

SEPTEMBER / SEPTEMBER 2008

AGRA CO-OPERATIVE LTD MEMBERS' NEWSLETTER

AGRA KOÖPERATIEF BPK SE LEDE NUUSBRIEF



WAAR STAAN DIE PRODUSENT TEN OPSIGTE VAN SPEENKALFBEMARKING IN NAMIBIË?

Namibië is 'n land van kontraste en beesproduksie is veral afhanklik van die reënval en aangewese produksie-areas. Sekere produksie-areas is meer geskik vir speenkalfproduksie, terwyl ander areas weer meer geskik is vir osproduksie en/of die afronding van speenkalwers.

Gegewe die aantal speenkalwers wat jaarliks in die land geproduseer word, is dit noodwendig dat van hierdie speenkalwers lewendig op die hoof uitgevoer moet word weens 'n beperking op produksie-areas en die deurlopende koste van voer.

Hierdie toedrag van sake het egter gelei tot 'n situasie waar ongeveer 150 000 speenkalwers jaarliks die land verlaat het na voerkrale in Suid-Afrika (gebaseer op 'n ses-jaar gemiddelde). Dit is een van die mees bydraende faktore waarom die getalle van slagbare bees in die land afgeneem het. Dit het noodwendig die plaaslike abattoirs onder druk geplaas in terme van jaarlikse deurset-getalle.

Pogings om meer speenkalwers in die land te behou was grotendeels onsuksesvol en daar is reeds by wyse van 'n Goewermentskennisgewing maatreëls in plek gestel waarvolgens 'n uitvoerheffing per kop gehê kan word om die uitvloeï van speenkalwers te verminder (die huidige heffing is steeds behou op nul persent).

Hierdie situasie het egter begin verander sedert 2007 weens 'n sameloop van omstandighede. 'n Vergelyking tussen speenkalf-uitvoere gedurende die eerste vyf maande van 2007 teenoor die uitvoere in dieselfde tydperk in 2008, dui op 'n afname van 46,8% in uitvoergetalle.



Dit kan toegeskryf word aan faktore soos onder andere hoër pryse behaal in die Europese mark, 'n gunstige wisselkoers wat uitvoere bevoordeel, hoër brandstofpryse (wat die uitvoer van speenkalwers minder lonend maak), hoër voerkoste (voerkraalondernemings word minder kompetender) en die inwerkingstelling van Meatco se finansieringskema om speenkalwers plaaslik af te rond.

Volgens inligting van die Landbou Unie word 'n beleid voorgestaan waar geen heffings op die uitvoer van speenkalwers geplaas behoort te word nie (met ander woorde geen inmenging in die vryemarkstelsel nie), maar dat plaaslike insentiewe ondersteun moet word om genoegsame speenkalwers in die land te hou om voldoende deurset aan die abattoirs te verseker.

Die gevaar van uitvoerheffings is dat die binnelandse pryse van speenkalwers kan daal (vergeelyk dit teenoor wat met die kleinveeskema gebeur het) en dat dit 'n negatiewe effek kan hê op veral die inkomste realisasie van 'n groot persentasie kommunale en opkomende kommersiële boere.

Gedurende November 2007 het Meatco 'n finansieringskema van stapel gestuur om die uitvoer van speenkalwers teen te werk en om sodoende die getal slagbare bees binnelands te verhoog. Tans is reeds 7 000 bees van 59 produsente by die skema ingeskakel, vanuit 'n totale doelwit van 10 000 bees vir 2008.

Meatco se finansieringskema kom in kort neer op die volgende: Meatco maak gebruik van 'n rekenaarmodel (wat gebaseer is op 'n vyf-jaar gemiddelde prestasie) om vir elke individuele aansoeker 'n

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minimum slagprys en slagbeurt te waarborg na 'n spesifieke tydperk (drie maande tot een jaar). Gedurende hierdie tydperk moet die diere slaggereed gemaak word deur die aansoeker.

Indien die projek goedgekeur word, verleen 'n kommersiële handelsbank die nodige krediet aan die betrokke aansoeker, wat insluit die gewaarborgde minimum prys, asook die koste van die lek en die rente op die lening. Die skema dek ook die aankoop van die speenkalwers, die vervoer van die speenkalwers na die plaas, asook die vervoer daarvan na die abattoir wanneer die diere geslag moet word.

Aan die einde van die ooreengekome tydperk onderneem die aansoeker om ten minste 98% van die diere aan Meatco se abattoirs te lewer. By lewering en slag aan die einde van die skema, betaal Meatco die geld oor aan die handelsbank. Die bank verhaal dan hul finansieringskoste en betaal die res uit aan die aansoeker.

Tydens die tydperk van die projek verskaf Meatco tegniese ondersteuning in terme van advies en die weeg van diere elke drie maande om vordering te bepaal en om enige probleme vroegtydig te identifiseer.

Die voorwaardes vir deelname aan die skema is onder andere bewyse van kredietwaardigheid en die besit van beskikbare grond (eie of gehuur) vir die afronding van die speenkalwers.

Bank Windhoek en Eerste Nasionale Bank is reeds betrokke by hierdie finansieringskema, terwyl Standard Bank ook binnekort gaan toetree. Agribank en Nedbank het ook aangedui dat hulle belangstel om aan die skema deel te neem.

Insettiewe soos hierdie behoort ondersteun te word deur die plaaslike produsente synde:

- dit 'n plaaslike landbou-inisiatief is met meriete,
- dit strook met die vryemark-beginsels (wat neerkom op winsmaksimering),
- dit strook met die bepalings van die Suider-Afrikaanse Doeane-Unie,
- regeringsinmenging in die ekonomie word dus nie benodig nie,
- die plaaslike handelsbanke raak betrokke by 'n plaaslike landbou-inisiatief,
- 'n hoër getal slagbare bees word vir die plaaslike abattoirs verseker, en
- dit bied nog 'n geleentheid vir verdere plaaslike waardetoevoeging, insluitend produktontwikkeling, gegewe die beskikbaarheid van meer insette vir die abattoirs.

Produsente wat belangstel om in hierdie skema te deel kan die volgende persone kontak:

Heiner Böhme (Projekbestuurder by Meatco) - Tel: (061) 321 6400
Lourens Swart (Sentraal / Suid) - Tel: 081 127 8805
Barend Dorfling (Noord) - Tel: 081 127 8806

Wallie Roux
Trade Policy Analyst

(Endnotes)

- 1 Inligting verskaf deur die Namibië Landbou Unie, die Vleisraad en die Windhoek Observer.

Give someone special an Agra gift voucher

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ANIMAL HEALTH

STRATEGIC LICK SUPPLEMENTS: THE BIOLOGICAL ASPECTS

1. PROTEIN

Why do cattle and sheep (ruminants) benefit from urea while pigs and humans derive no benefit from it?

This question is connected to another: "How come ruminants can survive on grass but single stomach animals like pigs will gradually die of hunger?" All grass-eating animals have a large place in their digestive system in which the large fibrous feeds can be halted and fermentation may take place.

In ruminants, the rumen fulfils the need of fermentation cask. The volume of an adult rumen varies from animal to animal, but it is usually in the vicinity of 4-10 litres in sheep and 100-300 litres in cattle.

As early as 1891, researchers indicated that a lack of protein in the feed brings about a decrease in digestibility of particularly the fibrous parts of feed. Ruminants, and not single stomach animals, use microbes (bacteria and protozoa) to help them digest food to a certain extent, and later the animal digests the more easily digestible microbes in the small intestine for own use. The cell walls of the grass eaten by cattle need to be digested first so that the more easily digestible contents of the cells may be put to use. Cell walls consist mainly of cellulose that the animal is not able to digest without assistance. This digestion is done through the enzyme cellulase that is released by specific bacteria. No glands or organs in the animal's body are capable of releasing this enzyme or other enzymes that digest cellulose. The fewer bacteria present, the slower the rate of digestion, the slower food flows to the lower digestive tract, the slower an animal eats because the stomach is still too full and eventually less nutrient matter is absorbed and the animal becomes thin.

Urea (a source of non-protein nitrogen) plays an important role in building up large populations of microbes, thereby aiding digestion. A grazing ruminant's diet contains a protein concentration of as low as 3% in poor quality roughage to as high as 25% in young, actively growing grazing. Nitrogen is a building block of amino acids and the latter are building blocks of protein. Dietary nitrogen is used firstly by the rumen microbes. The rumen microbes are capable of building amino acids out of simple nitrogen compounds. One kilogram of urea that contains 46% nitrogen has the equivalent of 2,87 kg protein due to the capability of microbes to build amino acids.

These amino acids produced by rumen microbes make the ruminant independent of an outside source of essential amino acids.

An essential amino acid can best be described by the following example:

If a child builds Lego blocks in the following sequence:

4 blue, 1 yellow, 2 green, he would be able to continue until there is no longer a certain colour available. As soon as, for instance, all the yellow blocks have been used, he will NEVER be able to build a similar tower.

The yellow block is therefore essential.

The same happens with the "building" of protein. If an animal "builds" a specific protein such as for example muscle protein, and one amino acid is missing, then muscle growth stops there.

The primary shortfall in dry grazing is protein. Energy deficits also occur, but with protein supplements the digestibility and intake of veld grasses are improved, with the result that sufficient energy becomes available. When carbohydrates such as starches and sugars that ferment easily are available in the rumen, the microbe population increases and is activated, and microbe protein is easily produced from the urea.

Urea can replace protein partially or entirely in the diet of ruminants. Yet, having a certain amount of natural protein in the feed will improve the utilisation of urea.

From the above it is clear that the aim of a protein lick (either dry veld lick or winter lick) is to enhance the intake of roughage but not to replace it. If there is a shortage of roughage a winter lick could even be damaging due to the increased intake. As the veld improves after rain, animals will eat less lick and the supplement can eventually be stopped.

2. PHOSPHATE SUPPLEMENTS – WHEN, WHY AND HOW MUCH?

The Armoedsvlakte ("Poverty Plain") of the Northern Cape is synonymous with research on phosphate supplements. According to oral history, earlier cattle farmers' struggle for existence gave the region its name. Cattle just could not grow (as low as 50% of adult mass) and the cows had very low calving percentages. Today, after the "discovery" of phosphate, it is one of the foremost meat producing areas of South Africa.

During dry veld conditions, nitrogen is the first weak link in the cattle food chain, whereas during the green months the weak link is without a doubt phosphate. Research has repeatedly proven that phosphate supplements increase calving percentages, milk production and therefore pre-weaning growth. In most Namibian regions, a 6g phosphate supplement/cow/day will enhance her genetic potential for milk production to such an extent that the calf may flourish and enjoy maximum pre-weaning growth.

Just like the value of raw protein in grazing falls in the dry season, so the value of phosphate in natural grazing is less in winter than summer. There is a very close relationship between phosphorous and the availability of energy, while nitrogen (raw protein) is also involved. The principle is simple. Green grazing has sufficient protein for the animal, but because the animal is growing, producing milk and building body reserves, her need for phosphate increases beyond that which

the grazing can supply. Protein remains sufficient and need not be supplemented. In the dry months the grazing has even less phosphate, but without sufficient protein a phosphate lick will be useless. It's like a car that has run out of fuel (protein) -- adding to the oil level will not help at all. Phosphate must however be added to winter licks, but after the lack of protein has been dealt with. In practice this means that dry veld lick that contains 12g phosphate/kg will, at an intake rate of 500g lick, provide 6g phosphate. Similarly, a green veld lick containing 60g/kg phosphate (P6 lick) at an intake rate of 100 g/day will also supply 6g phosphate to the animal.

In summary:

- With green grazing, phosphate is the first limiting nutrient in the food chain and in dry conditions it is protein.
- Phosphate supplements enhance calving percentages, milk production, pre-weaning growth and weight gain.
- With dry grazing, supplementing phosphate without supplementing protein makes no sense.

3. TANNIN INHIBITING - IS THIS NECESSARY ON MY FARM?

The effect of tannin in the digestive system of ruminants was first noticed in browsers. After kudu died mysteriously on small game farms in the ex-Northern Transvaal, research was launched into the phenomenon in 1981 under the leadership of Prof Wouter van der Hoven. The experiments led to the conclusion that the kudu had poor digestion in the winter, in spite of the fact that the quality and availability of fodder was good. Tannin is the agent used in the tanning of hides. It reacts with the protein molecule in the hide and forms an insoluble tannin-protein compound that cannot be destroyed by microorganisms. More or less the same happens in the rumen of an animal. Even though the animal eats sufficient protein, the microorganisms are not able to digest the protein. The result is that digestion slows down; less is eaten because the rumen is full; the animal feels satisfied but becomes thinner. To make matters worse, a bush increases its tannin levels when it is browsed. Prof Van der Hoven's team found that, after they had given trees "a hiding" with sticks and whips, the sweet thorn increased its tannin levels to 94% within an hour and the weeping wattle within 15 minutes to as much as 256%.

It takes, on average, up to between 50 and 100 hours before the tannin levels are back to normal. However, this is not the end of the story. The research team found that, a thorn tree that grew 5 meters away from the one that got the "hiding" increased its tannin levels to 87% within 9 hours.

Strydom (1991) examined a solution to the problem in his masters studies. By adding PEG (polyethylene glycol) to sheep rations that have various levels of tannin, it was found that:


- the digestability of protein is enhanced
- nitrogen retention is increased
- metabolising energy is increased

These results were found at a level of 3-5% condensed tannin in the ration. According to Strydom (1991), the question that still needs to be answered is what the real tannin levels are in the diet of free-ranging animals in the various Namibian regions. He reckons that most regions don't have excessively high levels, but that the situation worsens during droughts and in the winter. Prof Van der Hoven indicated that a heavy stocking rate in a camp causes every bush (or one close by) to be visited and thus the tannin levels will increase.

From practical experience and personal communications it is evident that the farmers in the low-grass/high-bush areas of Outjo, Tsumeb and Grootfontein had excellent results after adding PEG to lick or water. However, adding PEG to water makes it very difficult to control the intake of PEG per animal. It may happen that at a trough with a ball valve, the first cattle may get sufficient PEG or even too much, whilst the last animals will get nothing.

The real test lies in the hands of every farmer. Farmers that surmise that their cattle or sheep eat high percentages of leaves, can put two groups of animals in the same type of camps and provide PEG to one group and not the other, for three or more winter months. The comparison in growth and condition of the two groups will point out whether PEG is a must for the farm or not.

Jaco Labuschagne
Marketing Manager Feedmaster



BASIESE LEKPROGRAM

GROEN TYDPERK	DROË TYDPERK
Konsentrate	
Voermeester P12	Beesmix 4:1:5 Droëveldkonsentraat
Klaargemeng	
Voermeester P6	Eco Droëveldlek Grootvee Droëveldlek Bosverteerlek
	Dorperlek



AGRA NEWS

AGRA GEE GROOT VIR KALAHARI BOEREDAG



(Links) Reserwe groot kampioen ram - Jerrie Kotze
(Regs) Groot kampioen ram - Danie Visser



(Links) Reserwe groot kampioen ooi - Willem Olivier
(Regs) Groot kampioen ooi - Willem Olivier



(Links) Reserwe groot kampioen ram - Freddie Dreyer
(Regs) Groot kampioen ram - Freddie Dreyer



(Links) Reserwe groot kampioen ooi - Freddie Dreyer
(Regs) Groot kampioen ooi - Freddie Dreyer

Aranos het behoorlik uit sy nate gebars op 13 – 15 Augustus 2008 met die aanbieding van die Aranos Dorper Streekveiling deur Agra Lewendehawe, sowel as die jaarlikse Aranos Boeredag.

Agra het met groot sukses die Dorper Streekveiling onder die beskerming van die Namibiese Dorpertelersgenootskap aangebied. 'n Totaal van 82 Dorper- en Witdorperamme het onder die hamer gekom en is vir 'n gemiddelde prys van N\$5,325 van die hand gesit. Die hoogste prys behaal vir 'n Swartkop Dorper ram was N\$15,000 en is afkomstig van die Dreyer Dorperstoet en verkoop aan Gerhard Nel van Windhoek. Die duurste prys behaal vir 'n Wit Dorper ram was ook N\$15,000 en is verkoop deur Freddie Dreyer van die Dreyer Dorperstoet aan Pieter Joubert van Aranos.

Die nuwe Agra Lewendehawe span het verskeie komplimente ontvang van onderskeie kopers en telers oor die professionele en effektiewe wyse waarmee die veiling behartig is. Die aanbod was van hoogstaande gehalte en dit was somer 'n lekker lewendige veiling. Agra het met hierdie geleentheid

weereens sy erns en verbintenis tot 'n suksesvolle lewendehawe besigheid in die Suid bewys deur middel van uitstekende dienslewering met 'n dinamiese en energieke span.

Agra het ook ruim bygedra tot die Kalahari Boeredag, met 'n totale borgskap van meer as N\$17,000 waarvan N\$11,000 aangewend is tot die Dorper- en Boerbokkampioenskappe vir pryse en rosette. Hierdie kampioenskappe was 'n sterk trekpleister met 'n groot hoeveelheid diere wat tentoongestel was. Die omgewing se voorste telers het mekaar behoorlik die stryd aangesê tydens hierdie kampioenskappe. Uitslae van die kampioenskappe is as volg:

Dorpers – Paul Klein (Beoordelaar)

Junior Kampioen Ooi
Reserwe Junior Kampioen Ooi
Senior Kampioen Ooi
Reserwe Senior Kampioen Ooi
Junior Kampioen Ram
Reserwe Junior Kampioen Ram
Senior Kampioen Ram
Reserwe Senior Kampioen Ram
Groot Kampioen Ooi
Reserwe Groot Kampioen Ooi
Groot Kampioen Ram
Reserwe Groot Kampioen Ram

Willem Olivier
Willem Olivier
Willem Olivier
Jerrie Kotze
Jerrie Kotze
Willem Olivier
Danie Visser
Danie Visser
Willem Olivier
Willem Olivier
Danie Visser
Jerrie Kotze

Wit Dorpers – Paul Klein (Beoordelaar)

Junior Kampioen Ooi
Reserwe Junior Kampioen Ooi

Gerhard Joubert
Gerhard Joubert

Boerbokke – Willie Coetzee (Beoordelaar)

Junior Kampioen Ooi
Reserwe Junior Kampioen Ooi
Senior Kampioen Ooi
Reserwe Senior Kampioen Ooi
Junior Kampioen Ram
Reserwe Junior Kampioen Ram
Senior Kampioen Ram
Reserwe Senior Kampioen Ram
Groot Kampioen Ooi
Reserwe Groot Kampioen Ooi
Groot Kampioen Ram
Reserwe Groot Kampioen Ram

Freddie Dreyer
Freddie Dreyer
Freddie Dreyer
Freddie Dreyer
Van Wyk de Klerk
Freddie Dreyer
Freddie Dreyer
Freddie Dreyer
Freddie Dreyer
Freddie Dreyer
Freddie Dreyer
Freddie Dreyer
Freddie Dreyer

Dit is deur borgskappe soos hierdie wat Agra sy langtermyn verbintenis en ondersteuning tot plaaslik georganiseerde landbou geleenthede soos die Kalahari Boeredag met woord en daad bewys en met vrymoedigheid weer fondse terugploeg in 'n gemeenskap wat ons voortdurend en op 'n goeie basis ondersteun.

Agra is 'n eg Namibiese besigheidsinstansie wat reeds lank hier in die omgewing gevestig is. Ons is hier om te bly en om u besonderse gemeenskap sowel as die breë Namibiese landbousektor te dien, beide op handelskant en in die lewendehawe bedryf! Agra is trots daarop om met die Aranos gemeenskap geassosieer te wees en verbind ons tot 'n voortrefflike besigheidsdiens aan die landbou gemeenskap in Namibië.

(R)

BELANGRIKE KENNISGEWING

Graag versoek ons alle vertoners van lewendehawe om vroegtydig gras en lusern vir hul diere te bestel vir gebruik tydens die Windhoek Skou.

Windhoek Skou vind plaas vanaf 26 September tot 04 Oktober 2008.

Vir verdere inligting kontak die volgende persone:

Tobie Barlow - Telefoon: 061-290 9305

Herman van Vuuren - Telefoon: 061-290 9312

Johan Smit - Telefoon: 061-290 9313



GAME & HUNTING

GAME MANAGEMENT - A KEY TO SUSTAINABLE GAME FARMING



Sustainable utilization of wildlife resources has been a major factor in protecting our game populations. Even depleted game species, which formerly populated areas of Namibia, have been re-introduced through effective game management. **In our new series on effective game management and hunting, we will be focusing on a number of issues related to sustainable game farming in Namibia.**

In times of drought, the effects on many old/established game farms are more severely than it has on the commercial stock farms. The reasons for this seem multiple and include the following:

- We like our farms to look like “small Etosha”, teeming with game for the pleasure of eco-tourist and hunter alike.
- We overstock in an effort to have trophy production meet demand.
- The fact that game farming, with the better utilization of food e.g grazing and browse at different levels, etc is ecologically speaking more ideal than most forms of stock farming lead to the misconception that game thus need not be managed.
- Fences limit game migrations dramatically thus increasing the need for hands on game management.
- Compared to livestock, game is very difficult to manage. Capture and translocation operations are expensive (and not feasible on all farms). The demand for game and thus also game prices drops during drought. This is complicated by a limited number of game dealers equipped to capture and translocate adequate numbers of game in a reasonably short period of time. Since game in poor condition experiences much higher mortalities during capture

and translocation operations, most game dealers are not keen/willing to “help out” where a farm is severely over stocked. Game is more reluctant to accept and logistically more difficult to feed (hay, pellets, etc).

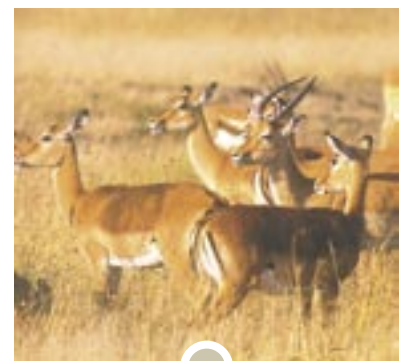
- Culling of excess game is time consuming (if done selectively to spare trophy animals and those with good genetic potential), disruptive to other farming activities and for many people emotionally unacceptable. Once again drought situations tend to result in an oversupply of venison and resultant drop in price.

For a mix of the above reasons game farmers very often neglect taking active management decisions until it is “too late”. This often ends up in an emergency situation, where there is no time to plan for optimal management solutions. Invariably game farmers loose!

Overstocking a farm results in starvation, which might cause devastation in game losses. This is, however, far less serious than the long-term degradation (and desertification) of farmland, which progressively reduces the carrying capacity of the land, thus directly opposing the original management goals.

The logical solution to this problem lies in proper management. As a first step, game farmers should know how much game they have on their farms, how this translates into stocking rate (ha per LAU's) and what a realistic stocking rate for their farm is. With this information at hand, proper management goals can be set, instituted and the response to management monitored.

Dr Ulf Tubbesing



AGRA MAAK REG VIR WINDHOEK SKOU



AGRA NEWS

Wat 'n belewenis is dit nie om te sien hoe Windhoek homself op 'n jaarlikse basis gereedmaak met 'n landbou-en industriële skou. Die skou vind vanjaar vanaf 26 September tot 04 Oktober 2008 plaas en veral die beesafdeling beloop om weer te spog met diere van hoogstaande kwaliteit.

Agra bied weer vanjaar die grootvee skouveiling op Vrydag, 03 Oktober by die Agra/Bank Windhoek Ring aan. Dit is nog vars in ons geheue die rekordprys van N\$135 000 vir 'n Simbrabul wat betaal is op die Agra skouveiling in 2007. Van die beste en duurste bulle en koeie sal vertoon word by verskeie kampioenskappe van die grootvee rasse. Soos in die verlede sal Agra weer vanjaar as borg betrokke wees by die geleentheid en prysgeld is weereens beskikbaar gestel vir die kompetisies waaraan vertoners in beide die grootvee-en kleinvee afdelings deelneem.

Op die handelskant bied Auas Vet Med ook vanjaar 'n spesiale diens aan produsente waar veemedisyne beskikbaar sal wees by die stalletjie van Auas Vet Med. Sou u graag meer inligting wou bekom oor produkte en moontlik reeds vroegtydig 'n bestelling plaas, is u welkom om Jaco Booysen te kontak by telefoon (061) 242346.

Agra Windhoek tak en Safari Den gaan vanjaar prominensie verleen aan die Agra uitstalruimte. Verskeie boerdery benodighede sal direk beskikbaar wees aan die produsente en publiek wat die skou bywoon.
(R)



'n Gedeelte van die Auas Vet Med stalletjie tydens die 2007 Windhoek Skou.



“Skakel ons gerus.”



Agra verbind hom daartoe om 'n landswyde goeie dienservaring aan ons klënte te bied en die implementering van 'n klëntedienslyn is die eerste stap in die vestiging van ons klëntedienseenheid.

Hierdie klëntedienslyn bied aan u die geleentheid om u ervaring van Agra se diens met ons te deel. Toegewyde personeel sal met u kommunikeer, probleme en oorsake van probleme identifiseer, oplossings vind en implementeer. Skakel ons gerus en help ons om die beste diens aan u te bied sodat Agra u eerste keuse sal wees.



Vir meer inligting: (061) 290 9111, marketing@agra.com.na, www.agra.com.na



HUNTING PROMOTION COMES TO AN END

In celebration of winter, the annual Agra hunting promotion kicked off during May this year. It coincided with a competition for clients as well as all branches countrywide. The announcement of the winners of the 3rd and final draw (July purchases) took place on Friday, 15 August 2008 and the following clients won prizes:

1st Prize: Mr CC Kehoro

Windhoek - Rhino Walk-in Freezer

2nd Prize: Mr H Coetzee

Keetmanshoop - Snowmaster Stainless Steel Freezer

3rd Prize: Mr KM Karingombe

Windhoek - N\$2 000 Feed Voucher

4th Prize: Mrs EJM Herbst

Otjiwarongo - Willard Battery

5th Prize: Mr TM Sigwart

Okahandja - 5-Division Toolbox

6th Prize: Ms J Uises

Karibib - Vanellus C30 Motor Oil 20 Litre

7th Prize: Mr HP Scholtz

Keetmanshoop - Vanellus C30 Motor Oil 20 Litre

During the 2nd round of competition (June purchases) Kobus Snyman of Libra Investments won the 1st prize, a Rhino "Walk-in" Freezer.

Receiving his prize from Leon Erasmus, Agra Okahandja branch manager, Kobus said that he is very impressed with his prize and that he planned to build a cold storage room at his house, but winning the Rhino Walk-in Freezer from Agra, this will no longer be necessary.

Other prize winners in the 2nd round of the Agra annual hunting promotion competition are as follow:

- Mr S Tjongarero from Okahandja won the **second prize**, a Yale home & office safe.
- Vernon van Rooi who bought at Agra Rehoboth walked away with the **3rd prize**, a 4-man tent.
- Mr WJ Labuschagne from Gobabis was the lucky winner of the **4th prize**, a feed voucher to the value of N\$2 000.
- The **5th prize**, an Efeko voucher to the value of N\$500 went to Mr P Kaapama of Otjiwarongo.
- Mr A Ujaha from Opuwo was the **6th prize** winner and he received a Roux Syringe.

We wish to congratulate all our prize winners in this year's hunting promotion competition and look forward to see all of them soon in our branches.

(E)



AGRA, AUAS VET MED, SAFARI DEN EN AUAS WHOLESALERS NOU GEKONSOLIDEER

Graag wil ons alle Agra lede en kliënte in kennis stel dat die filiaal maatskappye van Agra, naamlik Auas Vet Med, Safari Den en Auas Wholesalers gekonsolideer is met Agra vanaf 1 Augustus 2008.

Dit beteken dat kliënte nou slegs een rekening sal ontvang vir enige transaksies wat aangegaan is by enige van die bogenoemde besighede. U maandstaat sal dus al die transaksies toon wat by die bogenoemde besighede aangegaan is. Indien u verskillende transaksies deur die

maand by een of meer van die genoemde besighede aangegaan het, sal slegs een betaling vir die spesifieke maand vereis word.

Indien u enige verdere inligting rakende u rekening benodig, skakel gerus vir Hannes Brits by telefoon 061-290 9236.

(R)



AGRA DEEL VAN KOMMUNALE BOEREKONSORTIUM

As vennoot in die landbousektor is Agra weer betrokke by die Kommunale Boerekonsortium. Die Konsortium bestaan uit 'n groep maatskappye wat finansieel bydra tot die Konsortium. Deur die Namibia National Farmers Union word hierdie geld dan gebruik vir landboustreekskoue in die kommunale areas. Die Minister van Landbou, Water en Bosbou, John Mutorwa het as gasspreker opgetree tydens die geleentheid en het die belangrikheid van lede van die Konsortium as vennote in die landbousektor beklemtoon. Hy het agtergrond gegee oor wat huidige

in die kommunale areas gedoen word om landbou uit te brei en het veral klem gelê op die "Green Scheme". Agra se prioriteit om by te dra tot die oordra van vaardighede en nodige kennis aan ontlukende boere, is ook deur Leonard Lipumbu, Hoof Uitvoerende Beambte van die Landboubank van Namibië en beskermer van die Konsortium beklemtoon.

(R)

AGRA PRESENTED RECORD PRICE WILDLIFE AUCTION IN HISTORY



Mr Frans Indongo

Agra made history with the presentation of a wildlife auction that reached a record price of N\$19 million for any wildlife auction ever held in Southern Africa. Agra presented the auction for the Ministry of Environment and Tourism on Friday, 25 July 2008 at the Safari Hotel in Windhoek. Agra was successful in its tender for the wildlife auction of the Ministry of Environment & Tourism which only takes place every second year.

56 Buyers registered for the auction and included well-known business tycoon and farmer, Frans Indongo who successfully bid on 4 Sable antelope for a total price of N\$460 000. Beagles Run Investment from South Africa was the largest buyer of the day and bought game to the value of over N\$6 million for a single buyer. 175 Animals came under the hammer and all the animals were sold in less than an hour.

Game on auction included the following animals:

	Average Price	Highest Price/Head
90 x Black-faced Impalas	N\$ 12 166	N\$ 13 000
8 x Black Rhinoceros	N\$500 000	N\$700 000
40 x Buffalo	N\$263 375	N\$300 000
21 x Giraffe	N\$ 11 523	N\$ 14 000
16 x Sable Antelope	N\$199 062	N\$340 000

The last auction was held in 2006 and generated over N\$9.2 million. The 8 Black Rhinos and 40 Buffalo are for export only and not for farming within the country.

(E)



(f.l.t.r.) Kiep Lepen, Manager of Agra Stud Services, Andrew Miller, a Wildlife Auctioneer, Dr Kalumbi Shangula, Permanent Secretary of the Ministry of Environment and Tourism and Dr Mark Jago after the auction

Pieter Hugo, Agra's senior manager livestock is extremely satisfied with the auction results. "This auction was a resounding success. Agra has a good name in the livestock industry. Buyers know of our solid reputation for presenting professional auctions and many rely heavily on the added value offered by our wide ranging expertise when expanding their game" Hugo said.

AGRICULTURE MINISTER VISITS AGRA PELT CENTRE



(f.l.t.r.) Peter Kazmaier, Chief Executive Officer of Agra, Honourable Minister John Mutorwa looking at the various pelts as explained by Jeremy Duffield-Harding, Agra's Chief Pelt Sorter

Honourable Minister of Agriculture, Water & Forestry, John Mutorwa visited the Agra Pelt Centre on Thursday, 14 August to familiarize himself with the status of the Karakul industry and operational procedures of the Agra Pelt Centre.

swakara is rated as a top quality Karakul fur worldwide, leaving other Karakul producers behind. According to Peter Kazmaier, Agra's Chief Executive Officer, this visit by the Minister highlights the drive of the Government to work together with stakeholders in the industry to help promote Namibia internationally, and play a meaningful role in increasing production of Namibian products. "We welcome the minister's interest in our business, and our unique products," Kazmaier said. Agra is very thankful toward the Ministry of Agriculture, Water & Forestry for the financial support it gives to help strengthen the Karakul industry and for declaring this product of strategic importance to the Namibian economy. This does transform into initiatives which potentially bring social upliftment and economic growth in the Karakul farming areas of the country.

The Agra Pelt Centre is the final collection, sorting and value adding station before swakara pelts are flown to the international fur auctions in Copenhagen, Denmark. Most promotional efforts are currently aimed at Eastern Europe and the Far East, who are currently the biggest emerging buyers market at the Copenhagen Fur auctions. Fashion shows in Russia and Hong Kong are complementing the long established fashion shows in Paris, Frankfurt and Milan.

The Agra Pelt Centre in Windhoek is the only swakara sorting centre worldwide. Here pelts are collected and sorted for the two international auctions. Pelts are sorted according to color, hair length, curl development and quality, before it is sent to Copenhagen to be auctioned at the two international pelt auctions annually. Neighbouring

countries including South Africa and Botswana send their pelts to the Agra Pelt Centre for inclusion into the swakara collection, on the condition that minimum quality standards of the pelts are met. This contribution forms about 20 % of the total pelts auctioned at the international pelt auctions. An indication of the high standard of sorting in Namibia is the fact that swakara, being the only pelt not sorted in Copenhagen, was invited to become part of the Copenhagen Fur quality labeling system.

Currently the Namibian pelt industry experiences a general upswing, as for the past 7 years the sales of pelt products increases in numbers and price. This is highlighted by the fact that renowned fashion designers utilize the product increasingly as well as international fashion houses selling the product. This increased acceptance of the product contributed towards the 64 % increase in pelt prices during 2007, from N\$246 in 2005 to N\$403 in 2007 on average.

(E)

LEG-RINGS/WING TAGS

IDENTIFY THREATENED BIRDS



"Take a Closer Look", a poster jointly sponsored by The Namibia Bird Club and The Namibian Environment and Wildlife Society is aimed at encouraging people to take a closer look for leg-rings or wing-tags on birds. Birds are valuable indicators on the state of an environment and monitoring bird populations is useful for agriculture, fisheries and conservation. Bird species included in programs that use leg-rings or wing-tags with large engraved numbers and letters are those that are potentially threatened. The rings and tags are readable with binoculars from a distance.

"Take a Closer Look" posters are most relevant to game and livestock farms where there are nature observant visitors and staff. The posters are eye-catching, attractive and informative. Further these posters give Namibians and visitors a potential opportunity to contribute information to conservation projects.

If you require a copy of the poster or have any queries please contact Liz Komen or the NAPHA office.

Liz Komen NARREC

TAKE A CLOSER



Report leg-ring and wing-tag information to support threatened birds in southern Africa



Note:

- ◆ Date, time and place where bird was seen
- ◆ Colour, number and letters on the ring or tag
- ◆ Ring or tag on the left or right side of the bird

Send the information with your contact details to SAFRING and the relevant country office



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