



GRAIN MANAGEMENT

2024/25

OPERATIONAL REVIEW

Your partner in **Agribusiness**



WORLD-CLASS TECHNOLOGY SECURE STORAGE

AFGRI

Tel: +27 11 063 2347 | E-mail: afgri@afgri.co.za

12 Byls Bridge Boulevard | Highveld Ext 73

Centurion 0157 | South Africa

Location | Latitude - 25°51'46.13"S | Longitude - 28°12'24.74"E

www.afgri.co.za



AFGRI – A member of AGH (AFGRI Group Holdings).

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OPERATIONAL REVIEW

Each marketing year has its own set of challenges and AFGRI Grain Management will, like in the past, strive to maintain its service levels on a high standard and ensure that producers can deliver their crop to operational points with the least disruption. We have adapted our tariff structure to customers' needs with the following slogan. Our tariff structure makes provision for customers' needs.

SERVICE DELIVERY

The services offered by AFGRI Grain Management at operational points are aimed at taking over the risks from producers. Once the grain has dried off sufficiently on the fields, it is essential to get the grain from the field to an operational point as quickly as possible. AFGRI Grain Management then takes over all risks with regards to quality and quantity and the producer can then decide when and how to market his product according to market conditions.

STORAGE AGREEMENT

Clients should note that a storage agreement should be signed at the relevant operational points in advance or take advantage of the AFGRI eAccounts platform by logging in at afgri.eaccounts.co.za/login to sign your storage agreement electronically, or alternatively for first time registration, register on eAccounts at afgri.eaccounts.co.za/register. It is in the client's best interest that the agreement be signed, as it is in the clients' interest to be protected by the agreement.

GRAIN DELIVERY INSTRUCTION

To ensure that producers' grain is delivered on the correct contracts, it is extremely important that it is indicated on which contract and storage option the load concerned must be delivered. The necessary documentation is available at operational points.

WORKING HOURS

Working hours will be extended during the crop intake period to enable producers to harvest and deliver in quick succession to reduce risks.

GRAIN DRYING

Silo's that are equipped with driers will be able to dry maize with up to 16% moisture. In instances where the moisture is between 16% and 17%, a special arrangement may be made with the manager. This arrangement may only be made under certain circumstances.

MOISTURE BASIS OF GRAIN AND OIL SEEDS

The moisture basis of grain and oil seeds is as follows:

| | |
|--------------------|-------|
| Sunflower: | 9.0% |
| Maize: | 12.5% |
| Soya beans: | 12.0% |
| Sorghum: | 12.5% |

Under certain circumstances and where driers are available, soya beans may be taken in at maximum moisture of 14%, to be dried. This is not a general arrangement and the silo manager concerned will take such decision in conjunction with his/her regional manager. This action can only be carried out if circumstances and activities at the silo involved allow.

PHYSICAL LOSS DEDUCTION

The physical loss deduction on products is as follows:

| | |
|------------------|-------|
| Sorghum: | 1.75% |
| Maize: | 0.97% |
| Soyabean: | 0.47% |
| Sunflower | 0.47% |

GRAIN CLEANING

If a client needs to clean grain, he or she may contact the operational point involved to make the necessary arrangements.

OFF-LOADING OF TRUCKS DURING CROP INTAKE

This year staff will once again be made available to assist with the off-loading of loads during the harvest period. We trust that this service, like in the past, will be valuable to clients.

BENEFITS OF STORING GRAIN AT AFGRI'S OPERATIONAL POINTS

Producers may well ask how they benefit from storing their grain at AFGRI. A few of the benefits for producers are set out below:

- Zero intake rate on first deliveries
- Flexible storage options on first deliveries with the protection of a Capped tariff and still the option of a seasonal tariff
- Different grades and quality can be stored separately.
- Qualified grain graders are responsible for grading grain.
- Receipt and dispatch of grain are done by means of calibrated mass meters.
- Grain is fumigated.
- Quality and quantity are guaranteed. Clients therefore get the same quality and quantity back, irrespective of the storage period.
- Silo certificates may be requested (this includes SAFEX and electronic certificates to market grain quickly and efficiently).
- Stock information may be obtained via the internet.
- Consolidation of stock at strategic operational points can be done where circumstances allow.
- Opportunities for exchanges of stock can be utilised strategically. (AFGRI's administration can assist clients at competitive rates and to the benefit of the client in this regard).
- Stock confirmation by e-mail in the format the client requires, at minimal rates.
- Niche market products can be stored separately. Certain protocol must be followed and this information is available on request.
- Grain can be bagged if there is a need, and silo activities and set-up allow it.
- Grain can be cleaned on request, for example noxious seeds can be sifted out.
- Grain can also be handled on a throughput basis at silos.
- All operational points comply with the required legislation on food safety.
- Contract administration.

SILO CERTIFICATES

AFGRI only issues electronic certificates on behalf of Electronic Silo Certificates (Pty) Ltd (ESC). The issue cost for certificates is R 4.37/t (Excl VAT), from 1 March 2024.

In cases where grain needs to be dried, certificates will only be issued after the drying process has been completed. When low levels of stock occur, this may also result in the inability to issue certificates at certain points of operation while stocks are still under fumigation.

SILO COST RATE STRUCTURE FOR SUMMER GRAIN

(2024/2025 MARKETING SEASON)

Marketing years to which rates apply are:

Sunflower/Soya beans: 1 March to 28 February

Maize/Sorghum: 1 May to 30 April

Clients with first deliveries will have this year an additional option of a protected Capped tariff on daily storage and still the option to choose the seasonal rate. This choice may be exercised per transaction which means that clients could choose between a daily rate and seasonal rate for each load. Clients must provide a delivery option with each load to confirm the delivery choice. This option per load is exercised once-off and no corrections will be made afterwards. This is an important choice for clients in their marketing strategy and we trust that clients will use this opportunity to their best advantage.

DAILY RATE

Clients, who intend storing their grain for a short period, are advised to use this option. This option consists of the following components:

150 DAY CEILING

This daily storage rate option only applies on all first deliveries of grain. After 150 days storage cost reaches a ceiling. Therefore, the daily storage rate is payable for a maximum of 150 days after the delivery of a load. This option is only applicable on the first year of delivery and not on transfer stock.

The daily rate option further consists of the following components:

Storage fee: Invoicing is done at the end of the month, calculated at daily stock.

Handling out: Invoicing is done when the grain is dispatched or when a SAFEX Certificate is issued.

SEASONAL RATE

Clients who intend storing their grain for a long period, are advised to use this option. This option consists of the following components:

Storage fee: The fixed storage fee is invoiced when the grain is dispatched, transferred to another client or new marketing season or when an electronic SAFEX certificate is requested.

Handling out: Invoicing is done when the grain is dispatched or when a SAFEX Certificate is issued.

RATES (EXCLUDING VAT)

| BATTERY BRITS | MAIZE R/T | SORGHUM R/T | SOYBEANS R/T | SUNFLOWER R/T |
|---------------------|-----------|-------------|--------------|---------------|
| Handling Out | 69.76 | 69.76 | 78.49 | 130.83 |
| Storage (c/t/d) | 1.08 | 1.08 | 1.14 | 2.07 |
| Fixed storage | 111.16 | 111.16 | 114.86 | 194.57 |
| FREE-STATE | MAIZE R/T | SORGHUM R/T | SOYBEANS R/T | SUNFLOWER R/T |
| Handling Out | 63.55 | 63.55 | 72.57 | 126.74 |
| Storage (c/t/d) | 1.08 | 1.08 | 1.14 | 2.07 |
| Fixed storage | 151.82 | 151.82 | 156.60 | 190.92 |
| MPUMALANGA/ GAUTENG | MAIZE R/T | SORGHUM R/T | SOYBEANS R/T | SUNFLOWER R/T |
| Handling Out | 60.23 | 60.23 | 72.82 | 126.74 |
| Storage (c/t/d) | 1.08 | 1.08 | 1.14 | 2.07 |
| Fixed storage | 151.82 | 151.82 | 156.60 | 190.92 |

RATES (EXCLUDING VAT)

| KWAZULU - NATAL | MAIZE R/T | SORGHUM R/T | SOYBEANS R/T | SUNFLOWER R/T |
|---------------------------------|-----------|-------------|--------------|---------------|
| Handling Out | 63.55 | 63.55 | 72.57 | 126.74 |
| Storage (c/t/d) | 1.08 | 1.08 | 1.14 | 2.07 |
| Fixed storage | 130.72 | 130.72 | 143.80 | 251.74 |
| LIMPOPO (NORTHAM & MARBLE HALL) | MAIZE R/T | SORGHUM R/T | SOYBEANS R/T | SUNFLOWER R/T |
| Handling Out | 34.92 | 60.23 | 72.57 | 126.74 |
| Storage (c/t/d) | 1.08 | 1.08 | 1.14 | 2.07 |
| Fixed storage | 151.82 | 151.82 | 156.60 | 190.92 |

PERIOD RATES

Please note that there is no seasonal rate available at the next grain storage facilities, but only a period rate

RATES (EXCLUDING VAT)

| BEESTEKRAAL | MAIZE R/T | SORGHUM R/T | SOYBEANS R/T | SUNFLOWER R/T |
|----------------|-----------|-------------|--------------|---------------|
| Handling Out | 69.76 | 69.76 | 78.49 | 130.83 |
| Period Storage | 55.59 | 55.59 | 57.43 | 97.29 |

Beestekraal - Stock still in storage after the 4-month period will be debited with the period rate and transferred to normal day rate. Normal handling rates and rules apply.

RATES (EXCLUDING VAT)

| SLABBERTS | MAIZE R/T | SORGHUM R/T | SOYBEANS R/T | SUNFLOWER R/T |
|----------------|-----------|-------------|--------------|---------------|
| Handling Out | 63.55 | 63.55 | 72.57 | 126.74 |
| Period Storage | 121.45 | 121.45 | 125.28 | 152.74 |

Slabberts - Stock still in storage after the 8-month period will be debited with the period rate and transferred to normal day rate. Normal handling rates and rules apply.

THROUGHPUT RATE DURING HARVEST TIME

This year there will again be a throughput rate for maize at various operational points for clients who wish to supply their maize to buyers during harvest time. Clients who are interested in this service should contact AFGRI at the start of the harvest to make the necessary administrative arrangements.

The rate for this service is R35.79/t, (Excl VAT) which includes storage and handling out. This is a special contract and all rates that apply to other contracts do not apply to this specific contract. Clients should note that this rate only applies when maize is handled at the first operational point on a throughput basis on the assumption that it is dispatched to a buyer and not another AFGRI operational point.

Grain dispatched from one AFGRI operational point to another AFGRI operational point. When grain is dispatched from one AFGRI operational point to another AFGRI Operational point the following arrangement applies:

When grain is initially received at the first operational point the applicable daily or seasonal rate applies. However, should grain be dispatched from the first operational point to another operational point a handling fee of R39.44/t, (Excl VAT) applies at the second operational point. The applicable storage fee further applies for the period that the grain is stored, but no handling out fee will be charged at the second operational point.

ADDITIONAL CONTACT NUMBERS

| STOCK ENQUIRY | |
|---------------|--------------|
| Koos Lombard | 011 063 2124 |
| Johan Swart | 011 063 2244 |
| Ferdie Venter | 011 063 2130 |

| SILO COSTS AND STORAGE ACCOUNTS | |
|---------------------------------|--------------|
| Nico Henning | 011 063 2786 |
| Janine Swart | 011 063 2125 |

| SILO CERTIFICATES | |
|-------------------|--------------|
| Thakgatso Shogole | 011 063 2147 |
| Tremaine Abrahams | 011 063 2265 |

| LOADING INSTRUCTIONS | |
|--------------------------|--------------|
| Marne van der Westhuizen | 011 063 2916 |

NOTES

MARKETING OF GRAIN

Developing and implementing a marketing strategy is critical towards a profitable farming business. A marketing strategy will help you make rational marketing decisions, allowing you to manage price risk and improve market returns.

The right strategy

Marketing of grain commodities, with the goal of reaching reasonable selling price for your product, involves meticulous planning. It is definitely not a case of “one size fits all”. Various marketing strategies are available to producers and it is of importance that all options are explored in order to accomplish the best strategy for the specific agricultural holding. Options that are chosen for the marketing of grain can also change yearly. A strategy that was successful one year can be changed to adapt to the market climate of the next year.

Available marketing options

The following marketing options are available

- Pre-season contracts
- Fixed price contracts
- Minimum price contracts
- Minimum - Maximum contracts
- Extended pricing contracts
- Basis contracts

PRE-SEASON CONTRACTS

Pre-season contracts are continuously available before the crops are planted and during the growing seasons.

Advantages

- Pre-season contracts include deliveries to the silos and/or directly to the mills (farm loading).

- Prices of the commodity are immediately available. Planning regarding input costs can be exported and credit can be arranged in a timeous function.
- No capital is needed to set up the contract or to give guarantees.
- The contract is binding to both the buyer and the seller.
- Price risks can be handled effectively

Disadvantages

- A product that is contracted has to be delivered. If the planned surface cannot be planted it will mean that grain will have to be bought on the cash market to comply with the conditions of the contract. In addition to this, drought or too much rain can also harm the cultivation of crops. If the producer cannot meet the demands of the contract and the grain prices rise, it can cost the producer heavily to meet these demands. The facts that buyers generally do not add the so-called force majeure-clause to their contracts, also increases the producer’s risk.
- If the price of grain rise after the contract is signed it can mean losses on paper. It is thus of the utmost importance not to enter into agreement for an excess amount of grain but to rather follow a diversified marketing strategy.
- The contract between buyer and seller, once signed is binding. Should the need arise to be release from a contract, it will usually only take place at certain costs.

FIXED PRICED CONTRACTS

These are contracts that are available during harvest time.

Advantages

- The harvest size is known to the producer. The risk is thus largely being avoided.
- Risks for force majeure are minimal. During shipping the total amount for which the grain were contracted, is paid over to the producer, as a lump sum. Should an interest factor be linked to this it can be advantageous to market a part of the harvest.

Disadvantages

- During harvest time the volume of the national harvest is already known to the buyers. Consequently this kind of contract is linked to the market price of the specific product at that specific time. In a surplus year the price can thus be very low.
- The product that is contracted has to be delivered. If hail or very wet conditions delay the harvest process it will mean that grain will have to be bought on the cash market to comply with the demands of the contract.

MINIMUM PRICE CONTRACTS

With this contract a minimum price is linked to the product.

Advantages

- The product will not be sold for less than the known minimum price for the product.
- Should grain prices go down the producer will be protected against lower prices.
- No capital is needed to set up the contract or to give guarantees, which contributes to a positive cash flow for the producer.

Disadvantages

- An option cost can be linked to this contract and will be for the seller's account.
- The product must be delivered as in the contract. Circumstances such as hail or very wet conditions that can delay the harvesting process will mean that grain will have to be bought on the cash market to comply with the demands of the contract. The fact that buyers generally do not include a force majeure-clause in the while shipping contract, puts a fair amount of risk on the producer.

MINIMUM - MAXIMUM PRICE CONTRACTS

A minimum price as well as a maximum price is linked to the product.

Advantages

- The producer will not be paid less than the known minimum price for the product.
- Should grain prices fall, the producer will be protected from low prices.
- No capital is needed to set up contract or to give guarantees which can contribute to a positive cash flow for the producer.

Disadvantages

- An option structure cost can be linked to the contract and will be for the seller's account.
- The producer will not be paid more than the known maximum price for the product.
- In some variations of the minimum and maximum price contract the ton measurement that needs to be shipped might be solved should the SAFEX price on a specific date be higher than the maximum price as specified in the contract.

- The product must be delivered as agreed upon in the contract. Circumstances such as hail or very wet conditions that can delay the harvesting process will mean that grain will have to be bought on the cash market to comply with the demands of the contract. The fact that buyers generally do not include a force majeure clause in the while shipping contract, puts a fair amount of risk on the producer.

EXTENDED PRICING CONTRACTS

With this contract the pricing of the product can be extended and determined at a later stage.

Advantages

- The basis on which the contract is priced is known.
- The producer is a market participant without having to pay the margins.
- Should prices rise the buyer will have to adjust the contract prices according to the market prices.
- Storage are limited and will be for the seller's account.
- Contract management is executed by the buyer.
- No capital is needed to set up contract or to give guarantees which can contribute to a positive cash flow.

Disadvantages

- The producer isn't hedged against price shuffles should the prices in the grain market decline.

BASIS CONTRACTS

By making use of this contract option the basis against which the final price of the product will be determined at a later stage is known to the producer.

Advantages

- The basis on which the product’s price is based is known.
- The producer is a market participant without having to pay margins.
- Should prices rise the buyer will have to adjust the contract prices according to the market prices.
- Contract management is executed by the buyer.
- No capital is needed to set up contract or to give guarantees which can contribute to a positive cash flow for the producer.

Disadvantages

- The producer isn’t hedged against price shuffles should the prices
- in the grain market decline.

TRADING ON THE SOUTH AFRICAN FUTURES MARKET

Agricultural derivatives can be traded on the South African futures market.

JSE standard contract grain commodities:

| JSE COMMODITIES | CONTRACT UNIT |
|-----------------|---------------|
| White maize | 100 ton |
| Yellow maize | 100 ton |
| Wheat | 50 ton |
| Sunflower seeds | 50 ton |
| Soybeans | 50 ton |

- The producer makes use of a broker to do the trading.
- Clear instructions about where to buy or sell contracts has to exist between the producer and the broker.

AFGRI Broking division offers clients (individuals or companies) a facility to hedge price risk of agricultural commodities on the JSE Commodity Derivative Market (SAFEX) and currency risk on the JSE Currency Derivative Market (Yield-X), by making use of futures and options transactions.

SAFEX grain trading advantages

- Price risk can be lowered.
- The market is user friendly as contracts can be bought as well as sold.
- Costs are known should trading take place.
- Producers are not required to provide grain. The position can be managed and contracts can be bought or sold at a gain or loss.
- Gains can be applied to hedge cash sales.

Disadvantages of term markets

- A margin must be paid to a clearing house before any trading can take place. This margin can affect the cash flow of producers negatively.
- Standard contract size.

SUMMARY

Marketing is a necessary part of crop production. In order to develop a sustainable agricultural holding it is necessary to develop a marketing strategy that adapts to every farm. Various mechanisms exist to make decisions regarding the application of marketing instruments in a marketing plan. It is, however, necessary to collect the correct market information and make the correct marketing decisions in time. Apart from the fact that marketing is managerial action that needs attention 365 days of the year there are critical growth periods where bigger decisions need to be made.

BROKING

| JANNIE VAN DER WATT | SUSAN MITTERMEIER |
|---------------------|-------------------|
| 011 063 2729 | 011 063 2720 |
| 082 458 8789 | 083 415 7467 |
| WILLEM PEYPER | JOHAN DU TOIT |
| 011 0632724 | 011 063 2723 |
| 082 463 8626 | 072 760 2429 |

OPERATIONAL POINTS

| GENERAL MANAGER OPERATIONS | | |
|----------------------------|---------------|--------------|
| Jan de Sousa | 011 063 2045 | 0823741821 |
| WESTERN CAPE | | |
| Area Manager | Pierre Mulder | 083 227 7654 |
| Eenboom Bunker | 079 499 2267 | 079 499 2267 |
| Eensgezindt Bunker | 011 063 2174 | 083 450 5865 |
| Klipfontein Bunker | 017 624 1021 | 083 450 5837 |
| Malansdam Bunker | 011 063 2792 | 072 269 0050 |
| KWAZULU NATAL | | |
| Area Manager | Piet Claase | 083 288 6743 |
| Bergville Silo | 011 070 2410 | 083 266 3615 |
| Bloedrivier Silo | 011 070 2444 | 083 266 3589 |
| Dannhauser Silo | 011 070 2412 | 082 554 0962 |
| Dundee Silo | 011 070 2413 | 083 266 3594 |
| Mizpah Silo | | 072 610 2499 |
| Paulpietersburg Silo | 011 070 2421 | 083 266 3612 |
| Pietermaritzburg Silo | 011 070 2422 | 083 446 8458 |

OPERATIONAL POINTS

| Vryheid Silo | 011 070 2426 | 083 266 3592 |
|-----------------------|----------------|--------------|
| Winterton Bunker | | 083 275 6478 |
| Winterton Silo | 011 070 2427 | 083 266 3596 |
| Chelmsford dam Bunker | | 072 906 2405 |
| FREE STATE | | |
| Area Manager | Jacques Jacobs | 073 109 1155 |
| Afrikaskop Silo | 058 653 1230 | 082 412 3453 |
| Bethlehem Silo | 011 070 2411 | 083 414 5211 |
| Eeram Silo | 011 063 3968 | 083 266 3597 |
| Harrismith Silo | 011 070 2429 | 083 387 3635 |
| Kaallaagte Silo | 011 070 2414 | 083 446 8540 |
| Kransfontein Silo | 011 070 2415 | 083 414 5216 |
| Libertas Silo | 011 070 2416 | 083 414 5206 |
| Marquard Silo | 011 070 2418 | 082 412 3410 |
| Meets Silo | 011 070 2419 | 082 412 3466 |
| Monte Video Silo | 011 0702428 | 083 387 4027 |
| Senekal Silo | 011 070 2424 | 083 387 4035 |
| Slabberts Silo | 011 070 2425 | 083 387 4036 |

OPERATIONAL POINTS

| NORTH WEST & GAUTENG | | |
|-------------------------|-------------------|--------------|
| Area Manager | Jaco Naude | 066 267 2232 |
| Bapsfontein Bunker | | 076 309 2044 |
| Battery Silo | 011 063 2753 | 071 563 3480 |
| Beestekraal Silo | 011 063 2109 | 066 443 1529 |
| Brits Silo | 011 063 2895/2906 | 071 540 7697 |
| Bronkhorstspruit Silo | 017 624 1231/1042 | 083 387 4058 |
| Kaalfontein Silo | 011 063 2799 | 083 446 8519 |
| Northam Silo | 011 070 2420 | 071 587 2408 |
| Pretoria-Wes Silo | 011 070 2423 | 071 561 2385 |
| Ezolimo Bunker | | 064 838 4117 |
| MPUMALANGA (Middelburg) | | |
| Area Manager | Erik Duvenhage | 082 093 8754 |
| Arnot Silo | 017 624 1033 | 083 387 4046 |
| Carolina Silo | 017 624 1024 | 083 414 5204 |
| Lydenburg Silo | 011 070 2417 | 066 061 4229 |
| Marble Hall Silo | 017 624 1023 | 083 387 4003 |
| Middelburg Silo | 017 624 1018 | 083 387 4025 |

OPERATIONAL POINTS

| Pan Silo | 017 624 1027 | 082 769 4214 |
|---------------------|-------------------|--------------|
| Stoffberg Silo | 017 624 1051 | 083 387 4029 |
| Wonderfontein Silo | 017 624 1019 | 083 387 4057 |
| MPUMALANGA (Bethal) | | |
| Area Manager | Stefan van Staden | 083 301 0262 |
| Argent Silo | 017 624 1556 | 083 387 3523 |
| Bakenlaagte Bunker | 017 624 1382 | 083 414 5209 |
| Brakfontein Bunker | 017 624 1386 | 082 554 1052 |
| Devon Silo | 017 624 1025 | 076 938 2414 |
| Dryden Silo | 017 624 1035 | 083 387 3709 |
| Hawerklip Silo | 017 624 1390 | 082 554 0915 |
| Kendal Silo | 017 624 1388 | 083 450 5806 |
| Kinross Bunker | 017 624 1020 | 083 387 4059 |
| Kinross Silo | 017 624 1044 | 083 387 4032 |
| Kortlaagte Bunker | | 072 887 9665 |
| Leslie Silo | 017 624 1222 | 083 387 3653 |
| Ogies Silo | 017 624 1049 | 083 387 3609 |

OPERATIONAL POINTS

| | | |
|--------------------------------|-------------------------|---------------------|
| Trichardt Silo | 017 624 1052 | 083 387 3960 |
| Vlakfontein Bunker | 017 624 1381 | 083 579 2170 |
| MPUMALANGA (Bethal) | | |
| Area Manager | Jaco Kloppers | 079 191 6491 |
| Bethal Silo | 017 624 1380 | 083 414 5205 |
| Broodsnyersplaas Bunker | | 067 598 0430 |
| Davel Silo | 017 624 1310 | 083 387 4022 |
| Dennegeur Bunker | 017 624 1010 | 072 416 8112 |
| Driefontein Silo | 017 624 1385 | 083 450 5860 |
| Ermelo Silo | 017 624 1039 | 083 387 4051 |
| Estancia Silo | 017 624 1038 | 083 446 9269 |
| Lothair Silo | 017 624 1045 | 083 414 5210 |
| Maizefield Silo | 017 624 1040 | 083 387 3475 |
| Overvaal Silo | 017 624 1026 | 083 387 4021 |
| MPUMALANGA (Standerton) | | |
| Area Manager | Hannes Duvenhage | 082 926 7658 |
| Amersfoort Silo | 017 624 1050 | 083 387 4043 |
| Greylingstad Silo | 017 624 1235 | 083 387 4049 |
| Harvard Silo | 017 624 1041 | 083 414 5207 |

OPERATIONAL POINTS

| | | |
|------------------------|------------------------|---------------------|
| Hendriksvallei Bunker | 017 624 1084 | 076 512 6792 |
| Holmdene Silo | 017 624 1066 | 083 462 6007 |
| Morgenzon Silo | 017 624 1046 | 083 446 8429 |
| Platrand Silo | 017 624 1028 | 083 387 4030 |
| Vaaldrif Bunker | 017 624 1029 | 072 906 1338 |
| Standerton Silo | 017 624 1030 | 083 387 3605 |
| Val Silo | 017 624 1391 | 083 387 4054 |
| Vogelvallei Bunker | 011 063 2324 | 083 387 4042 |
| GAUTENG (Nigel) | | |
| Area Manager | Daan Badenhorst | 084 952 8402 |
| Balfour Silo | 017 624 1047 | 083 450 5862 |
| Bloekomspruit Silo | 017 624 1401 | 083 387 4063 |
| Eloff Silo | 017 624 1036 | 083 450 5839 |
| Endicott Silo | 017 624 1037 | 083 387 4016 |
| Glenroy Silo | 017 624 1228 | 083 450 5807 |
| Goeiehoek Silo | 017 624 1559 | 083 387 3705 |
| Grootvlei Silo | 017 624 1395 | 083 387 3987 |
| Kliprivier Bunker | 011 063 2762 | 083 576 7378 |

OPERATIONAL POINTS

| | | |
|-----------------------|--------------|--------------|
| Leeuspruit Silo | 017 624 1396 | 083 414 5213 |
| Meyerton Bunker | | 083 387 4056 |
| Nigel Silo | 017 624 1048 | 083 387 4019 |
| Palmietfontein Bunker | 017 624 1387 | 082 554 1033 |

GRAIN TRADERS

| KWAZULU NATAL |
|---|
| Marketer: Klaas Meintjes 066 073 0331 |
| Area Manager: Frikkie Barnard 078 099 2946 |
| BERGVILLE SILO |
| BLOEDRIVIER SILO |
| CHELMSFORDDAM BUNKER |
| DANNHAUSER SILO |
| DUNDEE SILO |
| MISPAH SILO |
| PAULPIETERSBURG SILO |
| PIETERMARITZBURG SILO |
| VRYHEID SILO |
| WINTERTON BUNKER |
| WINTERTON SILO |

| GAUTENG |
|--|
| Marketer: Leon Lombard 071 896 5517 |
| Area Manager: Tabbie Lombard 079 872 4233 |
| ARGENT SILO |
| BRONKHORSTSPRUIT SILO |
| BAPSFONTEIN BUNKER |
| DEVON SILO |
| DRYDEN SILO |
| ELOFF SILO |
| HAWERKLIP SILO |
| KAALFONTEIN SILO |
| KENDAL SILO |

| MPUMALANGA: STANDERTON |
|--|
| Marketer: Dewald Fourie 060 601 1934 |
| Area Manager: Tabbie Lombard 079 872 4233 |
| GREYLINGSTAD SILO |
| HOLMDENE SILO |
| KINROSS SILO |
| VAALDRIFT BUNKER |
| VAL SILO |
| VOGELVALLEI BUNKER |

| MPUMALANGA: BETAL |
|--|
| Marketer: Anton Siemens 071 482 1780 |
| Area Manager: Jaco Grobler 082 439 7471 |
| BETHAL SILO |
| BRAKFONTEIN BUNKER (TRICHARDT) |
| DAVEL SILO |
| MAIZEFIELD SILO |
| MORGENZON SILO |
| TRICHARDT SILO |

| MPUMALANGA: DRIEFONTEIN |
|--|
| Marketer: Jacques Oosthuizen 082 510 2810 |
| Area Manager: Jaco Grobler 082 439 7471 |
| BAKENLAAGTE BUNKER |
| BROODSNYERSPLAAS BUNKER |
| DRIEFONTEIN SILO |
| KINROSS BUNKER |
| KORTLAAGTE BUNKER |
| LESLIE SILO |
| OGIES SILO |
| VLAKFONTEIN BUNKER |

| MPUMALANGA: MIDDELBURG |
|---|
| Marketer: Dirk van Deventer 071 480 6556 |
| Area Manager: Jaco Grobler 082 439 7471 |
| ARNOT SILO |
| LYDENBURG SILO |
| MARBLE HALL SILO |
| MIDDELBURG SILO |
| PAN SILO |
| STOFFBERG SILO |
| WONDERFONTEIN SILO |

| MPUMALANGA: NIGEL |
|--|
| Marketer: Albert Myburgh 076 282 7296 |
| Area Manager: Tabbie Lombard 079 872 4233 |
| BALFOUR SILO |
| DEVON SILO |
| ENDICOTT SILO |
| GLENROY SILO |
| GOEIEHOEK SILO |
| GROOTVLEI SILO |
| LEEUSPRUIT SILO |
| NIGEL SILO |
| PALMIETF BKR (BALFOUR) |

| MPUMALANGA: PLATRAN |
|--|
| Marketer: Dennis Kumm 082 852 4648 |
| Area Manager: Jaco Grobler 082 439 7471 |
| AMERSFOORT SILO |
| HARVARD SILO |
| HENDRIKSVALLEI BUNKER |
| PLATRAN SILO |
| STANDERTON SILO |

| MPUMALANGA: ERMELO |
|--|
| Marketer: Hanno Fourie 079 914 5592 |
| Area Manager: Jaco Grobler 082 439 7471 |
| CAROLINA SILO |
| ERMELO SILO |
| ESTANCIA SILO |
| LOTHAIR SILO |
| OVERVAAL SILO |

| FREE STATE: BETHLEHEM |
|---|
| Marketer: Nico van der Merwe 079 948 1669 |
| Area Manager: Frikkie Barnard 078 099 2946 |
| BETHLEHEM SILO |
| KAALLAAGTE SILO |
| LIBERTAS SILO |
| MARQUARD SILO |
| MEETS SILO |
| MONTE VIDEO SILO |
| SENEKAL SILO |
| SLABBERTS SILO |

| FREE STATE: HARRISMITH |
|---|
| Marketer: Ricardo Charilaou 083 275 6194 |
| Area Manager: Frikkie Barnard 078 099 2946 |
| AFRIKASKOP SILO |
| EERAM SILO |
| HARRISMITH SILO |
| KRANSFONTEIN SILO |

| WESTERN CAPE |
|--|
| Marketer: Frikkie Brnard 078 099 2946 |
| Area Manager: Frikkie Brnard 078 099 2946 |
| EENBOOM BUNKER |
| EENSGEZINT BUNKER |
| KLIPFONTEIN BUNKER |
| MALANSDAM BUNKER |

| NORTH WEST |
|--|
| Marketer: Marius Prinsloo 083 566 6321 |
| Area Manager: Tabbie Lombard 079 872 4233 |
| BATTERY SILO |
| BEESTEKRAAL SILO |
| BRITS SILO |
| NORTHAM SILO |

GRAIN TRADERS

| YELLOW MAIZE | WHITE MAIZE | OILSEEDS |
|----------------------------------|---------------------------------|----------------------------------|
| Gerhard Troskie 079 494 0752 | Amal Ramkelawon 084 293 8725 | Org van der Watt 082 448 7705 |
| Wessel Pretorius 073 112 8881 | Maudlin Padiacy 073 848 6346 | Une Burger 072 247 2462 |



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