A leading supplier of crop protection solutions to distributors in Southern Africa

COMPANY PROFILE
2017 • 2018
# VILLA CROP PROTECTION

## Historical overview

### A new era for Villa

### Overview of Land O’Lakes

### Overview of WinField United

### Field operations decision support tools

### Villa Answer Plots™ - growing knowledge

### Villa objectives

### Villa strategic direction

### Villa product research and development philosophy

### Villa adjuvants

### WinField United technologies - coming soon to SA

### Villa Crop Solutions

### Villa business model

### Services offered to local and international suppliers of crop protection compounds

### The crop market in South Africa

### Key crop production areas in South Africa

### Villa packaging

## FOUNTAIN CHEMICALS

### Fountain Chemicals: Quality Formulation

### Objectives

### Investment projects

## VILLA ACADEMY

### Grow your knowledge reap success

### Who should attend?

### Current and planned short courses

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![Villa Logo](villa_logo.png)
Historical overview

Exportos was established in 1989 to supply off-patent crop protection products to the South African market. During 1994, the Exportos team became aware of the need for South African distributors (i.e. dealers) to find alternative, cost-effective sources of supply for their generic product requirements. Concurrently, the dealers affiliated to Ciba-Geigy expressed a desire to collectively purchase products to supplement their core Ciba-Geigy range.

The result was the formation of a company called Commodochem in which the above dealerships had 80% shareholding, with Exportos taking a 20% share block. The next significant event in the history of Villa was the merger between Ciba-Geigy and Sandoz in 1996. This resulted in additional dealerships (ex Sandoz) joining the group and a name change from Commodochem to Travon. Due to the restructuring of the Bayer distribution network, dealerships with a primary Bayer affiliation joined Travon in 1998, and the rapidly-growing entity then assumed the name Villa Crop Protection.

During the latter part of 2015, the companies in the Villa Group were merged into one entity (the “new” Villa Crop Protection). Immediately following, Land O’Lakes, Inc. assumed a majority ownership stake in Villa Crop Protection.

With the backing and support of Land O’Lakes, the restructured Villa Group is well positioned for further growth in the South African as well as the African market.

Evolution of the Villa Business Model

- **Phase 01**: Sales driven = Trader
- **Phase 02**: Development of a comprehensive portfolio
- **Phase 03**: Marketing of a comprehensive product range
- **Phase 04**: Marketing of comprehensive “solutions” packages
- **Phase 05**: Marketing of comprehensive “solutions” packages in crop protection plus other targeted markets
- **Phase 06**: Phase 5 plus rest of Africa expansion
A new era for Villa

In October 2015, Villa partnered with Land O’Lakes, Inc., a Fortune 250 global agribusiness and food company headquartered in the United States. Through Land O’Lakes’ leading crop inputs business, WinField United, Villa has access to new capabilities and levels of agronomic expertise.

The two organisations are joining two complementary portfolios of productivity-enhancing crop input products and services to help farms of all sizes sustainably improve their yields. This is Land O’Lakes’ first commercial investment in Africa and reflects the cooperative’s accelerated growth in its international business.

Land O’Lakes will bring proprietary products, services and insights delivered in the U.S. under the WinField United brand to complement the portfolio Villa offers the South African market. The organisation will also develop new and comprehensive solutions designed specifically for the needs of local growers.

Overview of Land O’Lakes, Inc.

*Land O’Lakes, Inc. is a Farmer Owned Cooperative helping to feed the world.*

Land O’Lakes, Inc. in a nutshell:

- Annual turnover ± USD 13 bio
- Employees ± 10 000
- 2 259 Dairy producers, 1 273 Ag members, 800 Co-ops
- Serves ± 300 000 agricultural producers
- Facilities in 50 States in the USA and 50 countries worldwide

Land O’Lakes, Inc., a multi-national agribusiness and food company, is a member-owned cooperative with industry-leading operations that span the spectrum from farm production to consumer foods. Building on a legacy of more than 93 years of operation, Land O’Lakes, Inc. today operates some of the most respected brands in agribusiness and food production including LAND O’LAKES® Dairy Foods, Purina Animal Nutrition and WinField United. In 2015, annual sales reached more than USD 13 billion and the company ranked 215th on the Fortune 500.

Land O’Lakes, Inc.’s crop inputs and insights business, WinField United, earned sales in 2015 of USD 4.8 billion. In the U.S., the business is a leading distributor of seed and crop protection products and has built a reputation as being a leader in adjuvants, plant nutrition and technological insights.

The insight and performance validation approach, market leading adjuvants and more will complement what Villa already provides customers. Together, we will develop solutions designed specifically for growers in Southern Africa.

Overview of WinField United

*WinField United offers top-performing seed and crop protection products. With unmatched agricultural expertise and performance as core company values, WinField brands match leading seed and crop protection products to help farmers, retailers and other industry partners achieve high levels of success.*

WinField United brands include CROPLAN® seed, crop protection products, plant nutrients and other proprietary products. Backed with unrivalled technical services and knowledge, WinField United products deliver outstanding solutions and value for the agricultural industry.

- Sales ± USD 4.8 bio
- Number one wholesale distributor of seed and crop protection products in the U.S.
- In-house CROPLAN® seed brand
- Range of in-house proprietary products
- Leading position with Adjuvant technology
- A leader with Plant Nutritional Products
Field operations decision support tools

In 2013, Land O’Lakes, Inc., acquired GEOSYS, a global digital agriculture technology firm that provides insights and satellite-based decision support tools to agribusiness.

With more than 25 years in business and projects in more than 50 countries, GEOSYS is a world leader for agricultural information and decision support tools based on remote sensing and weather information. GEOSYS has offices in Europe (Toulouse, France and Lausanne, Switzerland), North America (Minneapolis, Minnesota), Australia (Sydney, New South Wales), and in South America (Sao Paulo, Brazil).

WinField United is a key customer of the GEOSYS platform and technologies in the R7® Tool in the United States. R7® Tool allows farmers to use data-driven insights to achieve optimised yields by combining technology, data and agronomic science. This approach enables farmers to customise inputs, rather than a one-size-fits-all approach to crop management.

Villa Answer Plots™ – growing knowledge

Crop protection is a vital part of growing quality and ensuring good yields in any crop. At Villa we aim to provide farmers with data-driven insights to solve the challenges they face when it comes to protecting their crops. These insights would typically include the “right product or programme” applied with the “right equipment” at the “right time”.

Villa agronomists have embarked on an exciting programme called “Answer Plots™”, a collection of trial sites across the country where we aim to demonstrate our solutions to local weed, pests or disease problems. In collaboration with our USA-based partner, WinField United, we will bring up-to-date innovation, technology, training and education to our customers using these Answer Plots™.
Villa objectives

- To have one central procurement entity for retail distributors.
- To source high quality products in a cost-effective manner.
- To provide international suppliers who wish to market their products in South Africa with a single point of access to the entire South African crop protection distribution network.
- To strive for service excellence.
- To maintain a comprehensive range of in-house product registrations.
- To provide the Crop Protection Industry with a high quality local product formulation facility (Fountain Chemicals).
- To market technologies that will contribute to the sustainability of agricultural production.
- To offer comprehensive back-up training for the Crop Protection Industry via the Villa Academy.
- To operate in a socially responsible manner.
- To comply with approved guidelines for the implementation of IPM and reduced risk to the environment.
- To strive for the highest international quality standards (ISO accredited).
- To provide all employees with training opportunities to have a competitive edge in the marketplace.
- To create a pleasant and secure work environment for all employees.

Villa strategic direction
PATENTED PRODUCTS:
Close co-operation with international, research-based manufacturers in the development of a number of internationally patented products is currently being undertaken.

Example:
INTERLOCK® Adjuvant (L-number pending) - WinField United
CLASS ACT® Adjuvant (L-number pending) - WinField United
ASCEND® Growth Regulator (L-number pending) - WinField United
METAREX® (methylaldehyde) (L8656 caution) - De Sangosse

The Villa team is continuously investigating possibilities to secure additional patented products for development in South Africa.

UNIQUE PRODUCT MIXTURES:
One of Villa’s focus areas is the provision of unique/differentiated products for our distributors. The development of unique formulated product mixtures plays an important role in providing our customers with a strategic advantage in the market.

Example:
LEAP 840 EC (acetochlor + benoxacor) (L8064 caution)
CANTRON® SMART 500 SC (mesotrione + glyphosate) (L9834 caution)
LINEAR 350 EC (chlorpyrifos + lambda-cyhalothrin) (L8602 harmful)
INDICATE 250 SC (azoxystrobin + epoxiconazole) (L9310 caution)
PYRINON 500 SC (dithianon + pyrimethanil) (L9754 caution)
COMBINE 160 WDG (trifloxystrobin + dithianon) (L9765 caution)
BUZZARD 450 SC (flusilazole + azoxystrobin) (L9649 harmful)
STRUMA 50 EC (flufenoxuron + lambda-cyhalothrin) (L9519 caution)

NEW USES OF OLD CHEMISTRY:
In collaboration with supply partners, “old” active ingredients are redeveloped and “re-positioned” for the control of new or unsolved crop protection problems in the local market.

Example:
MITIGATE 50 EC (fenpyroximate) (L8600 caution)
- Isagro
- citrus budmite control
WRESTLER 800 EC (prosulfocarb) (L8758 harmful) - ryegrass control in cereals
IMIDOR 350 SC (imidacloprid) (L8019 harmful) - foliar aphid control in cereals
ARENA 206 EC (benfuracarb + lambda-cyhalothrin) (L8532 harmful) - maize stalkborer control
RAMETREX 410 EC (dicamba + bromoxynil + MCPA) (L10080) - weed control in cereals

DEVELOPMENT OF IMPROVED FORMULATIONS:
The focus in this category is the development of new formulations with higher concentrations of active ingredients, thereby reducing transportation and handling costs of existing formulations with a low active ingredient load and possibly even improving product efficacy.

Example:
GLYGRAN 710 SG (glyphosate) (L8449 caution)
VELOCITY™ DRYMAX (ammonium sulphate) (L9454 caution)
TERBUWEED 600 WDG (terbuthylazine) (L8800 caution)
ELEGANCE SUPER 750 WDG (clorimuron-ethyl) (L9158 caution)
JUDO SECURE 106 CS (lambda-cyhalothrin) (L8938 harmful)
TRANSFER 700 WDG (dicamba) (L9227 harmful)
PALLADIUM PLUS 915 EC (s-metolachlor + benoxacor) (L9359 harmful)

PRODUCTS BEING PHASED OUT BY RESEARCH-BASED MULTI-NATIONALS:
This category also plays a key role in assisting the Villa distributors to maintain their market share with well-known, branded products in specific markets.

Example:
COUNTER FC 15G® (terbufos) (L5571 toxic)
MOCAP® 150 GR (ethoprophos) (L6985 harmful)
NEMACUR® 400 EC (fenamiphos) (L0367 very toxic)
KOCIDE® 2000 (copper hydroxide) (L7805 caution)
SEVIN® XLR PLUS (carbaryl) (L5783 harmful)

PACKAGING CONCEPTS – HECTARE PACKS:
Villa has developed a number of hectare packs for ease of handling by farmers.

Example:
Maize ha packs - various compositions
Potato ha packs - various compositions
Soybean ha packs - various compositions

UNIQUE PRODUCT TANK MIX REGISTRATIONS:
Registrations of unique tank mix recommendations in order to provide farmers with solutions to specific issues.

Example:
CANTRON® 480 SC (mesotrione) (L8365 caution) plus GLYGRAN 710 SG (glyphosate) (L8449 caution) or CAMPATOP® 225 EC (bromoxynil) (L5320 toxic) or HALO 750 WDG (halosulfuron) (L9227 harmful) or TERBUWEED 600 WDG (terbuthylazine) (L8800 caution) or NICOSULFURON 750 WDG (nicosulfuron) (L8059 caution)

ADDITION 150 SC (indoxacarb) (L9146 harmful) plus JUDO 50 EC (lambda-cyhalothrin) (L7785 harmful)
Villa adjuvants

Villa has a comprehensive, high quality range of adjuvants that have been developed locally. These adjuvants are recommended for efficacy enhancement of the Villa products, but are also applied widely with crop protection products in general. These products include the following examples:

**SURFACTANTS:**
- **VILLA 51 (L8050)**
  A premium quality affordable adjuvant with a wide registration with many pesticides on both row and fruit crops.

- **CHARGE (L9100)**
  A super-spreader organosilicone surfactant for use on both row and fruit crops.

**BUFFERS:**
- **COMMODOBUFF (L5390)**
  A buffer without surfactant to decrease and maintain the spray solution pH at acceptable levels for insecticides and other products.

- **AQUABUFF PLUS (L9210)**
  A buffer with a surfactant with the same buffering capacity as COMMODOBUFF, but with limited additional wetting/spreading properties.

**STICKERS:**
- **PICANTA (L8871)**
  A terpenic polymer adjuvant used for sticking purposes with contact fungicides and insecticides. Picanta resists wash-off by rain and irrigation.

**OIL ADJUVANTS:**
- **DIRECT (L8680)**
  A combination of plant oil and organosilicone super spreader, specifically aimed at efficacy enhancement of fungicides and insecticides in row crops.

**SALT ADJUVANTS:**
- **VELOCITY-DRYMAX (L9454)**
  A high quality dry ammonium sulphate adjuvant to overcome salt antagonism from dissolved salts in spray water with herbicides like glyphosate, halosulfuron, clethodim etc.

- **VELOCITY-SUPER (L9603)**
  A 500 g/l liquid ammonium sulphate formulation for use with salt sensitive herbicides.

**SUMMIT (L8328) (Patented)**
A nitrogen containing adjuvant, with patented technology, that enhances the efficacy of herbicides such as the sulfonylureas and paraquat and/or diquat.

**HYBRID ADJUVANTS:**
- **SUMMIT SUPER (L8539) (Patented)**
  A combination of nitrogen solution and surfactant for use with herbicides in general.

**WinField United technologies – coming soon to SA**

At present, the WinField United range of adjuvants is being developed for registration and for use in the local market. This will enable Villa to take the next step in having a unique and comprehensive adjuvant portfolio. Many new international patents will be incorporated into the local market and will be available to the local growers.
Villa has a comprehensive, high-quality range of adjuvants.
Villa Crop Solutions

A Villa “Crop Solution” is defined as a full season spray program for a specific crop segment consisting of a range of Villa products developed to:

• Provide high levels of efficacy.
• Enable appropriate alternation of different chemistry groups to ensure a robust anti-resistance strategy.
• Ensure positioning of compounds to comply with international and local residue limits.

Ultimately the Villa “Crop Solutions” will integrate chemical products plus biological products plus, foliar feeds plus adjuvants plus decision support tools into a holistic total solutions package.

**EXAMPLE: APPLES GROWTH STAGES**

**GUIDELINE RECOMMENDATIONS**

**Fungicide**
- Villa Unizeb 800 WP
- Scope 250 EC
- Intensive 100 EW
- Filum 520 SC
- Excalibur 200 EW

**Insecticide**
- Consult 480 SC
The Villa business model

1. Continuous market analysis (identification of producer’s requirements)
2. Monitoring of new active ingredients being developed plus evaluation of the potential for local usage
3. Compile list of active ingredient requirements (to be sourced)
4. Global sourcing of active ingredients/products
5. 10 year product (solutions) development plan
6. >900 research and development trials per annum
7. Focus on the development of “solutions” to crop protection problems (rather than developing stand-alone products)
8. Typically trials over a 2-3 period
9. Registration process of +2 years
10. Register solutions
## Services offered to local and international suppliers of crop protection compounds

<table>
<thead>
<tr>
<th>Supplier Needs</th>
<th>Our Capability</th>
</tr>
</thead>
<tbody>
<tr>
<td>Easy market access to the South African market</td>
<td>One account provides access to the whole South African market.</td>
</tr>
<tr>
<td>Complete market coverage</td>
<td>Villa is structured in such a way that products can be channelled to all dealerships, supplying the SA market.</td>
</tr>
<tr>
<td>A dedicated distribution structure</td>
<td>Villa shareholders collectively command a majority share of the market.</td>
</tr>
<tr>
<td>A distributor with excellent local market knowledge</td>
<td>The Villa team has years of experience and has an intimate knowledge of the market.</td>
</tr>
<tr>
<td>Financial security</td>
<td>The Villa Group has an impeccable record.</td>
</tr>
<tr>
<td>Ability to develop products for specific local circumstances</td>
<td>Villa has a team of highly skilled scientists that can develop trial protocols and coordinate field trials through a contracted team of experienced field trialists.</td>
</tr>
<tr>
<td>Ability to register products</td>
<td>The registration group has a proven ability in this field.</td>
</tr>
<tr>
<td>Marketing and promotion</td>
<td>Villa has an in-house marketing department to assist suppliers with market analysis, product positioning, marketing plans and product promotions.</td>
</tr>
<tr>
<td>Logistical infrastructure and warehouse facilities</td>
<td>Villa has an intimate knowledge of the importation and clearing requirements for products and active ingredients. Furthermore, Villa has extensive in-house warehousing facilities ensuring high levels of customer service.</td>
</tr>
<tr>
<td>Technical backup support</td>
<td>Villa has the knowledge and infrastructure to provide technical backup services for the Villa range of products at dealer/agent and farmer level.</td>
</tr>
<tr>
<td>Product formulation</td>
<td>Villa’s formulation company, Fountain Chemicals, offers toll formulation facilities.</td>
</tr>
</tbody>
</table>
The crop protection market in South Africa

**TOP 10 CROPS BY VALUE**

<table>
<thead>
<tr>
<th>Crop</th>
<th>Value (ZAR mio)</th>
<th>Value (USD mio)*</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Maize</td>
<td>1710</td>
<td>142</td>
<td>46</td>
</tr>
<tr>
<td>Citrus</td>
<td>394</td>
<td>33</td>
<td>11</td>
</tr>
<tr>
<td>Potato</td>
<td>375</td>
<td>31</td>
<td>10</td>
</tr>
<tr>
<td>Vines (Table and Wine)</td>
<td>350</td>
<td>29</td>
<td>9</td>
</tr>
<tr>
<td>Wheat</td>
<td>324</td>
<td>27</td>
<td>9</td>
</tr>
<tr>
<td>Pome Fruit</td>
<td>158</td>
<td>13</td>
<td>4</td>
</tr>
<tr>
<td>Sugarcane</td>
<td>216</td>
<td>18</td>
<td>6</td>
</tr>
<tr>
<td>Soybeans</td>
<td>126</td>
<td>11</td>
<td>3</td>
</tr>
<tr>
<td>Tomato</td>
<td>71</td>
<td>6</td>
<td>2</td>
</tr>
</tbody>
</table>

*June 2014  Data source: CropLife SA Crop Survey 2014

**TOP PRODUCT CATEGORY BY VALUE**

<table>
<thead>
<tr>
<th>Product category</th>
<th>Value (ZAR mio)</th>
<th>Value (USD mio)*</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Herbicides</td>
<td>2 435</td>
<td>202</td>
<td>54</td>
</tr>
<tr>
<td>Insecticides</td>
<td>942</td>
<td>78</td>
<td>21</td>
</tr>
<tr>
<td>Fungicides</td>
<td>710</td>
<td>60</td>
<td>16</td>
</tr>
<tr>
<td>Seed Treatments</td>
<td>215</td>
<td>18</td>
<td>5</td>
</tr>
<tr>
<td>Adjuvant &amp; other</td>
<td>137</td>
<td>11</td>
<td>3</td>
</tr>
<tr>
<td>Plant Growth Regulators</td>
<td>96</td>
<td>1</td>
<td>2</td>
</tr>
</tbody>
</table>

*June 2014  Data source: CropLife SA Crop Survey 2014
Key crop production areas in South Africa

- Maize (corn) 3,245,000 ha
- Citrus 3,566,600 ha
- Wheat (cereals) 3,632,000 ha
- Vines 3,124,500 ha
- Potatoes 3,467,000 ha
- Sugarcane 3,350,000 ha
- Pome Fruit 3,320,000 ha (Apples 2,100,000 & Pears 1,100,000)
- Stone Fruit 3,180,000 ha (Apricot, Peach, Nectarine & Plum)
<table>
<thead>
<tr>
<th>PRODUCT GROUP</th>
<th>COLOUR CAP</th>
<th>COLOUR DRUM</th>
<th>LABEL DIFFERENTIATION</th>
<th>LABEL EXAMPLE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Insecticides</td>
<td></td>
<td><img src="image1" alt="Insecticide Drum" /></td>
<td><img src="image2" alt="Insecticide Label" /></td>
<td><img src="image3" alt="Insecticide Example" /></td>
</tr>
<tr>
<td>Fungicides</td>
<td><img src="image4" alt="Fungicide Cap" /></td>
<td><img src="image5" alt="Fungicide Drum" /></td>
<td><img src="image6" alt="Fungicide Label" /></td>
<td><img src="image7" alt="Fungicide Example" /></td>
</tr>
<tr>
<td>Herbicides</td>
<td><img src="image8" alt="Purple Cap" /></td>
<td><img src="image9" alt="Herbicide Club" /></td>
<td><img src="image10" alt="Herbicide Label" /></td>
<td><img src="image11" alt="Herbicide Example" /></td>
</tr>
<tr>
<td>*excluding Trifluralin 480 EC which is in an orange drum with purple cap</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Herbicides with paraquat or diquat</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Adjuvants</td>
<td><img src="image12" alt="Adjuvant Cap" /></td>
<td><img src="image13" alt="Adjuvant Drum" /></td>
<td><img src="image14" alt="Adjuvant Label" /></td>
<td><img src="image15" alt="Adjuvant Example" /></td>
</tr>
<tr>
<td>Plant Growth Regulators</td>
<td><img src="image16" alt="Growth Regulator Cap" /></td>
<td><img src="image17" alt="Growth Regulator Drum" /></td>
<td><img src="image18" alt="Growth Regulator Label" /></td>
<td><img src="image19" alt="Growth Regulator Example" /></td>
</tr>
<tr>
<td>Micronutrients</td>
<td><img src="image20" alt="Micronutrient Cap" /></td>
<td><img src="image21" alt="Micronutrient Drum" /></td>
<td><img src="image22" alt="Micronutrient Label" /></td>
<td><img src="image23" alt="Micronutrient Example" /></td>
</tr>
</tbody>
</table>
Fountain Chemicals: Quality Formulation

ISO 9001, 1400 and OHSAS 1800 certified facility. Fountain Chemicals toll formulates liquid products primarily for the crop protection industry, but also for the animal health and public health industries.

The range of products includes herbicides, insecticides, fungicides, adjuvants, dips, pour-on products and aerosol concentrates. Future projects include the formulation of drenches for animal health and foliar feeds for crop protection. The typical products include: SL, SC, EC, EW, DC, FS, PO, and UL formulations.

The plant is split into two distinct areas, one for herbicides only, the other for insecticides, fungicides etc. with approximately 60% dedicated to herbicide production, one third of which is for SC formulations. The split between SC production and other formulations in the insecticide and fungicide plant is also one third SC formulations, two thirds of all other formulations.

Fountain Chemicals also offers a repacking service, repacking from bulk (or producing directly) into small packs ranging from 100ml to large packs of 200l.

Objectives

To provide a formulation facility for:
• Crop Protection companies in Southern Africa
• Animal Health companies in Southern Africa
• Public Health companies in Southern Africa
• Crop Fertiliser companies in Southern Africa
• Customers utilising Fountain Chemicals for product formulation

Investment projects

• Wettable Powder (WP) Plant (2016)
• Flammable store (2016)
• Two new warehouses (9 500 m²) (2016)
• Small scale formulation plant (product development) (2016)
• Small pack filling line (2016)
• Label automation facilities (2016/2017)
• Additional insecticide and fungicide plants (2018/2019)
• Upgrade of Formulation Laboratory (2016/2017)
• Upgrade of Quality Control Laboratory (2016/2017)
Modern agriculture is characterised by intensification for which the driving force is the demand to “produce more with less”, but in ways that are sustainable, safe and environmentally friendly.

Crop protection companies used to have comprehensive in-house training programmes that have largely been replaced by experiential learning and self-training, which simply is not good enough for the crop protection environment.

One certain way of instilling expertise and confidence in people is through appropriate, high quality education/training, which is key to empowering people to be successful. In 2011, Villa Crop Protection did what the industry had been talking about for many years – to establish a training programme for professionals employed in the crop protection industry.

The Villa Academy (Pty) Ltd was officially launched in 2012 with the vision of not only honing the skills of people already employed in the industry, but also to provide a new generation of skilled and qualified people for the industry at large.

A blend of academic and hands-on experience is a theme underlying the Villa Academy’s philosophy. The Academy’s 30 contracted lecturers have built careers both in academia and in the field, a combination they leverage in diverse classrooms. The curriculum is characterised by a heavy emphasis on the problem-based learning approach in which students collaborate in groups to solve real-world examples of problems.

Who should attend?

• All crop protection professionals in the agrochemical industry (marketing, research & development, sales)
• Applicators (air and ground contractors)
• Consultants
• Extension officers
• Graduates
• Producers and farm managers
• Researchers
Courses currently being presented:

- Actives and formulations in pest control
- Adjuvants in the crop protection industry
- Application technology
- Basic soil science / irrigation
- Basic toxicology as applicable to crop protection
- Complaint handling
- Conservation agriculture
- Crop cultivation: canola
- Crop cultivation: citrus
- Crop cultivation: maize / sorghum / beans / sunflowers
- Crop cultivation: sub-tropical crops
- Crop cultivation: table grapes
- Crop cultivation: viticulture
- Crop cultivation: wheat & barley
- Disease management: principles and practices
- GM crops: basics of biotechnology
- HACCP and food safety
- Insect management: principles and practices
- Integrated rodent management
- Management development programme:
  - Personal motivation and self-management
  - Emotional intelligence and interpersonal skills
  - Leadership and management skills
  - Strategic management
  - Financial management for agencies and new businesses
  - Inventory and logistics management
  - Marketing and professional communication
  - Human resource management for line managers.
- PCO ant control
- PCO cockroach control
- PCO rodent control
- PCO termite control
- PCO fly control
- Plant growth regulators
- The effective usage of crop protection product labels
- The use of reference material in the crop protection industry
- Weed management: principles and practices

Courses planned for the near future:

- Advanced irrigation
- Agricultural economics
- Agricultural technicians, trial design and data analysis
- Crop cultivation: potatoes
- Crop cultivation: sugarcane
- Cultivated pastures
- Industrial weed management
- Plant nutrition
- Retailer information and compliance
- Turf grass management

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Kocide® 2000 (copper + copper hydroxide) (L7805 caution), Registration holder: DuPont de Nemours South Africa (Pty) Ltd (Registration currently being transferred), Reg. No. 2009/014079/07, PO Box 10413, Aston Manor, 1630, 27 11 396-2233 Ascend, Class Act® Flex (ammonium sulfate + other components) (L-number pending) Registration pending Picanta (terpenic polymer) (L8871 caution) Registration holder: Sunwood Chemicals (Pty) Ltd, Reg. No. 1979/005244/07, PO Box 801, Kempton Park, 1620, +27 11 396-2233 Buzzaed 450 SC (fusilazol + azoxystrobin) (L9164 harmful), Defect 400 SC (diathion) (L9238 caution), D-Zole 250 EC (fenbutanol) (L9123 caution), Indicate 250 SC (fenbucarb + lambda-cyhalothrin) (L8532 harmful), Intensive 100 EW (fusilazol) (L9354 harmful), Judo 50 EC (lambda-cyhalothrin) (L7765 harmful), Judo Secure 106 CS (lambda-cyhalothrin) (L8913 harmful), Leap 840 EC (acetochlor + benoxacor) (L8964 caution), Master (Imidacloprid) 250 SC (imidacloprid) (L8019 harmful), Ramatrex 410 EC (acifluorfen + bromoxynil + MCPA) (L-number pending Toxic), Struma 50 EC (fluoroxyuron + lambda-cyhalothrin) (L9519 caution), Summit (diaminomethane/ammonium salt ) (L8326 caution), Summit Super (nitrogen solution) (L8329 caution). Terverweed 600 WDG (terbutylazine) (L8800 caution), Transfer 700 WDG (dicamba) (L9227 harmful), Venture 275 SC (fenbutanol) (L8180 harmful), Villa 57 (isotridecane) (L8050 harmful), Wrester 800 EC (prosulfocarb) (L8758 harmful), Registration holder: Villa Crop Protection (Pty) Ltd | Reg No. 1992/01474/07 | P.O. Box 10413, Aston Manor, 1630, 27 11 396-2233 Ascend, Class Act and WinField are registered trademarks of WinField Solutions, LLC.