



education

Department:
Education
REPUBLIC OF SOUTH AFRICA

NATIONAL SENIOR CERTIFICATE

GRADE 12

AGRICULTURAL MANAGEMENT PRACTICES

NOVEMBER 2009

MEMORANDUM

MARKS: 200

This memorandum consists of 9 pages.

SECTION A**QUESTION 1.1**

1.1.1	X✓✓	B	C	D
1.1.2	A	B	X✓✓	D
1.1.3	A	B	X✓✓	D
1.1.4	A	B	X✓✓	D
1.1.5	A	X✓✓	C	D
1.1.6	A	B	X✓✓	D
1.1.7	A	X✓✓	C	D
1.1.8	A	B	X✓✓	D
1.1.9	X✓✓	B	C	D
1.1.10	A	B	C	X✓✓

(10 x 2) (20)

QUESTION 1.2

1.2.1	B✓
1.2.2	A✓
1.2.3	C✓
1.2.4	D✓
1.2.5	I✓
1.2.6	H✓
1.2.7	J✓
1.2.8	G✓
1.2.9	E✓
1.2.10	F✓

(10 x 1) (10)

QUESTION 1.3**1.3.1 Supply** ✓✓**1.3.2 Management plan/Production plan** ✓✓**1.3.3 Elasticity** ✓✓**1.3.4 Profit** ✓✓**1.3.5 Permanent** ✓✓**1.3.6 Commercial** ✓✓**1.3.7 Loss** ✓✓**1.3.8 Grading** ✓✓**1.3.9 Cash** ✓✓**1.3.10 Price** ✓✓

(10 x 2) (20)

TOTAL SECTION A: 50

- 2.3.4 Lower temperature✓ – requires more heating, thus more units✓ of electricity is used (2)
[11]

2.4 Farm management

- 2.4.1 Control. ✓ (1)
- 2.4.2 Implement a time-clock system that will control the labourer's arrival and departure. ✓
Attendance register✓ (2)
- 2.4.3 Control the calibration of the fertiliser spreader. ✓
Control loading of the fertiliser spreader to ensure that no wasting took place. ✓
Control the number of fertiliser bags used by recording it every time the fertiliser spreader is loaded. ✓
Lock the fertiliser shed to prevent theft. ✓ (Any 3) (3)
- 2.4.4 Disciplinary action. ✓ (1)
[7]

2.5 Specialised farming enterprise

- 2.5.1 Precision farming. ✓ (1)
- 2.5.2 Reducing cost of producing the product in the area. ✓
Reducing risk of contaminating the environment by means of injudicious application of agro-chemicals. ✓
More accurate crop yield estimation. ✓
Information collected may lead to more accurate production inputs like plant density, fertilisation, and other inputs. ✓ (4)
[5]

2.6 Farm labour

- 2.6.1 A – Permanently employed labourers. ✓
B – Seasonal labourers. ✓
C – Contract/occasional labourer. ✓ (3)
- 2.6.2 A seasonal labourer is employed every year ✓ at the same time/season to a specific task. ✓ (Any 2)
Contract/occasional labourers are employed to do a specific non-repeatable task✓ at a specific time. ✓ (Any 2) (4)

- 2.6.3 Financial incentives for good work. ✓
 Possible partnership deals ✓
 Planning of production processes. ✓
 Daily planning. ✓
 Supervision. ✓
 Effective mechanisation. ✓
 Better life circumstances. ✓
 Training. ✓

(Any 3) (3)
[11]

2.7 Farming system and sustainable food supply

- 2.7.1 Subsistence farmer. ✓ (1)
- 2.7.2 Fence around the vegetable garden. ✓ (2)
 Make use of the communal grazing. ✓ [3]
 [50]

QUESTION 3: RECORDING, FINANCIAL STATEMENTS AND ENTREPRENEURSHIP

3.1

INCOME AND EXPENSES STATEMENT

Animal feed	R 15 000
Wages	R 10 000
Fuel	R 7 000
Electricity	R 4 000
Containers	R 870
Interest (medium-term capital)	<u>R 650</u>
TOTAL EXPENCES	<u>R 37 520</u> ✓✓
Sold produce	R 36 000
Sold stock (animals)	<u>R 29 600</u>
TOTAL INCOME	<u>R 65 600</u> ✓✓
	R 65 600
	<u>R 37 520</u>
GROSS MARGIN/ GROSS INCOME	<u>R 28 080</u> ✓✓

(6)

3.2

SUTHA AGRICULTURAL ENTERPRISES

Current Assets		Current Liabilities	
Item	Rand	Item	Rand
Cash in the bank	R73 000 ✓	Tractor instalment due next month	R10 000✓
Accounts retrievable	R42 000✓	Labour expenses for the next month	R22 000✓

Intermediate Assets		Intermediate Liabilities	
Item	Rand	Item	Rand
Seed (30 kg)	R62 000✓	Yearly fertiliser contract	R128 000✓
Tractors (2)	R230 000✓		
Truck (1)	R184 000✓		
Fence	R89 000✓		
Implements	R120 000✓		

(10)

3.3

Financial Analysis 31 March 2008 (Private Farm)

$$3.3.1 \quad R34\,450 + R22\,035 + R28\,161 = R84\,646 \quad \checkmark \quad (1)$$

$$3.3.2 \quad \text{Ploughing, } \checkmark \text{ harrowing, } \checkmark \text{ construction of storm drains. } \checkmark \quad (3)$$

$$3.3.3 \quad R14\,000 + R3\,000 = R17\,000 \quad \checkmark \checkmark \quad (2)$$

$$3.3.4 \quad \text{Percentage gross profit on turnover} = \frac{\text{Gross Profit}}{\text{Turn over}} \quad \checkmark$$

$$= \frac{R56\,066}{R84\,646} \times \frac{100}{1} \quad \checkmark = 66,23\% \quad \checkmark \quad (3)$$

[9]

3.4 Group of young farmers

- 3.4.1 Soil preparation:
- Garden forks ✓ (2)
 - Rakes ✓

- 3.4.2 Weed and pest control:
- Knapsack sprayers ✓ (2)
 - Hoe/Tiller ✓

- 3.4.3 Harvesting:
- Clippers ✓ (2)
 - Picking bags ✓ [6]

3.5 Checklist for business plan:

	Yes	No
Name of business	(1)	(0)
Description of business	(1)	(0)
Partnerships	(1)	(0)
Sources of income	(1)	(0)
Marketing	(1)	(0)
Budget	(1)	(0)
Sources of labour	(1)	(0)
Operational planning	(1)	(0)

(8)

3.6 Budgeting (Farm Budget)

3.6.1 A farm budget is a physical, financial plan✓ for the operation of the farm for some period of time.✓

(2)

3.6.2 -Total farm budget✓
-Partial budget✓
-Cash-flow budget✓

(3)
[5]

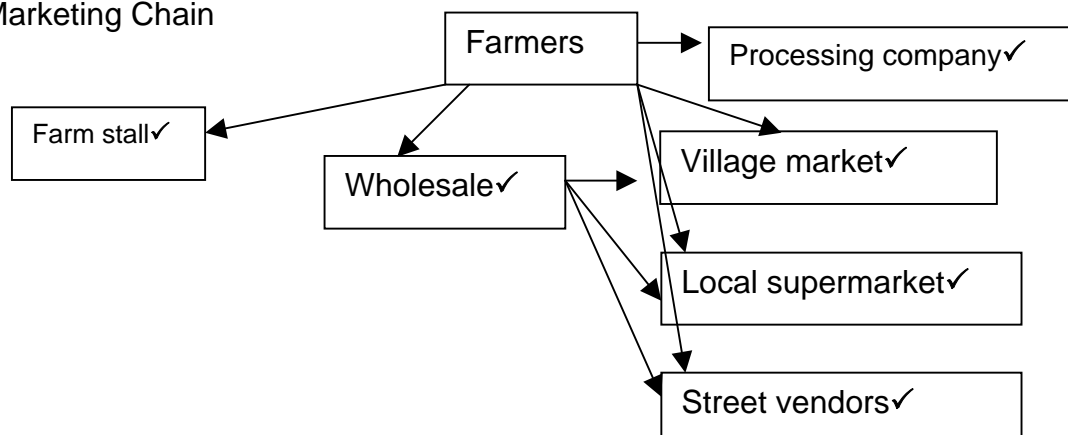
3.7

	Farmer A	Farmer B
3.7.1	Healthy animals✓	Better production✓
3.7.2	Does not change, irrespective of situation✓	Decision-making skills, taking action etc.✓
3.7.3	Stays rigid, no creativity in actions✓	Developing ideas, adaptation, reformulation of problems, find solutions✓

(6)
[50]

QUESTION 4: HARVESTING, VALUE-ADDING, MARKETING, AGRI-TOURISM AND INDUSTRY

4.1 Marketing Chain



(Any 5)

(5)

4.2 Restrictions/Barriers for small-scale farmers to enter meat industry

- 4.2.1 A lot of money is needed to buy the animal stock, equipment and to pay for marketing and processing costs. Loans may be difficult to obtain. ✓✓ (2)
- 4.2.2 There must be enough buyers for the product and the buyers/customers must be convinced about the farm product and reliability of the farmer. ✓✓ (2)
- 4.2.3 Consumers, government, the meat industry and legislation demand high quality meat in terms of hygiene, taste and appearance. ✓✓ (2)
- 4.2.4 The farmer and the workers need skills and training in the handling and marketing of the product. ✓✓ (2)
[8]

4.3 Small-scale farmers vs commercial farmers

- 4.3.1 Small-scale farmers would use hand tools, manual labour ✓ Large-scale farmers would use mechanisation ✓ (2)
- 4.3.2 Small-scale farmers would harvest when the crop is ready ✓ Commercial farmers would harvest at the right time to preserve colour, quality and improve storage life. ✓ (2)
- 4.3.3 The commercial farmer normally has access to technology ✓ to preserve quality (transport trucks) whereas the small-scale farmer might have to sell in the area due to no proper transport facilities ✓ (2)
- 4.3.4 Commercial farmers make use of sophisticated storage spaces which is aimed at longer storage life and marketability. ✓ Small-scale farmer might store in a cool dark room to try and preserve quality ✓ (2)
[8]

4.4 Options for processing

- 4.4.1 He/she needs to look at profitability of processed crop above fresh crops. ✓
He/she needs to take into account the risks of delivering a processed product ✓
He/she needs to look at his direct competition when deciding what to do with his crop ✓
There might be an oversupply of product on the market ✓
Preservation is one of the key reasons for processing ✓
Processing often adds value to a product ✓
A processed product might fill a certain niche market that the fresh product would not ✓ (Any 3) (3)

- 4.4.2 Sanitation/Clothing of workers✓
Cooling/Preservation methods✓
Safety/Good labour relationships✓
Covering/Vacuum packaging✓
Technically advanced machinery✓ (Any 3) (3)
- 4.4.3 Packaging✓ (1)
[7]

4.5 Demand Graph

- 4.5.1 Demand curve.✓ (1)
- 4.5.2 Approximately 50 tons.✓ (2)
- 4.5.3 (a) Quantity bought increases and the price per unit decreases. ✓✓
(b) Quantity bought decreases as the price per unit increases. ✓✓ (4)
[7]

4.6 Agritourism

- Canteen ✓ to buy refreshments✓
- Rooms for lodging ✓ to provide accommodation✓
- Some wild animal species ✓ for sight-seeing and ecological outings ✓
- Farm dam✓ for boating and swimming✓ (8)

4.7 Agricultural co-operatives

- 4.7.1 Voluntary and open membership
Membership is voluntary, not forced on anyone. ✓
Membership is open to all. ✓
No gender, social, racial, political or religious discrimination. ✓ (Any 2) (2)
- 4.7.2 Democratic member control
Members control the organisation by taking part in decision-making and policy-making. ✓
Every member has an equal say in major decision-making. ✓ (Any 1) (1)
- 4.7.3 (a) Day-to-day management✓ of the activities of the cooperation✓ (2)
- (b) Represent the interest of members and stakeholders that make up the co-op✓. Appoint a manager✓ (Any 2) (2)
[7]
[50]

TOTAL SECTION B: 150

GRAND TOTAL: 200