

AGRA'S FINANCIAL RESULTS EXCEED EXPECTATIONS

The report of the Chief Executive Officer gives an overview of the financial results of the co-operative for the 2006/2007 financial year. Herewith an extract of the financial results:

The year under review can once again be described as a very satisfactory one, having reached a special milestone, namely the fact that gross turnover (Co-operative) for the year for the first time exceeded the N\$1 billion mark at N\$1 115 million (2006: N\$912 million). This reflects an increase of 22% in comparison to last year.

Gross profits for the group increased from N\$74 million in 2006 to N\$92.6 million in 2007 (25%).

The implementation of a new computer system in March 2006, as well as various initiatives to improve customer service, communication (both internal and external) and focused marketing activities were the main contributors to the improved sales and gross profit performance.

The Co-operative can therefore report a profit before tax and distribution to members of N\$13.7 million and N\$13.5 million for the group. The comparative figures for 2006 amount to N\$16.2 million for the Co-operative and N\$16.4 million for the Group (This included an amount of N\$5.4 million in respect of the revaluation of properties).

Here now follows a sectoral analysis of the Co-operative's activities:

1. LIVESTOCK DIVISION

Following the good price increase for virtually all livestock commodities in 2006, prices started to decline from January 2007. The momentum from 2006 however still translated into a general increase in prices.

Average prices per head obtained in the various categories were as follows:

	2007 N\$	2006 N\$	% change
Cattle	3020	2640	14%
Sheep	433	419	3%
Goat	422	412	2%

Unit prices per pelt also increased drastically from an average of N\$339.30 in the previous financial period to N\$479.11 in 2007, an increase of 41%.

ALCO Feedlot

During the year under review the Agra feedlot at Mariental was closed down and subsequently rented out to a third party. This action was necessitated by the continuous losses that had been incurred by the feedlot since October 2006.

Investigations revealed that a lack of specialised management skills, incomplete administration and accounting controls as well as the unfavourable marketing conditions were the main reasons for the unsatisfactory performance of this entity.

The losses incurred in this venture have been absorbed into the overall livestock division results for the current year.

Overall Livestock Division

Notwithstanding less favourable market conditions during the year under review and the fact that losses were

incurred at the ALCO feedlot, the overall livestock division reports a net operating surplus (before Head Office charges) of N\$7.4 million compared to N\$8.3 million in 2006. This represents a decline of 11%.

2. RETAIL DIVISION (EXCLUDING SAFARI DEN)

The retail division turnover this year amounted to N\$404 million compared to N\$314 million in 2006, an increase of 29%, achieved despite tough competition in the market place for most of the products sold by Agra. Gross margins decreased slightly from 13.3% to 12.9%.

The above represents a really outstanding
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Agra was also able to increase the number of animals marketed in the 2006/7 year as follows:

	2007	2006	% change
Cattle	161 385	149 584	8%
Sheep	151 724	150 527	1%
Goat	115 507	112 938	2%

Karakul

Pelt quantities sold at the two auctions in Copenhagen during September 2006 and April 2007 amounted to 112 463 pelts, which reflects an increase of 2% compared to 109 807 pelts sold during the year ending July 2006.

Die Algemene Jaarvergadering van Agra het op 29 November plaasgevind.

Uittreksels van die jaarverslag verskyn in hierdie uitgawe van die Ring. Die volledige jaarverslag is by u naaste Agra tak beskikbaar. Inligting oor die algemene jaarvergadering sal in 'n volgende uitgawe van die Ring verskyn.

Die jaar het ten einde geloop. Wanneer ons terugkyk op 2007, was dit sekerlik vir die meeste van ons 'n geseënde jaar gewees. Afgesien van die droogte toestande en lae vleispryse, is dit veral die stoettelers wat uitstekende veilingspryse behaal het.

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. Die Rumba Simbra stoet van Hardus Breedt van Grootfontein het alle vorige rekords laat spat op die skouveiling wat deur Agra aangebied was. Dit het 'n koper van Suid-Afrika N\$135 000 uit die sak gejaag om hierdie gesogte bul te bekom.

Afrika perdesiekte kom gewoonlik na die somer reënseisoen voor. U kan in hierdie uitgawe van die Ring meer oor die voorkoming en behandeling van hierdie siekte lees.

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

Ek wil hierdie geleentheid gebruik om u 'n geseënde feestyd toetewens saam met u geliefdes en wil die hoop uitspreek dat u dieselfde geluk en voorspoed ook in 2008 sal ervaar.

Groete tot 'n volgende uitgawe!

Alida Coertzen
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AGRA'S FINANCIAL RESULTS

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performance and we would like to congratulate our retail team on their effort and dedication.

We are also very proud to report on the net operating surplus (before Head Office charges) achieved by the retail division, which increased from N\$8.9 million in 2006 to N\$15.5 million in 2007 (74% improvement).

3. PROPERTY DIVISION

Rent received this year amounted to N\$ 11.5 million compared to N\$12 million in 2006 (a 4% decrease). As pointed out in last year's report, the Pick 'n Pay Family Shop was launched during November 2006 as anchor tenant of our Avas Valley Shopping Mall (AVSM). A period of two months was needed to effect the necessary upgrades in order to comply with the stringent Pick 'n Pay specifications.

The shopping mall continues to provide necessary goods and services to its shoppers. More marketing activities are planned for the 2007/8 financial year to improve its performance.

Agra branches identified for major upgrades and refurbishments for the 2007/8 financial year are Otjiwarongo, Mariental and to a lesser extent Tsumeb.

Total expenses for the division increased by 6%, mainly as a result of increased municipal rates and taxes, insurance, increased spending on repairs and maintenance of buildings and increases in interest rates.

The net operating surplus amounted to N\$4.5 million before Head Office costs compared to N\$10.8 million the previous year. It must however be noted that the 2006 figures include a fair value adjustment of N\$5.4 million, which, if excluded, adjusts the comparative figure to N\$ 5.4 million.

4. FINANCIAL RESULTS

The Agra Group achieved a net profit, before taxation and distribution to members, of N\$13.5 million (2006: N\$16.4 million) and the Co-operative a net profit of N\$13.7 million (2006: N\$16.2 million).

Once again we would like to point out that the comparative figure for 2006 includes a fair value adjustment to investment properties of N\$5.4 million as well as a write-back to the pensioners' medical aid contribution liability of N\$ 0.5 million. This year's net profit figure is stated after adjusting the pensioners' medical aid liability by deducting an amount of N\$ 1.7 million.

5. BALANCE SHEET

Assets

As already noted in my 2005 report, changes in the treatment of fixed property as a result of changes in financial reporting standards had a

material effect on Agra's Balance Sheet. The net value of Property, Plant and Equipment increased by N\$8.5 million.

Equity

As from the 2006 reporting period, Member's Funds are no longer shown as Equity, but were reclassified as a non-current liability. The reason for this adjustment is the fact that Member Funds are loans by Agra's members to the Co-operative and as such are repayable under certain conditions.

Agra's Debt to Equity Ratio at 45% is healthy and has remained the same as the previous year.

Cash Flow

The Agra group reports a negative Cash Flow for 2007 of N\$12.6 million compared to a positive Cash Flow in 2006 of N\$ 18.9 million.

6. FUTURE OUTLOOK

Another successful year lies behind us. This does not mean, however, that the following twelve months will be the same. On the contrary:

Meat and Livestock prices have decreased substantially, Karakul Pelts prices have suffered a 20% reduction in average prices, Interest Rates have been increased seven times during the period June 2006 to October 2007 and fuel prices will continue to rise into the future.

As always Agra is dependant on the rainfall for the achievement of its business goals. The weather prophets want to make us believe, that we will be blessed with above average rainfall. Taking a look at the current grazing conditions we can only hope and pray that their predictions come true.

Competition in the Livestock sector has increased substantially over the last five years, and we will have to work hard at retaining Agra's leadership position in the market while improving efficiencies and reducing costs in this division.

We all realise that the agriculture Retail Market is a demanding and challenging industry with Global competition on a wide range of input products. We have achieved very good growth rates over the past three years and will continue to improve our customer service and product range.

Agra's long term financial sustainability depends on identifying and exploiting business opportunities, also outside the farming environment, which are not exposed to the volatile short term agricultural economic cycles and which contribute towards our mission of achieving growth with a dynamic team providing an excellent service experience.

We are confident that Agra is ready for the challenges that lie ahead.

PETER KAZMAIER
CHIEF EXECUTIVE OFFICER

TOESIGHOUDEnde KOMITEE DOEN MET TROTS VERSLAG

Die dinamiese besigheids- en boerdery omstandighede bied jaarliks nuwe geleenthede wat ontgin kan word. Daarmee gepaard gaan egter ook nuwe probleme wat vinnig en effektief opgelos moet word. In Agra is daar voorsiening gemaak vir onderkomitees soos Oudit en Risiko wat effektief funksioneer in die uitwysing en oplossing van probleme en risiko's. Voortdurende veranderinge in die besigheidsomstandighede noodsaak egter ook die verantwoordelike besinning oor die toekoms en die geleenthede wat daaruit mag voortspruit. Agra is onder meer 'n potensieële voertuig in die bedinging van produktepryse vir primêre produsente in sekondêre bedrywe wat nie altyd vriendelik gesind is teenoor produsente nie.

Die TK kan getuig dat die direksie en bestuur terdeë bewus is van veranderinge in die tradisionele maniere van bemaking. Hulle is ook deeglik bewus van die effek wat dit op Agra se tradisionele werkwyses het en nog sal hê. Daar is onder meer 'n duidelike vraag wat na vore kom: As lede nie die Koöperasie gebruik vir die bemaking of aankoop van hul produksiemiddele nie; tot hoe ver moet die direksie en bestuur die belange van lede verdedig as dit strydig is met gesonde besigheidsbeginsels?

Of 'n koöperasie nog die mees effektiewe besigheidsvorm vir die landbouers van Namibië is, is 'n vraag wat al lankal gevra is. Ons kan aan lede van Agra die versekering gee dat ook hierdie debat nie ligtelik gevoer word nie en dat daar deeglik en verantwoordelik daaroor besin word. Die TK wil egter die direksie en bestuur gelukwens met die

inisiatiewe wat reeds geneem is om Agra as 'n koöperasie effektief te bestuur. Die prestasie van die afgelope jaar is bewys daarvan. Dit is ook 'n getuigenis dat 'n besigheidsvorm nie uitsluitlik bepalend is vir sukses nie.

Die oorsigjaar het weereens getoon dat Agra sy plig teenoor ons land en sy mense nakom. Buiten die deurlopende belegging in personeel deur middel van voortdurende opleiding is daar ook 'n kursus vir direkteure aangebied om hulle beter toe te rus vir hul verantwoordelikhede. Daarbenewens is openbare betrokkenheid by verskeie instansies, onder meer plaaswerkers en opkomende boere, iets waarop elke Agra lid met reg trots kan wees.

Die TK is van mening dat Agra met sy noukeurige en gesonde finansiële bestuur nie altyd na waarde geskat word deur samewerkende instansies soos ons handelsbanke en verskaffers nie.

Die voordele wat uit ons bestendige goeie bestuur en ons groter bedingingsmag as gevolg van groter omset behoort te realiseer, is tot 'n groot mate afwesig, hoofsaaklik te oordeel aan die diens wat aan ons gelewer word. Die skynbare persepsie dat Agra maar tevrede sal wees omdat ons nie so erg op winsbejag ingestel is nie, behoort reggestel te word.

Goeie korporatiewe bestuur en alles wat daarmee gepaard gaan, word op 'n deurlopende basis nagestreef. Daar is kodes waaraan personeel gehoorsaam moet wees en daar is 'n etiese kode wat deur direkteure onderskryf moet word.



Agra is besorg oor die toekoms van landbou in Namibië, gevolglik ook sy eie. Die basiese rol van goeie en volhoubare burgerskap is om die balans te vind tussen die belange van alle rolspelers en tog terselfdertyd ons eie reputasie, posisie en langtermyn kommersiële belang te beskerm. Dit is duidelik dat dit net bereik kan word as kliënte dit kry wat hulle graag wil hê teen 'n prys wat hulle kan bekostig; as werknemers stabiele, veilige en billike werkomstandighede geniet; as lede goeie waarde vir hul belegging kry; dat ons werkswyse oor die hele spektrum van landbou omgewingsvriendelik sal wees; en dat ons 'n positiewe verskil sal maak in die gemeenskappe waar ons betrokke is.

Ten slotte wil ek graag as persoon my dank en waardering betuig teenoor alle direkteure en lede van die TK met wie ek kon saamwerk, asook die verskillende bestuurslede en personeel oor die jare. Dankie vir wat ek alles kon leer en ervaar. Sterkte vir die pad vorentoe.

**JH NIEUWOUT
(VOORSITTER VAN DIE TOESIGHOUDEnde
KOMITEE)**

AGRA IS WENNER VAN INTERVET TOP 10 TOEKENNING

Agra het onlangs 'n toekenning van Intervet ontvang as 'n top 10 verspreider van kommersiële produkte vir 2006. Agra het 'n algehele vierde plek ontvang en koöperasies van dwarsoor die land en Suid Afrika het meegeding vir hierdie gesogte trofee. Intervet gee hierdeur erkenning aan verspreiders wat die hoogste omset getoon het van produkte wat oor die toonbank verkoop word soos entstowwe, doseermiddels, dipmiddels en antibiotika. Dit is inderdaad 'n merkwaardige prestasie vir 'n maatskappy om so 'n toekenning te ontvang.

Intervet produkte is by al 17 handelstakke landswyd beskikbaar. Agra plaas klem op die verspreiding van produkte soos voere en lekkies, diere medisyne, boumateriaal, hardeware asook 'n wye verskeidenheid van verbruikersgoedere en brandstof.



Personeel wat die trofee in ontvangs geneem het is v.l.n.r Morne Nell, bestuurder van Auas Wholesalers, Shirley Hutchison, Agra groep aankoper, Arnold Klein, algemene bestuurder handel en Hennie Brisley, Intervet verteenwoordiger

VERSLAG VAN DIE VOORSITTER

In teenstelling met verlede jaar het ondergemiddelde reëns oor die grootste dele van Namibië voorgekom. Die swakker produksie-omstandighede, asook die daling en stagnasie van vleis- en pelspryse, plaas finansiële druk op die boerderygemeenskap. Die stygende insetkoste van veevoer, en lekke, brandstof asook die stygende rentekoerse plaas groot druk op die boer se reële opbrengste en winsgewendheid. Ten spyte van die minder gunstige landbou-omstandighede het Agra die geleentheid benut wat daar was om besigheid te doen.

Agra is in 1980 gestig en vandag, 27 jaar later is Agra steeds 'n belangrike rolspeler in die landboubedryf van Namibië. Om egter mededingend te bly moet daar voortdurend nuut en innoverend gedink word om betyds jou strategie, indien nodig, aan te pas. Agra het baie tyd en energie spandeer om aan te pas by die veranderende omgewing. Die uitdaging is nie alleen om in die besigheid te bly nie, maar om mededingend en winsgewend te wees. Nog 'n mylpaal wat Agra bereik het, was om die afgelope finansiële jaar vir die eerste keer in die geskiedenis 'n omset van N\$1 biljoen te behaal en met 'n netto wins van N\$13,7 miljoen voor belasting af te sluit. Dit maak van Agra een van die groter en belangriker rolspelers in die Namibiese landboubedryf en ekonomie.

Hierdie suksesse is slegs haalbaar met die hulp van 'n dinamiese bestuur en personeel wat in 'n span kan saamwerk. Opleiding en spanbou is aangedurf, asook duidelike doelwitte vir die toekoms van Agra.

Agra se Handelsbedryf wat 17

kleinhandelstakke, Awas Groothandel en Safari Den insluit, het die afgelope jaar uitsonderlik presteer. 'n Transparente kredietbeleid en die beheer van voorraadverliese is die belangrikste redes vir die prestasie. Die lewende hawe afdeling se omsette was onder druk as gevolg van die daling en stagnasie van vleispryse.

Agra is nie net besig om sy kernbesigheid te versterk en winste te genereer nie, maar is ook betrokke by sosiale projekte, opleiding en beurskemas.

Die Dagbreek landbouprojek bied aan verstandelike gestremde leerlinge die geleentheid om verskillende vaardighede van boerdery aan te leer. Die Cheetah Conservation Fund (CCF) in vennootskap met Agra het ten doel om plaaseienaars en werkers toe te rus met kennis en vaardighede om 'n boerdery effektief en doeltreffend te bestuur. Agra ondersteun ook feitlik alle kommersiële en kommunale skoue.

'n Bonus van N\$ 6,8 miljoen gaan aan lede toegeken word, maar weens kapitaal projekte waarvoor begroot is in die komende jaar, sal geen kontant uitbetaal word nie.

Soos reeds vermeld het Agra deur sy finansiële prestasies bewys dat hy een van die groot rolspelers is in die Namibiese ekonomie. Deur te groei en te investeer lewer Agra 'n belangrike bydrae tot die skep van welvaart. Om dinamies te bly is 'n belangrike voorvereiste in 'n vryemark ekonomie. Politieke doelwitte sal in balans moet wees met die ekonomiese realiteite; dus het die regering 'n belangrike verantwoordelikheid om so 'n positiewe klimaat te skep. Die

grondhervormingsproses sal verantwoordelik bestuur moet word om 'n volhoubare produksie te waarborg, en tekortkominge en hindernisse sal aangespreek moet word.

Om vir nog 27 jaar in besigheid te bly, sal Agra sy kompeterende voordeel moet gebruik en bewus wees van globale denkwyses en veranderinge, duidelike doelwitte moet stel en vinnig aanpas by verandering. Een van ons belangrikste bates is ons mense. Bestuur en die personeel sal gemotiveerd, trots en hardwerkend moet wees om 'n behoorlike kliëntediens te lewer.

Die Direksie sal in die komende jaar kyk na die bedryfstruktuur van Agra as koöperasie om vas te stel of dié struktuur nog byderwets is.

Baie dankie aan my mededirekteure en die lede van die Toesighoudende Komitee vir die diens en ondersteuning aan Agra en aan my. Mnr Hannes Nieuwoudt, voorsitter van die Toesighoudende Komitee en Mnr Johan Coetzee, ondervoorsitter van die Direksie, tree na jarelange diens af. Ek was beïndruk met hul sterk en reguit standpunte en dankbaar vir hul toegewydheid teenoor die Koöperasie.

Die puik finansiële resultate van die afgelope twee jaar is 'n bewys dat die regte dinge gedoen word. Hierdie prestasies is nie haalbaar sonder 'n span wat gemotiveerd en doelgerig is nie. Ek wil namens die direksie van die geleentheid gebruik maak om vir Mnr Kazmaier, Hoof Uitvoerende Beampte, die bestuur en personeel geluk te wens met die finansiële resultate. Om vir 'n tweede agtereenvolgende jaar te kan presteer, is 'n bewys van harde werk en toewyding. Die nuwe begroting is uitdagend, maar haalbaar.

RYNO VAN DER MERWE
(VOORSITTER VAN DIE RAAD VAN DIREKTEURE)

AGRA'S ANIMAL SCIENTIST INVOLVED IN FARM WORKERS' TRAINING

Agra's animal scientist, Dr Rainer Hassel assisted with a practical farm worker training course presented by the Cheetah Conservation Fund in partnership with Agra, which took place from 29 October to 2 November in Otjiwarongo.

The main points of discussion and practical lectures presented by Dr Rainer Hassel concentrated on animal health and husbandry. First aid forms an integral part of any farming business. All the important components that need to be in a basic first aid kit were demonstrated and explained. Animal

husbandry procedures demonstrated by Dr Hassel included clinical examination of animals, castrating, dehorning, dosing and inoculation, treatments against external parasites and drawing of blood.

The practical training for farm workers course targets those stakeholders in the livestock sector who are usually excluded from similar programmes due to literacy and language barriers. 26 Participants attended the training course and all were very enthusiastic and interactive in the theoretical as well as the practical sessions.



Participants practiced to make a good blood smear which is very important for diagnosis of animal diseases.

AGRA SPONSORS 10TH ANNIVERSARY OF BONSMARA BREEDERS' ASSOCIATION

Agra very recently gave a sponsorship of N\$4 000 towards the 10th anniversary of the Bonsmara Breeders' Association in Namibia. Herewith on the photo is (f.l.t.r) Nico Visser receiving the sponsorship from Agra's Senior Manager Marketing, Birgit Hoffmann and Streicher Coetzee, also representing the Bonsmara Breeders' Association.



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Produkt van Suid-Afrika

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MDB Maxicare is 'n breëspektrum ontwormingsmiddel vir skape en bokke, wat die aktiewe bestanddele Closantel en Albendasool bevat. Die aktiewe bestanddele is onderskeidelik deel van die hoofgroepe Salisilantiedas² en Bensimidazole⁴. Closantel werk sistemies en Albendasool werk in die spysverteringskanaal, wat MDB Maxicare 'n baie doeltreffende middel teen inwendige parasiete maak. MDB Maxicare is doeltreffend teen rondewurms, longwurm, lewerslakwurm, neusvliegparasiet en melkintwurm. MDB Maxicare het 'n newerkings van 3 weke teen Haarwurm en Haakwurm. MDB Maxicare verhoed die uitbrei van rondewurmeiers indien die eiers teenwoordig is tydens dosering.

MDB Maxicare kan vir volwasse diere en lammers gebruik word.

Die onderstaande diagram dui die doeltreffendheid van MDB Maxicare vir die verskillende parasiete in skape en bokke aan:



Die onderstaande diagram dui die gemiddelde doeltreffendheid van MDB Maxicare aan teen 'n kontrole groep.

	Haemonchus contortus (Haarwurm)	Teladorsagia circumcincta (Buiswurm)	Trichostrongylus axei (Barkwurm)	Parascaris equorum (Melkintwurm)	8 weke oud
Onbehandelde kontrole	Gem. D	1073,94	15,26	1019,70	38,03
MDB Maxicare™	Gem. B	1,21	0	0	10,07
Doeltreffendheid	99,9%	100%	100%	100%	64,88%

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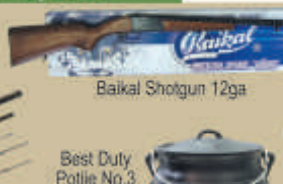
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AFRICAN HORSE SICKNESS - THE IMPORTANCE OF PROPER VACCINATION

by Dr. Rainer Hassel (Agra Animal Scientist)

Introduction

African Horse Sickness (AHS) (Perdesiekte) (Pferdesterbe) is an often fatal disease caused by a virus which is transmitted by insect vectors - midges or "muggies" known as *Culicoides*. The first signs of the disease are usually high fever and loss of appetite. Depending on the form of the disease in the particular animal there may also be difficulty in breathing, and swelling of the mucous membranes and head.

The *Culicoides* midge carries the AHS virus and typically breeds after the summer rains in moist warm areas. Horse sickness is transmitted to horses by a bite from these insects, which require a blood meal in order to lay eggs. The first cases of horse sickness in Namibia are typically diagnosed in March and April, although cases have been reported as early as January in the past. The disease disappears after the first frosts of winter when the midges are no longer active. African Horse Sickness is not contagious, and the incubation period is usually 2 to 10 days before the first signs of the disease are noted.

Different forms of the disease

Four forms of African Horse Sickness have been described. The severity of the disease depends on the virulence and serotype (there are 9) of the virus, and the susceptibility of the animal. Unvaccinated horses and foals born to unvaccinated mares generally get a more severe form of the disease, but this is not always the case and even regularly vaccinated horses may succumb.

"Dunkop" or lung form

This form is more common in fully susceptible horses. Signs of the dunkop form of horse sickness are a high fever (41 deg. C or higher), severe difficulty in breathing, coughing, and a large amount of fluid running out of the nostrils. Death can occur a few hours after the signs are first seen and the prognosis is very bad with a 95% mortality rate.

"Dikkop" or heart form

As the name indicates, the main signs of this form of horse sickness are fever, and swelling of the head and neck,

especially the supraorbital fossae (the hollow areas above each eye). In more severe cases, pinpoint bleeding may be noticed in the mucous membranes of the eyes and under the tongue. The mortality rate of this form is about 50%, and in these cases death usually occurs within a week after the first signs.

Mixed form

This is the most common form of the disease, with both heart and lungs being affected. As with the other forms, fever is the first sign, with patients showing both breathing problems and varying degrees of swelling of the head. 70% of horses with this form of horse sickness are expected to die, usually 3 to 6 days after the first signs.

Horse sickness fever form

This form usually occurs in horses with partial immunity to one or more of the 9 serotypes of the virus, and also in donkeys. It is a mild form of the disease characterized by a fever of 39 deg. C to 40 deg. C for a few days, partial loss of appetite and in some cases labored breathing. Recovery is usually after 6 days.

It is impossible to distinguish the horse sickness fever form or the dikkop form of horse sickness from Equine Encephalosis, another viral disease transmitted by midges, without a blood test. Horses with Equine Encephalosis, however, have a much lower mortality rate. Tick bite fever is often a complication in horses recovering from horse sickness, when their resistance is low.

Prevention and treatment of African Horse Sickness

The first step is to ensure proper vaccination of all horses every year. The Onderstepoort

vaccine consists of two doses, to be administered three weeks apart. The vaccine should be injected under the skin before the onset of the rainy season, the first dose usually in October. Although this prophylactic immunization is very efficient, it often does not fully protect all horses. It is recommended to vaccinate young horses twice in their first and second year. Animals should not be physically exerted for three weeks after immunization. As with all live vaccines, it is essential to keep the vaccine on ice until it is administered.

The second leg of prevention of this disease is midge control. The application each evening of an approved insect repellent or insecticide to horse's coats may discourage midges from feeding on them. *Culicoides* are active from dusk to early morning, and are not inclined to enter buildings, so stabling of horses at night may also discourage the vectors.

The rectal temperature of all horses should be recorded before riding or working them during the expected period of disease outbreak (usually March/April), as early infection may otherwise go unnoticed and exercise of affected animals is strongly contra-indicated.

It is of utmost importance to give affected horses total rest, as even the slightest exertion (e.g. walking from the stable to a paddock) may result in death. Patients should be carefully nursed, sheltered if outdoors, well fed and have a supply of clean water close at hand. Your veterinarian should be consulted to advise you on supportive treatment depending on the form of the disease, which may include anti-inflammatory drugs, diuretics, prophylactic antibiotics, vitamins and homeopathic remedies. After recovery horses should be rested for four weeks, with gradual return to work.

Horses which recover from horse sickness are not immune and must be vaccinated again the following year. As this is a notifiable disease in Namibia, all cases, suspected or confirmed, should be reported to the state veterinarian.



"Dikkop" form of AHS

SEPTEMBER 2007 PELSVEILING IN PERSPEKTIEF

Die drastiese daling in pelspryse tydens die September veiling was en is steeds 'n onderwerp van bespreking. Daar word, tereg ook, vroeë gevra en gespekuleer oor die rede(s) vir die daling. In die markverslag en persverklarings is die warm winter (lae aanvraag vir pelskledingstukke) in kombinasie met die swak ekonomie in VSA en Duitsland as vernaamste redes genoem. Daar was ook heelwat pelseniers wat byvoorbeeld tydens die Hong Kong pelsskou wat die veiling vooraf gegaan het, dit uitgespel het dat die prys te drasties verhoog het en dat hulle nie die kledingstukke verkoop kry nie. Hulle was toe reeds van mening dat 'n daling onafwendbaar is. Dan is daar ook selfs diegene wat Agra en die Karakoelraad daarvan beskuldig dat hierdie organisasies nie die ware redes vir die 23% daling sou weergee nie en dat die werklike rede die sortering van die pelse was. Die bewering word gemaak dat die afwesigheid van Agra se ou sorteerder, Jeremy Duffield-Harding se hand in die April 2007 veiling, 'n teenreaksie vanaf die kopers ontken het wat die prys in September laat daal het. Jeremy was verantwoordelik vir die sortering van die September veiling.

Alhoewel Agra een skriftelike en 3 mondelinge klagtes oor die suiwerheid van die sortiment na die April veiling ontvang het, het kopers dit geensins as rede aangevoer vir die daling in die September veiling nie.

Tydens die Karakoelraad se vergadering in November 2007 was Meneer Sander Jacobsen van Kopenhagen Fur teenwoordig en het die volgende onderstaande interessante inligting op die tafel beland:

Januarie 2007 was die warmste maand sedert 1880 as globaal daarna gekyk word met die noordelike halfrond en veral die binneland die warmste. Siberia was 5.1 °C, oostelike Europa 4.55 °C en Kanada 2.88 °C bokant normaal.

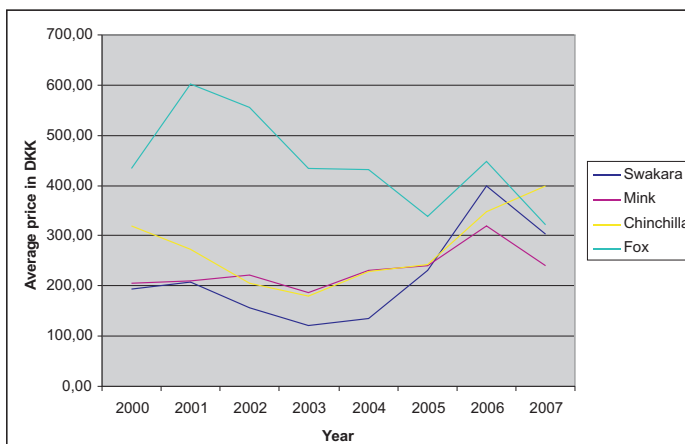
KARAKOELPELSE STROOM IN

Dit wil voorkom of die lank verwagte toename in pelsgetalle 'n werklikheid gaan word teen die tempo waarteen pelse inkom by die Pelssentrum. As die tempo voortduur behoort daar meer as 70 000 pelse op die April 2008 veiling aangebied te word. Berig vanaf die oorsese mark lyk meer positief met die temperature wat begin daal het en pelskledingstukke wat begin verkoop. Ons hou duim vas vir 'n koue winter in die noordelike halfrond.

Jeremy Duffield-Harding is terug as hoofsorteerder en sal ook met intensiewe opleiding begin om sy sorteer span bestaande uit Philip Fourie, Adolf Awaseb en Nardus Strauss op standaard te bring.

Keetmanshoop pelsprodusente gaan gedurende die laaste week voor pelssluiting, dus 6 - 11 Januarie 2008 van professionele raad en advies bedien word by die Keetmanshoop Lewendehawe tak. Produsente wat pelse inbring gedurende hierdie week kan hulle pels ontledingstate van die vorige veilings saam neem en sal dan met raad bedien word oor die ooptrek van hul pelse, aanbevelings oor watter tipe rame gebruik moet word, ens. Stef Coetzee wat daar gaan wees het geen bekendstelling nodig nie en produsente kan gerus van sy diens gebruik maak.

Ons wolwewers is ook ernstig opsoek na veral bruin wol en produsente word versoek om hulle spesiaal gesorteerde karakoel wol (bruin, wit en lig grys) na die Pelssentrum te stuur, sodat die moontlikheid van die herlewering van die wolveiling ondersoek kan word.



Die belangrikste pelssoorte het almal 'n daling ervaar. Die grafiek hierbo toon duidelik dat **Swakara** sedert 2005 maar dieselfde patroon as nerts en vos gevolg het. Mens sou werklik kon tong in die kies vra of nerts en vos dan ook sorteringsprobleme gehad het?

Kyk ons na die laaste vier jaar se persentasie verandering in pelspryse (N\$) as die twee veilings per jaar saamgevoeg word, dan lyk dit as volg:

	Verkoop	%	DKK gemid	Wissel koers	N\$ gemid	% Verandering
2004	68,203	100%	150.81	1.07	161.97	+ 19.39
2005	103,957	100%	231.54	1.06	22245.96	+ 51.86
2006	112,668	100%	401.07	1.11	67447.88	+ 82.09
2007	116,107	100%	310.92	1.29	76403.47	- 9.92

Daar was werklik dramatiese prysstygings wat blykbaar nie deur die mark absorbeer kon word nie. Agra vertrou egter dat pryse nou reggestel is en dat daar nie verdere dalings op ons pad lê nie. Die pelssentrum is ook weer op volsterkte en soos altyd gereed om produsente te ondersteun en ook om SWAKARA teen die beste moontlike pryse te verhandel.

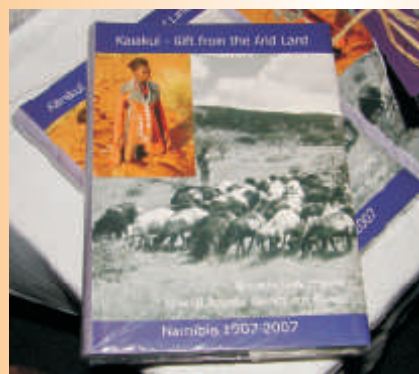
100 Jaar van die Karakul Bedryf in Namibië

Die eerste eeu word herdenk in 'n boek en op 'n DVD, beide in Engels.

Karakul - Gift from the Arid Land - Namibia 1907-2007

Deur Brenda Bravenboer
Spesiale Adviseur Berndt von Kunow
400 bladsye met 550 fotos

Die boek is beskikbaar by die Karakoel Raad van Namibië teen N\$250 & posgeld.



DVD - Swakara - Black Diamond is beskikbaar teen N\$100 & posgeld.

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POISONING BY RODENTICIDE

Dr. Rainer Hassel (Agra Animal Scientist)

Rodenticides are commercial poisons used to control or eradicate rodents like rats and mice. A very large number of these poisons are readily available and the most widely used rodenticides today, are very potent anticoagulants, that is chemicals which interfere with the blood clotting mechanism of the body, which in turn leads to fatal haemorrhage. So, rodenticides cause the victim to bleed to death. Rodenticide poisoning of companion animals, either accidental or deliberate, is a worldwide problem, due to the widespread use of these chemicals.

In the early 20th century the anticoagulant coumarin was discovered after livestock had eaten spoiled clover and died of a haemorrhagic condition. Today, coumarin derivatives are used therapeutically as anticoagulants and commercially as rodenticides. Warfarin was the original oral anticoagulant used both for medicinal purposes and to poison rats and mice, but the evolution of warfarin-resistant rats has led to the development of more potent compounds. While warfarin remains the standard anticoagulant treatment for humans, today the new, powerful coumarin derivative second generation so-called "superwarfarins" dominates the rodenticide field.

Unfortunately, international data indicate that these rodenticides are also the cause of accidental or deliberate poisoning of dogs, cats, and wildlife all over the world. Not all rodenticides are anticoagulant based, some are organophosphates or other organic compounds and some are toxic inorganic substances like zinc phosphide. There are about 60 different anticoagulant rodenticides available on the local market, the vast majority being superwarfarins mixed into very palatable baits, and with their easy availability and widespread use, many veterinarians get to see poisoning cases as a result of oral ingestion on a more or less regular basis.

Second generation superwarfarins are highly potent. Their oral bioavailability is nearly 100%. They are generally effective after a single ingestion. They are bound up to 97% to plasma protein and are retained in the body by the liver, kidneys and pancreas for extended periods of time and thus have a long duration of action. After a single dose of warfarin the duration of anticoagulant effect is usually 5 - 7 days in humans, but superwarfarin products can continue to produce significant anticoagulation for weeks or months after a single ingestion. The toxicity of superwarfarins is also greatly

increased by repeated low level consumption. Even absorption through the skin has been associated with toxic levels in humans. A consequence of the long duration of action of these compounds is that, after poisoning, a prolonged period of treatment is necessary.

Cats metabolize many substances differently to dogs. This is equally true for anticoagulants, and in general the lethal dose for superwarfarins for cats is higher than the equivalent dose for dogs, so cats have a better prospect for successful treatment than dogs.

Mechanism of Action : Vitamin K is a very important factor in the very intricate and complicated blood clotting mechanism in the body. Anticoagulant rodenticides interfere with the recycling of Vitamin K in the body, resulting in rapid depletion of body stores of Vitamin K. As a consequence, death is usually associated with the effects of bleeding. As Vitamin K recycling is reduced or completely suppressed, the body needs to be provided with a continuous external supply of Vitamin K to ensure proper blood clotting, until the effect of the anticoagulant substance has been reversed.

Clinical symptoms : These can vary and include lethargy, respiratory distress, lameness focal bleeding of the visible mucous membranes, nose bleed, vomiting blood and blood in the stool. The animal can occasionally die without external evidence of bleeding. When bleeding occurs in the lungs, secondary bacterial pneumonia can develop.

Treatment : The objectives of treatment are to stabilize and decontaminate the patient, provide functional clotting factors, antagonize the effects of anticoagulants on Vitamin K, and, if necessary, compensate for the blood loss that may have occurred. Animals presenting with an acute haemorrhagic crisis require a blood transfusion. It is therefore absolutely necessary to consult your veterinarian in cases of known or suspected accidental ingestion of an anticoagulant rodenticide by your pet. Treatment should be initiated before the onset of any symptoms. Vitamin K in injection and tablet form is the specific antidote in this case. Treatment is routinely started by intravenous injection and continued orally with tablets. Superwarfarins require higher doses of Vitamin K and longer periods of treatment. In animals with appropriate treatment and care the prognosis is good. Survival rates of 80 - 100% have been reported.

Examples of Anticoagulant rodenticides:

The following are examples of different types of anticoagulant active ingredients and some trade names containing these substances.

- 1) **Brodifacoum**
"Active rat & mouse pellets", "Eradirat pellets", "Rat Bait Blocks", "Rattack", "Rodex Bait Blocks", "Supa-Kill rat & mouse blocks".
- 2) **Bromadiolone**
"Bromard", "Bromatrol Contact Dust".
- 3) **Coumateryl**
"Racumin Liquid rat poison", "Racumin Rat Bait", "Racumin Paste".
- 4) **Difencoum**
"Fentrol gel", "Alpha-Rat Liquid Concentrate", "Neosorexa rat & mouse bait".
- 5) **Difethialone**
"Finale rat & mouse pellets", "Rattex", "Rattex Deadly Wedges", "Kombat rats & mice".
- 6) **Diphacinone**
"Ramik Mini Bars", "Tomcat rat & mouse bait".
- 7) **Flocoumafen**
"Storm Rat Killer".
- 8) **Warfarin**
"Killit rat & mouse killer".

(Reference: Kyron News)

Carel Wolhuter

Agra Hoofbestuurder 1991-1994 skryf as volg:

Die Ring word nog getrou aan my gestuur, en ek lees dit telkens van voor tot agter deur. Geluk met 'n puik publikasie wat soveel interessante inligting deurgee.

Agra bly 'n wonderlike organisasie in 'n wonderlike land. Ek is beïndruk met al die vooruitgang op tegnologiese gebied, ook die toenemende gebruik van die internet soos blyk uit die artikel in die November uitgawe (Access Accounts with the Click of a Button).

Dis is darem ver spronge sedert ons die Accpac sagteware in 1991 ge-implimenteer het!

Voorspoed aan Peter Kazmaier, bestuurspan en personeel, asook die direksie en alle lede om Agra nog verder uit te bou.

Groete

CAREL WOLHUTER

AGRA TAKES PART IN 24th ANNUAL SCIENTIFIC CONGRESS OF THE VETERINARY ASSOCIATION OF NAMIBIA

The 24th Annual Scientific Congress of the Veterinary Association of Namibia (VAN) was held from the 24th to the 26th of October 2007 at the Swakopmund Hotel and Entertainment Centre in Swakopmund. This meeting also included the Annual General Meeting of VAN. This annual congress is the most important event in the calendar of the Association and provides a much needed and valuable continuing education or continued professional development opportunity for all veterinarians in Namibia. The scientific program started on Wednesday afternoon and lasted until Friday afternoon. Lectures were presented by nine different speakers on the following topics:

- 1) Update on diagnostic clinical pathology
- 2) Production animal parasitology
- 3) The animal health business
- 4) Lameness in horses
- 5) Surgical procedures in the standing horse
- 6) Rational and responsible use of antibiotics
- 7) Collecting the correct sample for Histopathology
- 8) Skin tumours in small companion animal practice
- 9) External parasites in small companion animal practice
- 10) National disease surveillance and

emergency preparedness

- 11) Heifer Management: Doing more with less.
- 12) Problem solving in sheep: A clinical diagnostic approach.

This wide variety of topics catered for many different spheres of veterinary practice in Namibia and was one of the reasons why so many veterinarians attended. All speakers commented favorably on the keen interest shown by the attending veterinarians as well as their active participation during the



presentations. All presentations were very well prepared by the speakers and of a very high scientific standard, yet practical and appropriate.

23 Companies were represented at the congress and participated in the form of exhibitions, and also generously contributed financially towards the event. All participating

firms were given the opportunity to address the meeting and present a short profile on the specific company. All participating firms were very satisfied with the exposure which they received at the congress and the active interest shown by the veterinarians who visited their exhibits.

Agra participated at the VAN Congress in the form of an exhibition by Auas Vet Med. This included a number of products, a complete product list and a continuous slide show, highlighting all facets of Agra's business.

The social functions in the evenings were very well attended. They form an integral part of the congress, since they provide an opportunity for veterinarians, who live and practice great distances apart in this country, to interact informally, since most of them only have opportunity to meet their colleagues once a year. All this can only be of benefit for the veterinary profession in Namibia and ultimately the animal population of this country,

by improving the standard of veterinary practice. Agra's participation in this event was necessary, but also worthwhile, and should have a positive future spin off for the company.

Agra was represented by Dr Rainer Hassel and Morné Nell of Auas Wholesalers.

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NORTHERN FARMERS BENEFIT FROM AGRA'S PUBLIC LECTURE

Agra in partnership with the Cheetah Conservation Fund (CCF) presented practical farming courses in 2006 and 2007 tailored at the specific needs of farm workers. These courses provided a unique opportunity to farmers to gain additional farming knowledge and skills. This concept was now further developed to benefit a wider community. As a result of the great success and hands-on practical approach of those courses, Agra presented a second one-day public lecture in Grootfontein on the 8th November. The public lecture was attended by

28 people, mostly emerging commercial farmers from the area of Grootfontein.

Amongst the attendees were the National Chairman of the Namibia Emerging Commercial Farmers' Forum, Solomon Tjipura, the Counselor of Grootfontein, Peter Kawana and Lady-Hain Kazohua, Senior Extension Technician at MAWF, Grootfontein.

All the lectures were well received and there was good interaction and conversation around all the topics. Wulf Halberstadt answered questions regarding marketing of livestock

through auctions at Agra and Peter Zensi had a very interesting presentation about farming in conservancies with special reference to game farming/hunting.

Agra's animal scientist, Dr Rainer Hassel concentrated on a basic health program for animals and the farm veterinary cupboard. Many questions arose and it was clear that everybody found it very informative and valuable.

Practical demonstrations and exhibitions by Agra, the CCF and Voormeester on topics such as livestock auctions, livestock husbandry and management, livestock production, managing predators and supplementation of cattle formed part of the public lecture.



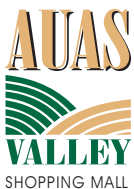
Dr Rainer Hassel demonstrating the various elements of a farm veterinary cupboard to the participants.



A group of participants who attended the public lecture in Grootfontein.

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