

Rhodes Fruit Farms: A Small Beginning in the Paarl Valley 1897-1910

Chris Aucamp
University of Fort Hare

Rhodes Fruit Farms, or RFF as it is known today, is situated in the Great Drakenstein Valley between Franschhoek and Paarl, which forms part of the greater Paarl Valley. This area has been settled since the arrival of the French Huguenots in 1788. The French influence is still evident from names such as La Motte, Champagne and La Provénce.¹

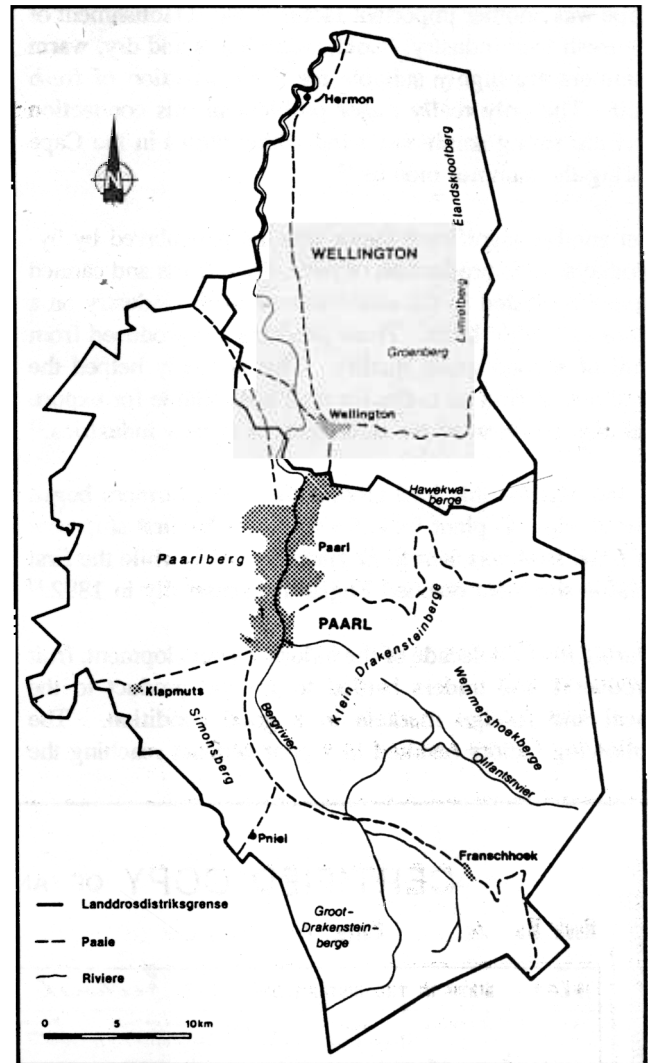
Although, today Rhodes Fruit Farms is a large and influential fruit undertaking with assets totalling 45 farms (\pm 1 500 hectares), it had very humble beginnings nearly 100 years ago. However, the company was able to produce large quantities of fresh fruit for local as well as overseas markets within a few years of its establishment in 1897. It also helped to develop Britain as an important fresh fruit market (for many years the most important overseas market).

This undertaking, which was established by Harry Pickstone with the financial aid of Cecil John Rhodes, has made Great Drakenstein as well as the rest of the Paarl Valley an important deciduous fruit producing region in the Cape since the beginning of the twentieth century. The production of quality fruit was made possible by the combined efforts of the private sector and state institutions. In this way progress was made in laying the foundations of a well established fresh fruit industry, not only in the Paarl Valley, but also in the rest of South Africa.²

The establishment of Rhodes Fruit Farms must be viewed against the background of the development of the deciduous fruit industry since the first fresh fruit was exported in 1886. Wine production was for many years the most important agricultural activity in the Western Cape.³ But in 1886 the disease *Phylloxera Vastatrix*, (an insect which lives on the root system of the vine until it dies) was discovered in Cape Town. It threatened the wine industry, not only in the Cape Colony, but also in the world at large. The only way this insect could be combatted, was to uproot all existing vine stocks and to replace them with *phylloxera* resistant lower stocks.⁴

Viticulture suffered a further setback as a result of the overproduction of wine and brandy. In turn that tendency occasioned a marked decline in the price of wine and brandy which meant that wine and brandy were being produced at a loss.⁵ Because the wine farmer was faced with bankruptcy he realized that he had to look for an alternative. Therefore fruit farmers started increasingly to plant more fruit trees.

The development of the fruit industry in the U.S.A., New Zealand and Australia during the second half of the nineteenth century also constituted an important factor.



The Drakenstein Valley. Map: C.J. Swanevelder, Stellenbosch.

The fruit farmers and brokers in these countries prepared the way for the development of the industry by Cape farmers in more than one respect. This concerned especially the cultivation and marketing of the product.⁶

The availability of a local as well as foreign markets was also important. The discovery of diamonds and gold in South Africa gave rise to an internal market. The discovery of minerals also helped to bring about the necessary infrastructure, for example, the development of railways.⁷

Growing demand for fresh fruit by the European markets during the second half of the nineteenth century was also a factor which contributed to the expansion of the Cape fresh fruit industry. In Europe, and especially in England, an increasing demand for Cape fruit manifested itself.⁸

The Cape Colony was the only area which, until then, could provide European markets with fresh fruit between December and March. New Zealand and Australia could only provide fruit from March to May, while the U.S.A. could do so from May to August. The Cape farmers therefore, had an unlimited market for those few months.⁹

Extremely favourable climatic conditions in the Western Cape was another important factor in the establishment of the fresh fruit industry. Cold, wet winters and dry, warm summers are highly suitable for the cultivation of fresh fruit. The only really major problem in this connection was the strong south-east wind which blows in the Cape during the summer months.¹⁰

Yet another significant factor was the part played by by-products. The production of jams, dried fruits and canned fruit contributed to the establishment of the industry on a more economic basis. These products are produced from fruit of second grade quality. This not only helped the producer to find an outlet for fruit not suitable for export, but also encouraged the development of new industries.¹¹

It was against this background that wine farmers began increasingly to plant fresh fruit trees. The first shipment of fresh fruit was sent to England in 1886¹², while the first sizable shipment reached England successfully in 1892.¹³

During the first decade of the industry's development, fruit producers and traders battled to get the product to the local and foreign markets in a good condition. The following factors resulted in a poor product reaching the

harbours, railway cars and ships, as well as the lack of a properly structured marketing system.¹⁴


If all these factors are taken into consideration, it is readily understandable that those who initiated the new industry faced an uphill struggle. It also explains why the establishment of the fresh fruit industry took place over an extended period of time.

Several persons made important contributions to the establishment and development of the fresh fruit industry. Among them were H.E.V. (Harry) Pickstone, P.J. Cillie, P.A. Molteno, C.P. Lounsbury, C. Du Chiappini, J.X. Merriman, P. MacOwan, C.E. Pillans, L.M. Dicey and P.R. Malleon.¹⁵

Harry Pickstone was certainly one of the people who contributed significantly to the establishment of the fresh fruit industry. Pickstone, who arrived in Cape Town on 15 March, 1892, was born on 4 July, 1865 in Lancaster, England.¹⁶ He had acquired useful expertise in the cultivation of fruit in California.¹⁷

Following his arrival in the Cape Colony, Pickstone was introduced to Rhodes by C.D. Rudd. Pickstone convinced Rhodes of the Cape's potential for the fruit industry, but he pointed out that there was a dire shortage of high quality young trees and vine stocks. The only way to overcome the problem, he believed, would be to establish more nurseries.¹⁸

Rhodes appreciated the problem and offered Pickstone

CERTIFIED COPY OF AN  ENTRY OF BIRTH.


Book No 10 Page 1

1865 BIRTH IN THE DISTRICT OF Prestrich IN THE COUNTY OF Lancaster

No.	When and Where Born.	Name, & Sex.	Sex.	Name and Surname of Father.	Name and Maiden Surname of Mother.	Rank or Profession of Father.	Signature, Description, and Residence of Informant.	When Registered.	Signature of Registrar.	Signature of Informant.
5	<u>Fourth July 1865</u> <u>Hilton Park Prestrich</u>	<u>Henry Ernest</u>	<u>Boy</u>	<u>William Pickstone</u>	<u>Elizabeth Pickstone formerly Fox</u>	<u>Merchant</u>	<u>Wm Pickstone</u> <u>Father</u> <u>Merchant</u> <u>Hilton Park</u> <u>Prestrich</u>	<u>July 1865</u>	<u>Registrar</u>	<u>Thomas</u> <u>Saul</u>

I hereby Certify that the above is a true copy of an entry in the Register Book of Births for the said District of Prestrich in the Registrar's District of Prestrich, in the Counties of Lancaster and Manchester, C.B., and I further Certify that the said Register Book is lawfully in my custody.

Witness my hand this Twenty ninth day of May 1907.

 Deputy Registrar

H. Pickstone's birth certificate. (N.I.V.V., Stellenbosch)

markets: poor quality young trees, vines and cultivars; a lack of expertise concerning the cultivation of fresh fruit; the absence of a well-coordinated railway and ocean transport system, good roads and cold-storage facilities in

£100 with which to begin a nursery. Together with S. van Reenen, Pickstone started the Pioneer Fruit Growing Company on the farm, Nooitgedacht near Stellenbosch in 1892.¹⁹ Pickstone and van Reenen, however, did not see

eye to eye on how to cultivate fruit trees. As a result of differences arising between them, Pickstone left Nootgedacht in March 1893.²⁰

After leaving the Pioneer Fruit Growing Company, Pickstone once again received funds from Rhodes to start a nursery. He received £150 from Rhodes as well as £150 from Rudd for this purpose. With the aid of this money Pickstone started his own nursery, H.E.V. Pickstone and Brothers Limited on the farm Welvanpas in May 1893, owned by Dan Retief (this farm was the birthplace of Piet Retief). The farm was situated near Wellington. With this nursery as headquarters, Pickstone and his brother, Horace also established nurseries in the Hex River Valley and in Constantia near Cape Town in 1894.²¹ This marked the beginning of an important partnership between Rhodes and Pickstone.

The year 1896 may be taken as the unofficial beginning of Rhodes Fruit Farms. In January 1896 Rhodes resigned as Premier of the Cape Colony because of his complicity in the Jameson Raid. In December he and Harry Pickstone started discussions which constituted the immediate occasion for the establishment of Rhodes Fruit Farms. Initially Rhodes was doubtful about the future of the fresh fruit industry. Pickstone, by contrast, was optimistic and expressed his confidence in the future of the industry. That is why discussions between the two men took place and these were to result directly in the establishment of Rhodes Fruit Farms on 20 May 1897.²²

During 1897 Pickstone purchased the following farms or portions of farms in Great Drakenstein, Franschhoek, Wellington, Paarl and Tulbagh: La Motte, Good Hope, Rhone, Boschendal, Weltevreden, Watergat, Lekkerwijn, Meerlust, Werda, Eenzaam, Niewendorp, Delta, Zandvlei, Zondernaam, Klipvallei, De Fontein, Groenfontein, Welgegund, Vredenburg, Koelenhof, Nootgedacht and Kleinberg - a total of approximately 7 000 morgan (5 845 hectares).²³ From these transactions it can be deduced that the first farms were purchased as early as March 1897. In order not to draw too much attention to his activities, Rhodes used Lewis Mitchell, manager of Standard Bank and a personal friend, as a go-between. He bought the first group of farms in Mitchell's name. Pickstone had to choose the farms for Rhodes. One of the considerations was that apart from fertile and suitable soil, preference was to be given to farms " ... with old Cape Dutch houses in good condition."²⁴ The farms were registered in Rhodes' name by the end of 1897.²⁵

It soon appeared that the capital expenditure involved in the purchase of these farms and the capital for development constituted a heavy financial burden on Rhodes. He therefore approached De Beers Diamond Mines (Pty) Ltd. with a view to establishing a company for the development and administration of the farms.²⁶ The company reacted favourably and on 20 May 1897 it was decided "... to expend in the development of the fruit industry in the Cape Colony a sum of money on the basis of £ for £ with the chairman (C.J. Rhodes) of the company and to share jointly with him the profit or loss



C.J. Rhodes and H. Pickstone (N.I.V.V., Stellenbosch).

...²⁷ The cooperation between Rhodes and De Beers was effected on that date with the establishment of the company, Rhodes Fruit Farms. It consisted of 14 farms or portions of farms and cost £94 411.²⁸

In time Rhodes realized that more capital was needed for the development of the undertaking. At a board meeting on 25 April 1901, he proposed that the enterprise be financed and administered on a shareholding basis.²⁹ On 14 February 1902, Rhodes, Alfred Beit and De Beers signed a partnership agreement. They invested a collective sum of £300 000 (£100 000 each) in this partnership.³⁰ In practice this agreement meant that Rhodes owned the farms while De Beers and Beit were to develop and manage the farms with the aid of their capital.³¹ Rhodes Trust, as Rhodes' share in the company was known, as well as Beit's share, was sold to De Beers before 1910, so that De Beers was the sole shareholder by 1910.³²

In 1897 Pickstone was appointed managing director and expert advisor of Rhodes Fruit Farms in order to develop its organization effectively. He took the task upon himself while still in charge of his own nurseries. R.J. Bulmer was appointed as the first manager.³³ Following the establishment of Rhodes Fruit Farms Limited in 1902 the first directors of the newly formed company were appointed: Sir Charles Metcalfe, Dr. Leander S. Jameson and Edward R. Syfert. Other directors in the period up to 1910 were H.E.V. Pickstone, Sir Lewis Mitchell, Louis Abrahamson, Francis Oats and Sir Thomas Smartt.³⁴ The general managers (at times also in charge of business management and secretariat) were R.E. Ball, George Whiley, C.D.H. Spence, R.R. Morrison and Gerald Orpen.³⁵ Furthermore, eleven additional farm managers were appointed in 1901 as Bulmer could not handle everything single handed. The first managers and the farms they managed, were R.J. Bulmer (Good Hope), A. Mostert (La Rhone), M.S. Louw (Boschendal), L. Baker (Weltevreden), R.A. Davis (Watergat), W.E. Rooke (La Motte), R.S. Falcon (Klipvallei), E.J.L. Woodland (De Fortuin), E.H. Read (Groenfontein and also Welgegund), G.P. Morrison, and later N.P. Rooke (Kleinberg), J.H. Postethwaite (Vredenburg) and E. Lange (Nootgedacht). Other farm managers who served were J.B. van der Westhuizen and W.E. Burke.³⁶ Most of the managers received their training in California and were brought to the Cape Colony to manage and develop the farms.³⁷

The Board of Directors determined the policy of the Company and took all the decisions affecting it. Amongst other things this included the appointment of new directors, general managers, business managers, secretaries and farm managers. They were also responsible for the appointment of any other employees, such as teachers (who taught the labourers' children) store-room managers and managers of the canned fruit and jam factory.³⁸

The Board of Directors also took all decisions relating to the financial affairs of the Company. This included the purchase and sale of shares, land and farms; the expansion and development of the farms (especially the planting of new trees) and the erection of a storeroom during 1904. It also included the establishment of a canned fruit and jam factory in 1905, the appointment of distribution agents for the Cape Colony and Witwatersrand, the erection of buildings to house labourers and farm managers, sheds and other buildings. The Board also determined the salaries of all employees and labourers.³⁹

The secretary had organizational duties while the business manager concerned himself with all aspects of marketing. These officials operated from the company's head office in Great Drakenstein. The task of the general manager was to coordinate and administer all the various aspects of the enterprise. In practice it meant that he was responsible for all the farm managers, the managers of the canned fruit and jam factory as well as the business manager. The secretary also had to report to him. The general manager was the person responsible for everything taking place in the company. In turn he was responsible to the Board of Directors.⁴⁰

Following the systematic purchase of the farms in Great Drakenstein and the establishment of Rhodes Fruit Farms, there was considerable speculation as to why Rhodes had taken on this enterprise. Some saw it as merely a political manoeuvre. They thought he wished to enrich himself at the expense of Afrikaner farm-owners. *De Kolonist*, for example, saw these purchases as a political manoeuvre on Rhodes' part. This newspaper suggested that, as an Englishman, and by implication, a supporter of British imperialism, he wished to "remove" Dutch farmers from their farms. According to reports, he as a wealthy financier could purchase the farms cheaply due to the devastating effects of the *Phylloxera* insect and the subsequent bankruptcies.⁴¹ This argument must be seen against the background of the political situation in Southern Africa, especially in that British imperialism at that time aimed to oust Afrikaner nationalism. For that reason many Afrikaners had still not forgotten the Jameson Raid in which Rhodes had been implicated.⁴²

One of Rhodes' prime aims however, was to stimulate the fresh fruit industry generally. The *Phylloxera* insect played an important role in this connection. Rhodes wished to prove to the wine farmers of the Western Cape that they could use their farms more profitably by planting fruit trees. This would enable many farmers to keep their farms. A new "industry" could be developed alongside

the existing wine industry on the same farm, which seemed promising for the future.⁴³

Rhodes also wished to expand and develop the export industry for fresh fruit. According to him the foundations had already been laid and a concerted effort was needed to put it on a firm foundation. Pickstone was one of those who played an important role in establishing the Western Province Fruit Exporters Association of South Africa in 1899. For many years this association was able to control quality fruit for export. With the support of other export companies, it also succeeded in developing a solid export industry for fresh fruit.⁴⁴

Another of Rhodes' important aims was to import new fresh fruit cultivars from overseas and to experiment with them to determine which cultivars could best be used for export purposes. In this way he hoped to improve the fresh fruit industry. He did in fact achieve an admirable measure of success. It was Pickstone, above all, who encouraged him to budget for this purpose.⁴⁵

Replying to these accusations, Rhodes expressed himself as follows:

"In a small way I have tried to encourage fruit cultivation in the Cape Colony and possess some twenty or thirty farms in the Paarl and Stellenbosch districts. Owing to their special knowledge the men in charge of these farms are almost entirely English, who have studied fruit-cultivation in California; and for the first time we have a number of English on the land in these districts. At first they were looked upon with suspicion and distrust by their neighbours. This feeling has now totally altered. They mix socially with the neighbouring farmers; they are intermarrying with the Dutch and the whole tone of these districts is changing."⁴⁶

Pickstone was the pivot on which all things turned, especially, because he could put his experience in the fruit industry into practice. From the start he did everything within his power to run the farms on an economical and commercial basis. He was particularly strongly motivated by the trust Rhodes placed in him as person and as fruit-expert.⁴⁷

Rhodes favoured the appointment of well trained farm managers. Pickstone and Rhodes were both convinced this was best for the expansion of the enterprise. Following the appointment of additional farm managers he urged them to excellence and loyalty towards the company. From the beginning he also exercised strict control over the farm managers. Only in this way, Pickstone thought, could the best possible results be achieved.⁴⁸

He took trouble to visit the farmers to determine the progress made and to identify problems. In so doing he encouraged the farm managers to plan their activities.⁴⁹ The managers, who sometimes required certain practical information, were able to obtain it from Pickstone himself during his visits. This contributed considerably to the efficiency of the enterprise since it was often difficult to



RHODES' FRUIT FARMS.

1. FRUIT-PACKING ROOM.

2. JAM-BOILING.

3. TIN-MAKING.

4. THE HOMESTEAD.

explain problems on paper.⁵⁰

Pickstone's first major task was to have the farms systematically planted with fruit trees and vine stocks. However, this task could not be completed in a short time. It was a long-term enterprise.⁵¹

Pickstone also made a significant contribution with the construction of a large depot where fruit could be weighed, graded and packed.⁵²

A third important development was the experiments carried out with cultivars. Attention was given to those cultivars most suitable for marketing purposes. Research was also carried out to determine which cultivars were best suited to the Boland climate.⁵³

Attention was also given to the drying of fruit. The dried fruit industry developed into an important subsidiary industry during this period. Considerable research was undertaken in this area. Large quantities of fruit were dried on the farms at Great Drakenstein and in the Wellington district.⁵⁴

A further important contribution rendered by Rhodes Fruit Farms consisted of experiments with "dry-land-cultivation". It was carried out on farms in the Wellington area. In a letter to the *Cape Times* Pickstone commented on the success of those experiments in these terms:

"The breaking up and planting of the Wellington hillside, and the success that has been the result, has had marked effect, and in fact, a direct effect on all the planting in the districts of Elgin, Ceres and other districts that have been undertaken without irrigation. Mr. Piet (California) Cillie and myself were the first to plant any trees on hillside lands that were not dependent upon irrigation. I am sure that the large majority in the Wellington and other districts will appreciate the value of this pioneer work being undertaken on a commercial scale by a man who had the means to push it through to success."⁵⁵

Another significant development was the construction of a factory for the production of canned fruit and jams, in 1905. Pickstone, who contributed significantly in this connection, was most eager to erect this factory. He considered that this would provide an outlet for second grade fruit not suitable for local and foreign markets.⁵⁶

Initially Pickstone provided Rhodes Fruit Farms with most of its seedlings and vine stocks from his nurseries. Later the company started its own nurseries in order to become self-sufficient. In this connection too, Pickstone gave valuable guidance and practical advice.⁵⁷

Rhodes Fruit Farms made an important contribution to the advancement and development of the fresh fruit industry.

Neither Pickstone nor Rhodes fully realised the significance of this development.

The establishment and success of Rhodes Fruit Farms proved that planting and growing fruit on a large scale was a viable proposition. By experimenting with certain cultivars, by using well trained farm managers, and by applying the right methods, Rhodes Fruit Farms clearly proved that fresh fruit could be produced on a large scale.

The Company also proved that fresh fruit could be grown on soil infested by the *Phylloxera* insect without fear of detrimental effects. This inclined numerous farmers in the Western Cape to optimism. Some of them were eager to plant fruit trees on their own farms.

Significant proof of the overseas marketability of fresh fruit was provided as well. In 1904, for example, an average of between 23 and 30 tons of fruit was packed weekly for local and foreign markets. Although part of the fruit was shipped to England, the rest was sent to markets in the larger centres in the Cape Colony, the Transvaal and the Orange Free State. The most important centres were Cape Town, Port Elizabeth, East London, Kimberley, Johannesburg, Pretoria and Bloemfontein.⁵⁸

Although the fruit industry had been in operation for a decade by 1896, it was only the contribution of Rhodes and Pickstone that really started the development of the fruit industry on a scientific basis. Their zeal, perseverance and vision constituted an attempt to save the wine-farmer from bankruptcy. With the establishment of Rhodes Fruit Farms there was also an attempt to diversify and stimulate agriculture (especially in the Western Cape). Their enthusiasm impressed many farmers and served to convince those who struggled against the *Phylloxera* insect of the viability of the industry.⁵⁹

As far as Rhodes Fruit Farms are concerned, its efforts made the Great Drakenstein Valley one of the most prominent fresh fruit growing areas. Today the Company still centres its activities on the valley.

The fruit industry was in an infant stage of its development when Rhodes Fruit Farms was established. However, when this company was established, it took the lead in the production and marketing of fresh fruit. Pickstone, who was the driving force behind all this, had to convince the wine-farmers to invest in the fruit industry. This was only possible with financial assistance which was offered by Rhodes. With their far-sightedness, Rhodes and Pickstone eventually laid the foundation of an industry which generated between 1896 and 1910 13 852 cub tons of fresh fruit (or 861 348 boxes) with a total value of £212 033.⁶⁰ What Rhodes Fruit Farms

contribution to these figures were, is difficult to say. It can, however, be stated that it was significant if one takes

into account the extent of this undertaking.

Endnotes

1. A.G. Oberholster and P. van Breda (eds.), *Paarl Valley 1687-1987* (Pretoria, 1987), chapters I and III.
2. See J.C. Aucamp, *Die Geskiedenis van die Sagtevrugtebedryf in die Kaapkolonie, 1886-1896* (M.A., Stellenbosch, 1982); J.C. Aucamp, *Die Geskiedenis van die Kaapse Sagtevrugtebedryf, 1896-1910* (D. Phil, Stellenbosch, 1986).
3. G1 - 1891 *Report of the Phylloxera Commission, 1890*, pp. 8, 109.
4. D.J. van Zyl, 'Phylloxera Vastatrix in die Kaapkolonie, 1886-1900: Voorkoms, Verspreiding en Ekonomiese Gevolge,' *South African Historical Journal*, 16, November 1984, pp. 26-48.
5. CA, C.O. 6027, 6028, 6030, 6034, 6038, 6039 *Cape of Good Hope Blue Book and Statistical Register, 1884-1885, 1887, 1891, 1895, 1896*: Prices of Provisions and Clothing, etc.; R. Wallace, *Farming Industries of Cape Colony*, p.176; S.P. van Wyk, *Die Uitvoer van Suid-Afrikaanse Somervrugte 1880-1930* (Pretoria, 1935), p.12; *Agricultural Journal*, 28.7.1892, p.98: Remarks on the Promotion of Fruit Culture in the Colony, and 1.8.1893, p.189: Agriculture; *Ons Land*, 30.12.1893, p.2: Hoofartikel - Een overzicht; R.A. Davies: *Fruit Growing in South Africa* (n.p. 1928), p.5.
6. CA, A.G.R. Unsorted Letters Received in 1890: Circulars, Memoranda, Instructions and proposals, The Empire, 26.9.1890, n.p.; A9 - 1892 *Report of the Select Committee*, p.ii; *Agricultural Journal*, 29.11.1894, p.568; Fruit Culture, and 31.10.1895, p.557: Fruit from Orchard to Buyer; *The South African Trade Journal and Shipping Gazette*, December 1892, p.179: Cape Fruit; S.P. van Wyk: *Die uitvoer van Suid-Afrikaanse Somervrugte, 1880-1930*, pp. 6, 12; *The Cape of Good Hope Commercial Record*, 5.8.1891, p.5: The Colonial Fruit Trade.
7. P.L. Scholtz: 'Die Kaapkolonie, 1853-1902' in C.F.J. Muller (red.), *Vyfhonderd Jaar Suid-Afrikaanse Geskiedenis* (Pretoria, 1980), pp. 208-210). See also D.H. Heydenrych: *Spoorweë in die Kaap tot 1885* (M.A., Stellenbosch, 1965); D.J. Coetzee, *Spoorwegontwikkeling in die Suid-Afrikaanse Republiek, 1872-1899* (Cape Town, 1940), pp. 56, 93, 96-99.
8. *The Cape Times*, 26.2.1884, pp. 3-4: Fruit Farming; *The South African Trade Journal and Shipping Gazette*, June 1892, p.67: The South African Fruit Trade.
9. CA, A.G.R. 106 Correspondence File, F.371, Vol. 1, Fruit Culture - Colonial, 1892: A Memorandum of Fruit Growing at the Cape of Good Hope by C. von Babo, P. MacOwan and W. Tuck, pp. 2-3; A9 - 1892 *Report of the Select Committee*, p.63; R. Wallace: *Farming Industries*, p.177.
10. CA, A.G.R. 106 Correspondence File, F. 371, Vol. 1, Fruit Culture - Colonial, 1892: A Memorandum, p.2; R. Wallace, *Farming Industries*, pp. 161, 177; S.P. van Wyk, *Die Uitvoer*, p.15; O.S.H. Reinecke, *Populair - Wetenskaplike Leesboek* (g.d., g.p.), p.213.
11. S.P. van Wyk, *Die Uitvoer*, pp. 56; R. Wallace, *Farming Industries*, pp. 169, 177; CA C.O. 6026-6028, 6031, 6034, 6037, *Cape of Good Hope Blue Book and Statistical Register, 1883-1885, 1888, 1891, 1894*: Imports and Consumption.
12. A9 - 1892 *Report of the Select Committee*, pp. 55-57; CA, A.G.R. Unsorted Letters Received from Department, Agent General Asylums, Colonial Secretary's Office and Crown Lands in 1888: Charles Mills - Colonial Secretary, 19.3.1888, n.p.; CA, C.O. 5165 Letters Despatched, Letter Book Agricultural Department, October 1887 - November 1888: Acting Under Colonial Secretary - Civil Commissioner of Queenstown, 15.2.1888, n.p.; CA, C.C. 104 newspaper Cuttings: Verbatim Reports of the Chamber of Commerce Meetings: 3.3.187, n.p.; R. Wallace: *Farming Industries of the Cape Colony*, pp. 164, 177.
13. P.A. Molteno, *Memorandum on the Cape Fruit Exports of 1892* (London, 1892), pp. 1-10.
14. See J.C. Aucamp, *Die Geskiedenis ... 1886-1896*, chapters 7, 8 and 9.
15. *Ibid.*, chapters 4 and 5.
16. *The Cape Times*, 1.11.1939, p.5: Father of the Fruit Industry; March 1961, Vol. 3, p.7: The South African Nurseryman, Newsletter of the South African Nurserymen's Association; P.G. Marais: 'Vrugtepionier Harry Ernest Victor Pickstone', *Information Bulletin*, F.F.T.R. n.d., p.1.
17. A9 - 1892 *Report of the Select Committee*, p.31.
18. *Ibid.*; *The Cape Times*, 5.9.1921, p.8: The Fruit Export Crisis, Past and Future of the Industry; 6.9.1921, p.7: The Fruit Export Crisis, past and future of the industry; *The Cape Argus*, 1.11.1939, p.15: Father of the Fruit Industry.
19. *Newsletter of the South African Nurserymen's Association*, Vol. 3, March 1961, p.9: The South African Nurseryman; *The Cape Times*, 5.9.1921, p.8: The Fruit Export Crisis, Past and Future of the Industry; 6.9.1921, p.7: The Fruit Export Crisis, Past and Future of the Industry.
20. *Newsletter of the South African Nurserymen's Association*, Vol. 3, March, 1961, p.9: The South African Nurseryman.
21. *The Cape Times*, 5.9.1821, p.8: The Fruit Export Crisis, Past and Future of the Industry; 6.9.1921, p.7: The Fruit Export Crisis, Past and Future of the Industry; *Newsletter of the South African Nurserymen's Association*, Vol. 3, March, 1961, p.9: The South African Nurseryman.
22. P.G. Marais, *Vrugtepionier Harry Ernest Victor Pickstone*, p.18; *The Cape Times*, 6.9.1921, p.7: The Fruit Export Crisis, Past and Future of the Industry; *The Cape Argus*, 1.11.1939, p.15: Father of the Fruit Industry.
23. Cape Deeds Office (DO), *Paarl district*: Portion of farms: *Good Hope*, Vol. 19, no. 1193, deed of transfer 4146, 11413, 2582, 2897, 1902; *Rhone*, Vol. 18, no. 1174, deed of transfer 2822, 11413, 2582, 1897, 1902; *Boschendal*, Vol. 18, deed of transfer 2406, 11413, 2582, 1897, 1902; *Weltevreden*, Vol. 16, no. 1001, deed of transfer 2723, 11413, 2582, 1897, 1902; *Zondernaam and Watergat*, Vol. 15, no. 902 and 903, deed of transfer 5348, 11413, 242, 2582, 8479, 1897, 1902; *Lekkerwijn*, Vol. 16, no. 997, deed of transfer 2823, 11413, 2582, 3775, 9363, 1897, 1906; *Meerlust*, Vol. 16, no. 994, deed of transfer 7950, 9065, 5412, 1897, 1906; *Werda*, Vol. 16, no. 982, deed of transfer 2823, 11413, 2582, 3775, 9363, 1897, 1906; *Niewendorp*, Vol. 18, no. 1184, deed of transfer 2406, 2791, 11413, 2582, 1897, 1902; *Welgedund*, Vol. 4, no. 300 and 312; Deed of transfer 9036, 2582, 1897, 1902; *Delta*, Vol. 16, no. 1003, deed of transfer 7839, 2798, 2799, 6630, 1897, 1906; *La Motte*, Vol. 16, no. 1032, deed of transfer 4033, 11413, 2582, 1856, 1897, 1907; *Stellenbosch district*: Portion of farms: *Koelenhof*, Vol. 2, no. 63-70, deed of transfer 7273, 2582, 15685, 3246, 9200, 11540, 5907, 5908, 1897, 1908; *Nooitgedacht*, Vol. 2, no. 71, deed of transfer 9200, 2582, 1899, 1902; *Vredenburg*, Vol. 6, no. 281, 282 and 283, Deed of transfer 9710, 2582, 1897, 1902; *Tulbach-district*: Portion of farm: *Kleinberg*, Vol. 1, no. 98, deed of transfer 8547, 2582, 1898, 1902; (R.H.) Rhodes Papers, MSS, AFR. S. 228: S. 8, Rhodes Farms, E.R. Syfret, 1901, pp. 40-44; C. 8, Report on Rhodes Fruit Farms for the Information of Mr. Beit, pp. 39/1-39/20, 27.11.1900.
24. De Beers Archives (DBA), S4/RFF, Vol. 1, Meetings of Directors and Annual Meetings of Shareholders, 1902-1916: Rhodes Fruit Farms Board Minutes, 25.4.1901, np.
25. *Ibid.*
26. W. Hefer, 'Drakenstein - A Valley with a Place in History', *Optima*, Vol. 2, 1976, p.56.
27. DBA, S4/RFF, Bard 2/3/1: De Beers Special Board Minutes, 20.5.1897, n.p.
28. *Ibid.*
29. DBA, S4/RFF, Vol. 4, Correspondence, Incoming and Outgoing, Secretary of De Beers, 1899-1904: Rhodes Fruit Farms Board Minutes 25.4.1901, n.p.

30. DBA, S4/RFF, Vol. 1, Meetings of Directors and Annual Meetings of Shareholders, 1902-1916: Rhodes Fruit Farms Board Minutes, 10.3.1902, n.p.; S4/RFF, Vol. 4, Correspondence, Incoming and Outgoing, Secretary of De Beers, 1899-1904: E.R. Syfert - W. Pickering, 19.3.1902, n.p.; E.R. Syfert - W. Pickering, 8.8.1902, n.p.
31. DBA, S4/RFF, Vol. 18, Memorandum and Articles of Association: Rhodes Fruit Farms Limited, Section 3, 1902, pp. 3-4.
32. W. Hefer, *Drakenstein - A Valley with a Place in History*, *Optima* 2, 1976, p.56.
33. *Ibid.*; P.G. Marais, *Vrugteplonier*, p.18; *The Cape Times*, 25.9.1987, p.4: Mr. Rhodes and Fruit Farms; 8.11.1909, p.10: A Glimpse at the Early Romance of the Rhodes Fruit Farms (A letter by H.E.V. Pickstone to the Editor).
34. DBA, S4/RFF, Vol. 18, Memorandum and Articles of Association, Rhodes Fruit Farms Limited, Section 3, 1902, pp. 3-4; DBA, M. Buys: 'De Beers Administrative Records Pertaining to Rhodes Fruit Farms Limited, 1899-1937' (unpublished article, January, 1982), p.12.
35. DBA, S4/RFF, Vol. 1, Meetings of Directors and Annual General Meetings of Shareholders, 1902-1916: Rhodes Fruit Farms Board Minutes, 10.3.1902, n.p.; 25.3.1902, n.p.; DBA, M. Buys: De Beers Administrative Records, p.13.
36. Rhodes House, Oxford (RH), Rhodes Papers, MSS, AFR, S.228: C.8, Report on Rhodes Fruit Farms for the Information of A. Beit, 27.11.1900, p.39; C. 8, Rhodes Farms, E.R. Syfert, 1901, 1901, p.44.
37. DBA, S4/RFF, Vol. 4, Correspondence, Incoming and Outgoing, Secretary of De Beers, 1899-1904: Rhodes Fruit Farms Board Minutes, 25.4.1901, n.p.
38. DBA, S4/RFF, Vol. 1, Meetings of Directors and Annual General Meetings of Shareholders, 1902-1910; CAS, A.2307, Letters Received, Vol. 1, 1900-1904: R.E. Ball - N.P. Rooke, 26.9.1904, n.p.; Vol. 1, 1900-1904: R.E. Ball - N.P. Rooke, 11.10.1904, n.p.; Vol. 1, 1900-1904: E.R. Syfert - N.P. Rooke, 15.11.1904, n.p., Vol. 4, 1905: G. Orphen - N.P. Rooke, 22.6.1905, n.p.; Vol. 4, 1906-1909: G. Orphen - N.P. Rooke, 1.3.1906, n.p.; Vol. 4, 1906-1909: G. Orphen - N.P. Rooke, 27.4.1906, n.p.
39. *Ibid.*
40. DBA, S4/RFF, Vol. 1, Meetings of Directors and Annual General Meetings of Shareholders, 1902-1910; S4/RFF, Vol. 4, Correspondence, Incoming and Outgoing, Secretary of De Beers, 1899-1904: Rhodes Fruit Farms Board Minutes, 25.4.1901, n.p.; CA, A.2307, Letters Received, Vol. 1, 1900-1904: R.E. Ball - N.P. Rooke 26.9.1904, n.p.; Vol. 1, 1900-1904: R.E. Ball - N.P. Rooke, 11.10.1904, n.p.; Vol. 1, 1900-1904: E.R. Syfert - N.P. Rooke, 15.11.19804, n.p.; Vol. 4, 1905: G. Orphen - N.P. Rooke, 22.6.1905, n.p.; Vol. 4, 1906-1909: G. Orphen - N.P. Rooke, 1.3.1906, n.p.; Vol. 4, 1906-1909: G. Orphen - N.P. Rooke, 27.4.1906, n.p.; DBA, M. Buys: De Beers' Administrative Records, p.13.
41. *De Kolonist*, 17.11.1899, p.2: Hoofartikel - Onze Vruchten; *The Cape Times*, 8.11.1909, p.10: A Glimpse at the Early Romance of Rhodes Fruit Farms (A letter by H.E.V. Pickstone to the Editor).
42. See M.C. van Zyl, 'State en Kolonies in Suid-Afrika, 1854-1902', in C.F.J. Muller (ed.), *Vyfhonderd Jaar Suid-Afrikaanse Geskiedenis*, pp. 303-333.
43. *The Cape Argus*, 27.3.1928, p.4: Friend of Cecil John Rhodes - South African Fruit-Grower.
44. *Liverpool Weekly Mercury*, 22.8.1914, p.18: Settlers' Stories - Experience of South African Pioneers.
45. *The Cape Times*, 8.11.1909, p.10: A Glimpse at the Early Romance of the Rhodes Fruit Farms (A letter by H.E.V. Pickstone to the Editor); *The Cape Argus*, October 1924, p.11: South African Fruit - History and Development of the Industry; P.A. Molteno: *The Cape Times*, 16.8.1922, p.6: 'The Cape Fruit Trade - Its Present, Past and Future'.
46. DBA, M. Buys: De Beers's Administrative Records, p.5.
47. CA, A.540 The Lewis Mitchell Collection, 1807-1928, Vol. 33a: Minutes of a Meeting of the Managers of Rhodes Fruit Farms at Lekkerwijn, 23.8.1899, n.p.
48. *Ibid.*
49. CA, A.2307 Letters Received, Vol. 1, 1900-1904: H.E.V. Pickstone - G.P. Morrison, 14.6.1900, n.p.; Vol. 1, 1900-1904: H.E.V. Pickstone - G.P. Morrison, 18.6.1900, n.p.; Vol. 1, 1900-1904: H.E.V. Pickstone - G.P. Morrison, 15.7.1902, n.p.
50. *Ibid.*
51. CA, A.540 The Lewis Mitchell Collection, 1807-1928, Vol. 33a: Minutes of a Meeting of the managers of Rhodes Fruit Farms at Lekkerwijn, 23.8.1899, n.p.; F.D. MacDermott, 'Rural Cape Colony - The District of Paarl - The Rhodes Fruit Farms', *Agricultural Journal*, 1.3.1904, pp. 295-296.
52. S. Playne, *The Cape Colony* (Cape Town, 1910), p.198; F.D. MacDermott: 'Rural Cape Colony', p.298.
53. F.D. MacDermott: 'Rural Cape Colony', p. 297.
54. *Ibid.*; S. Playne: *The Cape Colony*, p.198.
55. CA, A. 2307 Letters Received, Vol. 1, 1900-1904: H.E.V. Pickstone - G.P. Morrison, 16.7.1900, n.p.; Vol. 1, 1900-1904: H.E.V. Pickstone - G.P. Morrison, 26.7.1900, n.p.
56. DBA, S4/RFF, Vol. 1, Meetings of Directors and Annual General Meetings of Shareholders, 1902-1916: Rhodes Fruit Farms Board Minutes, 18.9.1905, n.p.; F.D. MacDermott, 'Rural Cape Colony', pp. 301-302; S. Playne, *The Cape Colony*, p.198; W. Hefer, 'Drakenstein', p.56.
57. F.D. MacDermott, 'Rural Cape Colony', pp. 297-299.
58. *The Cape Times*, 8.11.1909, p.10: A Glimpse at the Early Romance of the Rhodes Fruit Farms (A letter by H.E.V. Pickstone to the Editor).
59. RH Rhodes Papers, MSS, AFR, S.228: C.21, E.R. Syfert - P. Jourdan, 6.2.1902, pp. 25-107; (C.A.) A.2307, Letters Received, Vol. 1, 1900-1904: R.R. Morrison - G.P. Morrison, 20.1.1902, n.p.; Vol. 1, 1900-1904: R.R. Morrison - G.P. Morrison, 21.1.1902, n.p.; G.2-1905 *Report of a Commission appointed by his Excellency the Officer administering the Government to enquire into the advisability of reorganising the existing Agricultural Department*, p.133.
60. J.C. Aucamp, *Die Geskiedenis ... 1896-1910*, pp. 382-383.