Fresh Food Trade SA

Quality Assured
AGRICULTURAL PRODUCE FROM SOUTH AFRICA

South Africa's fresh food trade and supply chain directory

2025

twenty third edition

South Africa
Inspiring new ways

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Redfern

TECHNICAL DIVISION

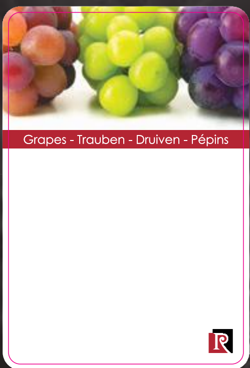
This is the team that are on the ground, covering everything from printer/software installations to the very important all year-round Technical support to our clients. They are the part of the Redfern Agri Team that you are most likely to see on your farm and be greeted with a friendly smile.

BarTender® BY SEAGULL SCIENTIFIC

We offer on-site installation of BarTender software and label printers.

ARGOX SATO

GENERIC GRAPE PUNNET LABEL



LIDL CARTON LABEL

130 mm

80 mm

Trauben dunkel, kernlos - Seedless Black Grapes - Raisin noir sans pépin - Uva negra, sin pepita - Uva nera senza semi - Uva Preta sem grainha - ΣΤΑΦΥΛΙΑ ΜΑΥΡΑ ΑΣΠΕΡΜΑ - Druiven blauw, pitloos - Viinirypäle tumma, siemenetön - Mörka vindruvor, kärnfria - Blå kernefri vindruer - Magnélküli kékszőlő - Tmavé hrozny stolní, bezpeckové - Winogrono ciemne, bezpestkowe - Grožđe crno , bez koštica - Tmavé hrozno, bezjadierkové - Grozdje modro, brez pečk - Черно грозде без семки - Struguri negri fara samburi - Tamsios vynuogės be kauliukų - Grožđe crno, besemeno - Tumšās vīnogas bez kauliņiem - Tumedad viinamarjad, seemneteta		80527 country of origin: Südafrika - South Africa - Afrique du Sud - Sudáfrica - Sud Africa - África do Sul - Νότια Αφρική - Zuid-Afrika - Etelä-Afrikka - Sydafrika - Sydafrika - Dél-afrikai Köztársaság - Jižní Afrika - RPA - Južnoafrička Republika - Juhoafrická republika - Južna Afrika - ЮАР - Africa de Sud - Pietų Afrika - Južna Afrika - Dienvidāfrika - Lõuna-Aafrika	
Grower	GGN: 4063061445261	Klasse/Class/Cat. I	
Packhouse	Le Roux Group Joubertsdal pakstoor R45 Towards Malmesbury Wellington South Africa GLN: 6009900563503	Unit 10x450g Variety ADORA SEEDLESS	
Supplier	Le Roux Fruit Exporters (Pty) Ltd CoC: 4063651281866	Berry Size / Caliber / Count / Diameter Regular	GR007198BZA9999808
Key	120 / PUC: P0738 L 03 - 03	Mooikelder Boerdery (Pty) Ltd / Mooikelder	

Pack	Packing Date	Inv Code	Brand/Mark	Orchard	PHC	Commodity	
A045D	3300	UL	GEN WHITE	G11 / DB8B	P1224	GRAPES	Produce of South Africa Table Grapes

Exported by: LE ROUX FRUIT EXPORTERS, R45, WELLINGTON, SANDRIVIER LANDGOED, 7655, SOUTH AFRICA

CARTON LABEL

80 mm

65 mm

(01) 0 6009163 20767 1 (10) 0303

Comm:	Variety:	
GR Grapes	PRIME Class 1	
Pack: B04I	Orchard: M13	Inspection Group 1
Siz/Count: 1 - 28	Pack Date: 0303	Brand/Mark: BGEN
Inv Code: CB	TK Market: RS	
PUC: U1234	PHC: U1234	Lot No: 4152
GGN: 41526415263748	FRONTIER GRAPES, BOX 22, AUSSENKEHR, 9000, NAMIBIA	

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OUR CERTIFICATIONS & STATUS

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Quality Management DQS ISO 9001:2015

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In association with:

Department of Agriculture
Directorate: International Trade
Private Bag X250, Pretoria 0001, South Africa
www.dalrrd.gov.za

Department of Trade, Industry and Competition
Private Bag X84, Pretoria 0001, South Africa
www.thedtic.gov.za

Agriculture South Africa (AgriSA)
Block D, Inkwazi Office Park, 1249 Embankment Road, Centurion, South Africa

ISBN 978-0-6399074-0-6

– First published in the RSA as the PPECB Export Directory from 2002 to 2013
– Published as Food Trade SA since 2014
– Published as Fresh Food Trade SA since 2017

Statistical and product information supplied by:

PPECB

PPECB (Perishable Products Export Control Board)
PO Box 15289, Panorama 7506, South Africa
www.ppecb.com

This publication is also available as an e-book at:
www.foodbevtrade.co.za

Fresh Food Trade SA 2025

The South African fresh food trade and supply chain directory

twenty third edition

In association with:
Department of Agriculture
Agriculture South Africa (AgriSA)
Department of Trade, Industry and Competition

Together we grow and sustain your business

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Contents

SIZA®
SUSTAINABLE AGRICULTURE IN SOUTH AFRICA

Sustainability Initiative of South Africa (SIZA)

South Africa Supplies Ethically

South Africa remains the only country in the world to incorporate its own history, challenges, legislation, and norms into a globally accepted way forward in the form of a standard such as SIZA. Driving a programme like SIZA is vital in allowing South African producers, emerging growers, agri-workers, and the entire value chain involved in production to adhere to standards, legislation, and global market requirements.

SIZA actively focuses on reducing costs to the member and preventing unnecessary duplication of audits, whilst driving efficiency with an increased focus on corporate social responsibility, accountability, trust, and a foundation of improving the lives of all those living and working within the agri-sector.

Local and International Recognition

SIZA is a multisector, agri-wide South African standard, developed, owned, and operated from within South Africa. SIZA is aligned to global best practices on both social (ethical) compliance and environmental assurance which relates into recognition and equivalence in more than 17 countries. SIZA has endorsed a credible third-party social and environmental audit programme with audits conducted by recognised audit companies. SIZA is focused on continuous improvement and drives a cost-effective business approach by supplying one ethical and one environmental audit for growers in South Africa and neighbouring countries.

Ensuring World-Class Agricultural Products

SIZA, the Sustainability Initiative of South Africa, supports growth, sustainability, and productivity by caring for the environment, respecting the rights of workers, and initiating safe working and living conditions to ensure world-class agricultural products for the local and global market.

Digital Monitoring

SIZA has an effective and modern data platform, called *MySIZA*, which is used for managing and sharing data on social practices and environmental assurance throughout the value chain. We also share SIZA audit data on Sedex through the SIZA AB account and via an API link with the GLOBALG.A.P. platform.

Environmental Assurance

The SIZA Environmental programme offers a standalone or a combined solution third-party audit methodology to members who need to complete the GLOBALG.A.P. Integrated Farm Assurance (IFA) audit as well as SIZA Environmental. While the combined audit takes place at the same time, two separate audit reports are generated and the SIZA Environmental Audit Report is uploaded to the MySIZA data platform to ensure visibility to multiple buyers.

SIZA is and remains the way forward for the agricultural industry in South Africa, allowing practices to be monitored, evaluated, and reported to all relevant stakeholders. Facilitating market engagement, governmental partnerships and ensured individual liability leads to a behaviour of change towards becoming improvement-led, rather than focused on mere minimum compliance. To drive this approach, we need the support and the acceptance from our global buyers. We would like to urge you as an important partner and key player in our value chain to trust and accept the programme and to recognise that SIZA is driving a risk and hands-on approach in ensuring global credibility and minimising risks.

Contact details:
www.siza.co.za or retha@siza.co.za

FOR MORE INFORMATION VISIT:
WWW.SIZA.CO.ZA

facebook.com/sizaprogramme
twitter.com/siza_programme

Foreword

Export markets are getting more competitive and exporting countries are looking for different ways to distinguish themselves as preferred importers of perishable produce. One aspect is to ensure that exporting countries can deliver superior quality, consistently and exactly what the market requires. In doing so, they require relevant, timeous and correct export information.

Gathering such information can be a complex and mammoth task to say the least. To this end, the PPECB has embarked on a digital transformation journey since 2018. Apart from creating process efficiencies, one of the major objectives is to provide relevant export information to support critical decision making and ultimately enhance the competitiveness of the South African perishable product industry. The PPECB has therefore replaced its legacy information system and implemented an Enterprise Resource Planning (ERP) system that will serve as the foundation for its digitalisation initiatives.

The Fresh Food Trade SA has over the years established itself as a critical source of information on fresh produce. It provides a comprehensive overview of statistics and trends within the sector. I am therefore honoured to introduce this 23rd edition of its publication. I trust that you will find it of great value.

Lucien Jansen
Chief Executive Officer: Perishable Products Export Control Board

Driving Sustainable Agriculture Forward

At AgriCulture South Africa, facilitated by AgriSA, we stand as the guardians of South Africa's agricultural community. Our mission is to protect and promote the interests of farmers across the nation. From advocating for sound agricultural policies and sustainable water management to ensuring food security and addressing rural safety concerns, we are committed to shaping a prosperous future for agriculture. Join us as we explore innovative solutions for climate challenges, champion land reform, and support the labor force that drives our economy. Together, we cultivate success and resilience for every farmer, today and for generations to come. **www.agrisa.org.za**

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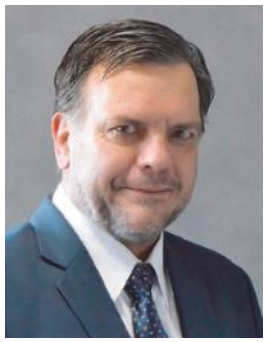
SOUTH AFRICA / SUID-AFRIKA

CELEBRATING 120 YEARS IN AGRICULTURE AgriSA

Message from the Publisher



Since its inception 22 years ago, the collaboration between the PPECB and Malachite Publishing has produced an annual resource which provides industry role players with a macro overview of fresh food exports – which now exceeds 300 million cases of fresh fruit (alone) annually. By request of the Department of Agriculture, this collaboration was extended in 2016 to produce a related publication on processed food exports and, since 2000, a dedicated publication for the wine industry. **On a historical note, 100 years ago, the first million cases of citrus were exported from South Africa.** To commemorate this achievement, it is my pleasure to highlight some of the citrus industry's landmark historical events:

1907 3 000 cases of South African oranges are sold in Britain. By the following year, this amount more than quadrupled to 14 454 cases.

1910 Several citrus farmers in the Rustenburg and Marico district form what was probably the first co-operative citrus grower's association. They build a packing store near the Rustenburg station and pack their fruit under the "Koedoe" brand.

1918 The American multi-millionaire Isidore Schlesinger buys Zebediela citrus farm, which later became the largest orange farm in the world.

1922 The Vrugtekwekers Kooperatiewe Beurs van Suid-Afrika Beperk is formed, bringing together citrus, pineapple and deciduous fruit growers from across the country.

1925 A million cases of citrus are exported for the first time.

1926 The Perishable Products Export Control Board is founded, taking over responsibility for shipping perishable export products, collecting growers' estimates and allocating pre-cooling and refrigerated shipping space.

1927 The link between the deciduous and citrus fruit industries is severed, and citrus fruit produced in the Transvaal is exported through Lourenço Marques for the first time.

1928 The number of citrus trees in South Africa reaches 3 million.

1936 All South African citrus is exported under the name "Outspan", originally the trademark of citrus produced on the farm Amanzi Estates, owned by Sir Percy Fitzpatrick, the famous author of Jock of the Bushveld.

1941 Exports terminated due to World War II.

1948 Pre-war export levels are reached again, with 3,9 million cases of fruit shipped.

1953 South African citrus breaks its export record – over 5 million cases of citrus are exported.

1959 Citrus prices drop drastically in Britain, and it becomes the citrus industry's "black year".

1990 All Cape fruit is now subjected to quality evaluation.

1993 A delegation from South Africa visits Japan in November to re-negotiate the terms for export to that country. It opens the door for renewed export to Japan and the Far East.

1995 The first consignment of citrus to Japan (using in-transit sterilisation) is shipped.

1997 Deregulation of the fruit industry causes chaos in export markets. Citrus growers establish the Citrus Growers' Association of Southern Africa (CGA), which today represents the interests of over 1 400 producers and growers of export citrus in Southern Africa.

Let's raise our collective hat to everybody - from farm labourers to exporters - who made South African citrus a world-class competitor and significant contributor to our economy.

Gerhard de Beer
Executive Publisher: Malachite Publishing

FOR THE INDUSTRY, BY THE INDUSTRY

The Fresh Produce Exporters' Forum (FPEF) is a voluntary, non-profit organisation with more than 140 members, accounting for about 90% of fresh fruit exported from South Africa.

The FPEF's role is to provide leadership and services to its members, the international buying community and the fresh fruit and vegetable export industry.

FPEF members consist of fruit and vegetable exporters, producer-exporters, export and marketing agents, pack houses, logistics and other service providers. The FPEF is also a member of Fruit South Africa (FSA), together with the country's four growers' associations.

The FPEF also manages a number of projects for the benefit of the industry, such as training, mentorship and transformation initiatives and the Post-Harvest Innovation (PHI) Programme.

fpéf
SOUTH AFRICA
FRESH PRODUCE EXPORTERS' FORUM

+27 21 526 0474
info@fpef.co.za
www.fpef.co.za

Message from the FPEF

The South African Fresh Produce Exporters' Forum (FPEF) is a non-profit company, which is funded by its members. FPEF members are fresh produce exporter agents, producer-exporters, pack-houses, logistics, and other service providers.

The primary objective of the FPEF is to contribute to a sustainable, profitable, yet disciplined fresh produce export industry. In order to that, all members must sign, and adhere to, a strict Code of Conduct – thus giving confidence to the international trading community that, when doing business with a FPEF member such a member is a reliable trading partner. The FPEF represents 95% of fresh produce export volumes. Information regarding FPEF members is updated regularly on the FPEF website: www.fpef.co.za

The FPEF's services to its members includes generic market development by ensuring visibility and awareness of SA fresh produce, engaging with Regulatory authorities on behalf of members to assist members with technical and operational efficiencies in order to enable export growth, providing information (market statistics, market trends, etc.), post-harvest research, development and innovation and assistance with transformation of the industry.

Anton Kruger
Chief Executive Officer: Fresh Produce Exporters' Forum

SIZA Digital Recordkeeping

Empowering Business Growth

As the success of a business is usually measured in its ability to keep track of the effectiveness of business management practices and to proactively implement changes to improve on areas of concern, streamlining your business procedures is required. By going digital, the SIZA Recordkeeping Programme will eliminate redundant and time-consuming processes that usually involve paperwork and streamline business procedures, allowing you to:

- **Track real-time data**
- **Stay effortlessly organised**
- **Enjoy maximum data security**
- **Take care of the planet**
- **Prepare for carbon tax**

The SIZA Digital Recordkeeping Programme is integrated as part of the MySIZA platform and is available to all businesses, both locally and internationally, and does not require SIZA Social or Environmental membership.

Find out more:
www.siza.co.za

To register for the SIZA Digital Recordkeeping Programme,
please contact the SIZA office on 021 852 8184
or send an email to enviro@siza.co.za.

SIZA®
SUSTAINABLE AGRICULTURE IN SOUTH AFRICA

SECTION 1

FRUIT South Africa

Fruit South Africa (FSA) is a non-profit company and the umbrella body representing Berries ZA, Citrus Growers' Association of Southern Africa (CGA), HORTGRO (representing pome and stone fruit), South African Table Grape Industry (SATI) (representing table grape growers), SUBTROP (representing the avocado, litchi and mango industries) and the Fresh Produce Exporters' Forum (FPEF). Fruit South Africa strives for a competitive, equitable and sustainable fruit industry.

Citrus Growers' Association of Southern Africa

Grower levies working for you!

The CGA represents the interests of the producers of export citrus. In total approximately 1400 growers throughout Southern Africa (including Zimbabwe and Swaziland) are members of the Association.

T: +27 (0)31 765 2514
info@cga.co.za
www.cga.co.za

subtrop

SA Subtropical Growers' Association

Subtrop is an association of associations that manages the affairs of South African Avocado (SAAGA), Litchi (SALGA) and Mango (SAMGA), grower's associations.

T: +27 (0)15 307 3677
info@subtrop.co.za
www.subtrop.co.za

HORTGRO

GROWING FRUIT IQ

Hortgro represents the South African pome and stone fruit growers in the international fruit arena, by focussing on production, research and technology, trade and markets, intelligence gathering, communications, and transformation and skills development within the deciduous fruit industry.

T: +27 (0)21 870 2900
info@hortgro.co.za
www.hortgro.co.za

SATI

South African Table Grape Industry

SATI represents the table grape industry at primary grower level and delivers industry services to provide growers with a wide as possible choice of profitable markets to deliver on its vision to ensure a progressive, equitable and sustainable table grape industry

T: +27 (0)21 863 0366
info@satgi.co.za
www.satgi.co.za

fpef fresh produce EXPORTERS' FORUM SOUTH AFRICA

The Fresh Produce Exporters' Forum is a voluntary, non-profit organisation with more than 140 members, accounting for over 90% of fresh produce exported from South Africa.

T: +27 (0)21 526 0474
info@fpef.co.za
www.fpef.co.za

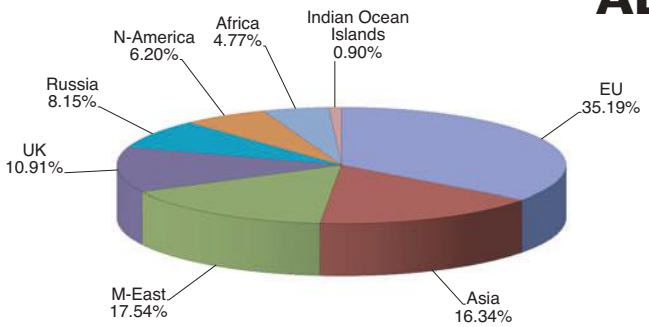
BERRIES ZA

SUPPORTING SOUTH AFRICAN GROWERS

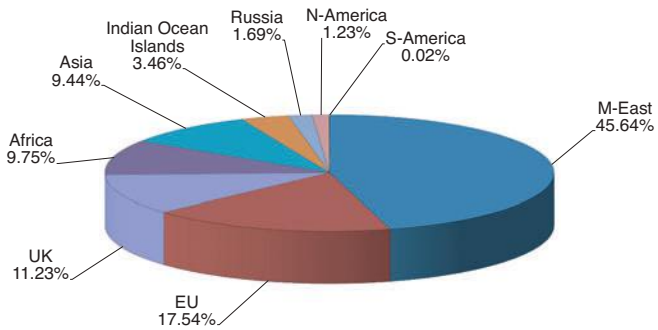
Berries ZA serves as a collective platform for South African berry producers to address common challenges for the benefit of the industry. The association represents blueberry, blackberry and raspberry producers.

T: +27 (0)82 411 0500
elzette@berriesza.co.za
www.berriesza.co.za

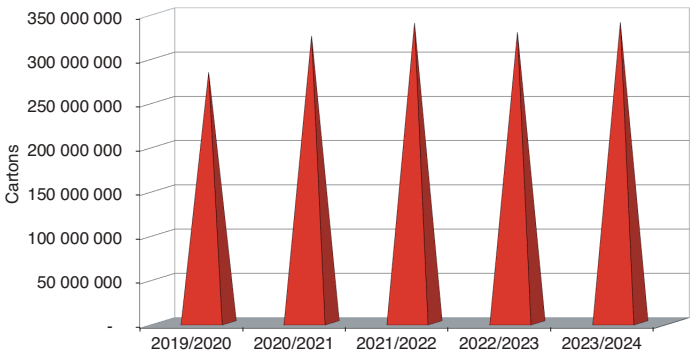
ALL FRESH FRUIT



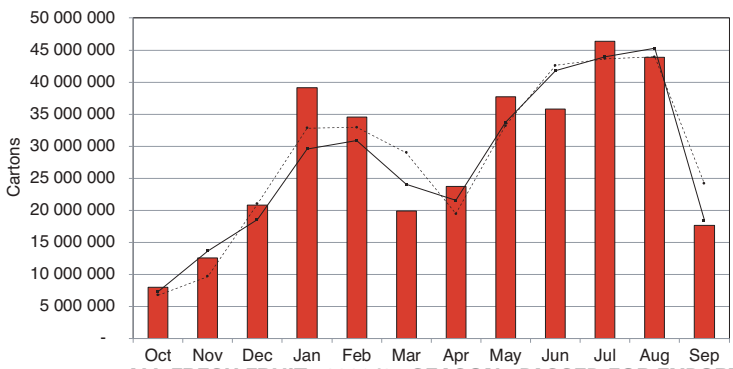
ALL FRESH FRUIT : PAST 5 YEARS - MAJOR DESTINATIONS



ALL FRESH FRUIT : 2023/24 SEASON - MAJOR DESTINATIONS



ALL FRESH FRUIT : PAST 5 SEASONS - PASSED FOR EXPORT



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(–•– 2021/22 SEASON —■— 2022/23 SEASON)

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CPJ

Citrus Growers' Association
OF SOUTHERN AFRICA

STRATEGIC OBJECTIVES

OUR MISSION

SUPPORTING CITRUS GROWERS TO BE GLOBALLY COMPETITIVE AND MAXIMISING THE LONG-TERM PROFITABILITY OF ITS MEMBERS

- Administer, fund and resource the CGA Group
- Gain, retain and optimise market access
- Fund, control and implement research and development
- Develop industry intelligence
- Provide product and quality assurance
- Engage with government and other stakeholders
- Assist growers long term sustainability
- Drive industry transformation
- Facilitate efficient logistics

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info@cga.co.za
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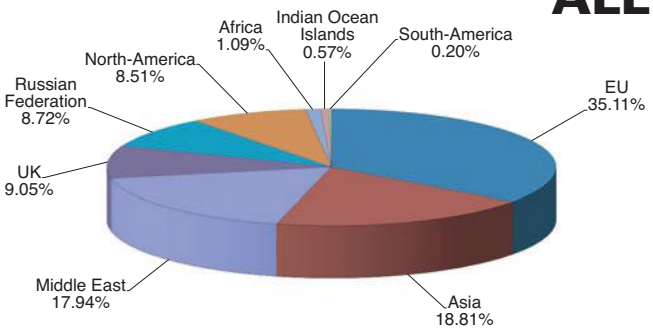
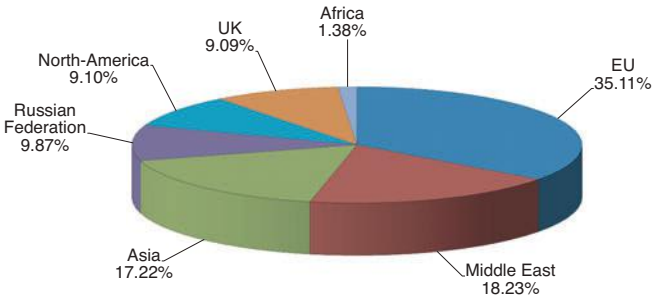
CITRUS FRUIT

ALL CITRUS FRUIT



ALL CITRUS FRUIT : PAST 5 YEARS - MAJOR DESTINATIONS



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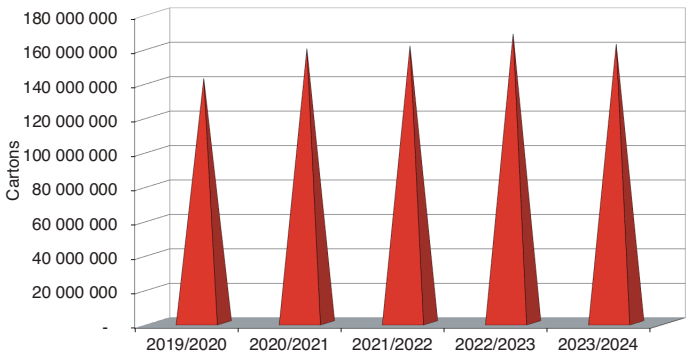

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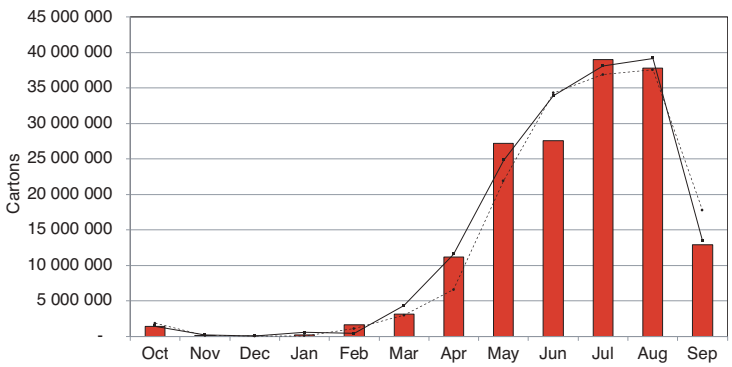


ALL CITRUS FRUIT : 2023/24 SEASON - PASSED FOR EXPORT

(–•– 2021/22 SEASON —■— 2022/23 SEASON)

FEATURED VARIETIES

Sunkist

a cooperative of family farms since 1893™

Sunkist® Quality, From Our Family Farms to Tables Everywhere

Sunkist growers have deep roots in citrus. Generations of farmers were raised in the orchards where their parents (and grandparents) grew citrus, each generation passing down their knowledge to the next.

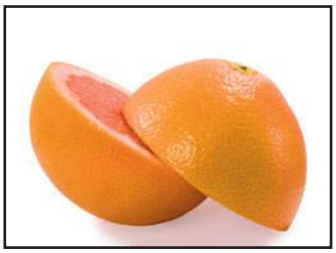
"When I tell someone that I'm a fourth-generation California orange grower, they just stop in their tracks. There aren't many businesses that are family owned and operated for more than 100 years. And our family has been doing it for even longer."

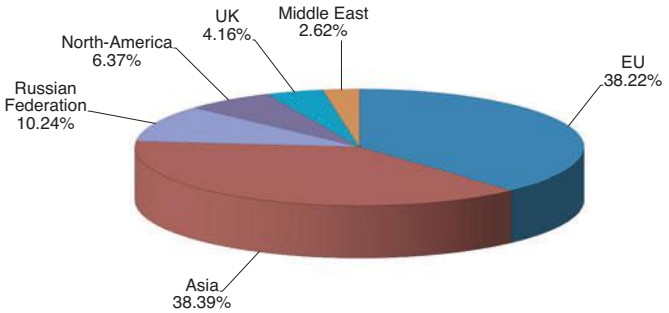
– Gary Laux, fourth generation Sunkist® grower

Learn more about Sunkist's family farmers at **SunkistFamilyStories.com**.

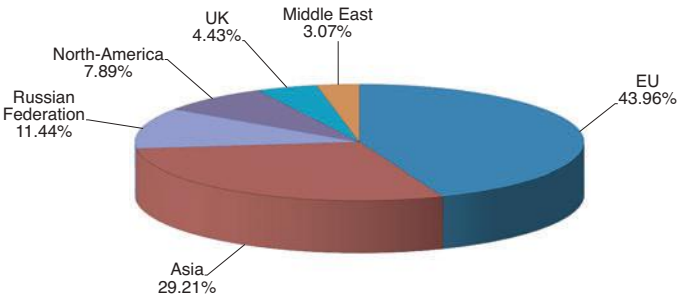
CITRUS FRUIT

GRAPEFRUIT





GRAPEFRUIT : PAST 5 YEARS - MAJOR DESTINATIONS



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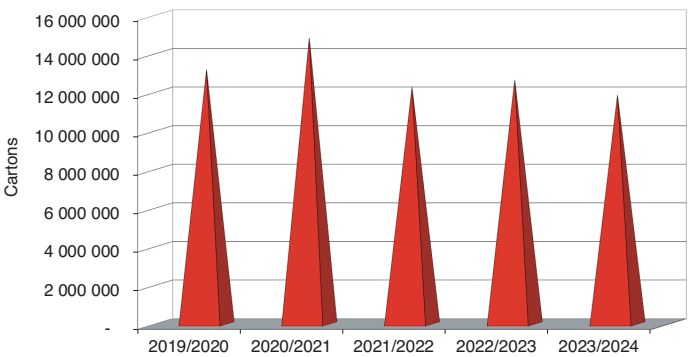
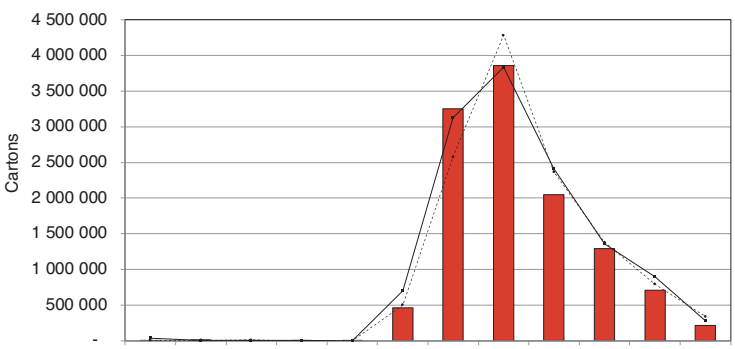


GRAPEFRUIT : PAST 5 SEASONS - PASSED FOR EXPORT



GRAPEFRUIT : 2023/24 SEASON - PASSED FOR EXPORT

(–•– 2021/22 SEASON —■— 2022/23 SEASON)

COMMERCIAL STORING

Optimum storage temp.
11°C to 8,5°C
Optimum storage RH 95%
Optimum fresh air circulation (cubic m per hour – m^3h^{-1}) 15

The storage and transport temperature of grapefruit varies between 16°C and 8,5°C. The standard procedure is however to constantly maintain the DAT at 7,0°C to ensure an average pulp temperature of 8,5°C. The following criteria is used to decide on the transport temperature:

- Early season fruit still requiring external skin colouration – store and ship at 16°C
- Optimum storage temperature of well coloured fruit – store and ship at 10°C
- When mixed with other citrus types – store and ship at 8,5°C
- Cold treatment to control quarantine pests – store and ship colder than 0,0°C

EXPORT PRODUCTION AREAS

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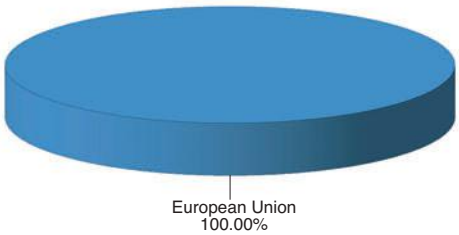
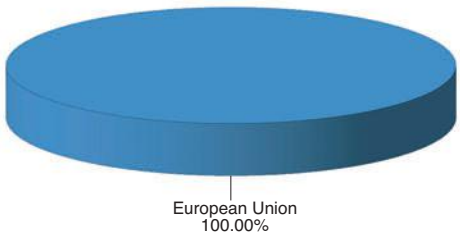
CITRUS FRUIT

KUMQUATS



KUMQUATS : PAST 5 YEARS - MAJOR DESTINATIONS

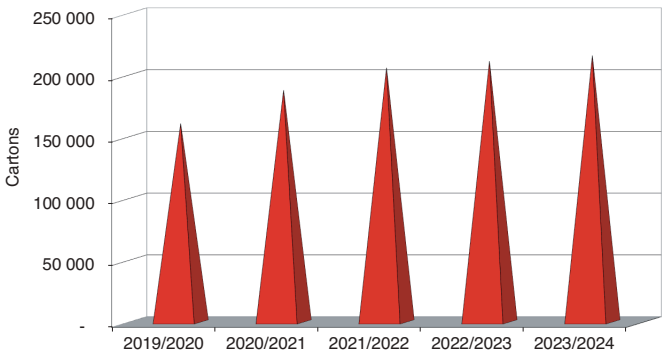


KUMQUATS : 2023/24 SEASON - MAJOR DESTINATIONS

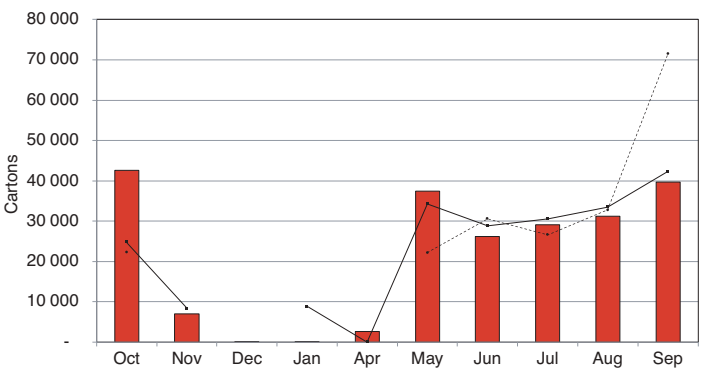
COMMERCIAL STORING

Optimum storage temp.
4,5 to 11°C.
Optimum fresh air circulation (cubic m per hour – m^3h^{-1}) 15

Kumquats are closely related to plants of the citrus genus. Commercial kumquats are usually hybrids between species of the kumquat genus and species of the citrus genus.



KUMQUATS : PAST 5 SEASONS - PASSED FOR EXPORT

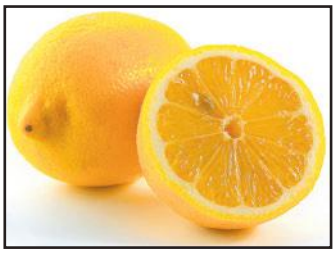


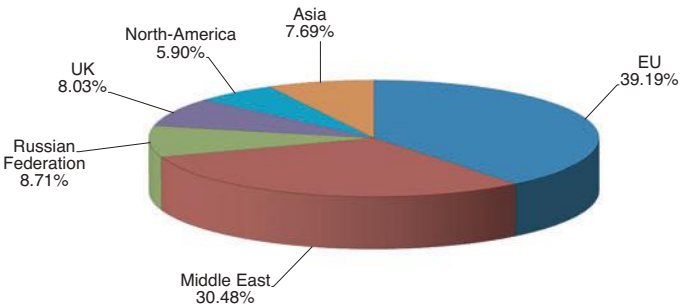
KUMQUATS : 2023/24 SEASON - PASSED FOR EXPORT
(– • – 2021/22 SEASON —■— 2022/23 SEASON)

EXPORT PRODUCTION AREAS

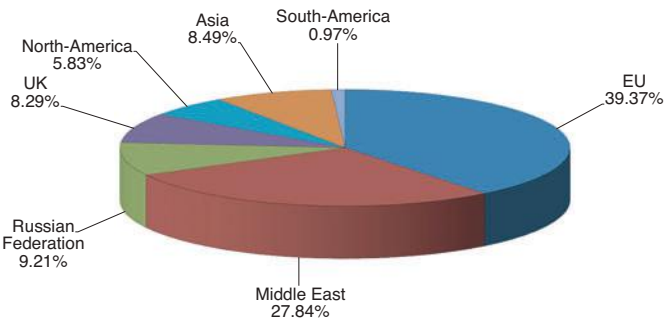
CITRUS FRUIT

LEMONS

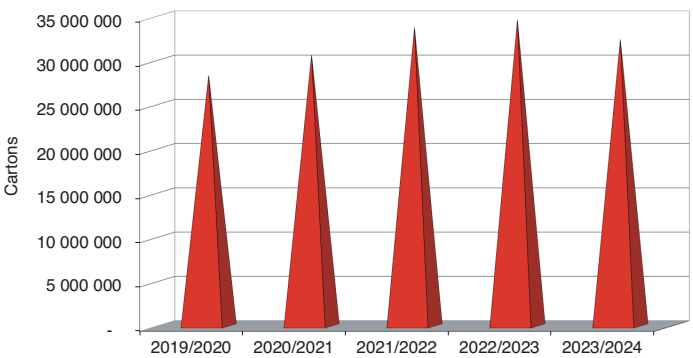




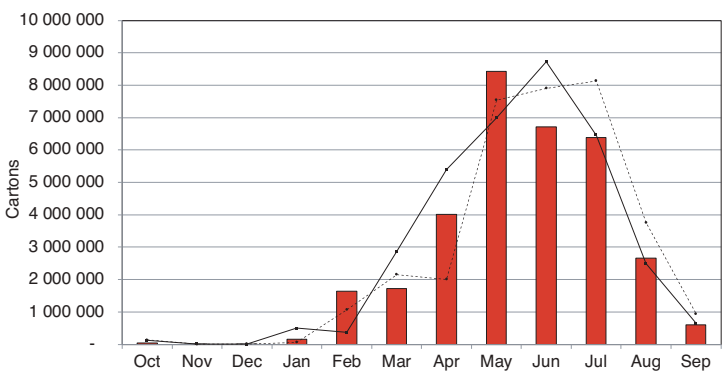
LEMONS : PAST 5 YEARS - MAJOR DESTINATIONS



LEMONS : 2023/24 SEASON - MAJOR DESTINATIONS



LEMONS : PAST 5 SEASONS - PASSED FOR EXPORT



LEMONS : 2023/24 SEASON - PASSED FOR EXPORT

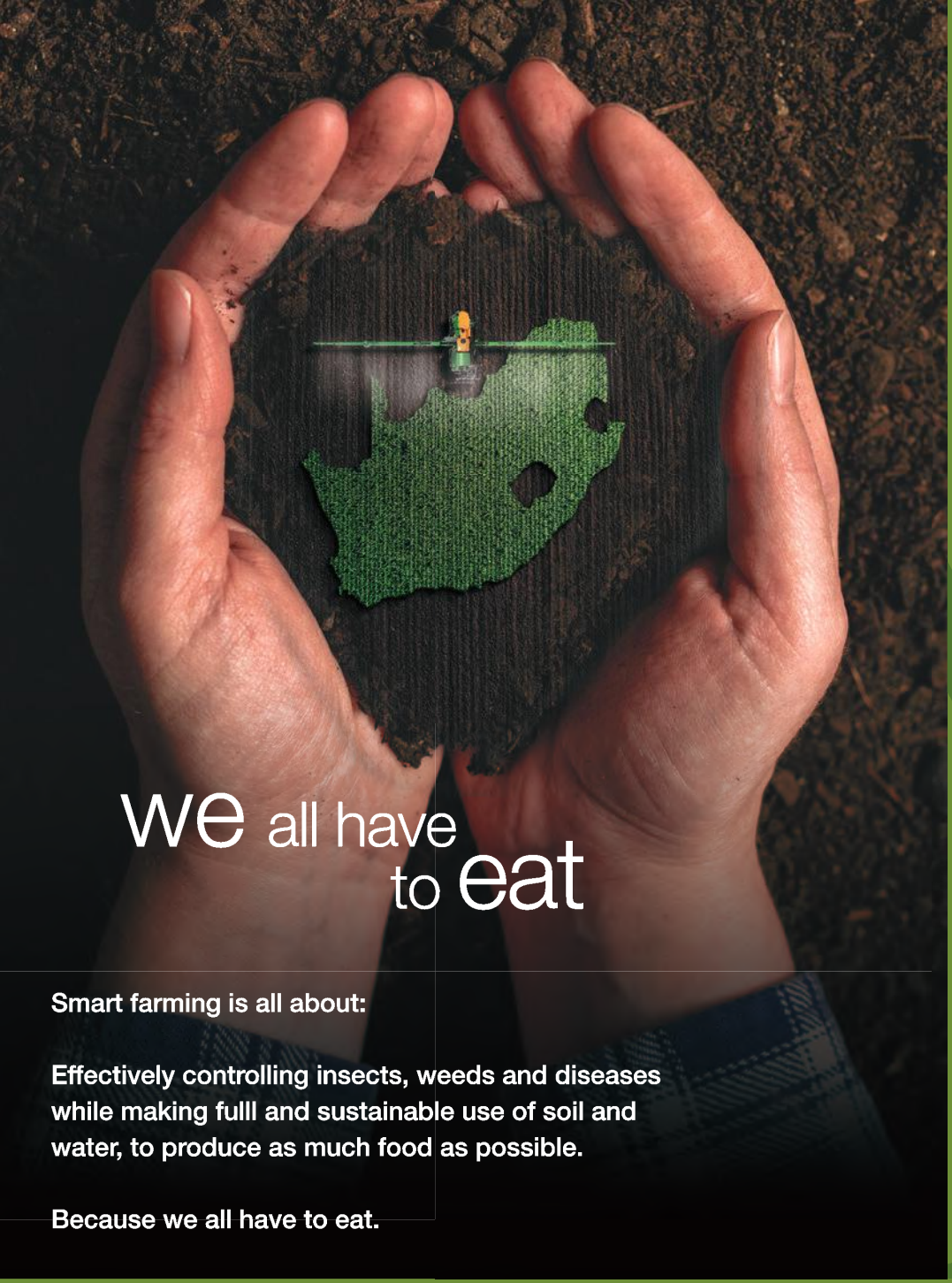
(– • – 2021/22 SEASON —■— 2022/23 SEASON)

COMMERCIAL STORING

Optimum storage temp.
7,0°C to 10,0°C
Optimum storage RH 95%
Optimum fresh air circulation (cubic m per hour – m^3h^{-1}) 15

The storage and transport temperature of lemons vary between 10°C and 7,0°C. The warmer temperature of 10°C is used at the beginning of the season to enhance colour development. The optimum shipping temperature is 7,0°C. Lemons to destinations requiring in transit cold treatment must be precooled and shipped below 0,0°C depending on the requirements of the importing country.

EXPORT PRODUCTION AREAS



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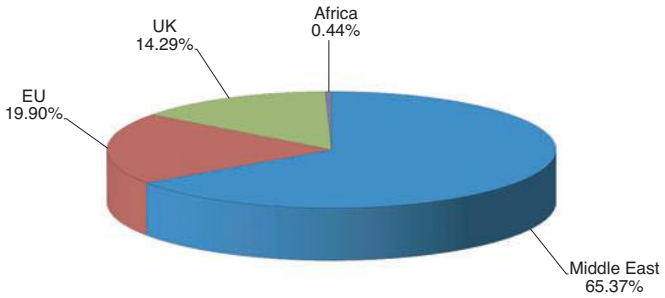
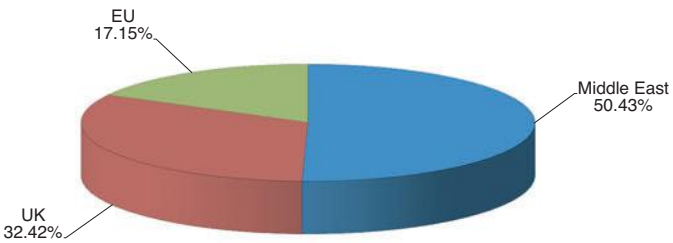
CITRUS FRUIT

LIMES



LIMES : PAST 5 YEARS - MAJOR DESTINATIONS



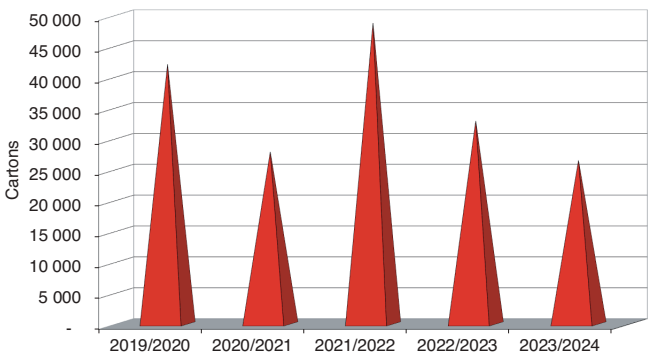
LIMES : 2023/24 SEASON - MAJOR DESTINATIONS

COMMERCIAL STORING

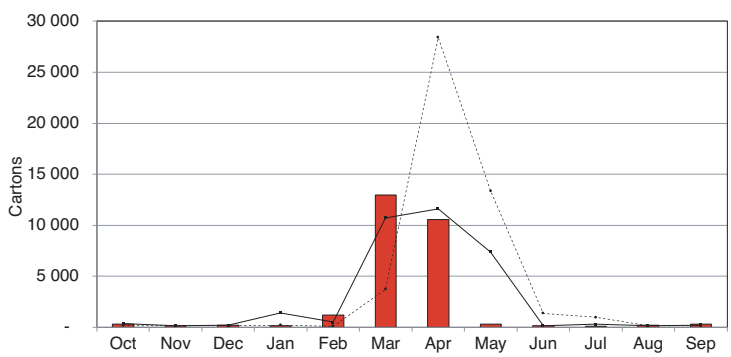
Optimum storage temp. 11,0°C

Optimum storage RH 95%

Optimum fresh air circulation (cubic m per hour – m^3h^{-1}) 15



LIMES : PAST 5 SEASONS - PASSED FOR EXPORT



LIMES : 2023/24 SEASON - PASSED FOR EXPORT

(– • – 2021/22 SEASON —■— 2022/23 SEASON)

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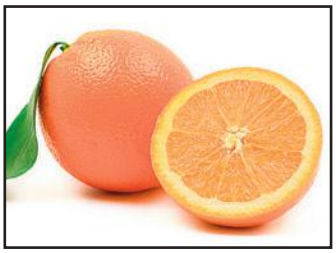
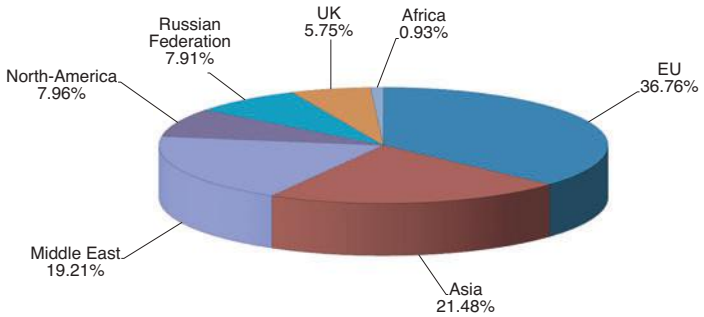
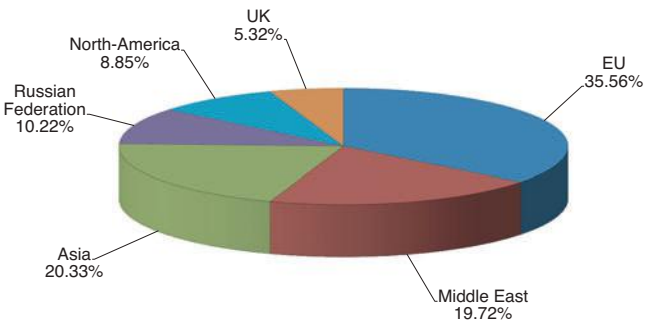
CITRUS FRUIT
ORANGES

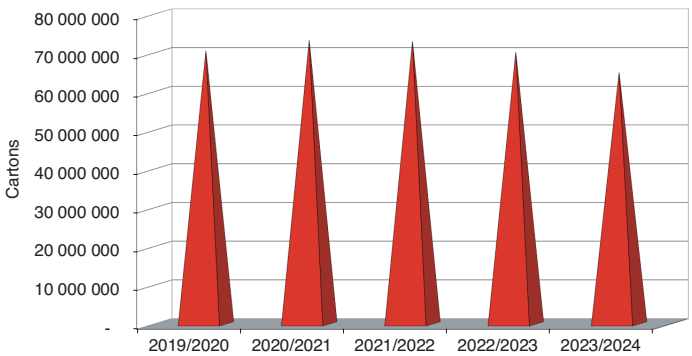




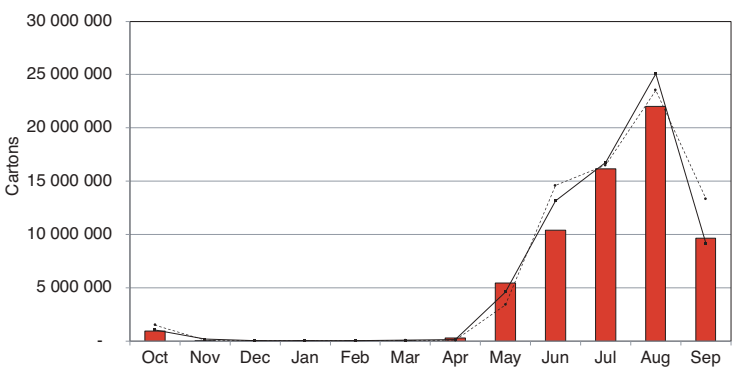
ORANGES : PAST 5 YEARS - MAJOR DESTINATIONS



ORANGES : 2023/24 SEASON - MAJOR DESTINATIONS



ORANGES : PAST 5 SEASONS - PASSED FOR EXPORT



ORANGES : 2023/24 SEASON - PASSED FOR EXPORT
(–•– 2021/22 SEASON —■— 2022/23 SEASON)

COMMERCIAL STORING

Optimum storage temp. 4,5°C
Optimum storage RH 95%
Optimum fresh air circulation (cubic m per hour – m^3h^{-1}) 15

Oranges store best at a pulp temperature of 4,5°C. Early season oranges can be stored and transported at 11°C to promote external colour development. It is however recommended that a DAT of 10°C be considered especially for oranges packed in telescopic cartons to ensure a pulp temperature closer to 11°C.

Prompt cooling soon after harvest should be applied and optimum pulp temperatures should be reached within 6 days from harvest. This especially applies to the more sensitive Washington Naval cultivar.

As with lemons and grapefruit, oranges can be held successfully at minus 0,5°C for 14 days to comply with cold treatment requirements.

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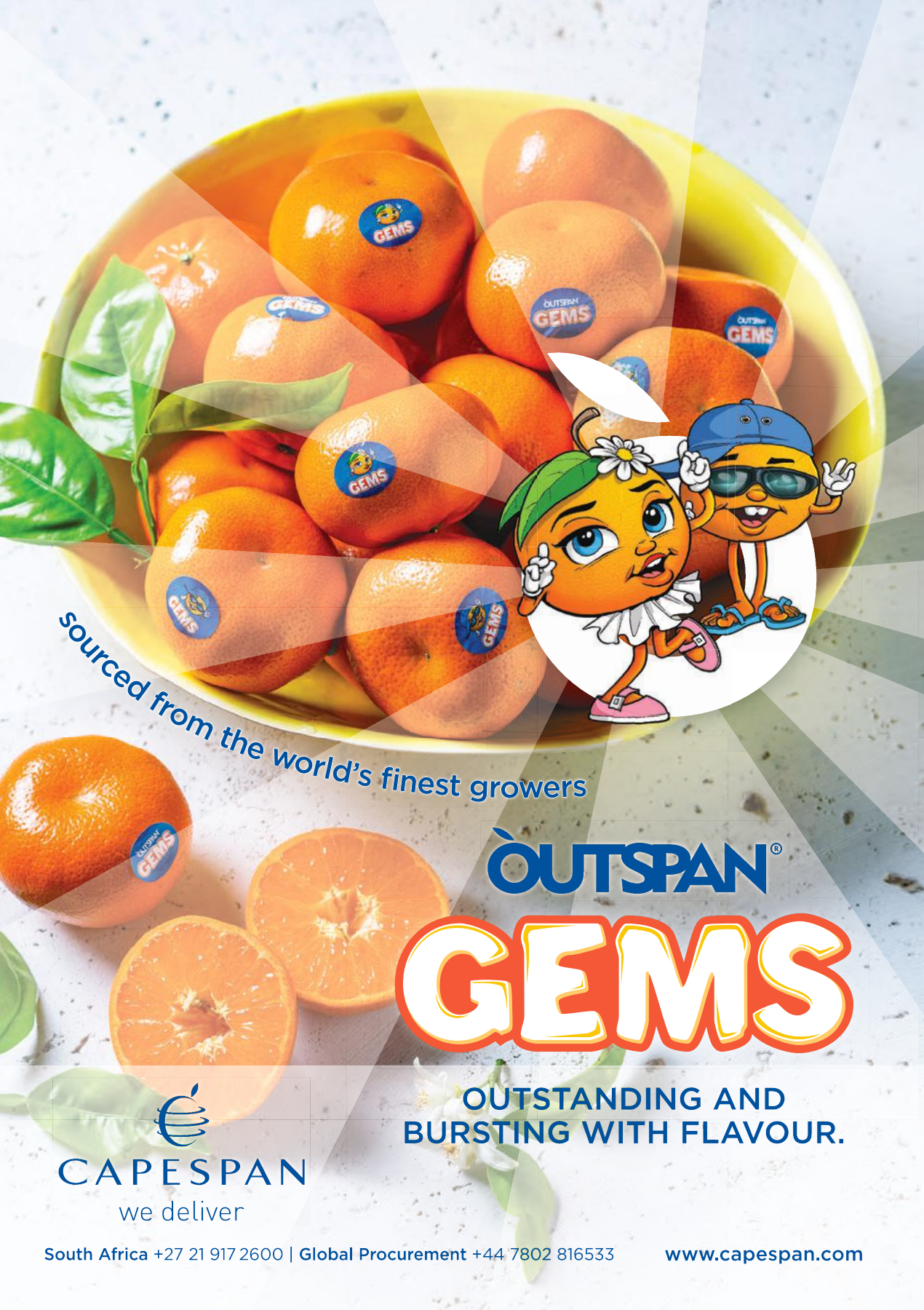
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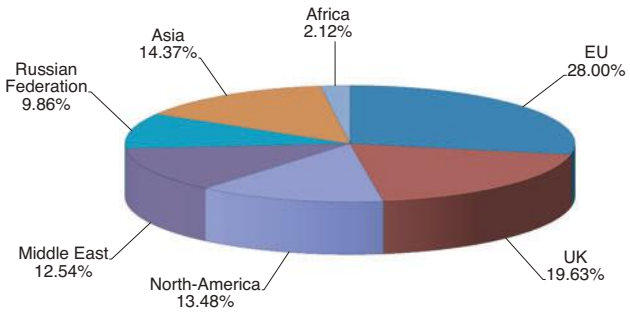
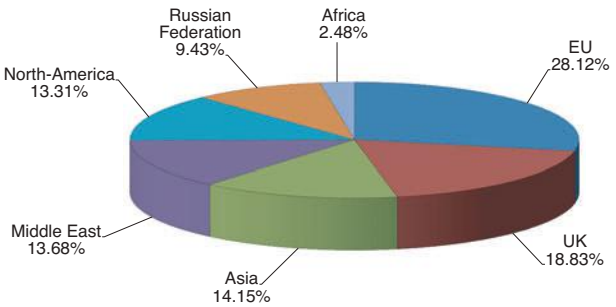
CITRUS FRUIT

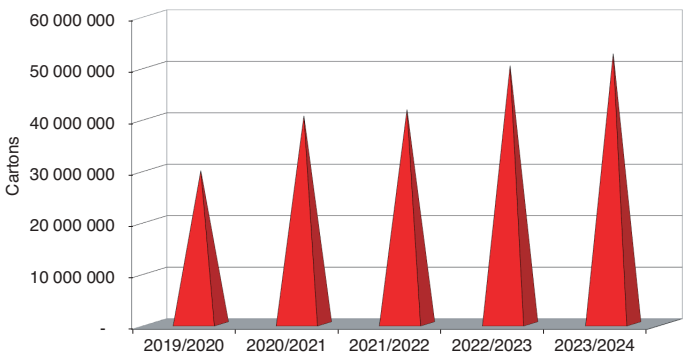
SOFT CITRUS



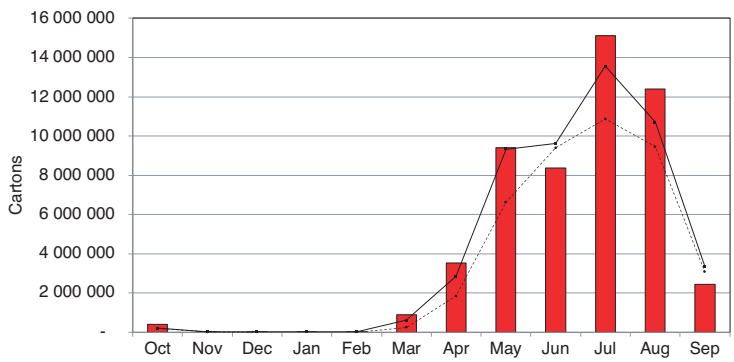
SOFT CITRUS : PAST 5 YEARS - MAJOR DESTINATIONS



SOFT CITRUS : 2023/24 SEASON - MAJOR DESTINATIONS



SOFT CITRUS : PAST 5 SEASONS - PASSED FOR EXPORT



SOFT CITRUS : 2023/24 SEASON - PASSED FOR EXPORT

(–•– 2021/22 SEASON —■— 2022/23 SEASON)

COMMERCIAL STORING

Optimum storage temp. 3,5°C
Optimum storage RH 95%
Optimum fresh air circulation (cubic m per hour – m^3h^{-1}) 15

Soft citrus, easy peelers or mandarins are common names for this group of citrus cultivars. Fruit of these cultivars are normally softer than the standard citrus fruit and have a loose skin that can easily be removed giving rise to these names.

Some of the commercial cultivars that are exported are Clementines, Ellendales, Minneolas, Satsumas, Shamoutis, Tambors and Tangerines. Fruit of these cultivars are very delicate in texture and flavour and are more temperature sensitive than the traditional oranges. Cooling to 3,5°C as soon as possible after harvest and maintenance of the cold chain throughout is very important to maintain quality. Soft citrus are sometimes kept at 11,0°C for relatively short periods to stimulate colour development should it be required.

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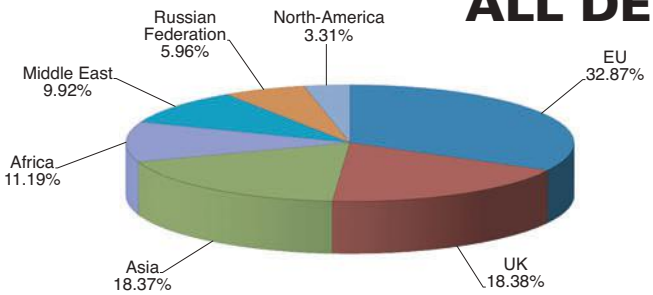
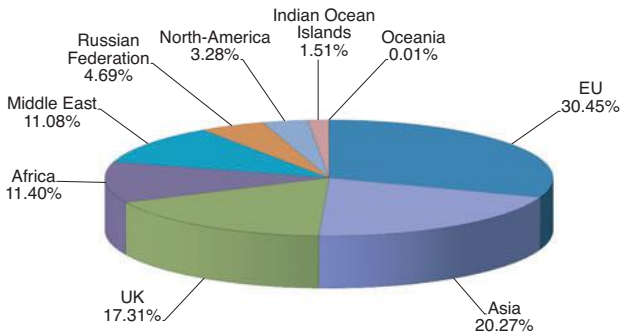
DECIDUOUS FRUIT

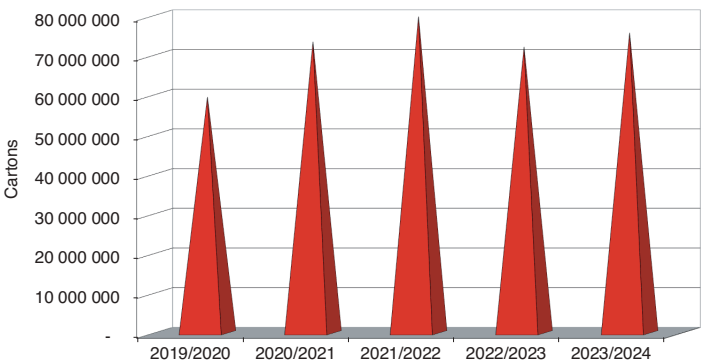
ALL DECIDUOUS FRUIT



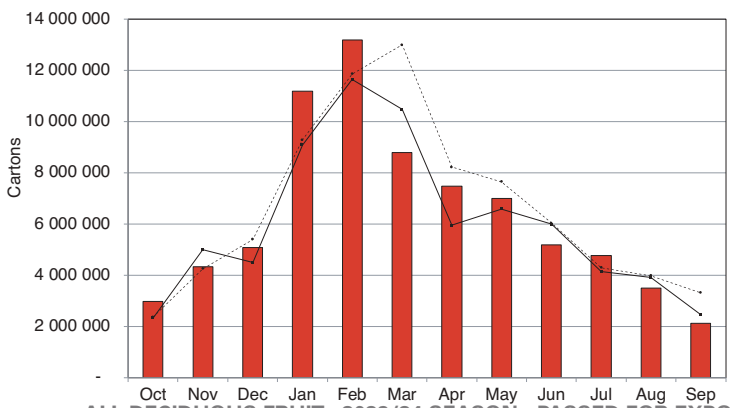
ALL DECIDUOUS FRUIT : PAST 5 YEARS - MAJOR DESTINATIONS



ALL DECIDUOUS FRUIT : 2023/24 SEASON - MAJOR DESTINATIONS



ALL DECIDUOUS FRUIT : PAST 5 SEASONS - PASSED FOR EXPORT



ALL DECIDUOUS FRUIT : 2023/24 SEASON - PASSED FOR EXPORT

(– • – 2021/22 SEASON —■— 2022/23 SEASON)

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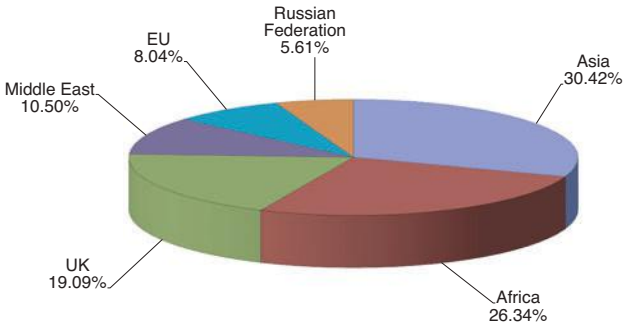
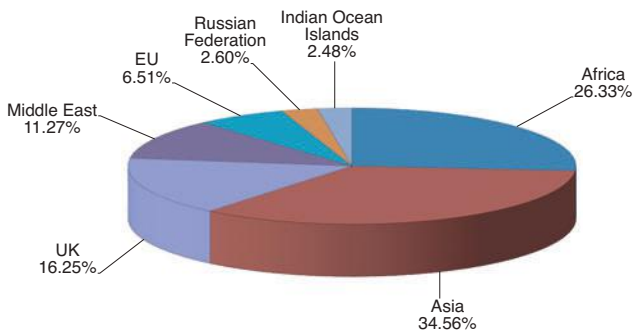
DECIDUOUS FRUIT

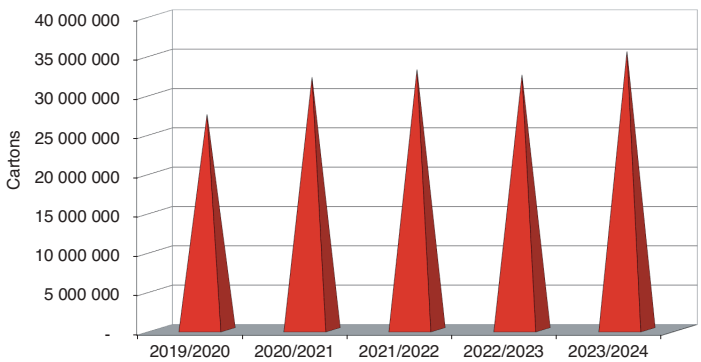
APPLES



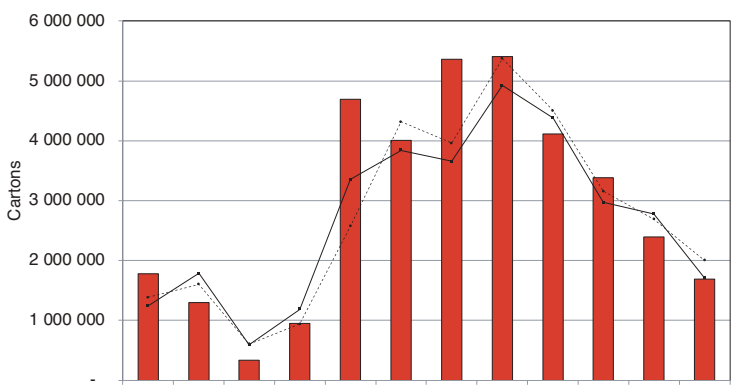
APPLES : PAST 5 YEARS - MAJOR DESTINATIONS



APPLES : 2023/24 SEASON - MAJOR DESTINATIONS



APPLES : PAST 5 SEASONS - PASSED FOR EXPORT



APPLES : 2023/24 SEASON - PASSED FOR EXPORT

(– • – 2021/22 SEASON —■— 2022/23 SEASON)

COMMERCIAL STORING

Optimum storage temp. 0,5°C
Optimum storage RH 95%
Optimum fresh air circulation (cubic m per hour – m^3h^{-1}) None

All South African commercially grown apples are cold stored, transported and shipped to distant markets at a pulp temperature of minus 0,5°C. Storage life of all cultivars grown for export exceeds 4 months and this can be extended to more than 8 months by applying controlled atmosphere storage.

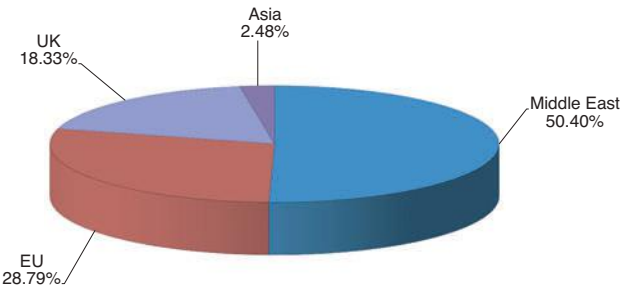
Some cultivars, however, are more sensitive to higher storage and transit temperatures. Yellowing and softening may become a problem later during the season while physiological disorders such as bitter pit are also temperature related. Maintenance of pulp temperature at minus 0,5 ± 0,5°C at all times is therefore important with cultivars such as Golden Delicious and all Red types. Some of the Red types have lower sugar content and are therefore more susceptible to freezing injury when exposed to temperatures below minus 1,5°C.

EXPORT PRODUCTION AREAS

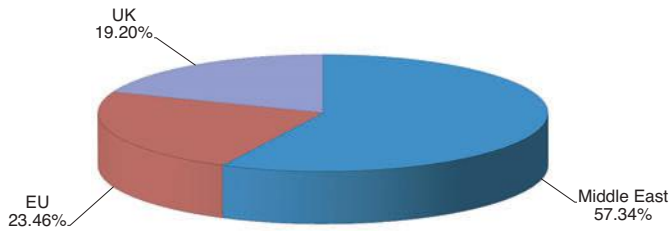
APRICOTS

DECIDUOUS FRUIT

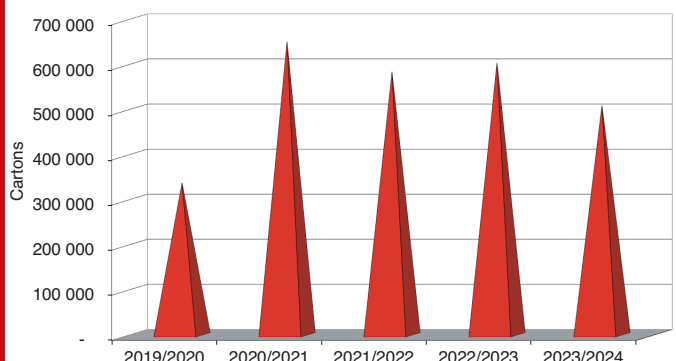
APRICOTS



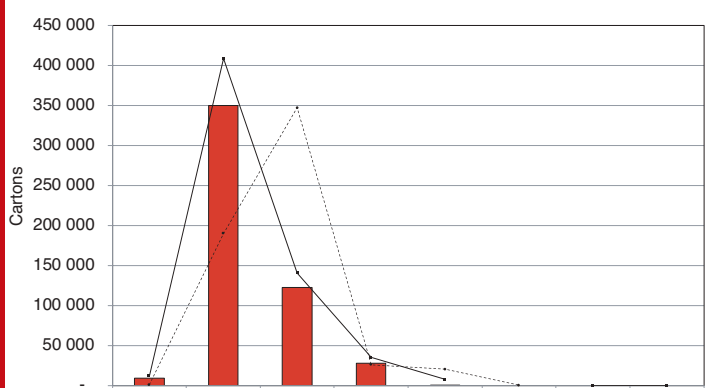
APRICOTS : PAST 5 YEARS - MAJOR DESTINATIONS



APRICOTS : 2023/24 SEASON - MAJOR DESTINATIONS



APRICOTS : PAST 5 SEASONS - PASSED FOR EXPORT



APRICOTS : 2023/24 SEASON - PASSED FOR EXPORT

(–•– 2021/22 SEASON —■— 2022/23 SEASON)

COMMERCIAL STORING

Optimum storage temp. 0,5°C
Optimum storage RH 95%
Optimum fresh air circulation (cubic m per hour – m^3h^{-1}) None

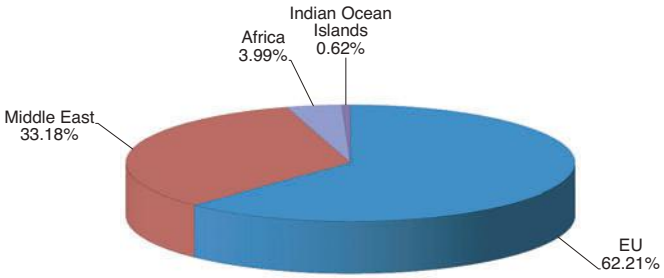
Apricots are very sensitive to warm pulp temperatures and must be handled and stored at optimum conditions to reduce losses. All cultivars grown for sea export have a storage life of 28 days and more at a pulp temperature of minus 0,5°C.

Apricots also have a relatively high rate of respiration and proper precooling and adequate air circulation through the carton are very important.

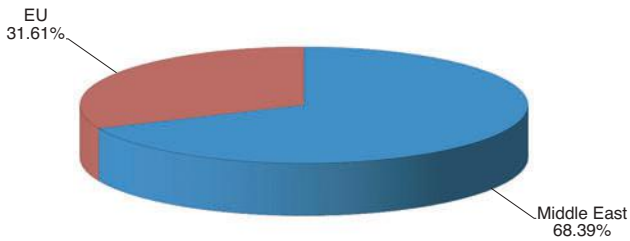
EXPORT PRODUCTION AREAS

DECIDUOUS FRUIT

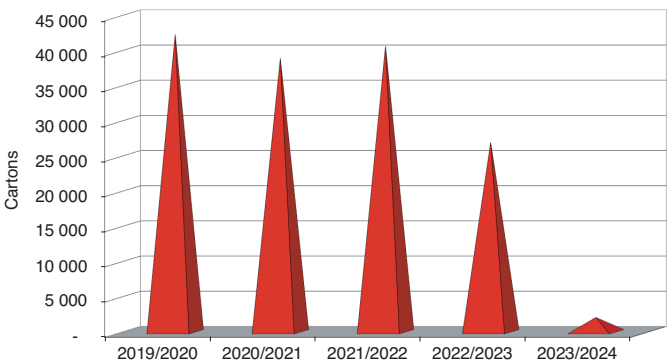
NECTARCOTS



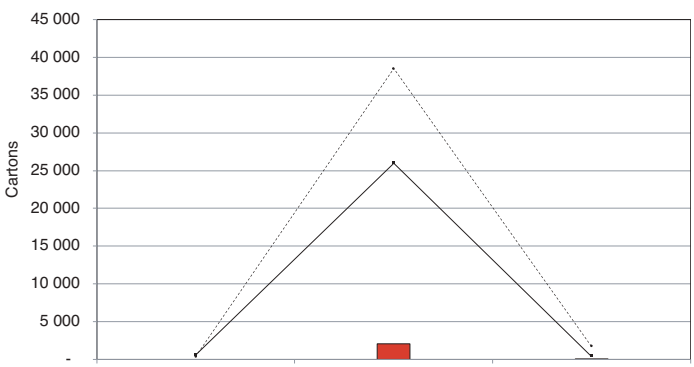
NECTARCOTS : PAST 5 YEARS - MAJOR DESTINATIONS



NECTARCOTS : 2023/24 SEASON - MAJOR DESTINATIONS



NECTARCOTS : PAST 5 SEASONS - PASSED FOR EXPORT



NECTARCOTS : 2023/24 SEASON - PASSED FOR EXPORT

(– • – 2021/22 SEASON —■— 2022/23 SEASON)

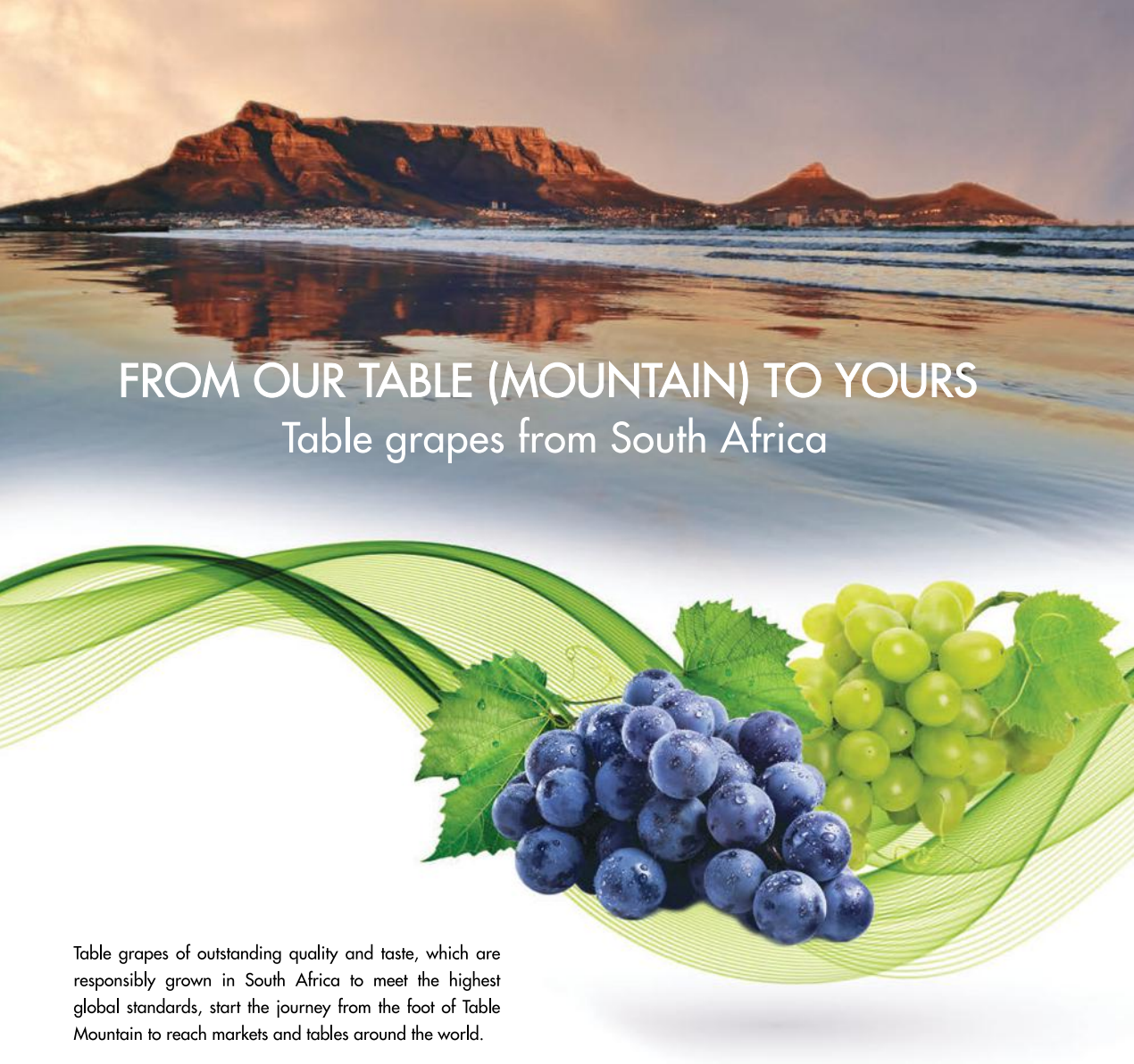
COMMERCIAL STORING

Optimum storage temp. 0,5°C
Optimum storage RH 95%
Optimum fresh air circulation (cubic m per hour – m^3h^1) None

Nectarcots are sensitive to warm pulp temperatures and must be handled and stored at optimum conditions to reduce losses. All cultivars grown for sea export have a storage life of 28 days and more at a pulp temperature of minus 0,5°C.

Like Apricots, Nectarcots also have a relatively high rate of respiration and proper precooling and adequate air circulation through the carton are very important.

EXPORT PRODUCTION AREAS



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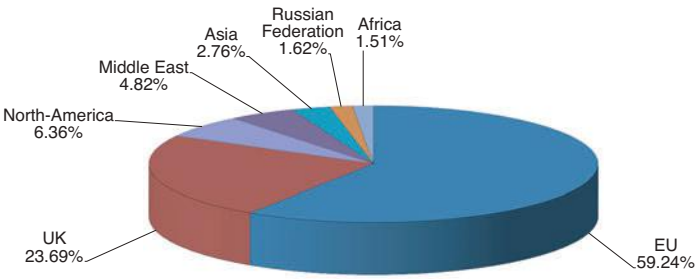
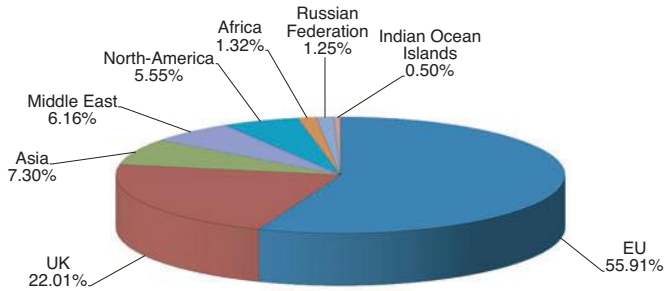
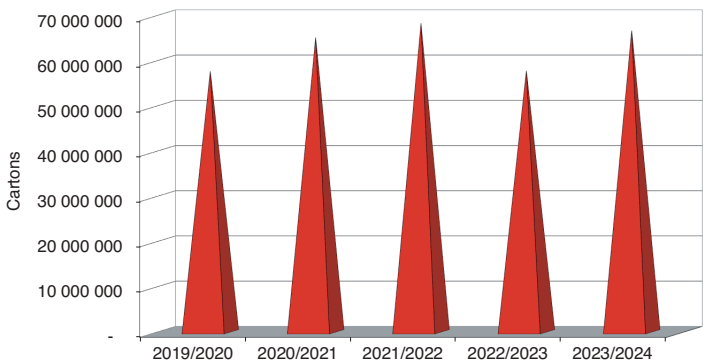
DECIDUOUS FRUIT
GRAPES



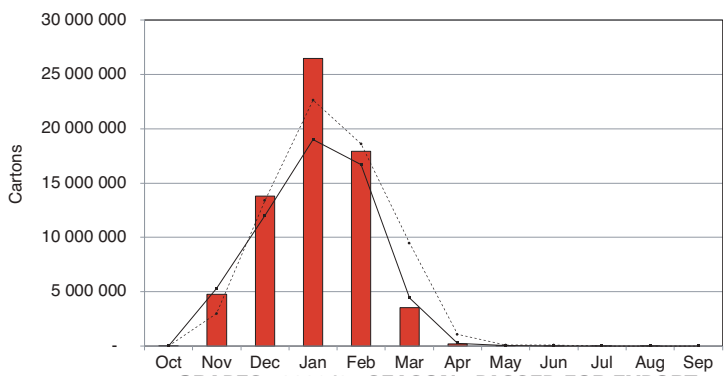
GRAPES : PAST 5 YEARS - MAJOR DESTINATIONS



GRAPES : 2023/24 SEASON - MAJOR DESTINATIONS



GRAPES : PAST 5 SEASONS - PASSED FOR EXPORT



GRAPES : 2023/24 SEASON - PASSED FOR EXPORT

(–•– 2021/22 SEASON —■— 2022/23 SEASON)

COMMERCIAL STORING

Optimum storage temp. 0,5ºC
Optimum storage RH 95%
Optimum fresh air circulation (cubic m per hour – m^3h^{-1}) None

Grapes are non-climacteric fruit and therefore do not ripen after picking. They also have a low rate of respiration, but must be stored and shipped at a pulp temperature of minus 0,5ºC and a relative humidity of 95%. This is to avoid decay (especially Botrytis cinerea) and desiccation of stems and berries.

Grapes are packed in cartons in polyethylene bags containing a sheet of specially prepared paper that produces sulphur dioxide gas. Handling procedures, packaging, cooling rates and temperature regimes are all engineered to maintain optimum sulphur dioxide and humidity conditions around the grapes in the polybag.

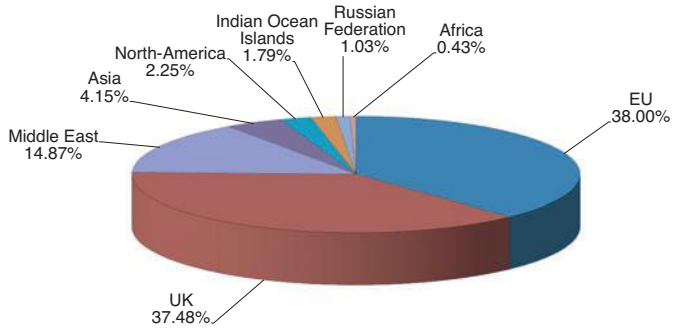
Although the generation of sulphur dioxide is carefully controlled and the release to the outside air much reduced by the polyethylene bag, grapes should not be shipped with sensitive products such as apples.

EXPORT PRODUCTION AREAS

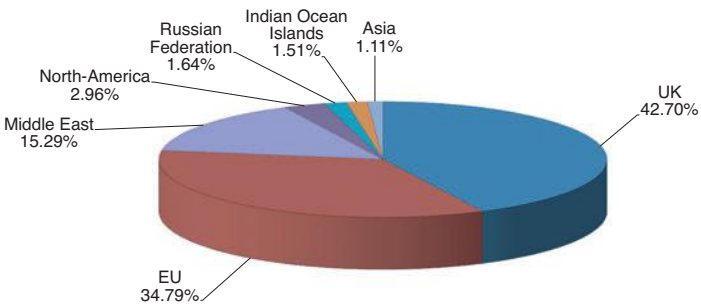
NECTARINES

DECIDUOUS FRUIT

NECTARINES



NECTARINES : PAST 5 YEARS - MAJOR DESTINATIONS



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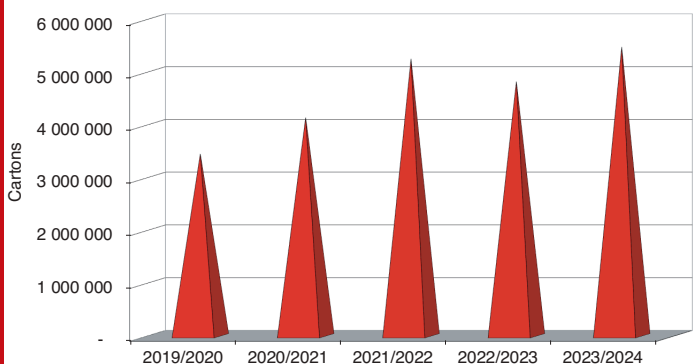
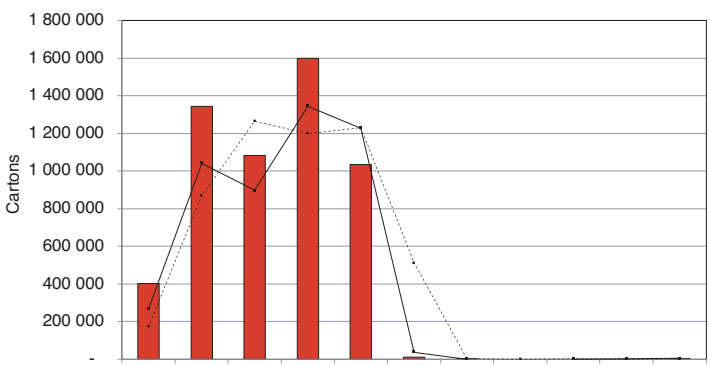


NECTARINES : PAST 5 SEASONS - PASSED FOR EXPORT



NECTARINES : 2023/24 SEASON - PASSED FOR EXPORT

(– • – 2021/22 SEASON —■— 2022/23 SEASON)

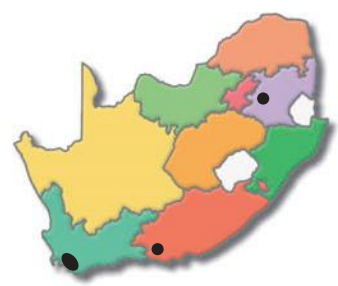
COMMERCIAL STORING

Optimum storage temp. 0,5°C
Optimum storage RH 95%
Optimum fresh air circulation (cubic m per hour – m^3h^{-1}) None

Peaches and nectarines differ in appearance, but the physiology of the fruits are much the same. Peaches and nectarines are therefore handled and stored similarly although different cultivars may respond differently during storage and transport. Most cultivars of peaches and nectarines may develop a physiological disorder known as woolliness. This situation is characterised by a lack of juice at the eating (ripe) stage.

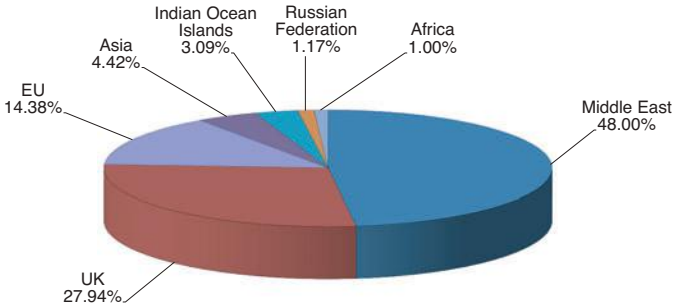
Maturity, storage and ripening temperatures are important factors in the development of this disorder. Woolliness can be controlled effectively by delaying precooling to allow the fruit to ripen up slightly before storage. Prompt and fast cooling to a pulp temperature of minus 0,5°C after the initial delay period is very important. A very strong interaction exists between maturity, temperature and storage period. For this reason every consignment, container and shipment must be considered individually. Special instructions, when necessary, will therefore be formulated.

EXPORT PRODUCTION AREAS

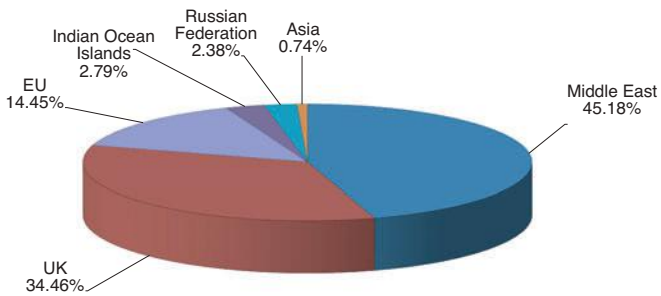


DECIDUOUS FRUIT

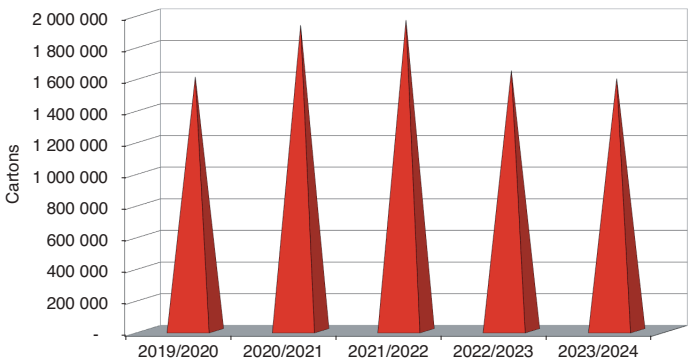
PEACHES



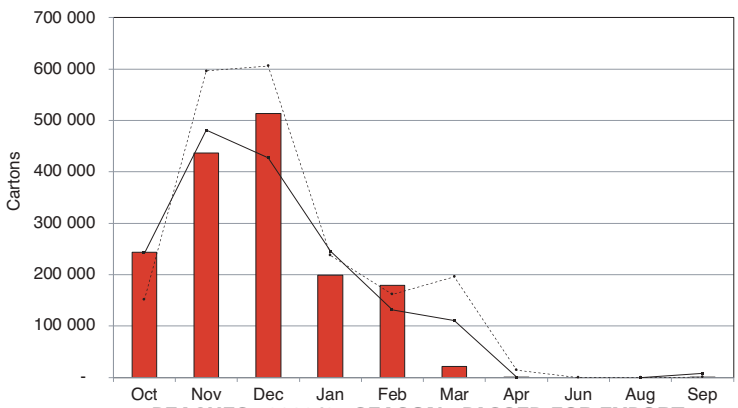
PEACHES : PAST 5 YEARS - MAJOR DESTINATIONS



PEACHES : 2023/24 SEASON - MAJOR DESTINATIONS



PEACHES : PAST 5 SEASONS - PASSED FOR EXPORT



PEACHES : 2023/24 SEASON - PASSED FOR EXPORT

(–•– 2021/22 SEASON —■— 2022/23 SEASON)

COMMERCIAL STORING

Optimum storage temp. 0,5°C
Optimum storage RH 95%
Optimum fresh air circulation (cubic m per hour – m^3h^{-1}) None

Peaches and nectarines differ in appearance, but the physiology of the fruits are much the same. Peaches and nectarines are therefore handled and stored similarly although different cultivars may respond differently during storage and transport. Most cultivars of peaches and nectarines may develop a physiological disorder known as woolliness. This situation is characterised by a lack of juice at the eating (ripe) stage. Maturity, storage and ripening temperatures are important factors in the development of this disorder. Woolliness can be controlled effectively by delaying precooling to allow the fruit to ripen up slightly before storage. Prompt and fast cooling to a pulp temperature of minus 0,5°C after the initial delay period is very important. A very strong interaction exists between maturity, temperature and storage period. For this reason every consignment, container and shipment must be considered individually. Special instructions, when necessary, will therefore be formulated.

EXPORT PRODUCTION AREAS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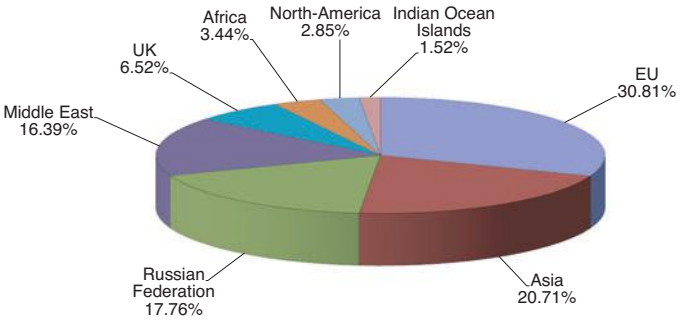
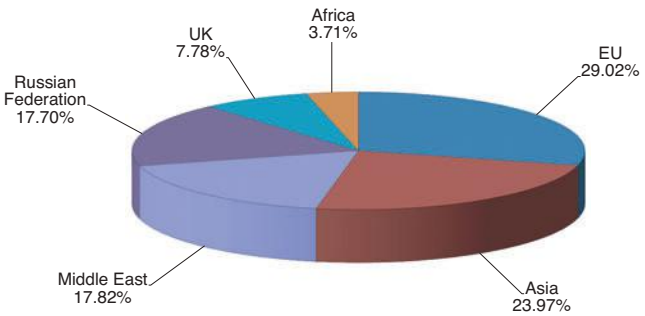
DECIDUOUS FRUIT

PEARS



PEARS : PAST 5 YEARS - MAJOR DESTINATIONS



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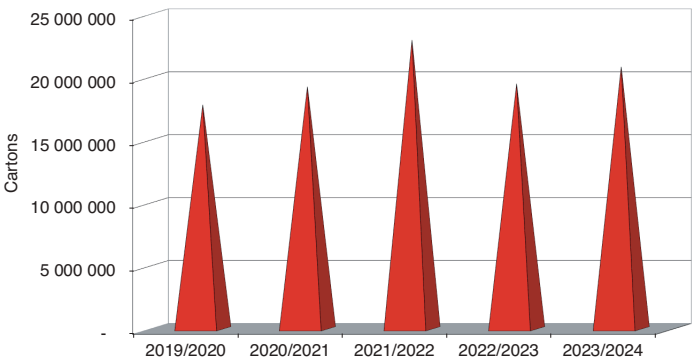
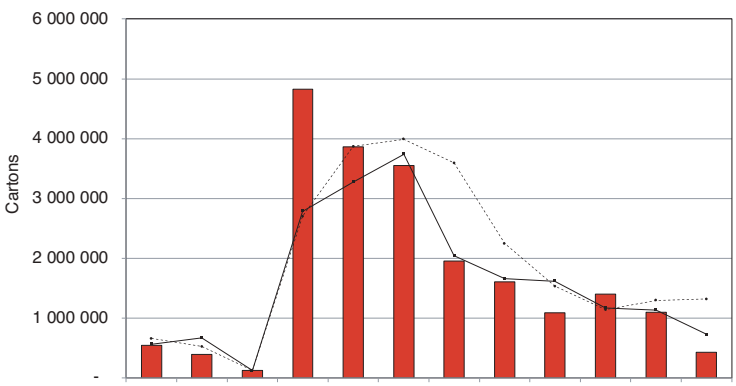


PEARS : PAST 5 SEASONS - PASSED FOR EXPORT



PEARS : 2023/24 SEASON - PASSED FOR EXPORT

(– • – 2021/22 SEASON —■— 2022/23 SEASON)

COMMERCIAL STORING

Optimum storage temp. 0,5°C
Optimum storage RH 95%
Optimum fresh air circulation (cubic m per hour – m^3h^{-1}) None

All commercially grown South African pears are cold stored, transported and shipped to distant markets at a pulp temperature of minus 0,5°C. Storage life differs between cultivars and ranges from 10 weeks to 10 months. Fast precooling to minus 0,5°C immediately after picking and maintenance of the cold chain is of paramount importance. Summer pears are however stored and shipped at minus 1,5°C to avoid ripening. Controlled atmosphere (CA) storage can double the storage life of most of the pear cultivars. Packaging in polyethylene bags also has beneficial effects on storage and shelf life, but affects cooling. Forced air cooling and correct handling procedures are required to maintain quality. The Summer Pear cultivars are very sensitive to temperature fluctuations and must be properly precooled and handled carefully. The maximum pulp temperature of these cultivars must be 0,5°C at loading with an optimum of minus 1,5°C. Packham's Triumph pears, on the other hand, can be stored for very long periods but are more susceptible to freezing because of a relatively low sugar content.

EXPORT PRODUCTION AREAS

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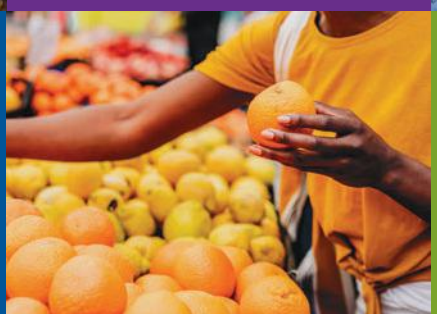
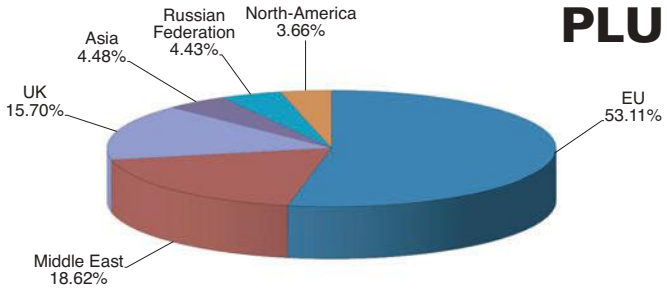
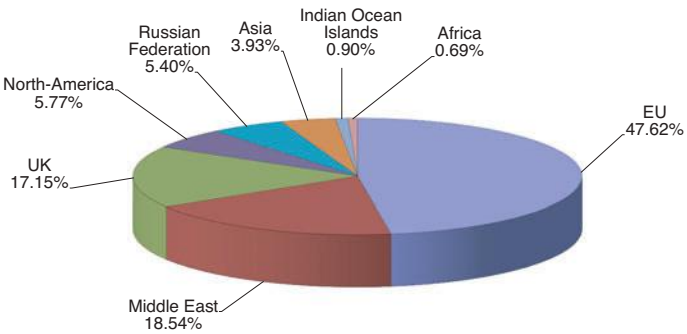


DECIDUOUS FRUIT

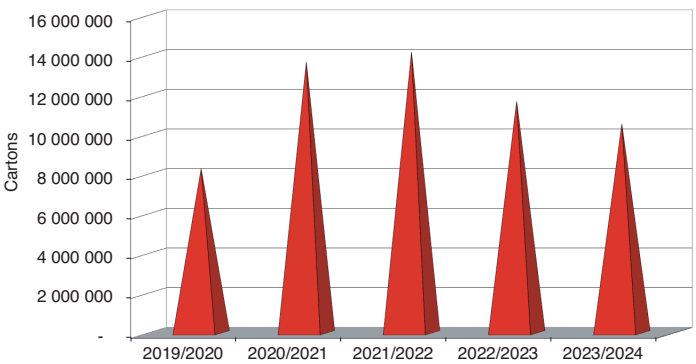
PLUMS & PRUNES



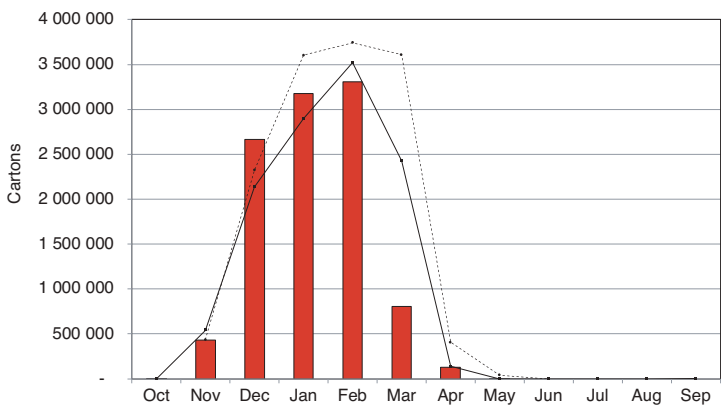
PLUMS & PRUNES : PAST 5 YEARS - MAJOR DESTINATIONS



PLUMS & PRUNES : 2023/24 SEASON - MAJOR DESTINATIONS



PLUMS & PRUNES : PAST 5 SEASONS - PASSED FOR EXPORT



PLUMS & PRUNES : 2023/24 SEASON - PASSED FOR EXPORT

(– • – 2021/22 SEASON —■— 2022/23 SEASON)

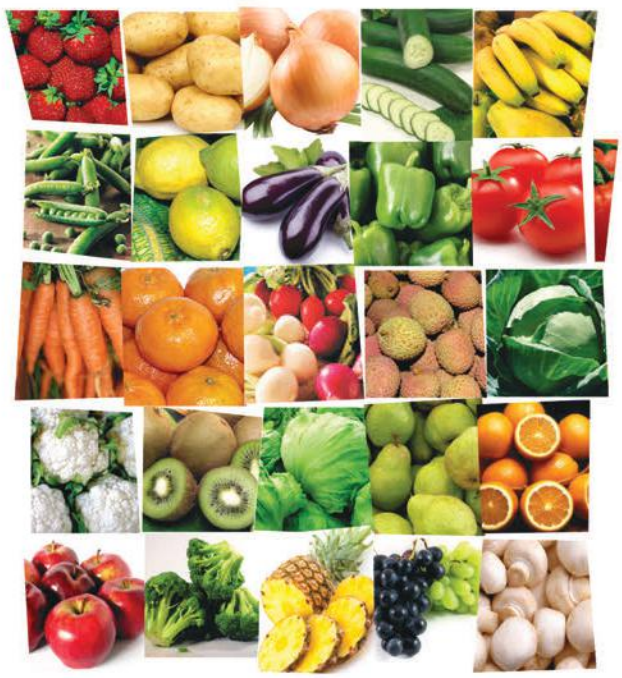
COMMERCIAL STORING

Optimum storage temp.
Optimum storage temperature varies according to cultivar and voyage. Contact PPECB for more detail.
Optimum storage RH 95%
Optimum fresh air circulation (cubic m per hour – m^3h^{-1})
Plums: 15 Prunes: None

Locally grown plums/prunes can be cold stored for at least 28 days provided the correct storage temperature is applied. Some of the commercial cultivars except Golden King develop physiological breakdown of the flesh when cold stored at minus 0,5°C for more than 10 days. Raising the temperature from minus 0,5°C to 7,5°C 10 days after picking, very effectively controls this disorder. This concept is referred to as "dual temperature storage". Accelerated ripening associated with the development of heat of respiration occurs at 7,5°C. It is therefore necessary to again reduce the carrying temperature to minus 0,5°C after approximately 7 days at 7,5°C. The application of these temperatures sometimes varies because of different cultivar reaction, length of voyage and market requirements.

EXPORT PRODUCTION AREAS

ETHEKWINI MUNICIPALITY



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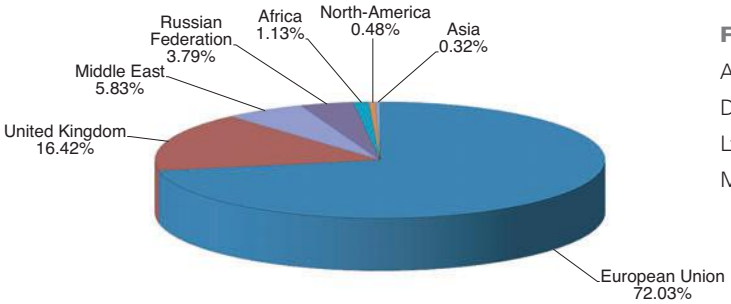
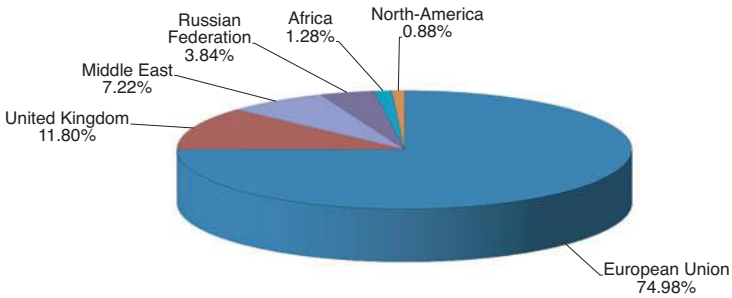
SUBTROPICAL FRUIT

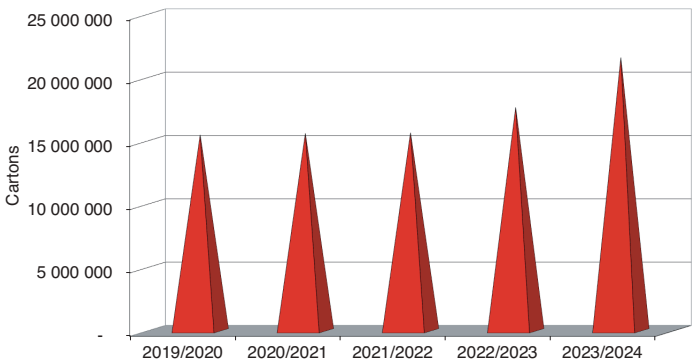
ALL SUBTROPICAL FRUIT



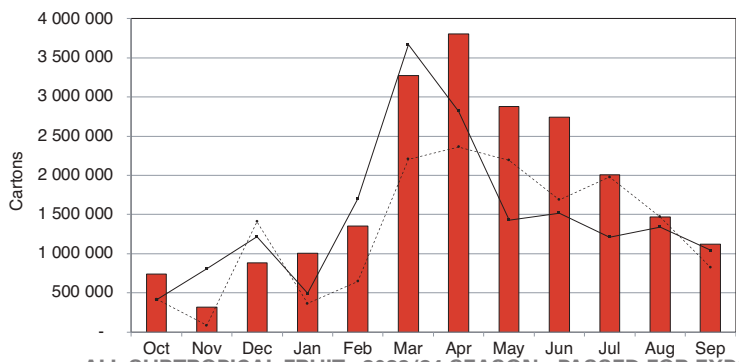
ALL SUBTROPICAL FRUIT : PAST 5 YEARS - MAJOR DESTINATIONS



ALL SUBTROPICAL FRUIT : 2023/24 SEASON - MAJOR DESTINATIONS



ALL SUBTROPICAL FRUIT : PAST 5 SEASONS - PASSED FOR EXPORT



ALL SUBTROPICAL FRUIT : 2023/24 SEASON - PASSED FOR EXPORT

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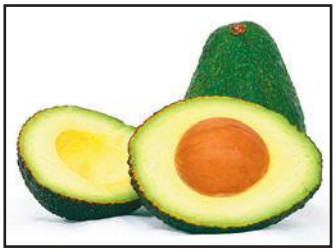
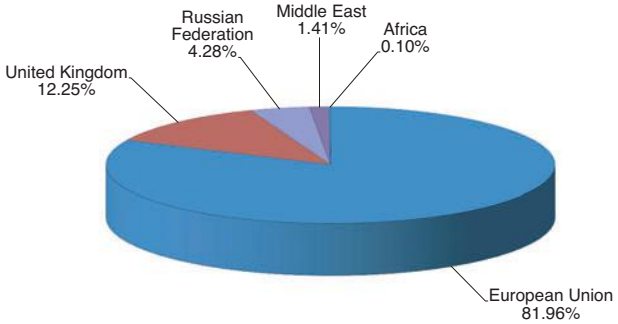
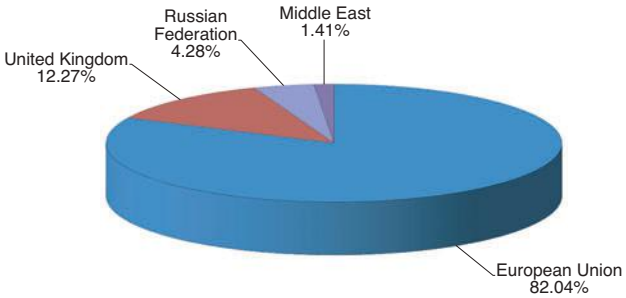
SUBTROPICAL FRUIT
AVOCADOS

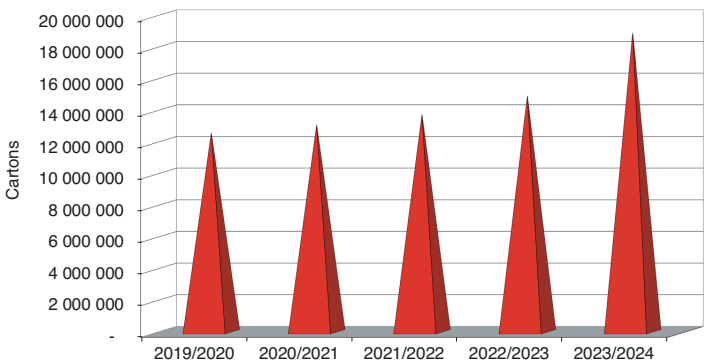




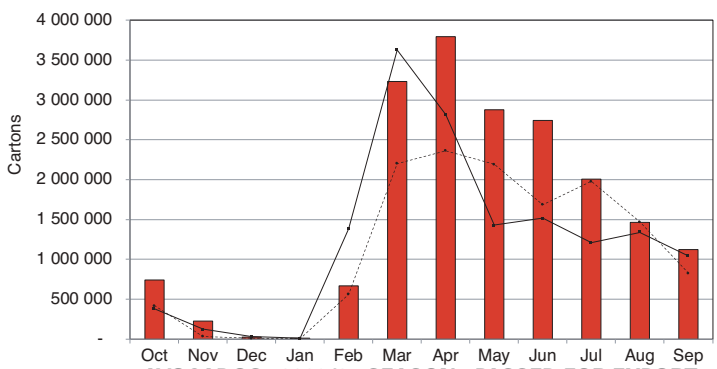
AVOCADOS : PAST 5 YEARS - MAJOR DESTINATIONS



AVOCADOS : 2023/24 SEASON - MAJOR DESTINATIONS



AVOCADOS : PAST 5 SEASONS - PASSED FOR EXPORT



AVOCADOS : 2023/24 SEASON - PASSED FOR EXPORT

(–•– 2021/22 SEASON —■— 2022/23 SEASON)

COMMERCIAL STORING

Optimum storage temp.
5,5°C to 7,5°C
Optimum storage RH 95%
Optimum fresh air circulation (cubic m per hour – m^3h^{-1}) 15

Avocados are very sensitive to low storage temperatures especially if it is associated with a low relative humidity in the storage atmosphere. Optimum storage temperature is also a function of fruit maturity (oil or dry matter content) and physiological stage of development. Mature fruit picked early in the season is much more susceptible to low storage temp-eratures and store best at 7,5°C. Mid and late season fruit must be stored at 5,5°C or even lower. A step down delivery air temperature (DAT), approximately 7 to 10 days after picking, is recommended.The return air temperature (RAT) must always be within 1,5°C of the DAT. The DAT should be decreased by 0,5°C, if the RAT increases to more than 1,5°C of the DAT.

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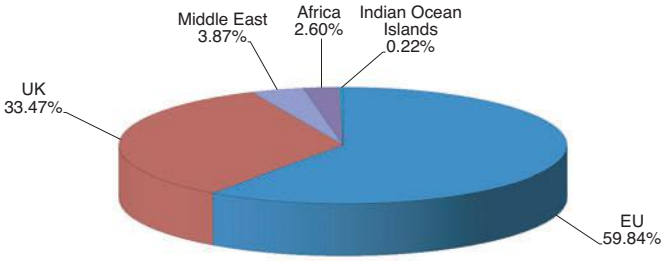
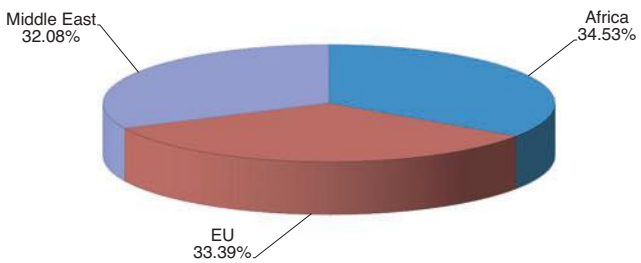
SUBTROPICAL FRUIT

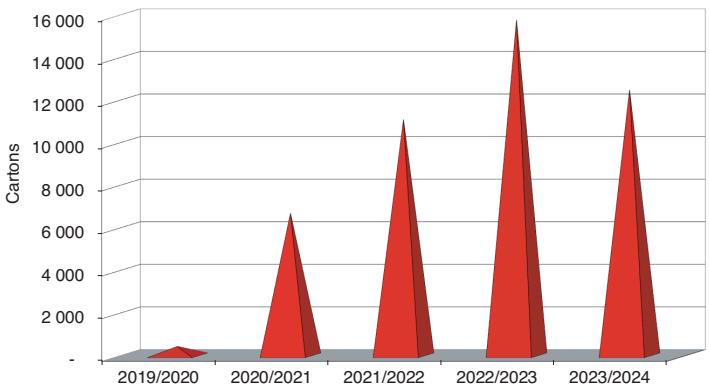
DRAGON FRUIT



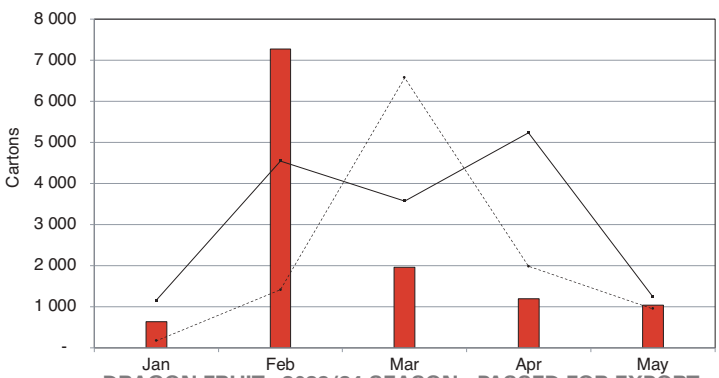
DRAGON FRUIT : PAST 5 YEARS - MAJOR DESTINATIONS



DRAGON FRUIT : 2023/24 SEASON - MAJOR DESTINATIONS



DRAGON FRUIT : PAST 5 SEASONS - PASSED FOR EXPORT



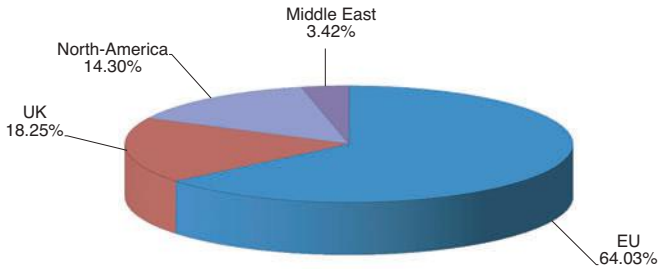
DRAGON FRUIT : 2023/24 SEASON - PASSED FOR EXPORT
(– • – 2021/22 SEASON —■— 2022/23 SEASON)

COMMERCIAL STORING
Optimum storage temp. 3-5°C
Optimum storage RH 85-95%
Optimum fresh air circulation (cubic m per hour – m^3h^1) 0

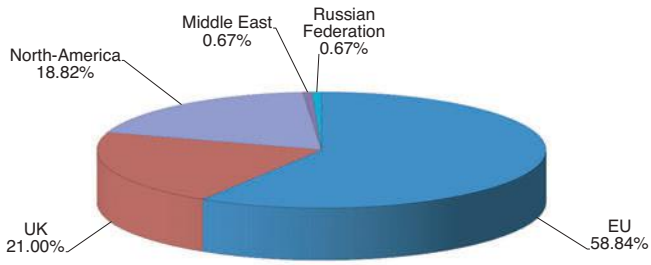
Dragon fruit (red pitaya) from the cactus plant family, is indigenous to South and Central America and is now cultivated worldwide. The fruit has gained global attention due to its high antioxidant content, prominent skin color and flesh which,depending on cultivar, range between white, pink and red.

Once picked, dragon fruit does not continue ripening and postharvest life is up to 4 weeks when properly cooled and stored.

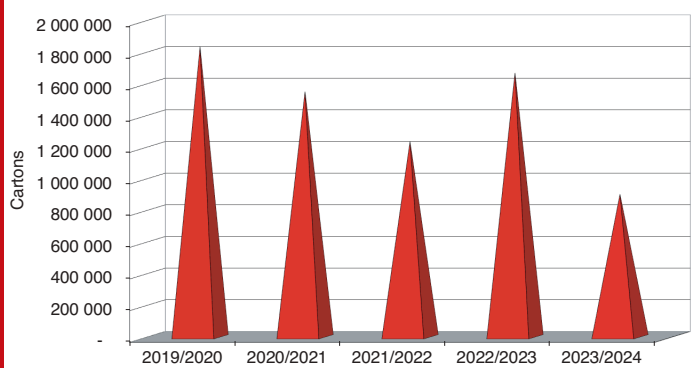
EXPORT PRODUCTION AREAS



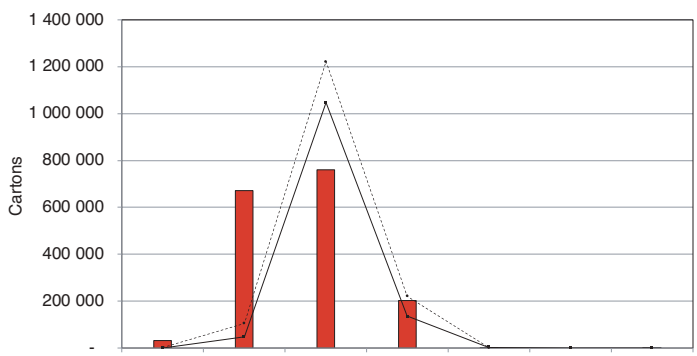
LYCHEES : PAST 5 YEARS - MAJOR DESTINATIONS



LYCHEES : 2023/24 SEASON - MAJOR DESTINATIONS



LYCHEES : PAST 5 SEASONS - PASSED FOR EXPORT



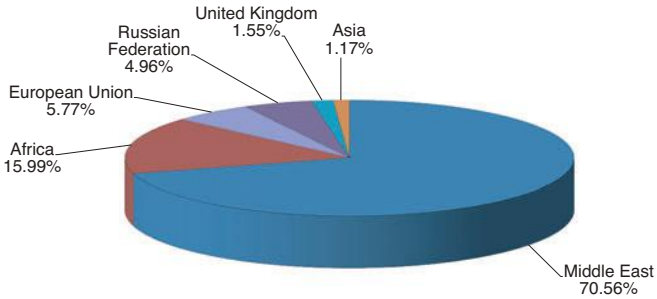
LYCHEES : 2023/24 SEASON - PASSED FOR EXPORT
(– • – 2021/22 SEASON —■— 2022/23 SEASON)

COMMERCIAL STORING
Optimum storage temp. 1,0°C
Optimum storage RH 95%
Optimum fresh air circulation (cubic m per hour – m^3h^{-1}) 15

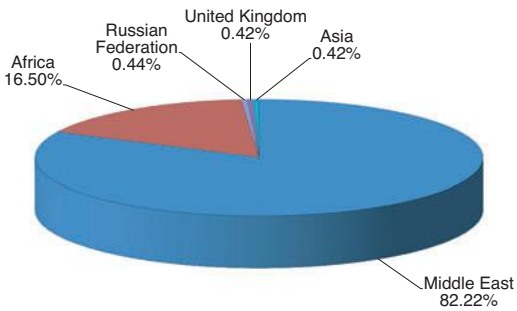
Different selections and cultivars of the two main types are produced in the subtropical areas of South Africa. Fruit of the Mauritius type can be stored at a lower (2°C) temperature than fruit of the Madras types (4°C). Best commercial results are, however, obtained by storing fruit of both types at 1,0°C. The main reason for the lower recommended transport temperature is that litchis are very susceptible to mould growth that is suppressed fairly effectively by the lower temperature. This mould growth develops on the stem end and even in minute cracks that may form on the skin. The fruit must be kept dry and handled very carefully at all times. Lychees are often treated with sulphur dioxide (SO_2) to reduce mould growth. The SO_2 also softens and bleaches the skin to a more attractive light brown colour. Although most of the SO_2 is bound in the outer hard skin, the fruit may still give off SO_2 during transport. Treated Lychees should therefore not be stowed with other produce.

EXPORT PRODUCTION AREAS

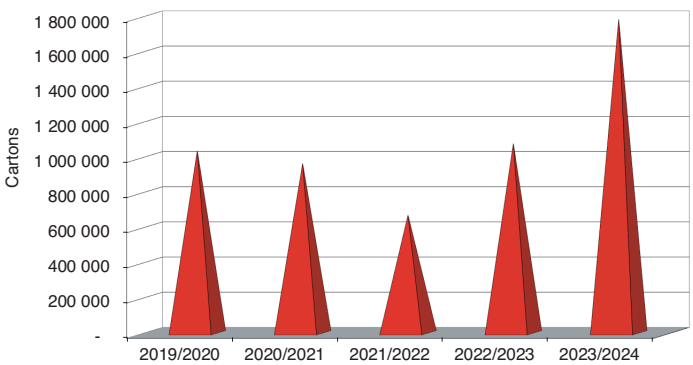
SUBTROPICAL FRUIT
MANGOES



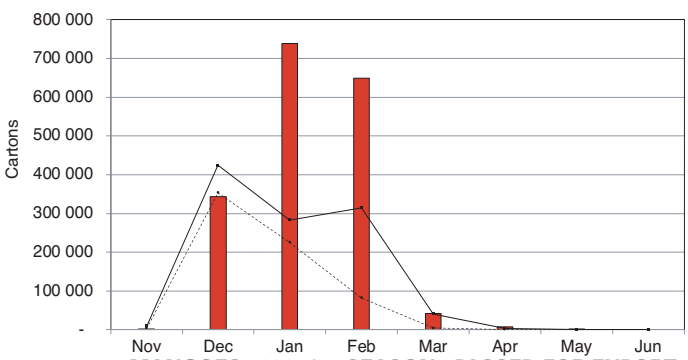
MANGOES : PAST 5 YEARS - MAJOR DESTINATIONS



MANGOES : 2023/24 SEASON - MAJOR DESTINATIONS



MANGOES : PAST 5 SEASONS - PASSED FOR EXPORT



MANGOES : 2023/24 SEASON - PASSED FOR EXPORT

(–•– 2021/22 SEASON —■— 2022/23 SEASON)

COMMERCIAL STORING

Optimum storage temp. 8,0°C
Optimum storage RH 95%
Optimum fresh air circulation (cubic m per hour – m^3h^{-1}) 15-40

Traditionally mangoes were stored and shipped at 11°C. Most mangoes are however shipped at 8,0°C with good reliable commercial results. Fruit ripening results in an increased RAT, therefore it is important to constantly check the return air temperature (RAT) during the voyage. The delivery air temperature (DAT) should be reduced by 0,5°C, should an increased RAT be recorded.

Warmer shipping temperatures may be specified for certain cultivars such as Heidi or when the market requires en route ripening. Mangoes should not be exposed to conditions that may result in the formation of condensation on the fruit. This may result in various post harvest diseases of which anthracnose rot is the most common.

EXPORT PRODUCTION AREAS

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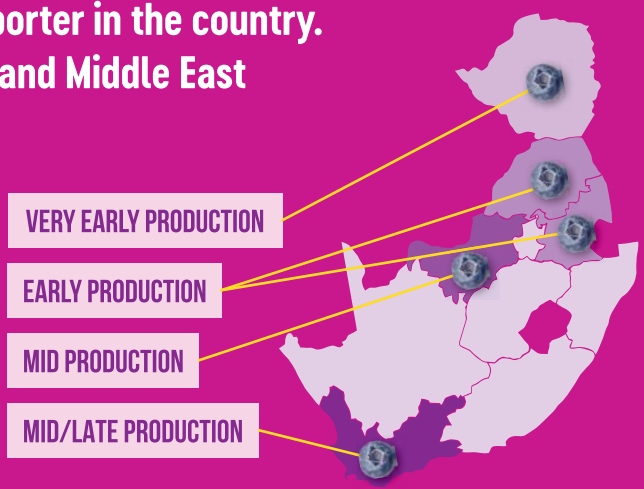

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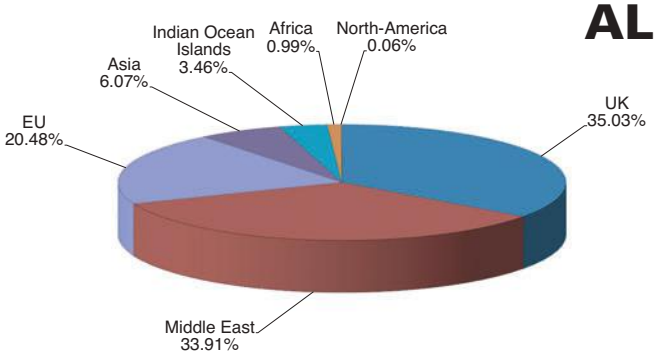
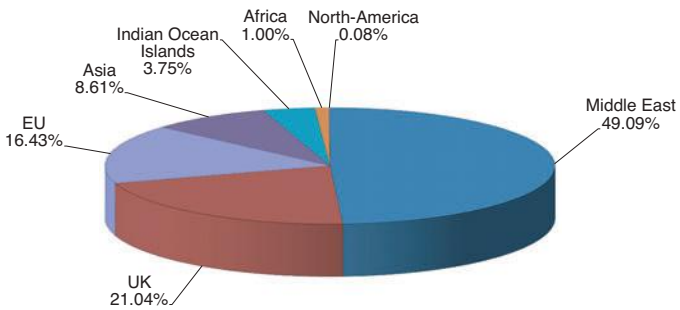
EXOTIC FRUIT

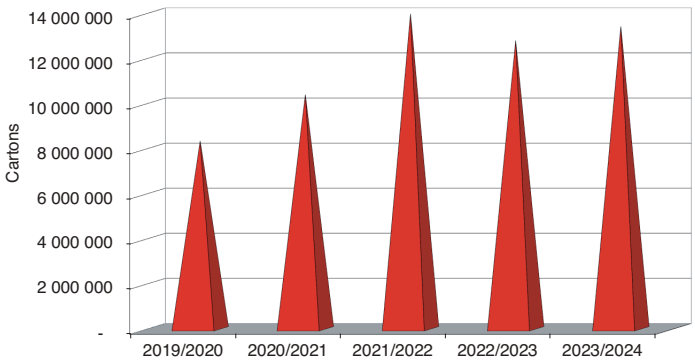
ALL EXOTIC FRUIT



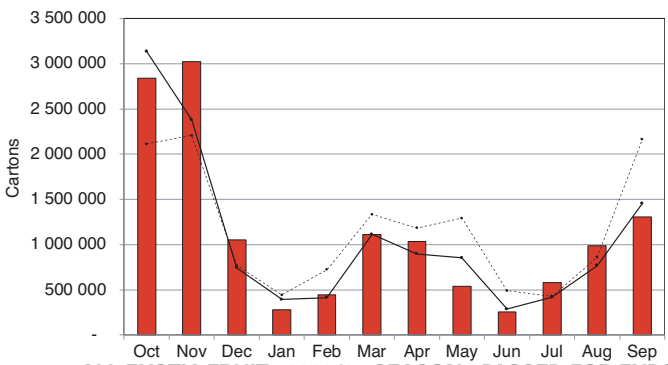
ALL EXOTIC FRUIT : PAST 5 YEARS - MAJOR DESTINATIONS



ALL EXOTIC FRUIT : 2023/24 SEASON - MAJOR DESTINATIONS



ALL EXOTIC FRUIT : PAST 5 SEASONS - PASSED FOR EXPORT



ALL EXOTIC FRUIT : 2023/24 SEASON - PASSED FOR EXPORT

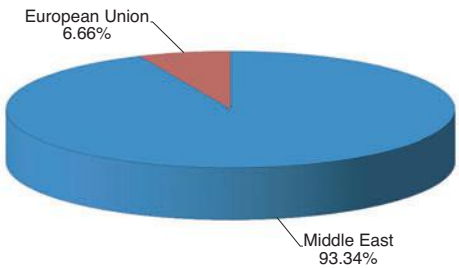
(–•– 2021/22 SEASON —■— 2022/23 SEASON)

FEATURED VARIETIES

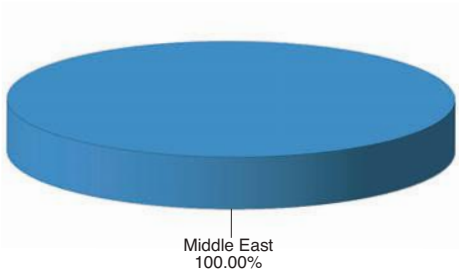
BANANAS

EXOTIC FRUIT

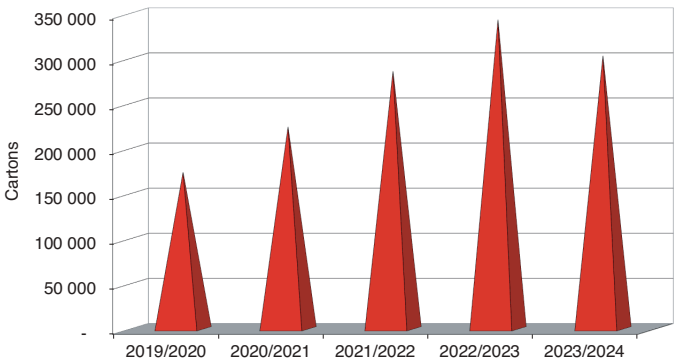
BANANAS



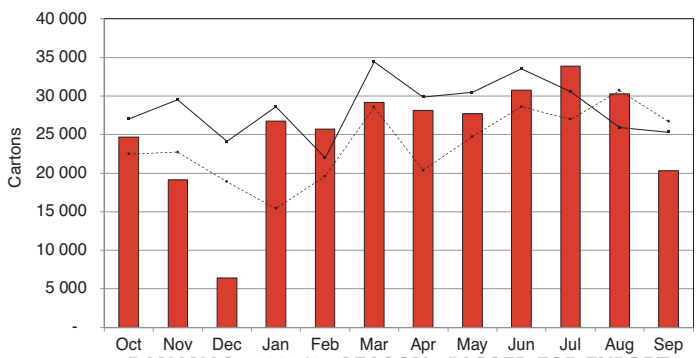
BANANAS : PAST 5 YEARS - MAJOR DESTINATIONS



BANANAS : 2023/24 SEASON - MAJOR DESTINATIONS

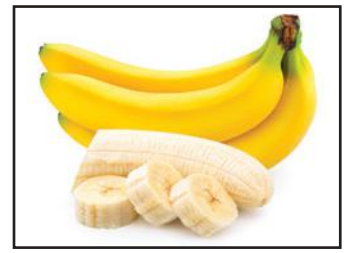


BANANAS : PAST 5 SEASONS - PASSED FOR EXPORT



BANANAS : 2023/24 SEASON - PASSED FOR EXPORT

(– • – 2021/22 SEASON —■— 2022/23 SEASON)

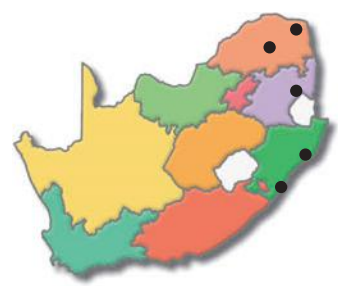


COMMERCIAL STORING

Optimum storage temp. 12°C

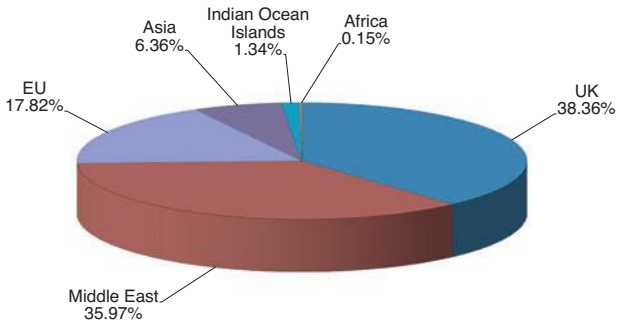
Bananas are tropical fruit, but are produced in the subtropical areas of South Africa. Ambient field temperatures colder than 18°C for only a few hours result in a phenomenon known as under peel discolouration which is very often confused with chilling injury. Under peel discolouration does not affect the quality of the fruit, but the brown vascular bundles result in a dark brown (khaki) discolouration of the peel instead of the bright yellow colour when it is eating ripe. Bananas, if harvested at the correct maturity and handled correctly, can be stored for 14 days at 12°C. The storage period, however, can be extended by picking slightly more immature fruit, prompt pre-cooling and maintenance of the cold chain. Controlled atmosphere storage at 5% oxygen and 7% carbon dioxide can further extend storage period and reduce ripening. Ethylene levels in the storage atmosphere should be kept as low as possible. These effects are achieved on a commercial scale by packaging into polyethylene bags and by strict application of the cold chain.

EXPORT PRODUCTION AREAS

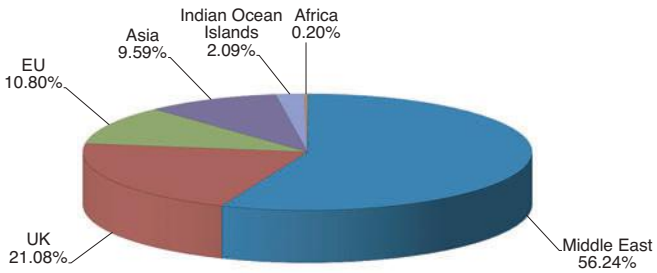


EXOTIC FRUIT

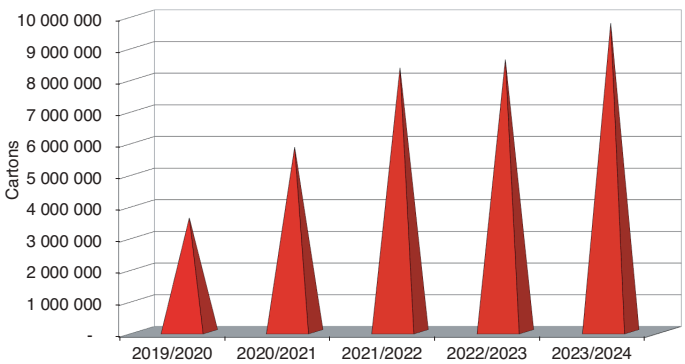
BERRIES



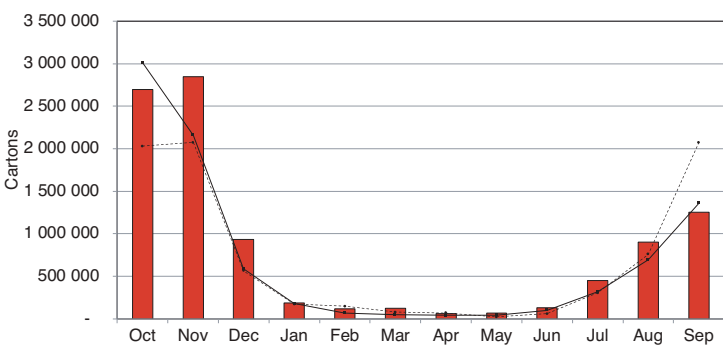
BERRIES : PAST 5 YEARS - MAJOR DESTINATIONS



BERRIES : 2023/24 SEASON - MAJOR DESTINATIONS



BERRIES : PAST 5 SEASONS - PASSED FOR EXPORT



BERRIES : 2023/24 SEASON - PASSED FOR EXPORT

(– • – 2021/22 SEASON —■— 2022/23 SEASON)

COMMERCIAL STORING

Optimum storage temp. 0°C

Optimum storage RH 95%

Optimum fresh air circulation (cubic m per hour – m^3h^1) n/a

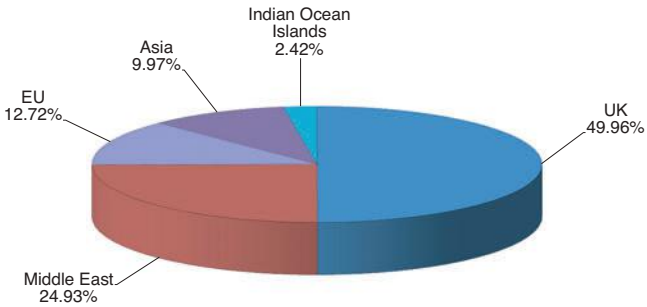
Berries are very delicate fruits and must be handled with the utmost care. This also includes prompt cooling to 0,0°C within a maximum of 6 hours after picking. The cold chain must be strictly applied, because any temperature variation will result in condensation of moisture on the fruit with subsequent increase in decay. Strawberries cannot be stored for more than 5 days as shrivelling, loss of bright colour and waste development will occur. For this reason strawberries can only be air freighted out of South Africa.

EXPORT PRODUCTION AREAS

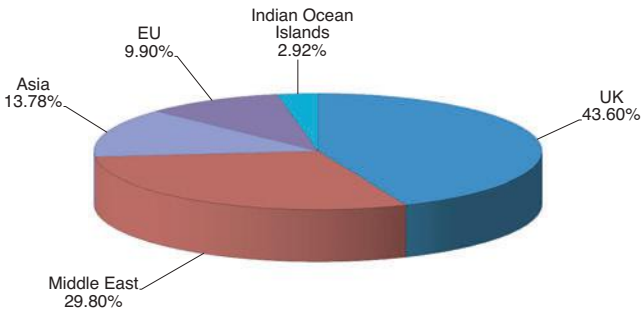
CHERRIES

EXOTIC FRUIT

CHERRIES



CHERRIES : PAST 5 YEARS - MAJOR DESTINATIONS



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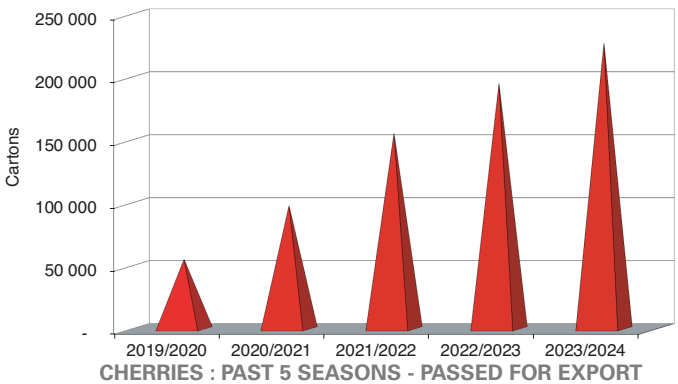

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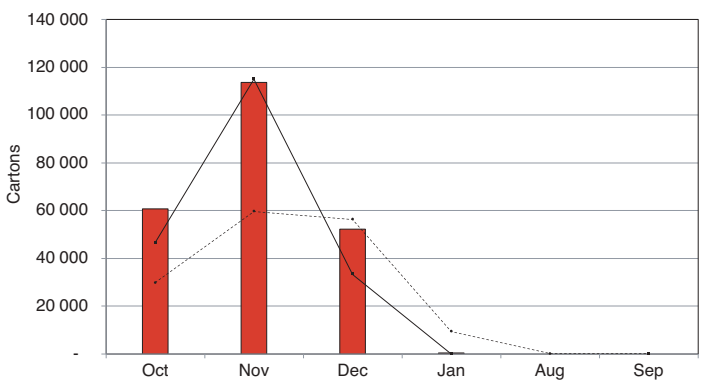


CHERRIES : 2023/24 SEASON - PASSED FOR EXPORT

(– • – 2021/22 SEASON —■— 2022/23 SEASON)

COMMERCIAL STORING

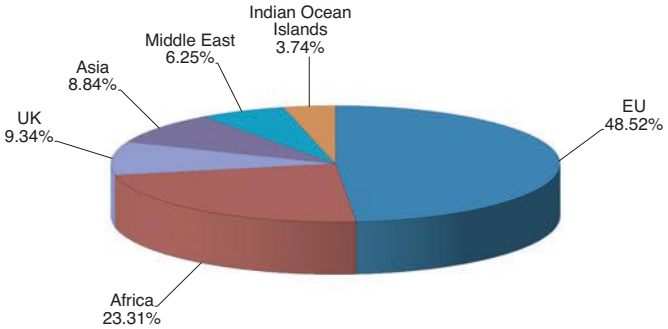
Optimum storage temp. 0,5°C
Optimum storage RH 95%
Optimum fresh air circulation (cubic m per hour – m^3h^{-1}) None

Most of the South African cherries are exported by air. Sea shipments can also be successful, but very strict temperature control must be exercised. The fruit is very soft, has a tender skin, ripens fairly fast and is therefore regarded as very sensitive to handling and transport. Fast cooling to minus 0,5°C immediately after harvest and not allowing the pulp temperature to exceed ±0,0°C during handling and transport is the key to successful sea shipment. Cherries also do not have a long storage or shelf life and should therefore be handled without delay to ensure marketing within 21 days from picking.

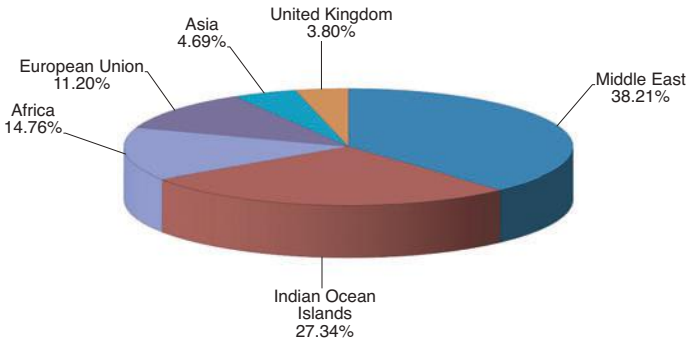
EXPORT PRODUCTION AREAS

EXOTIC FRUIT

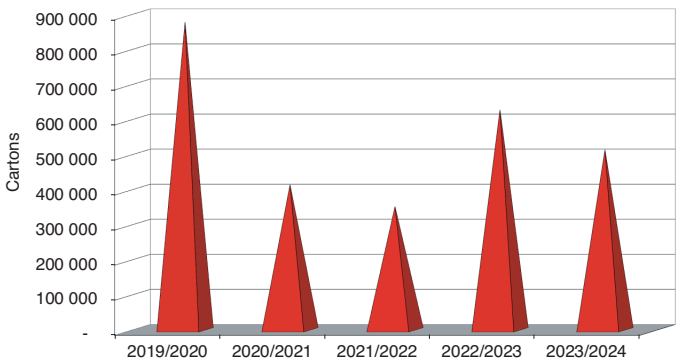
DATES



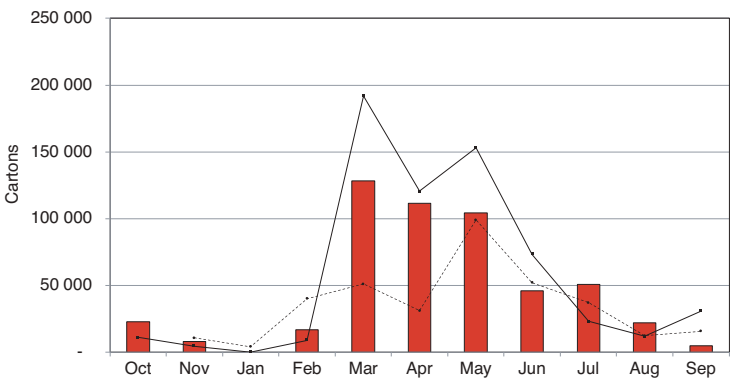
FRESH DATES : PAST 5 YEARS - MAJOR DESTINATIONS



FRESH DATES : 2023/24 SEASON - MAJOR DESTINATIONS



FRESH DATES : PAST 5 SEASONS - PASSED FOR EXPORT



FRESH DATES : 2023/24 SEASON - PASSED FOR EXPORT

(– • – 2021/22 SEASON —■— 2022/23 SEASON)

COMMERCIAL STORING

Optimum storage temp. 0°C
Optimum storage RH 75%
Optimum fresh air circulation (cubic m per hour – m^3h^1) 0

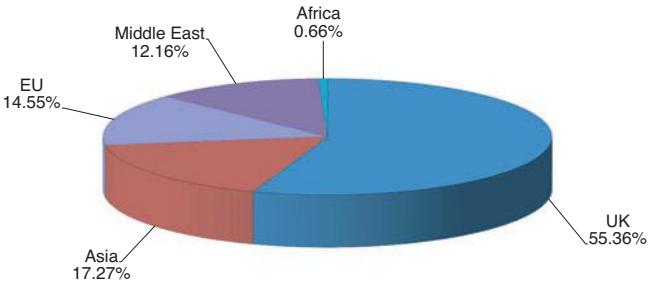
A small quantity of dates is harvested at the "Khalal" stage (partially-ripe) when they are yellow or red (depending on cultivar), but most dates are harvested at the fully-ripe "Rutab" and "Tamar" stages, when they have much greater levels of sugars, lower moisture and tannin content, and softer than the "Khalal" stage dates. To prevent insect damage, dates are fumigated immediately after harvesting, then sorted according to size and moisture content.

Optimum storage temperature is 0°C for 6-12 months, depending on cultivar. Storage at -18°C is recommended for longer durations. (Freezing temperature is -15.7°C.)

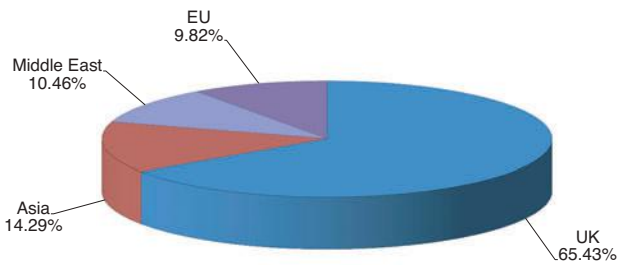
EXPORT PRODUCTION AREAS

EXOTIC FRUIT

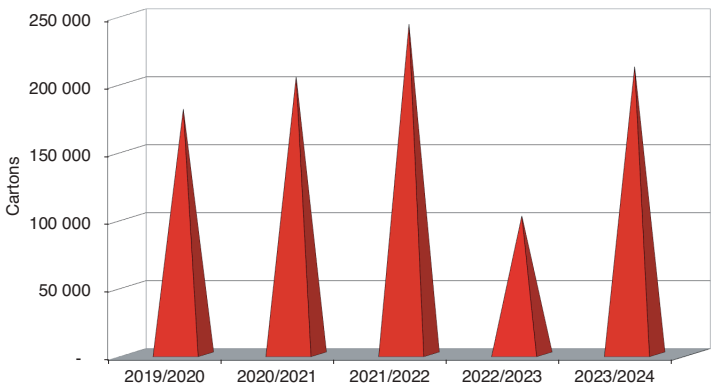
FIGS



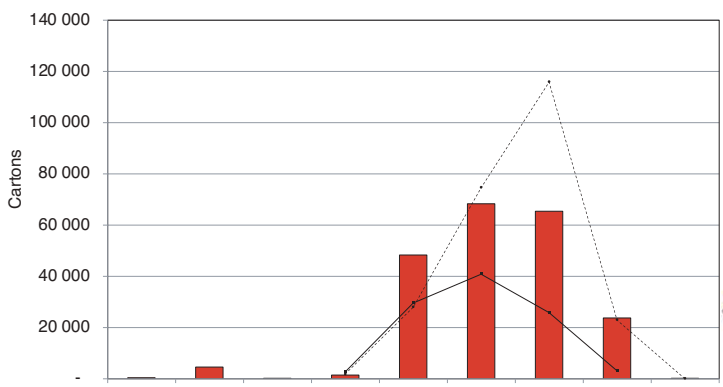
FIGS : PAST 5 YEARS - MAJOR DESTINATIONS



FIGS : 2023/24 SEASON - MAJOR DESTINATIONS



FIGS : PAST 5 SEASONS - PASSED FOR EXPORT



FIGS : 2023/24 SEASON - PASSED FOR EXPORT

(– • – 2021/22 SEASON —■— 2022/23 SEASON)

COMMERCIAL STORING

Optimum storage temperature 0°C to 2°C

Optimum storage RH 85-95%

Optimum fresh air circulation (cubic meters per hour – m^3h^1) 15

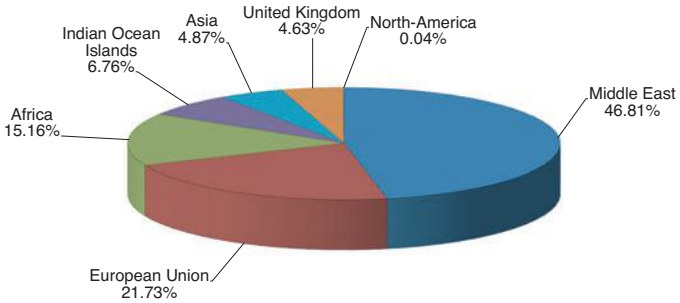
Fig ripens quickly and trees' are harvested daily, usually over a period of a couple of months. Depending on the variety and area, harvesting of figs starts from November/December and can last until April/May. Optimal harvesting is a few days before optimal ripening, about 70% ripeness. The fig is a climacteric fruit and will ripen while being transported to the consumer.

Export quality figs are packed in plastic punnets of 160 grams, or tubs for the small Ronde de Bordeaux figs. Larger figs are also exported in paper trays inside flat boxes.

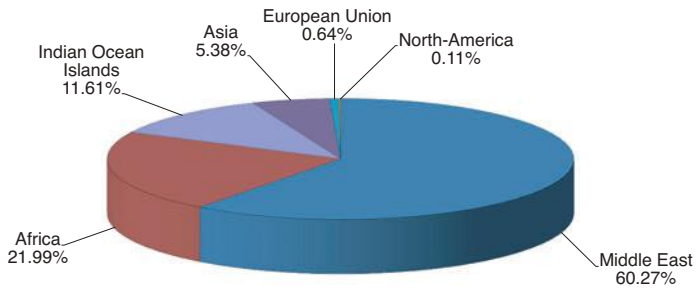
EXPORT PRODUCTION AREAS

EXOTIC FRUIT

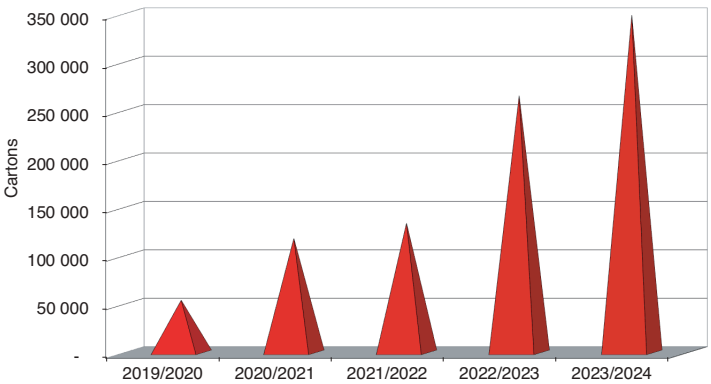
KIWIFRUIT



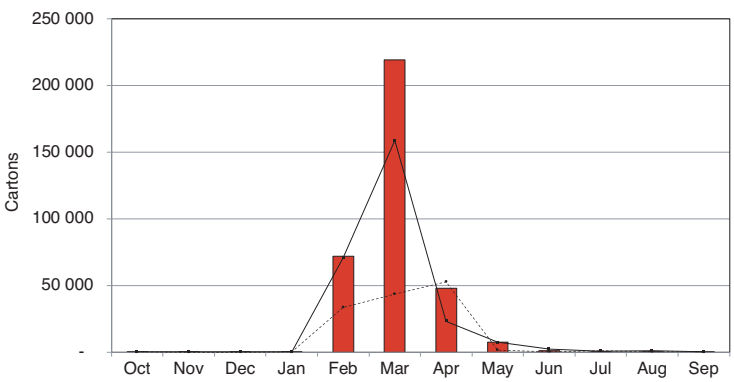
KIWIFRUIT : PAST 5 YEARS - MAJOR DESTINATIONS



KIWIFRUIT : 2023/24 SEASON - MAJOR DESTINATIONS

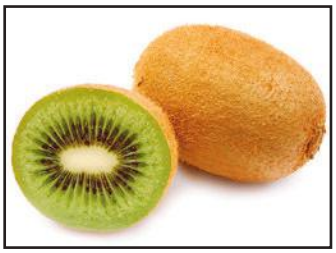


KIWIFRUIT : PAST 5 SEASONS - PASSED FOR EXPORT



KIWIFRUIT : 2023/24 SEASON - PASSED FOR EXPORT

(– • – 2021/22 SEASON —■— 2022/23 SEASON)



COMMERCIAL STORING

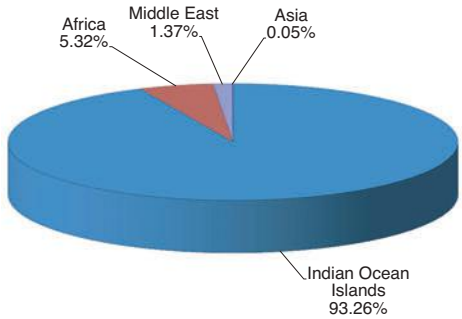
Optimum storage temp. 0,5°C
Optimum storage RH 95%
Optimum fresh air circulation (cubic m per hour – m^3h^{-1}) 15

Kiwifruit can be stored for more than 6 months at a pulp temperature of minus 0,5°C. The fruit is very susceptible to weight loss and shrivels when exposed to conditions of low relative humidity. Maintenance of the cold chain to maintain a RH of 95% at minus 0,5°C is therefore important. Kiwifruit is also sensitive to ethylene and other hydrocarbon gasses (exhaust fumes etc.) in the storage atmosphere. Exposure to these gasses triggers ripening and results in soft and over mature fruit in the market place. Continuous maximum fresh air ventilation must therefore be applied.

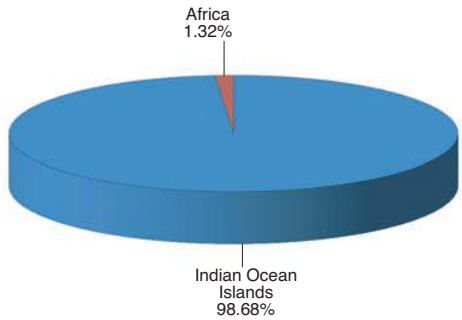
EXPORT PRODUCTION AREAS

EXOTIC FRUIT

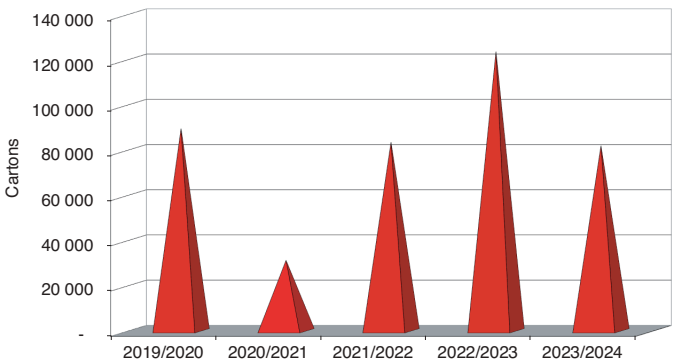
MELONS



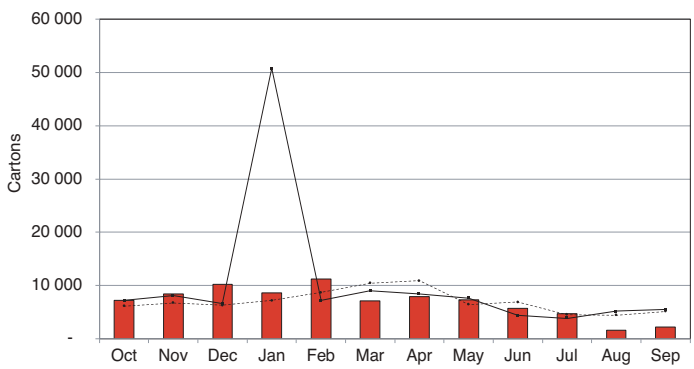
MELONS : PAST 5 YEARS - MAJOR DESTINATIONS



MELONS : 2023/24 SEASON - MAJOR DESTINATIONS

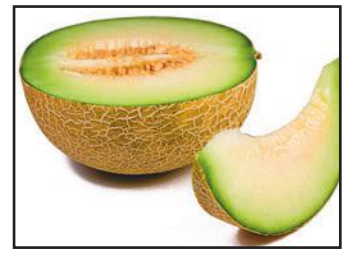


MELONS : PAST 5 SEASONS - PASSED FOR EXPORT



MELONS : 2023/24 SEASON - PASSED FOR EXPORT

(– • – 2021/22 SEASON —■— 2022/23 SEASON)



COMMERCIAL STORING

Optimum storage temp. 14°C
Optimum storage RH 95%
Optimum fresh air circulation (cubic m per hour – m^3h^{-1}) 15

Two types can be distinguished i.e.:

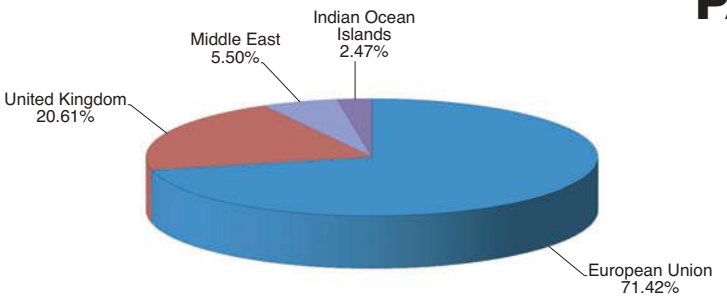
- The Cantaloupe, rock and muskmelon, including all netted cultivars and smooth, soft skin cultivars can be stored for about 10 to 14 days at 12°C.
- Sweet melons (Winterspanspek or Winter melons) have a hard skin that may be netted or smooth. It can be stored for about 28 days at 14°C.

Different cultivars require different shipping conditions and even fruit of the same cultivar grown in different areas may require different storage temperatures. Exporters must therefore stipulate the shipping temperature at booking. Very careful handling and absolute hygiene is required from the selection of the seed, during fruit development and post harvest handling. Chilling injury may also often be masked by secondary fungal growth on damaged lesions leading to the misinterpretation that the fruit was stored at too high a temperature.

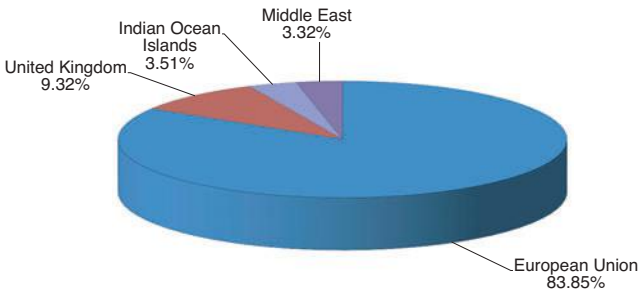
EXPORT PRODUCTION AREAS

EXOTIC FRUIT

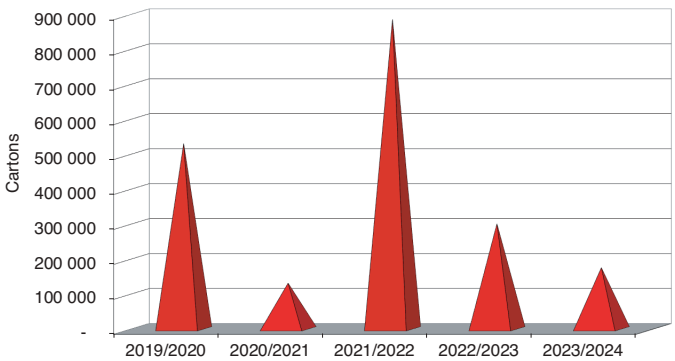
PASSIONFRUIT



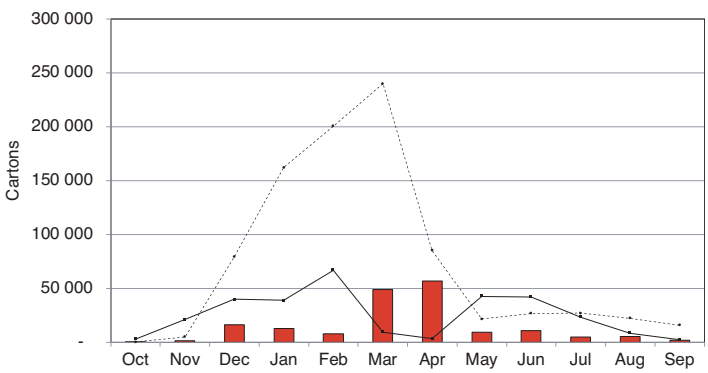
PASSIONFRUIT : PAST 5 YEARS - MAJOR DESTINATIONS



PASSIONFRUIT : 2023/24 SEASON - MAJOR DESTINATIONS



PASSIONFRUIT : PAST 5 SEASONS - PASSED FOR EXPORT



PASSIONFRUIT : 2023/24 SEASON - PASSED FOR EXPORT
(– • – 2021/22 SEASON —■— 2022/23 SEASON)

COMMERCIAL STORING
Optimum storage temp. 8,5°C
Optimum storage RH 95%
Optimum fresh air circulation (cubic m per hour – m^3h^{-1}) 15

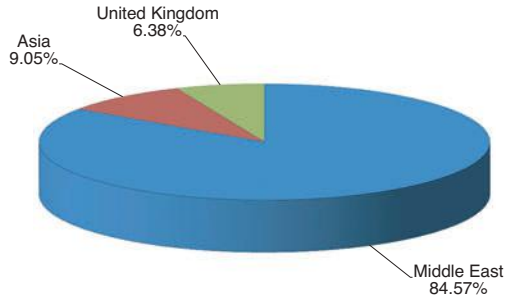
Passionfruit is also known in some countries as granadillas and are mainly produced in moderate to subtropical climates. The fruit is sensitive to chilling injury and can be stored for three weeks. Passionfruit are very sensitive to moisture loss and severe shrivelling takes place if storage is delayed and if a high RH is not maintained. Packaging in polyethylene liners and prompt cooling soon after harvest can reduce shrivelling significantly. Waxing of the fruit also reduces moisture loss, but the use of skin coatings should be verified because it is not widely accepted.

EXPORT PRODUCTION AREAS

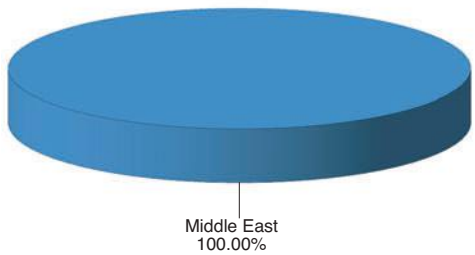
PAPAYAS

EXOTIC FRUIT

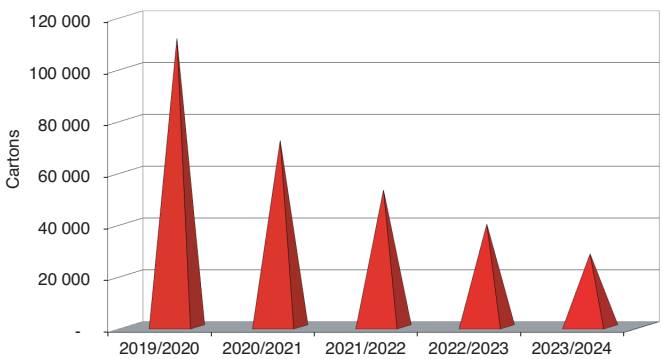
PAPAYAS



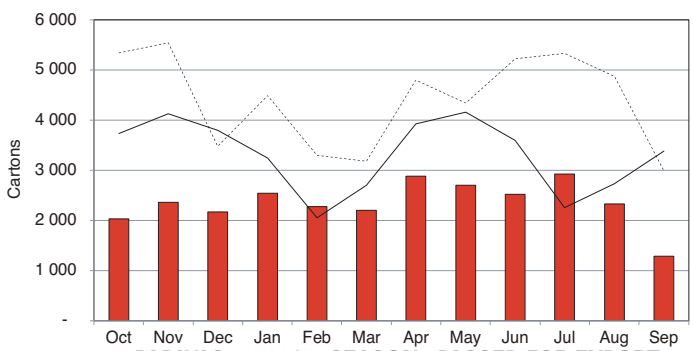
PAPAYAS : PAST 5 YEARS - MAJOR DESTINATIONS



PAPAYAS : 2023/24 SEASON - MAJOR DESTINATIONS



PAPAYAS : PAST 5 SEASONS - PASSED FOR EXPORT



PAPAYAS : 2023/24 SEASON - PASSED FOR EXPORT

(– • – 2021/22 SEASON —■— 2022/23 SEASON)

COMMERCIAL STORING

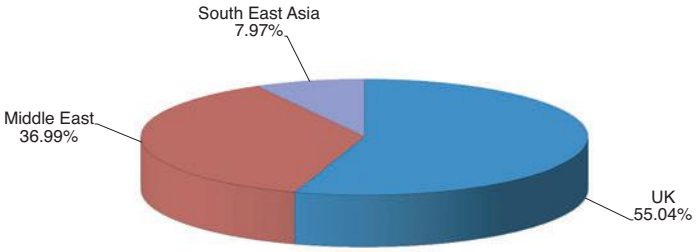
Optimum storage temp.
10°C to 15°C
Optimum storage RH 95%
Optimum fresh air circulation (cubic m per hour – m^3h^{-1}) 15

Papayas and Papinos are highly sensitive subtropical fruit that bruise easily and ripen very fast when exposed to high temperatures. Papaya fruits grown from seedling trees differ greatly in reaction to storage temperatures and storage life. Some selections, generally referred to as papinos, can be stored successfully for up to three weeks. Chilling injury develops when stored below 7°C, but is a function of exposure time. Some varieties however must be shipped at 12°C to 14°C. Papayas and Papinos must be handled carefully and should be kept dry during all phases of handling and transport. Anthracnose is the most common disease and the fruit should therefore not be stored too long.

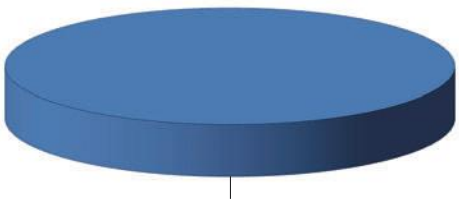
EXPORT PRODUCTION AREAS

EXOTIC FRUIT

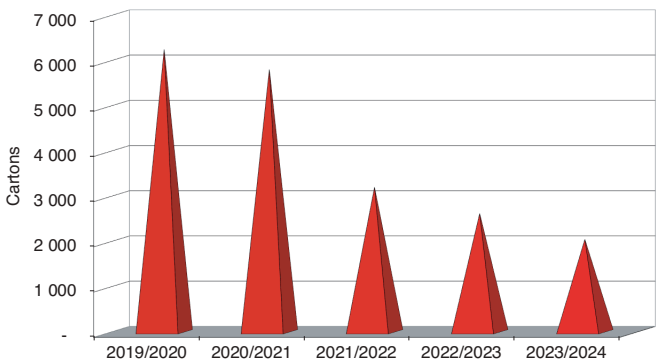
PAPINOS



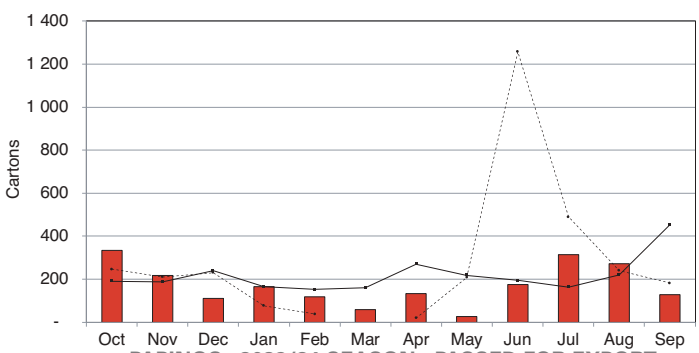
PAPINOS : PAST 5 YEARS - MAJOR DESTINATIONS



PAPINOS : 2023/24 SEASON - MAJOR DESTINATIONS



PAPINOS : PAST 5 SEASONS - PASSED FOR EXPORT



PAPINOS : 2023/24 SEASON - PASSED FOR EXPORT

(– • – 2021/22 SEASON —■— 2022/23 SEASON)

COMMERCIAL STORING

Optimum storage temp.
10°C to 15°C
Optimum storage RH 95%
Optimum fresh air circulation (cubic m per hour – m^3h^{-1}) 15

Papinos and Papayas are highly sensitive subtropical fruit that bruise easily and ripen very fast when exposed to high temperatures. Papaya fruits grown from seedling trees differ greatly in reaction to storage temperatures and storage life. Some selections, generally referred to as papinos, can be stored successfully for up to three weeks. Chilling injury develops when stored below 7°C, but is a function of exposure time. Some varieties however must be shipped at 12°C to 14°C. Papinos and Papayas must be handled carefully and should be kept dry during all phases of handling and transport. Anthracnose is the most common disease and the fruit should therefore not be stored too long.

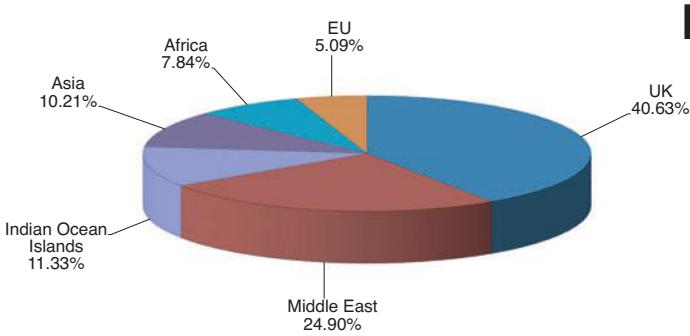
Please note: No papinos were exported during the 2022/23 season.

EXPORT PRODUCTION AREAS

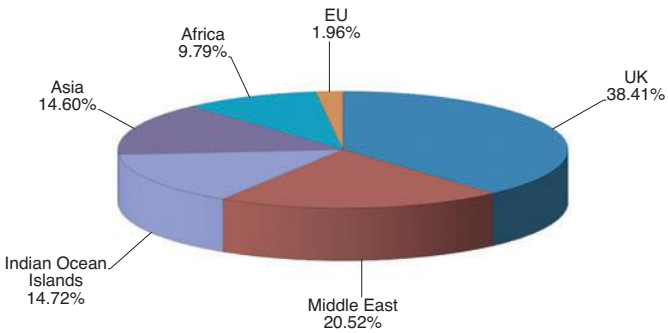
PERSIMMONS

EXOTIC FRUIT

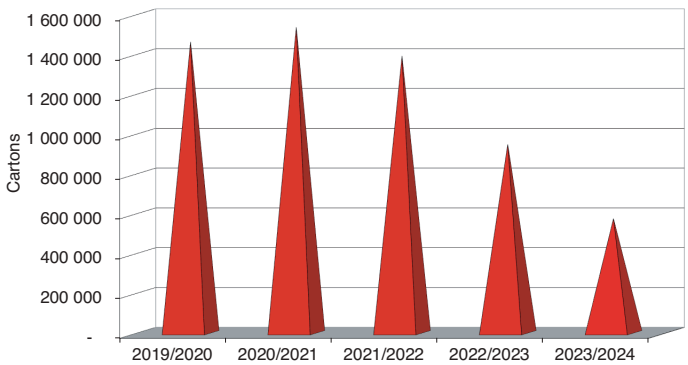
PERSIMMONS



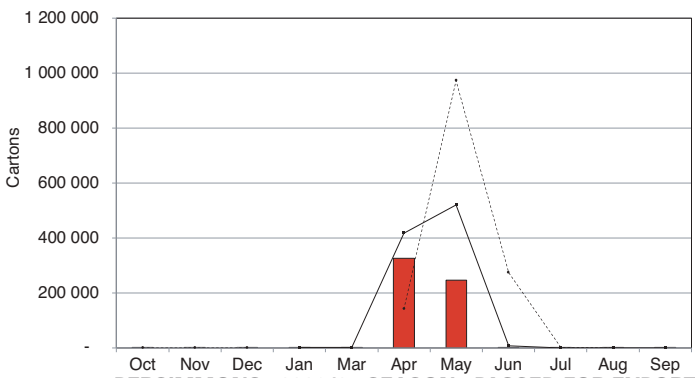
PERSIMMONS : PAST 5 YEARS - MAJOR DESTINATIONS



PERSIMMONS : 2023/24 SEASON - MAJOR DESTINATIONS



PERSIMMONS : PAST 5 SEASONS - PASSED FOR EXPORT



PERSIMMONS : 2023/24 SEASON - PASSED FOR EXPORT

(– • – 2021/22 SEASON —■— 2022/23 SEASON)

COMMERCIAL STORING

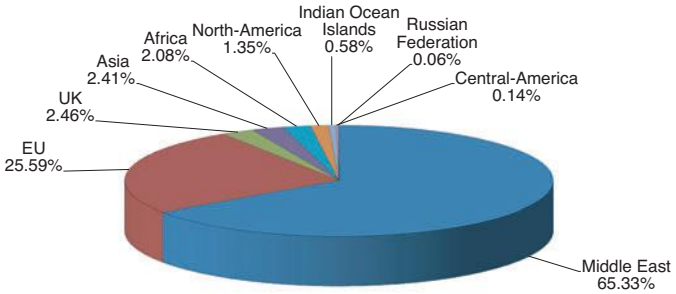
Optimum storage temp.
minus 0,5°C
Optimum storage RH 95%
Optimum fresh air circulation (cubic m per hour – m^3h^{-1}) 15

Persimmons can be stored for 3 to 4 months at minus 0,5°C. The fruit is also known as Kaki fruit and the older cultivars can be very astringent especially when picked slightly immature. Most of the newly developed cultivars are not however of excellent eating quality. Persimmons can be stored under CA conditions and can tolerate as much as 4% carbon dioxide (CO^2) in the storage atmosphere. Shrivelling due to moisture loss may become a problem during storage if the RH in the atmosphere is less than 85%. Packaging in (sealed) polyethylene bags can enhance storage and shelf life.

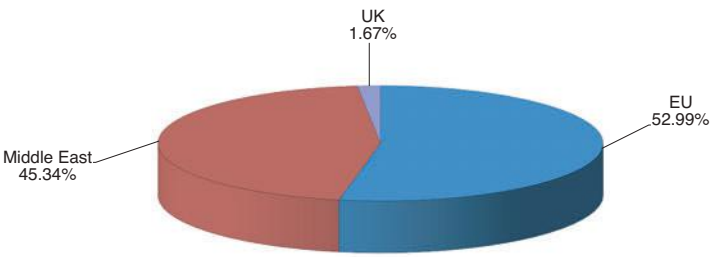
EXPORT PRODUCTION AREAS

EXOTIC FRUIT

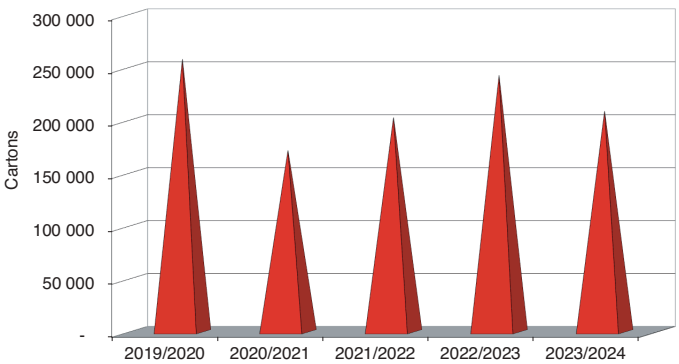
PINEAPPLES



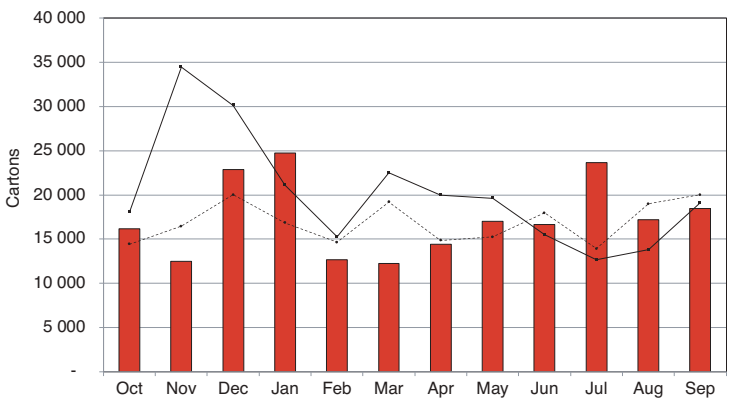
PINEAPPLES : PAST 5 YEARS - MAJOR DESTINATIONS



PINEAPPLES : 2023/24 SEASON - MAJOR DESTINATIONS



PINEAPPLES : PAST 5 SEASONS - PASSED FOR EXPORT



PINEAPPLES : 2023/24 SEASON - PASSED FOR EXPORT

(–•– 2021/22 SEASON —■— 2022/23 SEASON)

COMMERCIAL STORING

Optimum storage temp. 12°C
Optimum storage RH 95%
Optimum fresh air circulation (cubic m per hour – m^3h^{-1}) 15

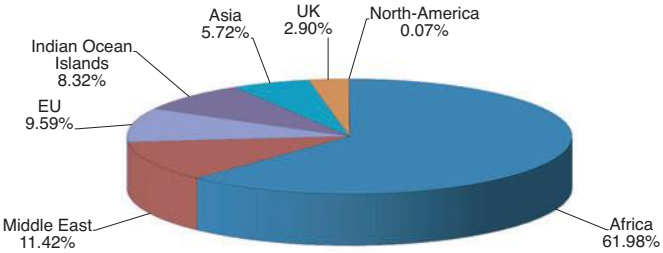
Recent research results indicated that the pineapple fruit has a better quality when stored between 12°C to 14°C, whereas the tops (crowns) retain a better condition at 10°C to 12°C. The best compromise temperature for sea shipments of the Cayenne cultivar to Europe is 12°C. Fruit of the Queen variety, however, cannot be shipped by sea. Chilling injury develops when stored at 7°C or lower and mould growth on the fruit and crowns is the most common disease problem. The strong odour given off by the fruit may taint other fruits. However, pineapples can be shipped with citrus fruit provided the shipping temperature is suitable for both products.

EXPORT PRODUCTION AREAS

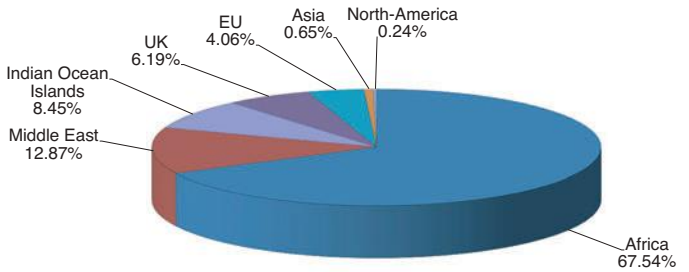
POMEGRANATES

EXOTIC FRUIT

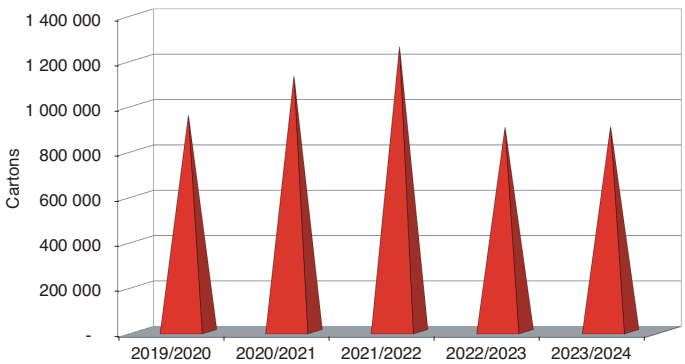
POMEGRANATES



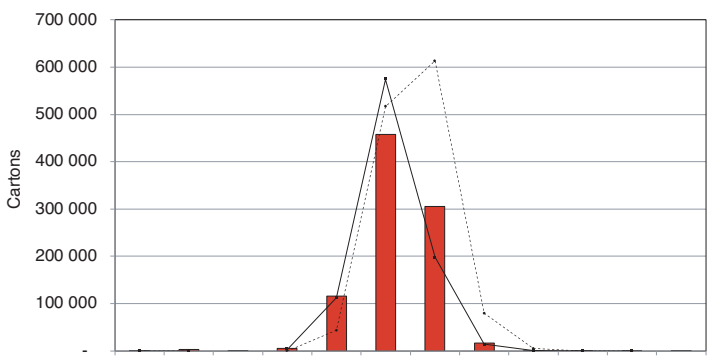
POMEGRANATES : PAST 5 YEARS - MAJOR DESTINATIONS



POMEGRANATES : 2023/24 SEASON - MAJOR DESTINATIONS



POMEGRANATES : PAST 5 SEASONS - PASSED FOR EXPORT



POMEGRANATES : 2023/24 SEASON - PASSED FOR EXPORT

(– • – 2021/22 SEASON —■— 2022/23 SEASON)

COMMERCIAL STORING

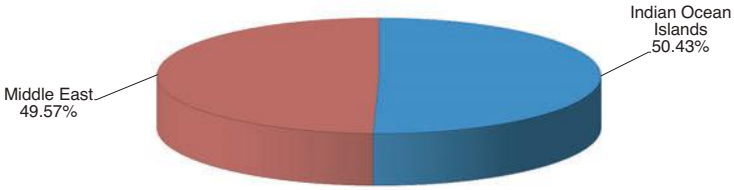
Optimum storage temp.
5°C to 7°C
Optimum storage RH 90-95%
Optimum fresh air circulation (cubic m per hour – m^3h^1) 15

Pomegranates are non-climacteric fruits and do not continue ripening once detached from the tree. Pomegranates are thus harvested when they are fully ripe. Harvest maturity is determined by sugar and acid contents, sugar: acid ratio and the colour development of the fruit. Pomegranates are very sensitive to moisture loss and, to reduce shrivelling and discolouring, waxing and storage liners are recommended. Cold stores equipped with Controlled Atmosphere conditioning allow pomegranates to remain fresh considerably longer. The optimal CA storage conditions for pomegranates are 3% O^2 and 6% CO^2 at 5°C. Pomegranate fruit destined for the export markets are packed in 4kg (Class I and 2) or 15 kg (for processing) cartons.

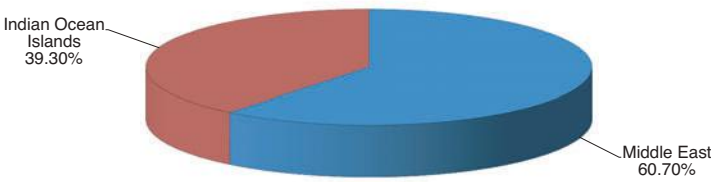
EXPORT PRODUCTION AREAS

EXOTIC FRUIT

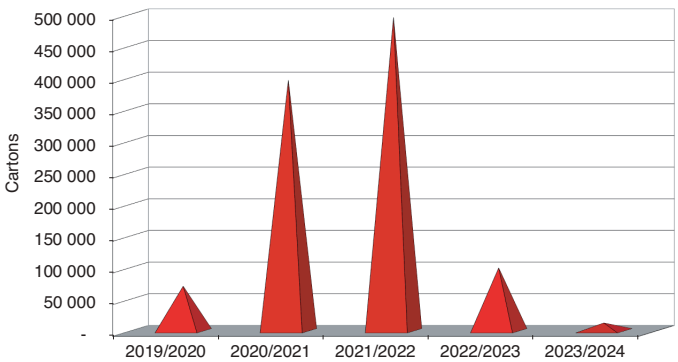
WATERMELONS



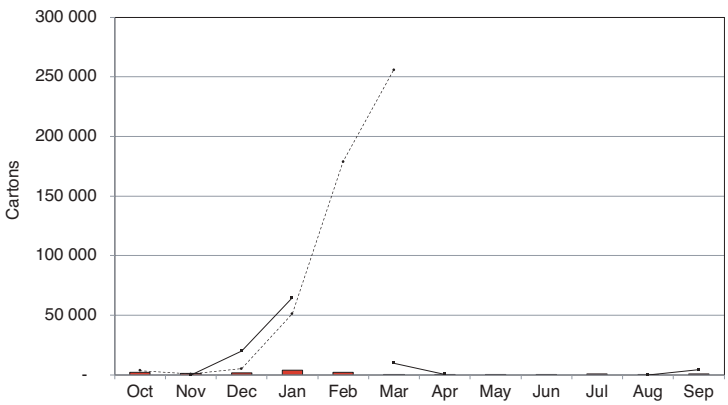
WATERMELONS : PAST 5 YEARS - MAJOR DESTINATIONS



WATERMELONS : 2023/24 SEASON - MAJOR DESTINATIONS

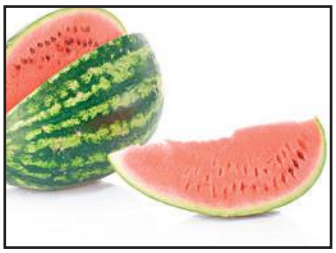


WATERMELONS : PAST 5 SEASONS - PASSED FOR EXPORT



WATERMELONS : 2023/24 SEASON - PASSED FOR EXPORT

(– • – 2021/22 SEASON —■— 2022/23 SEASON)

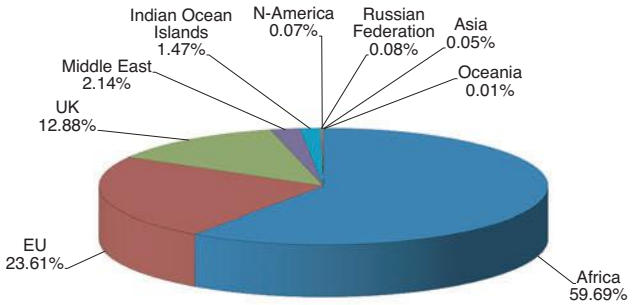


COMMERCIAL STORING

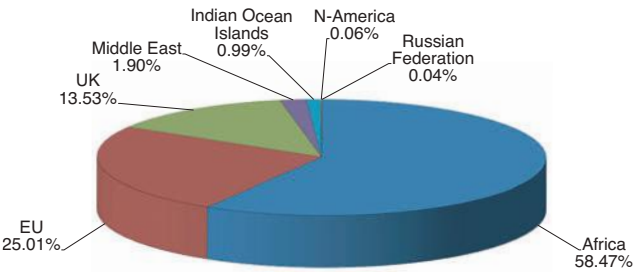
Optimum storage temp.
4,5°C to 10°C
Optimum storage RH 95%
Optimum fresh air circulation (cubic m per hour – m^3h^{-1}) 15

Optimum storage temperature may vary greatly with cultivar. The older types store very well at 4,5°C for up to 6 weeks. Cultivars developed more recently, however, are said to be more temperature sensitive and must be stored at 10°C. Exporters must there-fore request a shipping temperature at time of export shipping booking.

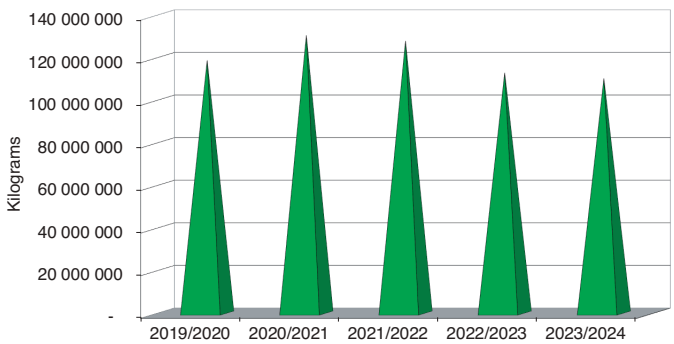
EXPORT PRODUCTION AREAS



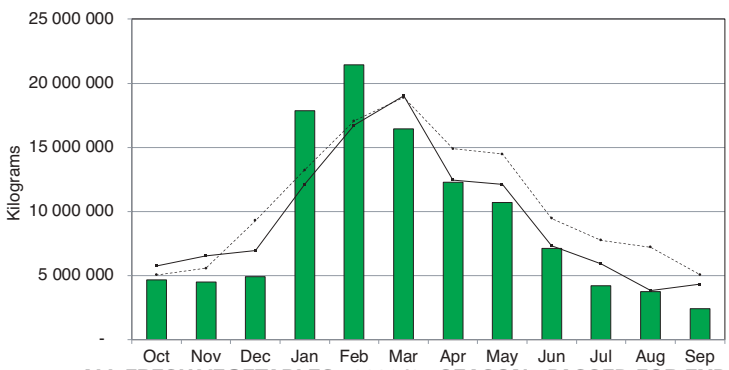
ALL FRESH VEGETABLES : PAST 5 YEARS - MAJOR DESTINATIONS



ALL FRESH VEGETABLES : 2023/24 SEASON - MAJOR DESTINATIONS



ALL FRESH VEGETABLES : PAST 5 SEASONS - PASSED FOR EXPORT



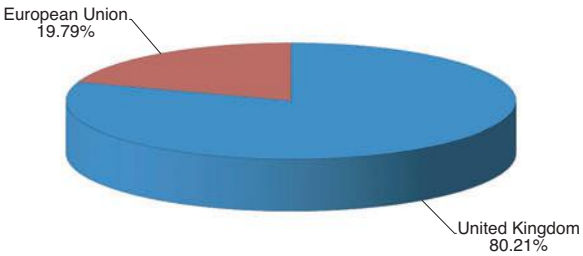
ALL FRESH VEGETABLES : 2023/24 SEASON - PASSED FOR EXPORT

(– • – 2021/22 SEASON —■— 2022/23 SEASON)

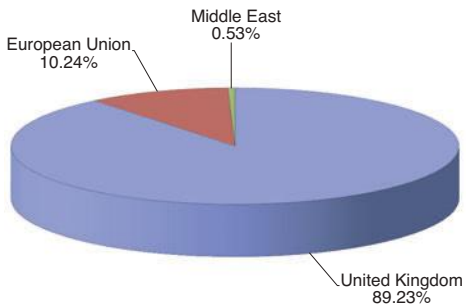
FEATURED PRODUCTS

FRESH VEGETABLES

AUBERGINES



AUBERGINES : PAST 5 YEARS - MAJOR DESTINATIONS



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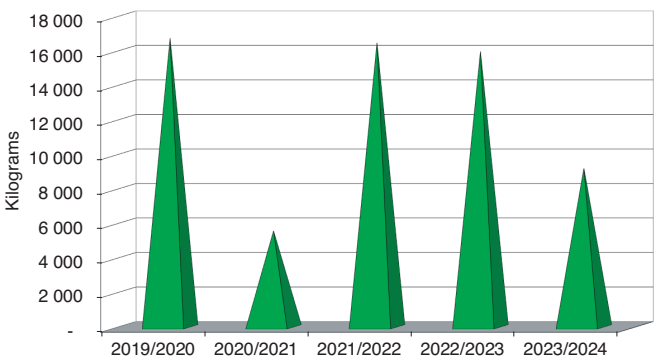
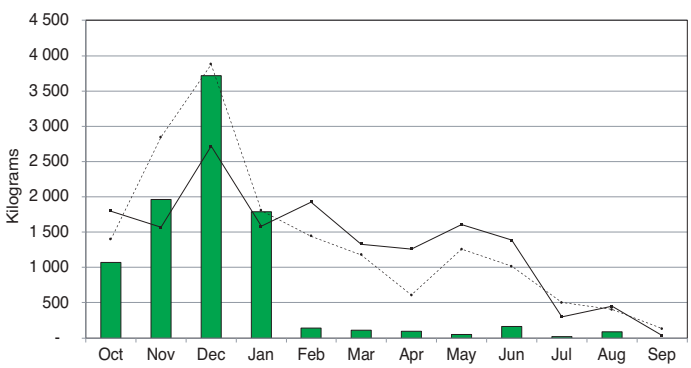


AUBERGINES : PAST 5 SEASONS - PASSED FOR EXPORT



AUBERGINES : 2023/24 SEASON - PASSED FOR EXPORT

(–•– 2021/22 SEASON —■— 2022/23 SEASON)

COMMERCIAL STORING

Optimum storage temp. 8,5°C
Optimum storage RH 95%
Optimum fresh air circulation (cubic m per hour – m^3h^1) 15

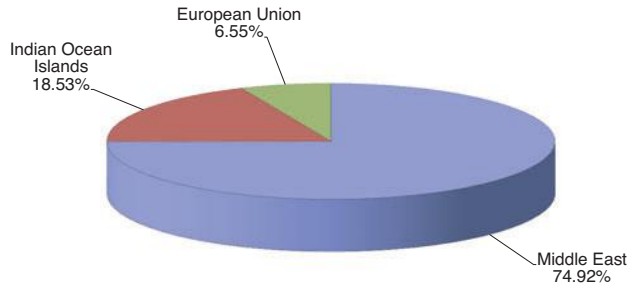
Aubergines (also known as Brinjals or Eggplant fruit) are very temperature sensitive and may develop chilling injury at 10°C or colder. Pitting and brown colour development on the skin indicates too low storage temperatures. Warm conditions also result in rapid deterioration, necessitating rapid cooling immediately after harvest.

Fruit that ripened during cool growing conditions can be stored at a lower temperature (±8,5°C) for a longer period (±10 days) than fruit maturing during summer (±7 days at ±12°C). Care must be taken to reduce moisture loss from the fruit and to handle and treat the fruit correctly to reduce microbiological waste.

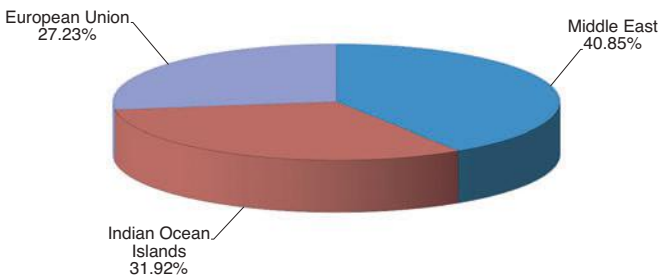
EXPORT PRODUCTION AREAS

ASPARAGUS

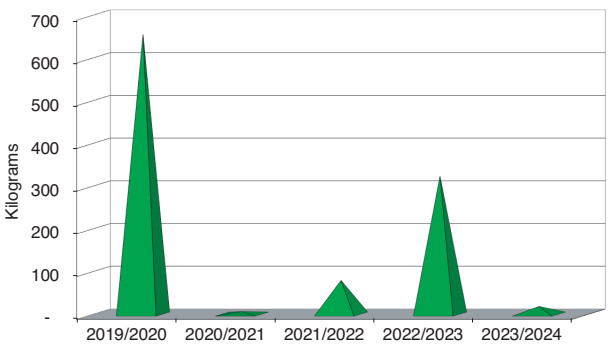
FRESH VEGETABLES
ASPARAGUS



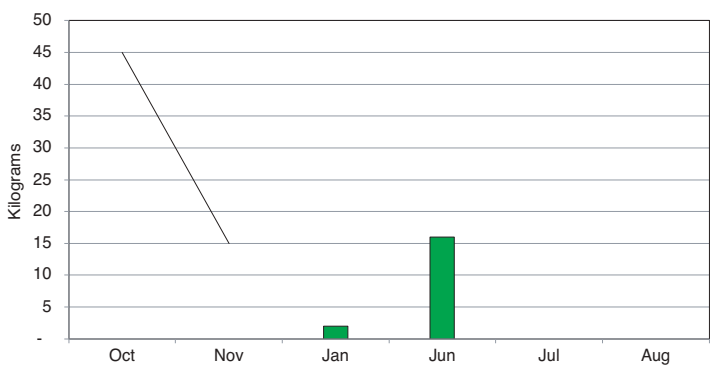
ASPARAGUS : PAST 5 YEARS - MAJOR DESTINATIONS



ASPARAGUS : 2023/24 SEASON - MAJOR DESTINATIONS



ASPARAGUS : PAST 5 SEASONS - PASSED FOR EXPORT



ASPARAGUS : 2023/24 SEASON - PASSED FOR EXPORT
(–•– 2021/22 SEASON —■— 2022/23 SEASON)

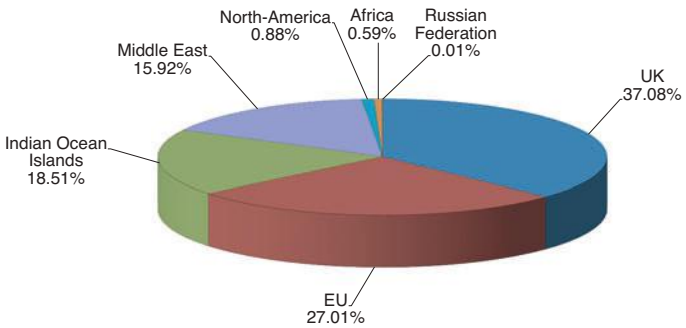
COMMERCIAL STORING
Optimum storage temp. 0,5°C
Optimum storage RH 95%
Optimum fresh air circulation (cubic m per hour – m^3h^1) 15

Asparagus shoots, are very perishable and should be precooled immediately to below 2°C. The shoots must be kept at a constant temperature of 0,5°C to avoid condensation and the temperature must never increase above 6°C during transport. Special care should be exercised to avoid microbial infection, which will result in decay. Fast cooling will not only reduce decay but will also retain tenderness and flavour. Hydro cooling is practised extensively in overseas countries and should be considered by local exporters. Forced air-cooling, however, may be more economical but is slower and must be applied correctly so as not to remove too much moisture from the product. Fresh asparagus shoots are air freighted to overseas destinations. Temperature fluctuations and ex-posure to ambient conditions must be at an absolute minimum.

EXPORT PRODUCTION AREAS

FRESH VEGETABLES

BABY VEGETABLES

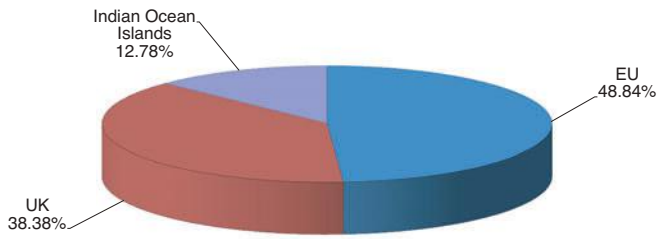


BABY VEGETABLES : PAST 5 YEARS - MAJOR DESTINATIONS

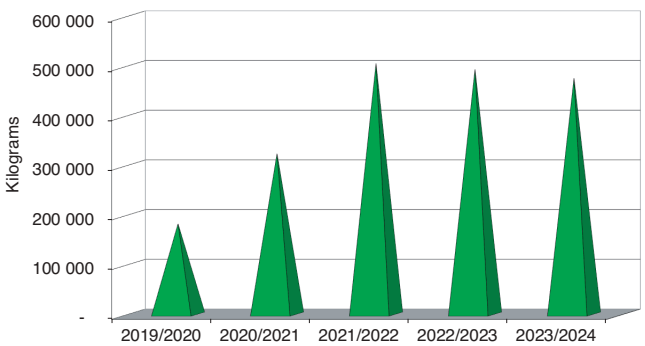
COMMERCIAL STORING

Fresh baby vegetables are air freighted to overseas destinations.

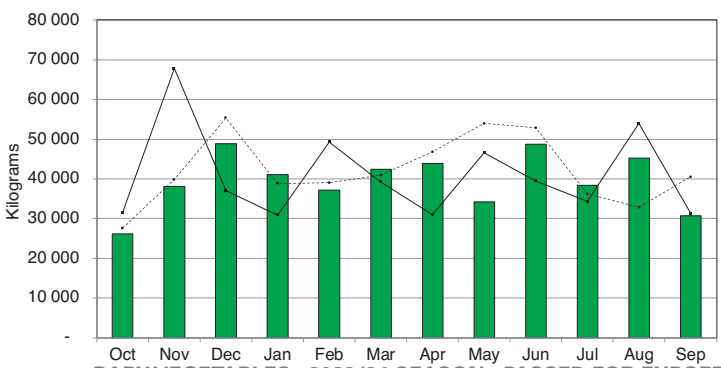
Refer to individual products for optimal storage specifications.



BABY VEGETABLES : 2023/24 SEASON - MAJOR DESTINATIONS



BABY VEGETABLES : PAST 5 SEASONS - PASSED FOR EXPORT



BABY VEGETABLES : 2023/24 SEASON - PASSED FOR EXPORT

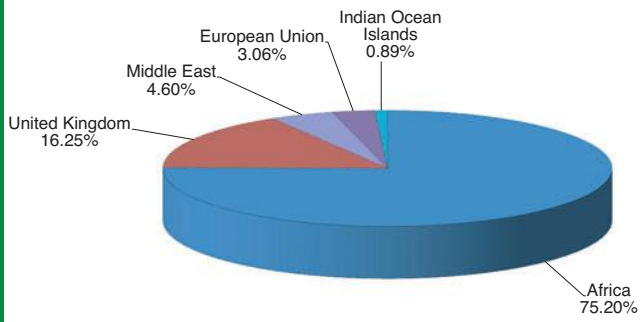
(– • – 2021/22 SEASON —■— 2022/23 SEASON)

EXPORT PRODUCTION AREAS

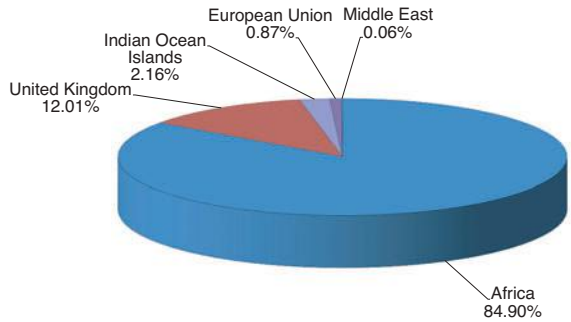
BEETROOT

FRESH VEGETABLES

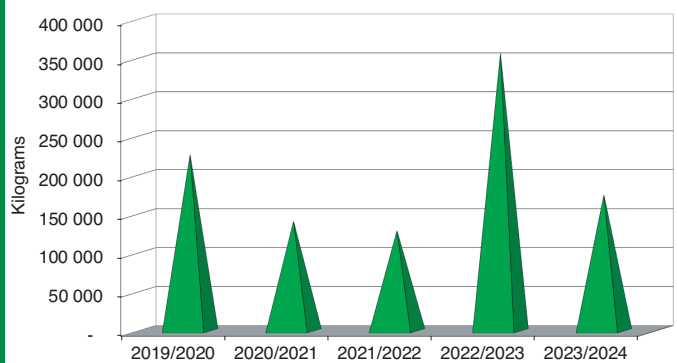
BEETROOT



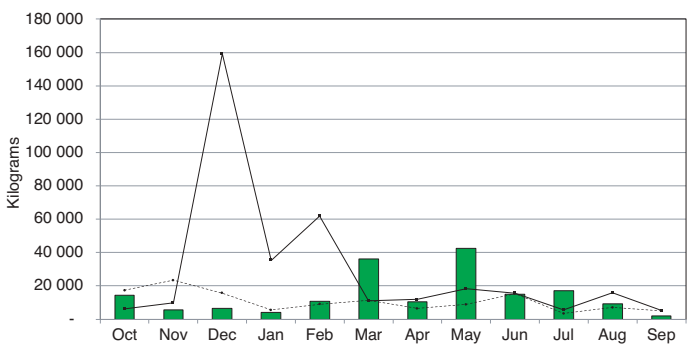
BEETROOT : PAST 5 YEARS - MAJOR DESTINATIONS



BEETROOT : 2023/24 SEASON - MAJOR DESTINATIONS



BEETROOT : PAST 5 SEASONS - PASSED FOR EXPORT



BEETROOT : 2023/24 SEASON - PASSED FOR EXPORT

(– • – 2021/22 SEASON —■— 2022/23 SEASON)

COMMERCIAL STORING

Optimum storage temp. 0,5°C
Optimum storage RH 95%
Optimum fresh air circulation (cubic m per hour – m^3h^1) 15

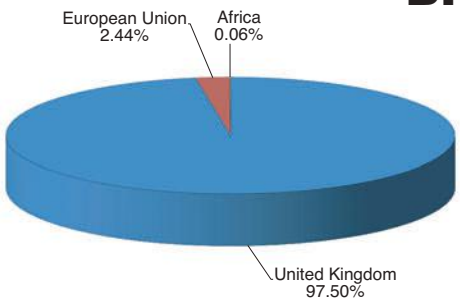
Root crops must be cooled quickly to below 5°C soon after harvest. High humidity conditions must be maintained to avoid desiccation and to retain freshness and crispness. Washing with chlorinated water will reduce decay during storage and transport. Removal of the tops will also result in less moisture loss and will allow for improved air circulation.

Freezing may be a severe risk and storage at plus 0,5°C is therefore recommended for South African export situations. Most of the root crops can be stored for very long periods if they are promptly cooled and adequate air circulation is applied to maintain a low temperature and a RH of approximately 95%.

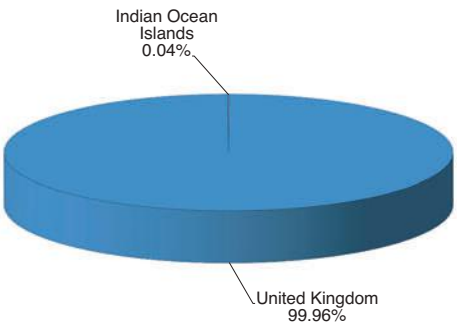
EXPORT PRODUCTION AREAS

FRESH VEGETABLES

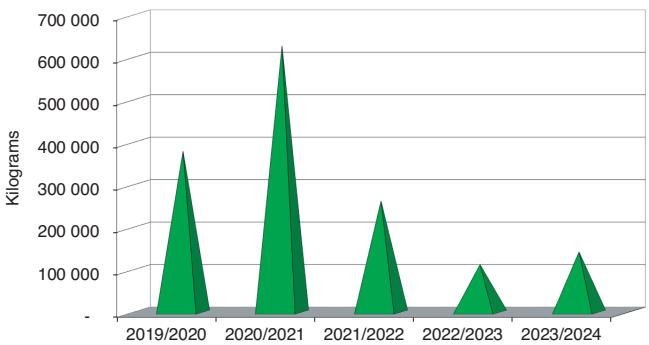
BRUSSELS SPROUTS



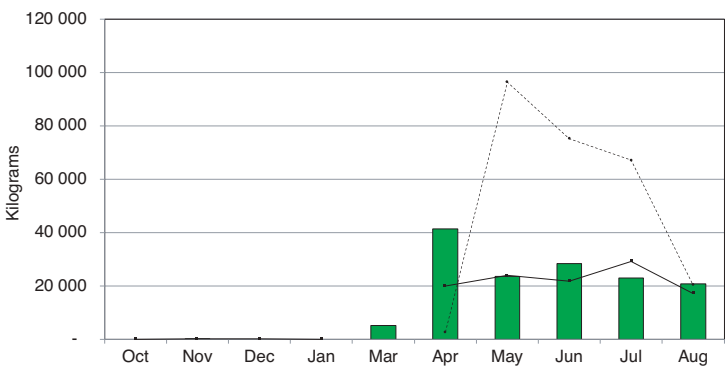
BRUSSELS SPROUTS : PAST 5 YEARS - MAJOR DESTINATIONS



BRUSSELS SPROUTS : 2023/24 SEASON - MAJOR DESTINATIONS



BRUSSELS SPROUTS : PAST 5 SEASONS - PASSED FOR EXPORT



BRUSSELS SPROUTS : 2023/24 SEASON - PASSED FOR EXPORT

(–•– 2021/22 SEASON —■— 2022/23 SEASON)

COMMERCIAL STORING

Optimum storage temp. 0,5°C
Optimum storage RH 100%
Optimum fresh air circulation (cubic m per hour – m^3h^{-1}) 15

The best storage temperature for leafy vegetables is 0,0°C, but a temperature of plus 0,5°C is recommended to avoid freezing damage. All leafy vegetables must be cooled quickly to below 2°C immediately after harvest. Moisture loss must be avoided at all times to retain crispness and freshness.

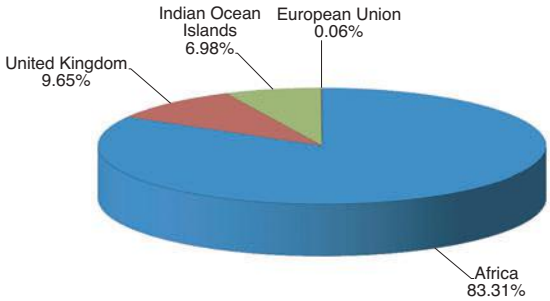
Free water or condensation must however be kept to the minimum to reduce decay. Adequate air movement and keeping the atmosphere absolutely free of ethylene is essential. All leafy vegetables respond favourably to CA storage. Brussels sprouts may be grown all over the country in winter, although results may be poor in subtropical areas compared to regions that have cool to cold winters.

EXPORT PRODUCTION AREAS

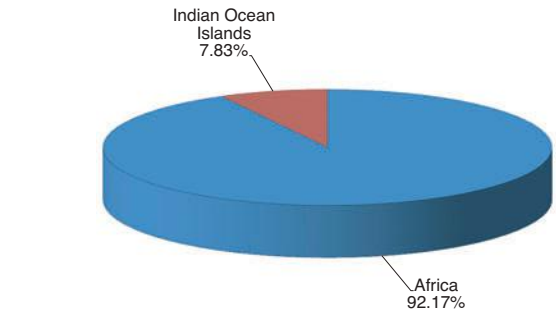
BROCCOLI

FRESH VEGETABLES

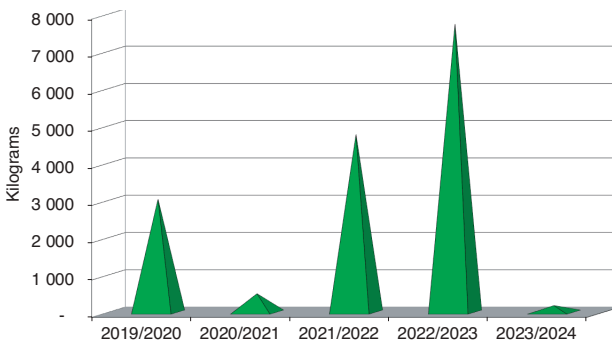
BROCCOLI



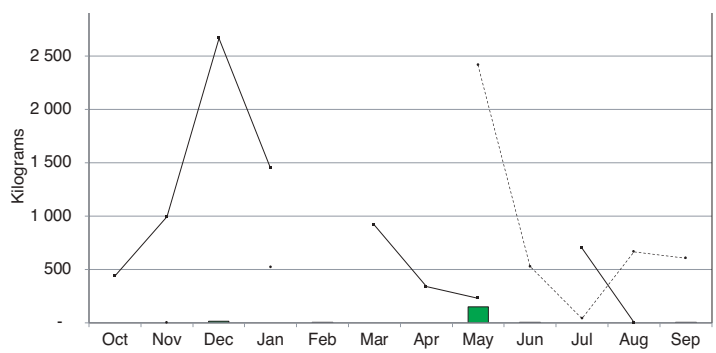
BROCCOLI : PAST 5 YEARS - MAJOR DESTINATIONS



BROCCOLI : 2023/24 SEASON - MAJOR DESTINATIONS



BROCCOLI : PAST 5 SEASONS - PASSED FOR EXPORT



BROCCOLI : 2023/24 SEASON - PASSED FOR EXPORT

(– • – 2021/22 SEASON —■— 2022/23 SEASON)

COMMERCIAL STORING

Optimum storage temp. 0,5°C
Optimum storage RH 95%
Optimum fresh air circulation (cubic m per hour – m^3h^1) 15

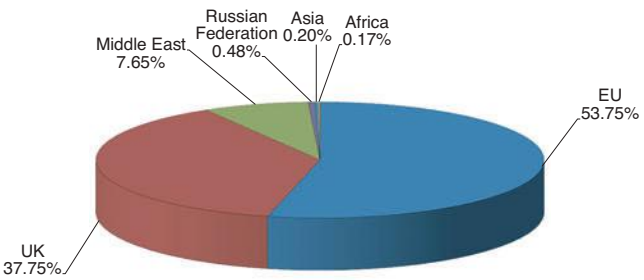
It must be noted that leafy vegetables store best at 0,0°C. The optimum carrying temperatures are given as plus 0,5°C to reduce the danger of freezing. All leafy vegetables must be cooled quickly to below 2°C immediately after harvest.

Moisture loss must be avoided at all times to retain crispness and freshness. Free water or condensation must however be kept to the minimum to reduce decay. Adequate air movement and keeping the atmosphere absolutely free of ethylene is essential. All leafy vegetables respond favourably to CA storage. Broccoli is a cool climate crop and grows best when temperatures fluctuate between 14°C to 20°C. As a result, Broccoli is generally produced in South Africa during winter and early spring.

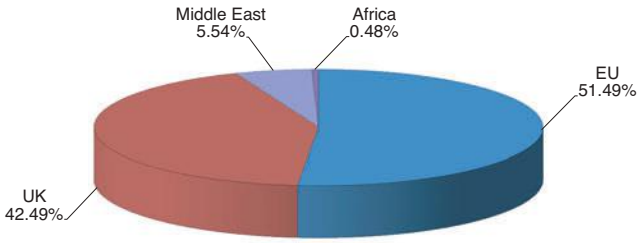
EXPORT PRODUCTION AREAS

FRESH VEGETABLES

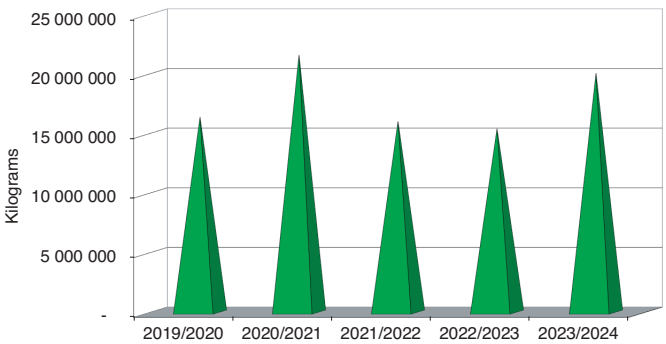
BUTTERNUT SQUASH



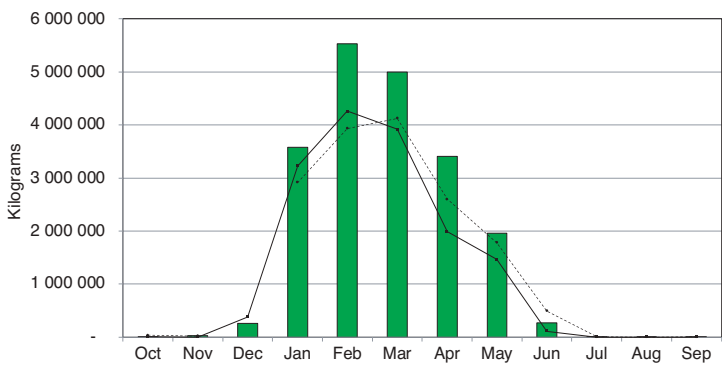
BUTTERNUT SQUASH : PAST 5 YEARS - MAJOR DESTINATIONS



BUTTERNUT SQUASH : 2023/24 SEASON - MAJOR DESTINATIONS

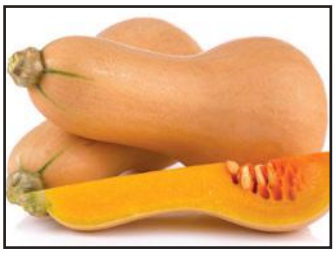


BUTTERNUT SQUASH : PAST 5 SEASONS - PASSED FOR EXPORT



BUTTERNUT SQUASH : 2023/24 SEASON - PASSED FOR EXPORT

(– • – 2021/22 SEASON —■— 2022/23 SEASON)



COMMERCIAL STORING

Optimum storage temp.
11°C to 13°C

Optimum storage RH 95%

Optimum fresh air circulation (cubic m per hour – m^3h^{-1})
15 to 25

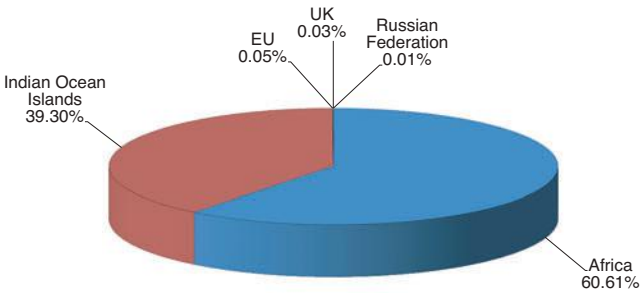
Most of the pumpkin types and squashes can be stored for long periods at ambient temperatures provided it is kept dry at all times. Chilling injury may, however, result if the product temperature drops below 10°C. Careful handling and proper curing will also reduce losses and extend storage life.

Butternut squash is an important summer crop grown by small-holder irrigation farmers in South Africa and is increasing in popular-ity because production and keep-ing quality are good and sunburn is not a major problem. The har-vested fruit is hardy and can be left on the land for a month or two. Squash is mainly grown in the Mpumalanga Highveld and Lowveld, and also in the Vaal re-gion of Gauteng.

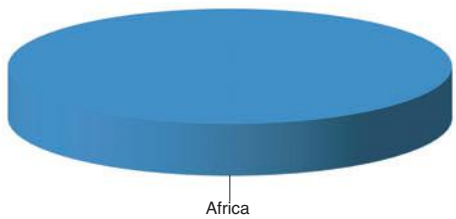
EXPORT PRODUCTION AREAS

FRESH VEGETABLES

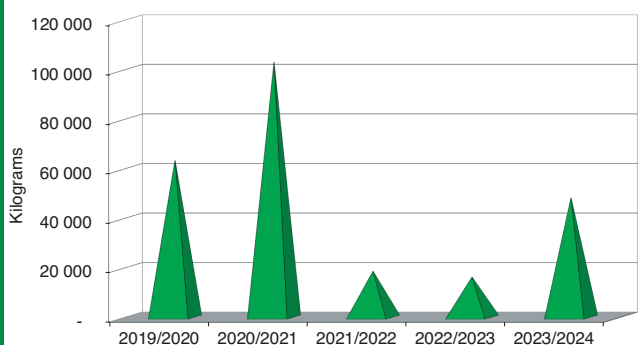
CABBAGE



CABBAGE : PAST 5 YEARS - MAJOR DESTINATIONS



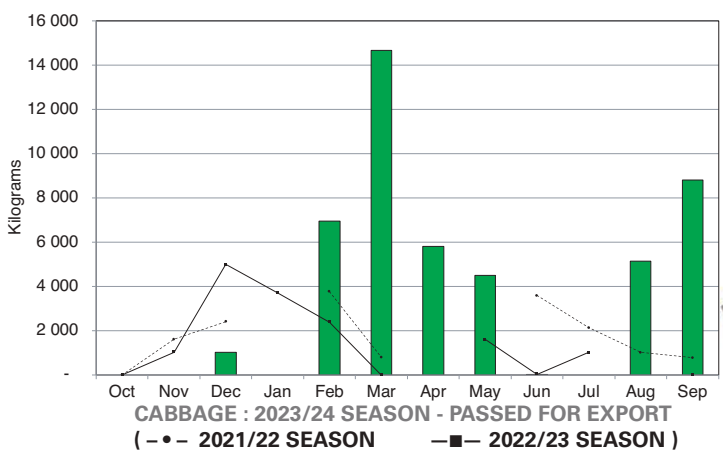
CABBAGE : 2023/24 SEASON - MAJOR DESTINATIONS



CABBAGE : PAST 5 SEASONS - PASSED FOR EXPORT

COMMERCIAL STORING
Optimum storage temp. 0,5°C
Optimum storage RH 100%
Optimum fresh air circulation (cubic m per hour – m^3h^{-1}) 15

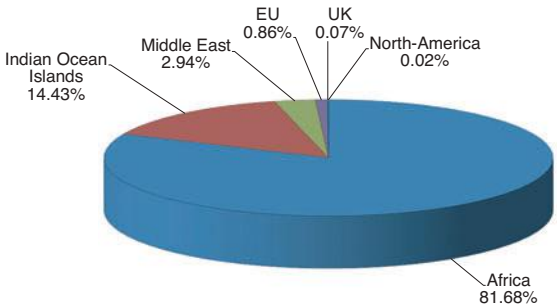
The best storage temperature for leafy vegetables is 0,0°C, but a temperature of plus 0,5°C is recommended to avoid freezing damage. All leafy vegetables must be cooled quickly to below 2°C immediately after harvest. Moisture loss must be avoided at all times to retain crispness and freshness. Free water or condensation must however be kept to the minimum to reduce decay. Adequate air movement and keeping the atmosphere absolutely free of ethylene is essential. All leafy vegetables respond favourably to CA storage. Cabbage is one of the most popular vegetables in South Africa and is grown country-wide. Most commercial production is concentrated in Mpuma-langa and the Camperdown and Greytown districts of KwaZulu-Natal.



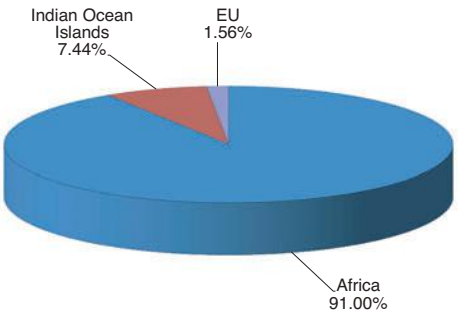
CABBAGE : 2023/24 SEASON - PASSED FOR EXPORT
(–•– 2021/22 SEASON —■— 2022/23 SEASON)

FRESH VEGETABLES

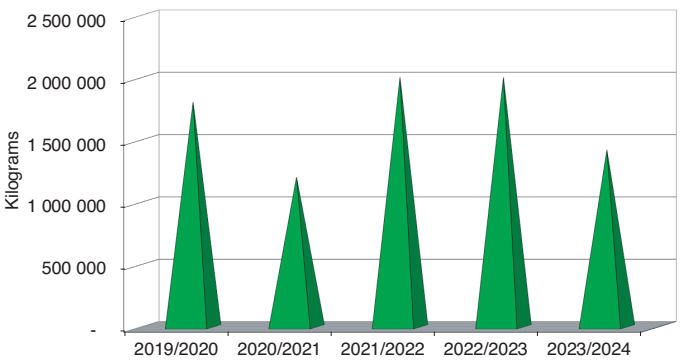
CARROTS



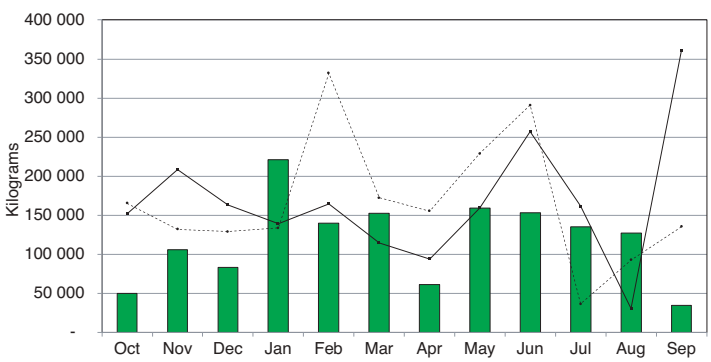
CARROTS : PAST 5 YEARS - MAJOR DESTINATIONS



CARROTS : 2023/24 SEASON - MAJOR DESTINATIONS

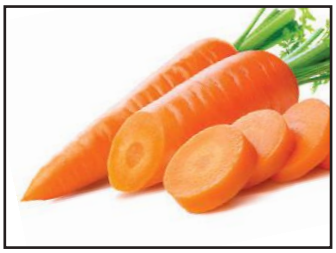


CARROTS : PAST 5 SEASONS - PASSED FOR EXPORT



CARROTS : 2023/24 SEASON - PASSED FOR EXPORT

(–•– 2021/22 SEASON —■— 2022/23 SEASON)



COMMERCIAL STORING

Optimum storage temp.
0,5°C to 3,0°C
Optimum storage RH 95%
Optimum fresh air circulation (cubic m per hour – m^3h^1) 15

Root crops must be cooled quickly to below 5°C soon after harvest. High humidity conditions must be maintained to avoid desiccation and to retain freshness and crispness. Washing with chlorinated water will reduce decay during storage and transport. Removal of the tops will also result in less moisture loss and will allow for improved air circulation. All root crops store best at 0,0°C but freezing may be a severe risk.

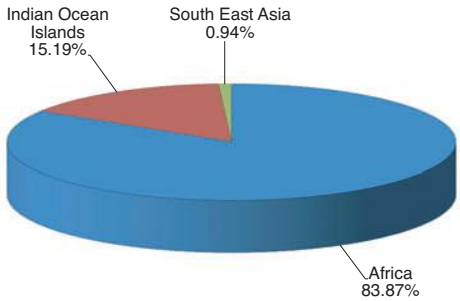
Storage at plus 0,5°C is therefore recommended for South African export situations. **Carrots become bitter if stored warmer than 4°C.** Most of the root crops can be stored for very long periods if they are promptly cooled and adequate air circulation is applied to maintain a low temperature and a RH of approximately 95%. Carrots are grown all over South Africa and particularly near urban areas.

EXPORT PRODUCTION AREAS

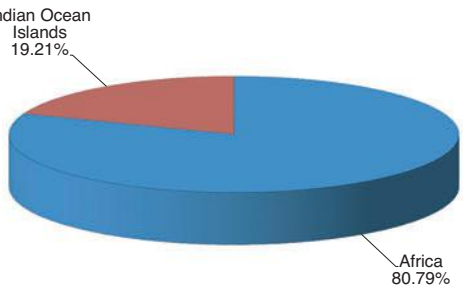
CAULIFLOWER

FRESH VEGETABLES

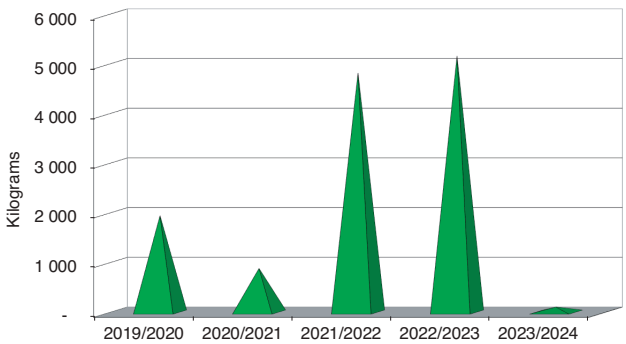
CAULIFLOWER



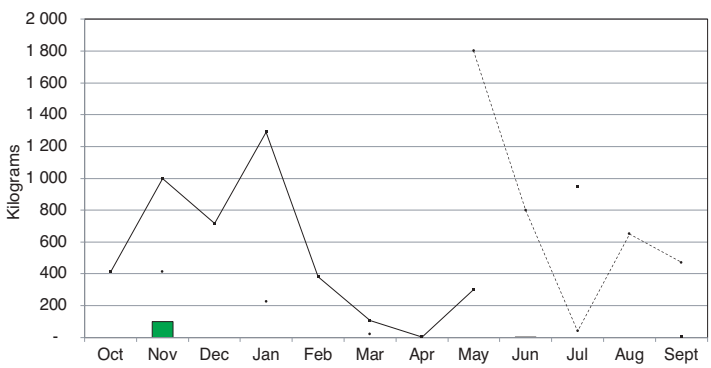
CAULIFLOWER : PAST 5 YEARS - MAJOR DESTINATIONS



CAULIFLOWER : 2023/24 SEASON - MAJOR DESTINATIONS



CAULIFLOWER : PAST 5 SEASONS - PASSED FOR EXPORT



CAULIFLOWER : 2023/24 SEASON - PASSED FOR EXPORT

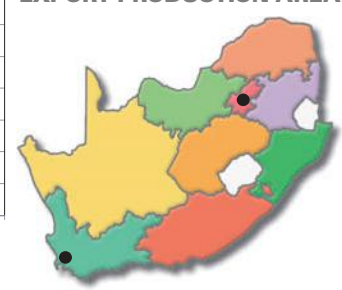
(–•– 2021/22 SEASON —■— 2022/23 SEASON)

COMMERCIAL STORING

Optimum storage temp. 0,5°C
Optimum storage RH 100%
Optimum fresh air circulation (cubic m per hour – m^3h^1) 15

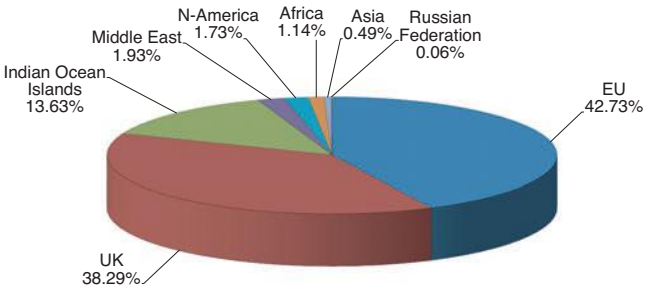
The best storage temperature for leafy vegetables is 0,0°C, but a temperature of plus 0,5°C is recommended to avoid freezing damage. All leafy vegetables must be cooled quickly to below 2°C immediately after harvest. Moisture loss must be avoided at all times to retain crispness and freshness. Free water or condensation must however be kept to the minimum to reduce decay. Adequate air movement and keeping the atmosphere absolutely free of ethylene is essential. All leafy vegetables respond favourably to CA storage. Cauliflower performs and grows well in most parts of the country, ranging from Brits and Marble Hall, the central Free State, cool Lowveld areas, Eastern Free State, Gauteng, Mpumalanga Highveld, KwaZulu-Natal coastal area, KwaZulu-Natal interior, Eastern Cape, Limpopo (Marble Hall and Groblersdal), North West, Northern Cape, Western Cape, warm Lowveld areas, Southern Cape, Polokwane and Dendron.

EXPORT PRODUCTION AREAS

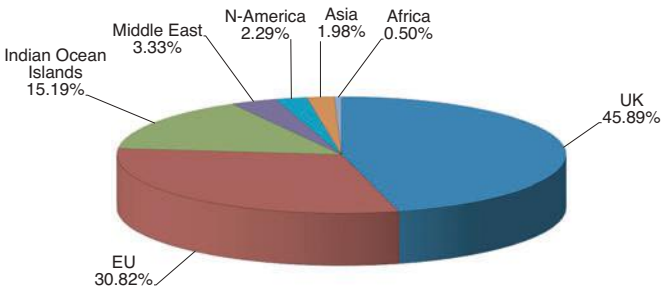


FRESH VEGETABLES

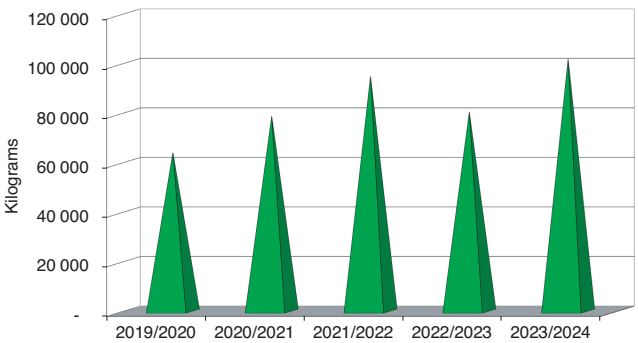
CHILLIES



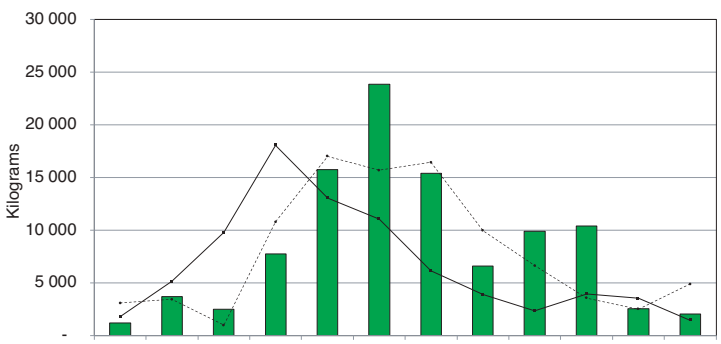
CHILLIES : PAST 5 YEARS - MAJOR DESTINATIONS



CHILLIES : 2023/24 SEASON - MAJOR DESTINATIONS



CHILLIES : PAST 5 SEASONS - PASSED FOR EXPORT



CHILLIES : 2023/24 SEASON - PASSED FOR EXPORT

(– • – 2021/22 SEASON —■— 2022/23 SEASON)

COMMERCIAL STORING

Optimum storage temp.
8.0°C to 12°C

Optimum storage RH 95%

Optimum fresh air circulation (cubic m per hour – m^3h^{-1}) 15

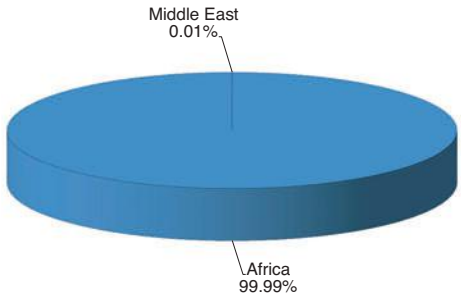
Chillies are harvested for use as green vegetables when they are fully mature but change colour from green to red as they age. Fresh green chillies are only occasionally cold stored. This crop is grown in different parts of South Africa along with a large variety of other vegetable and field crops on individual farms, namely Gauteng (in the highveld and lowveld areas), Northern Cape, Eastern Cape, Western Cape, Limpopo and KwaZulu-Natal.

EXPORT PRODUCTION AREAS

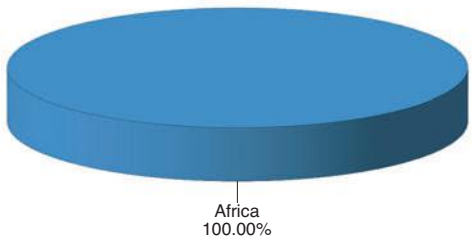
CUCUMBERS

FRESH VEGETABLES

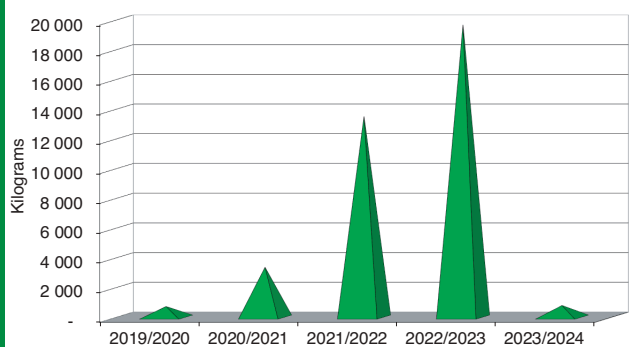
CUCUMBERS



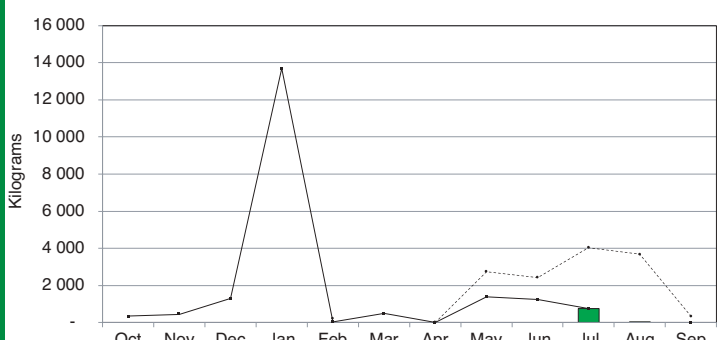
CUCUMBERS : PAST 5 YEARS - MAJOR DESTINATIONS



CUCUMBERS : 2023/24 SEASON - MAJOR DESTINATIONS



CUCUMBERS : PAST 5 SEASONS - PASSED FOR EXPORT



CUCUMBERS : 2023/24 SEASON - PASSED FOR EXPORT

(–•– 2021/22 SEASON —■— 2022/23 SEASON)

COMMERCIAL STORING

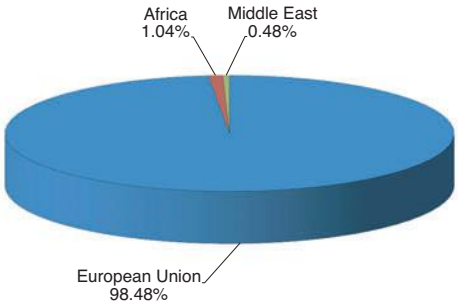
Optimum storage temp. 8.0°C
Optimum storage RH 95%
Optimum fresh air circulation (cubic m per hour – m^3h^{-1}) 15

Cucumbers will very rapidly loose moisture, crispness and flavour when stored at a low humidity or a high temperature. These losses will set in within an hour after picking. Prompt cooling is required to maintain quality but chilling injury will develop below 7°C. When picked at the correct maturity, handled and cooled correctly, cucumbers can be stored for ±10 days. Continuous fresh air ventilation to keep the atmosphere free from ethylene will reduce yellowing and loss of flavour. Shrivelling will be less when stored at a RH of 95% but free water on the cucumber will result in decay. Careful handling and maintenance of the cold chain is absolutely essential.Cucumbers are grown all over South Africa and particularly near urban areas.

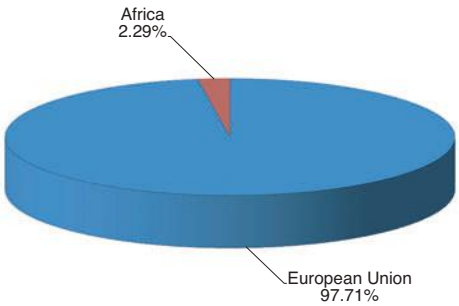
EXPORT PRODUCTION AREAS

FRESH VEGETABLES

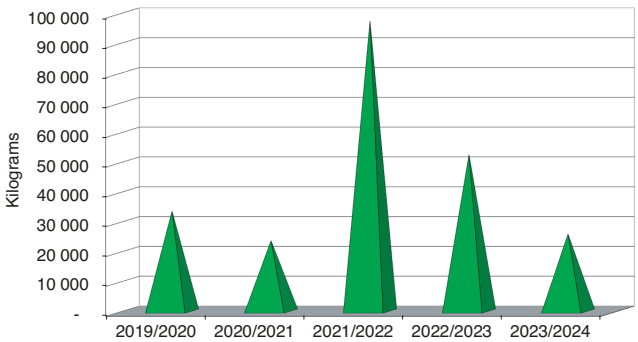
GARLIC



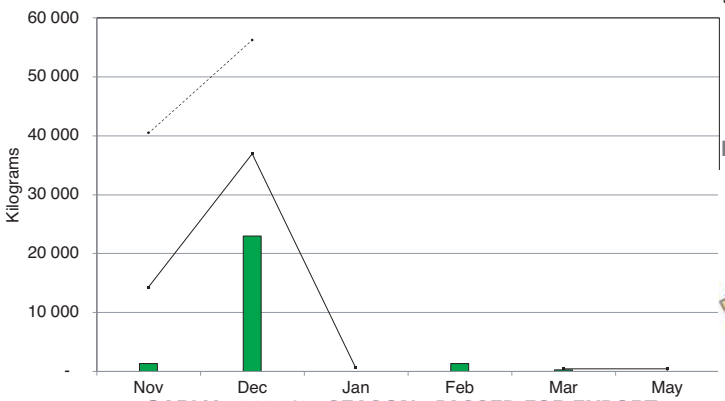
GARLIC : PAST 5 YEARS - MAJOR DESTINATIONS



GARLIC : 2023/24 SEASON - MAJOR DESTINATIONS



GARLIC : PAST 5 SEASONS - PASSED FOR EXPORT



GARLIC : 2023/24 SEASON - PASSED FOR EXPORT

(– • – 2021/22 SEASON —■— 2022/23 SEASON)

COMMERCIAL STORING

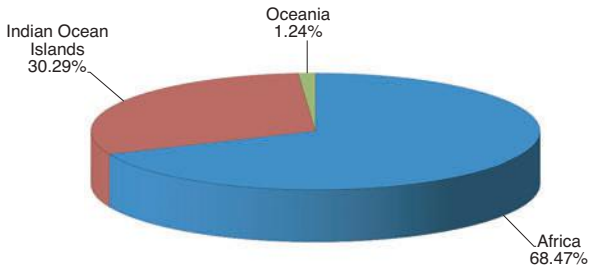
Optimum storage temp.
0,5°C to 20°C with a min. of 0°C
Optimum storage RH 70%
Optimum fresh air circulation (cubic m per hour – m^3h^1) Max.

Many factors such as growing conditions, climate prior to, during and after harvesting, cultivar and storage conditions will influence storage quality. Garlic must be properly cured and dried before storage. Condensation should never form on or between the dry outer leaves as this will result in the black sooty blotch fungus growth.

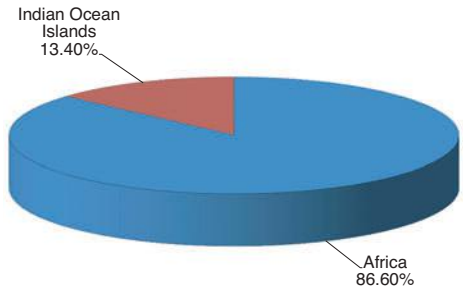
A high rate of air circulation and maintenance of a 70% RH is absolutely essential. An increased RH will result in root growth and loss of brittleness of the outer leaves. High temperatures will result in an increase in decay and also sprouting. Cooling however should only be applied 7 to 10 days after lifting to allow proper curing at warmer temperatures. High rates of air circulation are required immediately after storage at 0°C to remove all condensation. Garlic should never be stored with other produce as this results in severe tainting.

EXPORT PRODUCTION AREAS

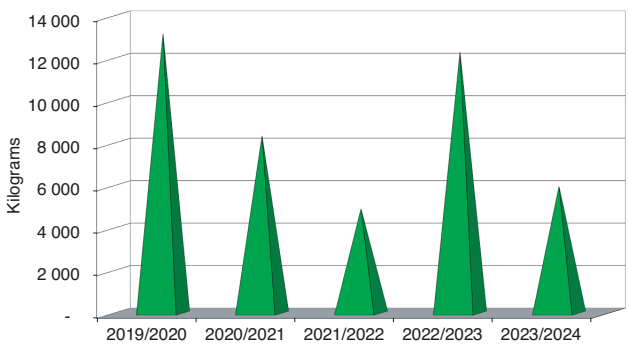
FRESH VEGETABLES
LETTUCE



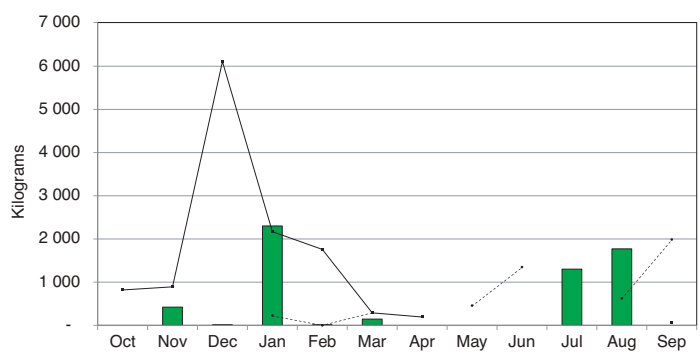
LETTUCE : PAST 5 YEARS - MAJOR DESTINATIONS



LETTUCE : 2023/24 SEASON - MAJOR DESTINATIONS



LETTUCE : PAST 5 SEASONS - PASSED FOR EXPORT



LETTUCE : 2023/24 SEASON - PASSED FOR EXPORT
(– • – 2021/22 SEASON —■— 2022/23 SEASON)

COMMERCIAL STORING

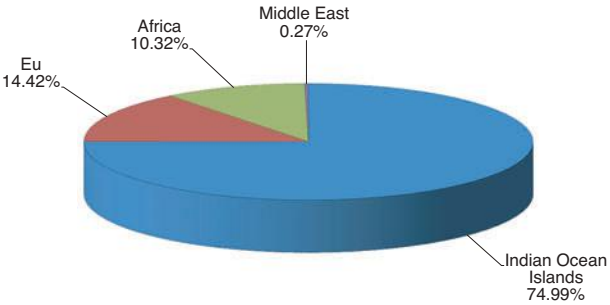
Optimum storage temp. 0,5°C
Optimum storage RH 100%
Optimum fresh air circulation (cubic m per hour – m^3h^{-1}) 15

The best storage temperature for leafy vegetables is 0,0°C, but a temperature of plus 0,5°C is recommended to avoid freezing damage. All leafy vegetables must be cooled quickly to below 2°C immediately after harvest. Moisture loss must be avoided at all times to retain crispness and freshness. Free water or condensation must however be kept to the minimum to reduce decay. Adequate air movement and keeping the atmosphere absolutely free of ethylene is essential. All leafy vegetables respond favourably to CA storage. Lettuce is grown all over South Africa and particularly near urban areas.

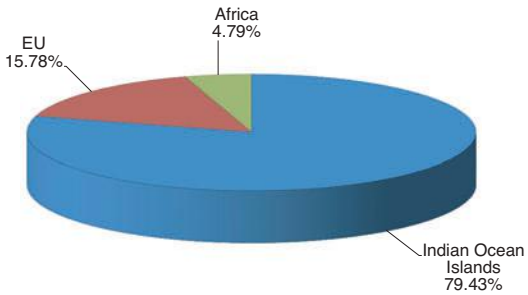
EXPORT PRODUCTION AREAS

FRESH VEGETABLES

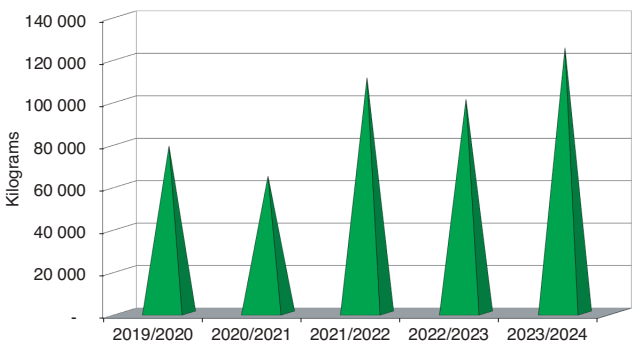
MUSHROOMS



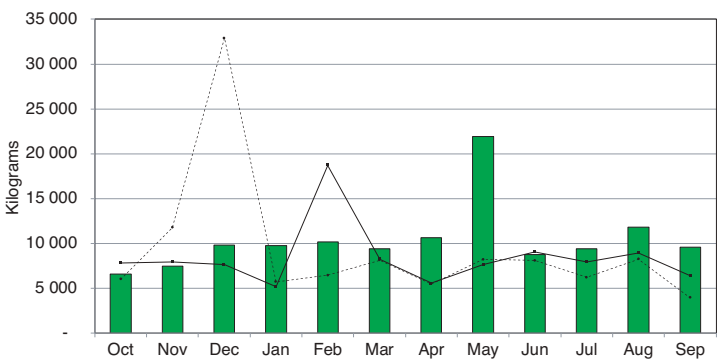
MUSHROOMS : PAST 5 YEARS - MAJOR DESTINATIONS



MUSHROOMS : 2023/24 SEASON - MAJOR DESTINATIONS



MUSHROOMS : PAST 5 SEASONS - PASSED FOR EXPORT



MUSHROOMS : 2023/24 SEASON - PASSED FOR EXPORT

(– • – 2021/22 SEASON —■— 2022/23 SEASON)

COMMERCIAL STORING

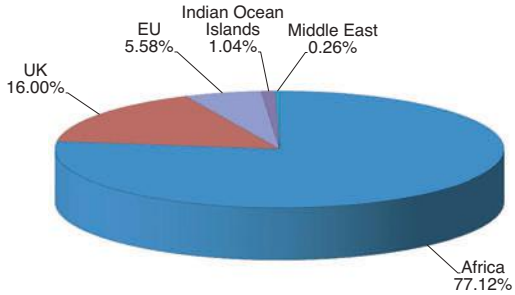
Optimum storage temp. 0°C
Optimum storage RH 70%
Optimum fresh air circulation (cubic m per hour – m^3h^{-1}) 15

Mushrooms can only be stored for a couple of days, but this will depend on handling practices and rate of cooling. At 0°C the expected storage life is approximately 5 days, but is reduced to only 1 day at 10°C. Moisture loss is also a big problem and apart from maintaining a 95% RH, it is highly recommended to pack mushrooms in poly liners prior to storage. Condensation, however, must never form as this will result in decay and blackening of the mushroom.

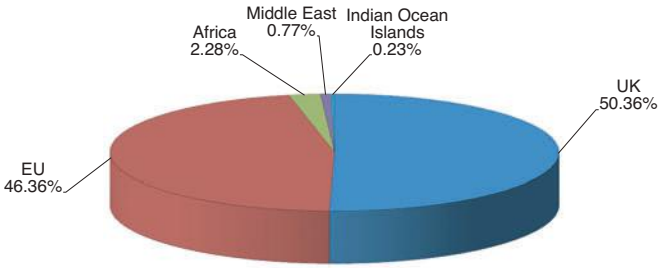
EXPORT PRODUCTION AREAS

FRESH VEGETABLES

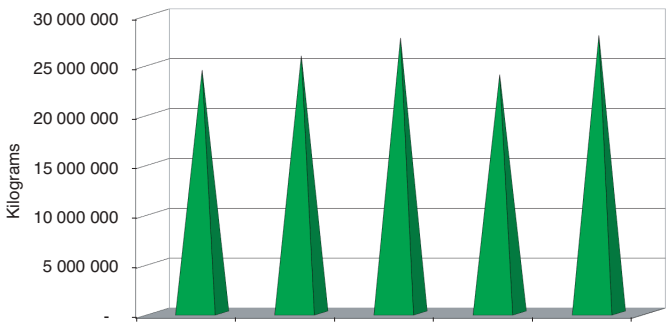
ONIONS



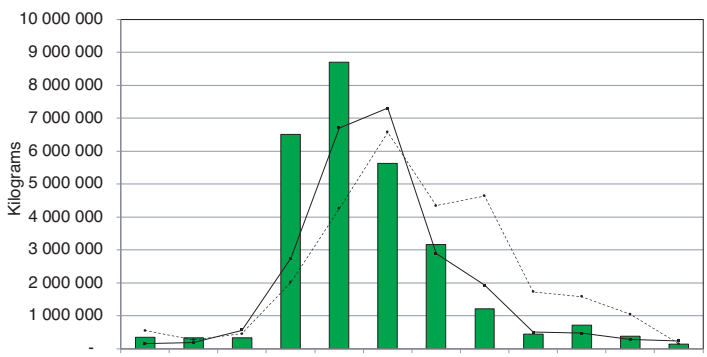
ONIONS : PAST 5 YEARS - MAJOR DESTINATIONS



ONIONS : 2023/24 SEASON - MAJOR DESTINATIONS



ONIONS : PAST 5 SEASONS - PASSED FOR EXPORT



ONIONS : 2023/24 SEASON - PASSED FOR EXPORT

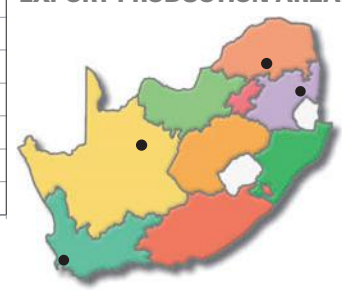
(– • – 2021/22 SEASON —■— 2022/23 SEASON)

COMMERCIAL STORING

Optimum storage temp.
0,5°C to 20°C with a min. of 0°C.
Optimum storage RH 70%
Optimum fresh air circulation (cubic m per hour – m^3h^1) Max.

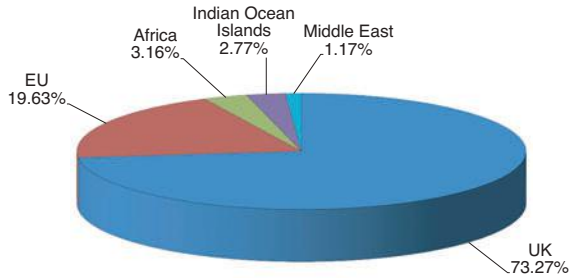
Growing conditions, climate prior to, during and after harvesting, cultivar and storage conditions will influence storage quality. Onions must be properly cured and dried before storage. Condensation should never form on or between the dry outer leaves as this will result in the black sooty blotch fungus growth. A high rate of air circulation and maintenance of a 70% RH is absolutely essential. An increased RH will result in root growth and loss of brittleness of the outer leaves. High temperatures will result in an increase in decay and also sprouting. Cooling however should only be applied 7 to 10 days after lifting to allow proper curing at warmer temperatures. Onions can also be shipped ventilated but quality requirements and voyage conditions must be considered. A shipping temperature of 16°C at a reduced RH, results in least quality losses provided the onions are ventilated immediately after discharge. High rates of air circulation are required immediately after storage at 0°C to remove all condensation. Onions should never be stored with other produce as this results in severe tainting.

EXPORT PRODUCTION AREAS

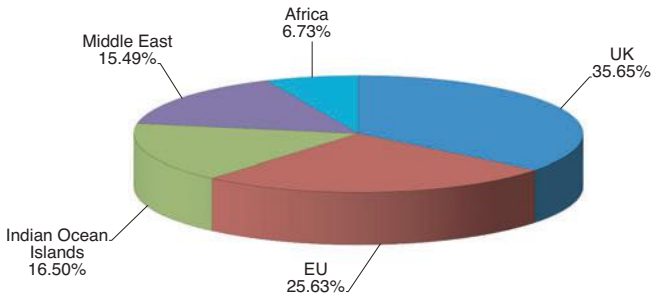


FRESH VEGETABLES

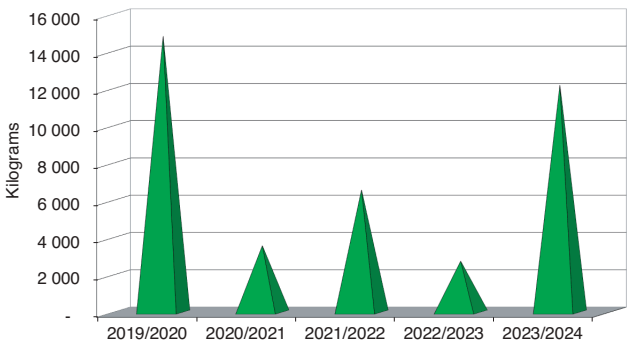
PATTY PAN SQUASH



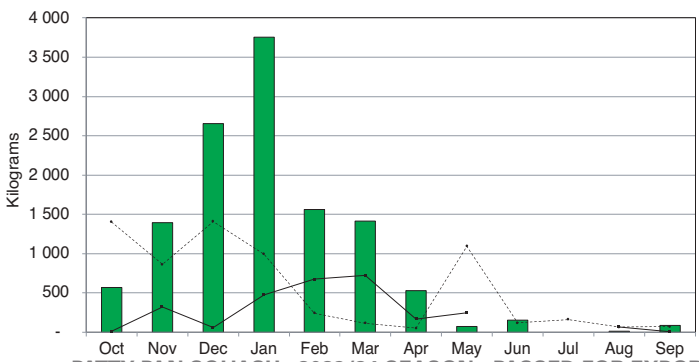
PATTY PAN SQUASH : PAST 5 YEARS - MAJOR DESTINATIONS



PATTY PAN SQUASH : 2023/24 SEASON - MAJOR DESTINATIONS



PATTY PAN SQUASH : PAST 5 SEASONS - PASSED FOR EXPORT



PATTY PAN SQUASH : 2023/24 SEASON - PASSED FOR EXPORT

(–•– 2021/22 SEASON —■— 2022/23 SEASON)

COMMERCIAL STORING

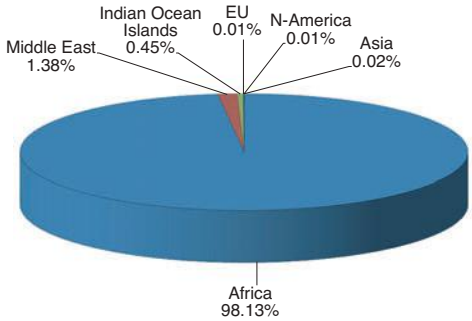
Optimum storage temp.
11°C to 13°C
Optimum storage RH 95%
Optimum fresh air circulation (cubic m per hour – m^3h^{-1})
15 to 25

Most of the pumpkin types and squashes can be stored for long periods at ambient temperatures provided it is kept dry at all times. Chilling injury may, however, result if the product temperature drops below 10°C. Careful handling and proper curing will also reduce losses and extend storage life. Squashes are mainly grown in the Mpumalanga Highveld, Mpumalanga Lowveld, Gauteng's Vaal river region and the Northern Free State.

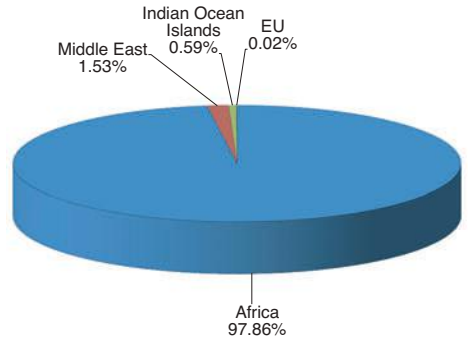
EXPORT PRODUCTION AREAS

POTATOES

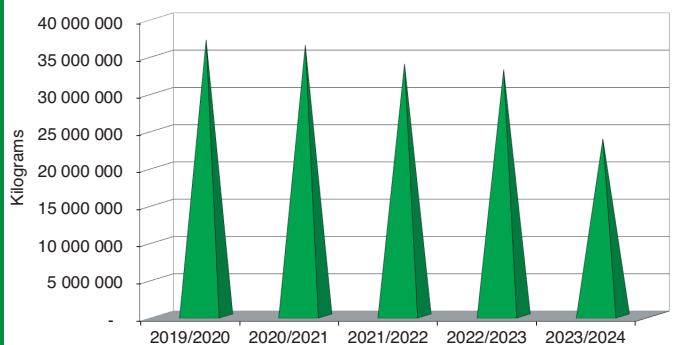
FRESH VEGETABLES
POTATOES



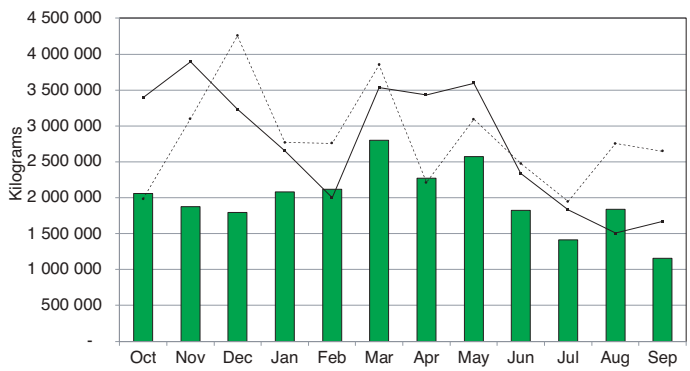
POTATOES : PAST 5 YEARS - MAJOR DESTINATIONS



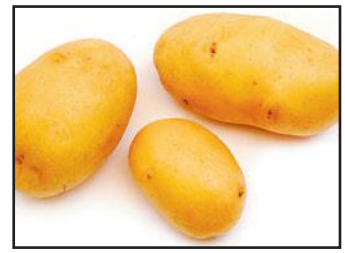
POTATOES : 2023/24 SEASON - MAJOR DESTINATIONS



POTATOES : PAST 5 SEASONS - PASSED FOR EXPORT



POTATOES : 2023/24 SEASON - PASSED FOR EXPORT
(– • – 2021/22 SEASON —■— 2022/23 SEASON)



COMMERCIAL STORING

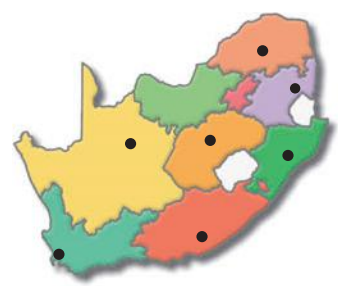
Optimum storage temp.
Eating potatoes
5,5ºC (4,5ºC min. for up to 7 days)
Processing
12,0ºC (French fries, chips)
Seed potatoes
2,0ºC

Optimum storage RH 95%
Optimum fresh air circulation (cubic m per hour – m^3h^{-1}) 15-25

The potato is a tuber and botanically a shoot with growth buds. These buds will die if stored too long at too low a temperature or when exposed to ethylene gas in the storage atmos-phere. Being a shoot, it turns green due to chlorophyll formation. This process is associated with the formation of an alkaloid that gives the potato a bitter taste and is also poisonous when taken in large quantities.

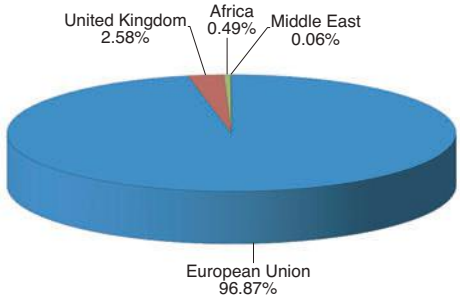
Potatoes must be packed in knitted bags if the voyage exceeds 10 days. Ventilated transport can be used if the voyage is less than 10 days provided that the potatoes are not stored in sea containers for more than 4 days prior to or after the voyage.

EXPORT PRODUCTION AREAS

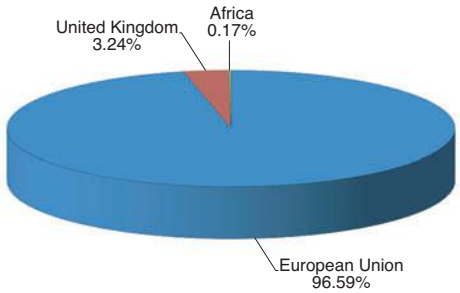


FRESH VEGETABLES

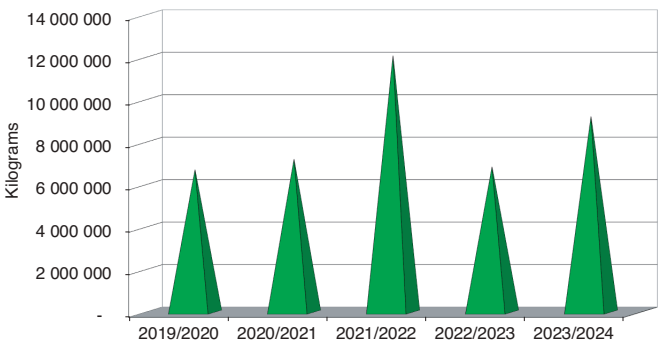
PUMPKINS



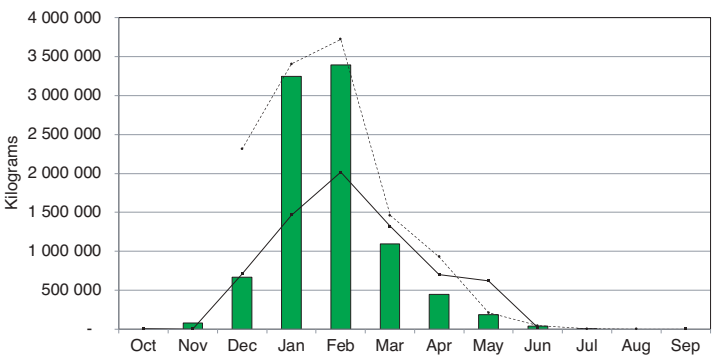
PUMPKINS : PAST 5 YEARS - MAJOR DESTINATIONS



PUMPKINS : 2023/24 SEASON - MAJOR DESTINATIONS



PUMPKINS : PAST 5 SEASONS - PASSED FOR EXPORT



PUMPKINS : 2023/24 SEASON - PASSED FOR EXPORT

(– • – 2021/22 SEASON —■— 2022/23 SEASON)

COMMERCIAL STORING

Optimum storage temp.
11°C to 13°C
Optimum storage RH 95%
Optimum fresh air circulation (cubic m per hour – m^3h^{-1})
15 to 25

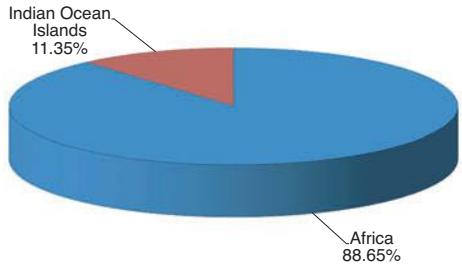
Most of the pumpkin types and squashes can be stored for long periods at ambient temperatures provided it is kept dry at all times. Chilling injury may, however, result if the product temperature drops below 10°C. Careful handling and proper curing will also reduce losses and extend storage life. Pumpkins are produced on a large scale in the Mpumalanga Highveld and Lowveld; Vryburg in North West; Western Cape and Vereeniging in Gauteng.

EXPORT PRODUCTION AREAS

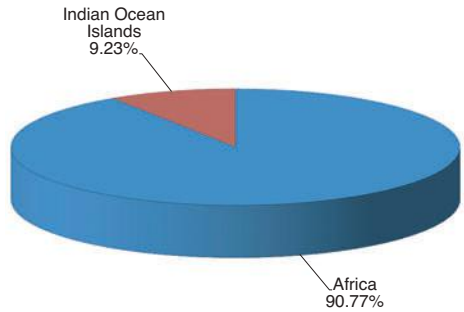
SWEET PEPPERS

FRESH VEGETABLES

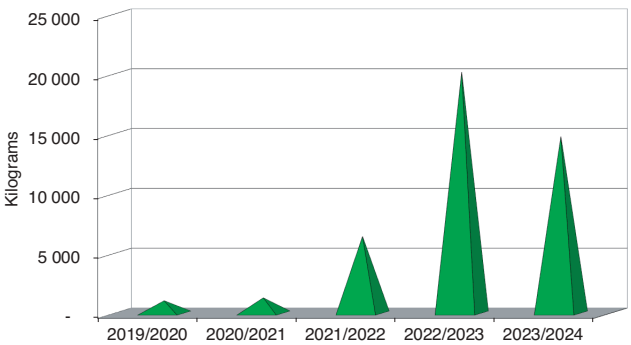
SWEET PEPPERS



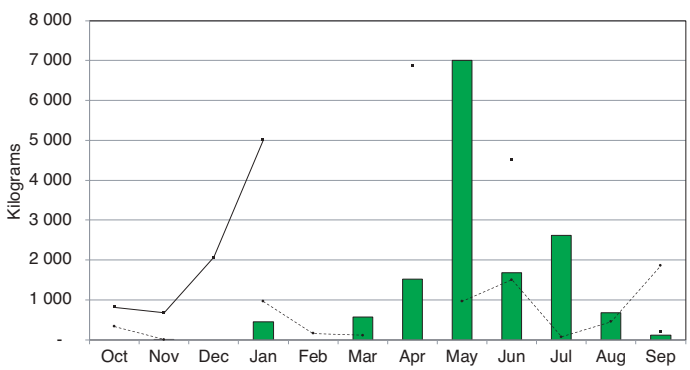
SWEET PEPPERS : PAST 5 YEARS - MAJOR DESTINATIONS



SWEET PEPPERS : 2023/24 SEASON - MAJOR DESTINATIONS



SWEET PEPPERS : PAST 5 SEASONS - PASSED FOR EXPORT



SWEET PEPPERS : 2023/24 SEASON - PASSED FOR EXPORT

(– • – 2021/22 SEASON —■— 2022/23 SEASON)

COMMERCIAL STORING

Optimum storage temp. 8.5°C
Optimum storage RH 95%
Optimum fresh air circulation (cubic m per hour – m^3h^{-1}) 15

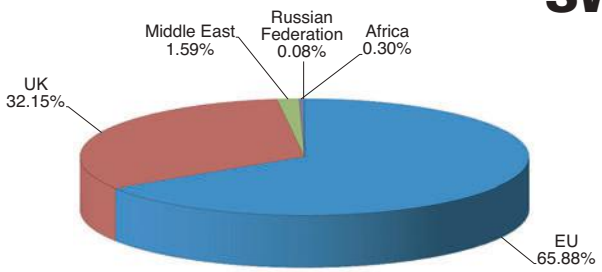
All peppers (green, yellow, red etc.) are very temperature sensitive. Peppers develop chilling injury when stored for short periods at 7,5°C and will show signs of senescence when stored above 10°C. The RH in the storage atmosphere must be 95% to reduce moisture and quality loss but no condensation must take place.

Plenty of air movement is required to remove heat of respiration and ethylene produced. Accumulation of ethylene in the atmosphere will result in discolouration and senescence. Polyliners or over wraps may be used to reduce moisture loss. Peppers must never be stored with any other produce as it will severely taint such produce. Sweet peppers are grown in different parts of South Africa along with a large variety of other vegetable and field crops in Gauteng (highveld and lowveld), Northern Cape, Eastern Cape, Western Cape, Limpopo and KwaZulu-Natal.

EXPORT PRODUCTION AREAS

FRESH VEGETABLES

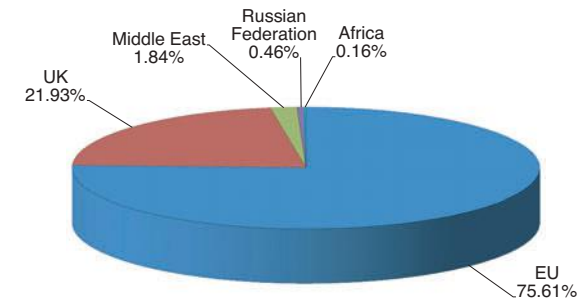
SWEET POTATOES



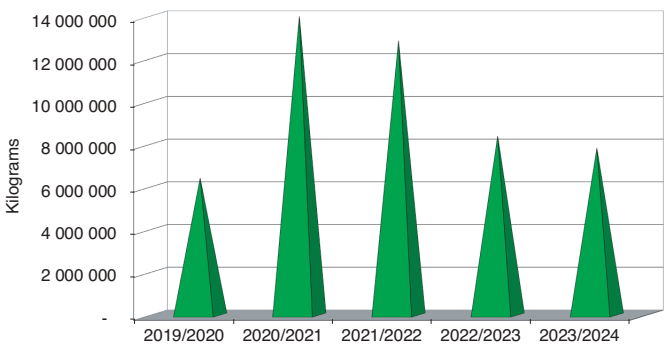
SWEET POTATOES : PAST 5 YEARS - MAJOR DESTINATIONS

COMMERCIAL STORING
Optimum storage temp. 14°C
Optimum storage RH 95%
Optimum fresh air circulation (cubic m per hour – m^3h^{-1}) 15

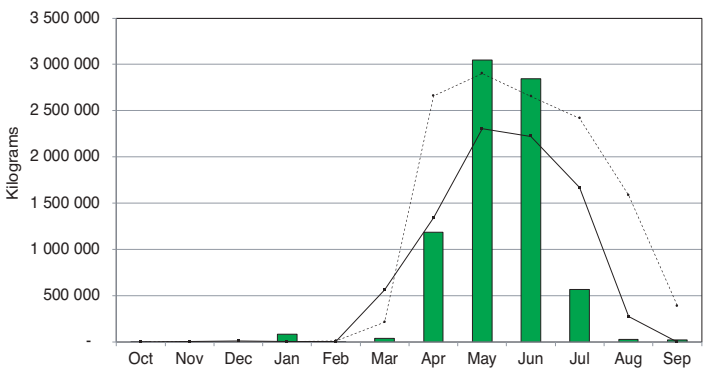
Sweet potatoes must be properly cured before storage, and moisture of condensation must never be allowed to form. Adequate air circulation is required to keep the product dry and to remove respiration heat. Chilling injury will develop after only a few hours at 9°C and sprouting develops at temperatures above 14°C. Handling always causes injuries and this will result in decay. Sweet potatoes must therefore be handled carefully and be packed in strong containers. Some curing should be allowed after packing to reduce decay during transit.



SWEET POTATOES : 2023/24 SEASON - MAJOR DESTINATIONS



SWEET POTATOES : PAST 5 SEASONS - PASSED FOR EXPORT

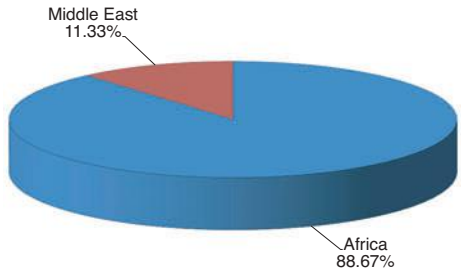


SWEET POTATOES : 2023/24 SEASON - PASSED FOR EXPORT
(– • – 2021/22 SEASON —■— 2022/23 SEASON)

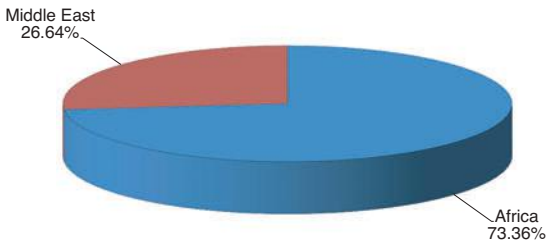
EXPORT PRODUCTION AREAS

TOMATOES

FRESH VEGETABLES
TOMATOES



TOMATOES : PAST 5 YEARS - MAJOR DESTINATIONS



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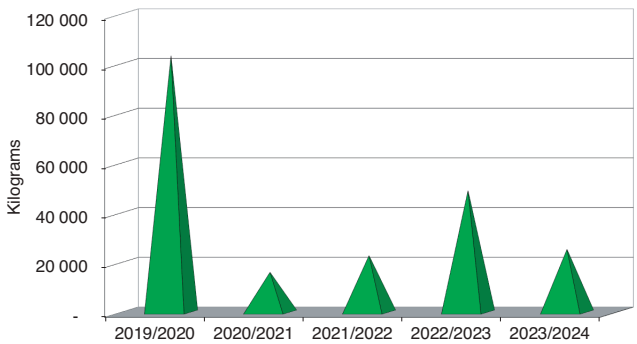
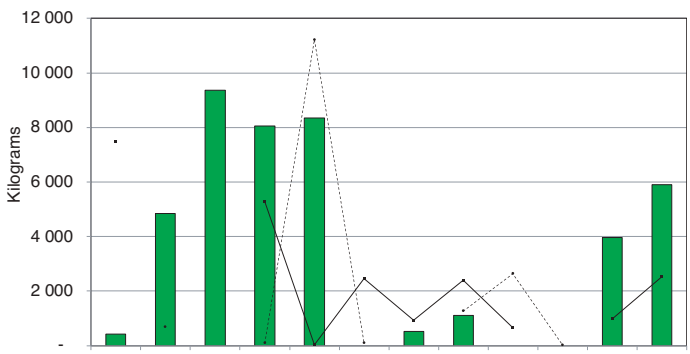


TOMATOES : PAST 5 SEASONS - PASSED FOR EXPORT



TOMATOES : 2023/24 SEASON - PASSED FOR EXPORT
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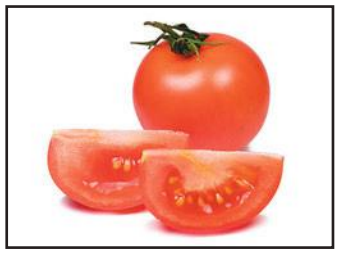

COMMERCIAL STORING
Optimum storage temp.
Mature green: 12,5°C
Firm ripe: 4,5°C

Optimum storage RH 95%
Optimum fresh air circulation (cubic m per hour – m^3h^{-1}) 15

Green tomatoes are very susceptible to chilling injury and must be kept at 12,5°C. Ripe tomatoes on the other hand soften and deteriorate very fast at temperatures above 4,5°C. Fruit of some of the newly developed cultivars retain colour and ripen very slowly. Although it has an extended market life, it must be promptly cooled and kept cold. Only tomatoes specially produced, selected, picked, handled, packed and cooled for export should be shipped.

EXPORT PRODUCTION AREAS

SECTION 3

STEP-BY-STEP MANUAL FOR EXPORTERS OF SOUTH AFRICAN FRESH PRODUCE

agriculture, land reform and rural development
Department:
Agriculture, Land Reform and Rural Development
REPUBLIC OF SOUTH AFRICA

TABLE OF CONTENTS

ACRONYMS AND ABBREVIATIONS

AGOA	African Growth and Opportunity Act
APAC	Agricultural Produce Agents Council
APS	Agricultural Product Standards (Act)
AQSIQ	Administration of Quality Supervision, Inspection and Quarantine
CBS	Citrus black spot
CCS	Commercial Cold Store
CD	Container Depot
CGA	Citrus Growers' Association
CIF	Cost Insurance Freight
Cites	Convention on International Trade in Endangered Species
CRI	Citrus Research Institute
CSIR	Council for Scientific and Industrial Research
DALRRD	Department of Agriculture, Land Reform and Rural Development
D: APIS	Directorate Agricultural Product Inspection Services, Dept. of Agriculture, Land Reform & Rural Dev.
D: FSQA	Directorate Food Safety and Quality Assurance, Dept. of Agriculture, Land Reform & Rural Dev.
D: ITR	Directorate International Trade
DIP	Delivered in Port
D: PH	Directorate Plant Health, Dept. of Agriculture, Land Reform & Rural Development
dtic	Department of Trade and Industry and Competition
ECIC	Export Credit Insurance Corporation Ltd
EBTIDA	Earnings Before Tax, Interest, Dividends and Amortisation
EC	European Commission
EFTA	European Free Trade Agreement
EMIA	Export Marketing and Investment Assistance
EU	European Union
FBO	Food Business Operator
FDI	Foreign Direct Investment
FOB	Free on Board
FPEF	Fresh Produce Exporters' Forum
GAP	Good Agricultural Practices
GSP	General System of Preferences
HACCP	Hazard Analysis Critical Control Points
HD	Historically Disadvantaged
Hortgro	Formerly Deciduous Fruit Producers' Trust (DFPT)
IPPC	International Plant Protection Convention (FAO)
IDC	Industrial Development Corporation
NEF	National Empowerment Fund (Trust)
NP	National Pavilions
NPPO	National Plant Protection Organisation
OIM	Outward Investment Missions
OSM	Outward Selling Trade Missions
PFMA	Public Finance Management Act
PHC	Pack-House Code
PIPAS	Provincial Investment Promotion Agencies
PMR	Primary Market Research
PPOCES	Processing Plant Code
PPECB	Perishable Products Export Control Board
PUC	Production Unit Code
QMS	Quality Management System
SA	South Africa
SAAGA	SA Avocado Growers' Association
SABS	South African Bureau of Standards
SACU	South African Customs Union
SADC	Southern African Development Community
SAECS	South Africa Europe Container Service
SAMAF	South Africa Micro Finance Apex Fund
SARS	South African Revenue Service
SATI	South African Table Grape Industry
SEDA	Small Enterprise Development Agency
SIZA	Sustainability Initiative of South Africa
SMME	Small, Medium and Micro Enterprise
SPS	Sanitary and Phytosanitary
TDCA	Trade, Development and Cooperation Agreement
TRANS	Transport Operator
US	United States
USDA	United States Department of Agriculture
UK	United Kingdom
WTA	World trade atlas
WTO	World Trade Organization

INTRODUCTION

WHY THIS MANUAL?

The Dept. of Agriculture, Land Reform & Rural Development's Directorate: International Trade Promotions receives many inquiries from potential traders ranging from how to export, where to export, what are the requirements needed to meet the standards of the importing countries and who to contact for such information. This manual aims to provide answers to exporters' questions regarding the requirements for exporting fresh produce.

FOR WHOM IS THE MANUAL?

Potential fruit exporters who want to know more about what to do and whom to contact about becoming a fresh produce exporter should find this information useful.

USING THE MANUAL

This manual is intended to provide a deeper understanding of processes and requirements applicable to fresh produce exporters in South Africa. It is structured as follows:

- **Chapter one** provides information on all the statutory requirements for fresh produce exporters (SARS, DALRRD, PPECB and APAC). It also gives information on export protocols for markets with specific phytosanitary requirements ('special markets'), registration for phytosanitary certificates and PPECB inspections.
- **Chapter two** has information on packaging, traceability, product labelling and fresh produce supply chain software.
- **Chapter three** is about standards that are required by private companies or individual retailers. These standards are not set through bilateral government-to-government agreements.
- **Chapter four** provides information about modes of transport that can be used when exporting and provides an overview of the role of logistics agents.
- **Chapter five** provides information on trading terms/Incoterms®, pricing, claims and agency agreements.
- **Chapter six** has an illustration of a cost breakdown of a shipment, showing percentages of money spent in different stages of a value chain.
- **Chapter seven** provides information on fruit industry associations that can assist one with more information and support on becoming export ready as a grower or export marketing agent.
- **Chapter eight** has a list and contact details of training and provincial institutions that can provide training and support in export-related topics.
- **Chapter nine** contains information on how to access export markets for emerging farmers.
- **Chapter ten** provides information about various sources of financial support available for exporters both in the government and private sector.
- **Chapter eleven** provides a checklist that potential exporters can use to check if they are ready to export their products and references to some databases that can be used for market analysis when searching for potential markets and when an exporter wants to investigate its competitors.
- **Chapter twelve** provides checklists for export documents required by the importer – either to satisfy the country's trade control authorities or to enable a documentary credit transaction to be implemented.

CHAPTER 1
STATUTORY REGISTRATIONS AND COMPLIANCE

1.1 REGISTRATION WITH SARS AS AN EXPORTER

All exporters need to register with SARS, specifically with Customs and Excise, a division of SARS. SARS/Customs and Excise have a multitude of interconnected forms that must be completed for different requirements. Individuals, sole proprietors, companies, close corporations and trusts can all register as exporters. When you register, you will be issued with a customs client number and an exporter registration number.

SARS web address: www.sars.gov.za
Head Office: 299 Bronkhorst Street, Nieuw Muckleneuk, Pretoria
Telephone number: +27 12 422 4000
Fax number: +27 12 422 6820
Postal address: Private Bag X923, Pretoria 0001
Business hours: Weekdays 07:30 to 16:15

Categories for which an exporter can register and their web links:

(a) You want to register as a general exporter and do not plan to take advantage of any of the trade agreements that South Africa has in place.
⇛*www.exporthelp.co.za*
⇛*Export Documentation*
⇛*Register as an exporter*
⇛*(Choose option 1)*

(b) You want to register as an exporter under the AGOA (African Growth and Opportunity Act) trade agreement (to the US).
⇛*www.exporthelp.co.za*
⇛*Export Documentation*
⇛*Register as an exporter*
⇛*(Choose option 2)*

(c) You want to register as an exporter of GSP (General System of Preferences) goods to the following countries: the European Union, Norway, Switzerland, Russia and Turkey.
⇛*www.exporthelp.co.za*
⇛*Export Documentation*
⇛*Register as an exporter*
⇛*(Choose option 3)*

(d) You want to register as an approved exporter in terms of the TDCA (Trade, Development and Cooperation Agreement) that exists between the European Community (EC) and South Africa.
⇛*www.exporthelp.co.za*
⇛*Export Documentation*
⇛*Register as an exporter*
⇛*(Choose option 4)*

(e) You want to register as an approved exporter in terms of the SACU-EFTA (South African Customs Union-European Free Trade Agreement) trade agreement.
⇛*www.exporthelp.co.za*
⇛*Export Documentation*
⇛*Register as an exporter*
⇛*(Choose option 5)*

(f) You want to register as an exporter in terms of the SADC (Southern African Development Community) trade agreement.
⇛*www.exporthelp.co.za*
⇛*Export Documentation*
⇛*Register as an exporter*
⇛*(Choose option 6)*

1.2 REGISTRATION AND INSPECTION SERVICES BY THE DEPT. OF AGRICULTURE, LAND REFORM & RURAL DEVELOPMENT (DALRRD)

1.2.1 Registration as a Food Business Operator (FBO)

All export marketing agents need to register with DALRRD as a Food Business Operator (FBO) and obtain a FBO code. Similarly, farms need to register with DALRRD as a FBO to obtain an agricultural Production Unit Code (PUC) and pack houses need to register to obtain a pack house code (PHC) to enable their produce to be exported to other countries including special markets. Those who have food business operations other than for exports must also register their businesses to obtain codes.

The various codes are:

PHC	Pack House (On-farm)/(Off-farm) Code
PUC	Production Unit Code
CCS	Commercial Cold Store Code
PPOCES	Processing Plant Code
CD	Container Depot Code
TRANS	Transport Operator Code.

This is mandatory and it is done at the Department of Agriculture, Forestry and Fisheries, Directorate Food Safety and Quality Assurance (D: FSQA). The FBO registration can be done by e-mail, faxes or on-line registration on the Department's website at:

⇛ *www.dalrrd.gov.za*
⇛ *Branches*
⇛ *Agricultural Production, Health & Food Safety*
⇛ *Food Safety & Quality Assurance*
⇛ *Food Business Operator Registration*

Contact the Director: FSQA at +27 12 319 7306 or email DFSQA@dalrrd.gov.za for more information, or alternatively contact +27 12 319 6387/6018/6070 or email BernardMA@dalrrd.gov.za, HanlieW@dalrrd.gov.za, codes@dalrrd.gov.za, AnsieE@dalrrd.gov.za or MarutlaS@dalrrd.gov.za

The department will issue a PUC and PHC code, which must be marked on every carton for products destined for sale in export markets. Each carton must be marked with the name and address of the producer, exporter or owner of the carton. This is done to facilitate traceability for food safety, quality, sanitary and phytosanitary reasons.

1.2.2 Phytosanitary registration and phytosanitary certificates

All fresh produce export consignments require a phytosanitary certificate to confirm that the shipment complies with the phytosanitary requirements of the importing country. Phytosanitary certificates are now issued via DALRRD's new electronic, paperless eCert platform. All exporters must therefore register as eCert users via the following link:
⇛ *https://ecert.co.za/getting-started*

The eCert website provides instructions on how to register and apply for phytosanitary certificates (ePhyto) via the following link:
⇛ *https://ecert.co.za/guides*

Please note that manual application for phytosanitary certificates is being discontinued and that in future all registrations and applications must be done through the eCert platform or third party applications, such as PPECB's TITAN system (refer to 1.3.1), which are linked to the eCert platform.

1.2.3 Registration for special markets

DALRRD has negotiated bilateral agreements (protocols) with various countries for different products. These specify the requirements to reduce the risk of quarantine pests and diseases. The information is accessible on the department's website.

An export agent, producer or pack house manager or inspection point manager who is intending to export fruit to special markets, must apply for phytosanitary approval and registration of their FBO (it applies for PUC and PHC only) at the Directorate Plant Health,. Registration for special markets is now done through the online PhytClean platform, which can be found at (www.phytclean.co.za). Registration instructions are available via the following link:
⇛ *https://ecert.co.za/guides/how-to-apply-for-phytosanitary-special-markets-puc-user-guide*

Alternatively, contact the Director: Plant Health at +27 12 319 6529 or email: pa.dph@dalrrd.gov.za or dph@dalrrd.gov.za for further information. It is mandatory to apply for approval to export to special markets.

If exporters do not yet meet the requirements for the special markets they can direct their exports to other markets either locally or to countries with less stringent market requirements and not listed as special markets. Producers or exporters must obtain the official phytosanitary import requirements of the country to which they want to export through the relevant client or importer. Contact the department (Directorate: Plant Health) for assistance. Only pro-

duction units and pack houses (i.e. PUC and PHC) that are registered with the department (Directorate: Food Safety and Quality Assurance) and have registered FBO codes are allowed to apply for phytosanitary approval and registration for special markets. To verify if your PUC and PHC codes are updated or registered by D: FSQA please visit:

⇛ *http://fbo.dalrrd.gov.za*

⇛ *FBO*

⇛ *index*

The closing dates for applications for updating FBO codes or phytosanitary registration for special markets are indicated annually on the departmental website.

By registering for special markets, the FBO confirms that the production unit or pack house complies with the phytosanitary measures of the relevant importing countries. Compliance is the responsibility of the exporters, with the assistance of their representative commodity organisations (refer to chapter 7 for further details), e.g. the Citrus Growers' Association (CGA), the Fresh Produce Exporters' Forum (FPEF), the South African Table Grape Industry (SATI),), Hortgro and the Subtropical Growers Association.

Application via eCert, does not guarantee automatic approval to participate in the export programme to special markets. All facilities (PUC and PHC) must go through the process of phytosanitary inspection and verification for compliance by the Directorate: Agricultural Products Inspection Services (D: APIS). Depending on the outcome of the inspection, the units may or may not be approved.

Confirmation of the approved facilities is sent to the relevant importing country for final approval. The Dept. of Agriculture, Land Reform & Rural Development's website is regularly updated in respect of PUCs and PHCs currently approved for export. A registration fee revised annually is payable into the department's bank account. Contact the Directorate: Plant Health (D: PH) for the amount and banking details or consult the departmental website.

Detailed information regarding the special markets and the requirements of each is accessible on the department's website by following these links:

⇛ *www.dalrrd.gov.za*

⇛ *Branches*

⇛ *Economic Development, Trade & Marketing*

⇛ *International Trade*

⇛ *Trade Agreements*

The following are countries with which South Africa has bilateral agreements (export protocols) or for which specific phytosanitary requirements are required:

Product Group	Country	Product Types
Citrus fruits	China	All types of citrus (mandarins, sweet oranges, lemons and grapefruit) produced in all provinces.
	EU/Trading partner	All types of citrus (mandarins, sweet oranges, lemons and grapefruit) produced in all provinces.
	Iran	All types of soft citrus, oranges, lemons and grapefruit produced from all provinces.
	Japan	Sweet oranges (Valencia variety, Washington variety, Tomango variety and Protea variety), lemons and grapefruit from SA and Swaziland.
	South Korea	Sweet oranges (Valencia and navel varieties) produced from all SA
	USA	All types of soft citrus, sweet oranges, lemons and grapefruit exported only from officially approved citrus black spot-free areas, i.e. from 28 magisterial districts in the Western Cape and two magisterial districts in the Northern Cape. Additional areas were approved in 2010. Contact the Dept. of Agriculture, Land Reform & Rural Development to get an up-to-date list of CBS-free areas approved by the USDA.
Deciduous fruits	China	Table Grapes
	Israel	Table grapes (produced from the Hex River Valley and Berg River Valley in the Western Cape and the Orange River Valley in the Northern Cape). Persimmons produced from the Greyton and Swellendam Warrenton districts. Additional areas are still under negotiation.
	Mexico	Apples and Pears
	Taiwan	Apples
	USA	Table grapes, apples and pears as well as specific stone fruit types (Prunus spp.) – produced in all provinces.

1.2.4 Application of GAPs for phytosanitary registration

An exporter has to apply Good Agricultural Practices (GAPs) and procedures for specific plant pests in order to be able to export to some countries. These phytosanitary GAP documents relate to the quarantine of pests concerned to the importing country, as listed in the relevant bilateral export protocol. Producers that are approved and registered to participate in the relevant export programme must apply the required GAPs. The Directorate: Plant Health can be contacted for more information.

1.2.5 Inspection of orchards and packhouses

After application for the phytosanitary registration of an orchard or pack house, the relevant unit will be inspected. The inspections are carried out by the Dept. of Agriculture, Land Reform & Rural Development's Directorate: Agriculture Products Inspection Services (D: APIS). The inspections are to ensure that the orchards and pack houses comply with the conditions of the relevant importing countries. For all special markets (including EU countries) the vineyards and orchards must be inspected and verified as being compliant.

Inspections can be booked via the PhytClean platform (www.phytclean.co.za) or via the eCert platform. Please see below a link with instructions for booking orchard inspections:
⇛ *https://ecert.co.za/guides/einspect-application-for-orchard-inspection-end-user/*

For further enquiries, contact the Director: APIS at email: dapis@dalrrd.gov.za or pa.dapis@dalrrd.gov.za.

1.3 PPECB REGISTRATION AND INSPECTIONS

It is mandatory for all fresh produce shipments to be inspected and passed for export by the Perishable Products Export Control Board (PPECB), as the inspection service appointed by DALRRD, and it is therefore mandatory for all fresh produce exporters to register with the PPECB. Details about the registration process can be found on the PPECB website via the following link:
⇛ *https://ppecb.com/registration-process*

The PPECB delivers inspection and food safety services assigned by DALRRD under the APS Act, No.119 of 1990. As a national public entity, the PPECB is also constituted and mandated in terms of the Perishable Products Export Control Act (PPEC Act), No 9, of 1983 to perform cold chain services. The presence of the PPECB in the export industry is furthermore enhanced by its recognition as an approved third country under the European Commission Regulation 543 of 2011. This agreement recognises the South African inspection systems as equivalent to that of the EU inspection bodies and therefore ensures less frequent checks at the port of import into the EU.

PPECB Inspectors, stationed across South Africa, are suitably qualified and extensively trained to deliver consistent quality inspection services on over 200 product types at more than 1 500 locations. Products approved for export carry the passed for export stamp, regarded as a symbol of quality assurance to clients and consumers around the world. As South Africa's official certification agency for perishable export products, the PPECB's impartial and independent services significantly reduces risks for producers and exporters.

The PPECB's services for exporters continues during loading and transportation. During loading the PPECB confirms the temperature of the product, inspects the physical condition of the pallets and ensures the container is set to the optimum carrying temperature for the specified product. When cargo is loaded onto the specified vessels the temperature of the vessel is determined at various points of the journey to ensure the optimum temperature is maintained.

1.3.1 TITAN Registration

Each export consignment must be inspected by the PPECB and requires an export certificate with an accompanying addendum to be issued by the PPECB. Applications for inspections and the issuing of documents are all processed via the PPECB's mobile technology platform, the TITAN system. TITAN, is aimed at eliminating the manual processes involved with quality inspections and export certification. The platform serves as a paperless system for inspections, export certification, and generating export addendums. Titan client registration can be accessed via the following link:
⇛ *https://titan.ppecb.com*

1.4 APAC REGISTRATION

It is mandatory (Section 16 (1)(a) of the APA Act) for all South African fresh produce exporters to be registered with the Agricultural Produce Agents Council (APAC). The application form and details about the application process can be found on the APAC website at:
⇛ *https://www.apacweb.org.za/export-agents*

1.5 COMPLIANCE WITH GLOBAL PESTICIDE REGULATIONS

To protect consumer health, most countries have maximum legal limits for pesticide residues in foods (MRL's). In additional to this, most countries also have a list of restricted or banned pesticides.

It is the responsibility of fresh produce exporters to know what pesticides are restricted or banned in the receiving country, to know what the MRL's are in the receiving country for the crop in question, and to ensure that the crop to be exported does not contain residues of any banned pesticides or exceed the MRL's. Commodity organisations (refer to chapter 7) assist exporters and growers in staying up to date in this regard.

Many receiving countries conduct random residue tests and should a consignment be found to contain residues of banned or restricted pesticides, or exceed the MRL's of the receiving country, the shipment will be destroyed. In some cases it may be possible to transfer the consignment to another country where the product complies with regulations.

In additional to national MRL's, some retailers have stricter MRL requirements which suppliers need to adhere to. At farm level, certification such as GLOBALG.A.P. is an important tool in proactively managing spray programmes and the application of pesticides to prevent MRL exceedance.

CHAPTER 2
PACKAGING, MARKING AND LABELLING

2.1 TRACEABILITY AND TRACKING

Traceability refers to the ability to trace all fresh produce in the value chain back to the farm it originated from FBO codes, pallet identification numbers, container numbers, amongst others, assist with tracking fruit through the value chain and to ensure that fresh produce can be traced back to the place where it originated from. A good traceability system links a food safety problem to a specific country, pack house, producer orchard or vineyard. This is important for a number of reasons:

(a) A problem can be linked to one specific producer rather than a whole group.
(b) It is a fast and accurate way to get to the source of the problem, which limits risks relating to health and diseases.
(c) It limits unnecessary costs.
(d) It limits public concerns and fears.

In South Africa all export cartons must carry certain markings on the packaging of fresh produce, which is used to provide the consumer with accurate and relevant information on the product, including information on where it was grown. Markings on the carton must, among others, include the following:

(a) Produce of South Africa.
(b) Class of the product, for example Class 1.
(c) The name and address of the exporter and/or pack house.
(d) The Producer Unit Code (PUC), now called the Food Business Operator (FBO) code, which is registered with the Dept. of Agriculture, Land Reform & Rural Development.
(e) The product type.
(f) The variety.
(g) The count (or size) of the product.

2.2 FRESH PRODUCE SUPPLY CHAIN SOFTWARE

Export agents require software programmes to manage the tracking and traceability of fruit in the value chain and other operational processes such as managing stock and producer payments. There are a number of service providers in the industry who provide suitable software systems such as *Dipar*, *Farsoft* and *Prophet*.

2.3 WOOD PACKAGING / PALLETS

Wood packaging material is regulated in international trade to reduce the risk of introduction and/or spread of the associated quarantine pests. All regulated wood packaging material (e.g. wooden pallets) must be debarked, heat treated and bears the relevant IPPC mark to indicate that it complies with ISPM 15. The IPPC mark should be legible, permanent and not transferable, placed in a visible location, preferably on at least two opposite sides of the pallet.

2.4 MARKING AND LABELLING

There are certain requirements that producers or exporters have to fulfil on their marking and labelling for the various markets (special markets including the EU). For instance, the following information must be on the business end of each carton: PUC and PHC of the relevant facility approved and registered with the Dept. of Agriculture, Land Reform & Rural Development, as well as a date code. Each market has its own different marking and labelling requirements, which may change from time to time. To view the latest information visit the departmental website using the following links:

⇛*www.dalrrd.gov.za*
⇛*Branches*
⇛*Economic Development, Trade & Marketing*
⇛*International Trade*
⇛*Trade Agreements*

Currently, for example, the following information must be on the business end of every carton of fresh fruit destined for China in terms of the relevant protocols 本产品输往中华人民共和国 (for the People's Republic of China) with the following in English: Place of production, the name or registered number of the vineyard, pack house and storage facility.

CHAPTER 3

PRIVATE QUALITY, FOOD SAFETY, SOCIAL AND ENVIRONMENTAL STANDARDS

In addition to the statutory (minimum) standards prescribed by the APS Act, the various statutory SPS requirements and SA GAP, there are also private, commercial and retailer standards. These standards are set by global organisations or individual retailers. Farmers and pack houses can subscribe on a voluntary basis to these standards (e.g. GLOBALG.A.P.). Thus, growers and packers of fresh produce destined for many first world markets are continually subjected to proliferating and ever changing standards relating to food safety, good agricultural and environmental practices and social accountability. Despite several attempts from retailer groups to standardise one set of requirements, in many instances individual retailers continue to demand their own standards in addition to broader standards. This has a significant impact on small and especially new and developing growers, as they often lack the infrastructure to manage the multitude of requirements and are therfore compelled to limit their trade to customers with less stringent requirements.

To demonstrate proof of compliance with their specific quality standards, the relevant retailers require that their producers or suppliers be audited by third-party certification bodies. These audits are usually paid for by the grower. Therefore, the producer must analyse the costs involved in meeting the quality standards of the different market segments available to him/her,and determine the benefits of supplying that market segment. Such a cost-benefit analyses will help the producer to decide on the overall marketing strategy of his/her enterprise.

Certification can broadly be grouped in to four main categories as follows; agricultural, packhouse, social and environmental Standards. However, note that many of these standards cover cross cutting issues, for example, GLOBALG.A.P. includes an element of environmental sustainability.

The following table provides an overview of some of the standards required by export customers:

Agricultural	Packhouse	Social	Environmental
GLOBALG.A.P.	BRCGS (formerly BRC)*	SIZA Social Standard	SIZA Environmental Standard
Tesco Nurture	IFS Food Standard*	SMETA / SEDEX	
LEAF (Waitrose)	*Based on HACCP principals	Ethical Trading Initiative (ETI)	
Field to Fork (M&S)	ISO 22000	SA 8000	
Albert Heijn Protocol		Fair Trade	
Filières Qualité (Carrefour)			

Further to the above agricultural standards, compliance for organic produce requires the following country specific certification:
- Soil Association (especially relevant in the UK);
- Naturland (Germany);
- BioSuisse (Switzerland).

3.1 RETAILER, INDUSTRY AND PRIVATE STANDARDS

3.1.1 GLOBALG.A.P.

GLOBALG.A.P. is the most widely accepted standard at farm level, to the extent that it has almost become a non-negotiable for any fresh produce farmer who wishes to be export ready.

GLOBALG.A.P. (formerly EUREPG.A.P.), comprises three categories of control points based on different required levels of compliance designed to promote and monitor Good Agricultural Practices (G.A.P.). These are the Major Musts (100% compliance required), Minor Musts (95% compliance) and Shoulds (recommendation level). The Major and Minor Musts constitute most of the food safety issues at the production sites with strong emphasis on the regulation of G.A.P. in the application of agricultural chemicals. Food producers are required to demonstrate their commitment to:
- Maintaining confidence in food quality and safety
- Minimising any detrimental impact on the environment, while conserving nature and wildlife
- Reducing the use of agrochemicals through the adoption of Integrated Production Systems
- Improving efficiency of use of natural resources such as soil, water, air and energy
- Ensuring a responsible attitude to worker health and safety, welfare and training

To receive and retain a GLOBALG.A.P. certificate, third-party verification by a certification body is required every twelve months. Verification is done by on-site audits. These audits usually take four to six hours.

In addition to the implementation of numerous standard operating procedures and implementing record keeping to prove that procedures have been followed, GLOBALG.A.P. requires that farm infrastructure, such as chemical store rooms, fuel storage tanks and staff toilets meet the minimum requirements. This often requires capital expenditure to upgrade infrastructure.

3.1.2 Retail G.A.P. Standards

Many retailers such as Tesco, Waitrose, M&S, Albert Heijn have their own G.A.P standards, which suppliers need to comply with (refer to the table above under the Chapter 3 Introduction). These generally have a large degree of overlap with the GLOBALG.A.P. requirements, together with a number of additional requirements.

3.1.3 Packhouse Standards

The main focus of packhouse standards is to ensure food safety. Similar to G.A.P's, they require that packhouses meet the minimum infrastructural requirements (eg screens over light fittings, insect proofing, suitable hand wash facilities etc) and the implementation and monitoring of food safety protocols. The two most commonly required packhouse standards mentioned below (BRSGS and IFS), are based on Hazard Analysis Critical Control Points (HACCP) principals, which essentially entail the identification of all possible food safety risks in the process and putting proactive measures in place to prevent the occurrence of events which compromise food safety. These standards are therefore designed to be proactive rather than reactive.

Most retailers in the UK require BRCGS certification (formerly called the BRC standard). The BRC standard was initially developed by the British Retail Consortium in 1996, by retailers who wanted to harmonise food safety standards across the supply chain. In 2016 the standard was purchased by the LGC Group, after which it was renamed the BRC Global Standard (BRCGS).

The IFS Food Standard is required by a number of retailers on the European continent, particularly in Germany. Similar to BRCGS, food safety is a key focus of the standard, which also has a proactive approach to food safety risks.

3.1.4 SIZA Social Standard

The SIZA improvement process has been designed to ensure ethical trade compliance from all suppliers in South-Africa. The goal is to have a commitment to continuous improvement of labour and environmental conditions on all farms in a practical and comprehensive manner, which has the potential to benefit businesses and positively impact employees. The SIZA Social Standard is built on the following 8 principles:

- Commitment to implementing Management Systems
- No forced and Bonded Labour
- No Child Labour
- Freedom of Association & Collective Bargaining
- No Discrimination, Harassment & Abuse
- Health & Safety
- Working Hours
- Wages, Benefits & Terms of Employment

The SIZA standard was an initiative launched collaboratively by the South African fruit commodity organisations. A key goal of the initiative, which it has achieved, was to gain broad support for the standard from international retailers to avoid the need for compliance with multiple different retailer social standards.

3.1.5 3.5. SIZA Environmental Standard

Although compliance with specific environmental standards is not commonly required by most international retailers, there is increasing pressure from retailers for suppliers to reduce the environmental impact of their supply chains. Consequently , it is possible that retailers may start to require environmental certification in future.

SIZA has developed an environmental standard available to South African fruit producers, which provides a valuable tool for proactive producers who wish to reduce their environmental impact.

The SIZA Environmental Assurance model has been designed to assist growers in evaluating their current compliance and environmental risks, both at a farm and regional/catchment level. This process is accomplished through the completion of a Self-Assessment Questionnaire (SAQ), the results of which feed into a risk profile report, which can be used to address market requirements, whilst also informing the drafting of site-specific improvement plans and farm environmental management plan and monitoring system. The questions included in the self-assessment questionnaire runs from minimum legal requirements to leading practice across four main topics such as:

- Water
- Soil
- Energy, materials & waste; and
- Farm ecosystems & biodiversity

CHAPTER 4
SHIPPING AND LOGISTICS

4.1 4.1. SHIPPING: REEFER CONTAINERS VS CONVENTIONAL REEFER VESSELS

Since deregulation in 1997 a number of significant changes have taken place regarding the operation of the supply chain. Today's chain is technically advanced, market-driven, flexible, customer-focused and owner-controlled and provides door-to-door services. With this come advantages such as customisation, competition, choice and accountability.

The pattern of shipping mode usage has also shifted in keeping with worldwide trends. On a global basis, it is expected that the use of containers will continue to increase. Today over 90% of fruit exported from South Africa is exported in reefer containers with less than 10% shipped in reefer vessels.

Note that the industry uses the informal word "reefer" to denote refrigerated. Confusion arises when, for example, the phrases "reefer container" and "reefer vessel" are used. This is because the former refer to the container shipping industry while the latter refers to the conventional shipping industry – yet both have the word reefer in them. Reefer vessel means conventional vessel, whilst a reefer container is a refrigerated container.

4.2 CONTAINER SHIPPING

The expansion of the global container-shipping industry is a result of intense, inter-container liner competition, with governments subsidising their shipping and ship-building industries, the entrance of new, low-cost Asian shipping lines and the ease with which containers are able to be transshipped from one mode of transport to another.

International shipping is moving away from the traditional port-to-port services towards door-to-door solutions. The severe competition between container shipping lines has forced ship owners to adopt innovative, productivity enhancing and cost-cutting measures which include:

- Using larger vessels
- Participating in strategic alliances and mergers
- Reducing the number of port calls thus increasing the volume of transshipment cargo
- Developing a network of feeder services linking hub and regional ports
- Developing new types of shipping services

4.3 CONVENTIONAL SHIPPING

The fundamental reason for the decline in the conventional shipping sector is the fact that no new conventional vessels have been built in the sector in recent years. Also, existing fleets are ageing and older reefer vessels are being scrapped. Factors that favour conventional shipping include:

(a) The combined shipping of cargo below deck and containers on deck
(b) Self-contained vessels which have built-in cranes on the ship's deck, making them independent of shore crane equipment
(c) Capacity to sail at high speed
(d) Flexibility in terms of ports of loading and discharge (Transit times to certain markets on a conventional vessel are shorter than with the container lines, and cold sterilisation techniques used in conventional ships are more reliable than in container ships. In addition, break bulk ship loading can continue in high winds while container loading has to stop at a certain wind speed for safety reasons. Currently there is also the question of whether the container industry can manage the entire fruit export crop with the infrastructural limitations being experienced – particularly in the ports and including the shortage of container boxes to meet the rising demand.)
(e) The general tendency to move smaller volumes of export products in containers, while larger volumes are moved in break bulk fashion (However, the mode of shipping employed also depends on the market being served and the exporter involved.)

4.4 AIRFREIGHT

Airfreight of fresh produce is expensive and has a high carbon footprint, however it is commonly used in two instances:

- For highly perishable products such as berries which have insufficient shelf life for long seafreight transit times (although many blueberry varieties now have a long enough shelf life for seafreight).
- In some instances when there is a shortage of product on the shelves, some retailers my ask for product to be airfreighted to keep the shelves stocked until seafreight product arrives.

4.5 THE ROLE OF LOGISTICS AGENTS

Logistics agents perform a number of key functions within the industry as service providers to fresh produce exporters. Larger exporters may fulfil a number of the logistics functions in house, while smaller exporters generally outsource the majority of the logistics functions. Logistics agents provide the following services amongst others:

- Pre-season booking of shipping volumes with shipping lines and negotiation of shipping rates and rebates

- Provide or broker road freight services for the transfer of fruit from one cold store to another and for the transport of containers to ports
- Co-ordination of road freight transfers including booking and collection of empty containers and co-ordination of loading at coldstores
- In season update of shipping volumes with shipping lines and container booking on vessels
- Co-ordination of port services and payment of cargo dues, plug in fees etc
- Logistics documentation, customs clearance and forwarding

4.6 DOCUMENTATION

Exporting requires an enormous amount of thought and attention to detail, especially documentation. If documents are missing or wrongly completed, the transaction the step-by-step flow of export documents. Some of the documents are the responsibility of the export agent, some the logistics agent and some the shipping line but all play a vital role in the export process:

- Export Certificate
- Export Addendum
- Phytosanitary Certificate
- Customs Invoice
- Loading Instruction
- Export Notification Q67
- Booking Confirmation
- Certificate of Origin
- Customs Declaration
- SARS SAD500, SAD507
- Cargo Dues Order
- Packing List
- Sea Waybill

CHAPTER 5
TRADING TERMS / INCOTERMS®, PRICING, CLAIMS AND AGREEMENTS

5.1 TRADING TERMS / INCOTERMS®

Incoterms® are standard trade definitions most commonly used in international sales contracts. Incoterms® are the terms of sale as agreed upon by the seller and buyer to facilitate the handing over of a consignment and to specify who is responsible for transportation costs up to a designated point and where the transfer of risk from one party to the other takes place. All Incoterms® are referred to by the recognised three-letter codes and mention the names and place of delivery. Visit www.iccwbo.org for more information on Incoterms®.

The Incoterms® you are most likely to use:
eXW Ex works
FoB Free on board
CIF Cost insurance and freight
CPt Carriage paid to
DDU Delivered duty unpaid

The Incoterms® are grouped into four categories:
- The first, **E-group**, has only one trade term: Ex Works (EXW).
- The second, **F-group**, indicates the obligation of the seller to hand over the goods to a carrier free of risk and expenses to the buyer.
- The third, **C-group**, includes terms that indicate the seller's obligation to bear certain costs after main carriage, which is a critical point in the sales contract: the obligation to bear risks and costs change from one party to the other.
- The fourth, **D-group**, includes terms that prescribe that the goods must have arrived at a specified destination.

Group E: Departure

eXW ex Works
When goods are made available to the buyer at the seller's premises for collection with minimum obligation to the seller for transporting the goods to the buyer. At this point, the responsibility of risk is transferred to the buyer, who is obligated to clear the goods for export and pay all costs involved for transportation, including insurance if required.

Group F: Main carriage unpaid

FCA Free Carrier
The seller arranges delivery of the goods cleared for export to the appointed carrier as nominated by the buyer and is responsible for the risk and costs up to the named point of handover.

FAs Free Alongside ship
The seller delivers the goods alongside the vessel at the named port of shipment as nominated by the buyer. The buyer will be responsible for all costs and risk from point onwards.

FoB Free on Board
The seller is responsible for the clearing and delivering the goods for export on board the vessel to the nominated port of exit. Once the goods have passed over the ship's rail at the port of loading the risk is then transferred to the buyer.

Group C: Main carriage paid

CFR Cost and Freight
The seller is responsible for the cost and freight charges for delivering the goods to the named port of destination and bears all risks up to this point.

CIF Cost, Insurance and Freight
The seller is responsible for costs, insurance and freight charges for delivering the goods to the named port of destination and bears all the risks.

CPt Carriage Paid to
The seller undertakes to deliver the goods to their appointed carrier to the named port of destination at the seller's expense. The responsibility of risk is then passed onto the first carrier up to the named place of de- livery and the cost of the goods are borne by the seller until they arrive at the named place up to where carriage has been paid.

CIP Carriage and Insurance Paid to
The seller undertakes to deliver the goods to their appointed carrier to the named port of destination, including insurance at the seller's expense. The responsibility of risk is then passed onto the first carrier up to the named place of delivery and the cost of the goods is borne by the seller until they arrive at the named place up to where carriage has been paid.

Group D: Arrival

DAF Delivered at Frontier
The seller clears and places the goods for export at the buyer's disposal, unloaded at the named place of destination and bears all risks for transportation up to this point.

Des Delivered ex ship
The seller delivers and places the goods at the buyer's disposal, not cleared for imports at the named place of destination and bears the risk until they arrive at the named place of destination.

DeQ Delivered ex Quay
The seller delivers and places the goods at the buyer's disposal, not cleared for import on the quay side (wharf) at the named place of destination. At this point the responsibility of risk is on the buyer.

DDU Delivered Duty Unpaid
The seller undertakes to deliver the goods to the buyer's premises unloaded at the place of final destination, and bears all costs excluding any applicable duty and taxes.

DDP Delivered Duty Free
The seller undertakes to deliver the goods to the buyer's premises unloaded at the place of final destination and bears all costs including any applicable duty and taxes.

5.2 PRICING

There are three types of pricing arrangements commonly used by South African fresh produce exporters, both with growers and export customers:

- Consignment
  In the case of consignment transactions, the foreign buyer does not commit to a price prior to shipment of the produce, nor does the exporter in turn commit to a price to the grower. After the foreign buyer has concluded the sale of the produce, they send the exporter an account sale detailing the sales price less all costs incurred by the buyer and the net payment due to the exporter. The exporter then in turn deducts all costs incurred including their commission and sends an account sale to the grower detailing the sales return, costs and the growers net return. Exporters must be transparent with growers regarding their commission and all deductions. Exporters commission is often around 8% of FOB value.
- Fixed Price
  In the case of a fixed price transaction, the exporter agrees a fixed price in advance with the foreign buyer (either prior to the season or for each week or shipment) and will often also agree a fixed price with the grower. Fixed price transactions are becoming much more common than in the past where consignment business was the norm. It is important that all fixed price transactions are agreed in writing.
- Minimum Guarantee Price (MGP)
  In the case of a MGP, the foreign buyer will commit to a minimum price and in some cases, any amount achieved in the market above the MGP will be shared equally between the exporter and the buyer.

5.3 CLAIMS

Due to the perishable nature of fresh produce, quality issues on arrival are commonplace. Upon arrival foreign buyers conduct an arrival quality inspection and based on the extent of the quality problems may institute a claim reducing the amount paid for the shipment or in some cases they may even reject the shipment.

If the result of the quality issue is a latent defect which originated on the farm but was not visible at the time of packing, the grower is normally responsible for the losses resulting from a claim. If the quality claim resulted from a problem during the logistics chain after the produce left the packhouse, such as a temperature problem in a container, the exporter is responsible to carry the losses resulting from the claim.

5.4 AGENCY AGREEMENTS

It is important that exporters conclude written agency agreements with growers covering key aspects such as commission, risk transfer, payment terms, delivery terms etc. This serves to clarify the expectations for both parties and to protect both the producer and exporter in the case of a disagreement.

CHAPTER 6
EXPORT COST BREAKDOWN

6.1 COST BREAKDOWN EXAMPLE OF A SPECIFIC SHIPMENT

It is vital for exporters to understand all the cost elements associated with each customer, market and Incoterm® combination in order to calculate and negotiate competitive prices in relation to alternative market options and to maximise returns to growers.

The example below illustrates the costs and returns for a 12.5 kg carton of apples shipped to a European retailer to serve as an example of what a typical export cost chain looks like All costs are illustrated per 12.5 kg carton.

From the example it can be seen that the consumer paid an equivalent price of R342 for 12.5 kg's of apples. The biggest cost in the value chain in this example is the retailer margin at 28% of the retail price. Retailers typically take a margin on the retail sales price of between 20 – 35%, with premium retailers taking a higher margin than "discounters". After all the costs have been deducted as detailed in the illustration the grower received R94 per carton, which is 27% of the retail sales price.

It is important to remember that each player in the value chain offers a service for the cost incurred. It is therefore not possible to remove a player in the value chain without replacing the service they provide. It is the exporters responsibility where possible to select service providers who offer good value for money. It is a highly competitive industry with relatively low margins and there is therefore little room for value chain players who do not offer value for money services.

FRUIT EXPORT COST CHAIN : POME FRUIT TO EU - 12.5 KG CARTON			
DESCRIPTION	**PERCENTAGE**	**CURRENCY**	**RAND VALUE**
Retail selling price	**100,00%**	**EUR**	**342.00**
Retail margin	28,41%	EUR	97.18
Europe transport	2,12%	EUR	7.25
Free on Truck (FOT) value	**69,47%**	**EUR**	**237.58**
Less costs	**11,34%**		**38.79**
Importer's commission (7% FOT)	4,86%	EUR	16.62
Europe logistics	6,48%	EUR	22.16
Cost insurance freight (CIF) value	**58,13%**		**198.79**
Less costs	**9,36%**		**32.02**
Freight	8,99%	USD	30.75
Insurance	0,37%	USD	1.28
Free on board (FoB) value	**48.76%**		**166.67**
Less costs	**5,24%**		**17.91**
Exporters commission	3,90%	ZAR	13.34
Port cost	1,13%	ZAR	3.85
Wharfage – conventional	0,21%	ZAR	0,72
Delivered in port (DIP) value	**43,52%**	**ZAR**	**148.85**
Less costs	**2,07%**	**ZAR**	**7.09**
Transport to port	1,06%	ZAR	3.63
Finance charges & interest advances	0,50%	ZAR	1.70
SPT levies	0,29%	ZAR	1.00
PPECB / Inspections	0,22%	ZAR	0.75
Ex pack house (Ex-works) value	**41,45%**		**141.77**
Less costs	**13,84%**		**47.34**
Packing materials	7,55%	ZAR	25.82
Packing charges (tipping cost)	6,29%	ZAR	21.52
Back to Farm	**27,61%**		**94.43**

6.2 INSURANCE

Insurance provides an important risk management tool for exporters and it is important that exporters take out the necessary insurance to protect themselves and producers. The following insurance is vital:

- Marine Insurance: covers cargo losses (for example breakdown of refrigeration units on containers) or damage caused to ships
- Credit Guarantee Insurance*: Covers exporters resulting from loss if a foreign buyer does not pay for goods.

Note: In some instances it is not possible to get credit guarantee insurance in high risk markets, in which case it is highly recommended to require that customers pay a percentage of the shipment value in advance.

*The Export Credit Insurance Corporation Ltd (ECIC) is an independent, limited liability company with the government of South Africa, through the dtic, as the sole shareholder. The principal objective of the corporation is to facilitate and encourage South African export trade by underwriting bank loans and investments outside the country, in order to enable foreign buyers to purchase capital goods and services from the Republic. To achieve this objective, the corporation evaluates export credit and foreign investment risks and provides export credit and foreign investment insurance cover on behalf of the government.

In terms of the Export Credit Agreement concluded between the government and the ECIC, the corporation was mandated by government to enter into contracts of insurance with or for the benefit of persons carrying on business in South Africa in the course of trade with countries outside South Africa, primarily for medium-term and long-term export credit and investment insurance.

To meet its obligations in terms of the Export Credit Agreement in a responsible manner, the corporation performs the following functions:

- It formulates an export credit underwriting policy.
- It evaluates potential projects.
- It establishes rationale for support.
- It assesses export credit risk.
- It structures securities to mitigate risk.
- It sets country and sector credit limits.
- It manages and diversifies the export credit risk portfolio.

For more information visit www.thedtic.gov.za

CHAPTER 7
INDUSTRY ASSOCIATIONS

The South African fresh produce export sector is represented by a number of industry/commodity associations. In all cases except for the FPEF, they are statutory bodies with statutory levies. FPEF membership is voluntary, however the FPEF has over 140 members representing over 90% of the fresh produce exported from South Africa. All the commodity organisations fall under the umbrella organisation Fruit South Africa. The structure is illustrated below.

The purpose of the commodity organisations is to represent their members in areas of common interest such as transformation, gathering and dissemination of industry information (technical, phytosanitary, legislative, markets etc), research, market access, market development, statutory compliance and industry collaboration with local and national government.

The following table summarises the crops covered by each industry organisation together with contact details:

ASSOCIATION	CROPS / MANDATE	TEL	EMAIL & WEB ADDRESS
Fruit South Africa	Umbrella organisation	+27 12 433 6402	ceo@fruitsa.co.za www.fruitsa.co.za
Fresh Produce Exporters' Forum (FPEF)	Exporters – all produce	+27 21 526 0474	info@fpef.co.za www.fpef.co.za
Agricultural Produce Agents' Council (APAC)	Agents' Council – all produce	+27 11 894 3680	lizel@apacweb.org.za www.apacweb.org.za
Citrus Growers' Association of Southern Africa (CGA)	Citrus	+27 31 765 2514	info@cga.co.za www.cga.co.za
African Table Grape Industry (SATI)	Table grapes	+27 21 872 1438	info@satgi.co.za www.satgi.co.za
Hortgro	Apples, pears, stone fruit	+27 21 870 2900	info@hortgro.co.za www.hortgro.co.za
Subtrop	Avocadoes, mangoes, litchis	+27 15 307 3676	info@subtrop.co.za www.subtrop.co.za
Berries ZA	Blueberries, raspberries, blackberries, strawberries	+27 82 411 0500	elzette@berriesza.co.za www.berriesza.co.za

CHAPTER 8
TRAINING AND PROVINCIAL SUPPORT AGENCIES

8.1 FRESH PRODUCE EXPORTERS' FORUM (FPEF)

The FPEF provides training on the entire fresh produce export value chain from field to fork through its Top of the Class training programme. For more information contact:
Tel: +27 21 526 0474
www.fpef.co.za

8.2 PROVINCIAL INVESTMENT PROMOTION AGENCIES (PIPAS)

Eastern Cape
Tel: +27 43 704 5600
Eastern Cape Development Corporation
www.ecdc.co.za

Free State
Tel: +27 51 400 0802
Free State Development Corporation
www.fdc.co.za

Gauteng
Tel: +27 11 883 8750
Gauteng Growth and Development Agency
www.ggda.co.za

KwaZulu-Natal
Tel: +27 31 368 9600/7050
Trade and Investment KwaZulu-Natal
www.tikzn.co.za

Limpopo
Tel: +27 15 295 5171
Limpopo Economic Development Agency (LEDA)
www.Lieda.co.za

Mpumalanga
Tel: +27 13 752 6413
Mpumalanga Economic Growth Agency
www.mega.gov.za

North West
Tel: +27 18 381 3663/4/5
North West Development Corporation
www.nwdc.co.za

Western Cape
Tel: +27 21 487 8600
Wesgro (Western Cape Investment and Trade Promotion Agency)
www.wesgro.co.za

8.3 ADDITIONAL RESOURCES

For more information on private training institutions visit www.exporthelp.co.za

CHAPTER 9
EXPORT MARKET ACCESS FOR EMERGING FARMERS

There are two key factors that farmers need to take into consideration when considering export market access, the first is their state of **export readiness** and the second is considering the **risk and cost against the reward**.

9.1 EXPORT READINESS

The following factors need to be taken into consideration when a farmer evaluates whether they are export ready:

- GLOBALG.A.P. Certification
  Many export markets require GLOBALG.A.P. certification and as a result it is often a minimum requirement with respect to export readiness (refer to chapter 3). GLOBALG.A.P. certification will ensure that all the important food safety protocols are in place such as spray programmes with registered chemicals, spray records, correct harvest intervals and hygiene practices. Further to this it will ensure that adequate worker safety measures are in place and that key environmental factors are taken into consideration in keeping with the requirements of export markets.
- Variety selection and quality
  Growers need to ascertain whether they have the right varieties in terms of export market demand and they need to produce fruit of a quality suitable for export markets in terms of attributes such as size, colour, blemishes and pest and disease infestation.
- Access to a suitable export ready packhouse
  Growers need to have access to a packhouse which can pack their fruit to the required export standards and compliance requirements.
- Economies of scale
  It is often not practical and viable for small scale farmers to produce fruit for export markets due to insufficient economies of scale. Factors which play a role in this regard are the additional cost of implementing the measures required to become GLOBALG.A.P. compliant and the necessity of traceability, which requires that each batch of fruit be run separately over a packline, which is not cost effective and practical for small batches. In some instances it may however be possible for small scale growers to aggregate their fruit and or/production units with growers in their vicinity to improve economies of scale.

9.2 RISK AND COST VERSUS REWARD

In most instances, if growers have fruit varieties which are sought after by export markets and the fruit is of a suitable quality for export markets, the grower will achieve a better return in the export market than the local market. However, the risks relating to exports are far greater than the local market, particularly for fruit of marginal quality, as quality problems often develop in transit during the long seafreight voyage. In such instances, when quality issues are related to inherent fruit quality defects, the grower is liable for any customer claims, which in some instance can even lead to negative returns when the net return is lower than the export shipping and associated costs.

Further to this, as highlighted above under 8.4 for smaller farms the cost of becoming export compliant may exceed the benefit of higher prices achieved in export markets.

Finally, growers need to take into consideration the cashflow implication for the farm as export markets have much longer payment terms, often up to 90 days, whilst local market payment terms are often shorter than 14 days.

9.3 PREPARATION FOR EXPORT READINESS

All the primary producer organisations listed under chapter 7, have support structures to support emerging farmers in becoming export ready. Producers who wish to receive support to become export ready can use the table in chapter 7 to contact the relevant commodity organisation for the product/s they grow. Note that two of the commodity organisations have entities within their structure established specifically to support emerging farmers. These are:

- CGA - Citrus Growers Association Grower Development Company (CGA-GDC) http://cga-gdc.org.za/contact-us
- Hortgro - Deciduous Fruit Development Chamber (DFDC) enquiries@dfdcsa.org.za

9.4 ACCESSING EXPORT MARKETS

Most commercial growers make use of export marketing agents to access export markets rather than exporting on their own directly due to the complexity, cost, and risks associated with export marketing. Further to this it is difficult without adequate economies of scale to export cost effectively and gain access to many markets which require length of season and a comprehensive range of products and varieties.

If you are an export ready grower and wish to access export markets, the FPEF can put you in touch with their members, who can provide export market agency services with market related returns.

CHAPTER 10
FINANCE

10.1 BANKS

Obtaining finance or resources for your exports
One of the most common ways of financing exports is by obtaining credit from commercial banks (much like you would finance your domestic activities). This tends to be a traditional source of finance. This credit may be in the form of an overdraft that you negotiate with the bank or it may be a loan for a specific project, although the banks prefer not to finance individual orders as they prefer to establish an ongoing business relationship with customers. Another common finance instrument used in the fresh produce export sector is pre-shipment finance, which is a short term loan whereby the produce itself is used as security.

Banks are the key source of export finance around the world. Banks are not reluctant to provide financing. Indeed, providing financing or credit is one of the main ways for them to earn income. At the same time, banks do not want to simply throw their money away and so they take great care in considering and analysing the requests for financing that they receive from prospective exporters. In so doing they take many factors into consideration.

Why do you need finance?
When your export plan is in place and you are ready to start, perhaps the first step on the road of exports is to give consideration to how you will finance your exports. Exporting is a complicated and expensive process. It requires time, considerable planning, extensive research (much of it overseas), highly skilled staff, product adaptations, international travel, expensive international promotions and management involvement. At the same time, your prices (and margins) are often keener in export markets and your payment terms may mean that you only get paid in 30, 60, 90 or 120 days. Together, this translates into high expenses and slow income. Cash-flow is often a major problem facing the smaller exporter.

When do you need finance?
You will need financing almost from the moment you decide to get into exports. These financing requirements can be divided into four parts (the first three are the pre-contract phases, while the last stage is the post-contract phase):

(a) Financing to do some research on the internet and spend some time with your planning and cost and benefit analysis. Your expenses are related more to the time you need to put into the planning and preparation process than to actual outlays on travel, research and promotion. You should be able to cover these financing outlays yourself.

(b) Financing to help you with your export marketing research efforts. This is the stage where you may take a lot of time and effort to select your target countries and gain a better understanding of the target market you wish to enter. Your expenses will probably be related to a fairly extensive desk-research effort (which may involve buying various trade magazines, directories, newspapers and other sources of information), as well as at least one visit to the target market where you may spend a week or more researching the market from within, speaking to industry associations, chambers, potential buyers and, more than likely, visiting a trade fair or two. If you plan your research carefully, you may be able to achieve all of your in-market research goals in one visit. A second visit may, however, be desirable, while larger companies may want to acquire the services of professional research agencies which would push up the price considerably. It is very difficult to estimate accurately what a trip like this would cost, but a realistic estimate would be between R25 000 and R50 000 (2009) for ten days to two weeks of in-market research. At this point you may already need to consider finding financing for this research (the dtic provides assistance for smaller exporters for their in-market research efforts).

(c) Financing to help you implement your export plan. Based on the research you have done, you will prepare an export plan. Your next step is to implement this plan – this is where you are now! This is another expensive step in the export process. It will involve promoting your products over the internet, via direct mail, through advertisements in trade magazines, taking part in one or more trade fairs and visiting potential buyers. It is highly unlikely that you will be able to achieve your objectives without visiting the market in question. Indeed, it is suggested that you will need to undertake at least two or three visits to the market before your marketing has any effect. The cost of these trips could easily amount to R25 000 per trip, with three trips costing you R75 000 or more. If you add to this the advertising you have done, then it is not unrealistic to consider spending R100 000 to R120 000 during this phase of the export process.

(d) Financing to help you achieve your contractual obligations. Assuming that your marketing effort has paid off and you have secured a contract, your next step is to produce the goods, package and label them, ship them off to the customer, provide the agreed-upon service and wait for payment. This is perhaps the costliest part of the whole process and is very difficult to estimate. It may cost you hundreds of thousands to millions of rands. This will be the stage where your financing needs are the most acute. It is also likely that this will only take place about two years or so from starting down the road of exports and you may find that you have already spent R100 000 to R250 000 (and more) to secure the order.

10.2 SMALL ENTERPRISE DEVELOPMENT AGENCY (SEDA)

The Small Enterprise Development Agency (SEDA) is the Department of Trade and Industry's agency for supporting small business in South Africa. SEDA offers the following services:

(a) Business registration (close corporations, cooperatives, patents)

(b) Business planning and management
- Business plans
- Feasibility studies
- Costing systems
- Financial management – bookkeeping and accounting
- Human resource management – policies, performance management, employee contracts

(c) Marketing – research, planning

(d) Facilitating access to finance
- Submission to the banks – preparation

(e) Assistance with access to market
- Promotional material
- Export assistance
- Business-to-business facilitation

(f) Trade exhibitions

(g) Technology access
- Product testing – SABS
- Product development – CSIR, laboratories and universities
- QMS – implementation and certification
- Productivity improvement – layout, process flow, problem-solving techniques

(h) SMME training
- Basic business skills
- Export training
- Cooperatives training – management of cooperatives

For more information visit www.seda.org.za or call +27 12 441 1000

10.3 EXPORT INCENTIVES

Export marketing and investment assistance (EMIA) scheme
The purpose of assistance under the EMIA scheme is to give partial compensation to exporters for costs incurred in respect of activities aimed at developing export markets for South African products and services and to recruit new foreign direct investment into South Africa.

EMIA is broadly divided into two types – individual participation schemes and group schemes:

(a) Individual Participation Incentive Schemes
- Individual Exhibitions and In-Store Promotions
- Primary Market Research (PMR) and Foreign Direct Investment (FDI)
- Individual Inward-Bound Missions

(b) Group Participation Incentive Schemes
- Group Inward Buying Trade Missions
- Group Inward Investment Missions
- National Pavilions
- Outward Selling Trade Missions and Outward Investment Missions
- Sector-Specific Assistance

For more information visit www.thedtic.gov.za/trade_investment/emia

10.4 DEVELOPMENT FINANCE INSTITUTIONS

Khula Enterprise finance
Khula Enterprise Finance Ltd (Khula) was established in 1996 as an independent agency of the Department of Trade and Industry. As the flagship development finance institution focusing on small businesses, Khula has for more than 10 years operated as a financial facilitator for the development of the rapidly growing Small and Medium Enterprise (SME) sector of the South African economy.

For more information on Khula Enterprise Finance products call 0800 11 88 15 or visit www.khula.org.za.

South Africa Micro-Finance Apex Fund
The South Africa Micro Finance Apex fund (SAMAF) is a wholesale funding institution formally established in April 2006. Prior to its establishment the wholesale funding concept was incubated at Khula Enterprise Finance Limited. SAMAF as a trading entity is governed by the Public Finance Management Act (PFMA) of 1999 and is accountable to the executive authority of the dtic. Its mandate is to facilitate the provision of affordable access to finance by micro, small and survivalist business for the purpose of growing their income and asset base. It also has to act as a catalyst in the development of a vibrant micro-finance industry.

For more information visit www.samaf.org.za.

National Empowerment Fund (NEF)
The National Empowerment Fund Trust (NEF) will be a catalyst of Broad-Based Black Economic Empowerment in South Africa. The NEF enables, develops, promotes and implements innovative investment and transformation solutions to advance sustainable black economic participation.

The NEF was established by the National Empowerment Fund Act (Act No. 105 of 1998) for the purpose of promoting and facilitating economic equality and transformation. The NEF operates under the umbrella of the dtic. The NEF's objectives are:

- To redress the economic inequalities bequeathed by apartheid by providing historically disadvantaged persons (HDPs) with opportunities to acquire shares in both restructured state-owned assets and private business enterprises, and by encouraging a culture of savings and investment among HDPs and fostering entrepreneurship.
- To achieve its goals of sustainable empowerment and transformation by promoting and supporting business ventures pioneered and run by HDPs.
- To promote a better universal understanding of equity ownership. Each of its activities is calculated to redress the inequalities of the past, and promote a competitive and efficient economy capable of generating employment opportunities.

For more information visit www.nefcorp.co.za

Industrial Development Corporation (IDC)
The IDC is a self-financing, state-owned development finance institution whose primary objectives are to contribute to the creation of balanced sustainable economic growth in Southern Africa and to further the economic empowerment of the South African population, thereby promoting the economic prosperity of all citizens.

Established in 1940, the Industrial Development Corporation of South Africa Limited (IDC) provides financing for entrepreneurs engaged in competitive industries. Even though IDC is state-owned, it functions as a private enterprise, following normal company policy and procedures in its operations, paying income tax at corporate rates and dividends to its shareholder, while reporting on a fully consolidated basis. Core strategies:

- Maintaining financial independence.
- Providing risk capital for the widest range of industrial projects.
- Identifying and supporting opportunities not yet addressed by the market.
- Establishing local and global involvement and partnerships in projects that are rooted in or that benefit South Africa, the Southern African Development Community (SADC) and the rest of Africa.
- Investing in human capital in ways that systematically and increasingly reflect the diversity of South Africa's society.

For more information visit www.idc.co.za

Micro Agricultural Financial Institutional Scheme of South Africa (MAFISA)
For more information on this scheme contact the Director: Agriculture Development Finance at +27 12 319 7324/7295 or email dadf@dalrrd.gov.za or pa.dadf@dalrrd.co.za

Alternative Sources of Financing
For more information on alternative sources of financing visit www.exporthelp.co.za.

CHAPTER 11
EXPORT READINESS CHECKER AND OTHER RESOURCES

13.1 IS YOUR PRODUCT READY TO BE EXPORTED?

Whether or not your product is export ready is a function of the buyer's needs, your product's ability to meet those needs and how your product will shape up against international competition. Your product's exportability would also be dependent on your business's ability to export.

In order to determine export readiness, you need information on the target market, potential competitors and the buyers themselves. Your product may also raise specific questions relating to that industry. For more information on the export readiness checklist visit www.exporthelp.co.za/tools/checker and refer to the statutory requirements outlined in chapter 1 of this document.

13.2 DATABASE FREQUENTLY USED BY THE DIRECTORATE: INTERNATIONAL TRADE PROMOTIONS

World Trade Atlas
www.gtis.com/english/GtIs_WtA
(Not Free – Contact gtis or the Dept. of Agriculture, Land Reform & Rural Development for information)
The Directorate: International Trade (D: ITR) subscribes to the WTA database, which is based on SARS customs data. South African trade data are available and are based on the Harmonised System.

CHAPTER 12
EXPORT CHECKLISTS

12.1 BASIC EXPORT DOCUMENTS

Following is a list of basic export documents required by the importer – either to satisfy the country's trade control authorities or to enable a documentary credit transaction to be implemented. Many exporters find it more convenient to control the volumes and variety of paperwork and related matters by designing a file folder that has printed on the covers the entire control procedure covering documentation, payment, shipping instructions, etc. (although paperless systems are also becoming popular). The following checklist provides for road, air and sea freight.

DOCUMENT	ROAD FREIGHT	AIR FREIGHT	SEA FREIGHT
Invitation to quote	X	X	X
Quote	X	X	X
Pro forma invoice	X	X	X
Order confirmation/acknowledgement	X	X	X
Packing list	X	X	X
Airway bill		X	
Sea waybill			X
Insurance policy (marine and credit guarantee)	X	X	X
Commercial invoice	X	X	X
Certificate of origin	X	X	X
Specification sheet	X	X	X
Export certificate and addendum	X	X	X
Phytosanitary certificate	X	X	X
Customs invoice	X	X	X
Customs Declaration: SAD500 and SAD507	X	X	X
CCA1 form	X		

12.2 CHECKLIST FOR COMMERCIAL DOCUMENTS

Packing List
An inventory document showing the net quantity of goods, number of packages, weight and total measurement.

Pro forma Invoice
This is a form of quotation by the seller to a potential buyer. It is the same as the commercial invoice except for the words "Pro Forma Invoice".

Certified Invoice
A certified invoice may be an ordinary signed commercial invoice specifically certifying that the goods are in accordance with a specific contract or pro forma, that the goods are, or are not, of a specific country of origin and certifying any statement the buyer requires from the seller.

Commercial Invoice
The following details must appear on a commercial invoice:
- Names and addresses of buyer and seller and date
- Complete description of goods
- Unit prices where applicable and final price against shipping terms
- Terms of settlement
- Transport mark and number
- Weight and quantity of goods, and name of vessel if known and applicable.

12.3 OFFICIAL DOCUMENTS

Export Permit
An export document issued by the Dept. of Agriculture, Land Reform and Rural Development for the importation of certain commodities that must be submitted for customs clearance.

Phytosanitary Certificate
A document that shows the origin of the shipment and confirms inspection in the source country by the member of the importing country NPPO.

Customs Invoice (This is absent if the consignment is not for sale)
A commercial invoice issued by the seller to a buyer declaring such information as:
- Shipper and consignee physical address
- Description of goods
- Quantity and value of consignment
- Shipping/Incoterms®.

CCA1 Form
A formal customs document that must be completed for all products that are not documents and that are shipped within the SACU region.

Certificate of Origin
These constitute signed documents evidencing origin of the goods and are normally used by the importer's country to determine the tariff rates. They should contain the description of goods and phytosanitary inspection signature.

Customs Declaration (SAD500 and SAD507)
Documents used to SARS to control the receipt of export proceeds.

12.4 INSURANCE DOCUMENTS

Letter of Insurance
This is usually issued by a broker to provide notice that insurance has been placed pending the production of a policy or a certificate.

Insurance Certificate
These are issued by insurance companies to embrace either open covers or floating policies.

12.5 TRANSPORT DOCUMENTS

Airway Bill
This is a non-negotiable airline document that covers the transportation of cargo from a designated point of origin to a named final destination, whether it is an international or a domestic consignment. It states all details of cargo loaded on board an aircraft.

Sea Waybill
This is a legal contract between the owner of the consignment and the shipping line or agent to transport consignments. It states all details of cargo loaded onto a vessel.

SECTION 4

SERVICE PROVIDERS

C Citrus Fruit | E Exotic Fruit | F Flower/Fruit/Seed Vegetables
D Deciduous Fruit | M Mini Vegetables | L Leaf & Stem Vegetables
S Subtropical Fruit | R Roots & Tubers | O Other Fresh Produce

Producer Services | Producer | Refrigeration & Coldstore Equip. | Processing & Packaging Equip. | Packaging & Print Suppliers | Packing & Produce Processing | Logistic, Control & IT Services | Exporter, Trader or Agent | Refrigeration & Cold Storage | Forwarding and Clearing | Freight Handling & Transport | Industry Support Services

PRODUCE GROUPS

ABSA AGRIBUSINESS

PO Box 7735, Johannesburg 2001, RSA
Tel: +27 (0)11 350 8000
www.absa.co.za
agribusiness@absa.co.za

See page 1-12 for more information

Producer Services	Producer	Refrigeration & Coldstore Equip.	Processing & Packaging Equip.	Packaging & Print Suppliers	Packing & Produce Processing	Logistic, Control & IT Services	Exporter, Trader or Agent	Refrigeration & Cold Storage	Forwarding and Clearing	Freight Handling & Transport	Industry Support Services	PRODUCE GROUPS
●										●		C E F D M L S R O

AFRICAN REALTY TRUST (PTY) LTD

Private Bag X4020, Tzaneen 0850, RSA
Tel: +27 (0)15 304 4000
fruit@letaba.com
juice@letaba.com
www.letaba.com
Acred: GLOBALG.A.P., FSSC 22000, +Q, SIZA

Producer Services	Producer	Refrigeration & Coldstore Equip.	Processing & Packaging Equip.	Packaging & Print Suppliers	Packing & Produce Processing	Logistic, Control & IT Services	Exporter, Trader or Agent	Refrigeration & Cold Storage	Forwarding and Clearing	Freight Handling & Transport	Industry Support Services	PRODUCE GROUPS
	●			●		●						C

AFTEX EXPORTERS CC

PO Box 938, Ferndale 2160, RSA
Tel: +27 (0)11 792 3544
export@aftex.co.za
maurice@aftex.co.za
www.aftex.co.za

A long term partnership … celebrating 37 years of service to Africa and the world! Any fruit and vegetables according to your needs, also in mixed loads depending on season.

Producer Services	Producer	Refrigeration & Coldstore Equip.	Processing & Packaging Equip.	Packaging & Print Suppliers	Packing & Produce Processing	Logistic, Control & IT Services	Exporter, Trader or Agent	Refrigeration & Cold Storage	Forwarding and Clearing	Freight Handling & Transport	Industry Support Services	PRODUCE GROUPS
			●		●	●	●	●				C E F D M L S R O

ALLIANCE FRUIT (PTY) LTD

PO Box 557, Hoedspruit 1380, RSA
Tel: +27 (0)83 642 8089
marketing@alliancefruit.co.za
www.alliancefruit.co.za
Acred: FPEF Member

Producer exporter group for Citrus, Mango and Avocado.

Producer Services	Producer	Refrigeration & Coldstore Equip.	Processing & Packaging Equip.	Packaging & Print Suppliers	Packing & Produce Processing	Logistic, Control & IT Services	Exporter, Trader or Agent	Refrigeration & Cold Storage	Forwarding and Clearing	Freight Handling & Transport	Industry Support Services	PRODUCE GROUPS
	●					●						C S

BERRYWORLD SA (PTY) LTD

PO Box 614, Stellenbosch 7599, RSA
Tel: +27 (0)21 001 8330
enquiries.za@berryworld.com
www.berryworld.com/en-za

Acred: FPEF Member

See page 1-46 for more information

Producer Services	Producer	Refrigeration & Coldstore Equip.	Processing & Packaging Equip.	Packaging & Print Suppliers	Packing & Produce Processing	Logistic, Control & IT Services	Exporter, Trader or Agent	Refrigeration & Cold Storage	Forwarding and Clearing	Freight Handling & Transport	Industry Support Services	PRODUCE GROUPS
						●						E

SERVICE PROVIDERS

C Citrus Fruit | E Exotic Fruit | F Flower/Fruit/Seed Vegetables
D Deciduous Fruit | M Mini Vegetables | L Leaf & Stem Vegetables
S Subtropical Fruit | R Roots & Tubers | O Other Fresh Produce

Producer Services | Producer | Refrigeration & Coldstore Equip. | Processing & Packaging Equip. | Packaging & Print Suppliers | Packing & Produce Processing | Logistic, Control & IT Services | Exporter/Trader or Agent | Refrigeration & Cold Storage | Forwarding and Clearing | Freight Handling & Transport | Industry Support Services

PRODUCE GROUPS

BERTIE VAN ZYL (PTY) LTD

PO Box 19, Mooketsi 0825, RSA
Tel: +27 (0)15 395 2040
info@zz2.co.za
www.zz2.co.za

Acred: FPEF Associate Member

Producer Services	Producer	Refrigeration & Coldstore Equip.	Processing & Packaging Equip.	Packaging & Print Suppliers	Packing & Produce Processing	Logistic, Control & IT Services	Exporter/Trader or Agent	Refrigeration & Cold Storage	Forwarding and Clearing	Freight Handling & Transport	Industry Support Services	PRODUCE GROUPS
	●				●							D, S, O

BETKO FRESH PRODUCE

PO Box 147, Villiersdorp 6848, RSA
Tel: +27 (0)28 840 8100
info@betko.co.za
www.betko.co.za

Acred: BRCGS, FPEF Member
See pages 1-22 to 1-23 for more information

Producer Services	Producer	Refrigeration & Coldstore Equip.	Processing & Packaging Equip.	Packaging & Print Suppliers	Packing & Produce Processing	Logistic, Control & IT Services	Exporter/Trader or Agent	Refrigeration & Cold Storage	Forwarding and Clearing	Freight Handling & Transport	Industry Support Services	PRODUCE GROUPS
	●		●	●	●	●						D

BONO FARM MANAGEMENT (PTY) LTD

1st Floor, Block B, North Park, Black River Park, 2 Fir Street, Cape Town 7925, RSA
Tel: +27 (0)21 680 5360
evans@bonoholdings.co.za
info@bonoholdings.co.za
www.bonoholdings.co.za

Acred: APAC Member, FPEF Member, GLOBALG.A.P., SIZA

Bono is a farm management and export company formed in 2007 to assist and empower disadvantaged farming communities in South Africa.

Producer Services	Producer	Refrigeration & Coldstore Equip.	Processing & Packaging Equip.	Packaging & Print Suppliers	Packing & Produce Processing	Logistic, Control & IT Services	Exporter/Trader or Agent	Refrigeration & Cold Storage	Forwarding and Clearing	Freight Handling & Transport	Industry Support Services	PRODUCE GROUPS
●	●			●		●						C, D

CAPE FRUIT COOLERS (PTY) LTD

PO Box 60119, Table View 7439, RSA
Tel: +27 (0)21 521 3700
steve@cfcoolers.co.za
www.cfcoolers.co.za

Producer Services	Producer	Refrigeration & Coldstore Equip.	Processing & Packaging Equip.	Packaging & Print Suppliers	Packing & Produce Processing	Logistic, Control & IT Services	Exporter/Trader or Agent	Refrigeration & Cold Storage	Forwarding and Clearing	Freight Handling & Transport	Industry Support Services	PRODUCE GROUPS
						●						C, E, F, D, M, L, S, R, O

CAPESPAN SOUTH AFRICA (PTY) LTD

PO Box 505, Bellville 7535, RSA
Tel: +27 (0)21 917 2600
info@capespan.co.za
www.capespan.com

Acred: FPEF Member
See page 1-20 for more information

Producer Services	Producer	Refrigeration & Coldstore Equip.	Processing & Packaging Equip.	Packaging & Print Suppliers	Packing & Produce Processing	Logistic, Control & IT Services	Exporter/Trader or Agent	Refrigeration & Cold Storage	Forwarding and Clearing	Freight Handling & Transport	Industry Support Services	PRODUCE GROUPS
	●				●							C, D

SERVICE PROVIDERS

C Citrus Fruit | E Exotic Fruit | F Flower/Fruit/Seed Vegetables
D Deciduous Fruit | M Mini Vegetables | L Leaf & Stem Vegetables
S Subtropical Fruit | R Roots & Tubers | O Other Fresh Produce

Producer Services	Producer	Refrigeration & Coldstore Equip.	Processing & Packaging Equip.	Packaging & Print Suppliers	Packing & Produce Processing	Logistic, Control & IT Services	Exporter, Trader or Agent	Refrigeration & Cold Storage	Forwarding and Clearing	Freight Handling & Transport	Industry Support Services	PRODUCE GROUPS
											●	C

CITRUS GROWERS' ASSOCIATION OF SOUTHERN AFRICA
PO Box 461, Hillcrest 3650, RSA
Tel: +27 (0)31 765 2514
info@cga.co.za
www.cga.co.za
See page 1-6 for more information

CONTOUR LOGISTICS (PTY) LTD
PO Box 4965, Tygervalley 7536, RSA
Tel: +27 (0)21 918 4900
mandy@contourlogistics.co.za
www.contourlogistics.co.za
Acred: FPEF Associate Member, SAAFF

					●	●	●	●	●			C E F D M L S R O

CORE FRUIT (PTY) LTD
PO Box 129, Paarl 7620, RSA
Tel: +27 (0)21 863 6300
info@corefruit.com
www.corefruit.com
Acred: APAC, BRCGS, FPEF Member, GLOBALG.A.P., HACCP, IFS, Rainforest Alliance, SIZA

					●	●		●				C E F D S O

CORRUSEAL GROUP
PO Box 14632, Wadeville 1422, RSA
Tel: +27 (0)11 824 8440
johann@corruseal.co.za
www.corruseal.co.za
Acred: FPEF Associate Member
See outside back cover for more information

			●									C E D S

DELECTA FRUIT (PTY) LTD
PO Box 3134, Paarl 7620, RSA
Tel: +27 (0)21 860 3999
info@delecta.co.za
www.delecta.co.za
Acred: FPEF Member, APAC, IFS, SEDEX, SIZA

					●	●		●				C E F D S

SERVICE PROVIDERS

C Citrus Fruit
E Exotic Fruit
F Flower/Fruit/Seed Vegetables
D Deciduous Fruit
M Mini Vegetables
L Leaf & Stem Vegetables
S Subtropical Fruit
R Roots & Tubers
O Other Fresh Produce

Producer Services	Producer	Refrigeration & Coldstore Equip.	Processing & Packaging Equip.	Packaging & Print Suppliers	Packing & Produce Processing	Logistic, Control & IT Services	Exporter/Trader or Agent	Refrigeration & Cold Storage	Forwarding and Clearing	Freight Handling & Transport	Industry Support Services	PRODUCE GROUPS

DEPARTMENT OF AGRICULTURE

Private Bag X250, Pretoria 0001, RSA
Tel: +27 (0)12 319 6000
www.dalrrd.gov.za

See Step-by-step Export Manual for more information

●											●	C E F D M L S R O

DEPARTMENT OF TRADE, INDUSTRY AND COMPETITION

Private Bag X84, Pretoria 0001, RSA
Tel: +27 (0)12 394 9500
www.thedtic.gov.za

											●	C E F D M L S R O

DURBAN FRESH PRODUCE MARKET

PO Box 464, Durban 4000, RSA
Tel: +27 (0)31 311 5100
www.durban.gov.za

See page 1-38 for more information

●						●					●	C E D S

ELE TRADING

Unit 18, Frazzitta Business Park, Langeberg Road, Durbanville, Cape Town 7550, RSA

Tel: +27 (0)21 976 0604
Mobile: +27 (0)82 855 9014
Skype: Gary Britz

gary@eletrading.co.za
www.eletrading.co.za

Acred: FPEF Member

See page 1-16 for more information

						●						C D

C Citrus Fruit | E Exotic Fruit | F Flower/Fruit/Seed Vegetables
D Deciduous Fruit | M Mini Vegetables | L Leaf & Stem Vegetables
S Subtropical Fruit | R Roots & Tubers | O Other Fresh Produce

Producer Services | Producer | Refrigeration & Coldstore Equip. | Processing & Packaging Equip. | Packaging & Print Suppliers | Packing & Produce Processing | Logistic, Control & IT Services | Exporter, Trader or Agent | Refrigeration & Cold Storage | Forwarding and Clearing | Freight Handling & Transport | Industry Support Services

PRODUCE GROUPS

ETHEKWINI COLD STORES

ECS1: 54/56 Jeffels Road, Prospecton, Durban 4113, KwaZulu-Natal, RSA

ECS2: 2 Sundew Road, Cornubia, Durban 4339, KwaZulu-Natal, RSA

Tel: +27 (0)31 913 1800

info@ethekwinics.co.za
www.ethekwinics.co.za

Acred: Int. Procurement & Logistics (IPL) Supply Chain Security Programme, GLOBALG.A.P. Chain of Custody Version 6.0, SA GAP, PPECB and DALRRD approved, SOLAS, Ethekwini Municipality Certificate of Acceptability for Food Premises, FPEF Associate Member

See pages 1-4 to 1-5 for more information

Produce Services: ●

Produce Groups: C, E, D, S, O

EVERSEASON (PTY) LTD

PO Box 418, Citrusdal 7340, RSA

Tel: +27 (0)921 3444

stiaan@everseason.co.za
www.everseason.co.za

Acred: BRC, FPEF Member, GLOBALG.A.P., HACCP, TNC

Producer: ●
Logistic, Control & IT Services: ●

Produce Groups: C

EXSA (PTY) LTD

PO Box 1486, Paarl 7620, RSA

Tel: +27 (0)21 914 8280

marketing@exsa.com
www.exsa.com

Acred: FPEF Member

Producer: ●
Logistic, Control & IT Services: ●

Produce Groups: C, D

FOODINVEST SA (PTY) LTD

PO Box 2913, Somerset West 7129, RSA

Tel: +27 (0)21 851 3750

info@foodinvest-sa.co.za
www.foodinvest-sa.co.za

Established in 2011, Foodinvest SA aims to build and strengthen suppliers & producer relationships in South Africa, providing financial, commercial and logistical support to South African growers, for production and distribution of their products world-wide. Foodinvest SA is a member of ATP ITALGRUP Group.

Logistic, Control & IT Services: ●

Produce Groups: C, E, D, L, S, R

SERVICE PROVIDERS

C Citrus Fruit
E Exotic Fruit
F Flower/Fruit/Seed Vegetables
D Deciduous Fruit
M Mini Vegetables
L Leaf & Stem Vegetables
S Subtropical Fruit
R Roots & Tubers
O Other Fresh Produce

Producer Services	Producer	Refrigeration & Coldstore Equip.	Processing & Packaging Equip.	Packaging & Print Suppliers	Packing & Produce Processing	Logistic, Control & IT Services	Exporter/Trader or Agent	Refrigeration & Cold Storage	Forwarding and Clearing	Freight Handling & Transport	Industry Support Services	PRODUCE GROUPS

FRESH PRODUCE EXPORTERS' FORUM

Postnet Suite 1030, Private Bag X2,
Century City 7446, RSA

Tel: +27 (0)21 526 0474

info@fpef.co.za
www.fpef.co.za

See Preliminary section pages X and XI for more information

												C E / D M L / S

FRESHCHAIN (PTY) LTD

Polo Village Offices unit A4, Val de Vie Estate,
Paarl 7646, RSA

Tel: +27 (0)21 914 2180

info@freshchain.co.za
www.freshchain.co.za

												C E F / D M L / S R O

FRESHWORLD (PTY) LTD

PO Box 7235, Stellenbosch 7599, RSA

Tel: +27 (0)21 808 7100

info@freshworld.co.za
www.freshworld.co.za

Acred: FPEF Member

See pages 1-18 to 1-19 for more information

												C F / D M L / S R O

FRUIT SOUTH AFRICA

Grain Building, Agri-hub Office Park, 477 Witherite
Road, The Willows, Pretoria 0040, RSA

Tel: +27 (0)12 007 1150

admin@fruitsa.co.za
www.fruitsa.co.za

See page 1-2 for more information

												C E / D / S

SERVICE PROVIDERS

C Citrus Fruit
D Deciduous Fruit
S Subtropical Fruit
E Exotic Fruit
M Mini Vegetables
R Roots & Tubers
F Flower/Fruit/Seed Vegetables
L Leaf & Stem Vegetables
O Other Fresh Produce

Producer Services | Producer | Refrigeration & Coldstore Equip. | Processing & Packaging Equip. | Packaging & Print Suppliers | Packing & Produce Processing | Logistic, Control & IT Services | Exporter, Trader or Agent | Refrigeration & Cold Storage | Forwarding and Clearing | Freight Handling & Transport | Industry Support Services

PRODUCE GROUPS

FRUITALYST (PTY) LTD
23 Weidenhof Street, Stellenbosch 7600, RSA
Tel: +27 (0)21 883 9723
info@fruitalyst.com
www.fruitalyst.com

FRUITONE
Building A, Cotillion Place, 22 Techno Drive, Stellenbosch 7600, RSA
Tel: +27 (0)21 883 3447
info@fruitone.com
www.fruitone.com
Acred: FPEF Member, HACCP, GLOBALG.A.P., SIZA

FRUITWAYS MARKETING (PTY) LTD
Unit F8, 1st Floor, The Sanctuary, Cnr. de Beer Ave and R44, Somerset West 7130, RSA
Tel: +27 (0)21 851 9742
marketing@fruitways.co.za
www.fruitways.co.za
Acred: BRCGS, FPEF Member, GLOBALG.A.P., SIZA

GERBER FRESH (PTY) LTD
PO Box 1751, Halfway House 1685, RSA
Tel: +27 (0)10 001 5222
info@gerberfresh.co.za
www.gerberfresh.co.za

GLOBAL PACIFIC PRODUCE SOUTH AFRICA (PTY) LTD
5 Station St, Southern Paarl 7624, RSA
Tel: +27 (0)82 740 1212
johnnie.loubser@gpfg.com
www.globalpacificproduce.com
Acred: FPEF Member

C Citrus Fruit | E Exotic Fruit | F Flower/Fruit/Seed Vegetables
D Deciduous Fruit | M Mini Vegetables | L Leaf & Stem Vegetables
S Subtropical Fruit | R Roots & Tubers | O Other Fresh Produce

PRODUCE GROUPS

Producer Services	Producer	Refrigeration & Coldstore Equip.	Processing & Packaging Equip.	Packaging & Print Suppliers	Packing & Produce Processing	Logistic, Control & IT Services	Exporter/Trader or Agent	Refrigeration & Cold Storage	Forwarding and Clearing	Freight Handling & Transport	Industry Support Services	PRODUCE GROUPS
					●		●	●	●	●		C E D S
					●							C D
	●				●							C
	●			●	●							C S

GOGLOBAL GROUP
20 Sacks Circle, Sacks Circle Industrial,
Bellville 7530, RSA
Tel: +27 (0)21 912 5900
gobeyond@goglobal.group
www.goglobal.group
Acred: FPEF Associate Member
See inside back cover for more information

GREEN MARKETING INTERNATIONAL (PTY) LTD
PO Box 516, Suider Paarl 7624, RSA
Tel: +27 (0)21 874 1055
ryno@gmint.co.za
www.gmint.co.za
Acred: FPEF Member

GROWN4U
PO Box 403, Kirkwood 6120, RSA
Tel: +27 (0)42 230 0760
info@grown4u.co.za
www.grown4u.co.za
Acred: FPEF Member
Grown4u (Pty) Ltd is a grower-owned citrus export company situated in the heart of the Sundays River Valley. We pride ourselves in transparency and our close relationships with our producers.
See page 1-10 for more information

HALLS FRESH PRODUCE
Samora Machel Drive, Mbombela 1200, RSA
Tel: +27 (0)13 753 5700
roger@halls.co.za
nolene@halls.co.za
www.hallsfreshproduce.com
Acred: BRC, GLOBALG.A.P., IFS Broker, SIZA
A socially conscious fresh produce business active across the entire fresh produce value chain with over 135 years leadership in the Industry. Included in our subtropical fruit range are avocado (as primary product), litchi, passion fruit, pineapple and citrus.

C Citrus Fruit | **E** Exotic Fruit | **F** Flower/Fruit/Seed Vegetables
D Deciduous Fruit | **M** Mini Vegetables | **L** Leaf & Stem Vegetables
S Subtropical Fruit | **R** Roots & Tubers | **O** Other Fresh Produce

Producer Services · Producer · Refrigeration & Coldstore Equip. · Processing & Packaging Equip. · Packaging & Print Suppliers · Packing & Produce Processing · Logistic, Control & IT Services · Exporter, Trader or Agent · Refrigeration & Cold Storage · Forwarding and Clearing · Freight Handling & Transport · Industry Support Services

PRODUCE GROUPS

HORTEC, A DIVISION OF MÉRIEUX NUTRISCIENCES

Unit D45, Olive Grove Industrial Estate,
5 Old Paardevlei Road, Somerset West 7130, RSA
Tel: +27 (0)21 851 1044
john@hortec.co.za
www.hortec.co.za

Acred: FPEF Associate Member, ISO 17025:2017, SANAS

Hortec is a South African company with more than 20 years' experience in the fruit industry. Hortec provides various services to the agriculture and food sectors including Fruit Maturity Services, Weather stations and iLeaf software, and Pesticide Residue Analysis. Our laboratories are accredited according to ISO 17025:2017 and provide a high-quality professional service which meets the requirements of local and export markets.

Services: Producer Services; Industry Support Services
Produce groups: C, E, D, M, S, R

HORTGRO

258 Main Rd, Buitenverwagting, Paarl 7646, RSA
Tel: +27 (0)21 870 2900
info@hortgro.co.za
www.hortgro.co.za
www.hortgro-science.co.za

See page 1-26 for more information

Services: Producer Services; Industry Support Services
Produce groups: D

IMPALA CITRUS

Unit 2, 10 Plein Street, Durbanville 7550, RSA
Tel: +27 (0)21 110 0900
Mobile: +27 (0)82 818 6453
hendrik@impalacitrus.co.za
www.impalacitrus.co.za
Acred: FPEF Member

Services: Producer; Exporter, Trader or Agent
Produce groups: C, D

KARPUS EXPORTS

PO Box 899, Northlands 2116, RSA
Tel: +27 (0)11 483 3360/1/2
Mobile: +27 (0)82 904 9403
rema@karpussa.com
www.karpussa.com
Acred: FPEF Member

Services: Exporter, Trader or Agent
Produce groups: C, E, F, D, M, L, S, R, O

SERVICE PROVIDERS

C Citrus Fruit
E Exotic Fruit
F Flower/Fruit/Seed Vegetables
D Deciduous Fruit
M Mini Vegetables
L Leaf & Stem Vegetables
S Subtropical Fruit
R Roots & Tubers
O Other Fresh Produce

Producer Services | Producer | Refrigeration & Coldstore Equip. | Processing & Packaging Equip. | Packaging & Print Suppliers | Packing & Produce Processing | Logistic, Control & IT Services | Exporter/Trader or Agent | Refrigeration & Cold Storage | Forwarding and Clearing | Freight Handling & Transport | Industry Support Services

PRODUCE GROUPS

KOMATI FRUIT (PTY) LTD

PO Box 880, Malelane 1320, RSA
Tel: +27 (0)13 007 0308
Mobile: +27 (0)82 820 8662
info@komatifruit.co.za
www.komatifruit.co.za
Acred: FPEF Member

Produce Services: ●
Logistic, Control & IT Services: ●
PRODUCE GROUPS: C, S

KROMCO (PTY) LTD

PO Box 133, Grabouw 7160, RSA
Tel: +27 (0)21 850 6700
info@kromco.co.za
www.kromco.co.za
Acred: BRCGS, FPEF Member, GLOBALG.A.P., SIZA

Producer: ●
Processing & Packaging Equip.: ●
Logistic, Control & IT Services: ●
Exporter/Trader or Agent: ●
Refrigeration & Cold Storage: ●
PRODUCE GROUPS: D

LCL LOGISTICS SOUTHERN AFRICA (PTY) LTD

Postnet Suite 111, Private Bag X7,
Tyger Valley 7536, RSA
Tel: +27 (0)21 943 6760
comm.za@lclog.com
www.lclog.com
Acred: FPEF Associate Member, ISO 9001:2015, SAMSA, Authorised Economic Operator Certified

Producer: ●
Packaging & Print Suppliers: ●
Refrigeration & Cold Storage: ●
Forwarding and Clearing: ●
Freight Handling & Transport: ●
PRODUCE GROUPS: C, E, F, D, M, L, S, R, O

LONA CITRUS (PTY) LTD

KWV Building, 57 Main Road, La Concorde,
Paarl 7646, RSA
Tel: +27 (0)21 481 8200
Mobile: +27 (0)83 646 4455
charlm@lona.co.za
www.lona.co.za
Acred: FPEF Member

Producer: ●
Logistic, Control & IT Services: ●
PRODUCE GROUPS: C

SERVICE PROVIDERS

C Citrus Fruit | E Exotic Fruit | F Flower/Fruit/Seed Vegetables
D Deciduous Fruit | M Mini Vegetables | L Leaf & Stem Vegetables
S Subtropical Fruit | R Roots & Tubers | O Other Fresh Produce

Producer Services | Producer | Refrigeration & Coldstore Equip. | Processing & Packaging Equip. | Packaging & Print Suppliers | Packing & Produce Processing | Logistic, Control & IT Services | Exporter, Trader or Agent | Refrigeration & Cold Storage | Forwarding and Clearing | Freight Handling & Transport | Industry Support Services

PRODUCE GROUPS

MARITIME CARRIER SHIPPING (PTY) LTD
PO Box 3422, Cape Town 8000, RSA
Tel: +27 (0)21 405 3400
marc.frauendorf@macship.com
www.macship.com

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C E
D
S

MEDITERRANEAN SHIPPING COMPANY (PTY) LTD
PO Box 10687, Marine Parade 4056, RSA
Tel: +27 (0)31 360 7911
zane.godwin@msc.com
www.msc.com

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C E F
D M L
S R O

OCEAN NETWORK EXPRESS (SA) (PTY) LTD
17th Floor, The Towers, Tower South,
2 HeerenGracht Cnr Herztog Blvd, Foreshore,
Cape Town 8001, RSA
Tel: +27 (0)21 205 2852
robyn.siebritz@one-line.com
www.one-line.com

Acred: FPEF Associate Member
See page 1-42 for more information

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C E F
D M L
S R O

OREX EXPORT (PTY) LTD
PO Box 117, Kakamas 8870, RSA
Tel: +27 (0)54 495 0087
marthia@orexexport.co.za
www.orexexport.com
Acred: FPEF Member, GLOBALG.A.P., NOP, SIZA, USDA Organic

● ● ●

C
D

PERISHABLE PRODUCTS EXPORT CONTROL BOARD
PO Box 15289, Panorama 7506, RSA
45 Silverboom Ave, Plattekloof, Parow
Tel: +27 (0)21 930 1134
www.ppecb.com
FPEF Associate Member

● ●

C E F
D M L
S R O

The PPECB is an independent service provider of quality certification and cold chain management services for producers and exporters of perishable food products. Established in 1926, the PPECB has delivered valuable services to the perishable products industry for 94 years by enhancing the credibility of the South African export certificate and supporting the export competitiveness of South Africa's perishable product industries. As a national public entity, the PPECB is constituted and mandated in terms of the Perishable Products Export Control Act (PPEC Act), No 9, of 1983 to perform cold chain services. The PPECB also delivers inspection and food safety services assigned by the Department of Agriculture under the Agricultural Products Standards Act (APS), No.119 of 1990. The presence of the PPECB in the export industry is furthermore enhanced by its approval as a third country inspection authority through the EU 543/2011 standard.

C Citrus Fruit
E Exotic Fruit
F Flower/Fruit/Seed Vegetables
D Deciduous Fruit
M Mini Vegetables
L Leaf & Stem Vegetables
S Subtropical Fruit
R Roots & Tubers
O Other Fresh Produce

Producer Services	Producer	Refrigeration & Coldstore Equip.	Processing & Packaging Equip.	Packaging & Print Suppliers	Packing & Produce Processing	Logistic, Control & IT Services	Exporter/Trader or Agent	Refrigeration & Cold Storage	Forwarding and Clearing	Freight Handling & Transport	Industry Support Services	PRODUCE GROUPS

POMASA: POMEGRANATE ASSOCIATION OF SOUTH AFRICA

258 Main Rd, Buitenverwagting, Paarl 7646, RSA
Tel: +27 (0)21 870 2900
andriette@hortgro.co.za
www.sapomegranate.co.za

The young and vibrant pomegranate industry is served by POMASA, the industry body for South African pomegranates. This body focus on identifying mutual challenges for its producers and to address them with positive outcomes.

●	●		●		●			●				E

POTATONET SA

Postnet Suite 125, Private Bag X1866,
Middelburg 1050, RSA
Tel: +27 (0)13 243 0544
neels@potatonet.co.za
www.potatonet.co.za

ANSA is the National Seedpotato marketing channel for South Africa and supplier to neighbouring countries.

●	●		●		●			●				R

PREMIER FRUIT EXPORTS (PTY) LTD

PO Box 751, Hillcrest 3650, RSA
Tel: +27 (0)31 767 3875
info@pfe.co.za

					●							C E S R O

PRODUCER ALLY (PTY) LTD

PO Box 2915, Durbanville 7551, RSA
Tel: +27 (0)21 979 4870 (Cape Town)
+27 (0)31 566 4196 (Durban)
+27 (0)41 581 4040 (Port Elizabeth/Gqeberha)
info@producera.co.za
www.producerally.co.za

		●			●		●	●	●	●		C E F D M L S R O

QUANTUM FOODS

PO Box 1183, Wellington 7655, RSA
11 Main Road, Wellington, RSA
Tel: +27 (0)21 864 8600
coenie.nel@quantumfoods.co.za
www.quantumfoods.co.za

●	●				●							O

C Citrus Fruit | E Exotic Fruit | F Flower/Fruit/Seed Vegetables
D Deciduous Fruit | M Mini Vegetables | L Leaf & Stem Vegetables
S Subtropical Fruit | R Roots & Tubers | O Other Fresh Produce

Producer Services | Producer | Refrigeration & Coldstore Equip. | Processing & Packaging Equip. | Packaging & Print Suppliers | Packing & Produce Processing | Logistic, Control & IT Services | Exporter, Trader or Agent | Refrigeration & Cold Storage | Forwarding and Clearing | Freight Handling & Transport | Industry Support Services

PRODUCE GROUPS

REDFERN LONG RUN LABELS (PTY) LTD

PO Box 403, Milnerton 7435, RSA
Tel: +27 (0)21 552 9680
louisef@redfern.co.za
www.redfern.co.za

Acred: B-BBEE Level 4 Contrib., BRCGS, FSC
See inside front cover for more information

Industry Support Services ●
PRODUCE GROUPS: C E F / D M L / S R O

ROOIBOS LTD

PO Box 64, Clanwilliam 8135, RSA
Tel: +27 (0)27 482 2155
info@rooibosltd.co.za
www.rooibosltd.co.za

Acred: Fair Trade, FSSC 22000, Organic, Rainforest Alliance

Rooibos Ltd offers an extensive product range designed to meet the needs of clients in the food, beverage, health care and cosmetics industry. It includes Rooibos, Green Rooibos, Honeybush, Rosehip, herbal blends, flavoured teas and powder extracts.

Producer ● | Logistic, Control & IT Services ●
PRODUCE GROUPS: O

RSA GROUP

PO Box 86005, City Deep 2049, RSA
Tel: +27 (0)11 613 4391
info@rsa.co.za
www.rsa.co.za

Acred: FPEF Member, Level 5 BEE contributor
See pages 1-18 and 1-19 for more information

Packaging & Print Suppliers ● | Logistic, Control & IT Services ● | Refrigeration & Cold Storage ●
PRODUCE GROUPS: C E F / D M L / S R O

SA FRUIT PROMOTERS (PTY) LTD

PO Box 5951, Walmer 6065, Gqeberha, RSA
Tel: +27 (0)41 581 0886/7
info@safpro.net
www.safpro.net

Acred: FPEF Member, GLOBAL G.A.P., IFS Broker

Logistic, Control & IT Services ●
PRODUCE GROUPS: C / D

C Citrus Fruit | E Exotic Fruit | F Flower/Fruit/Seed Vegetables
D Deciduous Fruit | M Mini Vegetables | L Leaf & Stem Vegetables
S Subtropical Fruit | R Roots & Tubers | O Other Fresh Produce

Producer Services | Producer | Refrigeration & Coldstore Equip. | Processing & Packaging Equip. | Packaging & Print Suppliers | Packing & Produce Processing | Logistic, Control & IT Services | Exporter/Trader or Agent | Refrigeration & Cold Storage | Forwarding and Clearing | Freight Handling & Transport | Industry Support Services

PRODUCE GROUPS

SAFT HEAD OFFICE
Atlantic Drive, Atlantic Hills, Durbanville 7550, RSA
Tel: +27 (0)21 202 7440
ockert@saft.co.za
www.saft.co.za
Acred: FPEF Associate Member
See page 1-40 for more information

Exporter/Trader or Agent ●
PRODUCE GROUPS: C E F D M L S R O

SAFT ATLANTIC
Atlantic Drive, Atlantic Hills, Durbanville 7550, RSA
Tel: +27 (0)21 202 7440
christiaan@saft.co.za
www.saft.co.za
Acred: SAGAP, Walmart Security Standard, Phytosanitary Markets Approved

Exporter/Trader or Agent ●
PRODUCE GROUPS: C E F D M L S R O

SAFT KILLARNEY
Sati Road, Killarney Gardens 7441, RSA
Tel: +27 (0)21 202 7400
ockert@saft.co.za
www.saft.co.za
Acred: SAGAP, Walmart Security Standard, Phytosanitary Markets Approved

Exporter/Trader or Agent ●
PRODUCE GROUPS: C E F D M L S R O

SAFT COLDHARVEST
Oosbosch Street, Daljosaphat, Paarl 7646, RSA
Tel: +27 (0)21 202 2500
deonh@saft.co.za
www.saft.co.za
Acred: SAGAP, Walmart Security Standard, Phytosanitary Markets Approved

Exporter/Trader or Agent ●
PRODUCE GROUPS: C E F D M L S R O

C Citrus Fruit
D Deciduous Fruit
S Subtropical Fruit
E Exotic Fruit
M Mini Vegetables
R Roots & Tubers
F Flower/Fruit/Seed Vegetables
L Leaf & Stem Vegetables
O Other Fresh Produce

Producer Services | Producer | Refrigeration & Coldstore Equip. | Processing & Packaging Equip. | Packaging & Print Suppliers | Packing & Produce Processing | Logistic, Control & IT Services | Exporter, Trader or Agent | Refrigeration & Cold Storage | Forwarding and Clearing | Freight Handling & Transport | Industry Support Services

PRODUCE GROUPS

SAMAPRO TRADING

106 Belvedere Rd, Claremont 7708,
Cape Town, RSA

Tel: +27 (0)87 822 1201

kevin@samapro.co.za
julian@samapro.co.za
www.samapro.co.za

Acred: FPEF Member

Samapro is a fresh produce exporter and importer that also specialises in the safety and freshness of produce during storage and transport by removal of volatile gases that cause the deterioration of fruit quality. Our filter products are designed to naturally treat and protect perishable produce and its atmosphere without adding or removing any components of the produce itself.

See page 1-16 for more information

SENSITECH SOUTHERN AFRICA (PTY) LTD

PO Box 1894, Somerset West 7129, RSA

Tel: +27 (0)21 852 5458

sensitec@iafrica.com
www.sensitech.com

See page 1-36 for more information

SIZA: SUSTAINABILITY INITIATIVE OF SOUTH AFRICA

Beechhead, Section 5, 10 Niblick Way,
Somerset West 7130, RSA

Tel: +27 (0)21 852 8184

info@siza.co.za
www.siza.co.za

See Preliminary section pages VI and XII for more information

SOUTH AFRICAN AVOCADO GROWERS' ASSOCIATION

13 Peace Street, Tzaneen
PO Box 866, Tzaneen 0850, RSA

Tel: +27 (0)15 307 3676/7

info@subtrop.co.za
www.avocado.co.za

C Citrus Fruit | E Exotic Fruit | F Flower/Fruit/Seed Vegetables
D Deciduous Fruit | M Mini Vegetables | L Leaf & Stem Vegetables
S Subtropical Fruit | R Roots & Tubers | O Other Fresh Produce

Producer Services | Producer | Refrigeration & Coldstore Equip. | Processing & Packaging Equip. | Packaging & Print Suppliers | Packing & Produce Processing | Logistic, Control & IT Services | Exporter/Trader or Agent | Refrigeration & Cold Storage | Forwarding and Clearing | Freight Handling & Transport | Industry Support Services

PRODUCE GROUPS

SOUTH AFRICAN SUBTROPICAL GROWERS' ASSOCIATION

13 Peace Street, Tzaneen
PO Box 866, Tzaneen 0850, RSA

Tel: +27 (0)15 307 3676/7

info@subtrop.co.za
www.subtrop.co.za

												PRODUCE GROUPS
		●							●			S

SOUTH AFRICAN TABLE GRAPE INDUSTRY

PO Box 2932, Paarl 7620, RSA

Tel: +27 (0)21 863 0366

info@satgi.co.za
www.satgi.co.za

See page 1-30 for more information

The South African Table Grape Industry (SATI) is the industry association of table grape producers in South Africa. SATI represents growers on key government and industry initiatives aimed at creating more opportunities from ownership to accessing new markets in a sustainable way.

												PRODUCE GROUPS
		●							●			D

SOUTHERN CROSS MARKETING & MANAGEMENT SERVICES (PTY) LTD

PO Box 1321, Stellenbosch 7599, RSA

Tel: +27 (0)21 883 2408

info@southerncrossmm.co.za
www.southerncrossmm.co.za

Acred: FPEF Member, IFS Broker

*Producer and exporter of premium quality **table grapes**; and **Medjool** and **Zamli dates**.*

												PRODUCE GROUPS
		●				●						D
												O

SOUTHERN FRUIT GROWERS

PO Box 1713, Somerset West 7129, RSA

Tel: +27 (0)21 852 4012

info@southernfruit.co.za
www.southernfruit.co.za

Acred: CoC, FPEF Member, GLOBALG.A.P., IFS Broker, SIZA

												PRODUCE GROUPS
		●				●						C
												D

SERVICE PROVIDERS

C Citrus Fruit
E Exotic Fruit
F Flower/Fruit/Seed Vegetables
D Deciduous Fruit
M Mini Vegetables
L Leaf & Stem Vegetables
S Subtropical Fruit
R Roots & Tubers
O Other Fresh Produce

Producer Services | Producer | Refrigeration & Coldstore Equip. | Processing & Packaging Equip. | Packaging & Print Suppliers | Packing & Produce Processing | Logistic, Control & IT Services | Exporter, Trader or Agent | Refrigeration & Cold Storage | Forwarding and Clearing | Freight Handling & Transport | Industry Support Services

PRODUCE GROUPS

STANDARD BANK AGRI

PO Box 6720, Johannesburg 2000, RSA
Tel: +27 (0)11 721 9816
keneilweAnna.Nailana@standardbank.co.za
www.standardbank.co.za

See page 1-34 for more information

Producer Services: ● | Exporter, Trader or Agent: ● | PRODUCE GROUPS: C E F D M L S R O

STAR SOUTH FRUITS

PO Box 100, Wellington 7654, RSA
Tel: +27 (0)21 864 3655
info@starsouth.co.za
www.starsouth.co.za

Acred: APAC, FPIA, FPEF Member

Star South is a world class supplier of fresh produce to the South African, African and International market.

Logistic, Control & IT Services: ● | Exporter, Trader or Agent: ● | Refrigeration & Cold Storage: ● | Forwarding and Clearing: ● | Freight Handling & Transport: ●

PRODUCE GROUPS: C E F D M L R O

SUNKIST GLOBAL LLC

27770 N. Entertainment Drive,
Valencia, CA 91355-1092, USA
Tel: +1 661 290 8791 / +27 (0)21 808 7100
www.sunkist.com

See page 1-8 for more information

Producer: ● | Packaging & Print Suppliers: ●

PRODUCE GROUPS: C

SYNGENTA

Private Bag X60, Halfway House 1685, RSA
Tel: +27 (0)11 541 4000
christian.giesel@syngenta.com
www.syngenta.co.za

See page 1-14 for more information

Producer Services: ● | Exporter, Trader or Agent: ● | PRODUCE GROUPS: C E F D M L S R O

Produce groups: C Citrus Fruit · D Deciduous Fruit · S Subtropical Fruit · E Exotic Fruit · M Mini Vegetables · R Roots & Tubers · F Flower/Fruit/Seed Vegetables · L Leaf & Stem Vegetables · O Other Fresh Produce

Services: Producer Services · Producer · Refrigeration & Coldstore Equip. · Processing & Packaging Equip. · Packaging & Print Suppliers · Packing & Produce Processing · Logistic, Control & IT Services · Exporter, Trader or Agent · Refrigeration & Cold Storage · Forwarding and Clearing · Freight Handling & Transport · Industry Support Services

PRODUCE GROUPS

TRANSITEX SOUTH AFRICA

17 Bradford Road, Bedfordview, Germiston 2008, RSA

1st Floor, 6A Century Square, Heron Crescent, Century City, Cape Town 7441, RSA

Tel: +27 (0)11 387 8880

sales@transitex.co.za
capetown@transitex.co.za
www.transitex.com/en

Acred: ISO 9001:2005

Transitex is a global logistics operator specialized in door-to-door transport services and a fresh transport expert. With a network of offices, warehouses and a fleet of trucks in Africa, Transitex is capable to connect the region with the world's main markets.

Services: Forwarding and Clearing; Freight Handling & Transport

Produce groups: C, E, F, M, L, S, R

TWENTE PARTNERS SOUTH AFRICA (PTY) LTD

Optima House, 279 Main Road, Walmer 6001, Gqeberha, RSA

Tel: +27 (0)87 150 9256

contact@twentepartners.com
www.twentepartners.com

Services: Producer; Packing & Produce Processing; Exporter, Trader or Agent

Produce groups: C

ULTRASONIC MIST (PTY) LTD

10 Peperboom Ave, Kempton Park 1619, RSA

Tel: +27 (0)79 504 2455

info@ultrasonicmist.co.za
www.ultrasonicmist.co.za

Contronics is the leading ultrasonic dry-mist supplier in Europe and has received several awards for their technology and service over the past 40 years. Ultrasonic Mist is the sole Contronics-approved distributor for Southern Africa.

Services: Refrigeration & Coldstore Equip.; Refrigeration & Cold Storage

Produce groups: C, E, F, D, M, L, S, R, O

UNICHOICE PRODUCE DIRECT (PTY) LTD

Polo Village Offices unit B2, Val de Vie Estate, Paarl 7646, RSA

Tel: +27 (0)21 914 5838

info@unichoice.co.za
www.unichoice.co.za

Acred: APAC Registered, FPEF Member

Services: Producer; Packing & Produce Processing; Exporter, Trader or Agent

Produce groups: C, D, L, S

C Citrus Fruit
D Deciduous Fruit
S Subtropical Fruit
E Exotic Fruit
M Mini Vegetables
R Roots & Tubers
F Flower/Fruit/Seed Vegetables
L Leaf & Stem Vegetables
O Other Fresh Produce

Producer Services | Producer | Refrigeration & Coldstore Equip. | Processing & Packaging Equip. | Packaging & Print Suppliers | Packing & Produce Processing | Logistic, Control & IT Services | Exporter, Trader or Agent | Refrigeration & Cold Storage | Forwarding and Clearing | Freight Handling & Transport | Industry Support Services

PRODUCE GROUPS

UNIFRUTTI SA (PTY) LTD

PO Box 721, Somerset West 7129, RSA
Tel: +27 (0)21 852 8494
info@unifrutti.co.za
www.unifrutti.co.za
Acred: FPEF Member

Producer ● | Packing & Produce Processing ● | Logistic, Control & IT Services ●

PRODUCE GROUPS: C E D S

UNITEC
(SOUTH AFRICA FRUIT TECHNOLOGY LTD.)

Unit 3, Zandwyk Park, Paarl 7646, RSA
Tel: +27 (0)21 862 1974
unitecsouthafrica@unitec-group.com
www.unitec-group.com

Unitec offers innovative and patented solutions for fruit and vegetable selection and sorting.

See page 1-24 for more information

Producer ● | Packing & Produce Processing ●

PRODUCE GROUPS: C E F D M L S R O

VAN DOORN CITRUS

PO Box 1817, Bellville 7535, RSA
Tel: +27 (0)21 914 8618
info@vandoornsa.co.za
www.vandoornsa.co.za
Acred: FPEF Member

Logistic, Control & IT Services ●

PRODUCE GROUPS: C

VANGUARD INTERNATIONAL

2nd Floor, Cabernet House East, Brandwacht Office Park, Trumali Road, Stellenbosch 7600, RSA
Tel: +27 (0)21 883 9811
henk.wever@vanguardteam.com
www.vanguardteam.com
Acred: FPEF Member

Logistic, Control & IT Services ●

PRODUCE GROUPS: C E F D M L S R O

VITANOVA INTERNATIONAL cc

PO Box 51350, V&A Waterfront 8002, RSA
Tel: +27 (0)21 419 3051
nico@vitagroup.global
simon@vitagroup.global
www.vita.co.za

Logistic, Control & IT Services ●

PRODUCE GROUPS: C E F D M L S R O

C Citrus Fruit
E Exotic Fruit
F Flower/Fruit/Seed Vegetables
D Deciduous Fruit
M Mini Vegetables
L Leaf & Stem Vegetables
S Subtropical Fruit
R Roots & Tubers
O Other Fresh Produce

Producer Services | Producer | Refrigeration & Coldstore Equip. | Processing & Packaging Equip. | Packaging & Print Suppliers | Packing & Produce Processing | Logistic, Control & IT Services | Exporter/Trader or Agent | Refrigeration & Cold Storage | Forwarding and Clearing | Freight Handling & Transport | Industry Support Services

PRODUCE GROUPS

VROEGOP BEMIDDELING

2e Industriestraat 14 - 1723 LG
Noord-Scharwoude, The Netherlands
Tel: +31(0)22 638 2382
info@vroegop-bemiddeling.nl
www.vroegop-bemiddeling.nl

Vroegop Bemiddeling connects the farmer to a buyer in a personal manner to ensure teamwork of competent, professional people. Well understanding each other within a governance model to create a solid EBITDA.

Producer Services ● | Refrigeration & Coldstore Equip. ● | Exporter/Trader or Agent ●

C E
D
S O

VRUGTEBOOM SA (PTY) LTD

Subtropico Business Park, Route 44,
Klapmuts, Stellenbosch 7625, RSA
Tel: +27 (0)71 213 2410
info@vrugteboom.com
www.vrugteboom.com

Refrigeration & Coldstore Equip. ●

C
D

YUKON INTERNATIONAL (PTY) LTD

57 Main Road, KWV Building, Unlimited Group,
Yukon, Paarl 7620, RSA
Tel: +27 (0)21 860 1800
info@yukon.co.za
www.yukon.co.za

Acred: Farming for the Future, For Life, GLOBALG.A.P., LEAF, Tesco Nurture, WW IBL

Producer ● | Refrigeration & Coldstore Equip. ●

M L

ZEST FRUIT (PTY) LTD

43 Mark St, Stellenbosch 7600, RSA
Tel: +27 (0)21 888 9100
info@zestfruit.co.za
www.zestfruit.co.za
Acred: FPEF Member

Refrigeration & Coldstore Equip. ●

C
D

iRoot

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Take full control of your business with iRoot – the fully integrated financial system designed for seamless management from stock intake to final payments. iRoot provides unparalleled traceability and insight into your complete cost chain.

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GLOBAL LOGISTICS EXPERTS
goglobal.group
info@goglobal.group

GOGLOBAL
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www.corruseal.co.za

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Western Cape +27 87 310 2962 | **PE** +27 41 405 0140

Better Packaging for a Better World