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OCTOBER 2024

TO ALL GRAIN CLIENTS

INTAKE OF GRAIN: 2024/25 SEASON

Dear Client

In order to enable Agrimark Grain to successfully take in the grain crop, please read the accompanying letter with care. We would like to keep you updated on the latest arrangements to complete the harvest time with you as effortlessly as possible.

Good luck with the upcoming harvest!

Kind regards

A handwritten signature in black ink that reads "PL Coetzee". The signature is written in a cursive style and is positioned above a horizontal line.

LOUIS COETZEE

OPERATIONS MANAGER: GRAIN & SEEDS

AGRIMARK GRAIN HARVEST INTAKE PROCESS

Agrimark Grain is a division of Agrimark Operations Ltd. For the 2024/25 harvest intake, we wish to communicate the following aspects to you:

1. SILO RATES (WHEAT)

1.1. Season 2024/25:

The **handling cost** is **R65/ton** and will only be invoiced at the end of **December 2024**.

Storage cost is **R1,35/ton/day** and will be charged from 19 November 2024 and cease with the transfer of the grain to contracts or the withdrawal of the grain or until 15 May 2025 (excluding Vredenburg Silo – 31 March 2025), whichever occurs first. Therefore, you should complete transfers from private storage to contracts, which concern contracted grain, by November 19th to avoid daily storage costs. Invoicing of storage costs will take place monthly. With the issuance of Safex certificates, the Safex storage tariff is charged from the date of issue till the date of dispatch. All listed tariffs exclude VAT.

1.2. Previous Season 2023/24

The 2024/25 daily tariff of R1,35/ton/day will be applicable on all previous seasons' stock as from the 1st of October 2024.

All mentioned tariffs exclude VAT.

2. WHEAT INTAKE

2.1. Grading and intake of wheat

Determination of the hectoliter mass is done on a **screened sample**. Grading will take place as described in the Agricultural Product Standards Act, 1990 (Act No.119 of 1990) as amended and amended up to the date of the latest publications in the Government Gazette.

Grading parameters for bread wheat and non-bread wheat (KA-Class Other) as of October 1, 2022:

HECTOLITER- MASS (kg/hl)	PROTEIN CONTENT				
	>or =12,5	12,4 - 11,5	11,4 - 10,5	10,4 - 9,5	9,4 - 8,5
>of=76,0	SG	B1	B2	B3	KA
74,0 - 75,9	B3	B3	B3	B3	KA
72,0 - 73,9	KA	KA	KA	KA	KA

Please note: Unregistered chemical substances and residues on/in grain may have major financial implications if they are mixed with other grains in a silo bin. If you suspect that chemical substances/residue may occur on/in your grain, please inform your Depot Manager of this before the grain is delivered to the silos. Agrimark Grain reserves the right to test samples of cargo delivered for this purpose.

2.2. Delivery instruction

Clients can have multiple wheat contracts with different buyers. Therefore, it is essential that you give a delivery instruction to your grain depot with each load. Delivery assignment booklets are available at all grain depots. Every consignment of wheat must be accompanied by a delivery instruction.

If the required tonnage has been delivered on a contract, all further loads and/or portions of loads will be assigned to the next contract with the oldest date. If the delivery requirements of all contracts have been met, further deliveries will automatically be received as private storage.

2.3. Wheat storage agreement / Wheat purchase contract

All clients delivering grain to the silos must sign a **Grain Storage Agreement** in advance. Clients who will sell grain to Agrimark Grain must sign a **Wheat Purchase Contract**. Contact **Alisha Bester** or **Awie Kriel** or your **nearest silo** in this regard (see contact details attached).

2.4. Transfers/Silo certificates

Grain on **private storage** can be transferred to a contract or silo certificates on instruction from the client. Forms to authorise the transfers can be completed at your nearest silo or the Agrimark Grain corporate office in Malmesbury. The cost of electronic silo certificates is R4,25 per ton.

2.5. Delivery times

Official delivery times are from Monday to Saturday, 07:00 to 19:00, but these times are adaptable depending on the specific needs of clients. Delivery times will be communicated per depot to grain clients from time to time via **SMS** or **WhatsApp**.

2.6. Delivery of other wheat classes (KA-Class Other and Feed Grade)

It is possible that loads in the coming season will have to be downgraded to the above grades due to various factors. Clients need to make sure that their drivers know what to do if a load of wheat is downgraded. If the driver is not instructed to deliver the load, it will be returned to the client.

2.7. Intake of other grains

Agrimark Grain buys other grain products on an ad hoc basis according to the client's needs on an advance payment or fixed price basis. Contact **Dewald Burger** in this regard (see contact details attached). **Bulk storage** for these products, such as oats, barley, lupins, triticale, and canola will again be done **this year at some** of Agrimark Grain's **depots/silos**. Clients should familiarise themselves with the details of the depots where these products will be handled. Please contact **Alisha Bester** (see contact details attached) **before** oats, triticale, sweet lupins, feed barley, rye or canola will be delivered, otherwise the grain cannot be received on the system.

This year, Agrimark Grain again makes provision to store the following grains at the various silos:

Oats (Feed Grade):	Pools Silo
Oats (Grd1):	Malmesbury Silo
Triticale:	Darling Silo
Sweet lupins:	Darling, Eendekuil, Piketberg
Canola:	Halfmanshof, Riebeek Wes, Malmesbury (transit stock only), Klipheuwel, Darling

Limited tonnage for delivery of canola on private storage (Soill deliveries excluded) is available at the following silos:

Halfmanshof	1 952 mt
Riebeek Wes	774 mt
Klipheuwel	2 260 mt
Darling	1 054 mt

The delivery of canola to private storage will be managed on a "first come-first serve" basis. Storage costs for deliveries on private storage are recovered from the producer.

If you have a need to store other grains, please contact Awie Kriel in this regard.

2.8. Unloading of trucks

Please ensure that the bulk bins of your vehicles can open and close easily so that they do not cause delays during the unloading process. We request that vehicles/bulk bins should be self-unloading (free flowing grain) to speed up the unloading process. From a food safety point of view, we would like to request that you **repair any oil leaks to delivery vehicles in advance** to prevent contamination of grain during the unloading process.

2.9. Mass-adjustments

The mass adjustment on wheat is as follows for the grades SG, B1, B2, B3 and KA-Class Other:

% Screenings, normal moisture losses and impurities	Mass adjustments
0,0 to 2,0	0,5%
2,1 and above	Adjustment to 1,5%

Wheat deliveries with a screening content of more than 7,5% are subject to an additional cleaning cost (see table below):

Screening content	Costs
7,6% to 10%	Mass adjustments + R55/t cleaning cost
10,1% to 12,5%	Mass adjustments + R100/t cleaning cost
12,6% to 15%	Mass adjustments + R125/t cleaning cost

Most silos have cleaners that are used to remove screenings during the unloading process. For this reason, clients are allowed to supply wheat with a screening content of more than 3%.

2.10. Wheat moisture

The Agrimark Grain silo at Darling, where a grain dryer is installed, can receive wheat with a moisture content of between 13,1% to 16%.

The Agrimark Grain silos at Porterville, Riebeek West, Ruststasie, Malmesbury and Klipheuwel are equipped with aeration infrastructure and can receive wheat with a moisture content of up to 15% (subject to capacity availability).

Clients must familiarise themselves with the cost of drying/aerating at the respective silos before wheat with a moisture content above 13% is delivered.

2.11. Silo tariffs 2024/25

Attached find the silo tariffs for the 2024/25 season.

3. SCREENING PAYMENT

Payment of a portion of the screening sales will continue as usual.

4. ROAD TRAFFIC ACT

The amendments to the legislation relating to the Sender and Receiver of goods transported on public roads are effective from 31 January 2015 and apply to a person or institution that receives or transmits more than 500mt of goods per month transported on a public road.

This includes the following:

Goods may not be loaded or received if the vehicle on which they are loaded is not loaded according to the provisions of the Act.

The transport contractor must provide the Receiver/Dispatcher of the cargo with written proof of the lawful loading mass (total load and axle combinations) of the vehicle in question.

The Dispatcher must be able to provide proof that he has taken the necessary steps to load the vehicle within the provisions of the Act.

The Dispatcher or Receiver must take all reasonable steps to prevent the overloading of a vehicle and in the case of a prosecution, the Dispatcher or Receiver must be able to provide proof of steps taken to prevent a vehicle from being overloaded.

5. INFORMATION VIA THE AGRIMARK ONLINE PORTAL

Please make use of Agrimark Operations Ltd.'s "Account & Grain Portal" for live account and inventory information.

<https://www.kalgroup.co.za/sign-on> .

5.1. Registration

Registration forms can be requested by sending an email to financialservices@kaapagri.co.za or grainportal@kaapagri.co.za. Please contact your Credit manager or Bertie Pretorius (022-482 8165) if you need assistance.

5.2. Information available on the portal

5.2.1. Grain

- Summary of client deliveries
- Delivery information
- Grain stock reports
- Signed contracts and deliveries per contract.
- Yield/ha
- Settlement statements

5.2.2. Account

- Account limits
- Monthly statements
- Purchase information
- Invoices including silo cost information

5.2.3. Grain requests

- Issue of outload instructions
- Cancellation of outload instruction
- Stock transfer
- Issue of Silo/ESC Certificates

6. PAYMENT OF GRAIN CONTRACTED WITH AGRIMARK GRAIN

6.1. Payment arrangements

All payments are made electronically, and available funds are paid on a weekly basis. Payments are actioned from our Malmesbury office and clients who wish to make special arrangements can contact Bertie Pretorius (see contact details attached).

Payments will only be made after delivery obligations in respect of a particular contract have been finalised.

6.2. Automatic settlement against Agrimark Operations-accounts

Money due to clients because of grain deliveries on Agrimark Grain contracts, will automatically be applied against their Agrimark Operations-account. If you require alternative arrangements, please indicate this to your Agrimark Financial Services department. Please note that arrangements made in respect of previous seasons must again be reviewed on an annual basis.

7. LEVIES

7.1. Voluntary levy

- **Grain SA Levy (GSA)**

Agrimark Grain assists Grain SA in collecting levies. Forms to authorise the collection of the operating levy are available at our Malmesbury office (Bertie Pretorius) or your nearest depot/silo. Clients who have already given written permission for the collection of the operating levy during previous years, do not need to give approval again.

7.2. Statutory levies

- **Breeder and Technology levy (SACTA)**

Industry role-players have requested the Minister of Agriculture, Forestry and Fisheries through the Wheat Forum to introduce an additional statutory levy on wheat, barley, oats, and lupins. The aim is to compensate breeders of wheat, barley, oats, and lupine cultivars for their contribution to the procurement and utilisation of improved international agriculture-related intellectual property for the benefit of these industries in South Africa. The levies will apply to wheat, barley, oats, and lupins produced in the Republic of South Africa, and is levied at the first point of trading of the grains.

Wheat	R34.00 per metric tons (<i>VAT excluded</i>)
Barley	R34.00 per metric tons (<i>VAT excluded</i>)
Oats	R34.00 per metric tons (<i>VAT excluded</i>)
Lupins	R35.00 per metric tons (<i>VAT excluded</i>)

- **South African Winter Cereal Industry Trusts levy (SAWCIA)**

On 27 September 2024, the Minister of Agriculture established the previous voluntary levy as a statutory levy. The purpose and aims of this statutory measure are to provide financial support to winter cereal information, research, and transformation functions, which the winter cereal industry identified as essential and are in the interest of the industry. The winter cereal industry and directly affected groups consider the maintenance of macro industry information essential for strategic planning purposes. Continuously supplying generic market information to all role players is critical for the market to operate effectively.

The levies will apply to wheat, barley, and oats produced in the Republic of South Africa, and is levied at the first point of trading of the grains.

Wheat	R12.00 per metric tons (<i>VAT excluded</i>)
Barley	R12.00 per metric tons (<i>VAT excluded</i>)
Oats	R10.00 per metric tons (<i>VAT excluded</i>)

8. GRAIN TRADING

It remains Agrimark Grain's ambition to be the producer's largest partner in Agriculture. That is why Agrimark Grain is actively involved in the marketing of producers' wheat and other products. By doing so, we want to ensure that our producers get the best possible price for their grain.

8.1. Agrimark Grain's marketing alternatives to wheat

- **Fixed price contracts**

Agrimark Grain continuously offers wheat prices to clients before and during harvest time. These prices are available weekdays between 09:00 and 12:00.

- **Minimum price contracts**

This contract guarantees a minimum price for wheat delivered during harvest time, but still provides opportunities in a price increasing market. A contract where clients still share in 50% of an increasing market of which the minimum price is higher (than the minimum price contract), is also available.

- **Deferred price contracts**

This option offers the client the opportunity to price wheat after December, but the client will not be liable for any further silo costs from the date of the transaction.

- **Basis contracts**

A basis contract allows a client to lock in the basis level before establishing the final futures or cash price.

- **Mandate / Target prices**

Clients entrust a specific tonnage to Agrimark Grain to sell at a predetermined price should the opportunity arise.

As the marketing environment is constantly changing, alternative trading options are available. Feel free to contact us with your marketing needs.

Agrimark Grain provides prices to clients daily by means of a WhatsApp message. Should you not receive it, please contact us in this regard.

8.2. Other grain

Oats, triticale, feed barley, sweet lupins and canola will be purchased again this year. Prices will be made available via SMS or WhatsApp as soon as possible.

9. SEED OPPORTUNITIES

9.1. Seed orders

It is important that clients place **seed orders** (seed order list attached) before 31 December 2024 at our office in Malmesbury or at the seed outlets in Porterville, Malmesbury, Darling, Ceres or Graafwater. This arrangement eases the planning regarding the supply of seed. Please direct all enquiries to **Johan Truter** (see contact details attached). Clients are kindly requested to carefully assess their seed needs and to not order too much seed or incorrect cultivars, as a 10% handling fee will be charged on all returned seed (see 9.5).

9.2. Seed collection

Clients are requested to collect their seed as early as possible. Seed debits will **first appear on your May statement and interest on the seed will therefore only be charged from June 2025. Seed of certain cultivars will already be available before the end of February 2025.**

9.3. Available seed

The available seed is indicated on the attached appendix (see seed cultivar availability list attached). In the case where the required varieties are not indicated on the list, please contact your nearest seed outlet well in advance.

9.4. Quality

Any complaints regarding quality issues should be reported immediately after receipt and not after seed has already been sown.

9.5. Unused seed

Limited quantities of surplus seed might be taken back at the seed price **less the handling fee of 10%** until **30 June 2025**. However, we would like to request clients to bring back unused seed as soon as possible, as other clients may require it. Agrimark Grain does not take back any **feed grain**.

9.6. Seed outlets

Seed will be available at the seed outlets in Malmesbury, Darling and Porterville. Seed orders will also be delivered to Ceres and Graafwater.

9.7. Cleaning and treating of seed on behalf of producers

Agrimark Grain also cleans and treats seed on behalf of producers and orders can be placed at Porterville, Malmesbury and Darling seed outlets or **Johan Truter** preferably before 30 December 2024.

- The service involves the following:
 - Cleaning of seed
 - Insect treatment
 - Fungus treatment
 - Packaging of the seed
- Grain processed at seed outlets:
 - Peas
 - Barley
 - Oats
 - Wheat
 - Triticale
 - Lupins

You are also welcome to contact Johan Truter regarding transport/delivery of seed.

9.8. Seed source

It is important that you carefully consider the seed source and the age (generation) of the seed to be sown/planted.

Agrimark Grain's certified seed is propagated annually by selected seed growers (compliant with SANSOR regulations). The seed source of these propagations is early generation material (base seed) **that is purchased every year** (albeit an older cultivar such as SST015) from seed companies such as Syngenta. Agrimark Grain certified seed is therefore young generation, cultivar-pure seed. Cultivar traits such as disease resistance therefore figure strongly in this seed. The older the generation (obtained by planting the same seed repeatedly year after year), the less can be relied on cultivar purity and traits such as disease resistance. Yield losses due to the sowing/planting of low-quality seed cannot be corrected during the production process. Therefore, it is advisable to use certified seed for at least part of the crop.

AGRIMARK GRAIN: CONTACT DETAILS					
Details	Contact Person	Int.Short no	Telephone	Cellphone	Email
Division Managers					
Operations Manager: Grain & Seed	Louis Coetzee	8045	022 482 8045	071 680 0515	louis.coetzee@agrimark.co.za
Senior Manager: Commodities and Services	Awie Kriel	5014	022 931 8337	083 286 2506	akriel@agrimark.co.za
Snr Manager - Grain Trading	Dewald Burger	8035	022 482 8035	082 900 8736	dewald.burger@agrimark.co.za
Grain Depots					
Ceres	Vakant	5267	065 820 0282		
Darling	Louis Erasmus	5174	022 492 2774	082 954 2050	lerasmus@agrimark.co.za
Eendekuil	Brandon (Klippies) Smit	5589	022 942 1072	076 108 1781	brandon.smit@agrimark.co.za
Gouda	Juneen Erasmus	5107	023 232 0132	079 631 2530	juneen.erasmus@agrimark.co.za
Graafwater	Tian Botha	5348	027 422 1002	082 610 4466	tian.botha@agrimark.co.za
Halfmanshof	Andre du Preez	5023	022 931 2796	079 253 3900	andre.dupreez@agrimark.co.za
Klipheuwel	Charl Marais	5590	022 913 1009	079 536 6375	charl.marais@agrimark.co.za
	Annette Randall	5175	021 971 1811	083 301 1138	annette.randall@agrimark.co.za
Landplaas	Marietjie Smit		027 2171367	073 290 8467	marietjie.smit@agrimark.co.za
Malmesbury	Bouwer Rall	8149	022 482 8149	082 877 4808	bouwer.rall@agrimark.co.za
	Carina du Plessis	8148	022 482 8148		carina.duplessis@agrimark.co.za
Doornkuil Bunker	Bouwer Rall		081 474 7229	082 877 4808	bouwer.rall@agrimark.co.za
Piketberg	JJ Rademan	5590	022 913 1009	084 996 5172	jj.rademan@agrimark.co.za
Pools	Leon (Gammat) Davids	5334	022 913 2093	066 267 7689	leon.davids@agrimark.co.za
Porterville	Charles Williams	5590	022 931 8308	082 571 5005	charles.williams@agrimark.co.za
Riebeek Wes	Dewald Zeelie	5177	022 461 2338	083 710 9947	dewald.zeelie@agrimark.co.za
Ruststasie	Kobus Duminy	8199	022 482 8199	084 549 2425	kobus.duminy@agrimark.co.za
Vredenburg	Aubrey Marthinus (Risikobestuur)	5176	022 713 1912	082 716 2388	aubrey.marthinus@agrimark.co.za
Maintenance					
Malmesbury	Wilhelm van Wyk		022-486 4063	083 210 0615	wilhelm.vanwyk@agrimark.co.za
Malmesbury	Gerbie van Wyk		022-486 4063	060 950 9217	gerbie.vanwyk@agrimark.co.za
Grain Administration					
Malmesbury	Bertie Pretorius	8165	022 482 8165	082 323 7926	bertie.pretorius@agrimark.co.za
Malmesbury	Elzahn Ontong	8033	022 482 8033	071 862 1522	elzahn.ontong@agrimark.co.za
Malmesbury	Alisha Bester	8127	022 482 8127	078 803 1033	alisha.bester@agrimark.co.za
Grain Procurement					
Malmesbury	Angeline van Zyl	8032	022 482 8032	083 446 6858	angeline.vanzyl@agrimark.co.za
Malmesbury	Jacobus Brand	8031	022 482 8031	076 732 9706	jacobus.brand@agrimark.co.za
Porterville	Maretha Kotze	5044	022 931 8347	079 509 3449	maretha.kotze@agrimark.co.za
Vredenburg	Johan Jacobs (Potato Seed)		022 719 1478	082 314 4114	johan.jacobs@agrimark.co.za
Seed					
Malmesbury	Johan Truter	8046	022 482 8046	083 303 5328	johan.truter@agrimark.co.za



SILO TARIFFS FOR THE 2024/2025-SEASON

	SERVICE DESCRIPTION	Grain	Description	2024/25
1	Handling Fee	Wheat	All Silo's	R65,00 per ton
		Lupins, Oats, Triticale, Barley, Rye	Where applicable	R65,00 per ton
		Maize (1 May 2024 - 30 April 2025)	Where applicable	R50,00 per ton till 30 Apr 2025
		Safex certificates	All silo's excluding Vredenburg	R65,00 per ton
2	Storage Costs	Wheat	from 19 Nov 2024	R1.35 per ton per day
			Limit Date: All silo's excluding Vredenburg	15 Mei 2025 (Vredenburg Silo - 31 Maart 2025)
			Safex certificate	Safex tariff per ton per day for 2024-25 from issued date
		Lupins, Oats, Triticale, Barley, Rye	from 19 Nov 2024	R1.35 per ton per day
			Limit date	15 April 2025
	Canola	Year tariff (including handling fee) - Payable by producer	R230,00 per ton	
	Maize (1 May 2024 - 30 April 2025)	Day tariff	R1,05 per ton per day till 30 Apr 2025	
		Year tariff (excluding handling fee)	R85,00 per ton tot 30 Apr 2025	
3	Transfer tariff after 30 September	All grain, excluding maize	All silo's	Day tariff for 2024/25-season resume from 1 Oktober 2024
4	Determination of mass, sampling, grading (R/ton)	All grain	Loads not delivered	On request
5	Determination of mass	All loads	Per axle with a maximum of 4 axes	R39,13 per axle
6	Grading of sample excluded falling number:	All grain	Grainsample provided by client	Free
7	Falling number	Wheat	Grainsample provided by client	R108,69 per sample
8	Cleaning of grain (Goldsat cleaning machines)	Oats, Triticale, Barley, Rye	Graafwater, Ceres, Vredenburg, Eendekuil	R450,00 per ton
9	Cleaning of grain (Goldsat cleaning machines)	Lupins	Graafwater, Ceres, Vredenburg, Eendekuil	R465,00 per ton
10	Cleaning of grain (Silo cleaning machines, handling included)	Wheat, Rye, Oats, Maize	All silo's excluding Vredenburg, Graafwater, Ceres	R140,00 per ton
11	Bagging of bulk grain (Tariff exclude bag costs)	Wheat, Oats, Maize, Rye, Sweet Lupins	On request	On request
12	Issue of paper silo certificates at the request of customer		Admin Office Malmesbury	R3,00 per ton
13	Issue of electronic silo certificates on the request of client	Wheat	Admin Office Malmesbury	R4,25 per ton
14	Stock transfers from private storage to marketing contract	All grain	Admin Office Malmesbury / Porterville	Free
15	Stock transfers between grainbuyers/-owners	All grain	Admin Office Malmesbury	R3,00 per ton
16	Consolidation fee	All grain	Admin Office Malmesbury	Free
17	Stock Transfers (Swops)	All grain	Admin Office Malmesbury	Free
18	Drying of grain		with 0,50%	R165,00 per ton
			with 1,00%	R175,00 per ton
			with 1,50%	R185,00 per ton
			with 2,00%	R195,00 per ton
			with 2,50%	R205,00 per ton
			with 3,00%	R215,00 per ton
19	Aeration of wheat:	Porterville; Riebeeck Wes; Ruststasie; Klipheuwel and Malmesbury	13,1 - 14,0% 14,1 - 15,0%	R50,00 per ton R65,00 per ton
20	Hiring of storage space	All grain	Landplaas, Eendekuil, Porterville, Malmesbury, Ruststasie, Vredenburg	Negotiable
21	Outloading grain outside normal working hours	All grain	All silo's	Negotiable
22	Fumigation of loads Grain dispute handling	All grain	Labour costs	R450,00 per hour
			Travel costs	R5,00 per km
			Fumigants	Cost price plus 15%

Notes:

1. Handling fee to be invoiced on delivery.
2. Grain stock on Storage contracts, will be invoiced monthly with the storage costs. Grain stock on certificates will be invoiced for storage costs on submission, cancellation or transfer of such certificates
3. Tariffs valid from 01 October 2024 till 30 September 2025 (excl. tariffs for Maize already valid from 1 May 2024)
4. All Tariffs are VAT excluded