



RING

AGRA CO-OPERATIVE LTD MEMBERS' NEWSLETTER / AGRA KOÖPERATIEF BPK SE LEDE NUUSBRIEF

AGRA COMPLETED A SUCCESSFUL FINANCIAL YEAR MEMBERS WILL RECEIVE N\$6,5 MILLION

Agra achieved excellent financial results for the past financial year. The following information has been extracted from the report of the Chief Executive Officer in the Annual Report of the Co-operative:

"The Co-operative's gross turnover (including gross livestock transactions) increased from N\$782 million in 2005 to N\$912 million in 2006, which is an increase of 17%. Gross profits increased by 17% for the group and by 15% for the Co-operative to N\$77 million and N\$68 million respectively.

Gross value for livestock transactions for the year under review, excluding karakul pelts and wool, amounted to N\$512 million, compared to N\$432 million in 2005. This increase is due to a large increase in prices for virtually all livestock commodities.

Karakul pelt quantities sold at the two auctions in Copenhagen during September 2005 and April 2006 amounted to 109 807 pelts, which is an increase of 12% compared to the 97 748 pelts sold during the previous year. Unit prices per pelt also increased dramatically from an average of N\$206-06 in 2005 to N\$339-30 in 2006, which is an increase of 65%.

Turnover in the retail division (excluding Safari Den) amounted to N\$314 million (2005: N\$283 million) which is an increase of 11% over the previous year. This was achieved although competition in the market remained fierce for most of the products sold by Agra.

Agra's Property division and most of its

various subsidiaries produced satisfactory results, contributing to Agra's earnings.

The Co-operative's balance sheet strengthened further during the year under review recording a positive cash flow of N\$19 million for 2006 thereby switching a bank overdraft of N\$4,5 million in 2005 to a positive bank balance of N\$14 million at 31 July 2006.

Capital Expenditure proposed for the new year includes the final upgrade of the Windhoek branch as well as renovations and refurbishment at Auas Valley Shopping Mall to accommodate the new anchor tenant Pick 'n Pay towards the end of November 2006.

Net Profit before tax for the Agra group for 2006 amounts to N\$16,4 million compared to N\$3,7 million achieved in 2005. As this was a record year in many areas, the Board of Directors declared a bonus to members of N\$6,5 million payable in January 2007 based on the business conducted by each member with the Co-operative. With this the Co-operative wants to express its appreciation towards all Agra's loyal members".

According to Mr. van der Merwe, Chairman of the Board of Directors, Agra shares its responsibility with all Namibians to achieve the objectives of the national Vision 2030 which Agra contributed to during the past year. "We have more than 400 employees in service and even more indirect employment opportunities were created through investments during the year. Agra is therefore an important player in the Namibian economy and must have the

opportunity to do optimal business. Political objectives and strategies that ignore economic realities will hamper the agricultural sector and will have a negative influence on Namibia's economy.

The government has a leading role to play to prepare a long-term plan and strategy together with all role players to achieve the objectives of economic growth of Vision 2030, within a free market economy, so that employment opportunities can be created and real value be added", says Ryno van der Merwe.

"Agra has completed a very successful year. Disposable income of farmers, who are our main customer base, has increased substantially in the year under review. Together with this, the current attractiveness of the agricultural market resulted in more players entering the market. Whilst competition is welcome, it is not always feasible to accommodate all the players in the small Namibian market. We are thus certain that margins will remain under pressure while expenses will continue to increase. Interest rates will also continue to rise during the coming year, as will inflation. This again will probably result in a decline in spending pattern of Agra's customer base. Another important factor influencing Agra's performance is the rain season, which has been forecast to be below average for the period from January 2007 to April 2007. We are nevertheless confident that Agra will be ready to face the challenges ahead," say Agra's CEO, Peter Kazmaier.

The annual report is available on Agra's website.

REDAKSIONEEL

Dit is verblydend om kennis te neem van Agra se besondere goeie finansiële prestasie vir die afgelope boekjaar. Dit is 'n teken dat dit ook 'n goeie jaar vir ons produsente en die lede van Agra moes gewees het. Agra se prestasie hang nou saam met die ondersteuning wat hy van sy lede, maar ook ander klante kry. Die lede word beloon met 'n bonus van N\$6,5 miljoen, wat bewys dat die koöperasie sy winste na sy lede terugploeg. Die bonusse word toegedeel volgens 'n formule en afhange van die volume besigheid wat elke lid met Agra gedoen het. Lede moet kennis neem dat die besigheid wat deur nie-lede gedoen is ook bydra tot die prestasie, maar slegs die lede toekom. In die hoofartikel van hierdie uitgawe kry u 'n opsomming van prestasie van die onderskeie afdelings. In die volgende uitgawe van die Ring sal die belangrikste aspekte uit die jaarverslag van Agra uitgelig word. Die jaarverslag is egter reeds volledig op die webblad van Agra by www.agra.com.na en by u naaste Agra tak beskikbaar.

Die hoë pryse wat kopers bereid was om vir stoetdiere op Agra veilings te betaal, is 'n teken van die uitnemende kwaliteit diere wat produsente plaaslik produseer. 'n Koper uit Suid Afrika het selfs hier na teelmateriaal kom soek en was bereid om N\$60 000 op te dok vir 'n Simmentaler bul van die bekende teler, Sidney Martin. Die bekende Lorden Brahmanstoet het alle vorige rekords laat spat op 'n veiling deur Agra in Windhoek. 'n Koper moes N\$130 000 betaal om een van die gesogte bulle te bekom. Ons sê geluk aan alle produsente met die besondere hoë pryse wat behaal is, maar in besonder vir die kwaliteit diere wat aangebied is.

U is welkom om te reageer op artikels wat verskyn of selfs 'n bydrae vir die volgende uitgawe te lewer. Stuur u bydraes en reaksie aan die bemarkingsbestuurder van Agra, Mev Birgit Hoffmann by Privaatsak 12011, Windhoek of per e-pos aan birgith@agra.com.na

Gedagte vir die maand: Clyde Francis Lytle het gesê; "As ons nie die verskil tussen blomme en onkruid ken nie, kan ons nie na die tuin omsien nie. Dit is nie genoeg dat waarheid in ons gedagtes geplant word nie. Ons moet hard werk om die grond skoon te maak van dorings en doringsbosse, dwaasheid en kwaad wat 'n bese tendens het om die woord van die lewe te versmoor.

Koöperasiegroete

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PROMOSIE-ARTIKEL

STOP LAKSERING, NIE MELK NIE!

Rehydion[®] gel

Formule + gel

Die rehidrasie en herstel van melk- en vleiskalwers wat aan verteringssteurnisse (diarree) ly, kan 'n moeilike – en soms onsuksesvolle – taak vir enige boer wees, maar met Ceva MDB het boere nou 'n betroubare en maklike oplossing.

Ceva MDB bied verligting aan die Suid-Afrikaanse bees- en suiwelindustrie in hierdie opsig met **Rehydion[®] Gel** (Reg. Nr. V18954 Wet 36/1947), 'n nuwe mondelike elektroliet gel-oplossing.

Dié formule bevat:

- Die regte suurwaarde sonder om melkstolling te beïnvloed
- Die regte hoeveelheid energie vir die kalf
- Die regte gekonsentreerde elektrolietoplossing.

Rehydion[®] Gel kan dus met water, melk of melkvervanger gebruik word. Voedingskrag vanaf die melk word weens volhoubare melkvoeding toegelaat. Dit word egter aanbeveel dat die kalf eerder aanhou om melk te drink. Dit is baie voordelig met progressiewe vertering, aangesien melkvoeding tot stollingsvorming lei wat baie meer wenslik vir kalwers met 'n verswakte dermslymvlies is.

Kalwers met diarree kan aanhou om melk te verteer, wat help om die natuurlike antimikrobiële versperring te onderhou, die dermwand te genees en vir voeding en energie voorsiening maak.

Die smaaklikheid van **Rehydion[®] Gel** ondersteun die melk- en waterinnome deur die kalf, sodoende kom toename in gewig voor, selfs in die teenwoordigheid van ernstige diarree weens die voorsiening van maksimum energie, en dit is nie nodig om die kalf van die moeder te skei nie.

Die oplossing is maklik om te gebruik, en bevat natrium-diasetaat, natriumformaat, natriumchloried, natriumasetaat, kaliumchloried en glukosa, met een liter wat 376g sout, 87.5g kaliumchloried en 5MJ energie voorsien. **Rehydion[®] Gel** kan óf as behandeling, óf as 'n voorkomende maatregel gebruik word om elektroliete, energievakke en die suurbalans in vleis- of melkcalwers te behou.

Dit help ook om noodsaaklike wateropname deur die dunderm te verseker, terwyl dit die nodige ione, buffermiddels en energie voorsien.

So, as jy kalwers met gewaarborgde melkstolling wil hidreer sonder om melkvoeding te onderbreek, kan jy op **Rehydion[®] Gel** staatmaak om hulle weer op die been te kry.

Rehydion[®] Gel: Praktiese innovasie

- Skud die bottel en druk 20ml **Rehydion[®] Gel** in die maatkamer in.
- Voeg by 1 liter warm melk óf water
- Meng vlugtig (tikstropiese gel)



Dis reg vir gebruik!

Melkcalwers: 40ml met 2 liter melk

Vleiskalwers: 40ml net so of in 'n klein hoeveelheid water mondeliks.

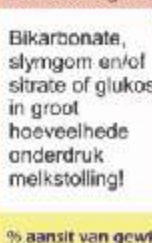
Laat die kalf toe om aan die moeder te suig.

Voed twee keer per dag (of meer indien nodig).

1 bottel (320ml) = 8 voedings vir 2 kalwers vir 2 dae

Rehydion[®] Gel: Dieetkundige innovasie

Melkstolling moet verhoog word



Asetate onderdruk nie melkstolling nie. Hoë gekonsentreerde **Rehydion[®] Gel** word direk met melk vermeng.

Gewig word daaglik beter aangesit!

- Sonder bikarbonaat
- Met bikarbonaat

Vir nader kontak: CEVA MDB by: Tel: +27 (0)11 314 9358 / 9685 - Faks: +27 (0)11 314 9246
Epos: sales@mdb.co.za • Webwerf: www.mdb.co.za

RFA SEEKS MOST EQUITABLE AND FAIR METHOD FOR COLLECTING MASS DISTANCE CHARGES

The Road Fund Administration will continue to explore and implement the best possible method for collecting Mass Distance Charges (MDC) from heavy vehicle owners based on the mass of their vehicles and the distances traveled.

The Road Fund Administration is mandated by its Act, No. 18 of 1999, to secure sufficient funds to achieve a safe and economically efficient Namibian road sector. In terms of the Mass Distance Charges, the Act specifically obliges the Road Fund Administration in Section 18 (1) to levy "a charge on any motor vehicle, whether registered in Namibia or not, in respect of the traveling distance in the course of on-road use, and which may be based on the mass, length, width or height of the vehicle or its loading, or the number of axles of such vehicle, or any combination of such factors".

The Road Fund Administration accepted the High Court Judgment of 11 September 2006, which reviewed and set aside the current method of collecting Mass Distances Charges. Justice J. (Kato) van Niekerk declared the imposition of Mass Distance Charges (also referred to as Traveling Distance Charges), promulgated by General Notice No. 126 of 2006 in the Government Gazette of the Republic of Namibia No. 3640

to be invalid from the implementation date of 1 June 2006. Heavy vehicle owners were supposed to pay the Mass Distance Charges together with their licence fees on annual basis to NaTIS and its collecting agents.

The RFA does not believe that lodging of an appeal in response to the judgment, ruled in favour of the applicants F.P. du Transport, Wesbank Transport and Blaauw's Transport, would serve the best interest of Namibia's road sector. The applications by Namibia Road Carriers Association and the Namibia Agricultural Union were dismissed for lack of *locus standi*.

The Administration will however persist to find the most equitable, practical and cost-effective measuring system in terms of

which heavy vehicle owners could contribute their cost-responsibility and fair share towards their use of Namibia's roads.

During an information campaign in March 2006, the RFA informed heavy vehicle owners and stakeholders that:

- The RFA had a budget deficit of N\$100 million and it wished to raise these funds through Mass Distance Charges in the course of the 2006/2007 financial year to fund road maintenance work
- The MDCs are based on economical viable principles per vehicle category and per travelling distance
- The collection of MDCs by means of fuel levies alone would not promote equity amongst different categories of road users



- The fuel levy would not sufficiently recover the cost of "road consumption" by heavy vehicles. The main reason is that the road consumption increases more sharply with increases in vehicle weight than it does with fuel consumption
- The Ministry of Mines and Energy determines the fuel price and that Government is not in favour of drastic increases in fuel levy.

Due to the High Court ruling, the RFA will experience a short fall of nearly N\$100 million on the 2006/2007 budget. The RFA would therefore not be able to finance the urgent maintenance work, such as the rehabilitation of the road between Okahandja and Karibib during the current budget. The backlog in maintenance work

on Namibia's roads due to a shortage of funds will have to be recovered in future from the heavy vehicle owners at a possible increased cost.

The RFA wishes to underline that the fuel levy cannot replace the MDC. It must also be emphasised that the fuel levy is but one component from which the fuel price is composed and it constitutes only one method of collecting charges from the road users.

The RFA's ultimate objective is to implement MDCs based on a Global Positioning System (GPS) through which the actual distance travelled by heavy vehicles, trailers and semi-trailers can be measured and recorded. The experts contracted by the RFA are in the final stages of feasibility studies regarding the GPS. As soon as the most appropriate technology has been selected, in conjunction with the stakeholders in the transport sector, a pilot MDC system will be implemented.

The RFA is committed to pursue the avenue of consultations with the road transport industry as it has done in the past. The RFA however reiterates that consultations serve the purpose of considering proposals and viewpoints and not necessarily to reach agreements.

The RFA has already on Monday entered into a consultation with the road transport industry regarding the way forward.

The RFA is already in the process to attend to the refunding of the heavy vehicle owners who have paid Mass Distance Charges from 1 June 2006. Specific application forms for the refunding will be sent to all the affected heavy vehicle owners. Repayments will be effected as soon as the applications have been received by the RFA.

The Road Fund Administration will embark on a further communication campaign to inform the road transport industry on future developments and on solutions regarding the collection of Mass Distance Charges.

New Namibian records set by Lorden Brahman Stud

N\$130 000 paid for a Brahman bull

During the Lorden Brahman Stud auction, held by Agra at the Agra/Standard Bank Ring in Windhoek, new record prices were recorded for Brahman bulls, cows and heifers.

A new Namibian record was set when Rynard Mudge of Windhoek paid N\$130 000 for a Brahman bull. The second most expensive bull was traded for N\$80 000 and purchased by Claus Duevel of Windhoek. According to Agra's Kiep Lepen, manager Stud Services, the breed is of exceptional high quality, which was proven by the record prices obtained. "Never before in the history of Namibia did we achieve these prices. N\$130 000 is the highest price ever paid for a Brahman bull, which certainly

is a local record," Lepen said. "The prices of N\$43 000 for a Brahman cow is also a new record price and underscore my statement that Lorden Brahman had excellent breeding material on offer."

However, more records were recorded during that auction when Henry Vermeulen of Maltahöhe paid N\$43 000 for a Brahman cow, Sidney Martin of Windhoek purchased a Brahman cow and calf for N\$52 000, while Christo du Plessis of Gobabis forked out N\$14 000 for a heifer.

"Lorden Brahman" is a partnership between Andre Compion and Lorraine van Heerden. Lorraine started the stud during 1984 with a total of 16 animals. In 2002 she entered into a

partnership with Andre Compion. The Lorden Brahman stud is known for the many prestigious prizes it has won over the years at the Windhoek Show.

Average prices recorded during the auction were as follows:

	Average	Highest
Bulls	N\$16 580	N\$130 000
Cows	N\$18 032	N\$43 000
Cow & Calf	N\$23 446	N\$52 000
Heifers	N\$9 200	N\$14 000



Buyer Rynard Mudge of Windhoek (left) together with breeders Lorraine van Heerden (middle) and Andre Compion (right). Rynard Mudge purchased the most expensive Brahman bull ever sold in Namibia when he paid N\$130 000 for this stud of exceptional genetic quality.



Business personality Sidney Martin purchased the most expensive cow and calf for N\$52 000 at the Lorden Brahman auction held by Agra in Windhoek.



Buyer Claus Duevel (left) together with Lorraine van Heerden (middle) and Andre Compion (right). Claus Duevel purchased the second most expensive bull for N\$80 000 during the Lorden Brahman sale.

Sidney achieved highest price at Windhoek Show



Simmentaler bul "Big Boy" of well known stud breeder Sidney Martin fetched the highest price at this year's Windhoek Show Auction held by Agra. The new owner, Mr. Dannhauser, a South African breeder paid N\$60 000 for this outstanding bul.

AGRA STOETVEILINGS OORSIG – OKTOBER & NOVEMBER 2006:

Dinsdag, 10 Oktober:

Brahman/Simmentaler Produksieveiling

Marlese & Reini Rusch

8 Brahman bulle gemiddeld N\$20 000.00

Duurste bul N\$24 000.00

(Koper H Rusch)

18 Simmentaler bulle gemiddeld N\$22 444.44

Duurste bul N\$45 000.00

(Koper Mike Krafft)

Woensdag, 11 Oktober:

Hochfeldstreek Bonsmaraveiling

Hella & Streicher Coetzee

19 Bonsmara bulle gemiddeld N\$21 236.00

Duurste bul N\$38 000.00

(Koper H W Diekmann)

6 Bonsmara koeie gemiddeld N\$6 500.00

2 Bonsmara koeie met kalwers N\$7 000.00 elk.

18 Bonsmara verse gemiddeld N\$4 444.00

Duurste vers N\$4 750.00

Donderdag, 12 Oktober:

Oostelike Bonsmara Produksieveiling, Gobabis

10 Bonsmara bulle gemiddeld N\$17 600.00

Duurste bul van Rollie Heiser N\$21 000.00

(Koper G E J von Reeken van Gobabis)

Vrydag, 13 Oktober:

Paresis Gesamentlike Produksieveiling, Otjiwarongo

3 Bonsmara bulle gemiddeld N\$22 000.00

Duurste 2 bulle van Ben Mouton gemiddeld N\$23 000.00

(Kopers B Kasuto van Oshakati en M E Koehler van Otjiwarongo)

8 Brahman bulle gemiddeld N\$16 250.00

Duurste 2 bulle van H S Kretzschmar

N\$20 000.00 elk (Kopers A J A van Niekerk van Outjo en

I Kompas van Otjiwarongo)

4 Limousin bulle gemiddeld N\$21 750.00

Duurste bul van Mev R Alberts

N\$27 000.00

(Koper J Louw van Windhoek)

2 Simbra bulle gemiddeld N\$21 500.00

Duurste bul van R Kretzschmar

N\$23 000.00

(Koper I Kompas van Otjiwarongo)

5 Simmentaler bulle N\$18 800.00 elk

Duurste bul van G H Eggert N\$26 000.00

(Koper J Louw van Windhoek)

4 Sussex bulle gemiddeld N\$25 125.00

Duurste 2 bulle van Daan Botha

N\$27 500.00 elk

(Kopers M du Plessis van Tsumeb en L M du Plessis van

Kamanjab)

Dinsdag, 17 Oktober:

Hochfeld Gesamentlike Produksieveiling

6 Bonsmara bulle gemiddeld N\$21 416.00

Duurste bul van Rollie Heiser N\$37 000.00

(Koper Jorg von Dewitz)

21 Brahman bulle gemiddeld N\$22 928.00

Duurste bul van Eberhard Fischer N\$30 000.00

(Koper J du T Maree)

3 Braunvieh bulle gemiddeld N\$21 333.00

Duurste bul van Danie Delpont N\$26 000.00

(Koper J F E Boonzaaier)

4 Hereford bulle gemiddeld N\$18 500.00

2 Duurste bulle van Heinz Gruhn N\$21 000.00 elk

(Kopers H E Diekmann en S Knye)

3 Limousin bulle gemiddeld N\$16 000.00

Duurste bul van S F Swanepoel N\$18 000.00

(Koper C L Prinsloo)

11 Simmentaler bulle gemiddeld N\$22 000.00

Duurste bul van Kaspar Günzel N\$30 000.00

(Koper J F E Boonzaaier)

Woensdag, 18 Oktober:

Karakoelveiling van J H Duvenhage

32 Ramme is gemiddeld N\$7 700.00

Duurste Swart Ram N\$12 500.00

(Koper Herman Bayer van Rehoboth)

Duurste Wit Ram N\$12 000.00

(Koper Danie Visser van Mariental)

Donderdag, 19 Oktober:

Dorpveiling van Paul en Arnold Klein

20 Stoetramme gemiddeld N\$7 215.00

Duurste ram N\$14 200.00

(Koper A Jansen van Vuuren van Gobabis)

5 Klas 5 Ramme gemiddeld N\$10 000.00

Duurste ram N\$13 500.00

(Koper A Jansen van Vuuren van Gobabis)

33 Stoetooie gemiddeld N\$1 569.00

Duurste ooi N\$2 400.00

13 Klas 5 Ooie gemiddeld N\$2 400.00

Duurste ooi N\$3 000.00





Donderdag, 19 Oktober:

Khomas Gesamentlike Produksieveiling, Windhoek

15 Bonsmara bulle gemiddeld N\$20 733.00
 Duurste bul van Mev E M Arnold N\$34 000.00
 (Koper Ondombo Stoet)

13 Brahman bulle gemiddeld N\$17 576.00
 Duurste bul van Rynand Mudge N\$29 500.00
 (Koper C D von Wielligh van Windhoek)

1 Hereford bul van Jan Mans N\$16 000 .00
 (Koper H C Denk van Windhoek)

5 Simmentaler bulle gemiddeld N\$22 300.00
 Duurste bul van Dr Otto Herrigel N\$28 000.00
 (Koper N F Pretorius van Windhoek)

4 Sussex bulle is verkoop vir gemiddeld N\$20 750.00
 Duurste bul was 'n bul van Daan Botha wat verkoop is aan J H Botha van Okahandja vir N\$24 000.00

Dinsdag, 24 Oktober:

Uitverkoop van die Lorden Brahman Stoet

56 Brahman bulle gemiddeld N\$16 580.00
 Duurste bul verkoop aan Rynand Mudge vir N\$130,000.00
 2de Duurste bul verkoop aan Claus Duvel vir N\$80 000.00

60 Brahman koeie gemiddeld N\$18 032.00
 Duurste koei N\$43 000.00
 (Koper Henry Vermeulen)

30 Brahman koeie met kalwers gemiddeld N\$23 446.00
 Duurste koei en kalf N\$52 000.00
 (Koper Sidney Martin)

46 Brahman verse gemiddeld N\$9 200.00
 Duurste vers N\$14 000.00
 (Koper Christo du Plessis)

Vrydag, 27 Oktober:

Otavir "Star Bull" Veiling

5 Brahman bulle gemiddeld N\$27 900.00
 Duurste bul van K Gunzel N\$35 500.00
 (Koper H K E von Leipzig, Otavi)

5 Simmentaler bulle gemiddeld N\$17 800.00
 Duurste bul van Gernot Eggert N\$20 500.00
 (Koper H K E von Leipzig)

10 Gelbvieh verse van W A Falk gemiddeld N\$4 400 Duurste vers N\$5 000.00

Vrydag, 3 November

"Northern Select Bull Sale", Grootfontein:

37 Brahman bulle gemiddeld N\$29 972.00
 Duurste bul van Gunther Hellinghausen N\$50 000.00
 (Koper L Kruger van Omaruru)

5 Simmentaler gemiddeld N\$33 400.00
 Duurste bul van Ulla van Biljon N\$46 000.00
 (Koper S Marais van Grootfontein)

Woensdag, 8 November:

Westelike Bonsmara Veiling, Aub:

30 Bonsmara Bulle gemiddeld N\$26 500.00
 Duurste bul van Hans Deloch N\$35 000.00
 (Koper Heusis (Pty) Ltd)

32 Bonsmara Verse gemiddeld N\$6 546.88
 Duurste vers is verkoop vir N\$7 250.00

Donderdag, 9 November:

Excelsior Privaatskool Dorperveiling, Aroab:

Tipe 5 Dorperamme gemiddeld N\$9 400.00
 Stoetramme gemiddeld N\$5 700.00
 Kudde ramme gemiddeld N\$4 250.00
 Dorper ooie gemiddeld N\$2 600.00

Horst & Renate sê dankie ...

aan al die kopers, ondersteuners, vriende en Agra Stoetveediens-
 te op die
 Namibian Genetics,
 Eastern Genetics en
 Hochfeld Gesamentlike Produksieveiling

ONS WENS VIR ALMAL SUKSES TOE MET U DIERE!

