

Dear Producer

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

In this week's news:

1. Meatco tests Angolan markets
2. Meatco regional Open Season days
3. 2009 off season and Woolworths premiums
4. National Braai Competition – 24 & 25 April
5. Top Ten producers January & February 2009

1. Meatco tests Angolan markets

Meatco exported some 125 tonnes of red meat to Angola since last year. In an attempt to diversify markets for its product from the Northern Communal Areas (NCAs), Meatco extended its tentacles to Luanda in May 2008.

After sending a truck load of product to Luanda in May 2008, Meatco officially undertook a follow-up visit to the country in November 2008. The market proved fertile and Meatco now exports some 24 tonnes to Luanda every second week, quota free.

Another 260 tonnes of product currently being stocked in Walvis Bay will also soon be underway to Luanda.

Says Meatco's Manager: NCAs, Mr Cyprianus Khaiseb: "Angola shows potential. The country has a large population with relatively good spending power. Southern Angola is also showing good prospects, with Lubango being our next target."

Mr. Khaiseb says the poor road infrastructure in the southern parts of Angola is a challenge. "It currently takes the trucks anything from seven to ten days to transport the product from Oshakati to Luanda and although development efforts are underway to improve these roads, it could still take another two to three years."

Meatco will also be exploring other African markets including Zimbabwe and the Republic of the Congo over the next 7 to 8 months.

During its visit to the neighboring country, Meatco also investigated the phenomenon of slaughter cattle that are being bought by Angolan abattoirs at selling points near Ruacana and Calueque in the Kunene Region.

According to Meatco's Regional Procurement Manager for the NCAs, Mr. Patrick Liebenberg, it was found that a number of cattle are mostly bought to be processed for consumption by the Angolan police and defence force.

"Due to the use of US Dollar in Angola, these buyers are able to pay very competitive prices for the animals and producers even opt to trek their cattle to Angola by foot to sell them," he reported.

2. Open Season goes regional

In Meatco's continuous efforts to inform its producers, clients and other stakeholders about its business operations and activities, the Open Season factory visit campaign was implemented in 2008.

During these visits, Meatco's doors are opened to its visitors who, amongst others, undertake a tour of the Windhoek abattoir's cattle slaughtering facilities, followed by an in-depth presentation about the business and subjects such as the markets within which Meatco operates, producer price structures, NCA related issues and Meatco's ownership are discussed.

Due to the popularity of these visits and overwhelming positive feedback received from participants, Open Season has recently been expanded to include rest of Namibia.

In collaboration with the Namibia National Farmers' Union (NNFU), the first regional Open Season days were recently held in the Kunene (south), Erongo and Otjozondupa regions. The next regional Open Season days will take place as follows:

- 6 April at Opuwo
- 7 April at Outapi
- 8 April at Omuthiya
- 9 April in Oshakati
- 15 April at Gobabis
- 16 April at Eenhana
- 20 April in Katima Mulilo
- 21 April in Rundu
- 18 May in Keetmanshoop and
- 19 May at Mariental

3. 2009 off season and Woolworths premiums

Based on the producer forum discussions in 2008, it was decided that September will, statistically, be part of the peak season.

The off season premium will thus be effective as from Monday, 28 September 2009 until Friday, 26 February 2010.

The off season premium for 2009/10 was benchmarked against the 2008 figures, plus 4.5%, which is in-line with the method used for calculating the contract premiums.

As from 28 September 2009, all 5 and 6 fat grades as well as 0 fat grades with conformation 3 and more, will receive the same price as the medium grades, irrespective of weight.

In order to attract more free range cattle during the off season, the free range premium will also increase during that time. The off season premium will end on Friday, 26 February 2010.

Month	Off season premium 2009	Woolworths premium 2009
September 2009	Peak Season	N\$0.10/kg
28 September – 9 October 2009	N\$0.30/kg	N\$0.20/kg
12 – 15 October 2009	N\$0.60/kg	N\$0.20/kg
15 – 31 October 2009	N\$0.95/kg	N\$0.20/kg
November 2009	N\$1.30/kg	N\$0.20/kg
December 2009	N\$1.30/kg	N\$0.40/kg
January 2009	N\$1.60/kg	N\$0.40/kg
February 2009	N\$0.60/kg	N\$0.20/kg

For more information, contact Meatco Senior Manager, Mr. Vehaka Tjimune, on 061- 321 6415 or send an email to vtjimune@meatco.com.na

4. Meatco National Braai competition on 24 & 25 April 2009

Only 5 weeks to go before Farmers' Associations (FAs) from across Namibia will gather in Okahandja to compete in the 2009 Meatco National Braai Competition. This exiting event takes place on Friday and Saturday, **24 and 25 April** 2009 at the Reit Club and all communal and commercial FAs are invited to join us for good food and great fun.

The competition will again take on a **ready, steady, cook** format, which means the menu will only be made known on the day of the competition. This will ensure no team can practise the preparation of the meals beforehand and all participants – master chefs or not – stand a chance to win.

This year's competition will be hosted in true **Hollywood** style and teams will, amongst others, be judged according to creativity when it comes to decorating their braai stands.

What is more, all participating FAs who travel more than 200 km to reach the venue, will receive a **N\$500 fuel voucher**.

Participants and the public alike can also look forward to performances by the ever popular **Elzabe Zietsman** and South African boy band, **Eden!**

Entries closed last week, but if you are still interested to participate, kindly contact Pieterse at 062 – 203 381 or 081 227 9702 or email him at johanp@iway.na

5. Top Ten Producers of the month

January 2009

Nr.	Producer	Point

1	T.H. Goldbeck	92.20
2	B.E.H.G Schmidt Von Wuehlisch	90.50
3	G.S. Cumming	90.10
4	C.W. Duvel	89.80
5	Dr. N.P. Slabbert	89.80
6	Andrew Deacon	89.70
7	S.J. Oosthuizen	89.20
8	K.I. Duvel	89.20
9	Neu Kluvensiek Farming Cc	88.90
10	S. Baas	88.70

February 2009

Nr.	Producer	Point
1	W.G. Horsthemke	92.00
2	H.H. Flowerk	91.60
3	H. Knouwds	91.40
4	Spek Agra Lewendegawe Bemark	90.60
5	S.P. Grobbelaar	90.60
6	Jonkheer Boerdery Pty	90.50
7	Otjimukona (Pty) Ltd	90.50
8	J.J. Cranz	90.50
9	J. Hayes (Jnr)	90.50
10	W. Wilckens	90.30

Geagte Produsent

In hierdie week se nuus:

1. Meatco toets Angolese mark
2. Meatco neem Open Season na die streke
3. Afseisoen- en Woolworths- premie vir 2009
4. National Braai Competition – 24 & 25 April
5. Top Ten producers January & February

1. Meatco toets Angolese mark

In 'n poging om die markte vir sy produkte vanuit die Noordelike Kommunale Gebiede (NCAs) te diversifiseer, het Meatco verlede jaar sy tentakels na Angola uitgestuur en sedertdien sowat 125 ton rooivleis na sy buurland uitgevoer.

Die eerste vrag is in Mei 2008 na Luanda gestuur, waarna Meatco 'n opvolgbesoek na Angola in November afgelê het. Die mark blyk winsgewend te wees en Meatco voer nou elke tweede week sowat 24 ton vleis na Luanda uit. Hierdie uitvoere geskied kwotavry.

'n Verdere 260 ton vleis wat huidig in Walvisbaai gestoor word sal binnekort ook na Luanda gestuur word.

Meatco se Bestuurder: NCAs, mnr. Cyprianus Khaiseb sê Angola toon potensiaal. "Die land het 'n groot bevolking met relatiewe goeie koopkrag. Suidelike Angola toon ook goeie vooruitsigte, met Lubango as ons volgende fokus."

Hy sê die swak toestand van die land se paaie, veral in die suide is egter 'n uitdaging. "Dit neem 'n vragmotor tans tussen sewe en tien dae om die produk vanaf Oshakati tot in Luanda te vervoer en hoewel ontwikkelingspogings onderweg is om die paaie op te knap, kan dit nog twee tot drie jaar duur."

Ander potensiële markte waarop Meatco oor die volgende sewe tot agt maande gaan fokus sluit in Zimbabwe en die Demokratiese Republiek van die Kongo.

Gedurende sy besoek aan Angola, het Meatco ondersoek ingestel na die koop van Namibiese slagbees deur Angolese abattoirs by verkoopsunte in die Kunenestreek naby Ruacana en Calueque.

Volgens Meatco se Streeksvoorsieningsbestuurder vir die NCA, mnr. Patrick Liebenberg, blyk dit dat die meeste van hierdie bees hoofsaaklik vir gebruik deur die Angolese weermag en polisie verwerk word.

"Weens die gebruik van US Dollars in Angola kan hierdie kopers baie kompeterende pryse vir die diere betaal. Soveel so dat produsente selfs bereid is om hul diere per voet na Angola te trek om dit te verkoop," vertel mnr. Liebenberg.

2. Open Season reik uit na streke

In Meatco se voortdurende pogings om sy produsente, kliente en ander rolspelers oor sy besigheidsprosesse en bedrywighede in te lig, is die *Open Season*-veldtog in 2008 van stapel gestuur.

Gedurende *Open Season* maak Meatco sy deure oop en ondersoekers word onder meer op 'n toer deur die Windhoek-abattoir geneem. 'n In-diepte voorlegging word dan gedoen en onderwerpe soos die markte waarin Meatco sake doen, die produsente-prysstruktuur, NCA-kwessies en Meatco se eienaarskap bespreek word.

Weens die gewildheid van hierdie fabrieksbesoeke en positiewe terugvoering wat Meatco ontvang, is *Open Season* onlangs na die res van Namibië uitgebrei. In samewerking met die Namibië Nasionale Boere-unie (NNFU), is die eerste streeksdae onlangs in die Kunene- (suid), Erongo- en Otjozondupastreek gehou.

Open Season in die streke sal voortgaan gedurende April en Mei soos volg:

- 6 April op Opuwo
- 7 April op Outapi

- 8 April op Omuthiya
- 9 April in Oshakati
- 15 April op Gobabis
- 16 April op Eenhana
- 20 April in Katima Mulilo
- 21 April op Rundu
- 18 Mei op Keetmanshoop en
- 19 Mei op Mariental

3. Afseisoen- en Woolworths-premie vir 2009

Ná aanleiding van die produsente besprekinge wat in 2008 gehou is, is daar besluit dat September statisties deel vorm van die drukseisoen. Die afseisoen-premie sal dus effektief wees vanaf Maandag, 28 September 2009 tot Vrydag, 26 Februarie 2010.

Die afseisoen-premie vir 2009/10 is teen die 2008 syfers gemeet, met 4.5% wat daarby getel is soos in lyn met die formule wat gebruik word om die kontrakpremies uit te werk.

Vanaf 28 September 2009 sal alle vyf- en ses-vetgrade sowel as nul-vetgrade met 'n bouvorm van drie of hoër, dieselfde prys as medium-grade ontvang, ongeag van die gewig.

Neem asseblief kennis dat die vrywei-premie verhoog sal word gedurende die afseisoen ten einde meer vrywei-bees na Meatco te trek. Die afseisoen-premie eindig Vrydag, 26 Februarie 2010.

Maand	Afseisoen-premie	Woolworths-premie
September 2009	Drukseisoen	N\$0.10/kg
28 September – 9 Oktober 2009	N\$0.30/kg	N\$0.20/kg
12 – 15 Oktober 2009	N\$0.60/kg	N\$0.20/kg
15 – 31 Oktober 2009	N\$0.95/kg	N\$0.20/kg
November 2009	N\$1.30/kg	N\$0.20/kg
Desember 2009	N\$1.30/kg	N\$0.40/kg
Januarie 2010	N\$1.60/kg	N\$0.40/kg
Februarie 2010	N\$0.60/kg	N\$0.20/kg

Vir meer inligting, skakel gerus Meatco se Senior Bestuurder: Voorsiening, Mnr. Vehaka Tjimune, by 061-321 6415 of 081 268 3503. Alternatiewelik kan u 'n epos stuur na vtjimune@meatco.com.na

4. Meatco Nasionale Braaikompetisie op 24 en 25 April 2009

Nog net 5 weke oor voor Boereverenigings (BVs) van regoor Namibië op Okahandja gaan saamtrek om deel te neem aan die 2009 Meatco Nasionale Braaikompetisie. Hierdie opwindende kompetisie vind

vanjaar op Vrydag en Saterdag, 24 en 25 April 2009 by die Reit Club op Okahandja plaas en alle kommunale en kommersiële BVs word hartlik uitgenooi om te deel in die dag se pret.

Die kompetisie neem vanjaar weer 'n **ready, steady, cook** formaat aan wat beteken die spyskaart word eers die oggend van die kompetisie bekendgemaak. Dit sal die speelveld gelykmaak en verseker dat niemand die geregte vooraf kan oefen en vervolmaak nie. Sodoende staan alle deelnemers 'n gelyke kans om te wen, bobaaskokke of *de not*.

Die tema van vanjaar se kompetisie is **Hollywood** en deelnemers sal onder meer op die opmaak en versiering van hul stalletjies geoordeel word.

Daarbenewens sal alle BVs wat meer as 200 km reis om deel te neem, vir brandstof-koopbewys ter waarde van N\$500 ontvang.

Deelnemers en die publiek kan uitsien na van die beste vermaak met optredes deur die alombekende **Elzabe Zietsman** en die Suid-Afrikaanse musiekgroep, **Eden!**

Inskrywings het verlede week gesluit, maar indien u belangstel om deel te neem, kan u gerus vir Johan Pieterse kontak by 062 – 203 381 of 081 227 9702. Alternatiewelik kan u 'n epos stuur na johanp@iway.na

5. Top Tien Produsente vir die maand

Januarie 2009

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