by abattoir owners in South Africa as seen by the high rate of high beef imports from SADC countries. “I have to go all around the provinces and identify feedlots where communal livestock farmers are willing to sell their cattle. How much in resources have I spent already”? he asked.

Clearly, a programme such as NRMDP was a welcomed relief for abattoirs but it worried Xashimba that the youth were not expressly involved in livestock farming. “Real livestock farmers are few and they are old. Truly speaking, you cannot talk with them about rotational grazing, dosing, genetics and so on – such new methods need the understanding of the youth”, he explained.

Government has for a while preached on industrialization especially in rural areas. Stories such as Xashimba’s though told, receive less glorified coverage. We were impressed with the magnitude and high level of professionalism at the abattoir. Inspecting the surroundings and operations of the abattoir, the experience felt surreal - that an abattoir owned and managed by a black individual was standing. It is unbelievable that Xashimba left a comfortable life in Johannesburg for a rural life. “To me it was not about money but about a vision which took a long time but finally realised” he said.

With all these challenges and anxiety facing abattoirs Xashimba believes the NRMDP could serve as a key catalyst for beef production. Infrastructure of the feedlots is impressive and they can supplement surrounding abattoirs.

“If you get abattoirs that slaughter 400 cattle per day and if infrastructure can be tightened up and ensure that the feedlots are run as businesses in terms of continuation, then that alone will bring more business appetite for the feedlots” he said.





Mr Senako Ntseke, a young farmer from Cala

# NRDMP KEEPS UNEARTHING YOUNG LIVESTOCK FARMERS

By: Brian Makhele

**I**t is not often you come across a confident young livestock farmer. Meet Senako Ntseke (27) from Cala (Chris Hani District Municipality – Eastern Cape) who started farming 10 years ago after he completed his matric. “I was 17 years old when I started farming with no formal training in farming” he says distantly. Senako is a beef producer, farming on a fully stocked 380 hectares of land where he also plants maize and barley. The presence of the NRMDP in his area has doubled Senako’s livestock trading. On occasions he buys weaners and puts them through the NRMDP feedlot to sell them. According to Senako, the feedlot has been the missing piece of the puzzle in the region as “livestock farmers have been producing good livestock but the problem has always been accessing the market.” To him and other farmers, the feedlot has been their dream for a long time.

Senako sees the NRMDP as a vehicle to commercialisation. “Going commercial and building an abattoir where we as black farmers can have our own abattoir”, said Senako. For a long time, livestock farmers have tried grasping the beef pricing system

and more often than not prices kept fluctuating making it hard to trade or sell. With the feedlot now in place, Senako exhorts that it will allow them to accept prices that satisfy them. “Before, we used to sell weaners at a live weight and now the feedlot has afforded us an opportunity to sell at a slaughter weight compared to live weight”, he said. For livestock farmers, slaughter weight brings in more income than live weight.

Reflecting back, Senako adorns the NRMDP with praises only. “The programme has unlocked a lot of opportunities for many farmers in and around Elliot especially for those that trade in weaners”, he elaborated. The Elliot Feedlot allows farmers to also bring their weaners and has eased reliance on the local abattoir. This means that farmers are no longer faced with the challenges of space and feed as they can simply send their weaners to the feedlot. Senako explained that the local abattoir had a small feedlot and was unable to take more weaners which by design made farmers wait while in the meantime the weaners were growing and their prices were dropping.’



JOE GQABI DISTRICT

# READIES ITSELF FOR NRMDP

2017 Article by: Bongani Radebe



Identified location for the construction of a feedlot.

**A**liwal North Community submitted a written request to the Eastern Cape Department of Rural Development and Agrarian Reform to build a feedlot facility. This request mounted for more than a year. Visits and consultations were convened and progress was charted. Clear issues of communication had to be ironed such as responsibilities.

Hence a technical meeting was convened that included the Joe Gqapi District and its municipalities - the Senqu Local and Walter Sisulu Municipality. The NAMC presented on the operation of the program and what it seeks to achieve.

It was explained to the technical committee how this programme worked and functioned. Areas of feeding and overgrazing were raised. The program as explained by Dr Ngetu only took animals ready for the market. The typical concern was the issue of sustainability. It was highlighted that the NAMC worked together with the department in ensuring that these farmers will be trained and come to understand the formal red meat value chains.

He further assured the committee that the NAMC had a dedicated research division that showed through their baseline studies that building feedlots was sustainable and it reduced costs for feeds, transportation, and medication.



Officials from provincial DRDLR, EC DRDAR, JG District, WS Municipality, Senqu Municipality, and NAMC

Overgrazing was not a concern for the program because the animals were kept under a feedlot and monitored daily. Thus, the benefit of this programme in the end limited the practise of grazing. Since it would be the first feedlot to be established under the district, the feedlot is expected to service communities from Jamestown, Burgerdorp, Venterstad and Steynsburg.

Close to 300 farmers will be serviced when the programme starts. All local chiefs endorsed the programme and the technical committee was also informed that it was the provinces mandate or policy for all areas in the Eastern Cape to have a feedlot.

The cost of constructing the feedlot is expected to be in the region of R2 million with a capacity to carry 300 herd cattle. A site for the feedlot was identified and inspected. All the officials were satisfied with the location and deemed it workable.



# MEC NQATHA LAUNCHES THE WALTER SISULU FEEDLOT

By: Bongani Radebe

*11 December 2018, will forever remain a memorable day for livestock farmers in Aliwal North. This was a day when their wishes finally came to fruition. The honourable MEC of Rural Development and Agrarian Reform (RDAR) Xolile Nqatha officially launched the Aliwal North feedlot with the following partners: Department of Rural Development and Land Reform (DRDLR), Walter Sisulu Local Municipality and the National Agricultural Marketing Council (NAMC).*

The feedlot is worth R2,7 million and was built in response to saving the farmers' livestock from the disastrous drought that wreaked havoc in the Joe Gqabi district. Built on a 5-ha piece of land, the feedlot has a capacity to accommodate 300 cattle.

"By constructing the feedlot, we want to change the economic landscape of Aliwal North. We want farmers to form a movement to fight against poverty and inequality, and ensure economic transformation" said MEC Nqatha.

DRDAR currently supports 11 rural custom feedlots across the province with technical resources and feed. The MEC went further to elaborate that the relationship with NAMC and the DRDLR was a unique one. Speaking off script, the MEC was proud that the programme opened opportunities for locals in various forms like transportation of animals, providing feeds, slaughtering and animal hide processing to name but a few.

Assessing the state of readiness, the MEC informed the gathered livestock farmers that the results will soon be felt after 120 days. "To some, it may seem the animals are too skinny but once they go through the process of feeding, you will not recognise your own animal" he said. Farmers didn't have to worry about access to markets as animals in the CFP were all guaranteed to be sold.

Farmers we spoke to were encouraged by the state of the feedlot built. It was still unthinkable to some that having gone through the drought, a feedlot of this nature was set-up for them. "My child, there's relief in my eyes, we're talking about a lasting legacy here. We have seen how other CFP's across the province operate and we were more than convinced that we wanted our own" said Nopisi Sefatsa, one of the conveners from the district.

NAMC Chief Executive Officer Zama Xalisa praised the efforts of all stakeholders involved in the promulgation of the feedlot. "MEC, this was the only district without a CFP and for a brief spell we were worried. The likes of Mr Sefatsa exerting pressure on us while on the other hand concerns on operational base and availability of land, location of where the feedlot would be built – it took us a while to be here. But nonetheless because we work in the space of development we understood and here we are today" he said.

The Walter Sisulu CFP will be the first feedlot to plant Lucerne in order to decrease reliance on feed buying. The MEC also mentioned that his department will launch another CFP in Sterkspruit in early March 2019.



Aliwal North site before the construction of the feedlot facility



EC DRDAR MEC Xolile Nqatha giving keynote address



Official handover of feedlot by Cllr Mateta (Walter Sisulu), MEC Xolile Nqatha (DRDAR), Mayor Kweyiya (Walter Sisulu LM) and Ms Maswana (DRDLR)





After construction: Feeding trough



After construction: Pans built for the cattle safety



NAMC CEO: Zama Xalisa giving message of support



NRMDP Manager: Dr Xolile Ngetu giving an induction of the feedlot



Dr Xolile Ngetu giving attendees a tour on the feedlot

# Walter Sisulu STATISTICS



WALTER SISULU

Established 2018



08

Feedlot workers



341

Co-op members



Mr M Gaba

Feedlot operator



Mr N.J Sefatsa

Chairperson



300

Animal capacity



R2,7 mil

Investment made



R26 900

Revenue generated from Oct – Dec





Cattle being fattened for 120 days in Ncora feedlot



Water trough for cattle



Progress seen after four weeks



Feed storage



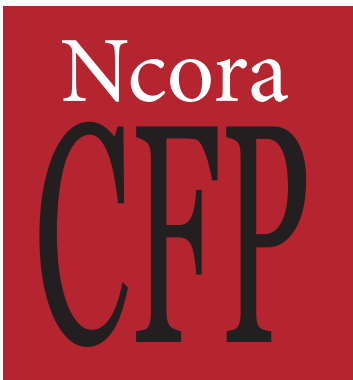
White arrow Baler bought by EC Rural Development Agency



Tractor Landine Brand ionic 90 mode with Silage Cutter



Hammer Mill



Mower



Eastern Cape farmers and government officials gathered at Ncora CFP for a workshop

# Ncora STATISTICS



**Ncora**

Established 2010



**17**

Co-op members



**Mr P Boyana**

Chairperson



**R900 000**

Investment Made



**09**

Feedlot workers



**Mr N. Baliso**

Feedlot operator



**320**

Animal capacity



**R566 600**

Revenue generated from Oct – Dec



# PROGRESS IN NJIVENI SLOWLY COMING AROUND

By: Samella Nozibele

Njiveni CFP is located in Ngqeleni under Nyandeni Municipality, led by Inkosi Mangaliso Bokleni (ah! Jongusapho). The CFP was initiated in 2016 and operationalized in March 2017 with the first intake in May 2017.

According to Velile Ncedani, one of the members of the CFP, the initiative started as early as 2015 and it has been operating well, except for a few challenges on the way like the water challenges which the department attended to.

Before, this area had challenges of cows dying for no apparent reasons. Since the establishment of this CFP, the community has seen drastic changes in the health of their animals. “Our cows no longer die in winter like before and if it wasn’t for this feedlot, we would still be scratching our heads for a solution” continued Velile.

Changes in people’s lives are palpable now that communal farmers are able to generate an income. People from other areas are also lining their livestock into the CFP. From April to September 2018, the CFP generated R251 400 for its members.

“ Our cows no longer die in winter like before and if it wasn’t for this feedlot, we would be still scratching our heads for a solution. - Velile Ncedani



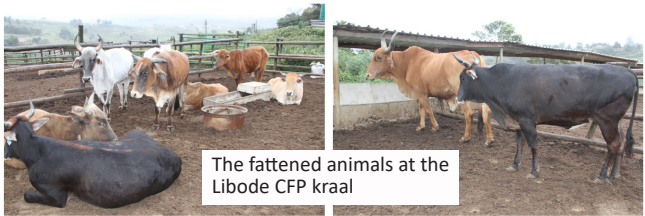
Libode Committee members, Mr Gibisa ( Vice Secretary) and Mr V Ncedana (Vice Chairperson)



Site view of the Libode CFP



Ntombinkosi Zaza (AHO) giving site induction of the CFP



The fattened animals at the Libode CFP kraal



Libode CFP committee members, Health Officer and the Herdsman



# KOMANI CO-OPERATIVE BACK ON ITS FEET

By: Bongani Radebe

*The Komani Customary Feed Primary Co-op was established in 2016 and later registered with CIPC in 2017. Formed by farmers around the Komani area, the cooperative runs the Komani CFP. Currently, it serves 15 areas with close to 800 households directly benefitting from the programme. The Cooperative consists of 8 executive members.*



Komani CFP feed supplied by NAMC

Originally, the feedlot was built by the Agricultural Research Council (ARC) in 2014 and later handed over to NAMC for operationalisation. The CFP is located at the stock theft police station along the N6 road leading to Queenstown. It falls under the jurisdiction of Enoch Mgijima Local Municipality, Chris Hani District Municipality. The feedlot commenced with operations as early as 2016 with assistance from the NAMC.

The impressive structure is able to accommodate 250 cattle, currently employing 9 staff members (2 field officers, 6 herdsmen and 1 administrator). In terms of membership, all farmers with grazing rights around Komani are permitted to join the co-op at an annual fee subscription of R500. The membership subscription might have from the beginning been seen as contentious, however the CFP did not exclude farmers who did not form part of the cooperative.

Provincial coordinator for the NRMDP, Mandla Bokwe said the feedlot once experienced difficulties in resuming operations due to water shortage and scarcity. With hindsight and advice from NAMC the feedlot resumed operations and even elected an executive to oversee its operation. “Now, the story is different.

Some farmers are unable to contain their excitement as they inform me of their plans after the sale they have generated at the auction” he says.

Such is the orientation of the programme that almost all associations are heeding the message that they are custodians of the CFP.



Co-Operative members of Komani CFP



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Weaners being fattened at Ikephu CFP



Weaners feeding on commercial



NAMC Communications interviewing a young Farmer (Senako Ntseke)



Bull weighing 670 kg from the CFP



Dr T Kamba, a beneficiary of Ikephu CFP sells her weaners throught the NRMDP

Ikephu  
**STATISTICS**



**Ikephu Feedlot**

Established 2010



**144**

Co-op members



**Mr G.C. Madasa**

Chairperson



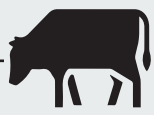
**02**

Feedlot workers



**Mr Sisanda Fodo**

Feedlot operator



**500**

Animal capacity



**R328 576**

Revenue generated from  
Oct – Dec



# THE CHAIR: IKEPHU CFP MXOLI POTO

By: Brian Makhele



Mr Mxoli Poto, chairperson of Ikephu Feedlot committee

*Ikephu CFP was established in 2009. Situated in Elliot, this CFP is managed by a secondary cooperative which is composed of primary cooperatives with a total membership number of approximately 167 members. Ikephu is made up of 100% black farmers, with Mxoli Poto as its chairperson. Brian Makhele sat with Mr Poto to get his views on the operations of the CFP.*

## When did it all start for you?

My journey as a farmer started back in 2003. I now farm on 570 hectares of land. Then, in 2012 I was elected Chairperson of the Ikephu CFP Committee. This is probably the biggest feedlot in the Eastern Cape under the NRMDP.

## You have over 167 members, how do you keep everything together?

I am familiar with the concerns of farmers. As a farmer you produce as much as possible but can sell little - If you know your market then you can go places. Since Eastern Cape is a beehive of livestock, we conceptualized and tailor-made the NRMDP to suit our conditions which made us to progress smoothly.

## What type of value the programme brings to communal farmers?

Since the launch of the Ikephu CFP, it has assisted farmers especially with weaners to prepare for the market. Weaners, after six to twelve months weigh not less than 180 kg which brings good income for our members. We normally receive these weaners from August to December each year. Now, with cattle – our members know exactly how much they are going to make once they sell them.

Secondly, the exposure granted by the CFP in terms of education is valuable. For example, as a producer of weaners we've learnt which type of feed can be used to improve the quality of livestock

## What costs have farmers saved?

This initiative has helped farmers very much because rather than travelling 100 to 200 km to sell their livestock for a good price, they are now able to negotiate a good price locally which cuts costs in terms of transportation while increasing their income. We also grow feed in this feedlot which enables us to supplement feed cut costs. Lastly, we arranged with the local abattoir to buy livestock from our CFP, which relieves farmers' stress to find markets for themselves.

## As Chair, what does the presence of this feedlot mean for you?

The feedlot has been very helpful as a meeting point. It is like a hub or farm university. It is here where sharing of relevant information amongst the farmers takes place. The wealth of knowledge, market insights, training especially sharing notes on farm enterprise. We grow together, that's what this programme has achieved for me.

## Advice to new feedlots?

My advice to newly established feedlots is to conduct proper research in order to ensure that the feedlot will be sustainable. Profitability is less in feedlots but if you run it properly as a business and you are able to keep more cattle then sustainability won't be much of a problem.





Animal of community members fattened through the Ngangeqili facility



Six Bulls fattened through NRMDP facility from Mandela Trusts



Kuhle Maqanda Animal Health Officer cleaning water trough for sheep

# Ngangeqili CFP



Tembekile Mavango (left) and Nondoda Sinta (right) loading transporting feed to the pens



Nofinish Matyhila preparing commercial feed for animal



Left to right: Mnyamezeli Madolo, Lindiwe Ntamese, Nofinish Matyhila & Mbuzeli Ntsabo working the CFP

## Ngangeqili STATISTICS



### Ngangeqili Feedlot

Established 2015



05

Co-op members



Mr M. Magaqa  
Chairperson



07

Feedlot workers



Ms Kuhle Maqanda  
Feedlot operator



200

Animal capacity



R144 900

Revenue generated from  
Oct – Dec



# LOOKING BACK LAUNCH OF NRMDP BY DRDLR



Launch of NRMDP included a site inspection of the newly built Gxwalibomvu and Ncorha Feedlot in 2013. Pictured here is former DRDLR Minister Nkwinti and former Mayor of Chris Hani District Municipality Cllr Koyo and Eastern Cape Chair of Red Meat Producers Association Mr. Prinsloo.

**T**he National Red Meat Development Programme started in the Eastern Cape. Back then, it was known as the Eastern Cape Red Meat Development Programme. It was in 2013, when the Department of Rural Development and Land Reform saw an opportunity to expand the programme into other provinces. First in line was the KZN province followed by North West and Northern Cape.

The launch of the National Red Meat Development Programme took place in Ncorha (2013) when the Minister of Rural Development and Land Reform Gugile Nkwinti sounded a call of assurance to livestock farmers that their voices are now addressed.

Today, we sit at the footstool and seeing the ever expanding programme demanded by rural folk. Every case is the same were the charge is led by the Chief of the community - warranting local rural development and land reform officials

to spring into action. Such was the case in Mafikeng, Jozini, Nongoma and other areas especially after the impact of the drought saw the unwavering demand of the programme.

What is unique about the programme is that it is co-managed by the feedlot association (in terms of decision making, auction days etc) and government (providing technical and human resource support). The achievements of the programme is already felt all over the country and it is for this reason the NRMDP decided to have its own newsletter to tell such successful stories about communal livestock farmers.

Today, there's about 22 operational feedlot centres across the country from merely five. There is also a perception that the feedlot is only focussed on feeding animals. Minister Nkwinti expressed the need to look beyond just selling livestock but to be a strong voice in the red meat value chains. A point he made back then was looking at exporting meat from these

centres to other countries. "10 years from now, I need to hear good stories from you farmers about your achievements and that your meat is available on local and international shelves" he said.

The sustainability of the programme is in the hands of the community. The youth are also integral in pursuing the development of this programme. Thus, before any intake commences farmers are trained on the operation of the feedlot and animal handling including price value. It is hoped that once farmers have gained this knowledge and are left independent, government is assured of a livestock farmer who will be able to survive in the market and contribute to the economy.

Overall, the programme also seeks to attract retail red meat stores to buy meat from the CFP's. Looking back at the road travelled it was worthwhile and now it is the farmers reaping the benefits.



# THROW-BACK 2011: 1<sup>ST</sup> BEEF CARTEL CATTLE FARMING INDABA HELD AT **FORT COX COLLEGE**



From left: Former DAFF DG Langa Zita and Lulu Johnson former Portfolio Chairperson on Agriculture, Forestry and Fisheries (Far right)

By: Staff Reporter

*An undisturbed village nestled in the outskirts of Middledrift turned into a scene of high activity and flamboyance. Captains of the agricultural industry, government officials and rural emerging farmers convened on the 27th October 2011 at the Fort Cox Agricultural College to pay homage to the NAMC's Eastern Cape Red Meat Development Program (ECRMDP).*

According to official statistics, South Africa is a net importer of red meat, importing between 10 000 to 35 000 tons of meat annually. This idea poses potential risks for future advances as it can thwart emerging farmers' ability to partake in the formal red meat value chain.

Poignantly outlining NAMC's mandate, Dr Xolile Ngetu said the aim of the ECRMDP was to "focus primarily on linking farmers to formal markets and systemizing the formal markets."

The Eastern Cape had a high number of communal livestock farmers who did not understand the formal red meat market or had little or no knowledge on how their livestock could bring them wealth.

For NAMC, it became a priority to open the possibilities for communal livestock farmers to enter the formal red meat value chains. "Hosting the 1st Beef Indaba is a way to sensitize stakeholders in the red meat value chains that communal livestock farmers can contribute to the Republic of South Africa's (RSA's) beef production" said Zama Xalisa, former Senior Manager, Agricultural Trusts.

The Fort Cox CFP was a way to track the success and how farmers are benefitting from the programme. It was expected that the Beef Indaba would be hosted at a new CFP.

Department of Agriculture, Forestry and Fisheries (DAFF) through Comprehensive Agricultural Support Programme (CASP) funds provided the feedlot with free feed whilst the NAMC and the municipality covered transportation costs of animals. According to Langa Zita, Director General of DAFF, the programme superbly fitted into government's campaign of food-security under the running banner 'Zero-Hunger.' He believed Red Meat Programme had the potential to expand into other agricultural features (e.g. supplying of milk) as it addresses not one length of the problem but a myriad of agricultural challenges.

The Red Meat Producers Organisation (RPO) also encouraged the development of the programme into other areas and committed to help wherever possible. Gerhard Schutte from RPO made special mention that commercial red meat producers like abattoirs relied mostly on auctions to buy animals and the "introduction of such feedlots could potentially ease the burden of searching for animals in rural areas as it saves producers' time and money."

Lulu Johnson, Portfolio Committee Chairperson of Agriculture, Forestry and Fisheries commended the NAMC for taking such a risk. "When we speak of a responsive government, we mean such programmes as they address development. Programme Director, I will soon inform the Committee of this programme and champion its growth" he said.





Maize Meat Hub  
**GFP**  
Newly Built



Maize Meat Hub  
**STATISTICS**



**Maize Meat Hub**  
Completed



**Maclear**  
Location



**500**  
Animal capacity



**R4,9 mil**  
Investment Made





Some of the Cattle at the Fort Cox Feedlot



## FORT COX CUSTOM FEEDING PROGRAMME TURNS **TEN**

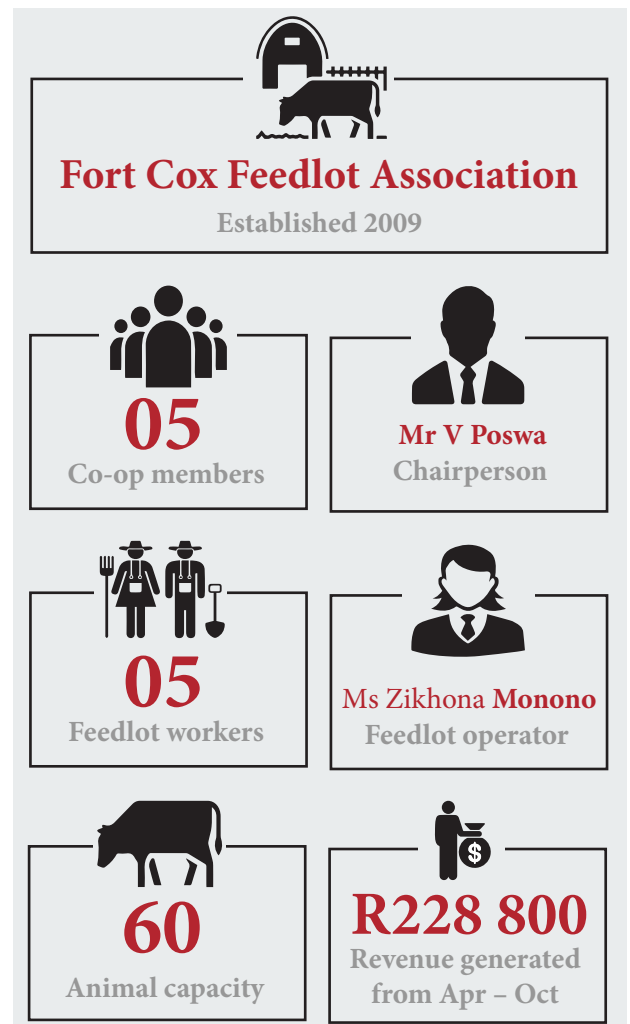
By: Bongani Radebe

*The Fort Cox Custom Feeding Program lies at Middle Drift under Amathole District, Raymond Mhlaba Municipality - Eastern Cape Province. It was established in September 2009 by the local community which ultimately bore the Fort Cox Feedlot Association.*





Fort Cox Feedlot Committee from left to right: Mr Vuyani Poswa (Chairperson), Mr Vusumzi Tolbat (Deputy Chairperson) and Mr Unathi Sijako (Secretary)



**H**istory portrays that ComMark initiated the CFPs 14 years ago and the college uniquely served a purpose. By then, ComMark enjoyed using the college as a stepping stone in supporting livestock farmers who wanted to progress up the red meat value chain and increase their earnings from selling livestock. The success of the programme was beginning to yield results as indicated by the support from WBHO in setting up infrastructure.

The closure of ComMark in 2008 galvanised the community of the area to petition for government's involvement. Working as a consultant for ConMark then, Dr Xolile Ngetu reached out to the NAMC for assistance. "We had to intervene as our communal livestock farmers were now depending on the feedlot for income generation" said Ngetu. The NAMC responded and subsumed the programme under its wing in the same year albeit without no resources at its disposal.

As a way to raise awareness about the programme, in 2011 the NAMC hosted the first Beef Cattle Farming Indaba at Fort Cox College (see throwback). The event was attended by members from the DAFF and ARC. Commitments to fund the ECRMP were made, however, little or no progress was made.

Against this, the Fort Cox CFP through the assistance of the Fort Cox College continued to lead the programme which slowly began attracting more livestock owners and buyers from other districts.

The Fort Cox CFP is fit for a 60 cattle facility. Learners from the schools are also able to use the resources available to conduct experiential learning about animal husbandry. Four of the former students at Fort Cox College now work for the NRMDP.

Zikhona Monono (30) is one among the female animal health officers who studied at Fort Cox and now manages its feedlot. According to Zikhona, she has seen tremendous growth of the programme in the area. "Farmers used to decry how the programme was managed by a young female officer, but they have now accepted and moved on with the times", she said.

She also attributes the success of the programme to the exposure granted by NAMC. "All of us, animal officers, are now able to negotiate for pre-slaughter sale agreements on behalf of farmers" she explained. Just from April – October 2018, the CFP managed to generate over R230 000 for livestock farmers in the area. The feedlot has five herdsmen with Zikhona leading its operations.

On turning 10, Zikhona reflects that as a student back then, she too was sceptical of the programme but it has eventually become a case study for other feedlots and livestock programmes.





Mziwoxolo Majikijela, Former  
Acting Director Eastern Cape REID

## EASTERN CAPE RURAL ENTERPRISE AND INDUSTRIAL DEVELOPMENT; **MZIWOXOLO MAJIKIJELA'S SUMMARY**

By: Bongani Radebe & Daniel Rambau

*The positive intentions of the Eastern Cape (EC) government in ensuring that black farmers in the red meat production become part of the country's mainstream economy. The mandate of the directorate is enterprise development in the rural areas for many fields including Agriculture, with the aim of economic transformation, facilitating the organisation of primary cooperatives into secondary and tertiary coops, provide support and facilitate the development of rural enterprise and industries. The directorate collaborates with the Departments of Trade and Industry (DTI), Small Business Development (DBSD) and local municipalities. Interestingly, the position of Rural Enterprise and Industrial Development (REID) is unlocking the potential of rural economy and it remains the core of advancing agriculture.*

**T**he directorate initially focused on livelihood with the aim of food security. The mandate was changed to enterprise development for people to grow from just being food security to businesses.

"The basic principle when the NRMDP was formed was food security for our farmers but now we are trying to align them with our mandate in terms of Enterprise Development by registering as cooperatives, thus being viable enterprises. The programme has generated a lot of income for our communal farmers hence, now the directorate doesn't want to focus on individual farmers but on enterprises" he said.

This was emphasized in June 2018 at the Flagship Imbizo, where Former Director, Eastern Cape REID Mziwoxolo Majikijela told the co-operatives members that the department has offered assistance and his office is always open for advice and discussions.

Mziwoxolo said that in comparison, the KZN RMDP is far ahead of the EC with their targets, since they hold auctions almost every three months, however we also want to get there at some point. The EC is still selling in informal and formal markets such as abattoirs.

"As the EC REID we desire to commercialize everything through our farmers going forward." Mziwoxolo further acknowledged the impact of the NRMDP as the nation is facing a high rate of unemployment. The programme has managed to fill the gap by employing youth and our people generate income through their livestock.

He mentioned that back in the days, the red meat industry was white dominated, fast-forward now the dominance has slowed down. Black farmers are now participating directly in the red meat industry.

The Eastern Cape Province is geographically big, which makes it to have more farmers in the region that the government needs to support. "The Directorate office aims to offer support for a certain period of years then move to the next so that the people can run these projects on their own." he added.

Going forward, the department seeks to ensure that other areas of interest receive these facilities to ensure that people manufacture their own feed to cut costs and mostly to focus on getting the youth involved in the programme.





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# What

do you love about South African  
**AGRICULTURE?**





“

I love the National  
**Red Meat**  
Development  
Programme  
because it gives our  
livestock farmers  
**access to markets**

”

**Samella Nozibele**

Brand Specialist





# Eastern Cape Red Meat Development Programme 2018 (April-October)

 **R8 011 789**  
Income generated



 Operational |  Completed |  Under construction



**R557 650**  
Project fee



**R3 919 862**  
Farmers income



**613**  
No. of intake



**1008**  
Animals sold



**12**  
Operational CFPs

Building farmers' understanding of structure, operation, requirements of formal markets through broadening, deepening, and reducing distance to markets in emerging/communal farming areas by training, practical assistance to align age, health, breeding of animals more closely with market demand



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