

## AGRA REACHES OUT AGAIN



*Songs, laughter, food, a Santa Claus and lots of gifts – brought by Agra staff for children of Havana Soup Kitchen at the Haven Zoological park.*

**Agra staff** members in Windhoek once again contributed very generously to Havana Soup Kitchen, the current beneficiary of the Agra/PMK social project. On Thursday, 8 December, 41 kids of this organisation were taken on a bus trip through Windhoek and entertained with a tour and picnic at the Haven Zoological Park. There, Santa Claus handed over Christmas gifts, donated by Agra head office staff, to everyone.

The PMK project, named after Agra's CEO, Peter Kazmaier, who initiated the project, was launched in December 2009. With Agra's strategic focus on the agriculture sector with their social involvement, staff volunteered to further contribute to the development of the community by focusing on the needy and less-privileged. The project harnesses Agra staff members' monthly contributions and personal involvement to benefit identified charities.

Staff members also actively participate by visiting institutions to hand over goods and interact with the people. This creates awareness of the role of the business and its people as corporate citizens and contributes to team building among Agra staff. Gabi and Stefan Voigts, well-known stud breeders and clients of Agra are the administrators of Havana Soup Kitchen.



*A hug and a gift from Agra's Santa while the CEO, Peter Kazmaier, looks on*

# EDITORIAL

*"There are two primary choices in life: to accept conditions as they exist, or to accept the responsibility for changing them."*  
Denis Waitley said. We can add: or make the best of it!

The annual Agra calendar, one of our special gifts to our members and clients, could unfortunately not be printed in time because of a delay at a Directorate of Veterinary Services' office to approve the auction dates. We trust however that the 2012 calendar will still be of great value when it is distributed soon.

After Agra's livestock partner in the central region resigned, actions were taken to continue with the existing good service to livestock farmers and to re-assure our clients that Agra livestock will always be there. The past two months showed that taking responsibility as a team makes changing circumstances for the better so much easier. We are grateful to say that the new livestock structure for the central region, is in place and in action.

In this edition of the Ring, we bring excerpts from Agra's annual report for the 2010/2011 financial year. Mr. Niewoudt's statement: *"It is a fact that Agra cannot afford to just accept business as it is. If we do not move forward in growth, it means that we go backwards because the business environment is always changing,"* confirms what Denis Waitley said. Mr. Kazmaier said: *"Notwithstanding the fact that Agra did not convert, the results achieved are remarkable and very satisfying."* This also shows that Agra accepts the responsibility to manage or change conditions for the better and that, as the chairman, Mr. van der Merwe says: *"With the foundation of good knowledge, skills, experience and dedication of our people, Agra is in a favourable position to continue playing an important role in the agricultural sector."* Agra's fifth social report, which will be distributed in February, shows that Agra as a corporate socially responsible citizen also contributes to improve conditions for our communities; our country and our agricultural industry.

May 2012 be a good year for you and, though you cannot change the direction of the wind, may you always find what you need to adjust your sails and reach your destination.

Until the next edition, happy farming!

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# AGRA LEWENDE HAWE GERAT VIR 2012

Agra se nuwe struktuur vir lewende hawe in die sentraalstreek is sedert 1 Januarie 2012 in plek. Met agente in Windhoek, Gobabis, Okahandja en Rehoboth; administratiewe personeel en rekenaarklerke is Agra lewende hawe gereed om ons diens aan ons kliënte te lewer soos altyd. Benewens hierdie aangestelde personeel, stel Agra se bestaande poel van vyf afslaaers en infrastruktuur ons in staat om voorts geskeduleerde veilings aan te bied by Agra se bestaande veilingsfasiliteite.

*"Die pryse behaal op die mees onlangse veilings wat deur Agra lewende hawe aangebied is, is 'n bewys van Agra se toewyding en passie om 'n deurlopende diens en goeie pryse aan ons boere te bied,"* het Titus Koen, Hoofbestuurder: Lewende hawe gesê.

Agra se Meatco en Witvei verslagingsdiens en transitoversekering gaan ook voort soos normaal deur middel van Norma Bester, Agra se agent in Okahandja. In Rehoboth is Deon Steenkamp beskikbaar as agent om boere te bedien, John Redman is in die Windhoek kantoor en in Gobabis tree MC Human en MK Katjujanjo op as agente.

Danie Byleveld, Agra lewende hawe se operasionele bestuurder wat waarnaem as koördineerder vir die sentraal streek is positief oor die toekoms van hierdie afdeling van Agra in die sentraal streek en met al sy personeel op hul pos sê hy: *"Dekades lank is Agra al die boer se vennoot vir lewende hawe bemarking en dis presies wat ons in die toekoms ook sal wees – in al die streke van ons land, vir kommersiële sowel as kommunale boere,"*


# AUCTION

## FEBRUARY / MARCH 2012

MON	TUE	WED	THU	FRI	SAT	SUN
6	7	8	9	10 - Kalkrand (Kamanjab) - Von Hase / Schreiber swakara veiling, Keetmanshoop	11	12
13	14 - Outjo	15 - Grootfontein - Aranos - Okahandja - Windhoek - Summer Sale Auction, WHK	16 - Mariental - Aranos Dorper Top Ram Auction, Aranos	17 - Gobabis	18	19
20	21	22 - Otavi	23 - Otiwarongo - Keetmanshoop	24 - Loskop (Kamanjab) - Grootfontein Small Stock - Kobus van Wyk & Francois Theron Small Stock Stud Auction, WHK	25	26
27	28 - Karasburg - Rehoboth Small Stock	29 - Grootfontein - Windhoek - Karasberg swakara Stud Auction, Keetmanshoop	1 - Aub	2 - Gobabis - movable Goods Auction, Keetmanshoop	3	4
5	6 - Rehoboth Large Stock - Gibeon	7 - Bethanie - Windhoek	8 - Otiwarongo - Samehaling	9 - Kalkrand (Kamanjab) - Witbooisvlei	10	11

**ENQUIRIES**  
**Large Stock Stud Auctions:** Kiep Lepen 081 124 0648  
**Auctions South & Small Stock Stud Auctions:** George Pearson 081 122 3623  
**Auctions North:** Wilhelm Mosehuus 081 124 5605  
**Auctions Central:** Danie Byleveld 081 129 3803  
 or your nearest Agra branch!

\* Auctions can be cancelled or postponed without notice



Rooted in our people. **YESTERDAY, TODAY AND TOMORROW**

# AGRA: LEWENDE HAWE SENTRAAL

**AGENTE**



**Windhoek**  
**JOHN REDMAN**  
Tel: 061 290 9228  
Cell: 081 124 2262



**Rehoboth**  
**DEON STEENKAMP**  
Tel: 062 523 033  
Cell: 081 128 6721



**Gobabis**  
**MC HUMAN**  
Tel: 062 562 751  
Cell: 081 146 4194



**Okahandja**  
**NORMA BESTER**  
Tel: 062 503 087  
Cell: 081 280 2081

## BESTUUR



**HOOFBESTUURDER**  
**TITUS KOEN**  
Tel: 061 290 9355  
Cell: 081 127 8214



**OPERASIONELE BESTUURDER**  
Waarnemende streeksbestuurder - sentraal  
**DANIE BYLEVELD**  
Tel: 061 290 9251  
Cell: 081 129 3803



Gevestig in ons mense, **GISTER, VANDAG EN MORE**



# VEILING

DAGBOEK DIE VOLGENDE DATUMS

**VRIDAG, 10 FEBRUARIE 2012**  
VON HASE / SCHREIBER swakara VEILING  
10:00  
Veilingskrale, Keetmanshoop

**WOENSDAG, 15 FEBRUARIE 2012**  
"SUMMER SALE AUCTION"  
11:00  
AGRA / Bank Windhoek Ring – Windhoek

**DONDERDAG, 16 FEBRUARIE 2012**  
ARANOS DORPER TOPRAMVEILING  
10:00  
Aranos Boerevereniging Veilingskrale

**VRIDAG, 24 FEBRUARIE 2012**  
KOBUS VAN WYK EN FRANCOIS THERON KLEINVEESTOETVEILING  
11:00  
AGRA / Bank Windhoek Ring – Windhoek

**WOENSDAG, 29 FEBRUARIE 2012**  
KARASBERGE swakara STOETVEILING  
10:00  
Canyon Hotel – Keetmanshoop

**VRIDAG, 2 MAART 2012**  
LOSGOEDVEILING  
10:00  
Keetmanshoop

**DONDERDAG, 22 MAART 2012**  
SAMEHALING DORPERSTOETVEILING  
10:00  
Veilingskrale – Samehaling

### NAVRAE

Grootvee Stoetveeilings

Kiep Lepen 081 124 0648

Veilings Suid & Kleinvee Stoetveeilings

George Pearson 081 122 3623

### Veilings Noord

Wilhelm Mosehuus 081 124 5605

### Veilings Sentraal

Danie Byleveld 081 129 3803

Of u naaste AGRA-tak



*Veilings kan gekanselleer of uitgestel word sonder vooraf kennisgewing*



Gevestig in ons mense,

**GISTER, VANDAG EN MORE**

# VEILING



## swakara RAM & OOI VEILING

Onder beskerming van die swakaratelersgenootskap van Namibia

**swakara**

## 2DE swakara RAM & OOI VEILING

### KARASBERGE swakarastoet

**WOENSDAG, 29 FEBRUARIE 2012**  
10:00 Canyon Hotel, Keetmanshoop

#### AANBOD

- 13 A Wit geregistreerde Ramme
- 7 A Wit nie-geregistreerde Ramme
- 13 B Wit geregistreerde Ramme
- 3 B Wit nie-geregistreerde Ramme
- 2 Swart nie-geregistreerde Ramme
- 12 A Wit geregistreerde Ooie
- 28 B Wit geregistreerde Ooie
- 5 C Wit geregistreerde Ooie
- 10 B wit Kudde Ooie

#### NAVRAE

Donnie Oberholster

063 269 636

George Pearson

081 122 3623

Wessel Visser

081 128 7703

www.agra.com.na

## REPORT OF THE CHAIRMAN

In the 2010/2011 financial year, Agra looked back on thirty years as agricultural business in Namibia. These were indeed years full of challenges, difficult decisions and changes, but if we look back, Agra can say with pride that the overall picture shows growth as a result of perseverance and hard work.

In the 2010/2011 financial year, Agra looked back on thirty years as agricultural business in Namibia. These were indeed years full of challenges, difficult decisions and changes, but if we look back, Agra can say with pride that the overall picture shows growth as a result of perseverance and hard work.

The year under review also involved several challenges that had to be managed diligently. The above average rainfall resulted in optimal production conditions for both livestock and agronomy producers. The increase in meat and commodity prices also created a favourable agriculture environment where producers could realise more profits and had more cash available to invest

Not only are times dynamic, but the environment in which Agra does business, remains competitive. Competition is healthy because it stimulates creative and innovative thinking; hone effectiveness and service delivery and results in product prices remaining competitive. These are all to the advantage of Agra's client.

In the past year, the Keetmanshoop branch was upgraded at a cost of N\$5 million, improvements were done at several branches and building operations of a new branch at Oshivelo have started. The livestock division also had a successful year with record prices in the stud arena as well as at the weaner auctions. Agra also, for the first time announced a national and three regional winners in the weaner calf competitions.

Agra once again fulfilled its social responsibility by investing and ploughing back in the following key areas:

- Training, development and upliftment of several sectors of the Namibian agricultural community by skills development, lectures, training initiatives and mentorship programmes.
- Sponsorships to organised agriculture such as agricultural unions and farmers associations.
- Support to charity.
- Staff development, including training, coaching and mentorship, bursaries and support for external studies.

Agra as a business has grown tremendously during the past years. This leads to the budget being adjusted every year, turnovers increase, stock levels rise and more clients put more pressure on space in the stores.

Agra will remain focused on its core business. To ensure sustainable profitable growth, existing market share will have to be extended and expanded to new and unexploited markets. Client needs need to be taken into consideration and attention needs to be given to better

provide for this in order to ensure an excellent service and shopping experience.

The unemployment figure in Namibia is perturbing. The agricultural sector is the largest job creator and provides jobs to 27% of the work force. It is expected that the demand for food worldwide will increase with 70% by 2050. Agriculture is a central role player in Namibia to address this challenge en to contribute to job creation.

Agra is an indispensable partner in the agricultural sector. After 30 years, Agra is still committed to create jobs, provide products and services and contribute to economic development in Namibia.

To achieve the above mentioned objectives, the government and private sector need to be partners with a common vision. Each partner's role and function need to be clearly defined. Agra is committed to such a partnership.

With regards to the conversion of Agra to a public company, Agra requested the court to provide an answer to the difference in interpretation of the law, between Agra and the registrar. On 29 July 2011 the case was handled in the supreme court and concluded in the favour of Agra and the court ordered the registrar to cancel the registration of Agra as a co-operative as from 31 October 2011. Although Agra has complied with all legal and regulatory requirements needed for an application for conversion, the Registrar of Cooperatives has to date still not complied with the court order to strike Agra cooperative off the Register of Cooperatives.

I would like to use this opportunity to thank every member and client of Agra who were loyal to Agra and who did business with Agra. Agra will continue to build relationships and communicate with clients.

I want to thank fellow directors and members of the supervisory committee for your dedicated service on all levels. The board of directors is excited about the excellent financial results. This is the result of hard work by a dynamic team. On behalf of the board of directors and members of Agra, I want to use this opportunity to congratulate the Chief Executive Officer of Agra, Peter Kazmaier, the management team and staff. Thank you for your commitment to make Agra a successful business.

With the foundation of good knowledge, skills, experience and dedication of our people, Agra is in a favourable position to continue playing an important role in the agricultural sector.



A handwritten signature in black ink, which appears to read 'Ryno van der Merwe'. The signature is fluid and cursive.

**Ryno van der Merwe**  
Chairman: Agra Board of Directors

## REPORT OF THE SUPERVISORY COMMITTEE

The Co-operative Act of Namibia states that a supervisory committee is responsible to monitor the activities of a co-operative. This supervision entails more than just attending meetings. It comprises an unbiased broader image of the weal and woe of the co-operative, considering the specific interests of the shareholders, staff, management and board of directors. On the one hand it is thus my privilege to once again give this overview, but on the other hand I find it disappointing that bureaucracy is the reason for not yet being able to finalise the conversion to a public company.

The year under review was once again a good year with regards to financial performance and farming conditions in general. Members can really pride themselves in what was achieved. Agra as agricultural business belongs to Namibians, are driven and managed by Namibians and is represented country-wide to benefit all in the country. If we look further to the corporate social responsibility, there is a lot of evidence of Agra's involvement with various worthy organisations. It is with great appreciation that Agra ploughs back into the country and its people. The continuous support to farmers associations and agricultural shows however proves that the primary focus, agriculture, does not get neglected for the sake of social publicity.

Agra Professional Services deserves to be mentioned. This group of experts provides services to farmers that are of immeasurable value. Free agricultural extension services by Government are largely limited to communal and emerging farmers. These professional services are just as important to the commercial farmer as a financial advisor is to investors of shares in stock exchange. For the farmers it might be difficult to accept that they have to pay for services that were free in the past. Feedback however indicates that this is changing. It is also important to recognise the important role this division plays in the transfer of knowledge, expertise and skills in the upcoming agricultural sector.

The Supervisory Committee can testify that business development is done with great caution. It is a fact that Agra cannot afford to just accept business as it is. If we do not move forward in growth, it means that we go backwards because the business environment is always changing. Obviously, development involves risks. Therefore it is good to report that development is considered and planned well in advance without hesitating to consult expert advice where needed. It is a huge responsibility to keep the correct balance between growth and the accompanying new challenges and opportunities on the one hand and on the other hand maintaining established business and market share.

The competition in agricultural business is very strong. Besides that, transport costs play a very large role in the price of goods delivered. Members expect that Agra will never be out of stock. Availability of transport on the right time and place is not that easy when striving towards competitive prices. Regardless of all negative factors affecting the performance, the retail division of Agra contributed largely to the positive financial results.

Although a lot of concern was expressed by members regarding the month-end specials and the consequent large amount of feet in the stores and abnormal pressure on staff and systems – the financial performance was still good. It should also be taken into consideration that opportunities are created for small and informal enterprises of which the potential is not yet

fully developed.

Livestock marketing is another division where significant changes took place. Namibian abattoirs prefer to have their own agents in the field. This ensures a good throughput and the agents “do not cost anything” to the farmer. Where producers market through Agra, they have to renounce commission to Agra. Producers should maybe think again whether the potential power of collective bargaining, costing something, does not realise a better price than “free”, organised access. Everybody in the value chain of livestock ought to earn fair remuneration for their contribution. Producers are however still price takers and must pay the bill for sometimes ineffective value adding. Nevertheless, the livestock division performed satisfactorily.

From the nature of Agra's countrywide involvement, the quality, dedication and loyalty of staff on all levels are of utmost importance. In the same way that Agra wants to be the choice and destination of its members, it also wants to be the first choice as employer for its staff. Therefore it can be reported with pride that a lot is done to develop skills and expertise and that the experience gained is of intangible value to staff members, something that is not always acknowledged. Staff up to the lowest level, should realise that the public image of Agra is affected positively or negatively by their actions and behaviour.

At Agra we cherish a lot of pride and love for our wonderful country. We experience a passion by the board en management to contribute positively to our country and its development. We are proud of our people who helped to shape this country. We are proud to play in the same team as those who put the interest of Namibia first; those who work hard to make our country a leader in Africa, despite our harsh environment. It is our heart's desire that, from the side of the authorities, cognisance will be taken of the valuable source of expertise, ability and passion for our country that exists in Agra and its people.

Finally it is my privilege to thank the board, management, staff and all the valued members of Agra for a wonderful year and wish you all the best for the next year.



**J H Nieuwoudt**  
Supervisory committee



# VERSLAG VAN DIE HOOF UITVOERENDE BEAMPTTE



**Agra** se finansiële jaar geëindig 31 Julie 2011, was weer eens 'n rekordjaar. Die totale omset vir die groep het N\$1,778 biljoen beloop, 'n toename van 17,7% teenoor verlede jaar. Bruto winste vir die groep het N\$171,3 miljoen beloop, 'n toename van 17,5%. Die netto wins na belasting was N\$24,5 miljoen vergeleke met N\$13 miljoen in 2010.

Hierdie baie positiewe resultate is behaal te midde van strawwe kompetisie in beide die kleinhandel en lewende hawe afdelings. Die dank kom toe aan ons gemotiveerde en produktiewe personeel en ons lojale kliënte wat ons deur die jaar ondersteun het.

'n Baie belangrike en onrusbarende aangeleentheid is die feit dat die Registrateur van Koöperasies tot op datum nog steeds nie die de-registrasie van Agra as 'n koöperasie uitgevoer het nie, nie teenstaande 'n hofbevel van die Appèlhof dat die registrateur die de-registrasie op 31 Oktober 2011 moet uitvoer. Die feit dat die registrateur nie die hofbevel uitgevoer het nie beteken dat die registrateur die hof verontagsaam. Ongelukkig het dit geen gevolg nie aangesien die hofbevel blatant geignoreer is. Alle pogings wat deur die ondergetekende en bestuur aangewend is om 'n vergadering aan te vra met die Minister van Landbou, Water en Bosbou of sy permanente sekretaris is keer op keer van die hand gewys. Dit was derhalwe onmoontlik om die opdrag van Agra se lede, om die koöperasie te omskep in 'n publieke maatskappy, uit te voer soos wat voorsiening voor gemaak is in die Wet op Koöperasies van 1996. Dit is nie vir ons moontlik om uit te vind waarom daar so 'n weerstand van die kant van die regering is nie. Die feit dat dit nie vir ons moontlik is om met die besluitnemers te kommunikeer nie, maak dit baie moeilik om vordering te maak met hierdie saak, anders as om die houe te nader vir hulp, sodat die wette van die land uiteindelik toegepas word. Behalwe vir die onnodige vertraging wat die groei van Agra benadeel het oor die laaste 18 maande, het dit ook duur geword, nie net as gevolg van regeerkostes nie, maar ook ten opsigte van operasionele kostes soos skryfbehoeftes, bemerking en drukwerk, en boonop die baie ure wat senior bestuur gespandeer het met regsadvies. Ons sal voortgaan om alles in ons vermoë te doen om die instruksie, soos gegee aan ons direksie deur ons lede, uit te voer om Agra te omskep in 'n publieke maatskappy.

## FINANSIËLE OORSIG

Nieteenstaande die feit dat Agra nie omskep is nie, was die resultate wat behaal is merkwaardig en baie bevredigend. Die netto omset vir die groep het toegeneem met 12% van N\$854 miljoen in 2010 tot N\$953 miljoen in 2011. Netto wins voor belasting vir die groep het verbeter vanaf N\$19,9 miljoen in 2010 na N\$36,3 miljoen in 2011. Ongelukkig het inkomstebelasting toegeneem met 70% vanaf N\$6,9 miljoen na N\$11,7 miljoen. Netto wins na belasting het verbeter vanaf N\$13 miljoen in 2010 na N\$24,5 miljoen in 2011. Geen dividende is verklaar nie omrede die omskepping nog steeds nie plaasgevind het nie. Die totale ekwiteit beloop nou N\$103 miljoen.

## LEWENDE HAWE AFDELING

Die aantal diere wat bemark is gedurende die 2010/11 jaar was soos volg:

	2011	2010	% change / verandering
Beeste	151,034	146,868	2,8%
Skape	193,328	134,758	43,5%
Bokke	92,611	86,418	7,2%
Wild	660	1,025	(35,6%)

Gemiddelde pryse per kop behaal in die verskeie kategorieë was soos volg:

	2011	2010	% change / verandering
	N\$	N\$	
Beeste	4,099	3,539	15,8%
Skape	630	492	28,0%
Bokke	686	545	25,9%
Wild	7,059	11,707	(39,7%)

Netto omset behaal in die lewende hawe afdeling het N\$43,6 miljoen beloop vergeleke met N\$33,1 miljoen in 2010, 'n verbetering van 32%.

## swakara

'n Totaal van 124,261 pelse is by die twee veilings in Kopenhagen gedurende September 2010 en April 2011 verkoop wat 'n afname van 2% is in vergelyking met die 126,819 pelse wat gedurende die jaar geëindig Julie 2010 verkoop is.

Eenheidspryse per pels het gestyg vanaf 'n gemiddelde van N\$321,32 in die vorige finansiële periode tot N\$422,37 in 2011, 'n styging van 31%, hoofsaaklik as gevolg van die hoë vraag na wit Swakara pelse. Die gemiddelde prys vir wit pelse was N\$689,91.

## Algehele lewende hawe afdeling

Soos gesien kan word in die verslae hierbo, is goeie vordering gemaak om marktaandeel in Namibië terug te wen. Ongelukkig bly lewende hawe bemerking en verkope 'n groot kredietrisiko vir die organisasie as gevolg van die informele manier waarop die industrie werk. Voorsiening vir slegte skulde vir die jaar onder oorsig beloop N\$5,3 miljoen. Baie strenger beheermaatreëls is geïmplementeer voor die einde van die finansiële jaar om die kredietrisiko te beheer.

Die sentrale lewende hawe agent, Windhoek Livestock Auctioneers, het effektief 1 Desember 2011 hul dienste met Agra beëindig. Dit voorsien vir Agra 'n nuwe geleentheid om hierdie deel van Lewende hawe te hersien en in lyn te bring met Agra se doel en visie.

Die netto bedryfssurplus voor hoofkantoor-kostes van hierdie afdeling het verander vanaf N\$2,8 miljoen in 2010 tot N\$2,6 miljoen in 2011. Dit verteenwoordig 'n netto surplus tot omset persentasie voor hoofkantoor-kostes van 0,3% vir 2011 en 0,4% vir 2010.

## KLEIN- EN GROOTHANDELSAFDELING

Hierdie afdeling bestaan uit die Agra kleinhandelstakke, Auas Wholesalers, Auas Vet Med en Safari Den. Ons is trots om te rapporteer dat die omset

verbeter het vanaf N\$784,1 miljoen in 2010 tot N\$872,7 miljoen in 2011, 'n verhoging van 11,3%. Terselfertyd het bruto winste toegeneem vanaf N\$93,1 miljoen in 2010 tot N\$107,4 miljoen in 2011 (15,4%). Operasionele uitgawes het toegeneem vanaf N\$69,6 miljoen in 2010 tot N\$79,1 miljoen in 2011 'n verhoging van 13,6%. Die netto bedryfssurplus het dienooreenkomstig toegeneem vanaf N\$42,6 miljoen in 2010 tot N\$49,3 miljoen in 2011, 'n persentasie verbetering van 15,7%.

#### EIENDOMSAFDELING

Bruto inkomste vir hierdie afdeling beloop N\$24,6 miljoen in vergelyking met N\$18,4 miljoen in 2010 ('n styging van 33,7%). Dit sluit in 'n billike waarde aanpassing op beleggingseiendomme van N\$3,7 miljoen.

Dit is ook belangrik om te wys daarop dat die Auas Valley inkoopentrum ten volle verhuur was gedurende die finansiële jaar. Die totale uitgawes van hierdie afdeling het 'n afname getoon van 7,6% vanaf N\$9,2 miljoen in 2010 tot N\$8,5 miljoen in 2011, hoofsaaklik as gevolg van 'n besparing op onderhoud en herstelwerk aan takke en veilingskrale.

Die bedryfssurplus het gestyg vanaf N\$9,2 miljoen in 2010 tot N\$16,1 miljoen in 2011, 'n styging van 75%.

#### TOEKOMSVERWAGTINGE

Die dringendste aspek/aangeleentheid rakende Agra se toekoms bly nog steeds die omskepping na 'n maatskappy. Ons sal hopelik die finale toestemming van die hof verkry sodat die volgende jaar se resultate in die vorm van 'n maatskappyjaarverslag sal wees.

Kompetisie in beide die kleinhandel en lewende hawe sektore neem toe, maar so ook die geleentheid wat dit bied. Ons sal voortgaan met die opbou en ondersteuning van die landbousektor.

Agra se maatskaplike rol en ondersteuning aan minderbevoorregtes sal voortgaan in die toekoms en sal primêr fokus op landbou- verwante projekte

Agra sal aanhou groei deur volhoubare winste, deur die ontwikkeling en groei van ons mense, deur ons omgewing in ag te neem, en deur seker te maak dat koöperatief sosiale beleggings nog steeds deel vorm van ons waardes.

#### SLOT

Ons wil dankie sê aan al ons kliënte, lede en ondersteuners wat nog 'n suksesvolle jaar moontlik gemaak het.

Ons vertrou en is oortuig dat met u volgehoue ondersteuning en insette Agra weer eens sal groei en in 2012 kan rapporteer op nog 'n suksesvolle jaar.

Ek wil ook die Agra raadslede bedank vir hulle insette en leiding asook my bestuurspanlede, wie 'n voortgesette bron van inspirasie en ondersteuning was.

Ons lede en kliënte: dankie vir julle ondersteuning deur die jaar.

Ons sien uit daarna om vir u tot diens te wees in die komende jare.

**PM Kazmaier**

Hoof Uitvoerende Beampte

## SWAKARA SKOKAPPARATE

Neem asb. kennis dat Agra nie die skokapparate verkoop nie, maar dit kan deur die swakararaad gekoop word. Bestellings kan by dié Agra tak geplaas word waar pelse afgelewer word of by die voorligtingsbeampte.

Maak asb seker dat alle verskeie pelsnommers wat met die spesifieke skokapparaat bedien word op die vorm gelys is. Ten einde koste te bespaar word die skokapparate so spoedig moontlik by die betrokke Agra tak of voorligtingskantoor afgelewer.

Skokapparate word slegs aan produsente gegee as alle bydraes ten volle betaal is. Die voetskakelaar/sonpaneel is nie deel van die subsidië nie en sal ten volle deur die produsent betaal moet word indien die produsent dit wil bestel.

Elke skokapparaat het 'n reeksnommer wat teen die produsent se pelsnommer/s geregistreer sal word. 'n Geregistreeerde skokapparaat kan nie aan 'n ander produsent verkoop of geskenk word sonder die toestemming van die swakararaad nie.

Vir enige verdere navrae kontak Jenny Korner, Tel 061 237750 of [jennyk@agra.com.na](mailto:jennyk@agra.com.na).

### NOTICE: TAX INVOICES AND COPY TAX INVOICES

As per Section 21 Paragraph (4) and (8) of the VAT Act, suppliers may only issue an original tax invoice once. If the original tax invoice is lost, suppliers may issue a copy of the original tax invoice and this document must be marked "copy tax invoice".

Extract of the relevant VAT Act: Section 21  
(4) A registered supplier shall issue only one tax invoice for each taxable supply.  
(8) Notwithstanding anything in subsection (4), where a registered recipient claims to have lost the original tax invoice for a taxable supply, the registered supplier concerned may provide a copy thereof clearly marked "copy".

All tax invoices and copy tax invoices issued by Agra comply with the Namibian VAT Act which ensures that our clients are able to claim VAT.





# Produksieveiling

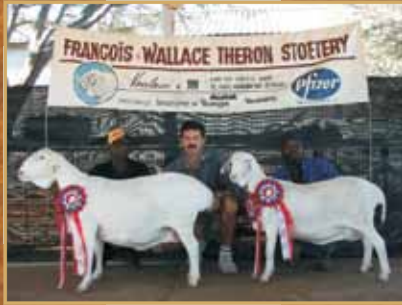
Kobus van Wyk, Francois & Wallace Theron

24 Februarie 2012

11:00

Agra/Bank Windhoek Ring,  
Windhoek

- 40 Van Rooi Ramme
- 20 Wit Dorper Ramme
- 20 Boerbok Ramme
- 150 Van Rooi Ooie
- 50 Wit Dorper Ooie
- 20 Boerbok Ooie



*(Alle diere gekeur, stoet- en kudde ooie)*



Navrae:

Kiep Lepen 081 124 0648

George Pearson 081 122 3623

Barend Dorfling 081 127 8806

Hector Jooste 081 148 0146

Kobus van Wyk 063 - 273 325 / 081 149 4220

Francois Theron 081 124 2185

Wallace Theron 081 144 3355



SERVICE-RANGE-COUNTRYWIDE

# AUCTION



## WINDHOEK SUMMER SALE

WEDNESDAY, 15 FEBRUARY 2012 at 11:00

Agra / Bank Windhoek Ring

40 Bulls  
50 Females  
(Various Breeds)



NAVRAE

Kiep Lepen

081 124 0648

kiep.agra@gmail.com

Barend Dorfling

081 127 8806

Hector Jooste

081 148 0146



www.agra.com.na

# VEILING



## ARANOS DORPER TOPRAM VEILING

16 FEBRUARIE 2012 om 10:00

Aranos Boerevereniging Veilingskrale

56 DORPERRAMME  
20 WITDORPERRAMME  
5 DORPEROOIE

Philip Strauss Dorpers  
Julia Burger  
Jerrrie Kotze Dorpers  
Samehaling Witdorperstoet  
Hannes & Jomarie Dorpers  
Freddie Dreyer Dorpers & Witdorpers  
Francois & Wallace Theron Dorpers  
Samehaling Dorperstoet  
PFE Klein Dorpers  
Danie Visser Dorpers  
Le Roux van Wyk Dorpers  
Du Toit Dorpers  
Joubert Dorpers

NAVRAE

GEORGE PEARSON (AGRA)

081 122 3623 / 063 223 321

FREDDIE DREYER (DTGN PRESIDENT)

063 275 028

SUNEL NAUDE (DTGN KANTOOR)

063 223 285



Onder die beskerming van die  
Dorpertelersgenootskap van Namibia



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