

Dear Producer

For your convenience, the Afrikaans version follows the English news.

This week's news from Meatco includes:

1. **Reminder of the remaining Public meetings about Meatco's business structure**
2. Producer prices
3. Concluding contract discussions on 16 October 2008
4. Culotte available for only N\$40/kg including VAT

Reminder of the remaining Public meetings about Meatco's business structure

Although Meatco has established itself firmly in the meat industry and is rendering an indispensable service to producers of livestock in communal as well as commercial areas, it currently has no legal owners clearly defined in the Meat Corporation of Namibia Act No. 1 of 2001, therefore based on this current nature and business structure, there are limitations relating to the membership and ownership of Meatco. This accordingly limits the potential and ability of Meatco to raise capital for growth and other operational requirements.

In view of the above shortcomings, the Ministry of Agriculture, Water and Forestry mandated the consortium, Shikongo Law Chambers, Conradie and Damaseb and Shangelao Capital to conduct a study to review the current structure of Meatco and recommend an appropriate structure to address the current shortfalls.

Interested members of the farming community and the public at large are thereby invited to give their input at public meetings on a possible appropriate structure of Meatco to address the above mentioned shortcomings. Below are the dates and venues, for the remaining sessions for each region:

Region	Date	Venue	Time
Ohangwena	09/10/2008	Eenhana Agriculture Extension Office	09:00
Omusati	09/10/2008	Outapi Multipurpose Youth Centre	09:00
Kunene	13/10/2008	Opuwo Community Hall	10:30
Kunene	14/10/2008	Kamanyapu*	09:00
Khomas	14/10/2008	Windhoek Nampower Convention Centre	09:00

*For more information please contact Yvonne on 061 – 230800

Producer prices

Meatco's producer prices for 22 to 28 September as compared with the Red Meat Abattoir Association (RMAA) of South Africa:

Grade	Meatco price (230 kg)	Grade	RMAA (RSA)
A2	N\$25.46*	A2	R20.93
AB2	N\$24.66*	AB2	R20.50
B2	N\$24.55*	B2	R19.58
C2	N\$23.36*	C2	R19.04

***excluding the additional N\$1.00/kg**

South Africa (SA)

Consumer consumption growth is projected to slow down in 2009 due to high interest rates and poor economic growth, but from 2010 onwards the demand for meat will grow constantly over time. The total meat production in SA grew by 11% in 2008 and the country remains a net importer of meat.

Professor Johan Willemse at the recent executive committee meeting of the South African Feedlot Association highlighted the following as some of his biggest concerns:

- The worsening economy of the United States (the worst since the Depression);
- That the SA economy will not improve before the end of 2009;
- That the worst is still to come for consumers and
- That beef prices could be set to drop somewhat.

Namibia

Namibia is in an advantageous position seeing that we do not only rely on one market. Meanwhile better returns are expected due to the weakening of the Rand. Meatco still generates 50% of its income from SA and when the prices in SA weaken, it generates less income.

Concluding contract discussions on 16 October 2008

Producer representatives as delegated by Farmer Liaison Committee's will be invited shortly to attend the producer forum on the proposed new delivery agreements. The discussion is scheduled to take place in Windhoek on Thursday, 16 October 2008.

The three recommended contracts to be discussed include the:

1. Off Season Contract – mutually binding contract to attract cattle during the off season to Meatco through a significant price incentive;
2. Peak Season Delivery Agreement – a gentlemen’s agreement with the main focus being access to the market for producers during peak seasons and not the price, considering the price remains market related and
3. The Flexi Starter Pack – for those farmers who have never before signed a contract with Meatco, be it a commercial, emerging commercial or communal farmer.

Culotte available for only N\$40/kg including VAT

Meatco’s Wholesale is running a once-off special on matured culotte at only N\$40/kg all inclusive. Culotte is a steak-cut which is taken off the top part of the rump. There are 100 cartons available varying between 23kg and 25kg. The meat has been well matured and will be sold on a first-come, first-serve basis. One carton per person, while stock lasts.

If you are interested in buying a carton of culotte, kindly contact our Wholesale at 061 -321 6436, 6437, 6439 or extension 6429.

Your next e-news will be sent on Wednesday, 22 October 2008.

Geagte Produsent

Vandeeweek se Meatco-nuus sluit in:

1. **Onthou: Publieke vergaderings oor Meatco se besigheidstruktuur**
2. Produsentepryse
3. Produsente-forum op 16 Oktober 2008 om kontrakbesprekings af te sluit
4. *Culotte* beskikbaar teen net N\$40/kg, BTW ingesluit

Onthou: Publieke vergaderings oor Meatco se besigheidstruktuur

Hoewel Meatco homself stewig in die vleisbedryf gevestig het en ‘n onontbeerlike diens aan lewendehawe-produsente in die kommunale sowel as kommersiële gebiede lewer, het dit huidige geen wettige eienaars nie soos uiteengesit in die *Meat Corporation of Namibia Act No. 1 of 2001*. Die korporasie se huidige besigheidstruktuur plaas beperkinge op die besit en eienaarskap van Meatco. Dit beperk ook Meatco se vermoë om kapitaal in te samel vir groei en ander operasionele behoeftes.

In lig van die bogenoemde, het die Ministerie van Landbou, Water en Bosbou opdrag gegee aan die konsortium Shikongo Law Chambers, Conradie and Damaseb and Shangelao Capital, om Meatco se huidige besigheidstruktuur te ondersoek en 'n geskikte struktuur voor te stel ten einde die tekortkominge aan te spreek.

Belangstellende lede van die boerdery gemeenskap en die publiek word uitgenooi om insette te lewer by die publieke vergaderings oor Meatco se nuwe besigheidstruktuur. Tekortkominge sal terselfdetyd aangespreek word. Hier volg die datums en tye van die res van die publieke vergaderings vir elke streek:

Streek	Datum	Plek	Tyd
Ohangwena	09/10/2008	Eenhana Landbou-voorligtingskantoor	09:00
Omusati	09/10/2008	Outapi Veeldoellige Jeugsentrum	09:00
Kunene	13/10/2008	Opuwo Gemeenskapsaal	10:30
Kunene	14/10/2008	Kamanyapu*	09:00
Khomas	14/10/2008	Windhoek Nampower Convention Centre	09:00

*vir meer inligting skakel Yvonne by 061 – 230 800

Produsentepryse

Meatco se produsentepryse vir 22 tot 28 September soos vergelyk met dié van die Rooivleis Abattoirvereniging (RVAV) in Suid-Afrika:

Graad	Meatcoprys (230 kg)	Graad	RMAA (RSA)
A2	N\$25.46*	A2	R20.93
AB2	N\$24.66*	AB2	R20.50
B2	N\$24.55*	B2	R19.58
C2	N\$23.36*	C2	R19.04

***hierdie pryse sluit die addisionele N\$1.00/kg uit**

Suid-Afrika (SA)

Verbruikersbesteding word voorspel om af te neem in 2009 weens hoë rentekoerse en swak ekonomiese groei. Daar word ook voorspel dat die vraag na rooivleis vanaf 2010 sal toeneem weens beter verbruikersbesteding. Die totale vleisproduksie in 2008 in SA het met 11% gegroei en die land bly 'n netto-invoerder van rooivleis.

Professor Johan Willemse het tydens die onlangse komiteevergadering van die Suid-Afrikaanse Voerkraalvereniging die volgende as van sy grootste bekommernisse uitgelig:

- Die agteruitgang van die Amerikaanse ekonomie (ergste sedert die Depressie);
- Dat die Suid-Afrikaanse ekonomie nie voor einde 2009 sal verbeter nie;
- Dat die ergste nog op pad is vir verbruikers en dat
- Beespryse ietwat kan val.

Namibië

Namibië is in die bevoorregte posisie dat hy nie net van een mark afhanklik is nie. Intussen word beter opbrengste verwag as gevolg van die verswakking van die Rand. Meatco genereer steeds 50% van sy inkomste vanaf SA en wanneer pryse in SA daal, het dit laer inkomstes tot gevolg.

Produsente-forum op 16 Oktober 2008 om kontrakbesprekings af te sluit

Produsentevertegenwoordigers soos afgevaardig deur skakelkomitee's sal binnekort uitgenooi word om 'n produsente-forum oor die voorgestelde nuwe leweringskontrakte by te woon. Die bespreking is geskeduleer om Donderdag, 16 Oktober in Windhoek plaas te vind.

Die drie voorgestelde kontrakte wat bespreek sal word sluit in die:

1. *Off Season Contract* – 'n kontrak wat bindend sal wees op beide partye en bees in die afseisoen na Meatco sal trek in ruil vir 'n noemenswaardige prysinsentief;
2. *Peak Season Delivery Agreement* – 'n eerbare verstandhouding met die doel om toegang tot die mark aan produsente te verseker gedurende die drukseisoen. Die prys is nie die grootste fokuspunt nie, hoewel dit steeds markverwant bly;
3. *Flexi Starter Pack* – vir boere wat nog nie 'n leweringsooreenkoms met Meatco aangegaan het nie. Hierdie ooreenkoms kan deur kommersiële, ontluikende kommersiële of kommunale boere geteken word.

Culotte beskikbaar teen net N\$40/kg, BTW ingesluit

Meatco se Groothandel verkoop huidiglik *Culotte* teen 'n eenmalige spesiale prys van net N\$40/kg, BTW ingesluit. *Culotte* is 'n *steak*-snit wat van die boonste gedeelte van die kruisstuk (rump) afgehaal word. Daar is 100 kartonne tussen 23kg en 25kg beskikbaar. Die vleis is rypgemaak en sal op 'n "eerste kom, eerste maal"-basis verkoop word. Een karton per persoon terwyl voorraad hou.

Kontak gerus ons Groothandel by 061 -321 6436, 6437, 6439 of uitbreiding 6429 indien u belangstel.