



Barnlab
The formula for advancement

Heiko Köster



Heiko Köster was born in Vryburg on 8 April 1964 and grew up on a beef cattle farm. He completed his matric at High School Vryburg in 1981. He started his studies at the University of Pretoria where he obtained his B.Sc. Agric Animal Science in 1986, his B.Sc. Agric. Honors Animal Science in 1987 his M.Sc. Agric (Animal Husbandry) in 1994 and a Diploma in Purchasing Management at Damelin in 1997. During his studies he also worked as a veterinary assistant in Germany (1982-1983) and as a farmhand on one of the most well-known Hereford and Angus studs in the world (Glen Kirk Farms in Missouri 1984 -1985).

Heiko started his career at the Kynoch Feeds as Animal Nutritionist in 1991 and was promoted to Sales Manager – South in 1993.

In 1995 he joined Tiger Brands - IMEX as a Commodity Trader overseeing the imports and sales of agricultural commodities.

Heiko then joined Meadow Feeds (at the time part of the Tiger Brands Group) in 1996, where he held different positions, including Procurement Manager, Technical Director - Northern Region and National Procurement Director (local and Internationally).

In 2000, Heiko joined Tiger Milling as Procurement Director of the Group until 2002.

He then joined AFGRI Trading in 2002 as Managing Director, overseeing the Agricultural Commodity Trading Division.

Since 2004 Heiko has been self-employed as Animal Science consultant within Köster Trading and Consulting cc and Feed First. He established Köster Trading and Consulting cc and since then has consulted local and international Animal Feed Producers and poultry producers on technical, feed milling and procurement aspects.

In 2005, together with 3 associates they established Kaonne Investments that evolved in and consist of 5 companies (Barnlab Feed, Feed First, Animal Nutrition and Health (sold in 2019 to Trouw Nutrition), Envarto, Treonne and Supplio). His current position is Executive Vice Chairman of the Board of Directors of Kaonne Investments and he is also overseeing the commercial aspects of the Kaonne Group.

Since 2004 Heiko consulted major ruminants-, poultry- and pig feed companies in South Africa, as well as in the Sub-Saharan Region, United Emirates and Saudi Arabia. His speciality is the development of Feed Mills, General Mill Management, Technical guidance and Raw Material Procurement. Within the Kaonne Group he is involved in especially Raw Material Procurement for Barnlab and for various clients of Feed First. Heiko has been involved in the planning; building and starting up of a number of new feed mills and also being operationally involved on the day to day activities of a number of Feed mills.

Heiko is a Director of the Association of Animal Feed Manufacturers, the current chairman of the Trade Committee, is a past vice chairman of the Board of AFMA and past vice chairman of the Technical committee.



He was named the AFMA Person of the Year in 2017 for his outstanding work performed in the Animal Feed Industry of South Africa, which is the 21st largest Feed Industry in the world. He is a Professional Animal Scientist registered with the SA Council for Professional Natural Scientist and a member of the South African Society for Animal Scientist where he received the Silver medal for his outstanding contribution to the Animal Science fraternity.

Heiko is married to Professor Estè van Marle-Köster (Head of the Department for Animal and Wildlife Sciences at the University of Pretoria and they have two children Emma (20) and Leo (15).

Heiko was instrumental in developing and establishing the Feed Milling company in the Kuiper's Group from 2005 – 2012 that consist of 5 feed mills both acting as Consultant and being responsible for the day to day running of the feed company.

Since 2004, he acts as consultant for US Grains Council for the Sub Sahara Region on Feed Milling, Poultry Production and Association Development:

- He has made International visits over the years representing the USGC as a Technical Consultant to Israel, Morocco, Ethiopia, Kenia, Mauritius, Mozambique, Zambia, Zimbabwe, Tanzania and South Africa
- He served on the Board of a Company in Tanzania for a development project funded by USAid and managed by the US Grains Council in Tanzania to develop the following:
 - Establishment and development of different Associations in Tanzania for Animal feeds and different Poultry Associations and the APEX called Tanzanian Poultry Association (PAT) that is includes 10 of the major Associations in Poultry and Animal Feed and was the first chairman to get PAT established
 - Training of Feed Millers
 - Training of Poultry Farmers
 - Development of the Government Animal Feed Lab (CVL) in Dar es salaam
 - Main driver in the establishment of the Poultry Expo Show that is held annually since 2015
 - Has been a member of the Tanzanian delegation at SADC Poultry meetings in Swaziland, Tanzania, Zambia, Namibia, South Africa and Botswana for the past 5 years

He is also a founding member of SAFMA (Southern African Feed Association) that represents all SADC countries and their Animal Feed Associations.

He is acts as a consultant for the South African Poultry Association especially on Animal Feed and raw material market matters.



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Heiko, Hinner and wife Esté also own one of the oldest Hereford studs in South Africa, the well-known Vicedale Herefords, which has bred numerous national show champions over many years and has produced 2 platinum elite cow in the last 3 years, 2017 and 2019, cow of the year in 2018 and had the bull of the year in 2014 and 2015. One of their bulls has been awarded the 3rd price in the world in 2016 by the Cattle Breeder in the USA.

Professional organisations

Heiko has served his profession and industry with involvement on a number of professional organisations within the agricultural and livestock industry.

- Served on the SASAS Northern Branch (former Transvaal branch): 1991-1992, was also on the organizing committee for the 1992 SASAS Conference
- Served on SAAPAS (Founding Member 1991) and was Chairman from 2005-2007. He was also instrumental in the incorporation of SAAPAS into SAAPAS and part of the committee rewriting the constitution of SAAPAS in 2007-2008
- Association of Animal Feed Manufacturers (SA) – Director currently, past Vice Chairman of the Board (1998 – 2000), current Chairman of the Trade Committee (2014 – currently) and past vice chairman of the Technical Committee. He also serves currently on the remuneration Committee, is a committee member that decides on the awards of the Koos van der Merwe and Bernie van Niekerk awards for excellence in the Feed Industry by Animal Nutritionist and is part of the REMCO.
- Was a non-executive Director on Boards of Companies, especially in the Poultry Industry (Kuiper's Group)
- Maize Forum Steering Committee looking at the development of the Maize Industry in SA representing the Poultry Industry at first and then the Animal Feed Industry

Other livestock industry involvement

Served on the SA Hereford Breeders Association for 14 years as Council Member in the following capacity -:

- Chairman of Publicity, World Hereford Conference and Treasurer on the SA Hereford council
- Official representative for South Africa to the World Conference in Fort Collins, USA in 1996 and 2020 in Queenstown, New Zealand and Technical Advisor in 1988 in Santiago de Compostela, Spain.
- Senior judge for Hereford cattle – invited as Hereford cattle judge on a regular basis for shows in South Africa and has judged as Interbreed judge at a number of Shows in South Africa and Zambia
- Is a past Vice President of the Rand Agricultural Show
- Is a past member of the executive committee of the North West Hereford Klub in the North West Province and also a past Vice Chairman and Chairman of the executive committee
- Contributed articles for agricultural media and popular science publications



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- One scientific publication
- Regular invites for radio interviews on agricultural trading matters regarding the animal feed Industry and has also appeared on SABC panels that did discuss trading matters.
- Presented papers at many Farmers days, Grain South Africa, AFMA Forum and Symposium, SAPA Conference and different Company Symposiums.
- Technical Training days on Poultry Production and Feed Milling in Tanzania since 2014 – currently
- Founding member of the committee and member of the committee that developed the SAGOS contract that standardized Trading contracts for raw materials.
- Represented AFMA in 2019 and did the presentation on the future of Transport differentials organised by the JSE.
- Member of the AFMA/UP feed mill project to initiate the building of a training Feed mill sponsored by the Industry at UP that will be only one of four training feed mills in the world, which will benefit the feed Industry in South Africa and sub-Sahara Africa regarding the training of feed millers
- Mentor and referee of a number of candidate animal scientist for professional registration

Awards

- Heiko has been acknowledged by the SA Hereford Association as Person of the Year by the in 2014 - 2015 for his outstanding work and contributions done in the Hereford Cattle Industry over many years.
- In 2017 he was awarded the Person of the Year by the Association of Animal Feed Manufacturers of SA (AFMA). The AFMA Person of the Year Award is presented at the AFMA AGM to a person who has made an exceptional contribution towards the feed industry over a two-year period.
- In 2019 he was awarded the Silver Medal of the SA Society for Animal Sciences in acknowledgement of exceptional meritorious and original research or extension work in furtherance of Animal Science