



Leon de Beer

General Manager: NWGA of SA

# FARMER DEVELOPMENT CONFERENCE

25-26 FEBRUARY 2010



# NWGA Strategic Approach



- **Mission:**

**To promote profitable and sustainable Wool Sheep Production in SA**



- **Six Strategic Objectives**

**In support of NWGA Mission; aligned to Strategic Plan for Agric. and National Livestock Strategy.**





# Strategic Objectives



- Improved Policy and Legislative Environment
- Institutional Environment
- Market Environment
- Production Environment
- Constructive Training and Development Programs
- Strong Producers' Organisation



# Communal



- Infra-structure Development
- Training and Mentorship
- Marketing Support
- Resource Management
- Genetic Improvement



# Infrastructure: Kolomane



Before

After





# Training and Mentorship



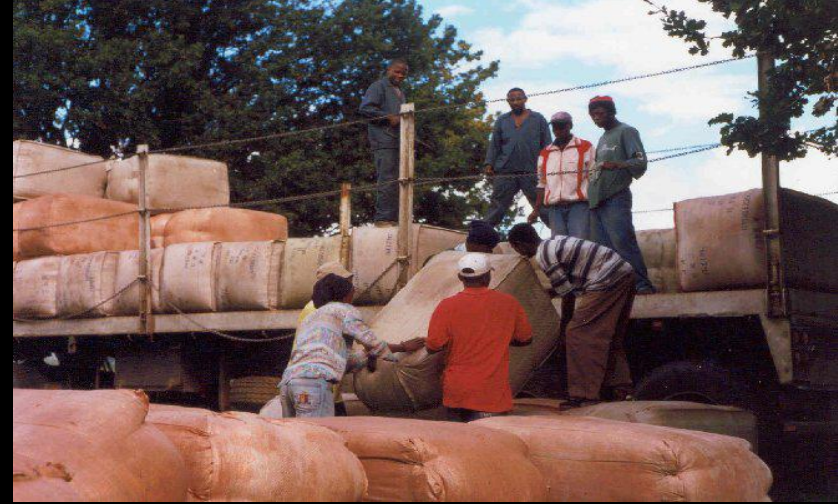
- AgriSETA Accredited
- Hands-on Training
- Shearing, Classing, Basic Production, Animal Health.



# Marketing Support



- Link to Brokers
- Formal Market:  
Export
- Foreign currency
- Account sales





# Resource Management



Demonstrations in Sweet- and Sour veld.



Emphasis on full season's rest.





# Genetic Improvement



- At least 3000 rams/annum
- 19 945 over 7 years
- Group Breeding

- Progeny testing
- Flock evaluations
- Results:
  - Weaning weight
  - Fleece weights (18%)
  - Average wool traits
  - Wool Income (46%)





# Shearer Training



SA Team to Norway



Zweliwile Hans in action at World Championships



Z. Hans (1<sup>st</sup>); S. Doba (2<sup>nd</sup>) and P. Sekete (3<sup>rd</sup>)





# Results: Communal Production



Season	Kilogram	Value (R)	Nat. Price (c/kg)	Comm. Price (c/kg)
97/98	222 610	1 502 908	1 225	675
99/00	336 700	1 965 557	1 102	584
01/02	535 911	6 927 640	2 277	1 293
03/04	2 029 556	17 768 955	2 109	876
05/06	2 222 883	14 954 931	1 695	673
06/07	2 345 991	30 791 496	2 594	1 313
07/08	2 809 551	45 514 726	3 239	1 620
08/09	2 756 441	34 659 116	2 548	1 257



# Social Impacts

- Income from sales of wool and mutton:
  - 47 % internal income in 2004
  - Increased to 59% (2006) and 65% (2009)
- Social indicators (2004 to 2009):
  - Children going to bed hungry (43,1% to 27,3%)
  - Households savings accounts (56,9% to 77,3%)
  - Borrow money school fees: (78,4% to 52,3%)

# Impact: Commercialisation



- Sheds receiving National R/kg and better:
  - 26 sheds (9%) in 2005/06
  - 57 sheds (16%) in 2006/07
  - 110 sheds (24%) in 2007/08
  - 143 sheds (29 %) in 2008/09
- Sheds marketing through formal auction:
  - 291 (05/06); 466 (07/08); 497 (08/09)



# Collective Marketing

- Average shed income R16-19/kg vs. R12-57 (varied from R2-00 to R34-06)
- Commercial average R25-41/kg
- 140 bales max. ; ave 16 bales (08/09)
- Luzi (Mt. Fletcher) total wool income:
  - R17 000 (1997/98) to R326 016 (08/09)



# NWGA as Producer Organisation



- Emerging producers participate on all levels of decision making:
  - National Congress
  - Regional Congresses
  - Provincial
  - Industry Structures (Forum, Trust, CWSA)





# Considerations



- Agriculture plays a vital role in rural economies
- Wool as export product can make a significant contribution
- Land Reform?
- Development has opened opportunities for industries on secondary level (i.e. Brokers)



# Experiences

- Farmers positively gained from NWGA T&D
- Flock improved
- Improved farmer participation
- Lack of capacity to reach all farmers
- Improved relations: Dept., Municipalities and other stakeholders
- Executives and Treasurers: Meetings/congresses; Book keeping
- Infrastructure: Sheds, equipment and roads

# Newly Identified Initiatives

- Code of Best Practice
- Assessment against the code
- Vendor declarations (Mules-free clip)
- Establishment of study groups
- Economical analyses of communal production
- Improvement of classing standards
- Prevention of contamination





# Thank you!!



- NWGA contact details:



Tel. 041 365 5030

Fax. 041 365 5035

[nwga@nwga.co.za](mailto:nwga@nwga.co.za)

P.O. Box 34291

41a Pickering Street

Newton Park

Port Elizabeth

6055

[www.nwga.co.za](http://www.nwga.co.za)

