



Frequently Asked Questions

1

How is it possible that Oté can offer fertilizer at substantially lower prices?

- In principle, Oté has a heart to help farmers lower input costs to farm sustainably.
- It is therefore a goal-conscious decision of Oté to establish a win-win relationship between Oté and farmers, where both parties benefit, and neither is compromised in any way.
- Oté therefore consistently charges only a fixed transaction fee per ton instead of exploiting farmers with opportunistic high gains like some traditional fertilizer suppliers do.
- In addition, Oté uses technology & economies of scale to make the chain between the importer and the farmer shorter by cutting out the traditional middleman, which means that the overall costs of such a middleman, as well as the high profit margins of the traditional fertilizer suppliers are eliminated.

2

Is there any compromise on the quality of the fertilizer that is supplied by Oté lower the price?

- The answer is a definite “NO”.
- Not only is the fertilizer that Oté provides from the exact same suppliers, but it is also the same fertilizer.
- All fertilizers are registered with FERTASA and have the required registration numbers.
- All fertilizers come with a guarantee from the supplier/manufacturer/importer.



3

What controls are in place to ensure that the fertilizer that is delivered on the farm complies to the standard the farmer expects?

- For every consignment fertilizer that is offered, a specification page is available in advance that confirms the quality of the fertilizer so that a farmer knows exactly what he is buying.
- Oté’s suppliers undertake to screen all fertilizers that are delivered at their stores, as and when required, to mitigate possible dust or lump problems.
- By cutting out the middleman, the fertilizer is effectively handled two times less by not delivering to the middleman, but directly to the farmer on his farm. The less the fertilizer is handled the less chance for deterioration and eventually dust and lumps.

4

How can I be sure my money is safeguarded so that I do not pay for fertilizer I do not get?

- Oté is in the process of partnering with a reputable 3rd party payment gateway. More details will be published as soon as this is finalized.
- As a role-player in the Agricultural Sector, Oté is mindful of the significant reputational risk that will be incurred in the event of an end-user incurring a financial loss. Oté’s current practices ensure virtually zero risk. Contact Oté for references of transactions already done.



5

What pack sizes are the fertiliser available in?

- Bulk; 50kg bags in 1 ton “sling-bags”; 1000kg bags. All these are shipped in 34-ton loads.

6

Why does Oté suggest that farmers rather buy their fertilizer in bulk?

- Like any business, a farmer must also continuously consider alternative options to keep input costs as low as possible to ensure sustainability. Here is an opportunity for a substantial additional saving.
- The farmer immediately saves a minimum of R220 per ton on bagging cost.
- In most areas, side-tipper trucks are more available than flat-deck trucks and is the saving on using a side-tipper truck versus a flat-deck truck at least R100 per ton.
- The additional minimum savings of R320 per ton makes a significant difference in a farmer’s total fertilizer cost.

7

Why does Oté focus on making “straights” available to farmers instead of pre-mixed fertilizers?

- Our view is that farmers know best what nutrients are needed and how to apply these to their farm.



Farmers do their research by obtaining accurate information on which to base their decision.

- We also know that farmers are on the forefront when it comes to using the latest technology and that they already have the following information necessary to determine what type of nutrients are required in which areas and in the correct quantities to optimize yield:
 - Soil analyses
 - Yield reports per area
- The equipment needed to apply specific nutrients in a specific area on the land in the correct quantities is also more freely available and affordable than in the past.
- Apart from allowing the farmer to save fertilizer by only applying the necessary nutrients needed on a specific area, the farmer also saves on blending cost. Apart from allowing the farmer to save fertilizer by only applying the necessary nutrients needed on a specific area, the farmer also saves on blending cost.
- Refer article <https://www.otegroup.co.za/en/the-advantages-of-straight-fertiliser/>

8

When is the best time to buy?

- It remains a daunting question and Oté respects the farmer’s wisdom and insight for this difficult decision.
- Although no one can say with certainty when the right time is to buy, Oté makes the following available to assist farmers with the decision:
 - Graphs with the weekly world prices over the past 7 years and for the year-to-date, so that farmers can follow the trends.
 - Our supplier’s opinion on market forces that might influence the price movement.
 - Weekly prices of stock available in SA

These are most FAQ, please reach out with any other questions