

APPENDIX 2 : NATIONAL MARKET SURVEY QUESTIONNAIRE

(CONSUMER)

INTERVIEWER: _____ DATE OF _____

INTERVIEW: _____

RESPONDENTS

NAME: _____ TEL.NO: _____

EDITED BY: _____ BACK-CHECKED _____

BY: _____

SCREENING: Do you and your family eat meat and consume dairy products?

YES -1 [Continue] NO -2 [Close interview]

1. **DEMOGRAPHICS:** [CIRCLE NUMBER OR WRITE ANSWER IN SPACE PROVIDED]

a. **TOWN:** 1. Johannesburg / Pretoria -1 2. Durban -2 3. Port Elizabeth -3 4. Cape Town -4 5. Bloemfontein -5.

b. **POP. GROUP:** 1. Black -1 2. White -2 3. Coloured -3 4. Asian -4.

c. **GENDER:** 1. Male -1 2. Female -2.

d. **AGE** _____

e. **MONTHLY H/H INCOME:** R _____

f. **HIGHEST EDUCATION:** 1. Some Primary -1. 2. Primary Completed -2. 3. Some High -3. 4. High Completed -4 . 5. Tertiary Education -5.

g. **HOME LANGUAGE:** 1. English -1. 2. Afrikaans -2. 3. Zulu -3. 4. Xhosa -4. 5. N.Sotho -5. 6. S.Sotho -6. 7. Tswana -7. 8. Pedi -8. 9. Venda -9. 10. Other [Specify]: _____

h. **RELIGION:** _____

i. **OCCUPATION:** _____

j. **MARITAL STATUS:** 1. Single -1. 2. Married -2. 3. Divorced -3. 4. Widowed -4.

k. **COUNTRY OF ORIGIN [TOURIST ONLY]:** _____

2. **SPONTANEOUS AWARENESS – MEATS:** Please tell me all the different types of meat that you know of or have ever heard of. [DO NOT PROMPT. CIRCLE RELEVANT NUMBERS. RECORD FIRST MENTION UNDER COL.a. AND ALL OTHER MENTIONS UNDER COL.b.]

- | | | | |
|--------------------|-------|--------------------|-------|
| 1. BEEF/CATTLE | -1 -1 | 5. VENISON/GAME | -5 -5 |
| 2. MUTTON/SHEEP | -2 -2 | 6. CHEVON/GOAT | -6 -6 |
| 3. POULTRY/CHICKEN | -3 -3 | 7. FISH/SEAFOOD | -7 -7 |
| 4. PORK/PIG | -4 -4 | 8. OTHER (SPECIFY) | -8 -8 |
-

3. **BEHAVIOUR:** (SHOW CARD – BEHAVIOUR STATEMENTS) I am going to read to you a list of different types of meat. For each one, please choose a statement that best describes your behaviour towards that meat. [WRITE STATEMENT NUMBER IN BOX PROVIDED]

- | | | | |
|--------------------|----------------------|-----------------|----------------------|
| 1. BEEF/CATTLE | <input type="text"/> | 5. VENISON/GAME | <input type="text"/> |
| 2. MUTTON/SHEEP | <input type="text"/> | 6. CHEVON/GOAT | <input type="text"/> |
| 3. POULTRY/CHICKEN | <input type="text"/> | 7. FISH/SEAFOOD | <input type="text"/> |
| 4. PORK/PIG | <input type="text"/> | | |
-

4. **MEAT ATTRIBUTES ASSOCIATION:** (SHOW CARD – MEATS) a. ATTRACTORS – On this show card is a list of different types of meats. I am going to read to you a list of positive statements describing meats. For each one that I read to you, please tell me which ones are best described by that statement. You may mention as many or as few meats as you like. [CIRCLE RELEVANT NUMBERS NEXT TO EACH STATEMENT].

- | | | | |
|-------------------------|----------------------|-----------------------------|----------------------|
| 1. Lean | -1 -2 -3 -4 -5 -6 -7 | 9. Low in cholesterol | -1 -2 -3 -4 -5 -6 -7 |
| 2. Easy to prepare | -1 -2 -3 -4 -5 -6 -7 | 10. Juicy | -1 -2 -3 -4 -5 -6 -7 |
| 3. Tender | -1 -2 -3 -4 -5 -6 -7 | 11. What the family enjoys | -1 -2 -3 -4 -5 -6 -7 |
| 4. Healthy colour | -1 -2 -3 -4 -5 -6 -7 | 12. Quick to prepare | -1 -2 -3 -4 -5 -6 -7 |
| 5. Versatile | -1 -2 -3 -4 -5 -6 -7 | 13. Expensive, but worth it | -1 -2 -3 -4 -5 -6 -7 |
| 6. Good value for money | -1 -2 -3 -4 -5 -6 -7 | 14. Correct farming methods | -1 -2 -3 -4 -5 -6 -7 |
| 7. Widely available | -1 -2 -3 -4 -5 -6 -7 | 15. Religious/Traditional | -1 -2 -3 -4 -5 -6 -7 |
| 8. Nutritious | -1 -2 -3 -4 -5 -6 -7 | | |

b. **REPELLORS** – I am now going to read to you a list of negative statements describing meats. For each one that I read to you, please tell me which ones are best described by that statement. You may mention as many or as few meat as you like. [CIRCLE RELEVANT NUMBERS TO EACH STATEMENT].

- | | | | |
|-----------------------|----------------------|-------------------------------|----------------------|
| 1. Smelly | -1 -2 -3 -4 -5 -6 -7 | 7. Expensive | -1 -2 -3 -4 -5 -6 -7 |
| 2. Tough type of meat | -1 -2 -3 -4 -5 -6 -7 | 8. Against religious/personal | -1 -2 -3 -4 -5 -6 -7 |
| 3. Stringy | -1 -2 -3 -4 -5 -6 -7 | 9. Goes off quickly | -1 -2 -3 -4 -5 -6 -7 |
-

- | | |
|--|---|
| 4. Stale/bland taste-1 -2 -3 -4 -5 -6 -7 | 10. Only available in bulk -1 -2 -3 -4 -5 -6 -7 |
| 5. Too bony -1 -2 -3 -4 -5 -6 -7 | 11. Shrinks when cooked -1 -2 -3 -4 -5 -6 -7 |
| 6. Upsets my stomach-1 -2 -3 -4 -5 -6 -7 | 12. The meat looks dry -1 -2 -3 -4 -5 -6 -7 |
-

5. **STORE NEEDS RANKING:** a. (SHOW CARD – STORE ATTRACTORS FOR MEAT) On this card is a list of **positive** statements describing stores that sell meat. Please study them carefully, then rank them in order of importance. Read the statement numbers out to me, starting with the MOST important, followed by the NEXT important, etc. [RECORD THE STATEMENT NUMBERS IN THE BOXES BELOW IN ORDER OF RESPONSE FROM LEFT TO RIGHT]

b. (SHOW CARD – STORE REPELLORS FOR MEAT) On this card is a list of **negative** statements describing stores that sell meat. Please study them carefully, then rank them in order of importance. Read the statement numbers out to me starting with the statement that repels you the MOST, and ending with the statement that repels you the LEAST. [RECORD THE STATEMENT NUMBERS IN THE BOXES BELOW IN ORDER OF RESPONSE, FROM LEFT TO RIGHT]

6. **SPONTANEOUS AWARENESS – DAIRY PRODUCTS:** Please tell me all the different types of dairy products that you know of or have ever heard of. [DO NOT PROMPT. CIRCLE RELEVANT NUMBERS. RECORD **FIRST MENTION** UNDER COL. a. AND **ALL OTHER MENTIONS** UNDER COL.b.]

	a. b		a. b
1. MILK	-1 -1	5. DESSERTS	-4 -4
2. CHEESE	-2 -2	6. CREAM	-5 -5
3. YOGHURT	-3 -3	7. OTHER (SPECIFY)	-6 -6 _____
4. SPREADS (e.g. BUTTER/MARG)	-4 -4		

7. **BEHAVIOUR:** (SHOW CARD – BEHAVIOUR STATEMENTS) I am going to read to you a list of different dairy products. For each one, please choose a statement that best describes your behaviour towards that dairy product. [WRITE STATEMENT NUMBER IN BOX PROVIDED]

- | | | | |
|-----------|----------------------|-------------------------------|----------------------|
| 1. MILK | <input type="text"/> | 4. SPREADS (e.g. BUTTER/MARG) | <input type="text"/> |
| 2. CHEESE | <input type="text"/> | 5. DESSERTS | <input type="text"/> |
-

3. YOGHURT 6. CREAM

8. **DAIRY PRODUCTS NEEDS RANKING:** a. (SHOW CARD – DAIRY ATTRACTORS) On this card is a list of positive statements describing dairy products. Please study them carefully, then rank them in order of importance. Read the statement numbers out to me, starting with the MOST important, followed by the NEXT MOST important etc. [RECORD THE STATEMENT NUMBERS IN THE BOXES BELOW IN ORDER OF RESPONSE, FROM LEFT TO RIGHT].

b. (SHOW CARD – DAIRY REPELLORS) On this card is a list of **negative** statements describing dairy products. Please study them carefully, then rank them in order of importance. Read the statement numbers out to me, starting with the statement that repels you the MOST, and ending with the statement that repels you the LEAST. [RECORD THE STATEMENT NUMBERS IN THE BOXES BELOW IN ORDER OF RESPONSE, FROM LEFT TO RIGHT].

9. **STORE NEEDS RANKING:** a. (SHOW CARD – STORE ATTRACTORS FOR DAIRY PRODUCTS) On this card is a list of positive statements describing stores that sell dairy products. Please study them carefully, then rank them in order of importance. Read the statement numbers out to me, starting with the MOST important, followed by the NEXT MOST important, etc. [RECORD THE STATEMENT NUMBERS IN THE BOXES BELOW IN ORDER OF RESPONSE, FROM LEFT TO RIGHT]

b. (SHOW CARD – STORE REPELLORS FOR DAIRY PRODUCTS) On this card is a list of **negative** statements describing stores that sell dairy products. Please study them carefully, then rank them in order of importance. Read the statement numbers out to me, starting with the statement that repels you the MOST, and ending with the statement that repels you the LEAST. [RECORD THE STATEMENT NUMBERS IN THE BOXES BELOW IN ORDER OF RESPONSE, FROM LEFT TO RIGHT].

10.a. **SPONTANEOUS AWARENESS – GOAT PRODUCTS:** When thinking of goats, what products do you know of that could produced by goats? [CIRCLE RELEVANT NUMBERS IN COL.a.]

b. **PROMPTED AWARENESS:** Please tell me whether you knew that the following products could be produced by goats. [READ PRODUCTS LISTED BELOW. IF YES, CIRCLE RELEVANT NUMBERS IN COL.b.]

	a.	b.		a.	b.
1. FRESH MEAT	-1	-1	6. LEATHER / SKINS	-6	-6
2. MILK	-2	-2	7. PROCESSED MEAT	-7	-7
3. CHEESE	-3	-3	8. CASHMERE/HAIR	-8	-8
4. LIVE GOATS	-4	-4	9. POWDERED MILK	-9	-9
5. MOHAIR	-5	-5	10. OTHER (SPECIFY)	-10	-10

i. _____ ii. _____ iii. _____

11. **CURRENT BEHAVIOUR / PROPENSITY TO PURCHASE:** (SHOW CARD – BEHAVIOUR STATEMENTS) I am going to read to you the same list of goat products. For each of the products I read to you, please choose a statement from the card that best describes your behaviour towards that product. [WRITE STATEMENT NUMBER IN RELEVANT BOX]

1. FRESH MEAT	<input type="checkbox"/>	6. LEATHER PRODUCTS/SKINS	<input type="checkbox"/>
2. MILK	<input type="checkbox"/>	7. PROCESSED MEAT	<input type="checkbox"/>
3. CHEESE	<input type="checkbox"/>	8. CASHMERE/HAIR	<input type="checkbox"/>
4. LIVE GOATS	<input type="checkbox"/>	9. POWDERED MILK	<input type="checkbox"/>
5. MOHAIR	<input type="checkbox"/>		

12. **PRICE EXPECTATIONS:** Referring to the same products, I would like you to tell me how much you would be prepared to pay each one. [PLEASE WRITE DOWN ACTUAL AMOUNT. IF REALLY IMPOSSIBLE, THEN USE THE FOLLOWING BREAKDOWNS, AND CIRCLE RELEVANT NUMBER:

- 1 = A HIGHER PRICE THAN ORDINARY PRODUCT
- 2 = THE SAME PRICE AS ORDINARY PRODUCT
- 3 = CHEAPER PRICE THAN ORDINARY PRODUCT
- 4 = REALLY DON'T KNOW]

1. FRESH MEAT (per kg)	R _____	-1	-2	-3	-4
2. MILK (per litre)	R _____	-1	-2	-3	-4
3. CHEESE (per kg)	R _____	-1	-2	-3	-4
4. LIVE GOATS (per animal)	R _____	-1	-2	-3	-4
5. A MOHAIR RUG (2m x 3m)	R _____	-1	-2	-3	-4

6. A GOAT LEATHER JACKET R _____ -1 -2 -3 -4
7. PROCESSED MEAT (i.e. pack of sausages) R _____ -1 -2 -3 -4
8. CASHMERE JERSEY R _____ -1 -2 -3 -4
9. POWDERED MILK (1kg tin) R _____ -1 -2 -3 -4
10. A GOAT LEATHER HANDBAG R _____ -1 -2 -3 -4

13. **PROPENSITY TO PURCHASE – PRE-TRIAL:** (SHOW CARD – PROPENSITY TO PURCHASE) On this card is a list of statements describing how likely you would be to buy something. Please choose a statement that would best describe how likely you would buy.

- | | | | |
|----------------|--------------------------|--------------------------|--------------------------|
| a. GOAT CHEESE | <input type="checkbox"/> | c. CASHMERE PRODUCTS | <input type="checkbox"/> |
| b. GOAT MEAT | <input type="checkbox"/> | d. GOAT LEATHER PRODUCTS | <input type="checkbox"/> |

INSTRUCTION TO INTERVIEWER: ASK RESPONDENT TO TASTE SAMPLES OF GOAT CHEESE AND MEAT, AND SHOW RESPONDENT PICTURES OF CASHMERE AND LEATHER PRODUCTS

14. **PROPENSITY TO PURCHASE – POST – TRIAL:** (SHOW CARD – PROPENSITY TO PURCHASE) Now that you have tried the products and seen the pictures, please choose a statement from the card that best describes how likely you would be to buy:

- | | | | |
|----------------|--------------------------|--------------------------|--------------------------|
| a. GOAT CHEESE | <input type="checkbox"/> | c. CASHMERE PRODUCTS | <input type="checkbox"/> |
| b. GOAT MEAT | <input type="checkbox"/> | d. GOAT LEATHER PRODUCTS | <input type="checkbox"/> |

APPENDIX 3 : GOAT MEAT PRODUCT RECIPES DEVELOPED

Dried Sausage

Ingredients

- 4,5 kg chevon
- 1 kg sheep's tail fat or beef fat
- 300g crushed ice/300ml ice water
- 35 ml fine salt
- 20 g whole coriander (50ml)
- 5 ml ground cloves
- 10 ml freshly-ground black pepper
- 90 g sheep (thin) casings

Step 1: Get all ingredients together.

Step 2: Cut/mince meat and fat into 50 mm cubes and sprinkle with spice from the home recipe. Mix your spice with the crushed ice.

Step 3: Mince the meat through a 3.0 - 4.5 mm plate.

Step 4: Fill into casings

1. FRESH MEAT (per kg)	R _____	-1-2-3-4
2. MILK (per liter)	R _____	-1-2-3-4
3. CHEESE (per kg)	R _____	-1-2-3-4
4. LIVE GOATS (per unit)	R _____	-1-2-3-4
5. A MOHAIR RUG (2m x 3m)	R _____	-1-2-3-4

Hang to dry in a well ventilated cool area for 4 – 6 days, until dry. Remember, only half the amount of dried sausage will be left with, as a lot of shrinkage (50%) takes place, due to evaporation of water.

Cabanossi

For the making of cabanossi the steps are the same as dried sausage. For the spices, use the batch pack from Crown National. Either put in liquid smoke according to the recipe on the batch pack or smoke the meat for 30 minutes and cook until the internal temperature reaches 72°C (use a meat thermometer) in a cooking cabinet or smoker. You can eat them fresh or hang them up to dry, like dried sausage. Remember, more than half the amount of dried sausage will be left with, as a lot of shrinkage (30%) takes place, due to cooking and evaporation of water.

Recipe:

- 6 kg chevon
- 18.3 kg lean pork
- 4.5 kg pork fat
- 90 g Liquid smoke (omit if wood chip smoked)
- 1.2 kg Country Cabanossi Batch pack (Crown National)

Equipment needed:

Deboning or butcher's knife

Cutting board

Mincer – hand, butcher or industrial with different plates and knives

Mixing bowls and plastic trays

Sausage nozzle (fits on mincer)

Steps in the preparation of dried sausage or cabanossi

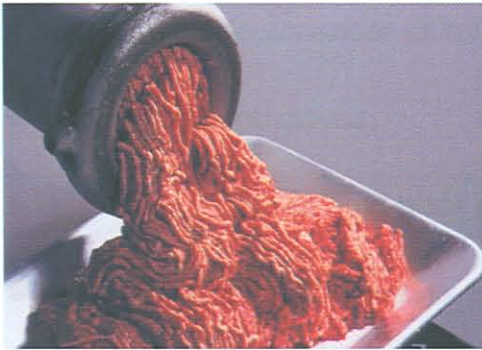
Step 1



Step 2



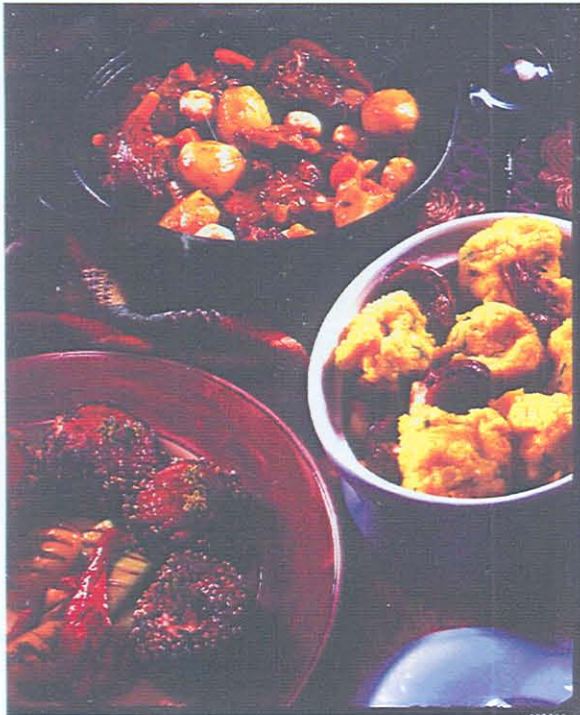
Step 3



Step 4



Several chevon dishes developed



APPENDIX 4 : CASHMERE CARPETS DEVELOPED

Examples of the cashmere and wool carpets developed (These carpets are currently being manufactured by the Mighty Wool Spinners of Soweto)



APPENDIX 5 : GOAT LEATHER PRODUCTS DEVELOPED

Stretching and drying a goat skin on a frame



Descriptions of products developed

Wool and goatskin slippers©.

These have a typical Mfengu beaded look, but no real beads, these being simulated from embossed goat veg (It was felt that real beads were too time consuming and venerable to breakage). The demand for the slippers seems good, especially for the export market. Designs for any region could be created to prevent direct marketing clashes, but each region should also have specific market outlets exclusive to them. Various crafting groups in the Transkei/Ciskei regions could co-operate in the event of a big order.

Modernized Nxili in leather.

This design consists of a buffed, chrome-tanned leather bag with knotted and beaded thongs. Each crafting group would be able to add their own beading methods and designs and charge accordingly.

Hair-off vegetable-tanned itasi amabokwe.

This is the young man's courting bag. It is veg and chrome. The veg base will allow development of branded patterns in due course. These will allow each group to personalize their work.

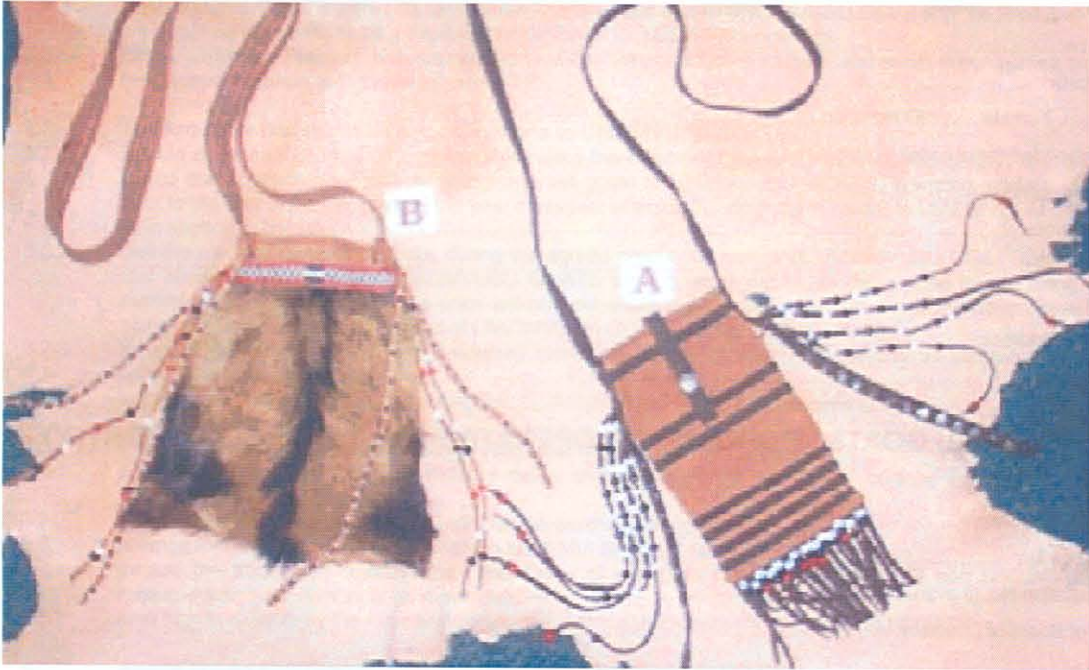
Hair-on goat (or springbok) old-man's hip bag.

This is a lined and beaded traditional bag with a strong historical background and should have good tourist appeal. It can also be made from culled antelope from the area under training. A very simple shape.

Area-specific key tag / Area-specific key pouch / Area-specific "twak sak" with beading.

These three designs are intended to give a crafting group instant income and will have motifs from the areas, such as schools, hotels, tourist attractions, geological features, local businesses, etc.

Product range developed for Eastern Cape



APPENDIX 6 : UMZIMVUBU CONTRACT GROWERS AGREEMENT



This agreement should be completed with the assistance of the Agricultural Officer of UMZIMVUBU GOATS or other designated officer of UMZIMVUBU GOATS

AGREEMENT BETWEEN UMZIMVUBU GOATS

(An Agricultural Co-operative registered in the Republic of South Africa)(Registration No:)
(hereinafter "UMZIMVUBU GOATS")

And

AN UMZIMVUBU GOATS PRODUCER

(hereinafter "the Producer")

Title..... Initials..... Surname.....

First name.....

Date of birth/...../.....

Male Female ID Number:

Home telephone (area code) + (number): (.....).....

Cell phone number: (.....)

E-mail address:

Postal address:

Residential address:

Or

AN UMZIMVUBU GOATS PRODUCER CO-OPERATIVE (OR OTHER LEGAL ENTITY)

(hereinafter "the Producer")

Name of Co-operative.....

Registration No:

Vat registration No. (if available):

Names of Board of Directors: ID. No.....

..... ID. No

..... ID. No

..... ID. No

..... ID. No

..... ID. No

..... ID. No

..... ID. No

..... ID. No

..... ID. No

WHEREAS UMZIMVUBU GOATS intends to promote goat farming by carrying on business as a provider of services to Producers of goats and the purchaser thereof from the Producers in the Alfred Nzo, O.R. Tambo and others regions of the RSA;

WHEREAS UMZIMVUBU GOATS intends to ensure traceability, quality and consistency of supply of goats and goat related products to customers of UMZIMVUBU GOATS via this agreement;

WHEREAS UMZIMVUBU GOATS has held out and represented that it has the necessary skills, infrastructure and expertise to perform the services;

AND WHEREAS the parties have reached agreement in regard to the terms regulating their relationship and desire to record the same in writing prior to same becoming effective.

2. PERIOD OF AGREEMENT

This agreement shall be deemed to have commenced on the signature date and may not be terminated prior to 36 months from the signature date (or if he ceases to be a Producer of UMZIMVUBU GOATS due to failing to meet his obligations in terms of this agreement).

3. NATURE AND SCOPE OF AGREEMENT

- 3.1. UMZIMVUBU GOATS shall provide the following services to the Producers and Producer groups in return for a membership fee:**
 - 3.1.1. advise on an on-going basis on the management, breeding and caring of goats;
 - 3.1.2. assist Producers in acquiring proper breeding stock in an endeavour to continually improve the quality of their stock;
 - 3.1.3. assist Producers in producing goats of the required standard as required by UMZIMVUBU GOATS and according to the guidelines and standards as set out in the "Umzimvubu Goat Producers" manual.
 - 3.1.4. ensure an increased, sustained, consistent, reliable and efficient market for the South African goat products;
 - 3.1.5. hold any shares subscribed for by the Producer in UMZIMVUBU GOATS in trust and assist in the collection of any dividends or the sale of such shares;
 - 3.1.6. establish and execute a system of training whereby Producers will be trained in the goat farming industry in an endeavour to improve the effectiveness, quality and profitability of the Producer's farming activities;
 - 3.1.7. advise on the preferred pharmaceutical and feed products to use in the production of goats for delivery to UMZIMVUBU GOATS.
 - 3.1.8. purchase all goats that meet the required standards as set out in UMZIMVUBU GOATS Producer's manual, and which have been pledged to UMZIMVUBU GOATS in the Producer's annual production estimate (Please fill in Section 4. below)
 - 3.1.9. if the Producer meets his annual production estimate target, he shall be paid a bonus equal to 2% of his total sales to UMZIMVUBU GOATS within 30 days of the financial year end of UMZIMVUBU GOATS. If the Producer fails to meet his target he will cease to be a Producer of UMZIMVUBU GOATS henceforth.
 - 3.1.10. assist "Emerging Farmers" with the establishment of "Regional Co-operatives" and assist in completing and submitting the necessary forms to the relevant authority.
- 3.2. The Producer has the following obligations to UMZIMVUBU GOATS;**
 - 3.2.1. Submit an annual production estimate, indicating the number of goats (of the required quality), and the production period during which the Producer pledges to sell goats to UMZIMVUBU GOATS, in writing, no later than 2 months prior to the end of the year before the year in respect of which the estimate is made, to UMZIMVUBU GOATS (Please fill in section 4. below);
 - 3.2.2. Sell the pledged number of goats, during the agreed production period, to UMZIMVUBU GOATS at the selling price that shall be determined by UMZIMVUBU GOATS on a quarterly basis, as determined by the ruling international market price of goats (the selling price will be paid within a maximum period of 7 working days of the delivery and slaughter of the animals concerned at UMZIMVUBU GOATS facility in Mount Ayliff);
 - 3.2.3. to apply the recommended record keeping system in his goat production operation as stipulated in UMZIMVUBU GOATS Producer's Manual
 - 3.2.4. to produce goats of the quality as specified in UMZIMVUBU GOATS Producer's Manual
- 3.3. UMZIMVUBU GOATS shall establish Regional Co-operatives that shall:**
 - 3.3.1. plan and inform Producers of delivery dates and places for the collection of their livestock for marketing to UMZIMVUBU GOATS;
 - 3.3.2. act as agents for UMZIMVUBU GOATS for the purchase of the livestock;
 - 3.3.3. arrange for the transport of the animals to UMZIMVUBU GOATS abattoir;
 - 3.3.4. ensure the traceability, quality and consistency of supply to UMZIMVUBU GOATS and UMZIMVUBU GOATS' customers and consumers of goat products.
 - 3.3.5. also sign and abide by the rules and conditions of this agreement with UMZIMVUBU GOATS

4. Annual production Estimate: Goats to be sold to UMZIMVUBU GOATS

How many goats of the required quality (as set out in UMZIMVUBU GOATS Producer's Manual) will you undertake to sell to UMZIMVUBU GOATS per year?.....(in words.....)

How many times will these animals be delivered during the year? (in words.....)

During which months will these animals be delivered during the year?

- | | | |
|---|--|---|
| <input type="checkbox"/> January. Number of goats | <input type="checkbox"/> February. Number of goats | <input type="checkbox"/> March. Number of goats |
| <input type="checkbox"/> April. Number of goats | <input type="checkbox"/> May. Number of goats | <input type="checkbox"/> June. Number of goats |
| <input type="checkbox"/> July. Number of goats | <input type="checkbox"/> August. Number of goats | <input type="checkbox"/> September. Number of goats |
| <input type="checkbox"/> October. Number of goats | <input type="checkbox"/> November. Number of goats | <input type="checkbox"/> December. Number of goats |

5. Into which account should your payment be deposited within 7 working days?

Name of bank Branch

Type of bank account: Current/cheque..... Savings

Account number How long at current bank
 (For purposes of accuracy an original or copy of a bank statement can be attached)

6. Shareholding

As a Producer of UMZIMVUBU GOATS, I would like to exercise the option to become a shareholder in UMZIMVUBU GOATS

Yes (Fill in Shareholders Application form)

No

7. INTERPRETATION

7.1 In this Agreement –

7.1.1 clause headings are for convenience only and are not to be used in its interpretation;

7.1.2 an expression which denotes –

7.1.2.1 any gender includes the other genders;

7.1.2.2 a natural person includes a juristic person and vice versa;

7.1.2.3 the singular includes the plural and vice versa; and

7.2 unless the context indicates a contrary intention, the following words and expressions bear the meaning assigned to them and cognate expressions bear corresponding meaning –

7.2.1 Act – The Companies Act, 1973 (Act 61 of 1973), as amended;

7.2.2 Board - the board of directors of UMZIMVUBU GOATS;

7.2.3 Business Day - Any day other than a Saturday, Sunday or official public holiday in South Africa;

7.2.4 Documents Of Title - Share certificates or any other documents of title in respect of UMZIMVUBU GOATS shares;

7.2.5 Emerging Farmers - Those farmers, who were previously unable to operate on a commercially viable basis due to lack of financial resources and training;

7.2.6 Issued share capital - The issued shares of UMZIMVUBU GOATS;

7.2.7 UMZIMVUBU GOATS - UMZIMVUBU GOATS Agricultural Co-operative (Registration number) an Agricultural Co-operative registered in the RSA;

7.2.8 Parties - The current and any subsequent parties to this agreement;

7.2.9 Producers - Producers of goats;

7.2.10 RSA - The Republic of South Africa;

7.2.11 Services - The services to be supplied by UMZIMVUBU GOATS to the Producer in terms of this agreement;

7.2.12 Signature Date - The date of signature to this agreement;

7.3 Any substantive provision conferring rights or imposing obligations on any party in the interpretation clause shall be given effect as if it were a substantive provision in the body of the Agreement.

7.4 Words and expressions defined in any clause shall, unless the application of any such word or expression is specifically limited to that clause, bear the meaning assigned to such word or expression throughout this Agreement.

7.5 Reference to months or years shall be construed as calendar months or years.

7.6 No provision herein shall be construed against or interpreted to the disadvantage of any party by reason of such party having or being deemed to have structured or drafted such provision.

7.7 The *ejusdem generis* rule shall not apply and whenever the term "including" is used followed by specific examples, such examples shall not be construed so as to limit the meaning of that term.

7.8 Unless specifically otherwise provided, any number of days prescribed shall be determined by excluding the first and including the last day or, where the last day falls on a non-Business Day, the next succeeding Business Day.

7.9 A reference to any statutory enactment shall be construed as a reference to that enactment as at the Signature Date and as amended or re-enacted from time to time.

7.10 In this Agreement the word "Agreement" refers to this Agreement and the words "clause" or "clauses" refer to clauses of this Agreement.

8. PRIOR ARRANGEMENTS, AGREEMENTS, UNDERSTANDINGS

8.1 This agreement is intended to cancel any prior arrangements, agreement or understanding of any nature whatsoever that may exist between one or more or all of the parties in regard to any aspect, matter or thing referred to herein.

8.2 This agreement shall novate any prior arrangements, agreements or understanding (if any).

9. WHOLE AGREEMENT

9.1 This agreement contains the entire agreement between the parties and no warranties or representations of any nature whatever other than as set out in this agreement have been given by the parties.

9.2 There are no other terms, conditions, undertakings, promises or warranties of any nature whatsoever regulating the parties' relationship in regard to the matters referred to or contained in this agreement.

9.3 There are no collateral agreements between the parties in regard to the matters contained in or referred to in this agreement, nor any understandings or assurances, promises or inducements of any nature whatsoever, given by the parties or any other person which motivated the parties, directly, indirectly or otherwise, to sign this document, and assume the obligations and undertakings herein.

10. PROTECTION OF SPECIFIC INTERESTS

10.1 All information obtained by UMZIMVUBU GOATS and/or the Producer during the period of this agreement shall be treated in the strictest confidence.

10.2 The Producer shall not disclose or divulge to any person of the business, financial affairs, dealings, secrets, accounts or other information whatsoever having regard or reference to the business or affairs of UMZIMVUBU GOATS other than to further and extend the business and the interest of UMZIMVUBU GOATS;

10.3 The Producer shall not disclose any written instructions, drawings, notes, memoranda or records relating to any business, commercial or other dealings with UMZIMVUBU GOATS and trade secrets of UMZIMVUBU GOATS or any information (confidential or otherwise) of UMZIMVUBU GOATS, or any Company with which UMZIMVUBU GOATS may be associated, which are made, executed, devised or drawn, or which comes into the possession of the Producer

during the period of this agreement, which shall be deemed to be the property of UMZIMVUBU GOATS and shall be surrendered to UMZIMVUBU GOATS on demand.

11. INTELLECTUAL PROPERTY RIGHTS

11.1 Each party will retain its own intellectual property rights, save that it is recorded that any intellectual rights arising, either directly or indirectly, from UMZIMVUBU GOATS conducting its business in the performance of its duties in terms of this agreement will be owned by UMZIMVUBU GOATS.

12. BREACH

12.1 Should any party breach or otherwise be in default of any of its obligations under or in terms of this agreement (hereinafter "the defaulting party"), and fail to remedy such breach within 20 (twenty) days after receiving written notice from any other party (hereinafter "the aggrieved party") requiring the defaulting party to do so, then the aggrieved party shall be entitled to claim specific performance of all the defaulting parties obligations, whether or not due for performance, in either event without prejudice to the aggrieved party's right to claim damages.

13. AMENDMENT OR CANCELLATION

13.1 Any agreement to amend the terms hereof, or to cancel this agreement, or the cancellation hereof by mutual consent, shall be of no force or effect unless reduced to writing and signed by all the parties.

14.1 The parties choose *domicilium citandi et executandi* ("hereinafter *domicilium*") for all purposes arising from or pursuant to this agreement as follows:

UMZIMVUBU GOATS: C/O Alfred Nzo District Municipality, Private Bag X 511, Mount Ayliff, 4735.

The Producer: Fax

No.....

14.2 Each of the parties shall be entitled, from time to time by written notice to the others, to vary its *domicilium* to any other address which is not a post
restate or post office box.

14.3 Any notice posted or sent by the following methods to the addressee's *domicilium* shall be presumed to have been received as follows:

- by prepaid registered post - on the 10th (tenth) business day after the date of posting;
- by facsimile - on the date of transmission;
- by hand - on the date of delivery.

14. APPLICABLE LAW AND JURISDICTION

This agreement and the relationship between the parties hereto shall be regulated entirely by the laws of the Republic of South Africa and, in the event of a dispute, the parties hereto consent to the jurisdiction of any Magistrates Court.

15. GENERAL

No relaxation or indulgence which any party ("the grantor") may grant to any of the others ("the grantee") shall constitute a waiver of any of the rights of the grantor, who shall not thereby be precluded from exercising any rights against the grantee which may have arisen in the past or which might arise in the future.

16. COSTS

The costs of drafting and executing this agreement shall be borne by UMZIMVUBU GOATS.

By applying to become a Producer of UMZIMVUBU GOATS I agree to abide by the Agreement with UMZIMVUBU GOATS and that this Agreement has been explained to me and understood by me. I understand that I will be obliged to pay a membership fee of R 1 200 to become an UMZIMVUBU GOATS PRODUCER (for Co-operative members) or a R200 membership fee (for individual members). An annual subscription fee of R 600 must be paid by Co-operative Members every year thereafter (or R 100 for individual members). I undertake to pay my annual subscription fee to UMZIMVUBU GOATS as and when required.

I certify that the bank details for payment to me from UMZIMVUBU GOATS as furnished by me are correct and I authorise UMZIMVUBU GOATS to make direct payment into my account for goats, cashmere or skins, as sold by me to them, within 7 working days after receipt of the stock, as indicated on the invoice of which I retain a verifiable copy. If these bank details have not been provided accurately, or if the details change at any time in the future, and I fail to notify UMZIMVUBU GOATS of such changes, then UMZIMVUBU GOATS will not be held responsible for any bank charges or other obligations to retrieve and resend the payment to the correct account.

THUS DONE AND SIGNED AT _____ ON THIS THE ___ DAY OF _____
200__.

AS WITNESSES:

- 1. _____
- 2. _____

For and on behalf of UMZIMVUBU GOATS (duly
authorised)

THUS DONE AND SIGNED AT _____ ON THIS THE ___ DAY OF _____
200__.

AS WITNESSES:

1. _____
2. _____

For and on behalf of **PRODUCER OR CHAIRMAN
OF PRODUCER GROUP**
(duly authorised)

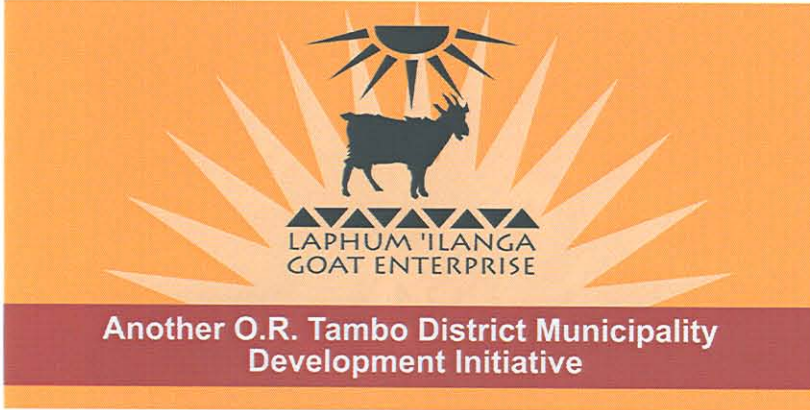
If the signatory is an Agricultural Co-operative or other legal entity, all Members of the Board of Directors of this group must sign below (For purposes of accuracy please attach copies of all members ID documents to this agreement).

- Applicants signature Date
- Applicants signature Date
- Applicants signature Date
- Applicants signature Date
- Applicants signature Date
- Applicants signature Date
- Applicants signature Date
- Applicants signature Date
- Applicants signature Date
- Applicants signature Date
- Applicants signature Date

(All signatories and witnesses to this agreement must paraphrase each page of this agreement).

APPENDIX 7 : BRANDING OF LAPHUM'ILANGA GOATS AND THE KALAHARI KID CORPORATION

Logo of the Laphum'ilanga Goat Enterprise



Logo of the Kalahari Kid Corporation



Alternatively Superior

Kalahari Kid's exports make the press

