



## NEWSLETTER NUUSBRIEF

DEAR VALUED SUPPLIER

August 2016

### Our duty to keep you informed

Dear Grower,

SAMAC's recent research symposium was a huge success and Green Farms Nut Company were proud to be the main sponsor for the event. It is clear that SAMAC are aware of the issues facing growers and are looking for solutions. Please be understanding that the research can take some time to bear fruit but it's encouraging to see how much horticultural research is taking place under SAMAC stewardship.

After the symposium SAMAC held their AGM- all seemed in order with the finances of SAMAC. A long discussion on GAP was also had with various growers and processors voicing their opinion. The members in the room were in favour of GAP in principle, however, overwhelmingly most growers did not want this as a statutory requirement and policed by the PPECB. So at this stage it is unlikely to be a requirement for the SA macadamia industry. GFNC also believe this is the correct decision at this time.

**Although GFNC does fully agree on the implementation of GAP principles, we strongly believe that it is not in the macadamia farmers' long term interests to make this a statutory requirement through a compulsory GAP certification and annual farm audits.**

Another area that was discussed was the urgent need to undertake more research on the positive health benefits of macadamias. The world crop will grow significantly over the next 5 years. It is crucial that our marketers are armed with some proven health aspects that can differentiate macadamias from other tree nuts. Unfortunately SAMAC's budget is limited in this regard so it was discussed whether a marketing and research levy be implemented- no decision was made, but it is clear we need to be proactive in order to cope with the volume increases. GFNC's opinion is that health research be undertaken urgently. A few cents levy is a much better way of encouraging macadamia consumption than a 30% price drop...

Just a quick update on the macadamia market. Despite volumes being down due to the drought we have managed to keep customers protected by keeping them supplied from our other Green and Gold partners. The result is that our customer base is happy - they should be around next year! Our USD sales prices have been excellent and our finance team have done a good job managing the exchange rate so we are well on track to beat our offer made at the beginning of the season.

As another macadamia season closes we would like to thank you for your support in 2016. We truly value the faith you put in us and take this job very seriously. Let's hope for decent rain as summer approaches and better volumes for the 2017 season.

All the Best !!!

**Jill Whyte**  
CEO  
Green Farms Nut Co.  
whytespr@mweb.co.za



**Alex Whyte**  
Marketing Manager  
Green and Gold Marketing  
alex.whyte@greenandgoldnuts.com  
072 031 1838



**Werner van Niekerk**  
Procurement  
Green Farms Nut Co.  
werner@gfnc.co.za  
082 783 3407

**Graeme Whyte**  
Procurement  
Green Farms Nut Co.  
graeme@gfnc.co.za  
073 250 1846