

Reactions of phosphate producers to quality control

Pursuant to recent testing of phosphate products, which indicated that certain products do not meet the minimum standard requirements, Agra requested its suppliers to provide quality control assurances. Various suppliers responded to the request and details of their procedures and quality controls as received are herewith provided.

KK ANIMAL NUTRITION (KKAN)

KKAN is ISO 9002 compliant; strict quality control is not only an earnest focus area, but a prerequisite.

Quality control is a documented process which includes aspects such as sample schedules and procedures; analysis schedules and procedures; laboratory feedback and action procedures; specifications; corrective actions etc. All specifications comply with legal norms as stipulated by Act 36 of 1947. KKAN furthermore exports its products to 47 countries worldwide and meets the legal requirements of each.

KKAN has its own laboratory at its disposal which is annually audited in terms of procedures, actions and equipment by an accredited institution. The KKAN laboratory subscribes to the AgriLASA system which immediately detects any quality deviations. Additional control measures are implemented by sending duplicate samples to externally accredited laboratories for comparative analysis on an ad hoc basis.

Product analysis (quality control) is conducted on a 24 hour per day basis.

Analysis Schedules

a) Raw Materials

In addition to standards set by KKAN, fulfilled by suppliers and controlled by KKAN, raw materials in the production process are analysed on a daily basis.

b) Kynofos 21

During the production process:

Samples are drawn and analysed on a 24 hour per day basis with immediate feedback provided to correct any deviations from standard specifications.

During packing:

Additional analysis is conducted on a daily basis during packaging, prior to shipping.

Additional:

A full spectrum analysis is conducted up to four times per month by an externally accredited laboratory.

c) Kynofos 18 and Kimtrafos 12

During the production process:

Samples are drawn and analysed on a 24 hour continuum with immediate feedback provided to correct any deviations from standard specifications.

During packing:

All products have a 7-day retention period prior to shipping at which time they are subjected to a complete analysis. Products that do not meet the stringent quality specifications are rejected.

Additional:

A full spectrum analysis is conducted on a single sample per month by an externally accredited laboratory.

NOORD-WES FOSFAAT

N-Wes Fosfaat takes pleasure in sharing important information with Namibia's livestock farmers and gladly declares its business ethic to you, our partner in lick supplements. N-Wes Fosfaat is founded on three business pillars, namely quality products, effective marketing and distribution channels (via Agra) and satisfied customers.

With thanks to support by livestock farmers, these principles have resulted in unprecedented company growth in the three years since N-Wes opened its doors.

Quality products can only be attained if the company maintains a sound standard production policy. Quality should not merely be enforced by legislation on animal feed (Act 36 of 1947), but should be way of life and part of the producer's organisational culture. This culture determines that the client and his needs come first and that the client is entitled to a quality product. This is the ethos of N-Wes Fosfaat.

To attain our objectives, a variety of systems and regulations are implemented at N-Wes Fosfaat's factory including:

1. All raw materials used are subject to stringent standards in selection and analysis.
2. Samples are drawn from all product mixtures as they are produced. One part of the sample is kept in storage for future reference if necessary. The second part of the sample is fully analysed by an accredited laboratory, whilst the third sample (or duplicate sample) is analysed by our factory laboratory. No product is shipped if it does not meet the established standards.
3. The duplicate sample is analysed by a sophisticated apparatus (recently purchased by the company at a cost of R 1 million) which enables N-Wes to supply an analysis certificate per consignment, thus again taking the lead in quality service provision.

In the event of further market uncertainty regarding N-Wes Fosfaat's quality control policy, please do not hesitate to call on our factory management for clarification.

SA FEED PHOSPHATES

With respect to the quality control of phosphates delivered to the Namibian livestock industry, the following:

1. SA Feed Phosphates assures that its products meet the minimum specifications and requirements established by Act 36 of 1947 by adhering to a comprehensive Quality Commitment Program (QCP).
2. Furthermore, SA Feed Phosphates subscribes to a strict set of Quality Criteria (Copies of the Criteria and the QCP are provided but too lengthy for publishing purposes).
3. SA Feed Phosphates adheres to an internationally patented production process utilising sophisticated systems and equipment.
4. SA Feed Phosphates maintains a control system of produced products which ensures the traceability of produced and distributed products. Quality certificates and analyses are available for each consignment. Samples are set aside for a minimum period of three months to ensure that, should it be necessary, quality can be evaluated in the future.

VOERMEESTER

Voermeester is subject to and meets all requirements legislated in Act 36 of 1947. This also applies to products produced under contract by SA Feed Phosphates and Veekos. Continuous quality control is applied at the Voermeester factory, which includes amongst others:

1. All raw materials used for production are received with a minimum requirements certificate.
2. Each batch sample is retained for three months after production in the event that any problems arise.
3. Each batch is produced according to a mixture statement, subject to daily inspection and sample retention for three months.
4. Scheduled samples are taken per product and analysed.

During regular visits (at least every six weeks) by the Registrar of Animal Feeds to Voermeester, samples are drawn from various products for quality control purposes. In the previous five years, we have never been notified by the Registrar's office of any sub-standard products.

The above are reactions as received from Agra's phosphate suppliers on quality control.