



**higher education
& training**

Department:
Higher Education and Training
REPUBLIC OF SOUTH AFRICA

MARKING GUIDELINE

NATIONAL CERTIFICATE (VOCATIONAL)

**AGRIBUSINESS
NQF LEVEL 3**

XX February 2020

This marking guideline consists of 6 pages.

SECTION A**QUESTION 1**

1.1	1.1.1	B		
	1.1.2	C		
	1.1.3	A		
	1.1.4	D		
	1.1.5	B		
	1.1.6	A		
	1.1.7	C		
	1.1.8	D		
	1.1.9	A		
	1.1.10	B		
			(10 × 1)	(10)
1.2	1.2.1	Mortgage loan		
	1.2.2	Viability		
	1.2.3	Population		
	1.2.4	Telecommunication		
	1.2.5	Residue		
	1.2.6	Stratify		
	1.2.7	Maintenance		
	1.2.8	Retailers		
	1.2.9	Distribution		
	1.2.10	Processors		
			(10 × 1)	(10)
1.3	1.3.1	E		
	1.3.2	F		
	1.3.3	B		
	1.3.4	C		
	1.3.5	D		
	1.3.6	K		
	1.3.7	A		
	1.3.8	L		
	1.3.9	G		
	1.3.10	I		
			(10 × 1)	(10)
1.4	1.4.1	False		
	1.4.2	False		
	1.4.3	True		
	1.4.4	False		
	1.4.5	False		
			(5 × 1)	(5)
				[35]

TOTAL SECTION A: 35

SECTION B**QUESTION 2**

- 2.1
- Monitoring
 - Counting
 - Measuring
 - Sampling
 - Recording
 - Scouting
- (Any 4 × 1) (4)
- 2.2
- Stratified
 - Cluster
 - Random
 - Systematic
 - Quota
- (Any 4 × 1) (4)
- 2.3
- Electronic sensors
 - Moisture probes
 - Tensio meter
- (3)
- 2.4
- 2.4.1
- Recording of stock issued and received
 - Counting
 - Reading of information on labels
- (Any 2 × 1) (2)
- 2.4.2
- Keep an inventory/record of all tools
 - Record all tools given out
 - Record who is using which tools, when issued and when returned
 - Store tools correctly in the same place
 - Tool store should be locked
 - One person should be in charge of the tool store
- (Any 5 × 1) (5)
- 2.5
- 2.5.1
- What customer wants
 - Whether your service is needed
 - What people are prepared to pay for the service
 - Whether there is competition
- (Any 3 × 1) (3)
- 2.5.2
- Income = R76 × 2 × 2✓
= R304,00✓✓ (3)
- 2.6
- Introduction
 - Information about planning
 - Details about data collection
 - How the collected data were organised
 - Interpreting and analysing the data
 - Conclusion and suggestions
- (6)

[30]

QUESTION 3

3.1	3.1.1	Fixed		
	3.1.2	Variable		
	3.1.3	Variable		
	3.1.4	Fixed		
	3.1.5	Fixed		
	3.1.6	Fixed		
	3.1.7	Variable		
	3.1.8	Variable		
	3.1.9	Fixed		
	3.1.10	Variable	(10 × 1)	(10)
3.2	3.2.1	B		
	3.2.2	D		
	3.2.3	A		
	3.2.4	C	(4 × 1)	(4)
3.3	3.3.1	<ul style="list-style-type: none"> • Crop control: pest and diseases control • Finances: income and expenditure, budget • Livestock production: pest and disease control • Record keeping: finances, labour, machinery • Land: land preparation • Environment: conservation • Harvest and post-harvest: transportation • Marketing: grading, sorting, pricing, selling • Maintenance: maintaining farm infrastructure 		(9)
	3.3.2	<ul style="list-style-type: none"> • Climate changes: lack of rainfall or insufficient water for irrigation • Labour relations: national strike • Market demand and supply: change in demand causes change in supply • Pests and diseases: outbreaks of pests • Financial changes: change in interest rates or more income generated • Rules and regulations: law changes 		(12)
				[35]

QUESTION 4

- 4.1
- Drought, commodity price changes, marriage breakdown and government politics
 - Farmer's equity in the farm business
 - Farmer's cash flow
 - Environmental factors such as an increase in salinity or loss of soil structure
 - Farmer's management skills (5)
- 4.2
- Fixed costs do not change as a result of the level of production or the number of items produced.
 - Variable costs change depending on the level of production. (2 + 2) (4)
- 4.3
- Grading and standardisation
 - Processing and packaging
 - Assembling
 - Storage
 - Transporting and handling (5)
- 4.4 ESKOM (1)
- 4.5
- Meeting loan repayments
 - Tax paid on time
 - Payment of expected or unexpected costs
 - Making reinvestments (4)
- 4.6
- Preventing crime
 - Acting as windbreaks
 - Stopping people from creating footpaths
 - Stopping free movement of animals
 - Stopping farm animals from mixing with wild animals
 - Controlling diseases by separating animals into camps (Any 6 × 1) (6)
- [25]**

5.1	5.1.1	$\text{ROI} = \frac{\text{Total income} - \text{Total costs}}{\text{Total costs}} \times 100\%$ $= \frac{\text{R60 000} - \text{R40 000}}{\text{R40 000}} \times 100\%$ $= \frac{\text{R20 000}}{\text{R40 000}} \times 100\%$ $= 50\%$	(5)
	5.1.2	<ul style="list-style-type: none"> • Positive return rate • The farmer has earned almost half of what he invested. 	(2)
	5.1.3	<ul style="list-style-type: none"> • Government rules and regulations about taxes, VAT and foreign exchange • Customs rules and regulations controlling tariffs and duties • Quotas and licences • Transport rules and regulations affecting packaging, labelling and transporting crop and animal products • Import and export controls affecting spread of diseases, labelling of products and clearance certificates • International rules and regulations regarding standards, quality, endangered plants and animals and banned goods 	(Any 5 × 1) (5)
	5.1.4	<ul style="list-style-type: none"> • Supply and demand levels • Access to national and international markets • Profit margins 	(3)
5.2		<ul style="list-style-type: none"> • Cash outflow – Expenses/Expenditures (payments) • Cash inflow – Money coming into the business (income) 	(2)
5.3		To determine whether the business is making a loss or a profit.	(2)
5.4		<ul style="list-style-type: none"> • Monitoring and controlling pests • Fixing leaking roofs • Removing weeds • Fixing and filling cracks in walls and floors • Fixing doors, locks and gates • Panting wooden and metal surfaces • Replacing parts/Minor parts • Greasing and oiling 	(Any 6 × 1) (6)

[25]

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