Continuous improvement: Ideas, best practice and innovation

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Introduction

- Purpose and processes of SAGIS

- SAGIS – Last two years

- GSI / Agricultural business' interaction

- Main challenges and how GSI can help

- New or alternative analysis and services

SAGIS' main purpose:

- Gathering
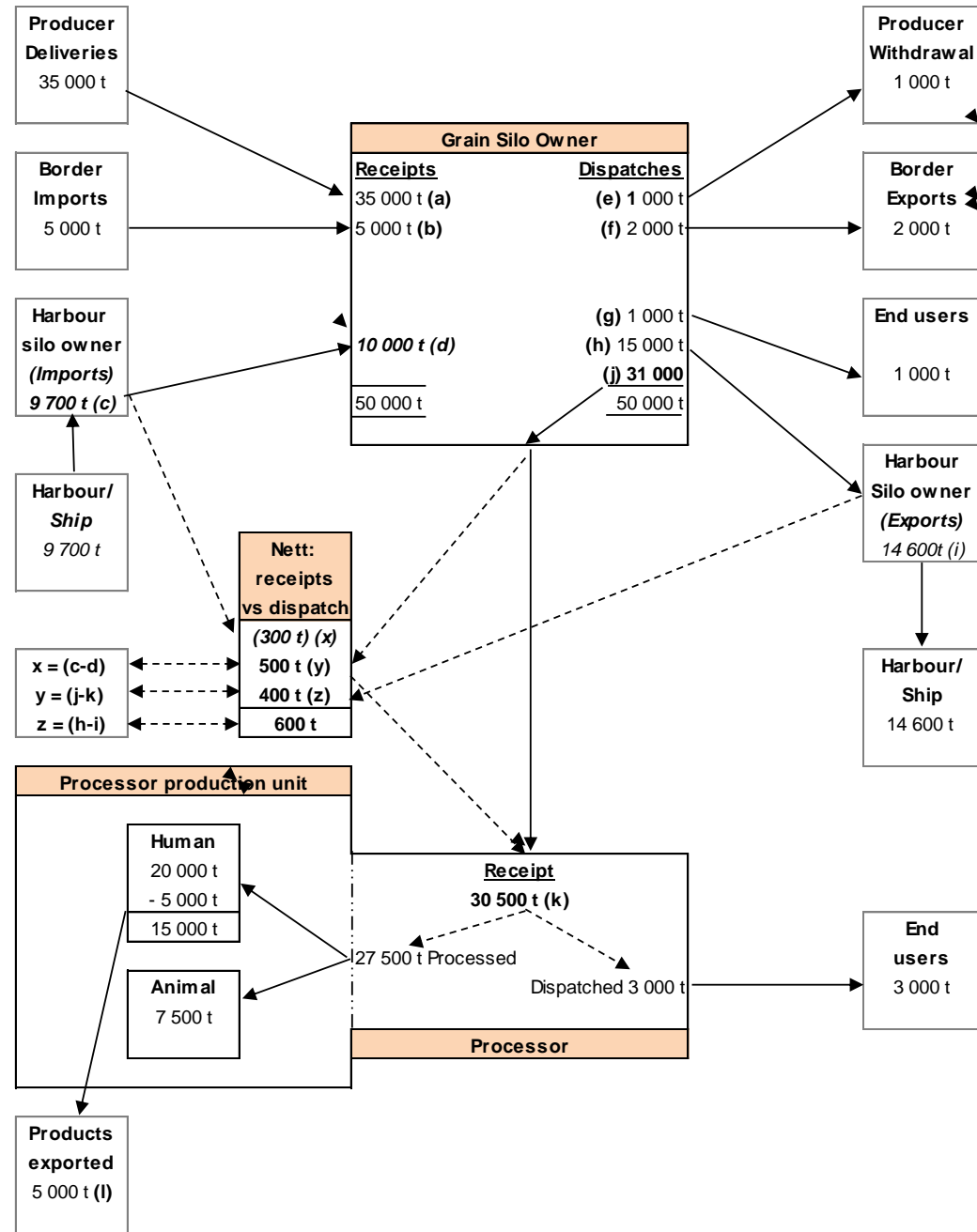- Processing
- Analysing
- Timeous distribution

Capturing & Processing

Data processing e.g. Dispatches and receipts

Movement of Whole grain as declared on Returns

(a) Producer deliveries direct from farms

(b) Receipts direct from RSA border posts

(c) Delivered at harbour premises direct from the ship
   (declared by Harbour silo Owner / Portnet) = imports

(d) Receipts from RSA harbours

(e) Withdrawel from producers

(f) Whole grain dispatched to border posts

(g) Released to end-consumers

(h) Dispatched to RSA harbours

(i) Wholegrain released from harbour premises to ship
   (declared by Harbour silo Owner / Portnet) = exports

(j) Dispatched to other RSA premises

(k) Receipts from other RSA premises

(l) Products produced in RSA exported (declared by the
   processor)

Producer Deliveries 35 000 t

Border Imports 5 000 t

Harbour silo owner (Imports) 9 700 t (c)

Harbour/ Ship 9 700 t

Grain Silo Owner

Receipts	Dispatches
35 000 t (a)	(e) 1 000 t
5 000 t (b)	(f) 2 000 t
	(g) 1 000 t
10 000 t (d)	(h) 15 000 t
	(j) 31 000
50 000 t	50 000 t

Producer Withdrawal 1 000 t

Border Exports 2 000 t

End users 1 000 t

Harbour Silo owner (Exports) 14 600t (i)

Harbour/ Ship 14 600 t

Nett: receipts vs dispatch

(300 t) (x)

x = (c-d)	500 t (y)
y = (j-k)	400 t (z)
z = (h-i)	600 t

Processor production unit

Human
20 000 t
- 5 000 t
15 000 t

Animal
7 500 t

Receipt
30 500 t (k)

27 500 t Processed

Dispatched 3 000 t

Processor

End users 3 000 t

Products exported 5 000 t (l)

# What and how SAGIS gathers and distributes info

- Opening stock
- Acquisition
  - Local
    - Producers
    - Other role players
  - Imports
- Dispatches
  - Locally
  - Exports
- Process
  - For local use
  - For exports
- Ending stock

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Changes during the last two years

✓ SAGIS' monthly system has been upgraded

✓ SAGIS' weekly system has been automated

✓ Upgrading of SARS information system

✓ Attempts to 'package' standard information more user-friendly

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SAGIS' monthly system has been upgraded

- Old system was not compatible with new Windows version.
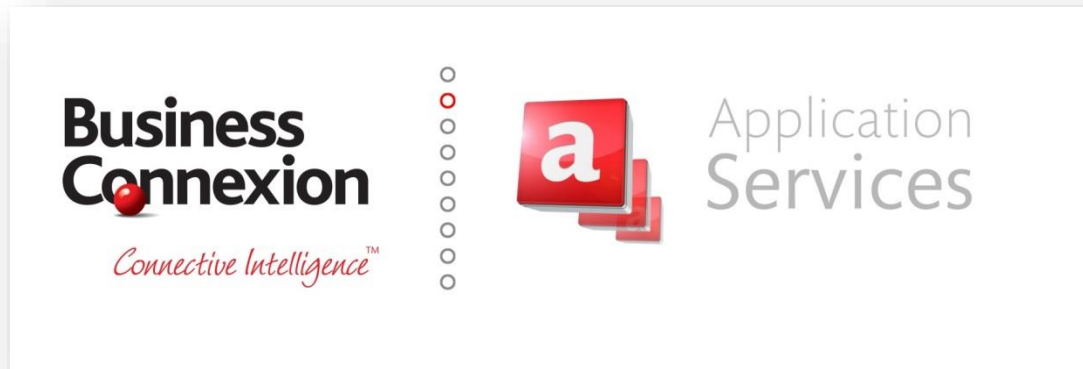
Upgrading of weekly information

- Returns are now – just as monthly information – automatically imported and processed.

Upgrading of SARS information system

- Technical and financial aspects prevented that SARS info system was not automated.
- SAGIS developed its own more user friendly system.

Benefits of new development

- Three temporary positions were terminated.
- Two permanent positions were consolidated.
- Less human errors.
- Compatible with other IT programs.

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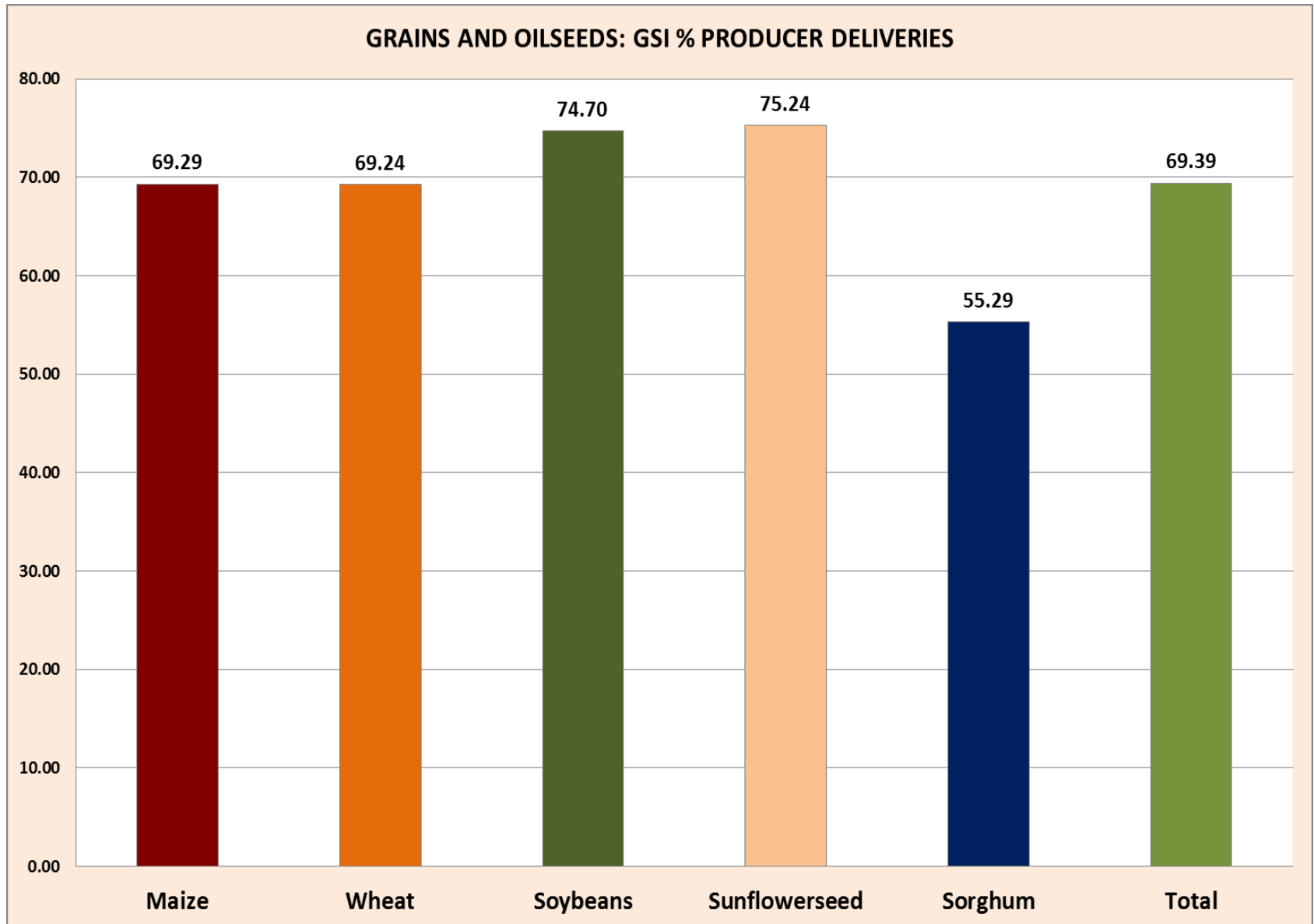# GSI / Agricultural business' share / interaction
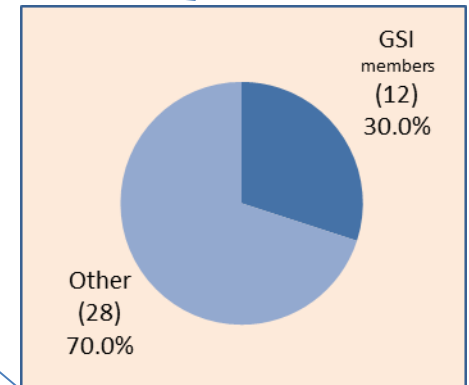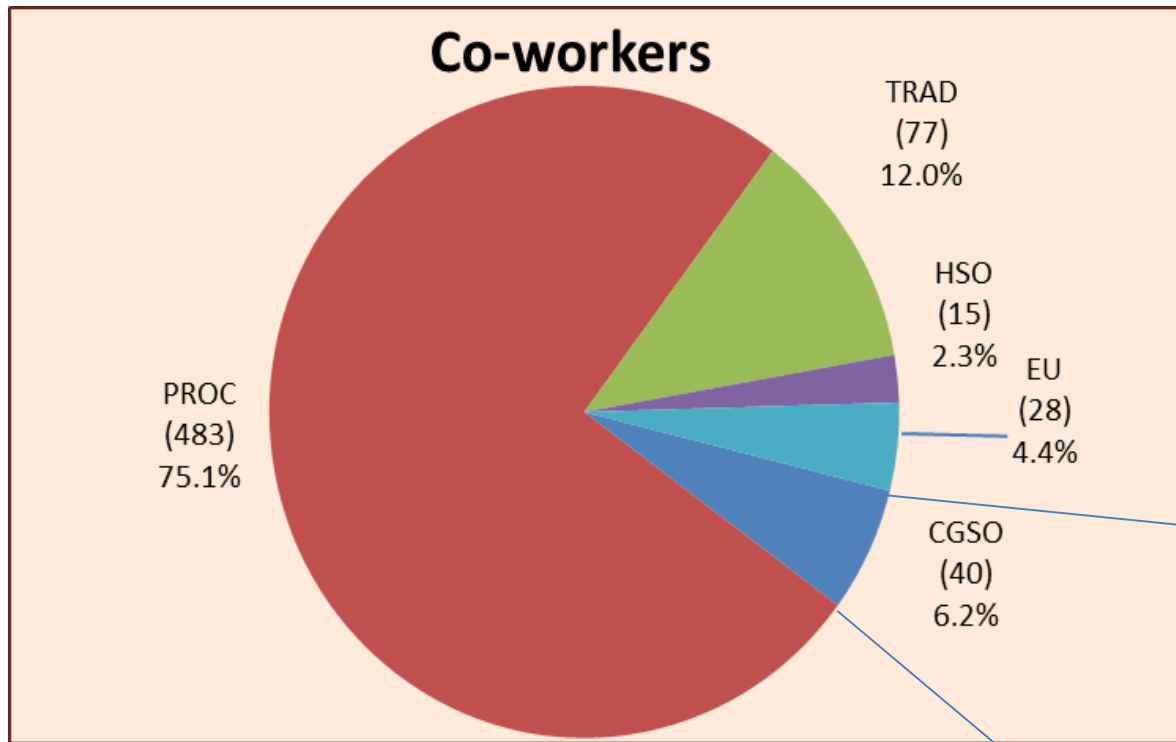
Co-workers	
Commercial Grain Silo Owners	CGSO
Processors	Proc
Traders	Trad
Harbour Silo Owners	HSO
End users	EU

GSI / Agricultural business' share / interaction

% Share of GSI members in RSA grain movements (3 year average)

	Maize	Wheat	Soybeans	Sunflower-seed	Sorghum
Opening stocks	78.87	57.09	70.27	86.1	40.97
Producer deliveries	69.29	69.24	74.7	75.24	55.29
Processing					
- Animal	0.81	0	4.37	0	0
- Human	0.98	0	0.02	0	0
Gristing	9.17	0	0	0	0

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Percentage producer deliveries

GRAINS AND OILSEEDS: GSI % PRODUCER DELIVERIES

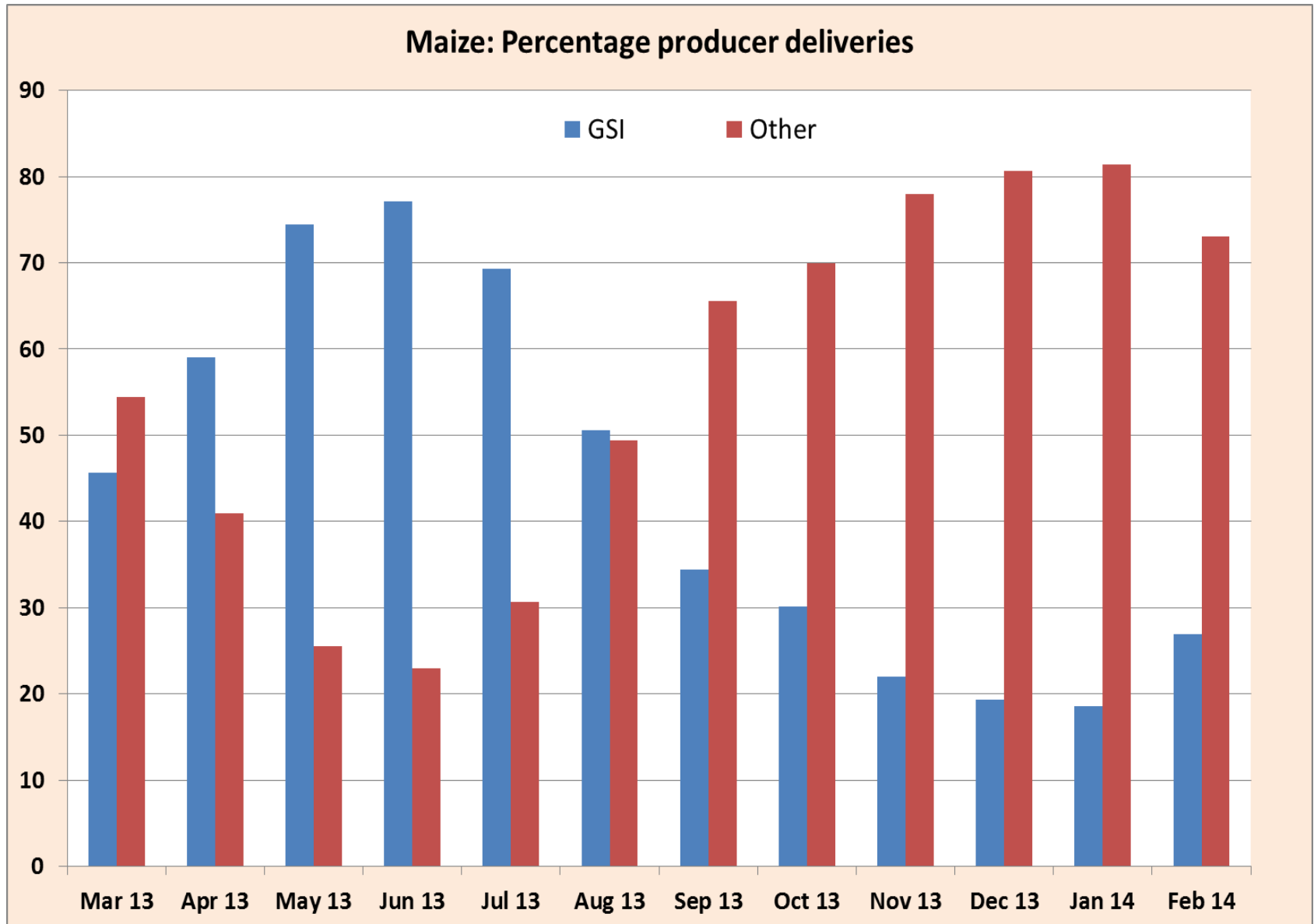| Maize	Wheat	Soybeans	Sunflowerseed	Sorghum	Total
69.29	69.24	74.70	75.24	55.29	69.39

Maize: Tonnage producer deliveries
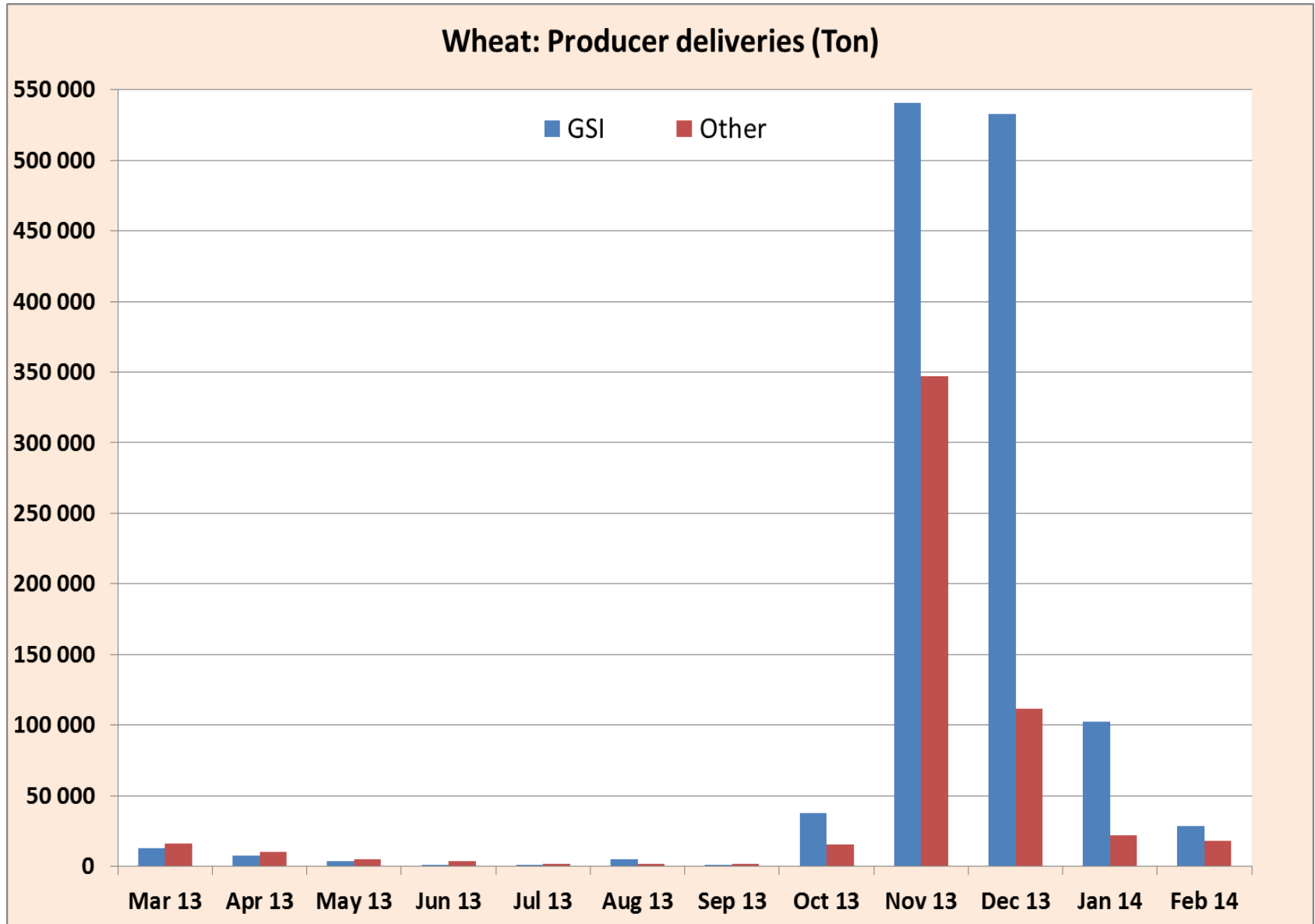

Maize: Producer Deliveries (Ton)

Maize: Percentage producer deliveries
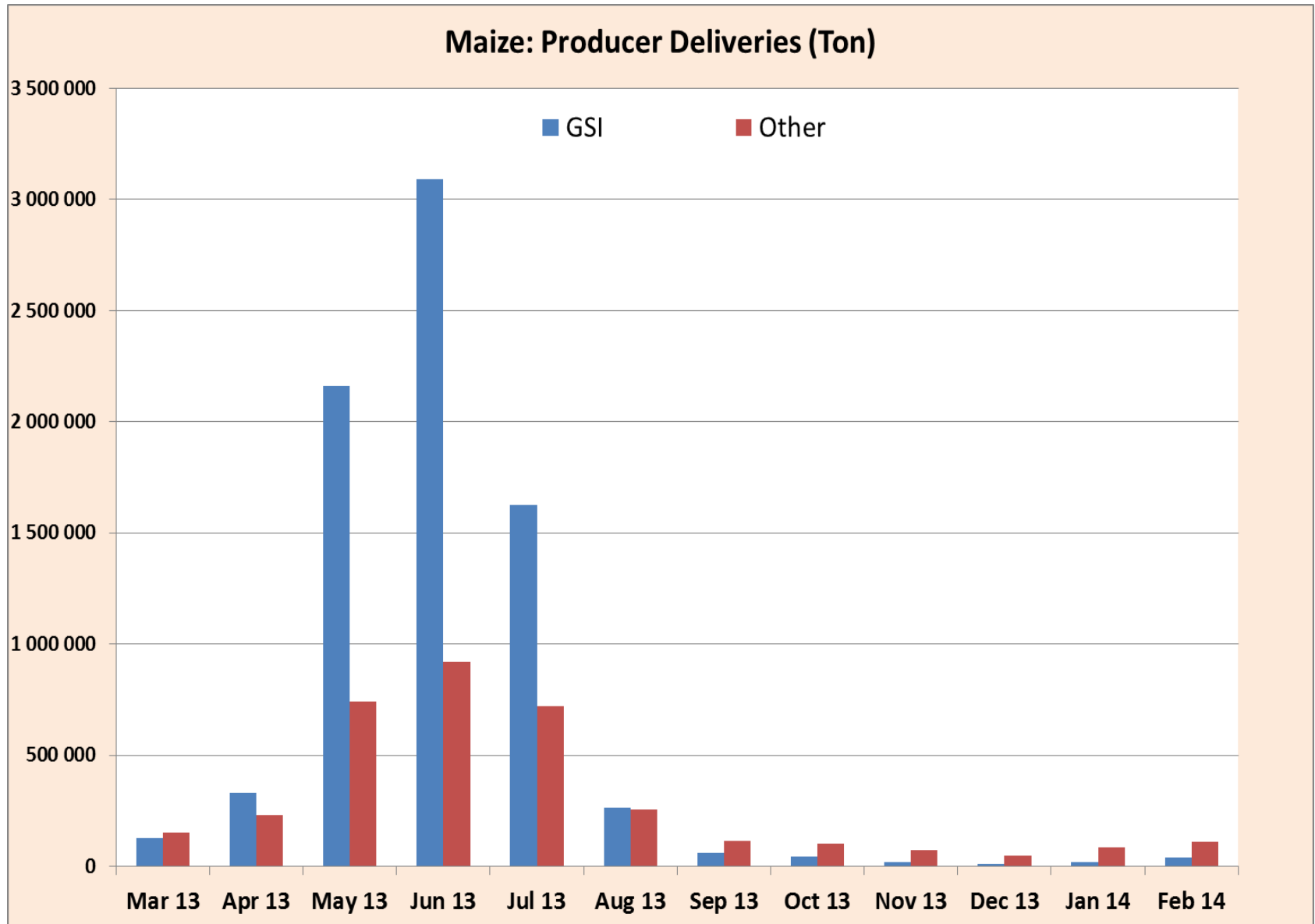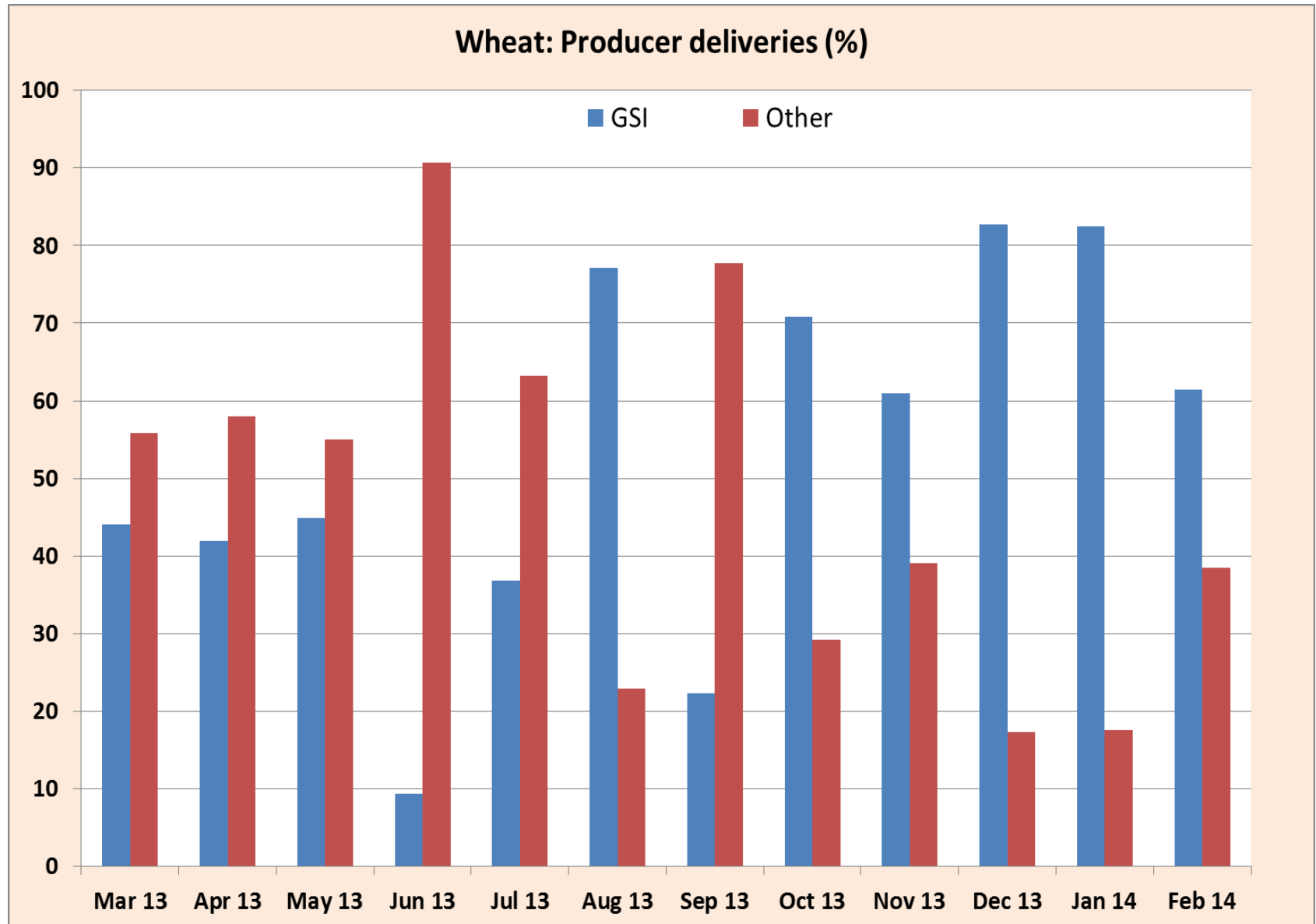

Maize: Percentage producer deliveries
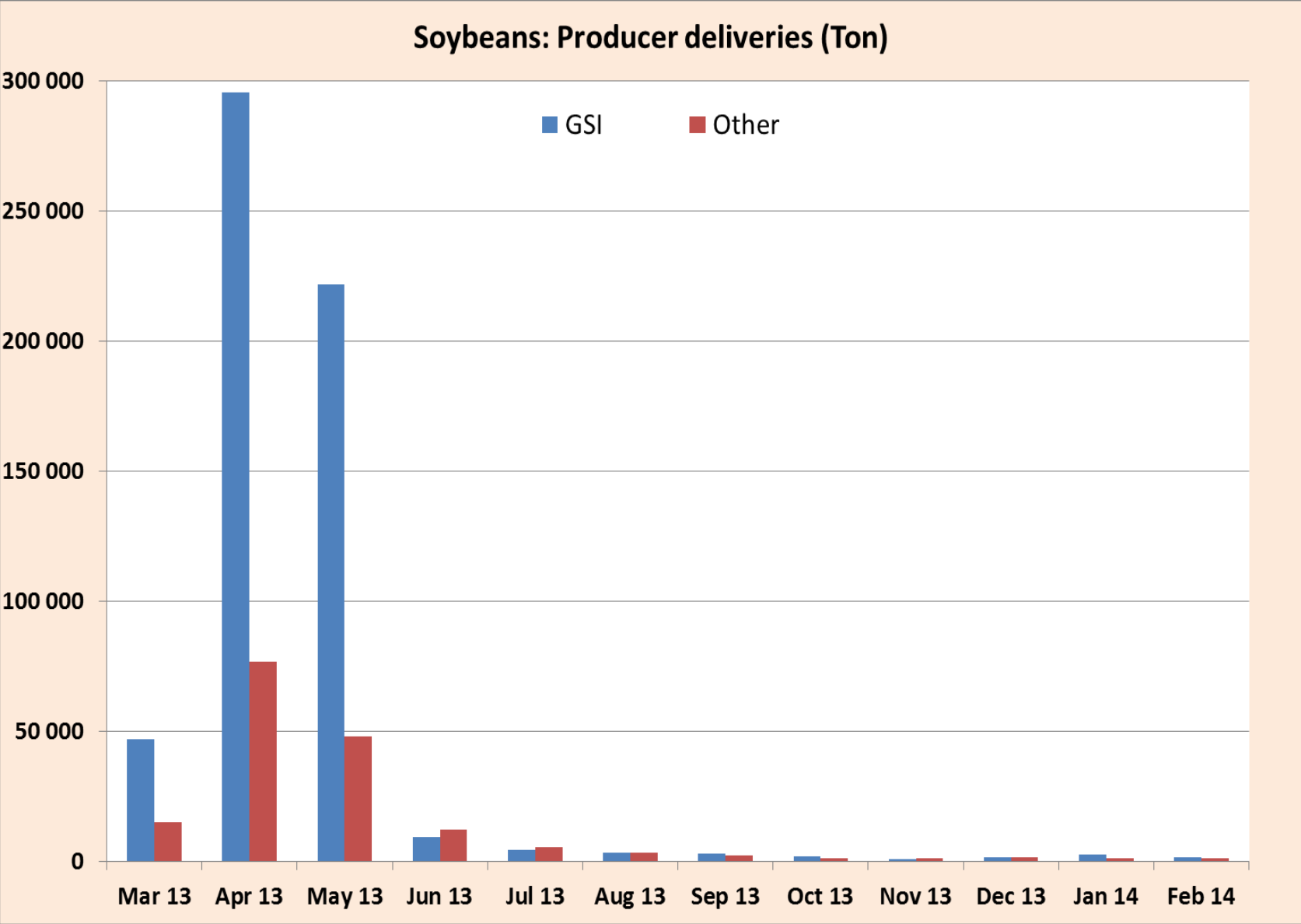
Wheat: Tonnage producer deliveries

Wheat: Producer deliveries (Ton)

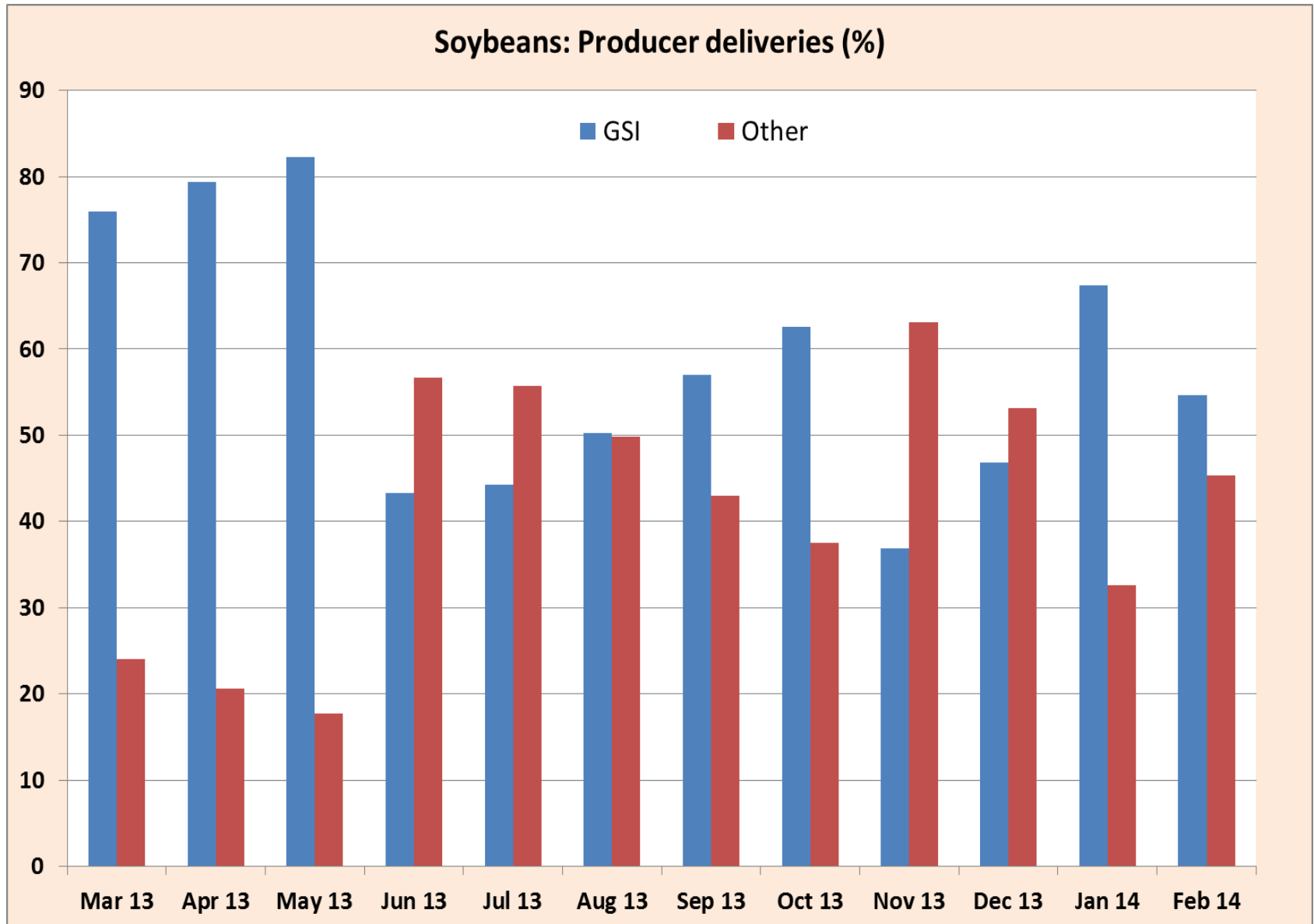# Wheat: Percentage producer deliveries

Soybeans: Tonnage producer deliveries
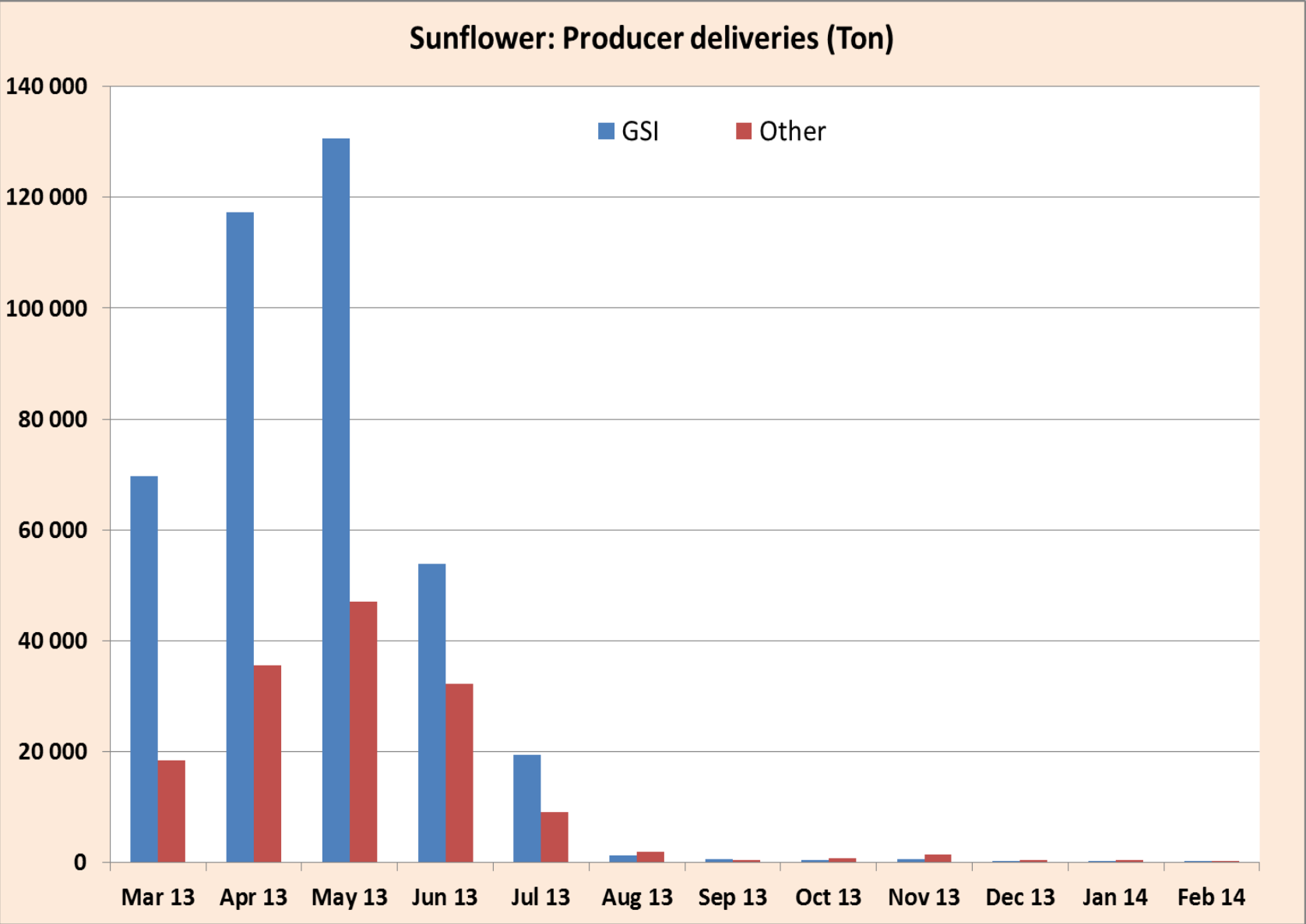

Soybeans: Producer deliveries (Ton)
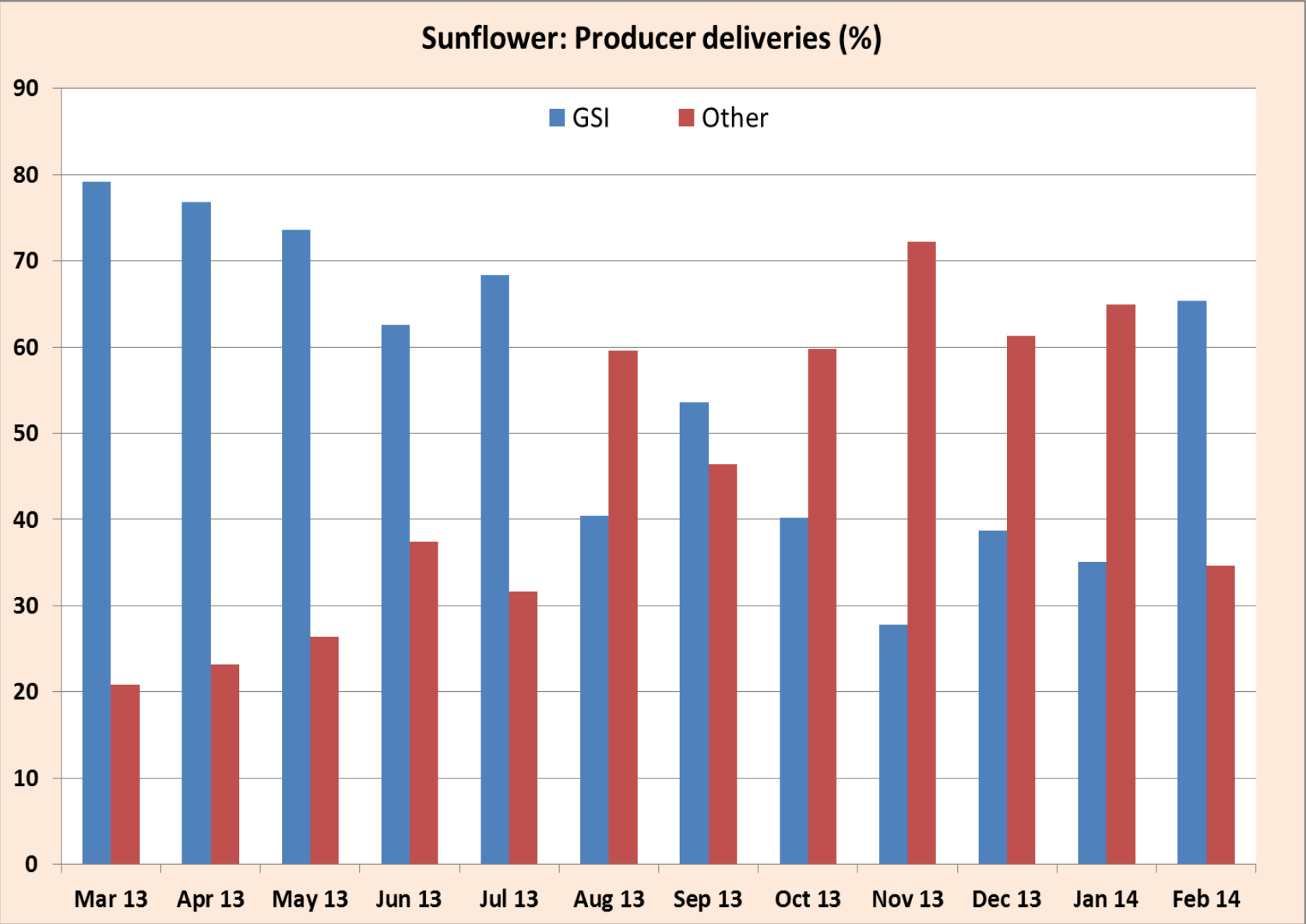
Soybeans: Percentage producer deliveries
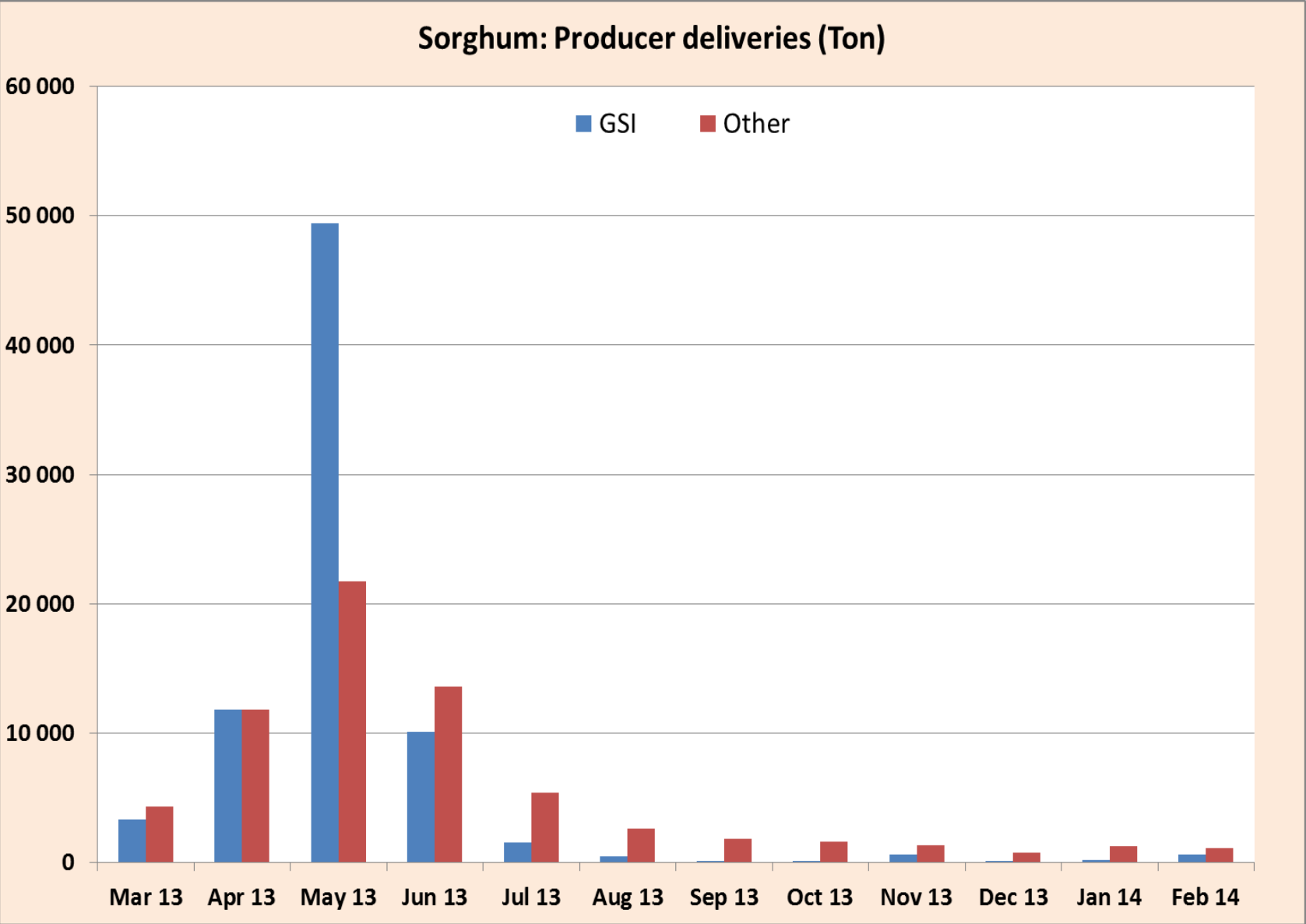

Soybeans: Producer deliveries (%)

Sunflower: Tonnage producer deliveries

Sunflower: Percentage producer deliveries

Sunflower: Producer deliveries (%)

Sorghum: Tonnage producer deliveries

Sorghum: Producer deliveries (Ton)

Sorghum: Percentage producer deliveries

Sorghum: Producer deliveries (%)
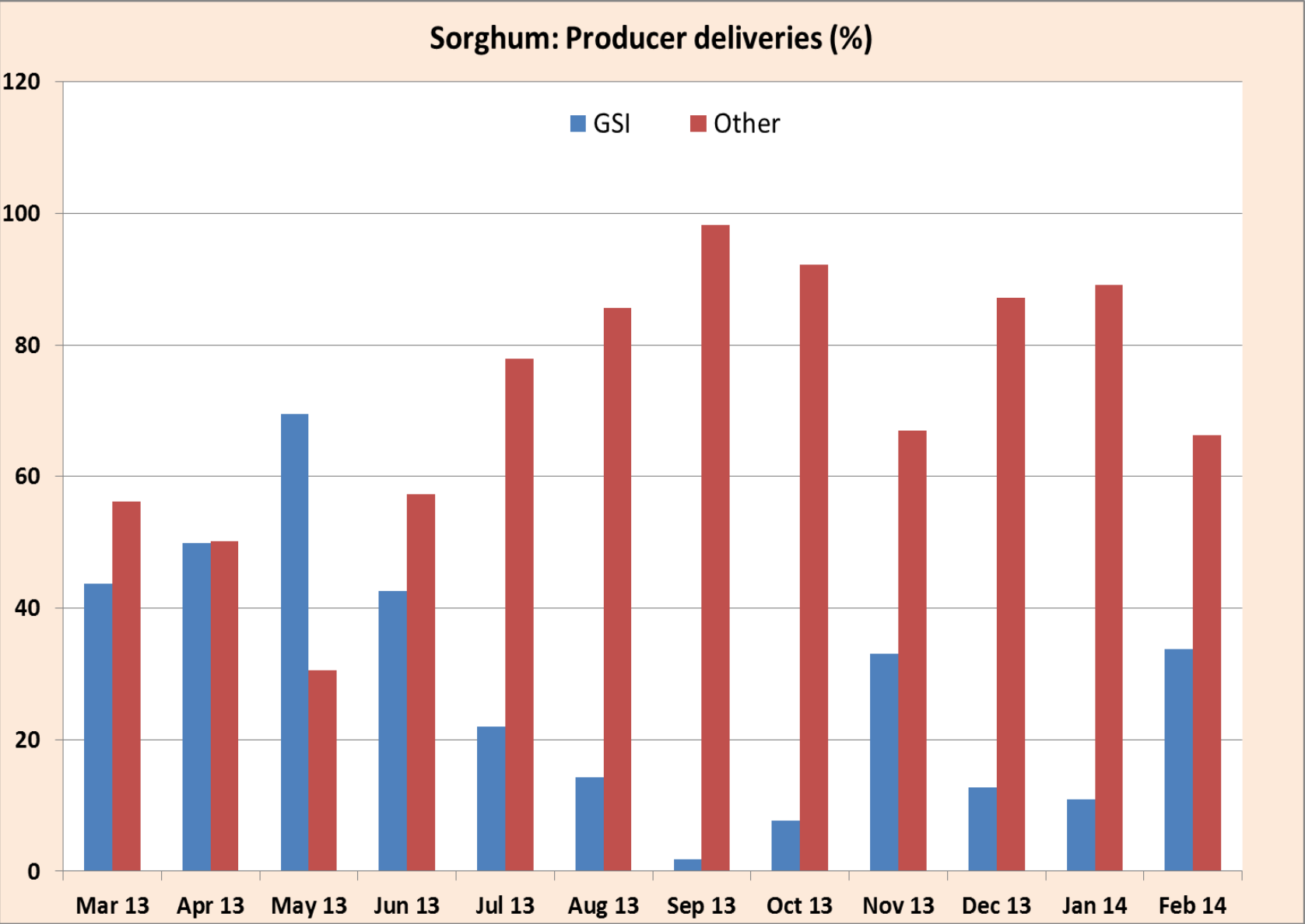
Main challenges SAGIS has to deal with and how GSI can help

- Duplication of producer deliveries (Agricultural businesses, traders & processors).
- Late submitting of mandatory returns.
- Late submitting or not submitting of non-mandatory returns (Producer deliveries).
- Reporting of wrong information on returns – verifying not possible without inspection – especially processing.

- Perception at SAGIS is that returns are done at a very low level and not checked by senior personnel.

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New or alternative analysis and services

- Board of Directors of SAGIS has up until now not been very keen to take on new projects. It is however believed that SAGIS can add more value:

  - Independent verification (as third party) of info with permission of the co-workers, e.g. SAFEX Silo registrations.
  - Info for decision making with regards to business development in regional context.
  - Ad hoc requests. On a pay per project basis - surveys on behalf of industry role players on e.g. Share of black farmers with regard to producer deliveries.

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Thank you