Processed Food & Bev. Trade SA

The processed food & beverage trade supply chain directory 2023/24

seventh edition

Inspiring new ways

agbiz.co.za
dalrrd.gov.za
thedtic.gov.za
foodbevtrade.co.za

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2023/24

seventh edition

In association with:
Department of Trade, Industry and Competition
The Agricultural Business Chamber of South Africa (Agbiz)
Department of Agriculture, Land Reform and Rural Development

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www.thedtic.gov.za

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Foreword by Agbiz South Africa

The Agricultural Business Chamber of South Africa (Agbiz) is pleased to introduce the seventh edition of the Food & Beverage Trade SA Directory. The publication is a unique compilation of information on a wide range of South African agro-processed products together with their export destinations and volumes exported. Products covered in the easily searchable Directory range from fruit and nuts to spices, sauces, grains and oil crops, beverages; to animal products such as poultry, red meats, seafood and dairy.

The Directory's updated Step-by-Step Export Manual For Exporters provides guidelines and essential information for emerging and aspiring South African exporters.

Agro-industries convert raw agricultural materials into value-added products which generate additional income, employment and economic development by stimulating associated industries. The South African agricultural and agro-processing supply chains therefore fulfil a wide range of functions vital to the South African economy and people. Locally available, accessible and affordable food underpins food security, while sustainable and expanding agri-business production and exports provide the country with valuable foreign exchange and jobs. The collection and sharing of accurate information on product volumes and trends is an important contribution to policy formation and to showcasing South African agro-processors and exporters to international buyers, and investors.

The services delivered by government as a collective promote efficient industrialisation and value addition while also ensuring national food quality control. The agricultural sector provides a business efficient supply chain from farm to fork. Government in turn through its support services aims to sustain and improve advanced food supply chains, while also promoting the application of cutting edge technology to sustain the integrity of the food safety system.

This directory showcases some of the advanced food and beverage services and products that South Africa can offer to international buyers as a credible and reliable supplier. With South Africa exploring new markets to diversify and increase exports, our foreign government offices worldwide use this publication to market a range of produce and service providers.

As the key national platform for organised agribusiness in South Africa, the strategic intent of Agbiz as a Chamber is to advocate for and facilitate a favourable agribusiness environment in order for its members to perform competitively and sustainably. Agbiz therefore welcomes the opportunity to partner on this publication in support of government's efforts to develop agriculture and grow the economy.

I wish to thank the participants and publishers for a necessary directory that will showcase South African food and beverage products to the world.

Theo C. Boshoff – Chief Executive Officer

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

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 with more than 300 businesses across the globe. 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.

Visibility and Digital Monitoring

To ensure market access, SIZA creates visibility and shares audit information and data through our own modern and effective data platform called *MySIZA*, as well as through the Sedex and GLOBALG.A.P. platforms. Excellent and comprehensive risk reports are available for download on *MySIZA* to ensure visibility and traceability on the South African suppliers at all times.

Environmental Assurance

The SIZA Environmental programme focuses on the sustainable management of the four cornerstones of the environment, namely soil; water; energy, materials and waste; as well as biodiversity and ecosystems. Audits can be conducted either as a standalone or a combined solution third-party audit to members who need to complete the GLOBALG.A.P. Integrated Farm Assurance (IFA) audit as well as SIZA Environmental. This results in a time and cost effective solution for members that supply to multiple markets

Best Practice / Remedy - Showcasing Best Practices and Creating a Balanced View

SIZA's Best Practice programme promotes and acknowledges best practices that are implemented by producers beyond the audit process, where they have achieved more than compliance and create value. Remedy is part of corrective actions to ensure continuous improvement.

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

About the directory

THE DIRECTORY LAYOUT

The directory is divided into 4 sections:

SECTION 1

Plant Products

Export product information and statistics.

SECTION 2

Animal Products

Export product information and statistics.

SECTION 3

Step-by-Step Export Manual

This updated manual provides a deeper understanding of processes and requirements applicable to processed produce exporters in South Africa.

SECTION 4

Food Trade Service Providers

The section is in chronological order and contains all relevant service provider contact, produce and service group information.

Agri SA IN FOCUS

About us

Agri SA is the biggest federation of agricultural organisations in South Africa. It was established in 1904 as the South African Agricultural Union. It consists of provincial affiliates, commodity organisations and corporate members.

VISION

To secure an inclusive and prosperous agricultural sector.

MISSION

We enable farmers.

VALUES

Agri SA and its members

Trust • Respect • Collaboration

What Agri SA offers

- Securing an inclusive, prosperous and growing agricultural sector through various risk, policy and growth solutions.
- Dedicated units focus on mitigating risks brought on through rural safety, disaster management, drought aid, trade, pest control and biosecurity, to name a few.
- Advocates for conducive policy on land, legislation, environment, labour, economics, trade and development.
- Leverage our inclusive network to unlock agricultural growth opportunities, such as agricultural development, funding, industry research, trade, training, networking and marketing opportunities.

SA agriculture overview

South African agriculture is highly diversified and market-oriented. It is a sector that has faced multiple challenges over the past decade for various reasons. Numerous regions of the country experience drought and continue to combat this challenge. Other challenges include a fluctuating exchange rate, investor uncertainty and increased input prices. Despite these challenges, agriculture in South Africa is growing from strength to strength.

The South African agricultural sector had a fruitful 2020. Over and above the 13,1% positive GDP growth, the total export value of agricultural products came in at R167 billion for the year. This was an increase of 18,1% in value terms. This was mainly underpinned by the sterling exports of fruits and nuts, as they accounted for 38% or R63 billion of the total agricultural export basket.

Worth noting is that the exports of cereals had the highest growth rate, 98,3%, relative to the prior year (2019). This comes at the back of the second largest maize harvest in history. Furthermore, cereals led the list of products exported to Zimbabwe, resulting in a 158,4% jump in agricultural exports to the neighbouring country.

Agri SA represents an

INCLUSIVE FOOD PRODUCING SECTOR

FARMERS

PROCESSORS

TRANSPORT & STORAGE

RETAILERS

16 000 Farmers
9 Provinces
26 Commodities

57 Corporate Members

AGRICULTURE CONTRIBUTES TO A GROWING:

Sector • Economy • Job creation • Social stability

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AGRI SA

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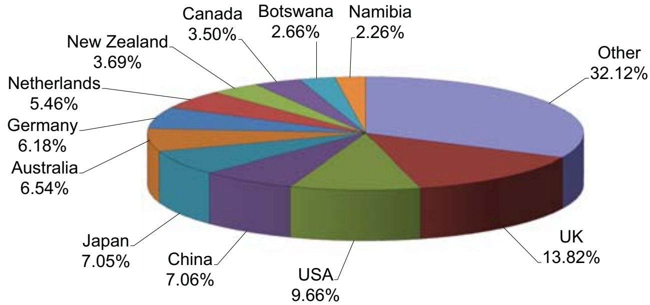
*may contain animal protein

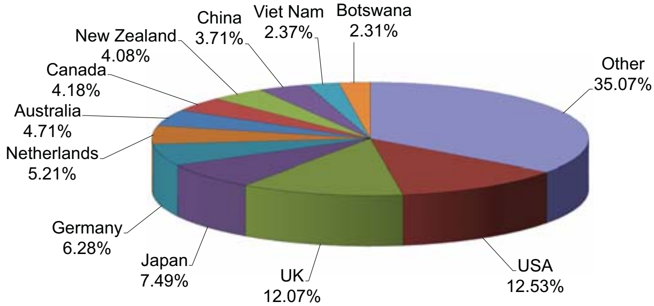
D R I E D F R U I T

FRUIT & NUTS

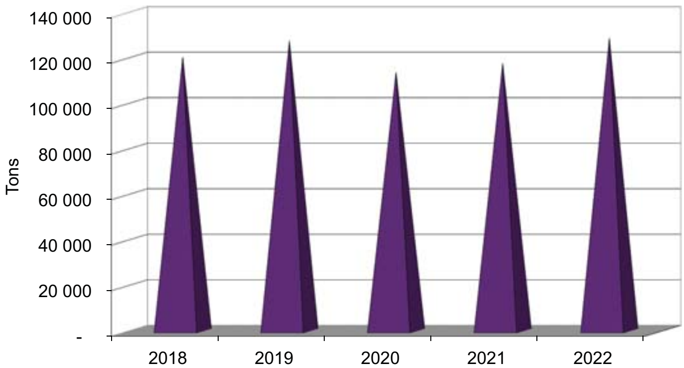
DRIED FRUIT



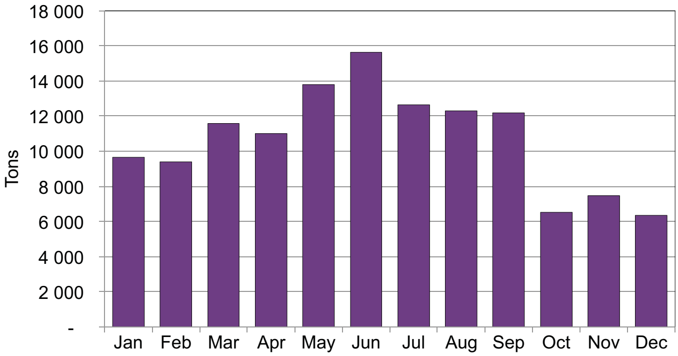
DRIED FRUIT : PAST 5 YEARS - MAJOR DESTINATIONS



DRIED FRUIT : PAST YEAR - MAJOR DESTINATIONS



DRIED FRUIT : PAST 5 YEARS - VOLUME EXPORTED



DRIED FRUIT : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

0813	11.12%	1.4%	15(15)
2008	8.43%	1.1%	21(21)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

Note that **RAISINS** are not included in this group and features on its own page.

INDUSTRY ORGANISATION
Dried Fruit Technical Services

PRESERVATION
Dried or Sugared

PACKAGING
Bottled, Tubbed or Bagged

EXPORTERS
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

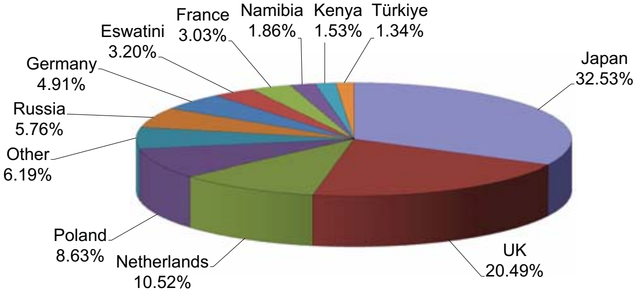

GO
nature on the move!
NATURAL VIBE FRUIT SNACK
Kruger
Orange
Vitamin C
DRIED ORANGE


GO
nature on the move!
NATURAL VIBE FRUIT SNACK
Kruger
Grape fruit
Vitamin C
DRIED GRAPEFRUIT

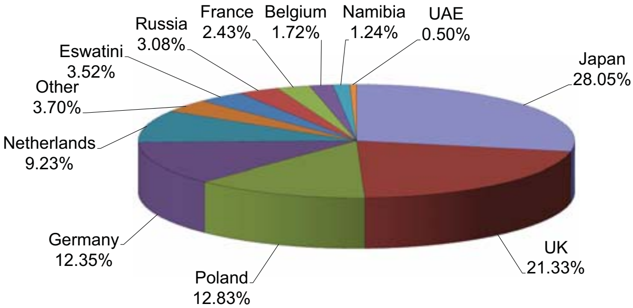
FROZEN FRUIT

FRUIT & NUTS

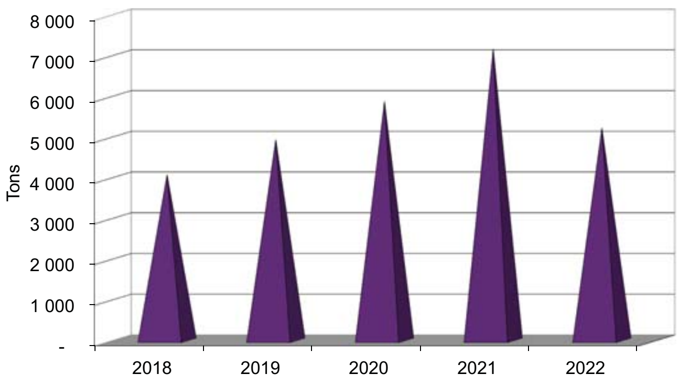
FROZEN FRUIT



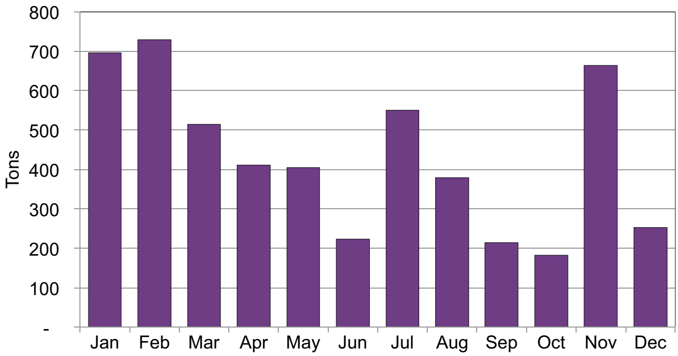
FROZEN FRUIT : PAST 5 YEARS - MAJOR DESTINATIONS



FROZEN FRUIT : PAST YEAR - MAJOR DESTINATIONS



FROZEN FRUIT : PAST 5 YEARS - VOLUME EXPORTED



FROZEN FRUIT : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

0811 -37.14% 0.3% 41(40)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

Frozen

PACKAGING

Tubbed or Bagged

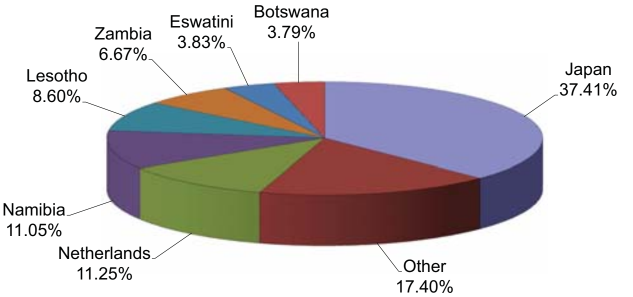
EXPORTERS

See **Service Providers** section for more information.

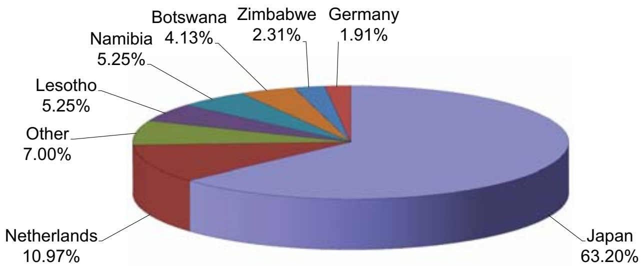
RSA: PRODUCING PROVINCES

FRUIT & NUTS

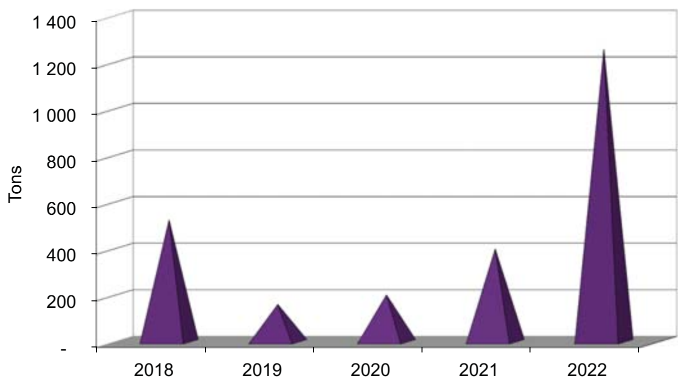
FRUIT PEEL & ZEST



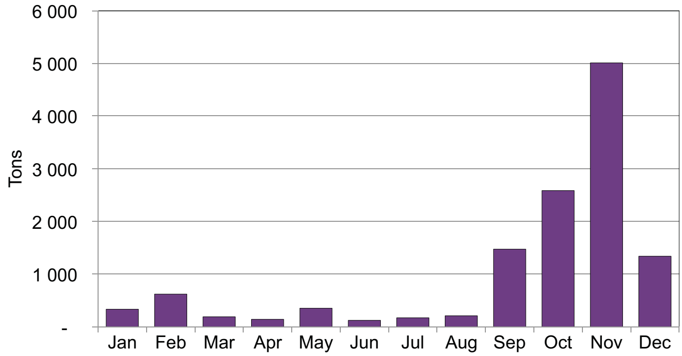
FRUIT PEEL & ZEST : PAST 5 YEARS - MAJOR DESTINATIONS



FRUIT PEEL & ZEST : PAST YEAR - MAJOR DESTINATIONS



FRUIT PEEL & ZEST : PAST 5 YEARS - VOLUME EXPORTED



FRUIT PEEL & ZEST : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING:

0814	99.38%	<0.1%	53(33)
200600	12.25%	0.1%	43(51)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

Dried, Sugared

PACKAGING

Bottled, Tubbed, Bagged or Boxed

EXPORTERS

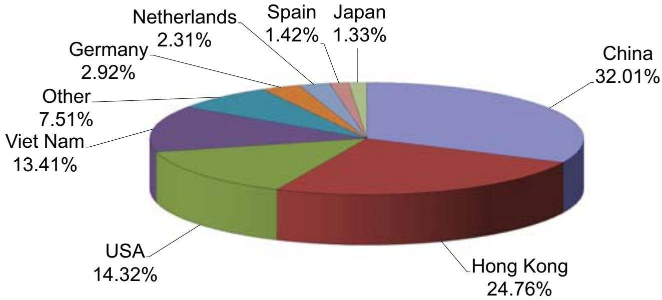
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

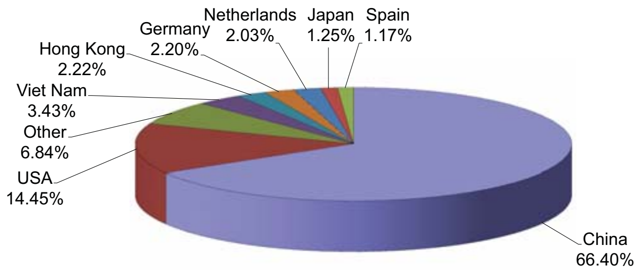
MACADAMIA NUTS

FRUIT & NUTS

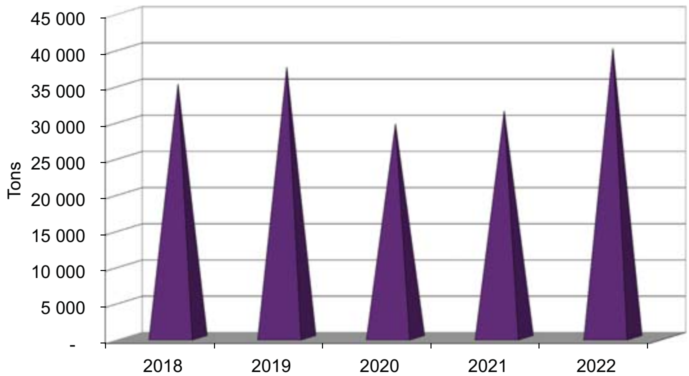
MACADAMIA NUTS



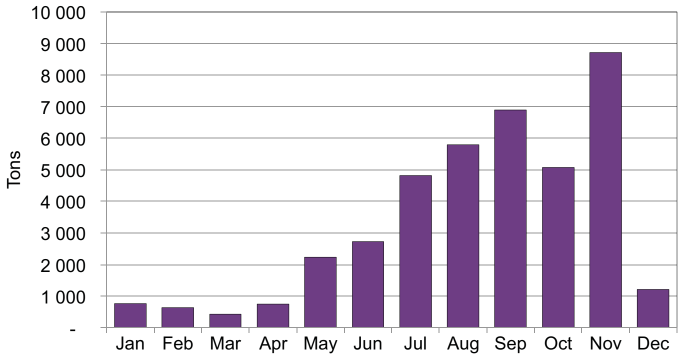
MACADAMIAS : PAST 5 YEARS - MAJOR DESTINATIONS



MACADAMIAS : PAST YEAR - MAJOR DESTINATIONS



MACADAMIAS : PAST 5 YEARS - VOLUME EXPORTED



MACADAMIAS : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

080261	28.96%	34.9%	1(1)
080262	6.33%	33.3%	1(1)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

Dried

PACKAGING

Canned, Tubbed, Bagged or Boxed

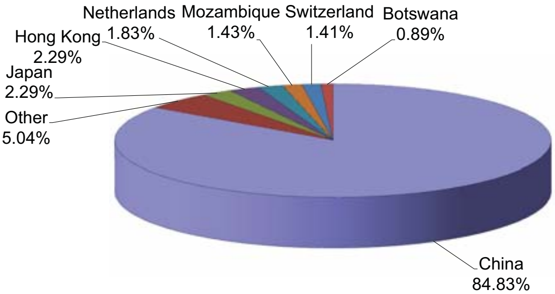
EXPORTERS

See **Service Providers** section for more information.

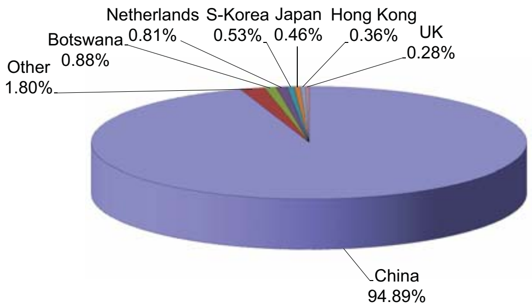
RSA: PRODUCING PROVINCES

FRUIT & NUTS

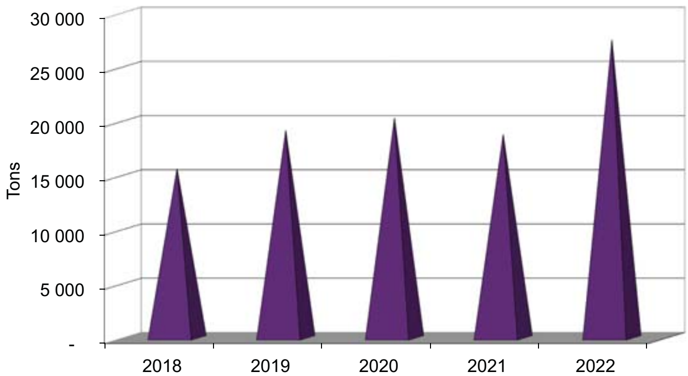
PECAN NUTS



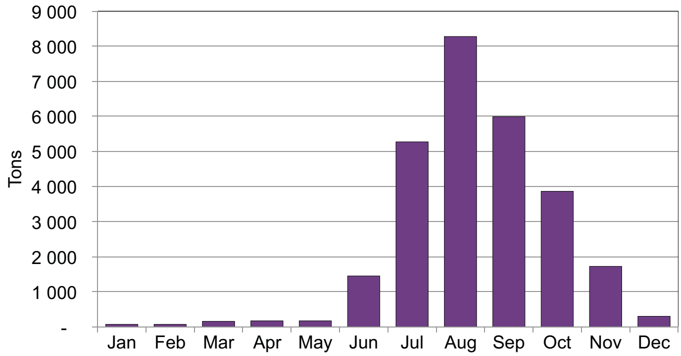
PECANS : PAST 5 YEARS - MAJOR DESTINATIONS



PECANS : PAST YEAR - MAJOR DESTINATIONS



PECANS : PAST 5 YEARS - VOLUME EXPORTED



PECANS : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

080299 31.71% 5.5% 5(4)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

South African Pecan Nut Association

PRESERVATION

Dried

PACKAGING

Canned, Tubbed, Bagged or Boxed

EXPORTERS

See **Service Providers** section for more information.

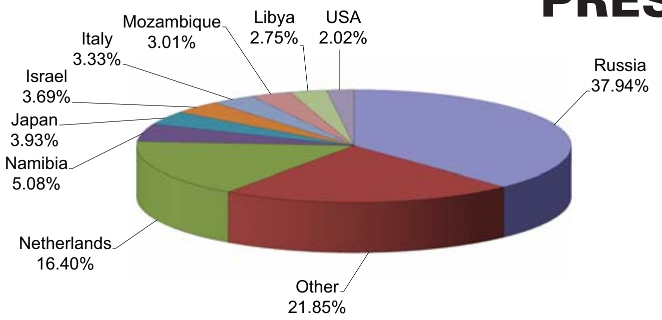
RSA: PRODUCING PROVINCES

PECAN NUTS

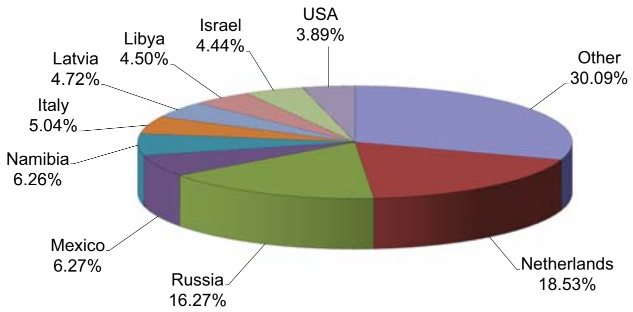
P R E S E R V E D F R U I T

FRUIT & NUTS

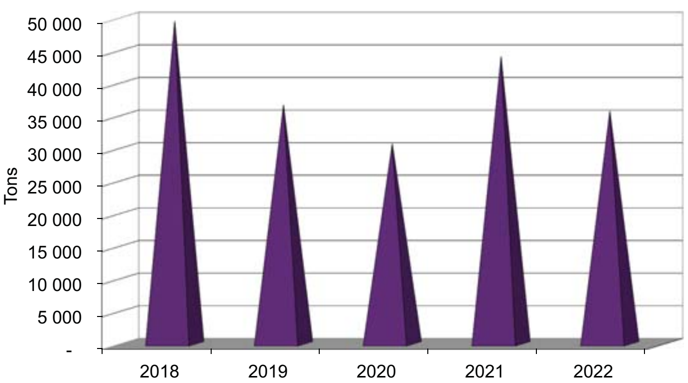
PRESERVED FRUIT



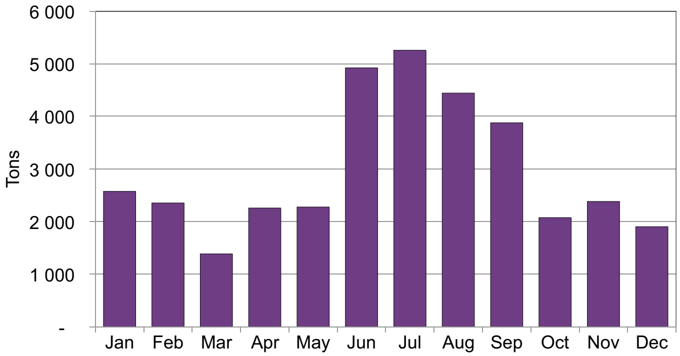
PRESERVED FRUIT : PAST 5 YEARS - MAJOR DESTINATIONS



PRESERVED FRUIT : PAST YEAR - MAJOR DESTINATIONS



PRESERVED FRUIT : PAST 5 YEARS - VOLUME EXPORTED



PRESERVED FRUIT : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

0812	16.55%	0.9%	16(24)
2007	-24.17%	1.0%	22(26)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
SA Fruit and Vegetable Canners Association

PRESERVATION
Pasteurised

PACKAGING
Canned, Bottled or Tubbed

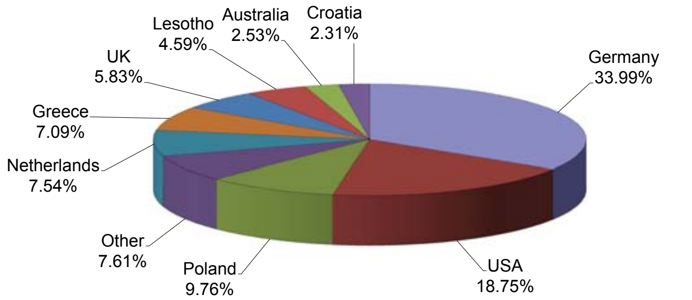
EXPORTERS
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

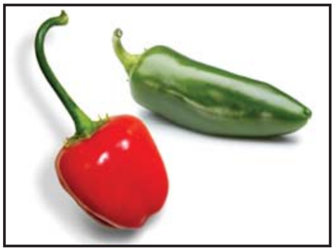
PRESERVED PEPPERS

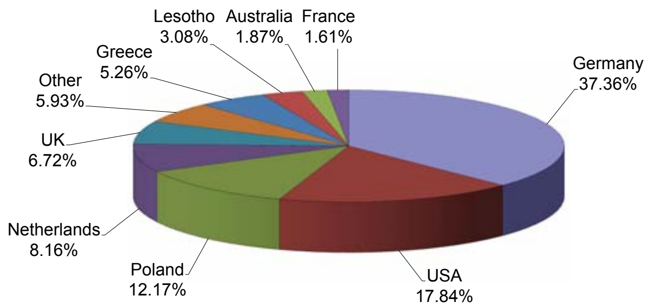
FRUIT & NUTS

PRESERVED PEPPERS

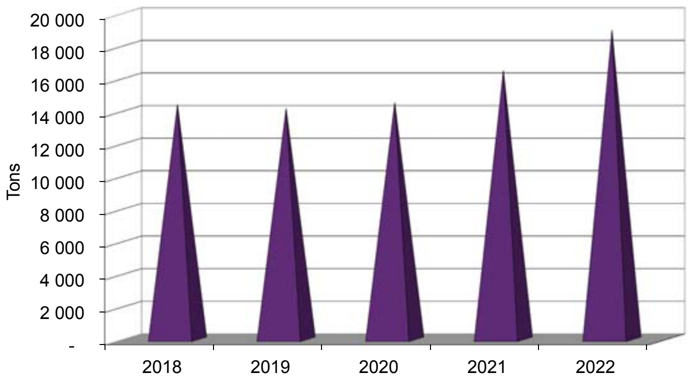


PRESERVED PEPPERS : PAST 5 YEARS - MAJOR DESTINATIONS

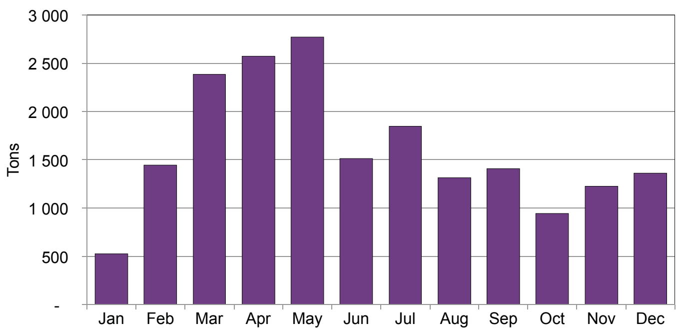




PRESERVED PEPPERS : PAST YEAR - MAJOR DESTINATIONS



PRESERVED PEPPERS : PAST 5 YEARS - VOLUME EXPORTED



PRESERVED PEPPERS : PAST 5 YEARS - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

200190 14.98% 2.5% 14(14)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

Pasteurised, Pickled

PACKAGING

Canned, Bottled or Tubbed

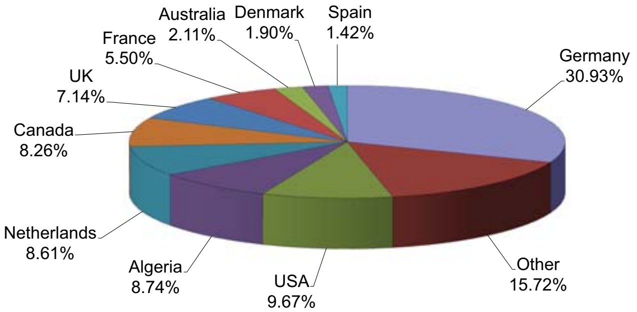
EXPORTERS

See **Service Providers** section for more information.

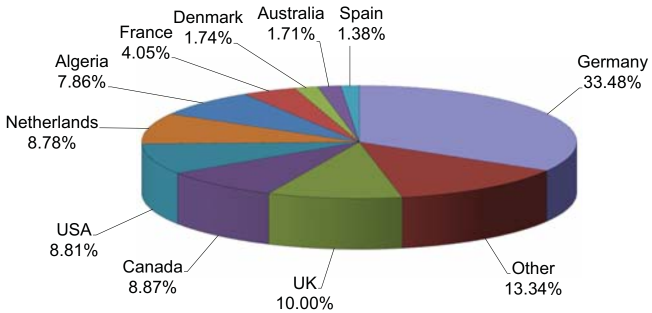
RSA: PRODUCING PROVINCES

FRUIT & NUTS

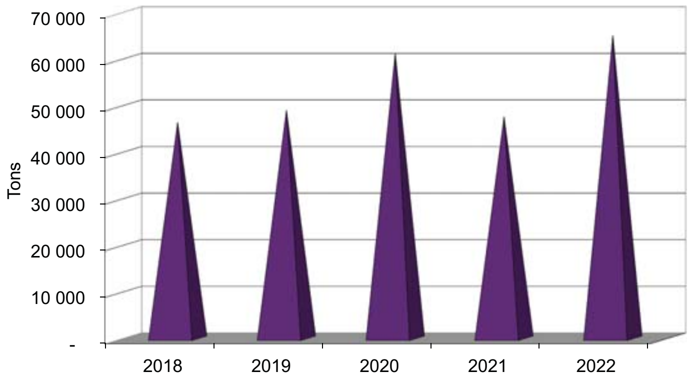
RAISINS



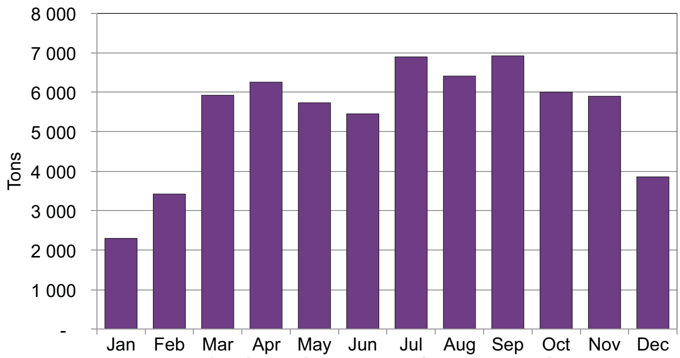
RAISINS : PAST 5 YEARS - MAJOR DESTINATIONS



RAISINS : PAST YEAR - MAJOR DESTINATIONS



RAISINS : PAST 5 YEARS - VOLUME EXPORTED



RAISINS : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

080620 26.83% 6.9% 6(5)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
Dried Fruit Technical Services

PRESERVATION
Dried

PACKAGING
Tubbed or Bagged

EXPORTERS
See **Service Providers** section for more information.

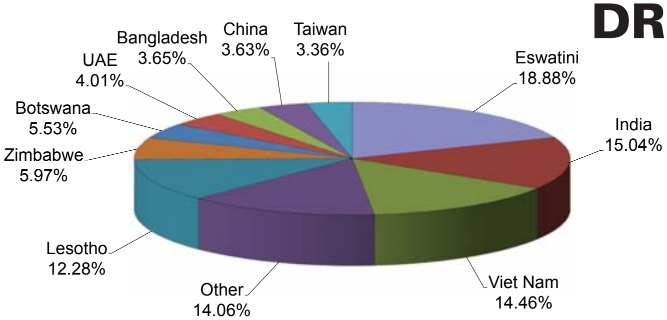
RSA: PRODUCING PROVINCES

RAISINS

DRIED LEGUMES

VEGETABLES & LEGUMES

DRIED LEGUMES

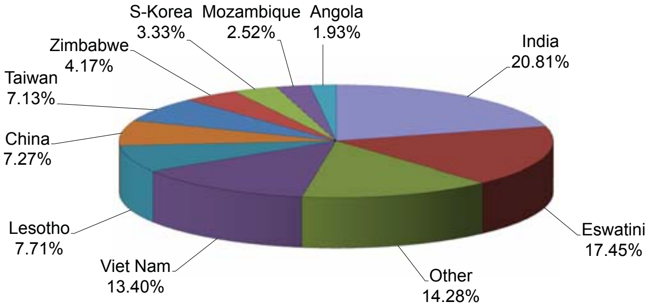


DRIED LEGUMES : PAST 5 YEARS - MAJOR DESTINATIONS

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

0713 5.92% 0.3% 42(35)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS



DRIED LEGUMES : PAST YEAR - MAJOR DESTINATIONS

INDUSTRY ORGANISATION

-

PRESERVATION

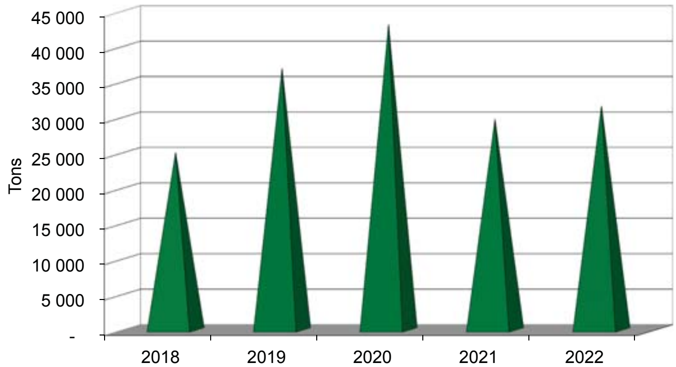
Dried

PACKAGING

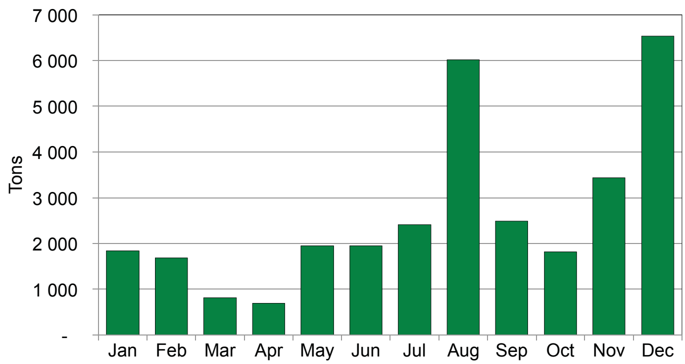
Tubbed, Bagged or Boxed

EXPORTERS

See **Service Providers** section for more information.



DRIED LEGUMES : PAST 5 YEARS - VOLUME EXPORTED



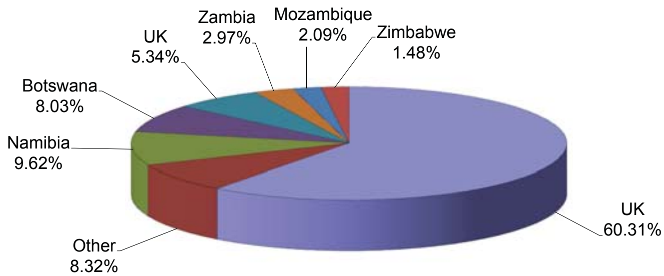
DRIED LEGUMES : PAST YEAR - VOLUME EXPORTED

RSA: PRODUCING PROVINCES

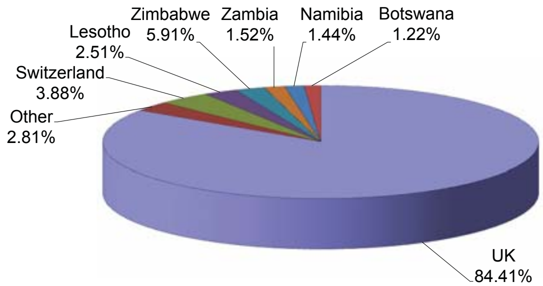
DRIED VEGETABLES

VEGETABLES & LEGUMES

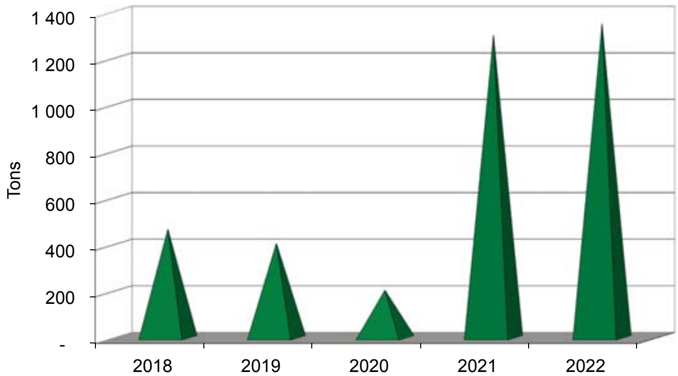
DRIED VEGETABLES



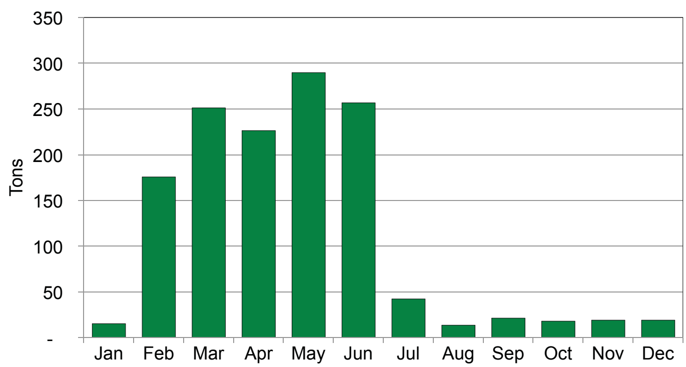
DRIED VEGETABLES : PAST 5 YEARS - MAJOR DESTINATIONS



DRIED VEGETABLES : PAST YEAR - MAJOR DESTINATIONS



DRIED VEGETABLES : PAST 5 YEARS - VOLUME EXPORTED



DRIED VEGETABLES : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

071290 3.63% 0.1% 43(56)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

Dried

PACKAGING

Tubbed, Bagged or Boxed

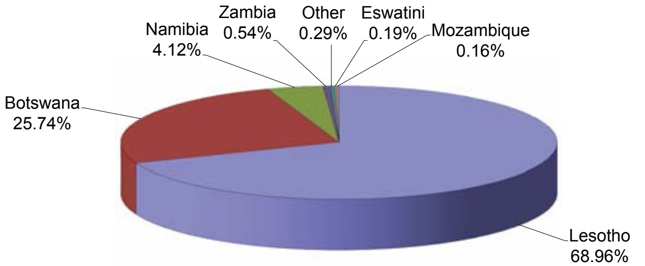
EXPORTERS

See **Service Providers** section for more information.

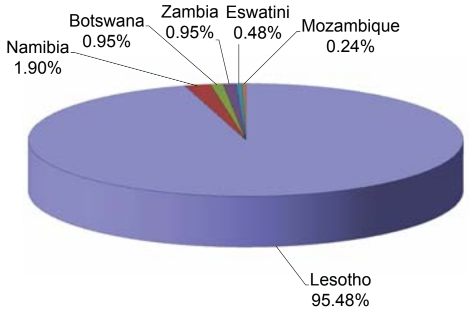
RSA: PRODUCING PROVINCES

VEGETABLES & LEGUMES

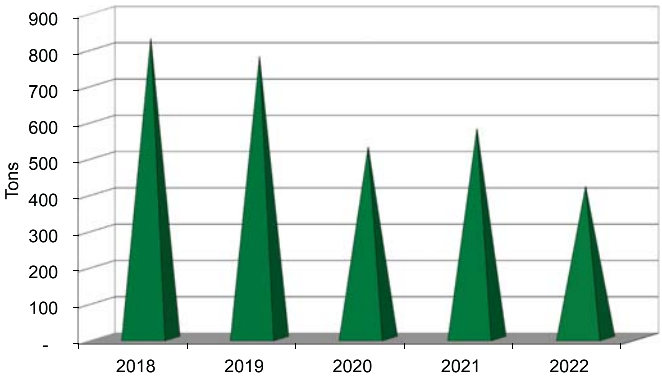
FROZEN LEGUMES



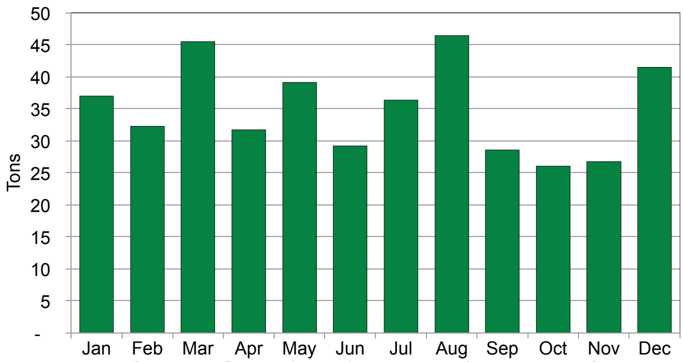
FROZEN LEGUMES : PAST 5 YEARS - MAJOR DESTINATIONS



FROZEN LEGUMES : PAST YEAR - MAJOR DESTINATIONS



FROZEN LEGUMES : PAST 5 YEARS - VOLUME EXPORTED



FROZEN LEGUMES : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

071029 -37.86% 0.2% 20(52)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

Frozen

PACKAGING

Tubbed, Bagged or Boxed

EXPORTERS

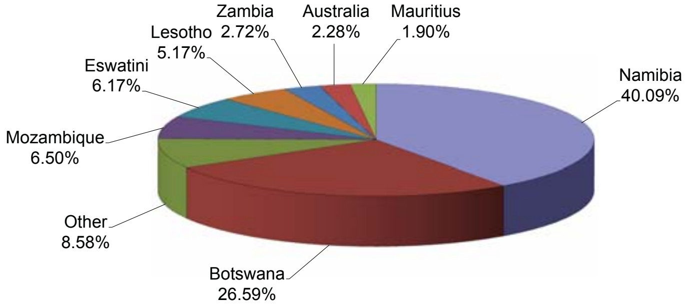
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

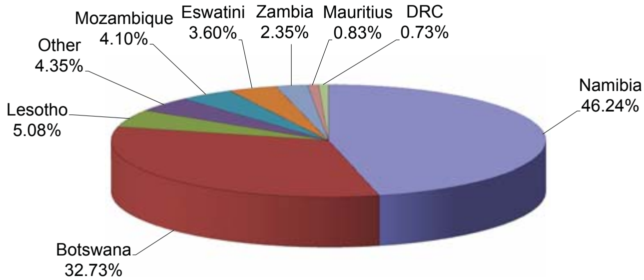
F R O Z E N   V E G E T A B L E S

VEGETABLES & LEGUMES

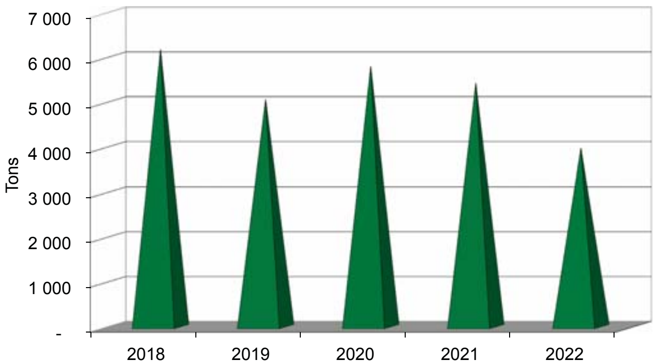
FROZEN VEGETABLES



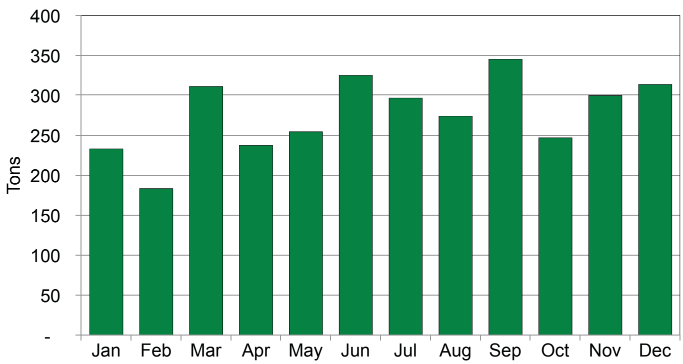
FROZEN VEGETABLES : PAST 5 YEARS - MAJOR DESTINATIONS



FROZEN VEGETABLES : PAST YEAR - MAJOR DESTINATIONS



FROZEN VEGETABLES : PAST 5 YEARS - VOLUME EXPORTED



FROZEN VEGETABLES : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

071080	-36.63%	<0.1%	53(52)
071090	-24.20%	0.3%	28(23)
200490	-51.11%	0.2%	26(24)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

Pasteurised

PACKAGING

Tubbed, Bagged or Boxed

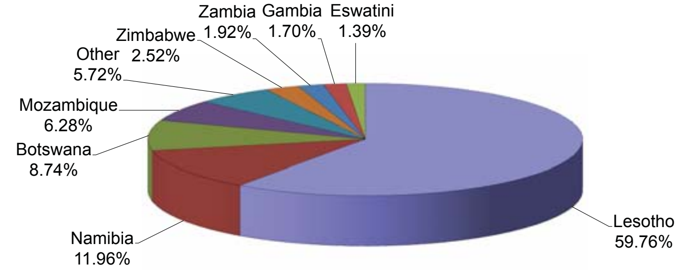
EXPORTERS

See **Service Providers** section for more information.

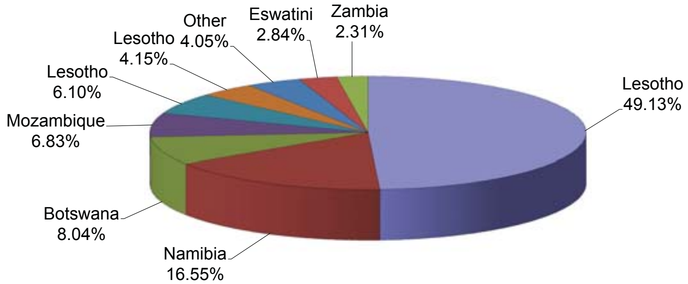
RSA: PRODUCING PROVINCES

VEGETABLES & LEGUMES

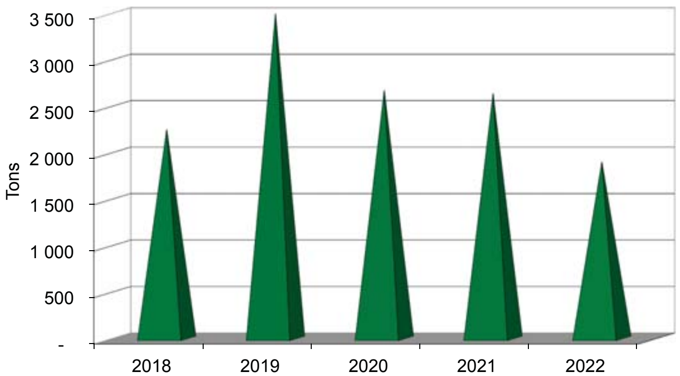
GREEN PEAS



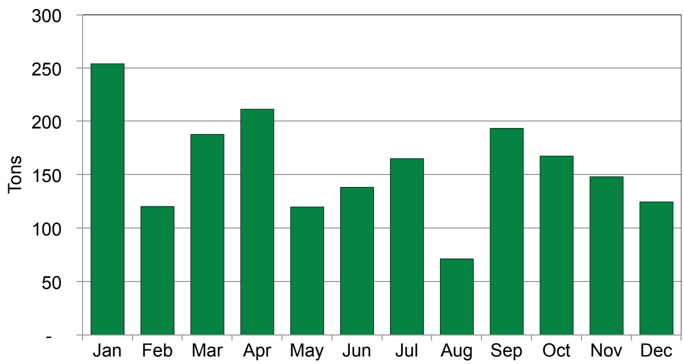
GREEN PEAS : PAST 5 YEARS - MAJOR DESTINATIONS



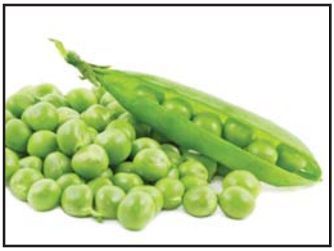
GREEN PEAS : PAST YEAR - MAJOR DESTINATIONS



GREEN PEAS : PAST 5 YEARS - VOLUME EXPORTED



GREEN PEAS : PAST YEAR - VOLUME EXPORTED



HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

071021	-2.46%	0.1%	34(34)
071310	-58.86%	0.1%	41(35)
200540	-4.20%	0.3%	33(39)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

Pasteurised

PACKAGING

Canned or Bagged

EXPORTERS

See **Service Providers** section for more information.

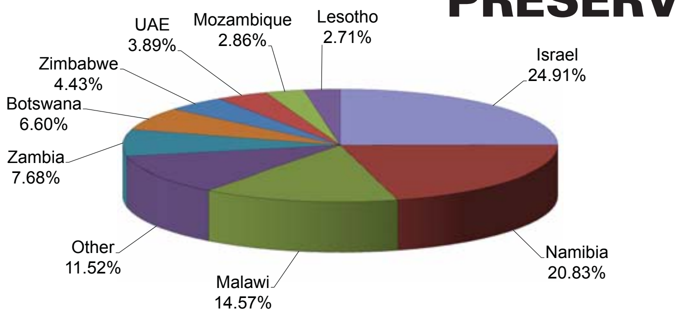
RSA: PRODUCING PROVINCES

GREEN PEAS

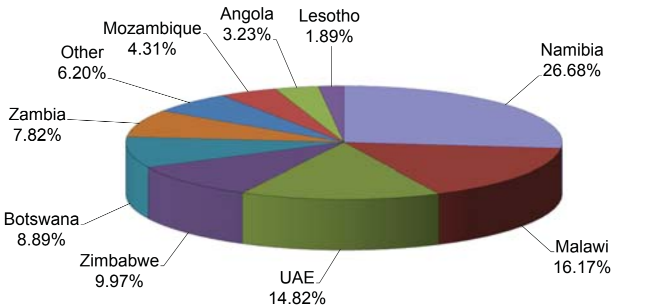
PRESERVED GHERKINS

VEGETABLES & LEGUMES

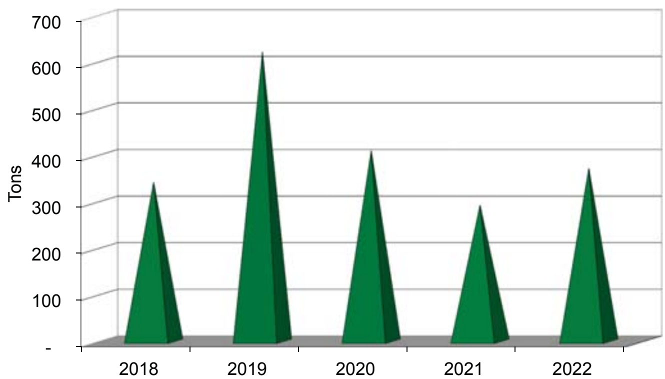
PRESERVED GHERKINS



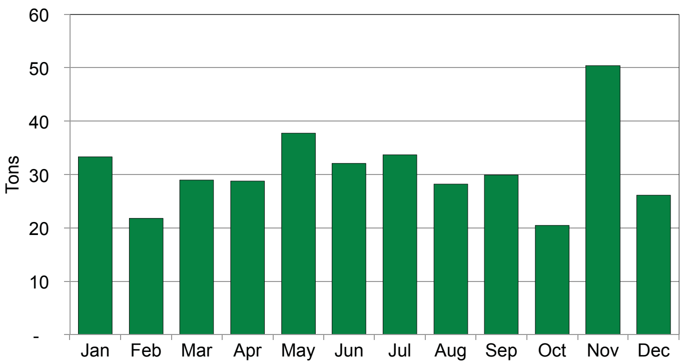
PRESERVED GHERKINS : PAST 5 YEARS - MAJOR DESTINATIONS



PRESERVED GHERKINS : PAST YEAR - MAJOR DESTINATIONS



PRESERVED GHERKINS : PAST 5 YEARS - VOLUME EXPORTED



PRESERVED GHERKINS : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

071140	-80.00%	<0.1%	28(25)
200110	25.49%	0.1%	45(47)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

Pasteurised, Pickled

PACKAGING

Bottled

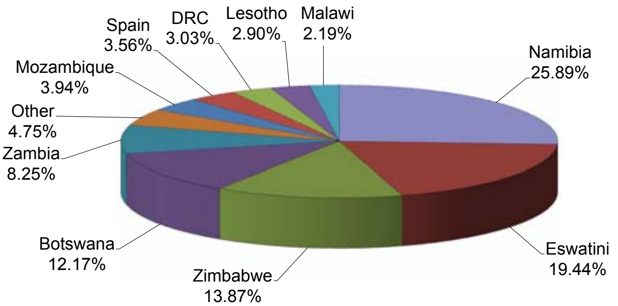
EXPORTERS

See **Service Providers** section for more information.

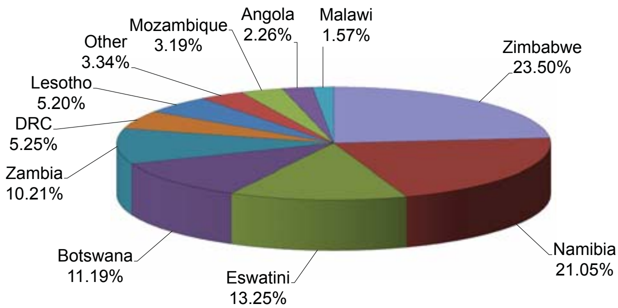
RSA: PRODUCING PROVINCES

VEGETABLES & LEGUMES

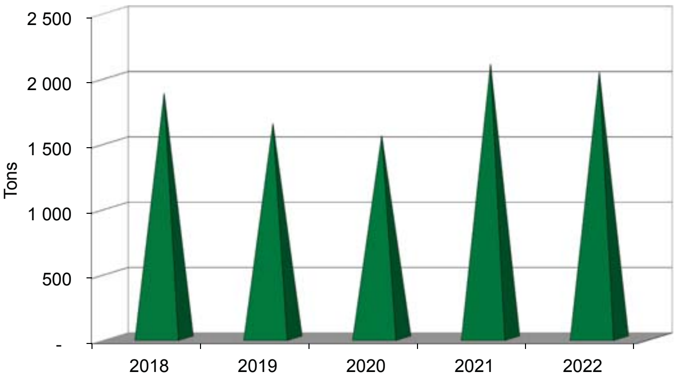
PRESERVED TOMATOES



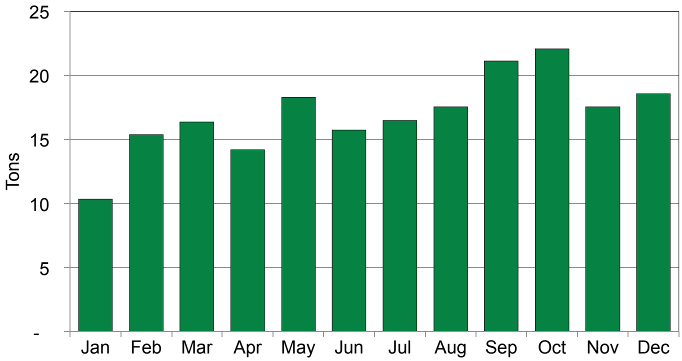
PRESERVED TOMATOES : PAST 5 YEARS - MAJOR DESTINATIONS



PRESERVED TOMATOES : PAST YEAR - MAJOR DESTINATIONS



PRESERVED TOMATOES : PAST 5 YEARS - VOLUME EXPORTED



PRESERVED TOMATOES : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

2002	-3.04%	0.1%	46(52)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

For **TOMATO SAUCE** see the Sauces & Soups section.

INDUSTRY ORGANISATION

-

PRESERVATION

Pasteurised, Pickled

PACKAGING

Canned

EXPORTERS

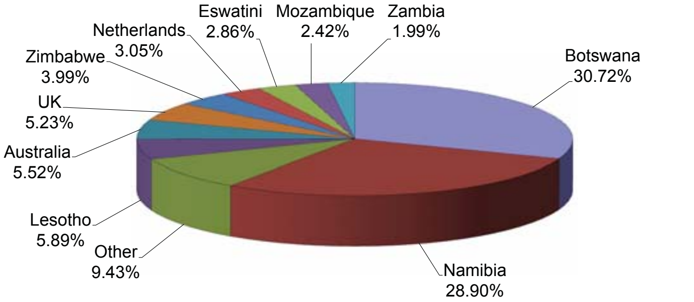
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

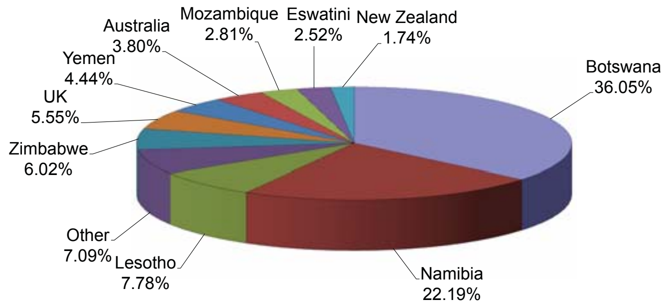
PRESERVED VEGETABLES

VEGETABLES & LEGUMES

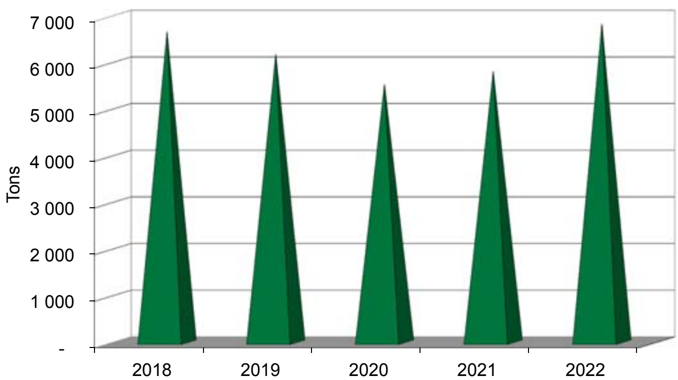
PRESERVED VEGETABLES (OTHER)



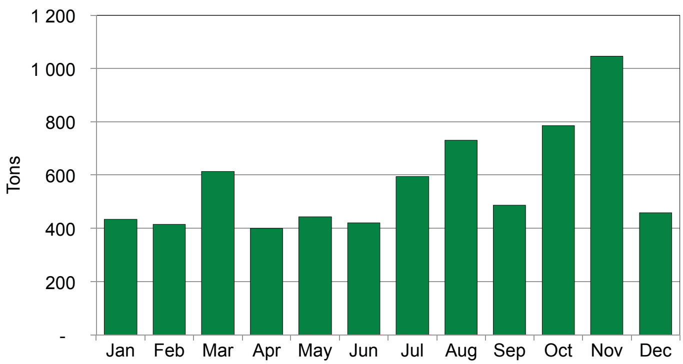
PRESERVED VEGETABLES : PAST 5 YEARS - MAJOR DESTINATIONS



PRESERVED VEGETABLES : PAST YEAR - MAJOR DESTINATIONS



PRESERVED VEGETABLES : PAST 5 YEARS - VOLUME EXPORTED



PRESERVED VEGETABLES : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

071190	-22.17%	0.5%	23(25)
200599	17.31%	0.2%	41(43)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

Pasteurised, Pickled

PACKAGING

Canned or Bottled

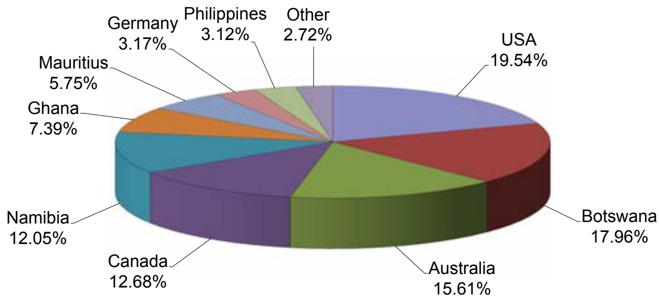
EXPORTERS

See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

FRUIT & VEGETABLE JUICES

APPLE JUICE

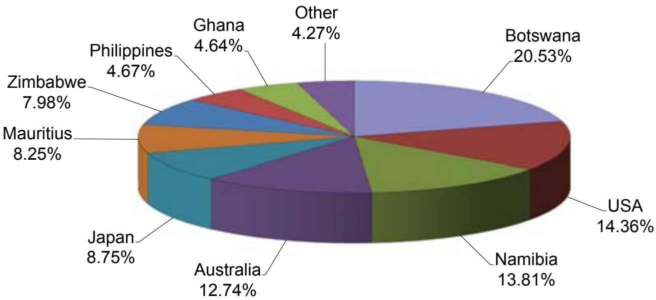


APPLE JUICE : PAST 5 YEARS - MAJOR DESTINATIONS

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

200971	-1.73%	1.9%	13(13)
200979	-108.53%	0.9%	16(14)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS



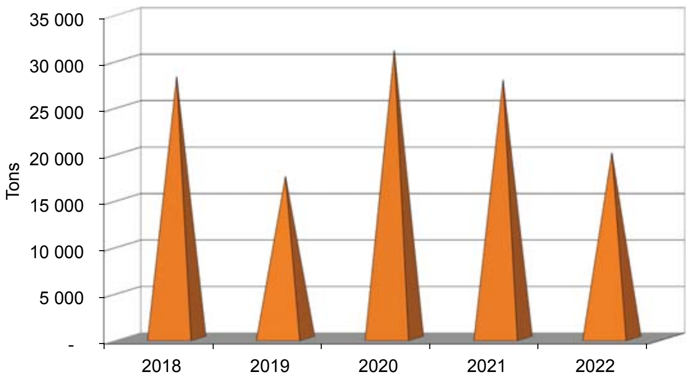
APPLE JUICE : PAST YEAR - MAJOR DESTINATIONS

INDUSTRY ORGANISATION
SA Fruit Juice Association

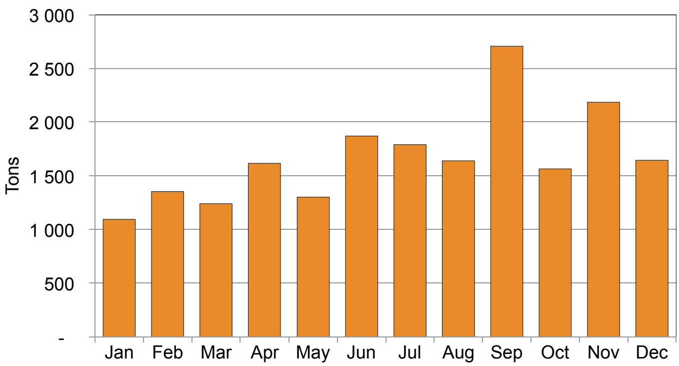
PRESERVATION
Pasteurised

PACKAGING
Canned, Bottled or Boxed

EXPORTERS
See **Service Providers** section for more information.



APPLE JUICE : PAST 5 YEARS - VOLUME EXPORTED

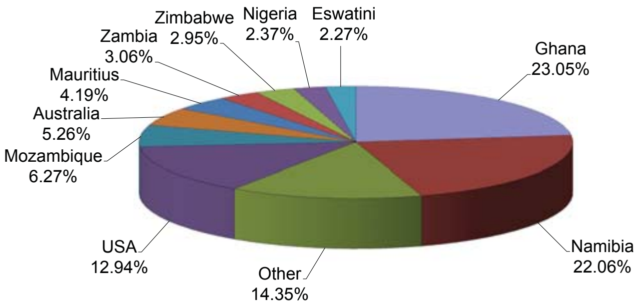


APPLE JUICE : PAST YEAR - VOLUME EXPORTED

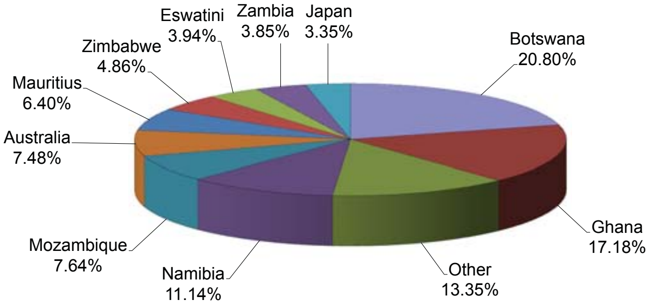
RSA: PRODUCING PROVINCES

FRUIT & VEGETABLE JUICES

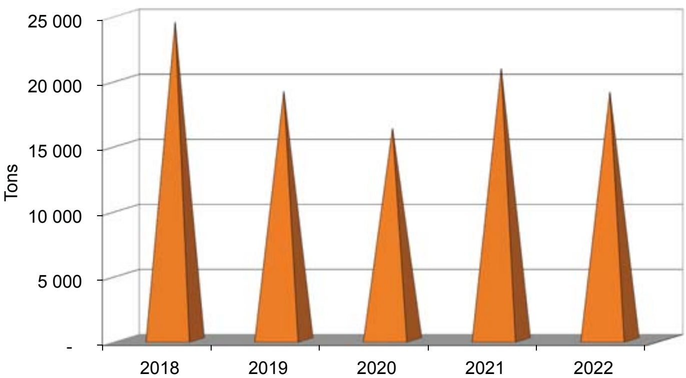
GRAPE JUICE



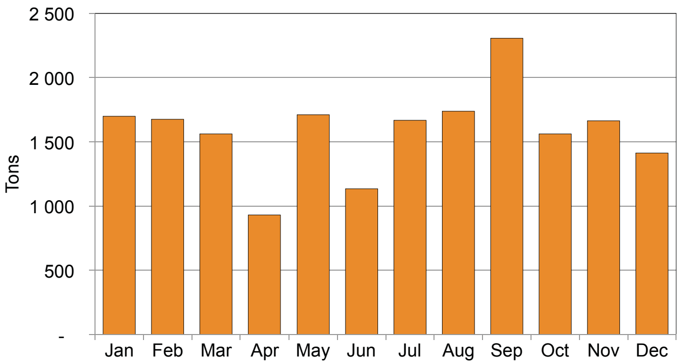
GRAPE JUICE : PAST 5 YEARS - MAJOR DESTINATIONS



GRAPE JUICE : PAST YEAR - MAJOR DESTINATIONS



GRAPE JUICE : PAST 5 YEARS - VOLUME EXPORTED



GRAPE JUICE : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

200961	4.71%	5.3%	5(6)
200969	-50.09%	1.5%	6(6)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
SA Fruit Juice Association

PRESERVATION
Pasteurised

PACKAGING
Canned, Bottled or Boxed

EXPORTERS
See **Service Providers** section for more information.

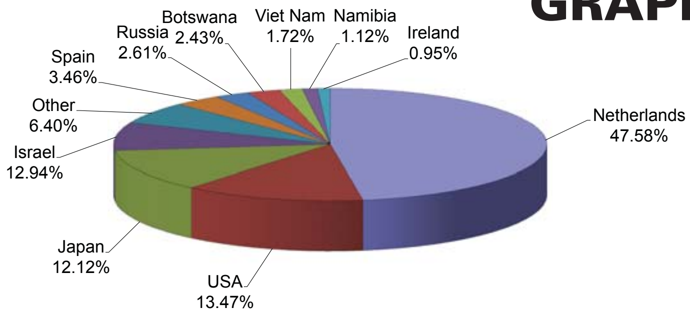
RSA: PRODUCING PROVINCES

GRAPE JUICE

GRAPEFRUIT JUICE

FRUIT & VEGETABLE JUICES

GRAPEFRUIT JUICE

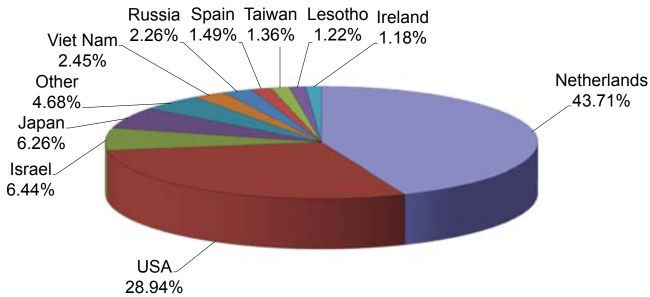


GRAPEFRUIT JUICE : PAST 5 YEARS - MAJOR DESTINATIONS

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

200921	-51.15%	0.2%	24(9)
200929	34.54%	24.1%	1(3)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS



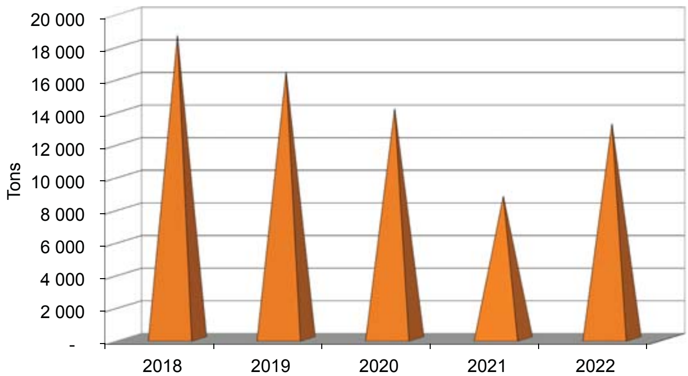
GRAPEFRUIT JUICE : PAST YEAR - MAJOR DESTINATIONS

INDUSTRY ORGANISATION
SA Fruit Juice Association

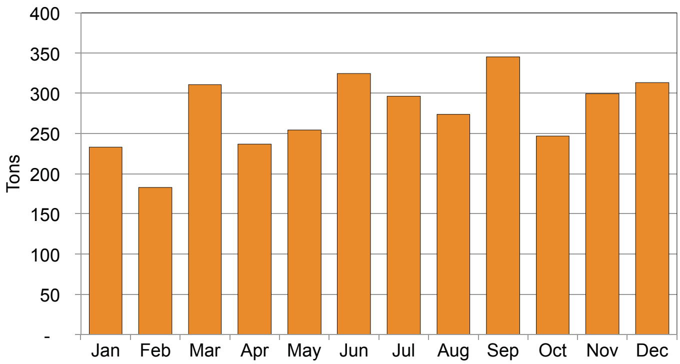
PRESERVATION
Pasteurised

PACKAGING
Canned, Bottled or Boxed

EXPORTERS
See **Service Providers** section for more information.



GRAPEFRUIT JUICE : PAST 5 YEARS - VOLUME EXPORTED

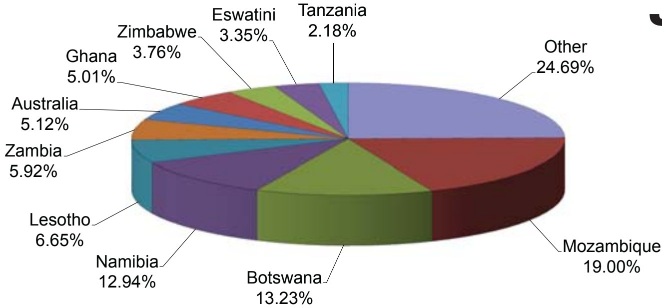


GRAPEFRUIT JUICE : PAST YEAR - VOLUME EXPORTED

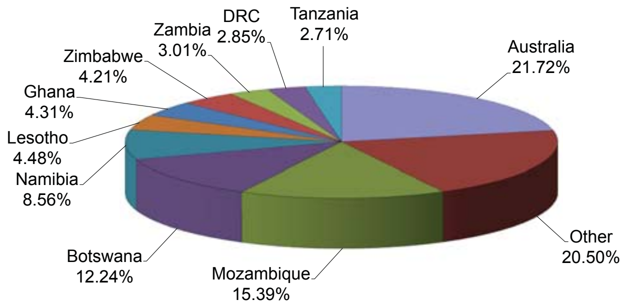
RSA: PRODUCING PROVINCES

FRUIT & VEGETABLE JUICES

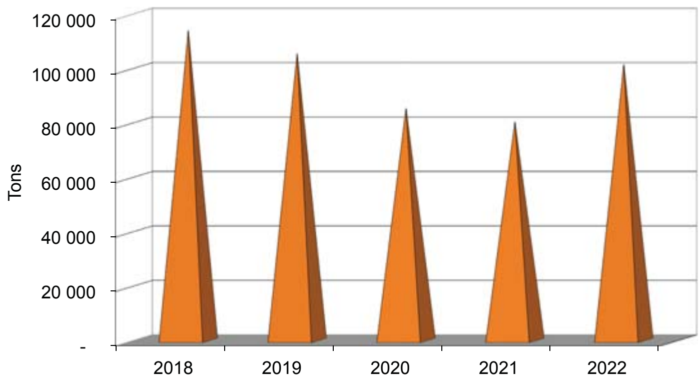
JUICE BLENDS



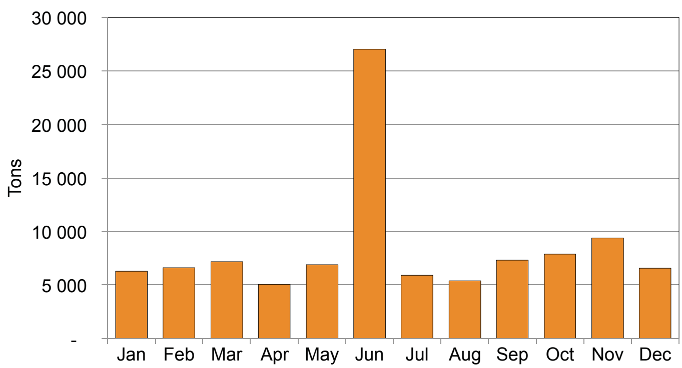
JUICE BLENDS : PAST 5 YEARS - MAJOR DESTINATIONS



JUICE BLENDS : PAST YEAR - MAJOR DESTINATIONS



JUICE BLENDS : PAST 5 YEARS - VOLUME EXPORTED



JUICE BLENDS : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

200990 20.85% 3.7% 7(7)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
SA Fruit Juice Association

PRESERVATION
Pasteurised

PACKAGING
Canned, Bottled or Boxed

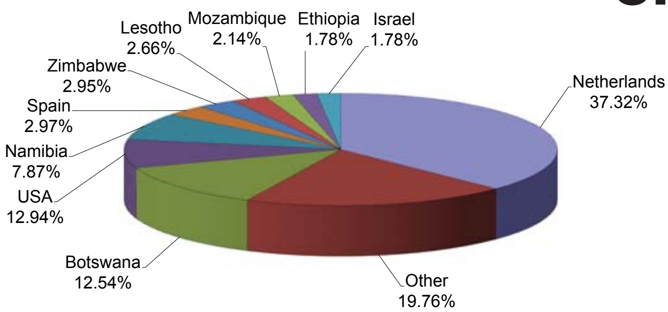
EXPORTERS
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

ORANGE JUICE

FRUIT & VEGETABLE JUICES

ORANGE JUICE

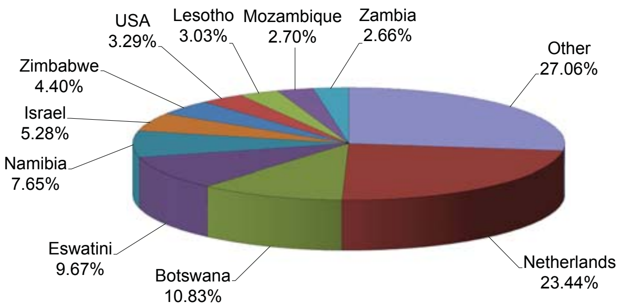


ORANGE JUICE : PAST 5 YEARS - MAJOR DESTINATIONS

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

200911	49.62%	0.6%	13(9)
200912	1.35%	0.2%	19(24)
200919	-6.51%	3.9%	4(5)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS



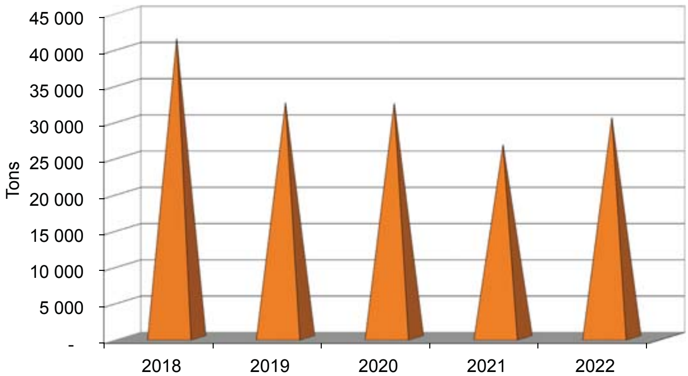
ORANGE JUICE : PAST YEAR - MAJOR DESTINATIONS

INDUSTRY ORGANISATION
SA Fruit Juice Association

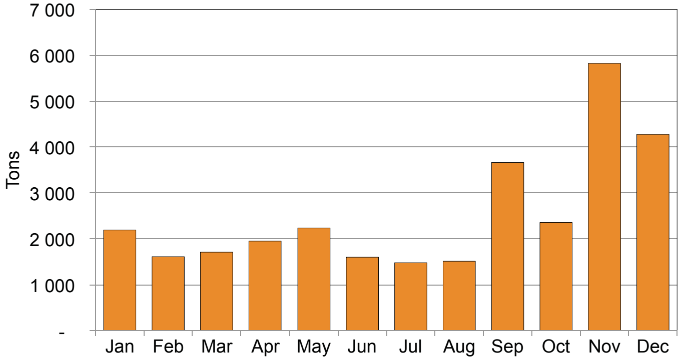
PRESERVATION
Pasteurised, Frozen

PACKAGING
Canned, Bottled or Boxed

EXPORTERS
See **Service Providers** section for more information.



ORANGE JUICE : PAST 5 YEARS - VOLUME EXPORTED



ORANGE JUICE : PAST YEAR - VOLUME EXPORTED

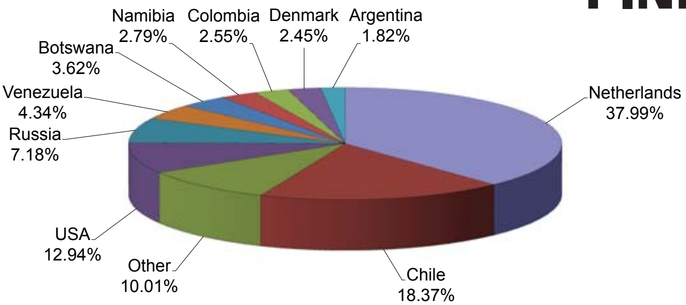
RSA: PRODUCING PROVINCES


RFG
WWW.RFG.COM
Rhodes
Quality
Go with Goodness
Rhodes
Quality
MANGO & ORANGE
100% FRUIT JUICE BLEND
Apple and/or grape and/ or pear, orange and mango
EASY OPEN
Rhodes
Quality
Fruit Cocktail
IN FRUIT JUICE
CHOICE GRADE
EASY OPEN
Rhodes
Quality
Pear Halves in Syrup
CHOICE GRADE
Rhodes
Quality
Peach Halves in Syrup
CHOICE GRADE

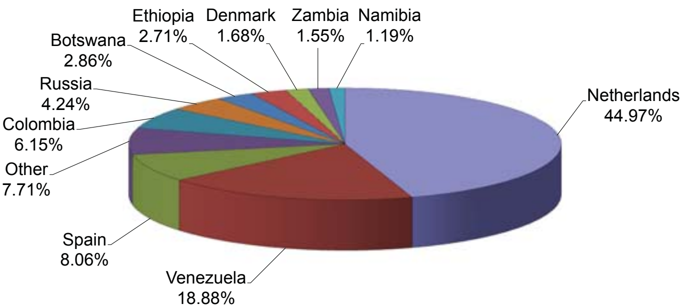
PINEAPPLE JUICE

FRUIT & VEGETABLE JUICES

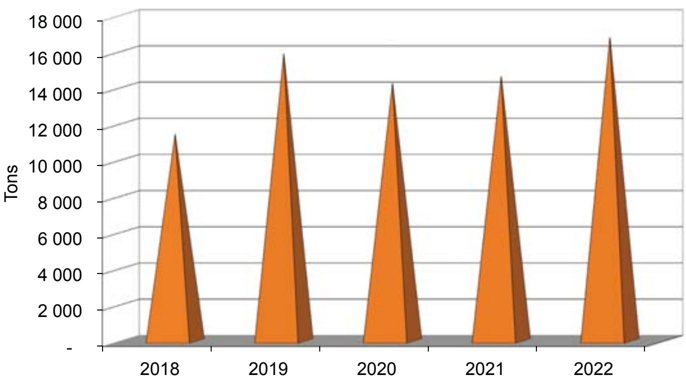
PINEAPPLE JUICE



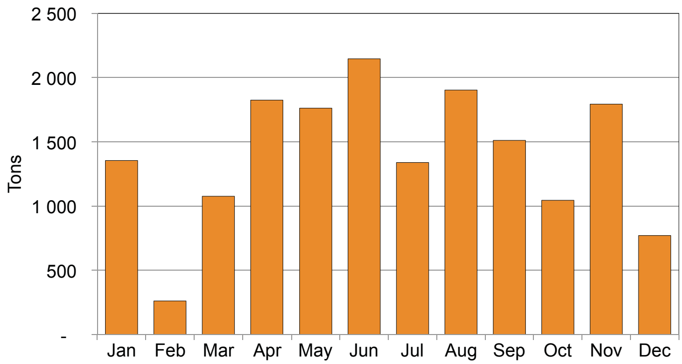
PINEAPPLE JUICE : PAST 5 YEARS - MAJOR DESTINATIONS



PINEAPPLE JUICE : PAST YEAR - MAJOR DESTINATIONS



PINEAPPLE JUICE : PAST 5 YEARS - VOLUME EXPORTED



PINEAPPLE JUICE : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

200941	18.87%	0.1%	43(45)
200949	12.76%	3.4%	8(7)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
SA Fruit Juice Association

PRESERVATION
Pasteurised

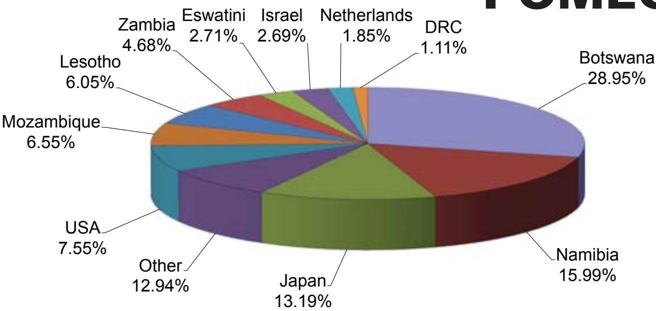
PACKAGING
Canned, Bottled or Boxed

EXPORTERS
See **Service Providers** section for more information.

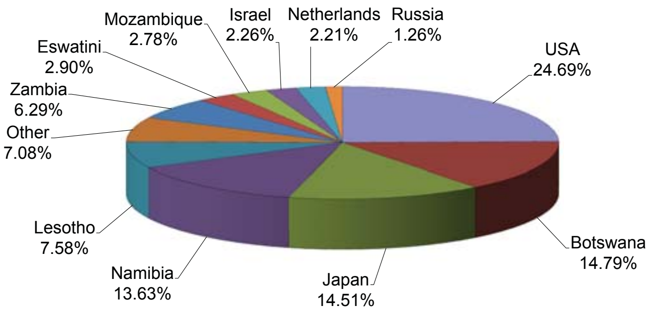
RSA: PRODUCING PROVINCES

FRUIT & VEGETABLE JUICES

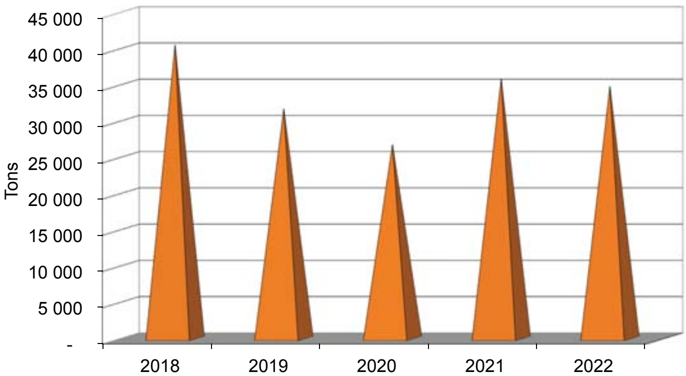
POMEGRANATE JUICE



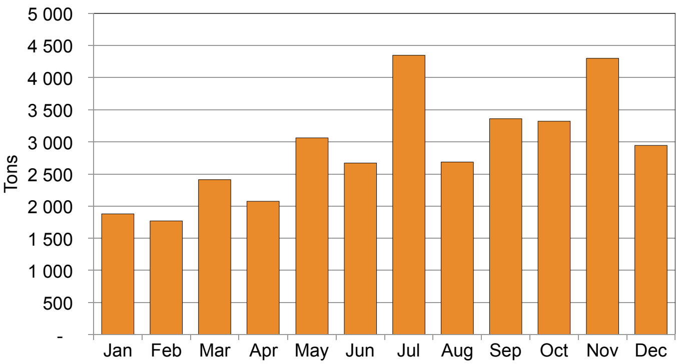
POMEGRANATE JUICE : PAST 5 YEARS - MAJOR DESTINATIONS



POMEGRANATE JUICE : PAST YEAR - MAJOR DESTINATIONS



POMEGRANATE JUICE : PAST 5 YEARS - VOLUME EXPORTED



POMEGRANATE JUICE : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

200989 -3.01% 1.2% 19(24)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

SA Fruit Juice Association

PRESERVATION

Pasteurised

PACKAGING

Canned, Bottled or Boxed

EXPORTERS

See **Service Providers** section for more information.

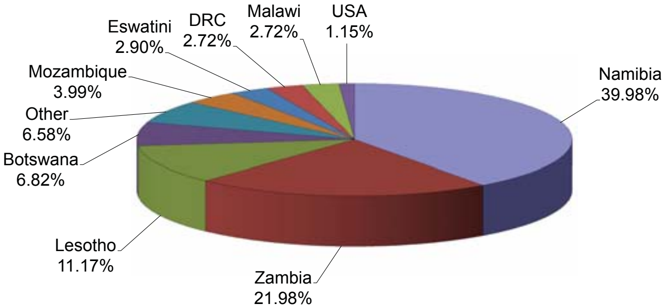
RSA: PRODUCING PROVINCES

POMEGRANATE JUICE

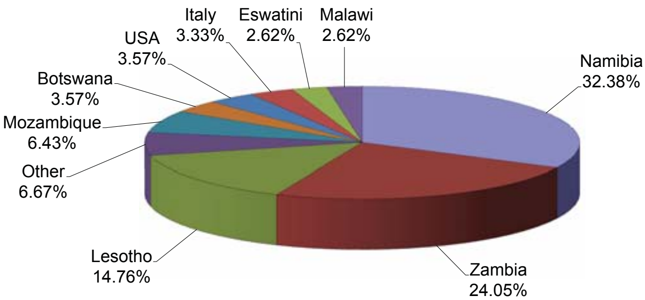
M U S H R O O M S

TUBERS & FUNGI

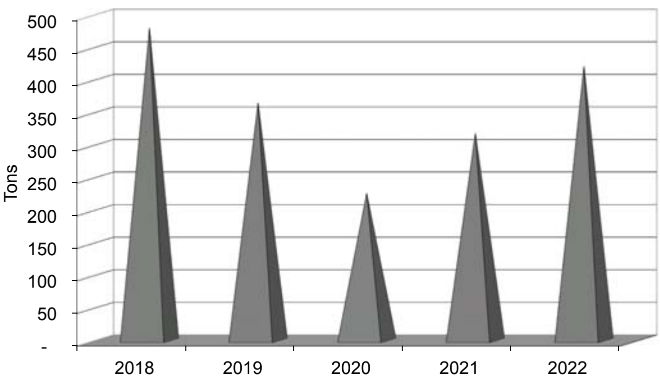
MUSHROOMS



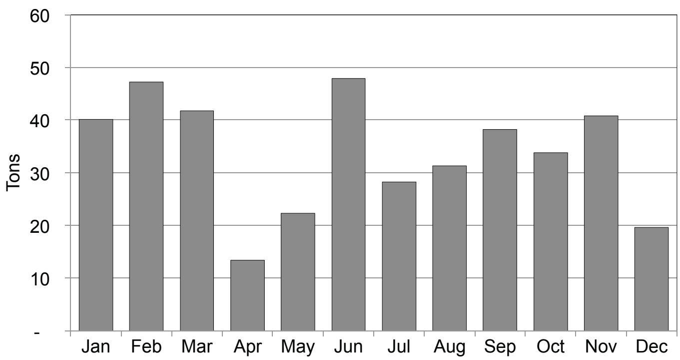
MUSHROOMS : PAST 5 YEARS - MAJOR DESTINATIONS



MUSHROOMS : PAST YEAR - MAJOR DESTINATIONS



MUSHROOMS : PAST 5 YEARS - VOLUME EXPORTED



MUSHROOMS : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

071151	-95.45%	1.1%	6(22)
071159	29.03%	0.2%	24(31)
071239	53.33%	<0.1%	65(56)
2003	30.34%	<0.1%	42(42)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
South African Mushroom Farmers' Association

PRESERVATION
Chilled, Dried or Brined

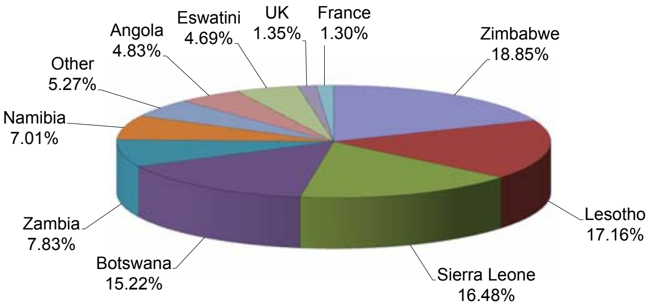
PACKAGING
Canned, Tubbed or Boxed

EXPORTERS
See **Service Providers** section for more information.

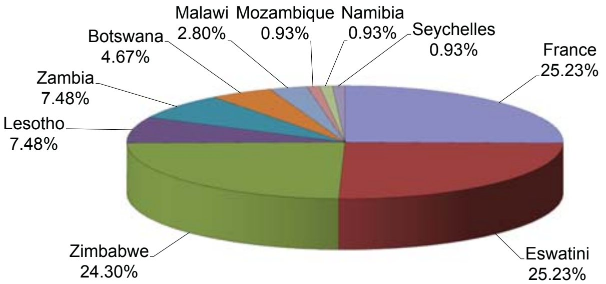
RSA: PRODUCING PROVINCES

TUBERS & FUNGI

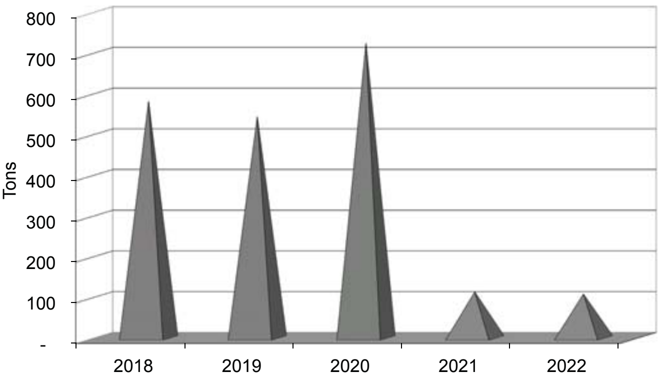
ONIONS & GARLIC



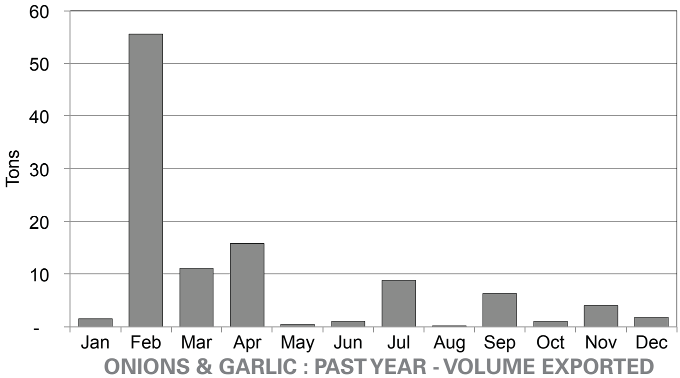
ONIONS & GARLIC : PAST 5 YEARS - MAJOR DESTINATIONS



ONIONS & GARLIC : PAST YEAR - MAJOR DESTINATIONS



ONIONS & GARLIC : PAST 5 YEARS - VOLUME EXPORTED



ONIONS & GARLIC : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

071220 -4.63% <0.1% 39(38)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

Potatoes and Onion Committee
South African Garlic Growers Association

PRESERVATION

Dried

PACKAGING

Bottled, Bagged or Boxed

EXPORTERS

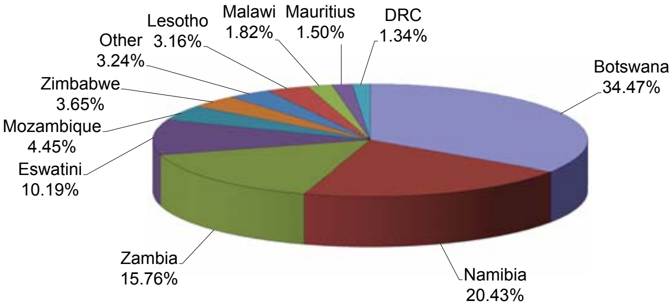
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

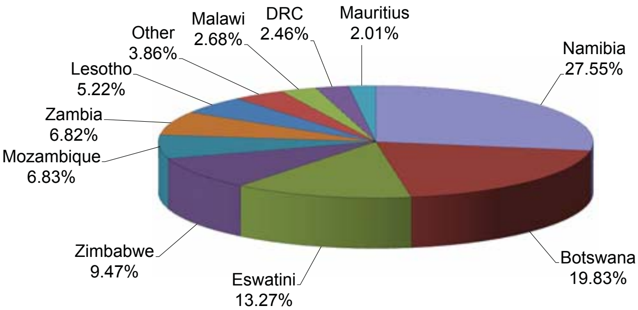
POTATOES

TUBERS & FUNGI

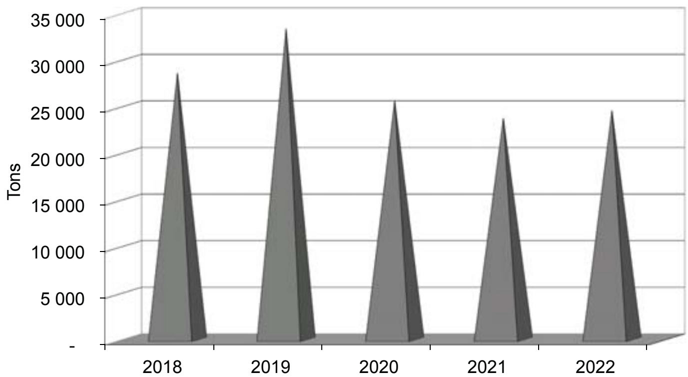
POTATOES



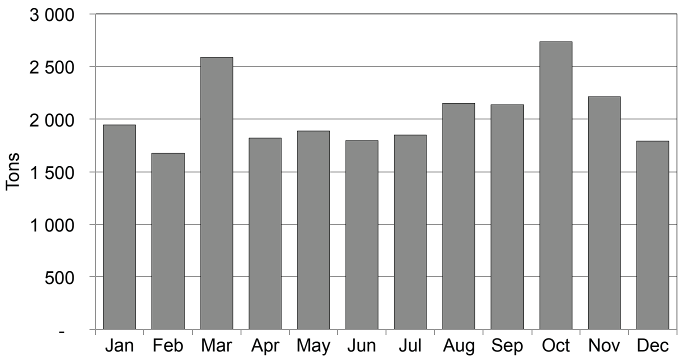
POTATOES : PAST 5 YEARS - MAJOR DESTINATIONS



POTATOES : PAST YEAR - MAJOR DESTINATIONS



POTATOES : PAST 5 YEARS - VOLUME EXPORTED



POTATOES : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

071010	-30.78%	2.7%	11(10)
200410	-4.59%	0.2%	18(19)
200520	22.02%	1.0%	17(17)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
Potatoes South Africa

PRESERVATION
Dried, Fried or Frozen

PACKAGING
Canned, Bagged or Boxed

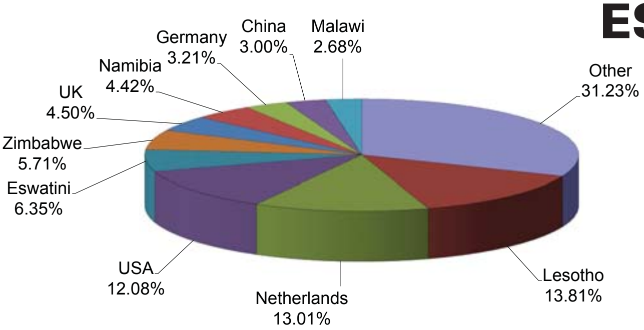
EXPORTERS
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

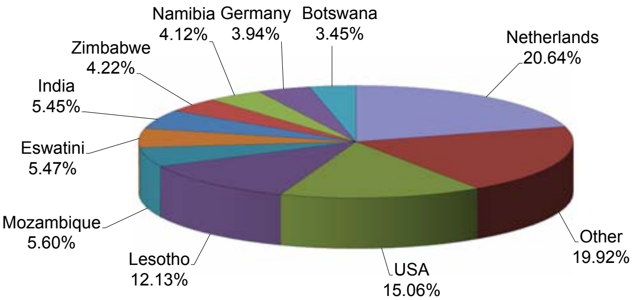
ESSENTIAL OILS

OIL CROP PRODUCTS

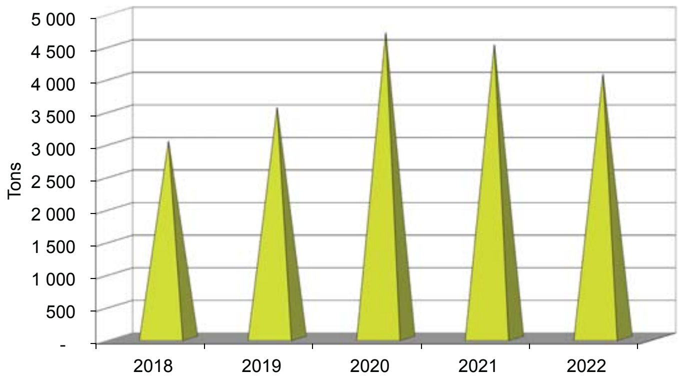
ESSENTIAL OILS



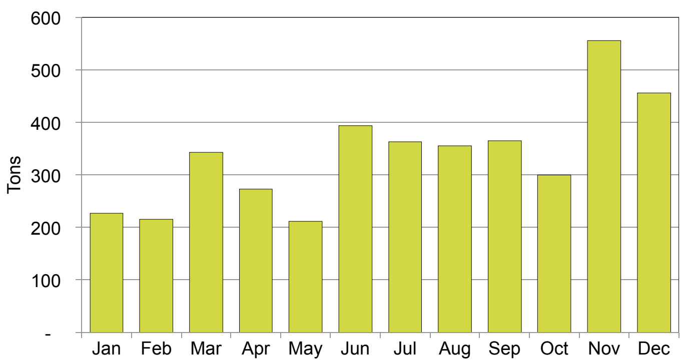
ESSENTIAL OILS : PAST 5 YEARS - MAJOR DESTINATIONS



ESSENTIAL OILS : PAST YEAR - MAJOR DESTINATIONS



ESSENTIAL OILS : PAST 5 YEARS - VOLUME EXPORTED



ESSENTIAL OILS : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

3301 -10.04% 1.0% 21(21)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

South African Essential Oils Producers Association

PRESERVATION

Dehydrated, Cold or Hot Pressed

PACKAGING

Bottled

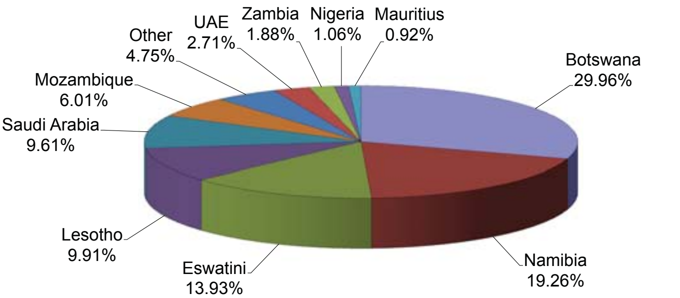
EXPORTERS

See **Service Providers** section for more information.

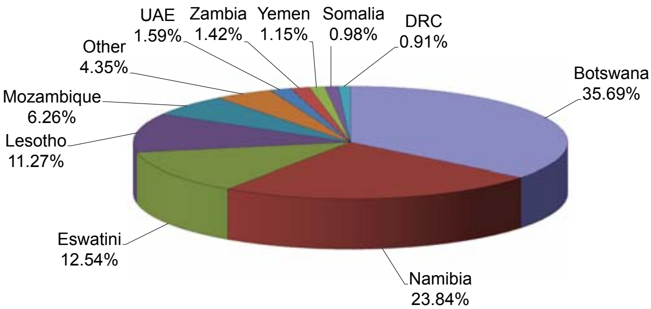
RSA: PRODUCING PROVINCES

OIL CROP PRODUCTS

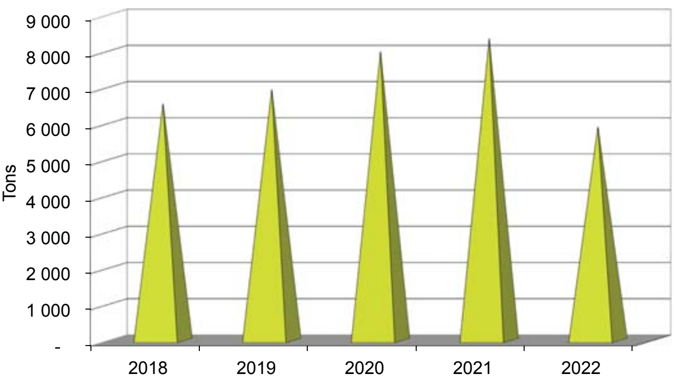
GROUNDNUT BUTTER



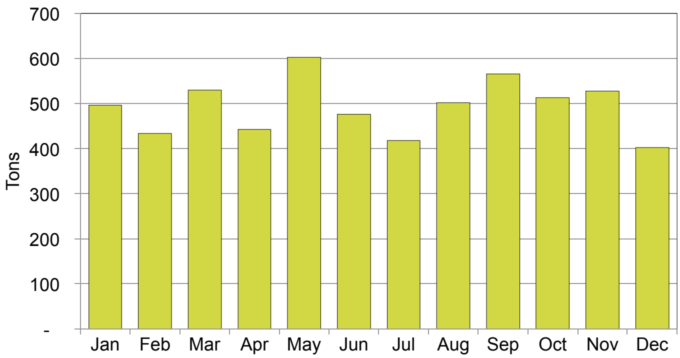
GROUNDNUT BUTTER : PAST 5 YEARS - MAJOR DESTINATIONS



GROUNDNUT BUTTER : PAST YEAR - MAJOR DESTINATIONS



GROUNDNUT BUTTER : PAST 5 YEARS - VOLUME EXPORTED



GROUNDNUT BUTTER : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

200811 -41.27% 1.1% 16(16)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

Groundnut Processors Association

PRESERVATION

Dried, Cold or Hot Pressed

PACKAGING

Canned, Bottled or Bagged

EXPORTERS

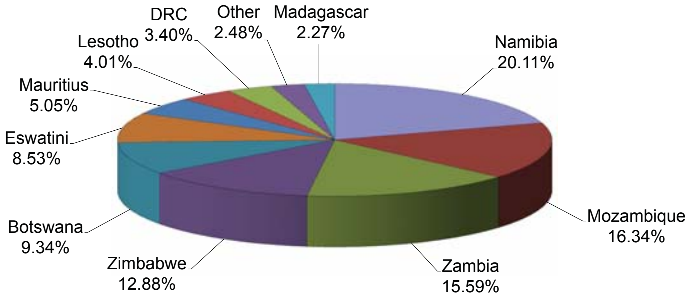
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

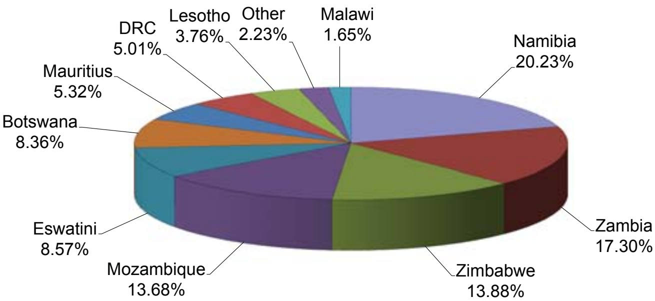
GROUNDNUT BUTTER

MARGARINE

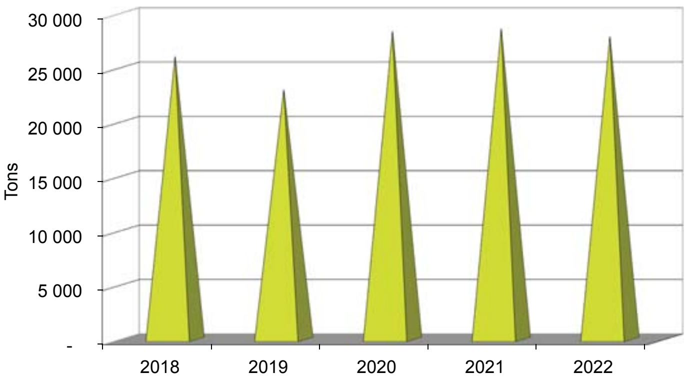
OIL CROP PRODUCTS
MARGARINE



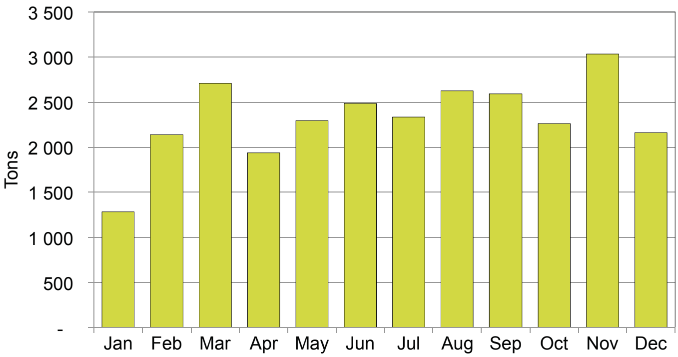
MARGARINE : PAST 5 YEARS - MAJOR DESTINATIONS



MARGARINE : PAST YEAR - MAJOR DESTINATIONS



MARGARINE : PAST 5 YEARS - VOLUME EXPORTED



MARGARINE : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

1517 -2.58% 0.5% 30(25)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
SA Oil Pressers Association

PRESERVATION
Pasteurised

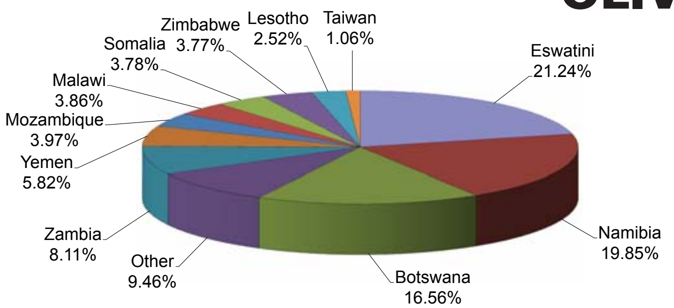
PACKAGING
Tubbed or Wrapped

EXPORTERS
See **Service Providers** section for more information.

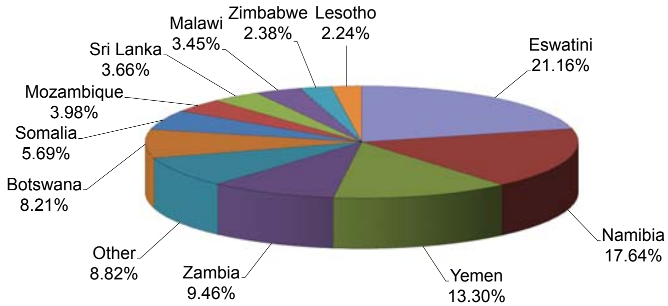
RSA: PRODUCING PROVINCES

OIL CROP PRODUCTS

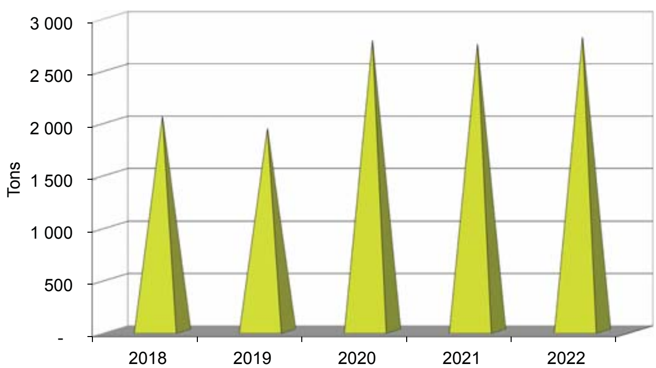
OLIVE OIL & FRUIT



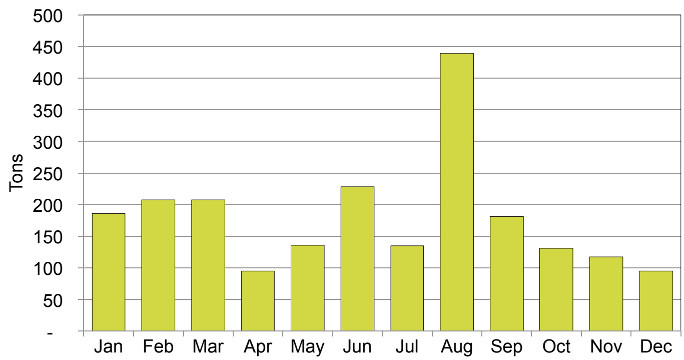
OLIVE OIL & FRUIT : PAST 5 YEARS - MAJOR DESTINATIONS



OLIVE OIL & FRUIT : PAST YEAR - MAJOR DESTINATIONS



OLIVE OIL & FRUIT : PAST 5 YEARS - VOLUME EXPORTED



OLIVE OIL & FRUIT : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

071120	-38.46%	0.1%	17(21)
1509	-11.39%	0.1%	24(24)
1510	54.43%	0.1%	20(27)
200570	-12.28%	<0.1%	43(50)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
SA Olive Association

PRESERVATION
Cold or Hot Pressed
Dried, Brined, Dehydrated

PACKAGING
Canned or Bottled

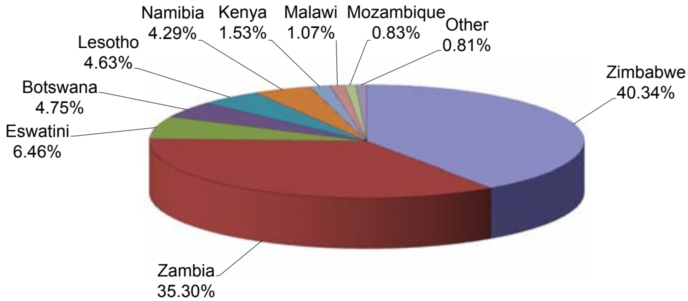
EXPORTERS
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

OLIVE OIL & FRUIT

OIL CROP PRODUCTS

PALM OIL

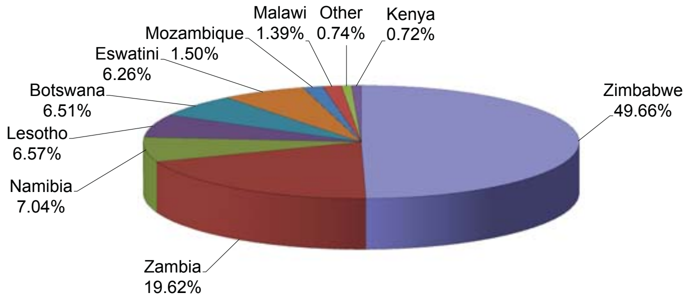


PALM OIL : PAST 5 YEARS - MAJOR DESTINATIONS

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

1511 -47.23% 0.1% 42(41)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS



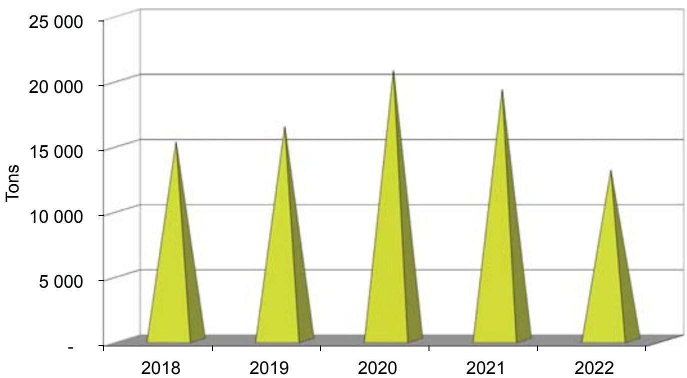
PALM OIL : PAST YEAR - MAJOR DESTINATIONS

INDUSTRY ORGANISATION
SA Oil Pressers Association

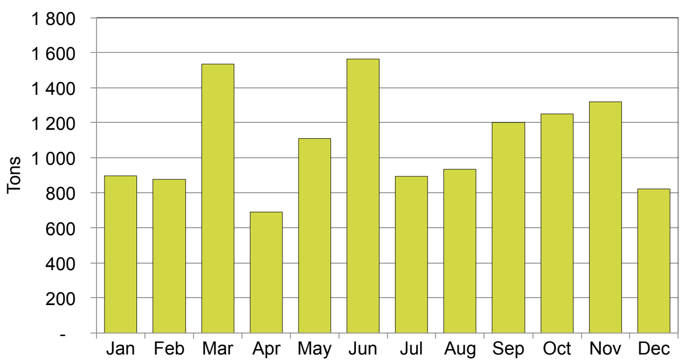
PRESERVATION
Dehydrated, Cold or Hot Pressed

PACKAGING
Canned or Bottled

EXPORTERS
See **Service Providers** section for more information.



PALM OIL : PAST 5 YEARS - VOLUME EXPORTED

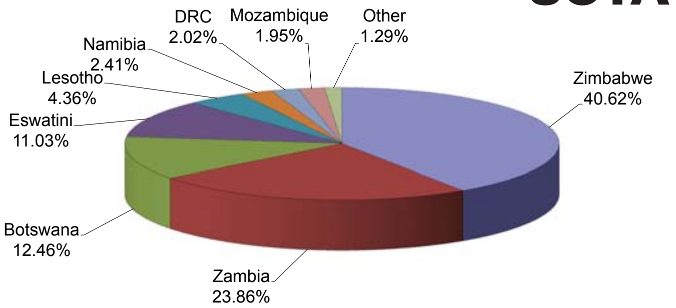


PALM OIL : PAST YEAR - VOLUME EXPORTED

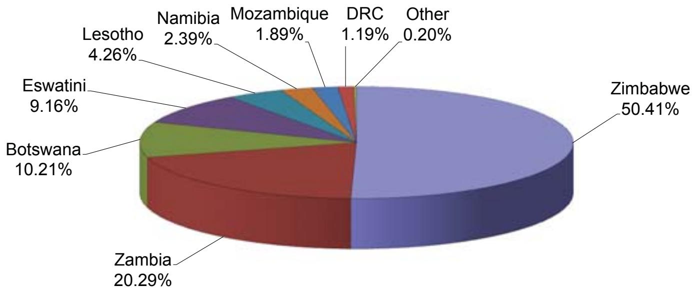
RSA: PRODUCING PROVINCES

OIL CROP PRODUCTS

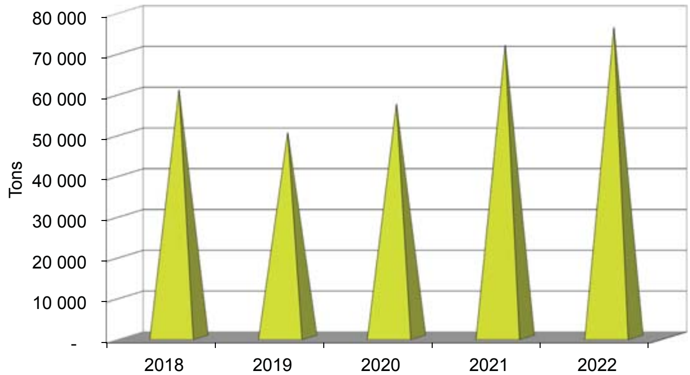
SOYA OIL & BEANS



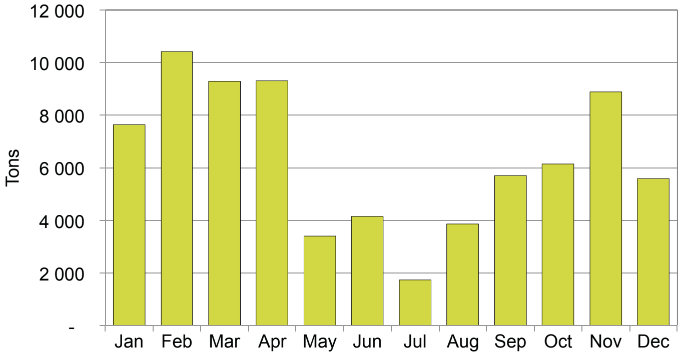
SOYA OIL & BEANS : PAST 5 YEARS - MAJOR DESTINATIONS



SOYA OIL & BEANS : PAST YEAR - MAJOR DESTINATIONS



SOYA OIL & BEANS : PAST 5 YEARS - VOLUME EXPORTED



SOYA OIL & BEANS : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

120810	35.71%	0.2%	15(18)
1507	3.05%	0.6%	20(27)

For Soya Sauce see Sauces & Soups section

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
Southern African Soyfood Association

PRESERVATION
Milled or Hot Pressed

PACKAGING
Canned, Bottled or Bagged

EXPORTERS
See **Service Providers** section for more information.

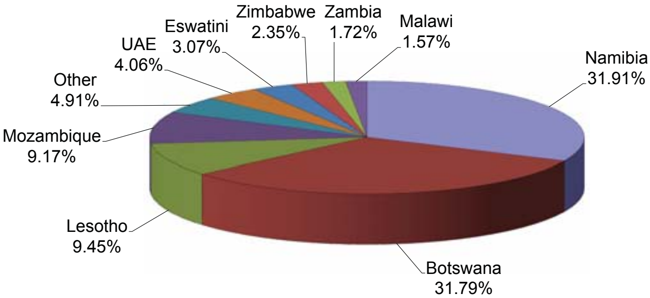
RSA: PRODUCING PROVINCES

SOYA OIL & BEANS

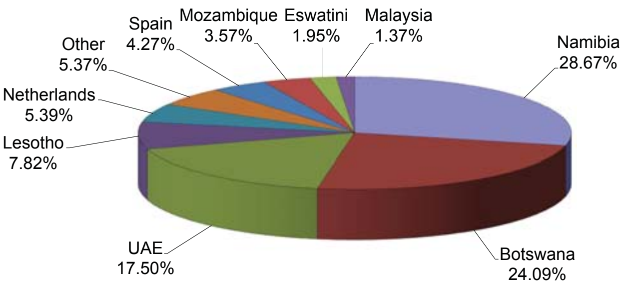
SUNFLOWER OIL & SEED

OIL CROP PRODUCTS

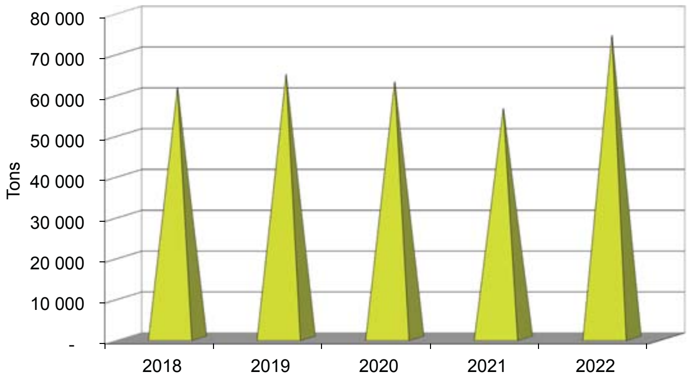
SUNFLOWER OIL & SEED



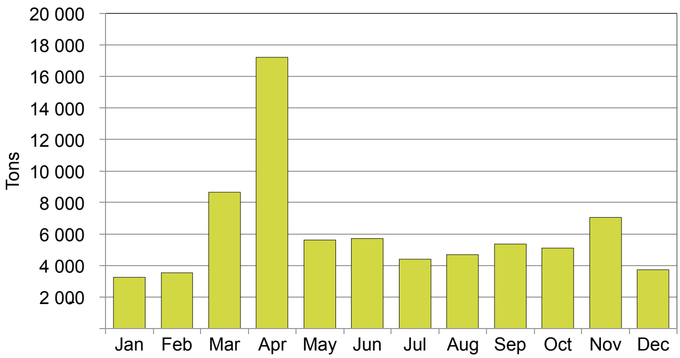
SUNFLOWER OIL & SEED : PAST 5 YEARS - MAJOR DESTINATIONS



SUNFLOWER OIL & SEED : PAST YEAR - MAJOR DESTINATIONS



SUNFLOWER OIL & SEED : PAST 5 YEARS - VOLUME EXPORTED



SUNFLOWER OIL & SEED : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

1206	16.21%	0.1%	34(36)
151211	73.85%	0.1%	23(25)
151219	-6.89%	1.5%	17(15)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
SA Oil Pressers Association

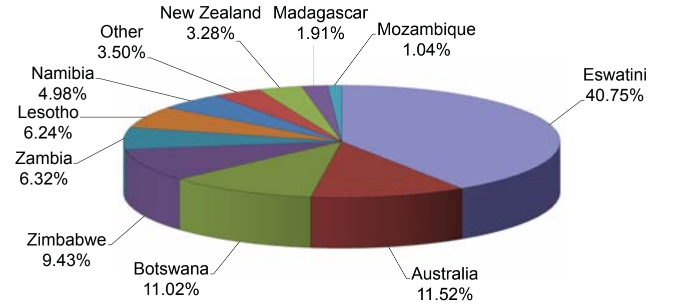
PRESERVATION
Dried, Cold or Hot Pressed

PACKAGING
Canned, Bottled or Bagged

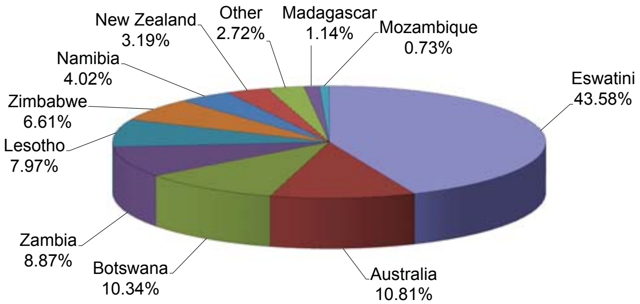
EXPORTERS
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

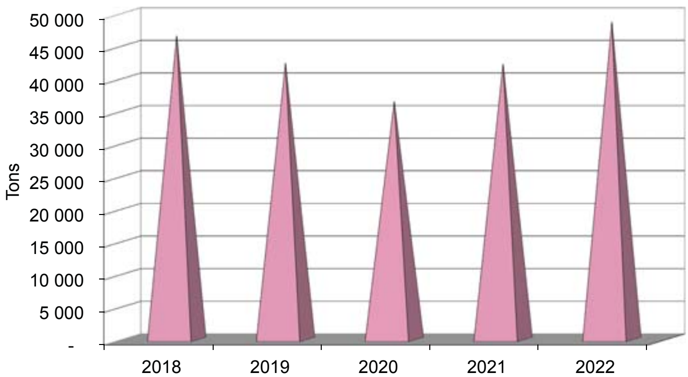
ARTIFICIAL SWEETENERS



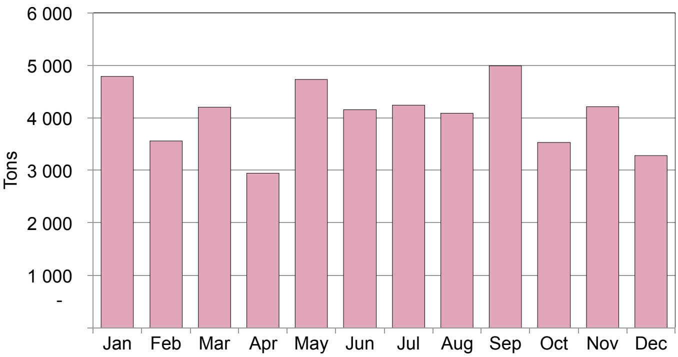
ARTIFICIAL SWEETENERS : PAST 5 YEARS - MAJOR DESTINATIONS



ARTIFICIAL SWEETENERS : PAST YEAR - MAJOR DESTINATIONS



ARTIFICIAL SWEETENERS : PAST 5 YEARS - VOLUME EXPORTED



ARTIFICIAL SWEETENERS : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

1702 13.28% 0.4% 35(37)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

Fermented and Dried

PACKAGING

Canned or Boxed

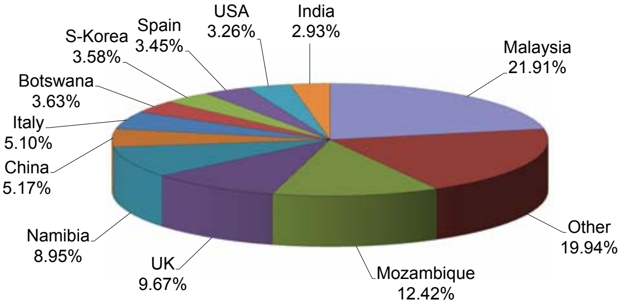
EXPORTERS

See **Service Providers** section for more information.

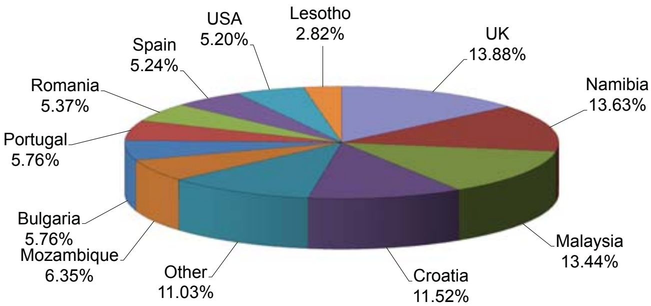
RSA: PRODUCING PROVINCES

SUGAR CROP PRODUCTS

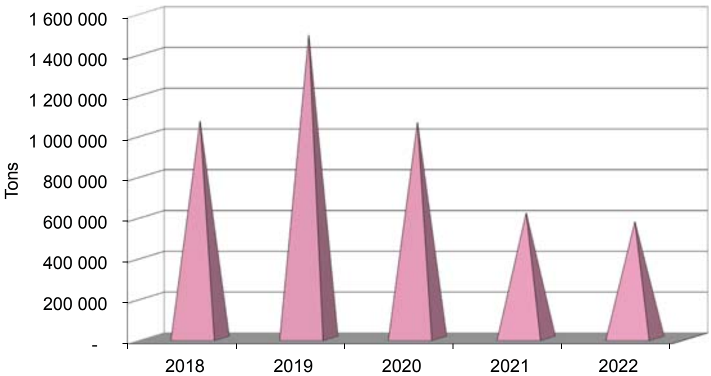
CANE & BEET SUGAR



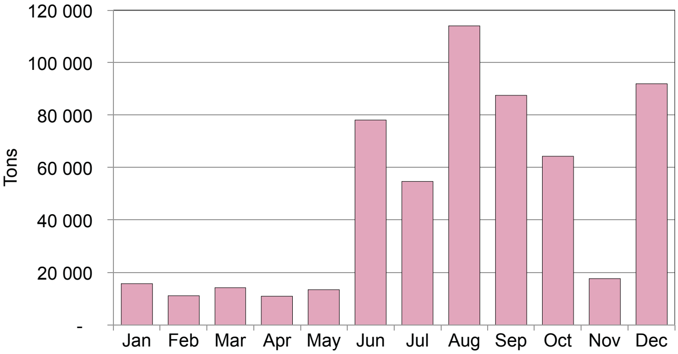
SUGARS : PAST 5 YEARS - MAJOR DESTINATIONS



SUGARS : PAST YEAR - MAJOR DESTINATIONS



SUGARS : PAST 5 YEARS - VOLUME EXPORTED



SUGARS : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

1701	-4.66%	1.1%	15(11)
1703	-233.43%	0.3%	38(35)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
South African Sugar Association

PRESERVATION
Milled and Dried

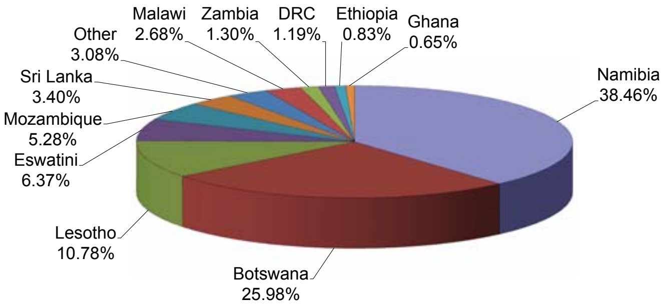
PACKAGING
Bagged

EXPORTERS
See **Service Providers** section for more information.

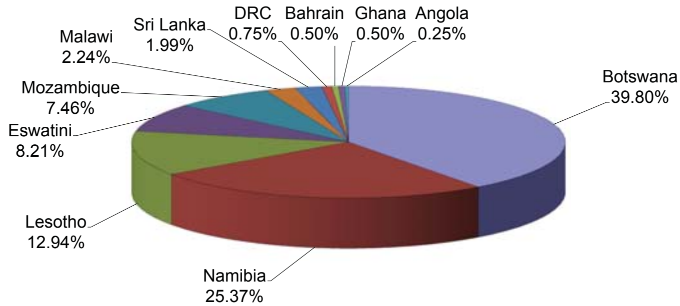
RSA: PRODUCING PROVINCES

SUGAR CROP PRODUCTS

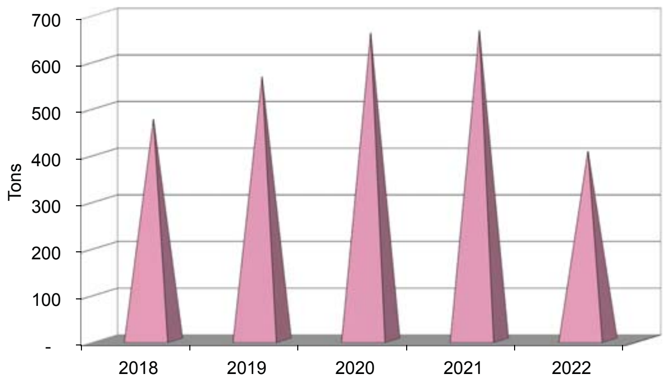
HONEY



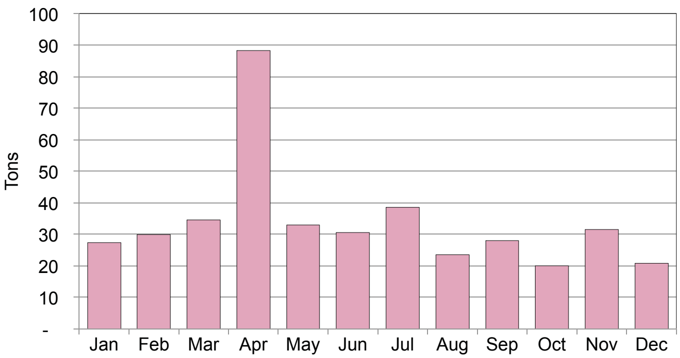
HONEY : PAST 5 YEARS - MAJOR DESTINATIONS



HONEY : PAST YEAR - MAJOR DESTINATIONS



HONEY : PAST 5 YEARS - VOLUME EXPORTED



HONEY : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

0409 -63.79% 0.1% 51(50)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

South African Bee Industry Organisation

PRESERVATION

Pasteurised and Filtered

PACKAGING

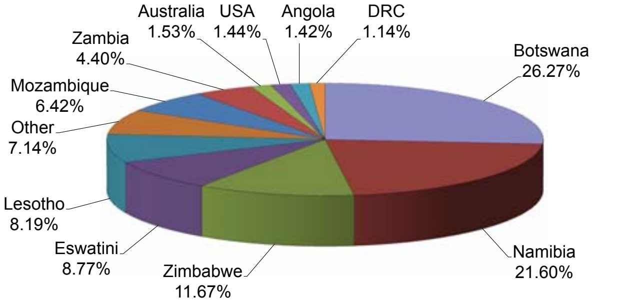
Bottled

EXPORTERS

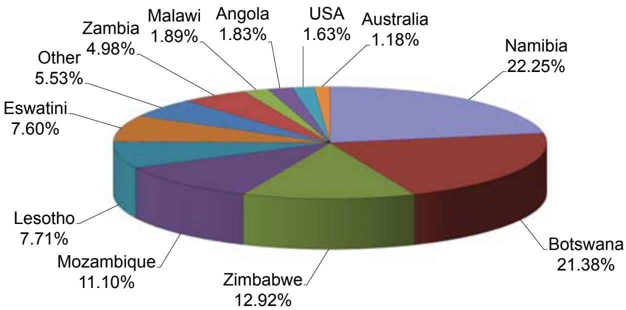
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

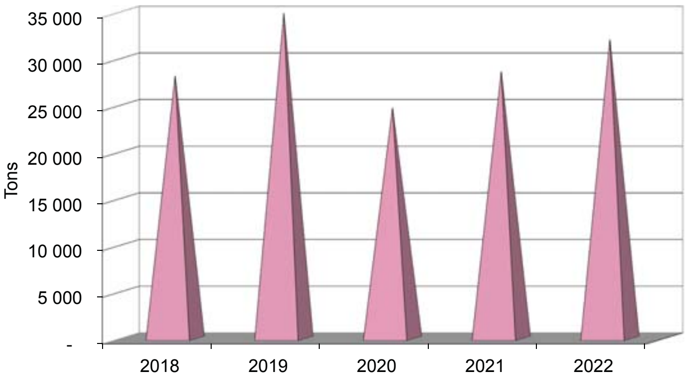
SUGAR CONFECTIONARY



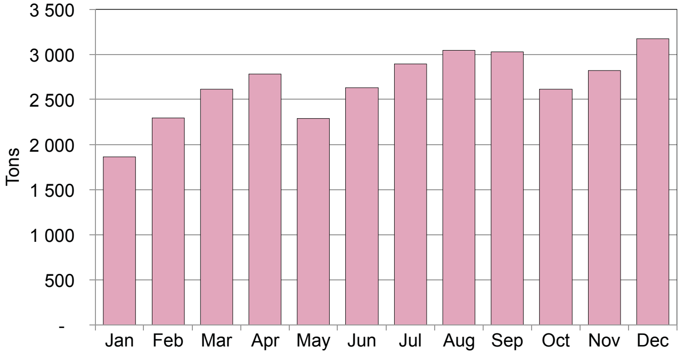
CONFECTIONARY : PAST 5 YEARS - MAJOR DESTINATIONS



CONFECTIONARY : PAST YEAR - MAJOR DESTINATIONS



CONFECTIONARY : PAST 5 YEARS - VOLUME EXPORTED



CONFECTIONARY : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

1704 10.72% 0.6% 38(38)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

Note that **CHOCOLATES** are not included in this group and features on its own page in the Dairy section.

INDUSTRY ORGANISATION

-

PRESERVATION

Pasteurised

PACKAGING

Boxed or Bagged

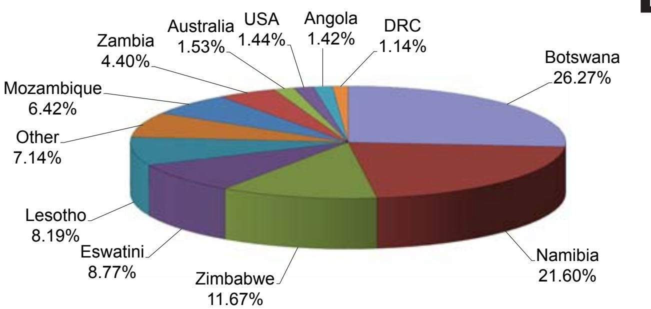
EXPORTERS

See **Service Providers** section for more information.

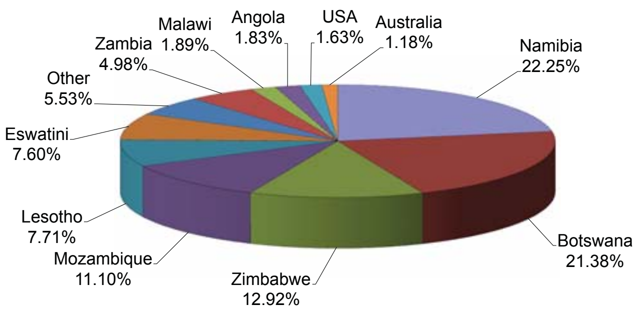
RSA: PRODUCING PROVINCES

GRAIN CROP PRODUCTS

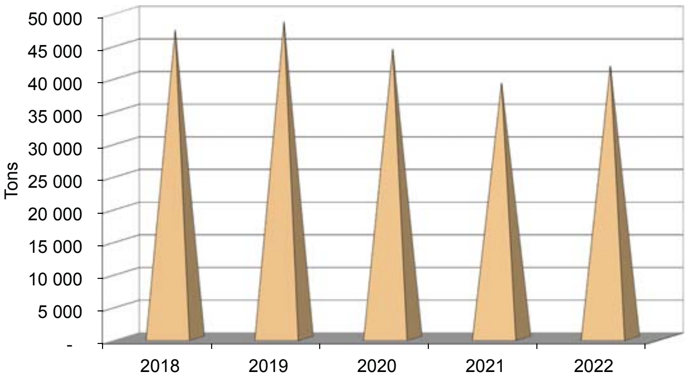
BAKED GOODS



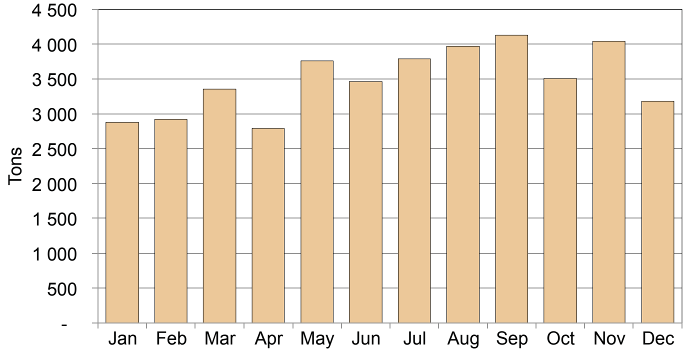
BAKED GOODS : PAST 5 YEARS - MAJOR DESTINATIONS



BAKED GOODS : PAST YEAR - MAJOR DESTINATIONS



BAKED GOODS : PAST 5 YEARS - VOLUME EXPORTED



BAKED GOODS : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

1905 6.31% 0.2% 57(59)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

South African Chamber of Baking

PRESERVATION

Baked

PACKAGING

Bagged, Boxed, Tubbed or Wrapped

EXPORTERS

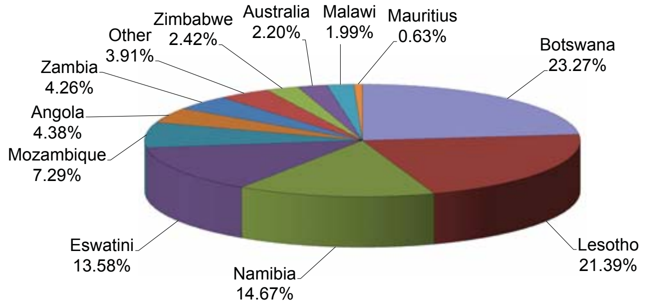
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

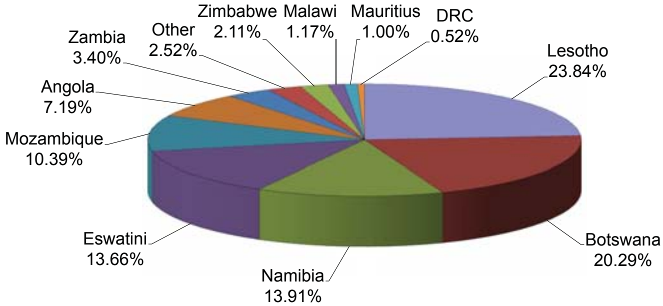
BAKED GOODS

GRAIN CROP PRODUCTS

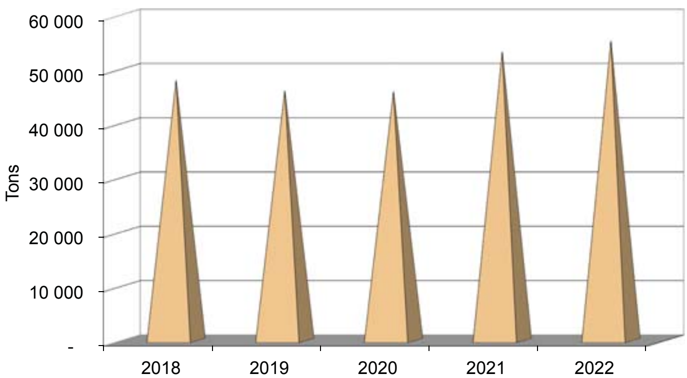
CEREALS



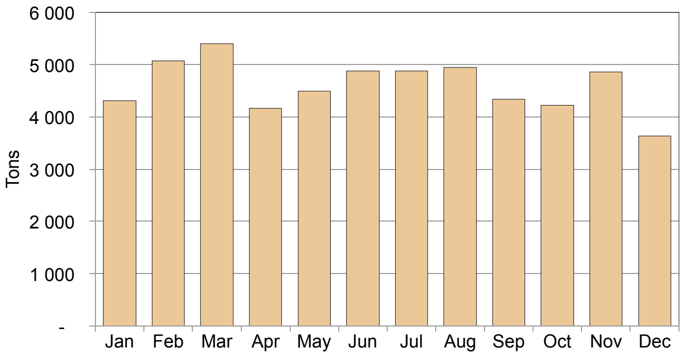
CEREALS : PAST 5 YEARS - MAJOR DESTINATIONS



CEREALS : PAST YEAR - MAJOR DESTINATIONS



CEREALS : PAST 5 YEARS - VOLUME EXPORTED



CEREALS : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

1904	3.59%	1.1%	20(21)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
National Chamber of Milling

PRESERVATION
Milled and Dried

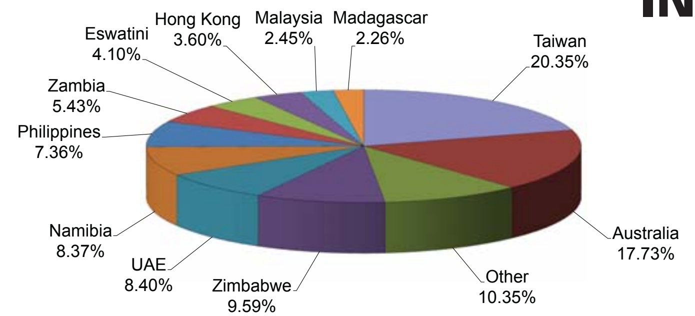
PACKAGING
Bagged or Boxed

EXPORTERS
See **Service Providers** section for more information.

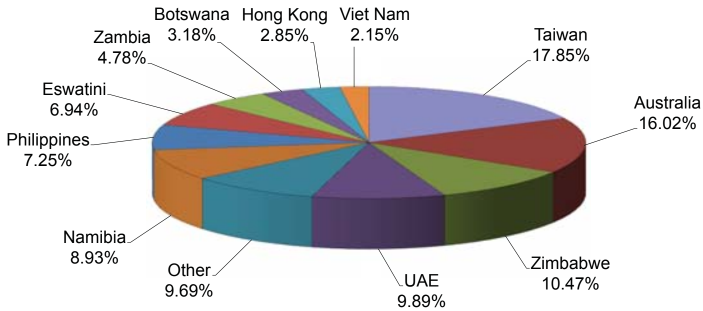
RSA: PRODUCING PROVINCES

GRAIN CROP PRODUCTS

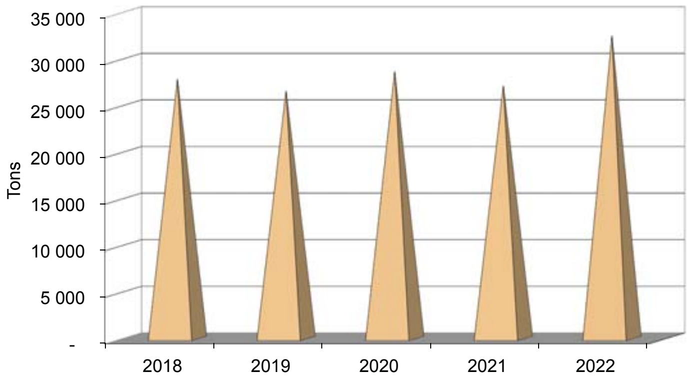
INULIN STARCH



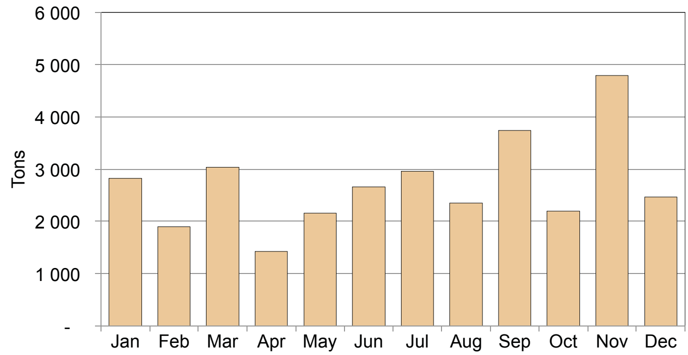
INULIN STARCH : PAST 5 YEARS - MAJOR DESTINATIONS



INULIN STARCH : PAST YEAR - MAJOR DESTINATIONS



INULIN STARCH : PAST 5 YEARS - VOLUME EXPORTED



INULIN STARCH : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

1108 16.55% 0.3% 36(36)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
National Chamber of Milling

PRESERVATION
Milled and Dried

PACKAGING
Bagged or Boxed

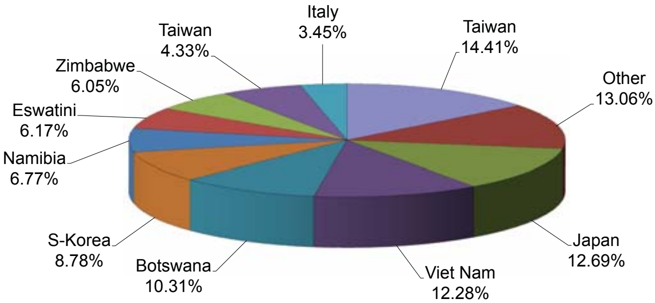
EXPORTERS
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

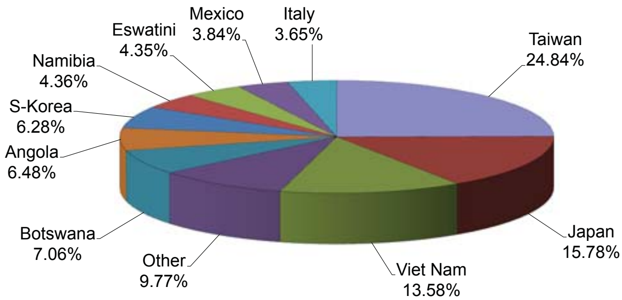
INULIN STARCH

GRAIN CROP PRODUCTS

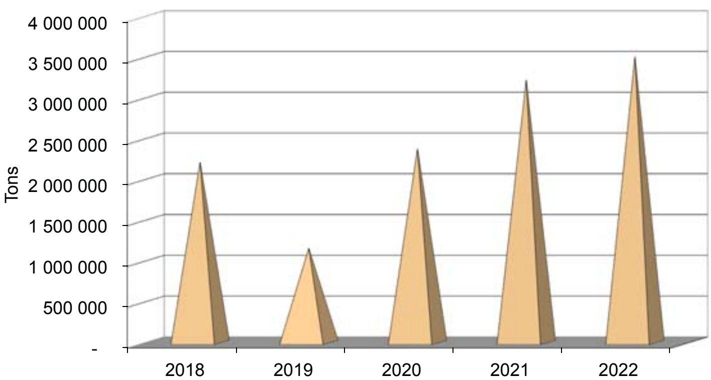
MAIZE



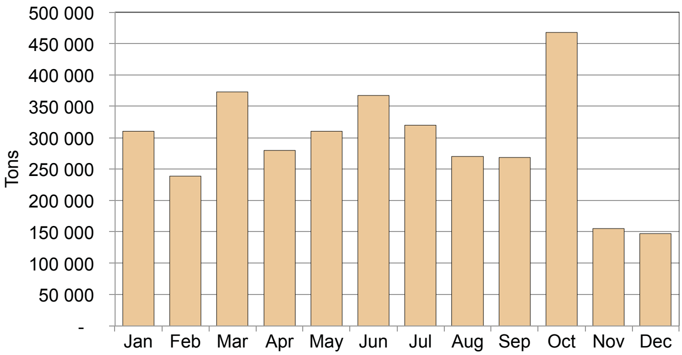
MAIZE : PAST 5 YEARS - MAJOR DESTINATIONS



MAIZE : PAST YEAR - MAJOR DESTINATIONS



MAIZE : PAST 5 YEARS - VOLUME EXPORTED



MAIZE : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

100590 8.09% 1.5% 8(9)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
National Chamber of Milling

PRESERVATION
Dried, Milled

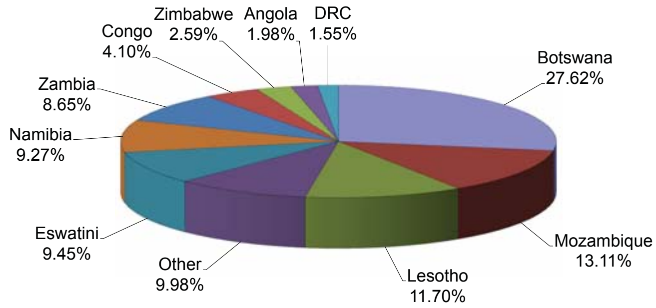
PACKAGING
Bagged or Boxed

EXPORTERS
See **Service Providers** section for more information.

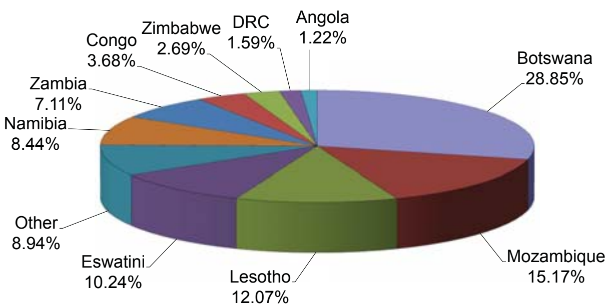
RSA: PRODUCING PROVINCES

GRAIN CROP PRODUCTS

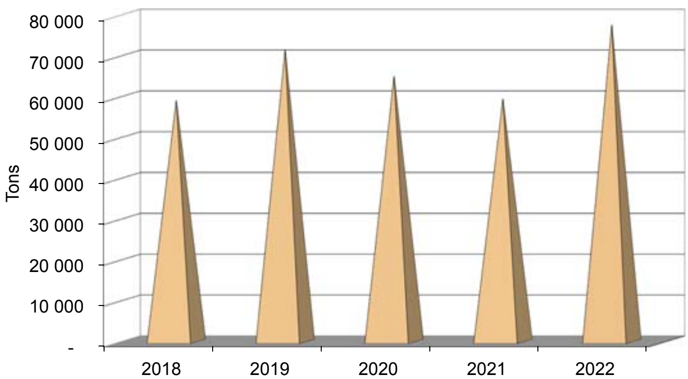
MALT



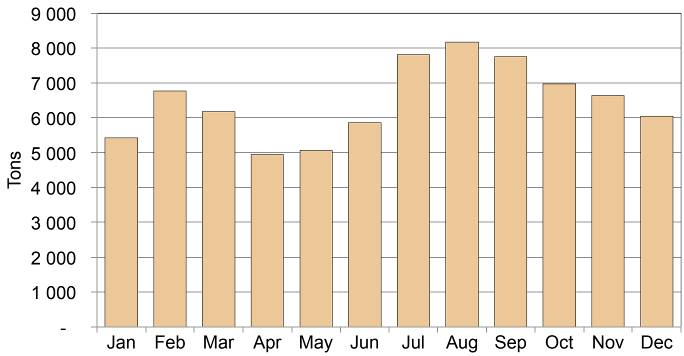
MALT : PAST 5 YEARS - MAJOR DESTINATIONS



MALT : PAST YEAR - MAJOR DESTINATIONS



MALT : PAST 5 YEARS - VOLUME EXPORTED



MALT : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

1107	31.28%	0.4%	26(27)
1901	16.40%	0.5%	34(38)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
Sorghum Trust

PRESERVATION
Dried, Milled

PACKAGING
Bagged, Boxed, Tubbed or Canned

EXPORTERS
See **Service Providers** section for more information.

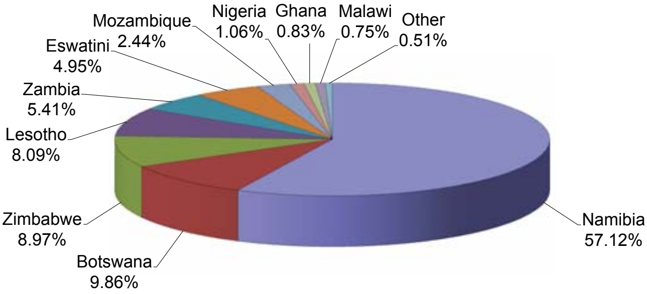
RSA: PRODUCING PROVINCES

MALT

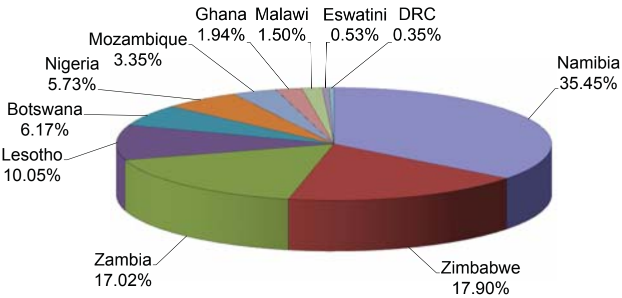
OATS

GRAIN CROP PRODUCTS

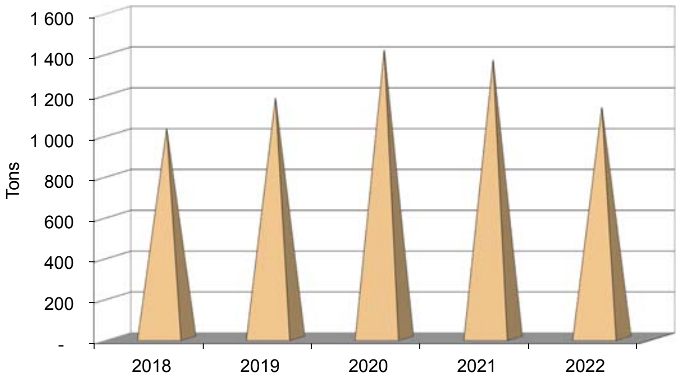
OATS



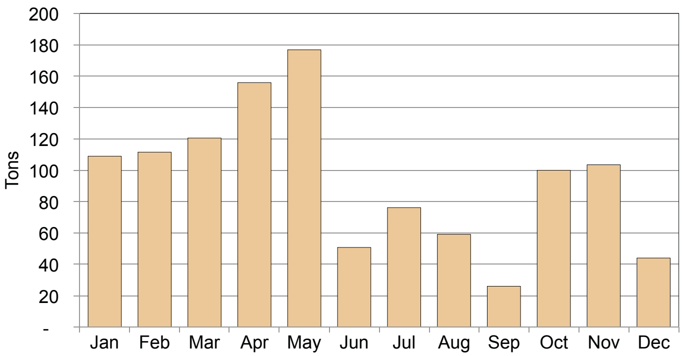
OATS : PAST 5 YEARS - MAJOR DESTINATIONS



OATS : PAST YEAR - MAJOR DESTINATIONS



OATS : PAST 5 YEARS - VOLUME EXPORTED



OATS : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

100490 -20.39% 0.2% 23(24)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
National Chamber of Milling

PRESERVATION
Dried, Milled

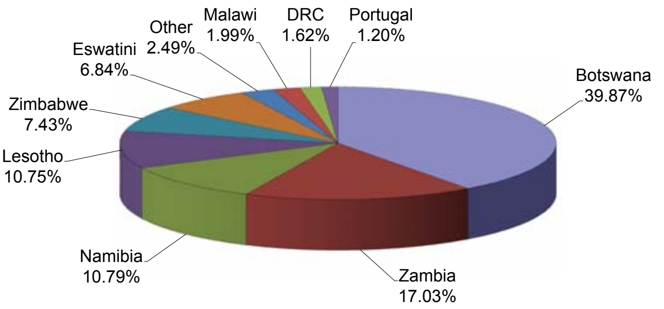
PACKAGING
Bagged or Boxed

EXPORTERS
See **Service Providers** section for more information.

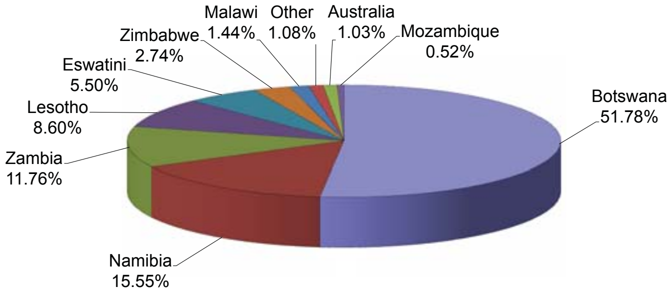
RSA: PRODUCING PROVINCES

GRAIN CROP PRODUCTS

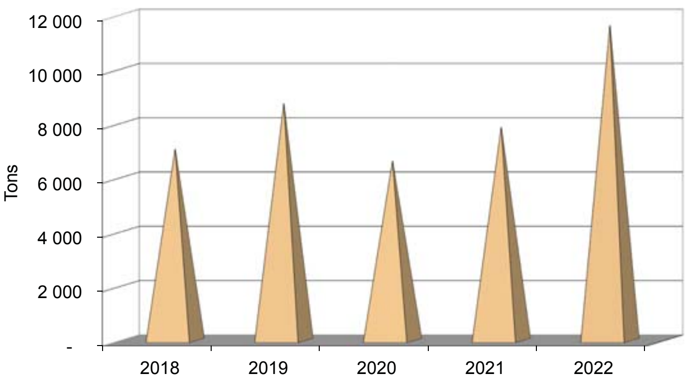
PASTA



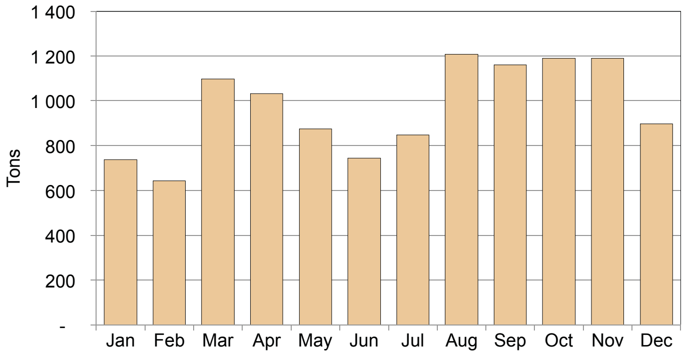
PASTA : PAST 5 YEARS - MAJOR DESTINATIONS



PASTA : PAST YEAR - MAJOR DESTINATIONS



PASTA : PAST 5 YEARS - VOLUME EXPORTED



PASTA : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

190211	-3.53%	0.1%	39(57)
190219	33.98%	0.2%	48(51)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

Note that **PASTA DISHES** are included in the Ready-Made Food section.

INDUSTRY ORGANISATION
National Chamber of Milling

PRESERVATION
Dried

PACKAGING
Boxed or Bagged

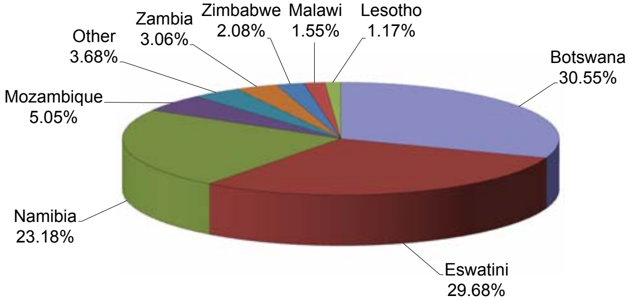
EXPORTERS
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

SWEETCORN

GRAIN CROP PRODUCTS

SWEETCORN

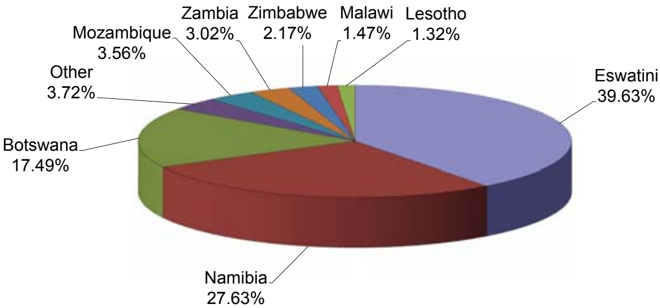


SWEETCORN : PAST 5 YEARS - MAJOR DESTINATIONS

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

071040	-27.59%	0.2%	30(26)
200580	-12.28%	0.1%	25(25)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS



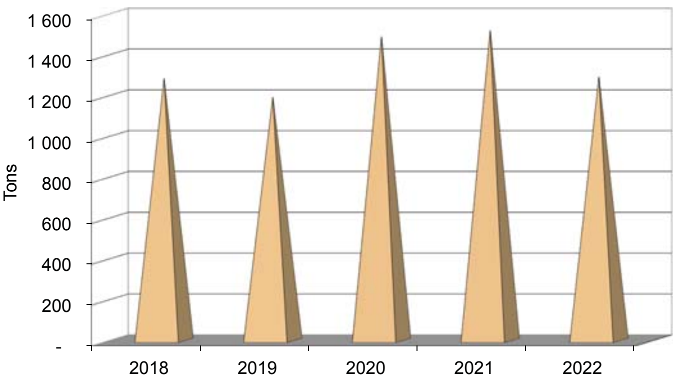
SWEETCORN : PAST YEAR - MAJOR DESTINATIONS

INDUSTRY ORGANISATION
Grain South Africa

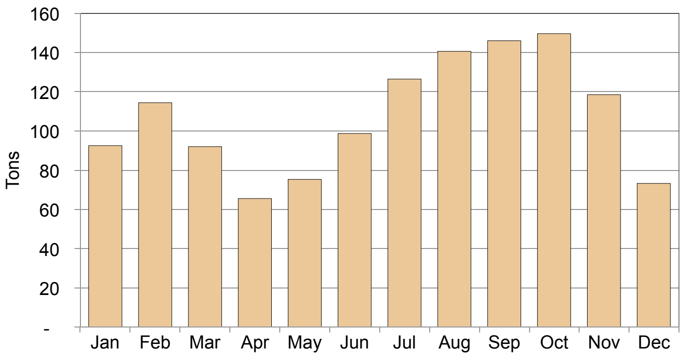
PRESERVATION
Frozen or Brined

PACKAGING
Canned or Bagged

EXPORTERS
See **Service Providers** section for more information.



SWEETCORN : PAST 5 YEARS - VOLUME EXPORTED

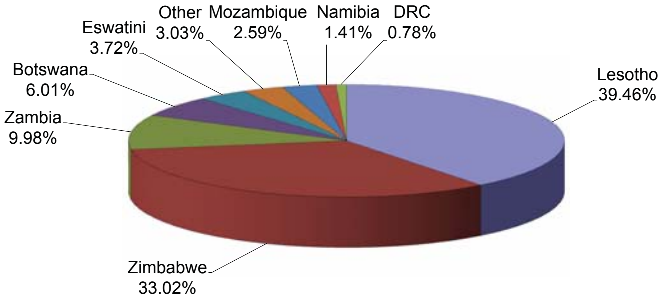


SWEETCORN : PAST YEAR - VOLUME EXPORTED

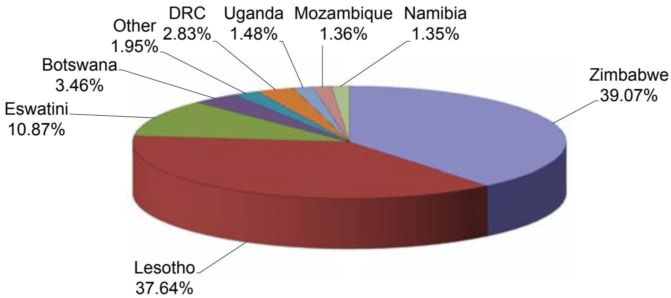
RSA: PRODUCING PROVINCES

GRAIN CROP PRODUCTS

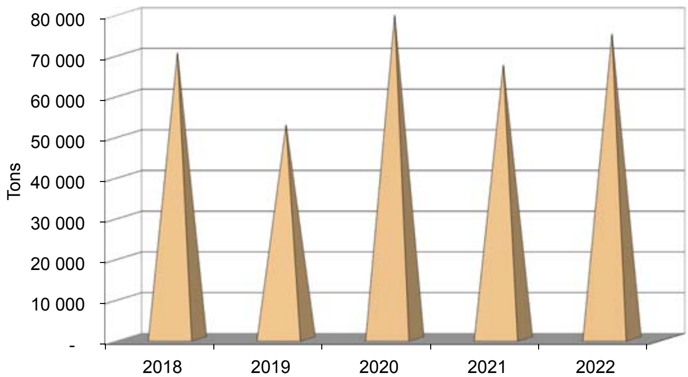
WHEAT



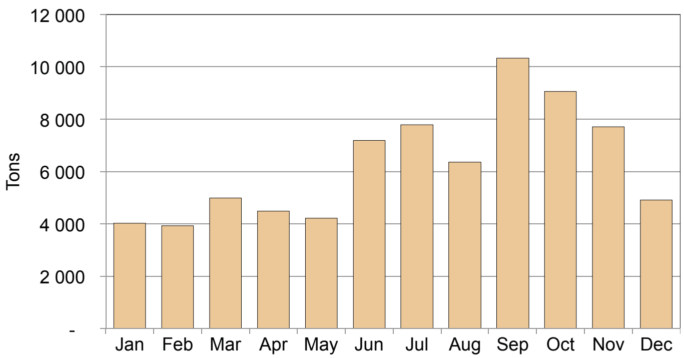
WHEAT : PAST 5 YEARS - MAJOR DESTINATIONS



WHEAT : PAST YEAR - MAJOR DESTINATIONS



WHEAT : PAST 5 YEARS - VOLUME EXPORTED



WHEAT : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

1101	9.27%	0.7%	30(24)
1104	24.82%	0.2%	43(41)
1109	-52.91%	<0.1%	24(31)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
National Chamber of Milling

PRESERVATION
Dried, Milled

PACKAGING
Bagged or Boxed

EXPORTERS
See **Service Providers** section for more information.

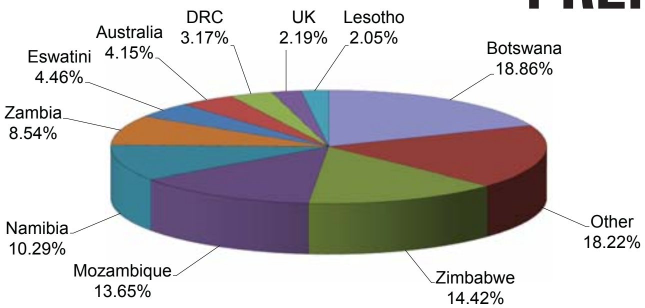
RSA: PRODUCING PROVINCES

WHEAT

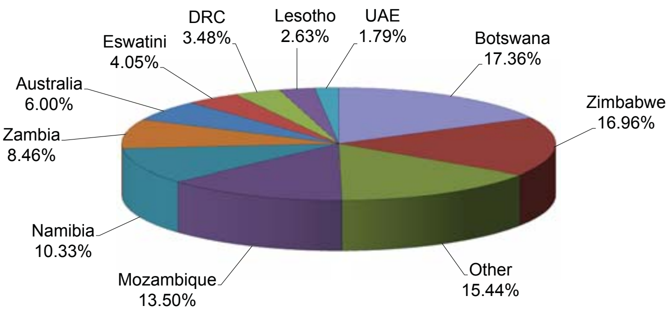
PREPARED SAUCES

SAUCES & SOUPS

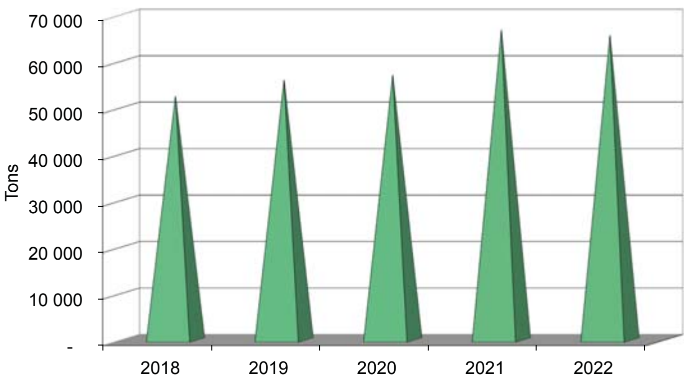
PREPARED SAUCES



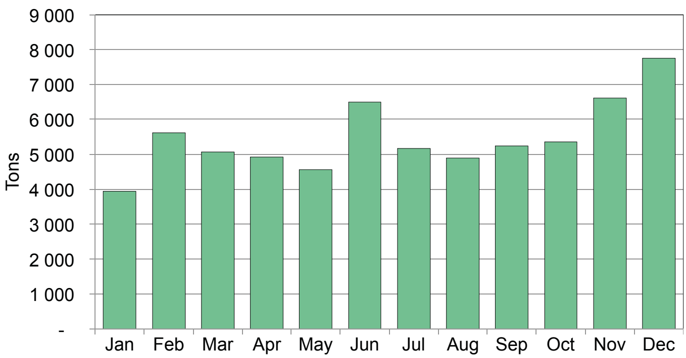
PREPARED SAUCES : PAST 5 YEARS - MAJOR DESTINATIONS



PREPARED SAUCES : PAST YEAR - MAJOR DESTINATIONS



PREPARED SAUCES : PAST 5 YEARS - VOLUME EXPORTED



PREPARED SAUCES : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING:**

210390 -1.74% 1.1% 22(22)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

Note that **TOMATO SAUCE** is not included in this group and features on its own page.

INDUSTRY ORGANISATION

-

PRESERVATION

Pasteurised

PACKAGING

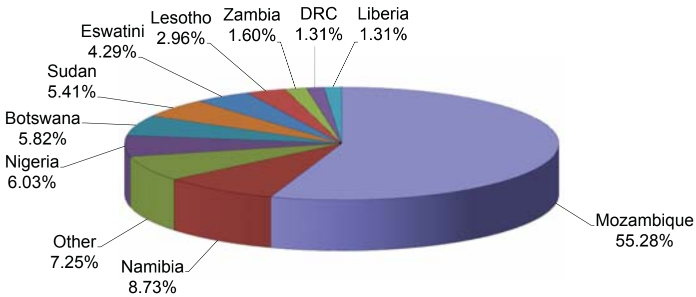
Canned, Bottled or Tubbed

EXPORTERS

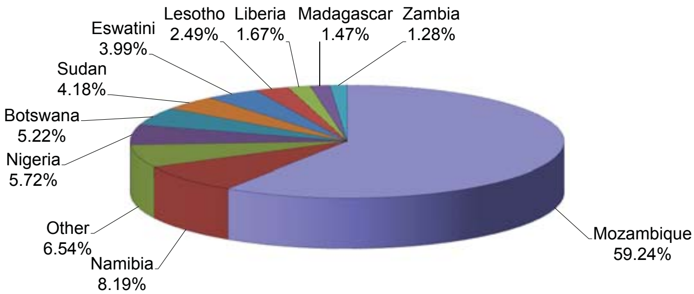
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

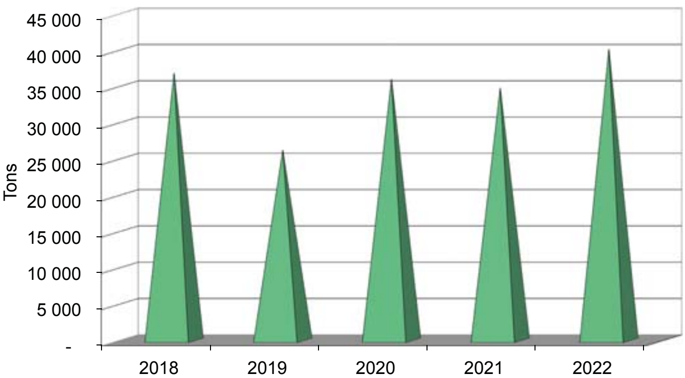
SOUPS & BROTHS



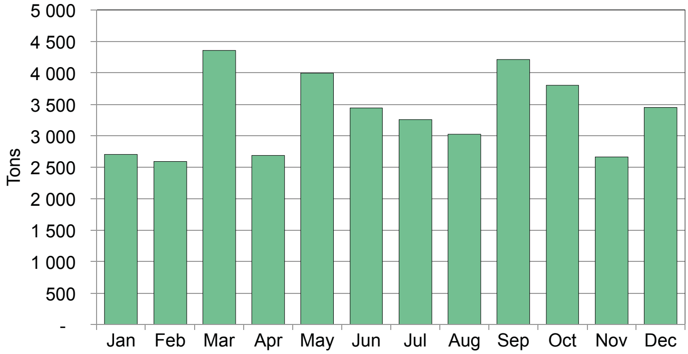
SOUPS & BROTHS : PAST 5 YEARS - MAJOR DESTINATIONS



SOUPS & BROTHS : PAST YEAR - MAJOR DESTINATIONS



SOUPS & BROTHS : PAST 5 YEARS - VOLUME EXPORTED



SOUPS & BROTHS : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

2104 13.35% 2.1% 15(17)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

Pasteurised and Dehydrated

PACKAGING

Canned, Bagged or Boxed

EXPORTERS

See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

SOUPS & BROTHS

SOYA SAUCE

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

210310 2.16% 0.2% 30(32)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

Groundnut Processors Association

PRESERVATION

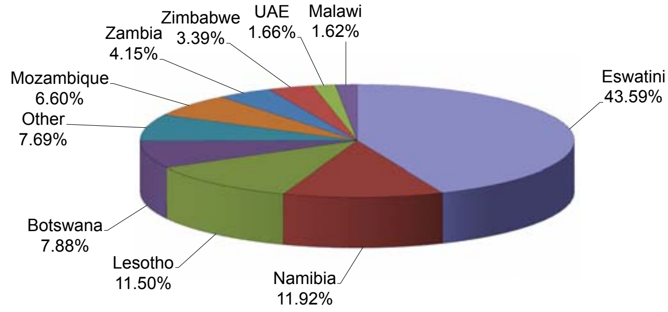
Pasteurised and Fermented

PACKAGING

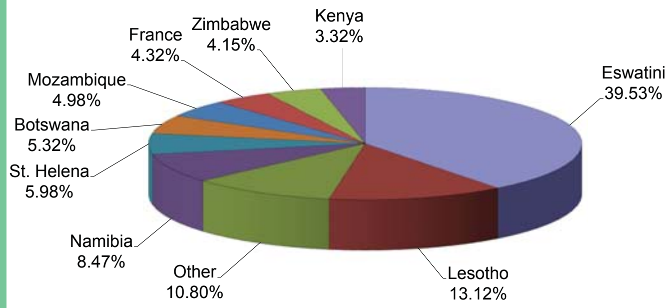
Bottled

EXPORTERS

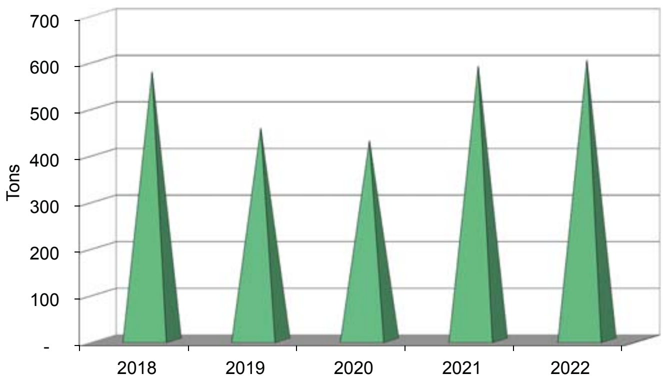
See **Service Providers** section for more information.



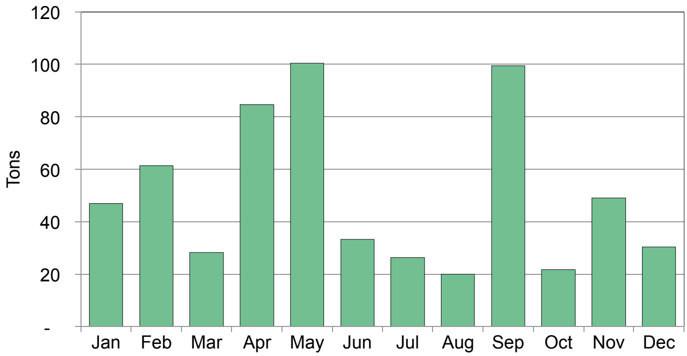
SOYA SAUCE : PAST 5 YEARS - MAJOR DESTINATIONS



SOYA SAUCE : PAST YEAR - MAJOR DESTINATIONS



SOYA SAUCE : PAST 5 YEARS - VOLUME EXPORTED

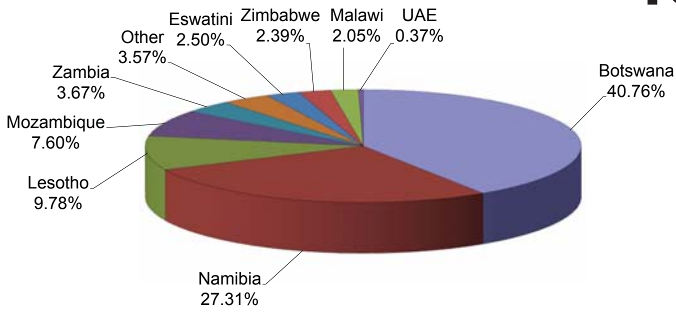


SOYA SAUCE : PAST YEAR - VOLUME EXPORTED

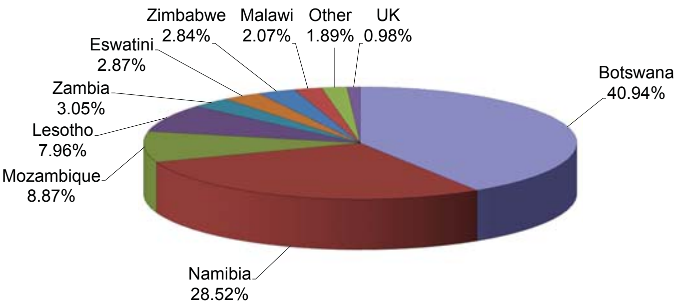
RSA: PRODUCING PROVINCES

SAUCES & SOUPS

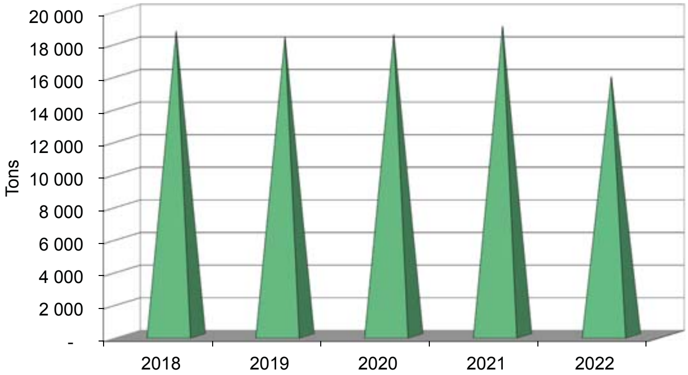
TOMATO SAUCE



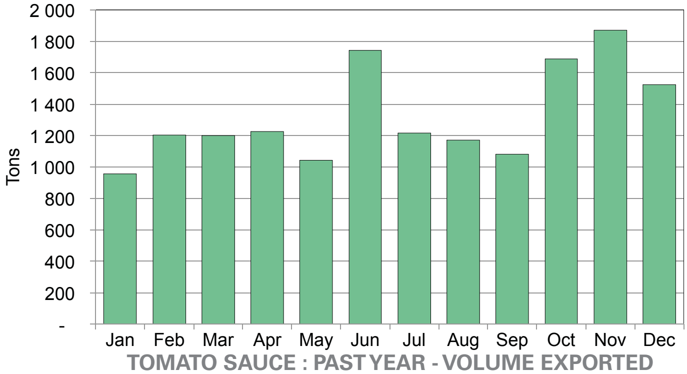
TOMATO SAUCE : PAST 5 YEARS - MAJOR DESTINATIONS



TOMATO SAUCE : PAST YEAR - MAJOR DESTINATIONS



TOMATO SAUCE : PAST 5 YEARS - VOLUME EXPORTED



TOMATO SAUCE : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

210320 -19.49% 1.2% 18(18)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

Pasteurised

PACKAGING

Canned or Bottled

EXPORTERS

See **Service Providers** section for more information.

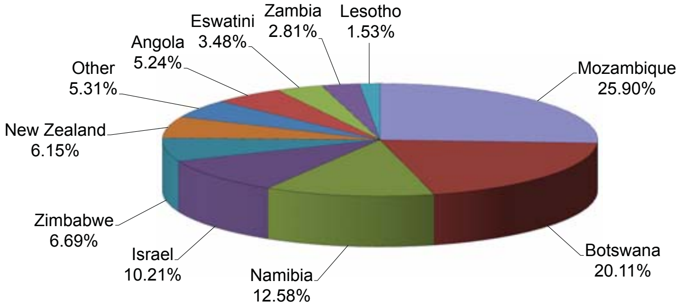
RSA: PRODUCING PROVINCES

TOMATO SAUCE

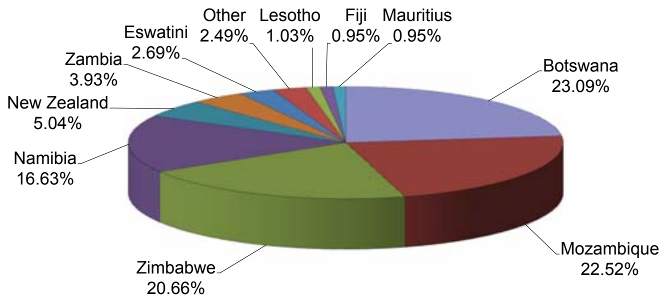
V I N E G A R

SAUCES & SOUPS

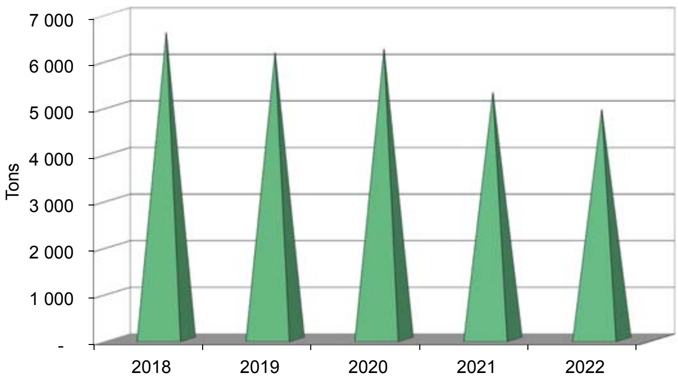
VINEGAR



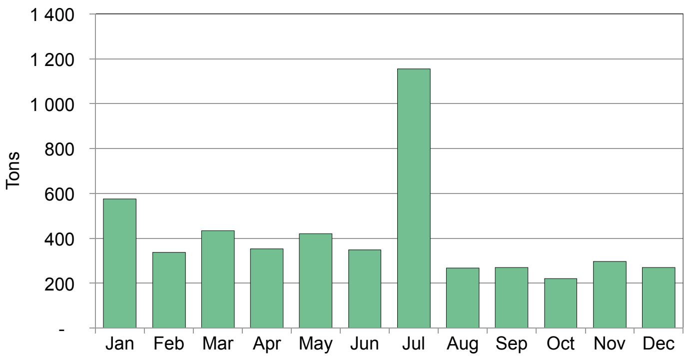
VINEGAR : PAST 5 YEARS - MAJOR DESTINATIONS



VINEGAR : PAST YEAR - MAJOR DESTINATIONS



VINEGAR : PAST 5 YEARS - VOLUME EXPORTED



VINEGAR : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

2209 -7.45% 0.4% 25(24)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

Pasteurised and Fermented

PACKAGING

Bottled

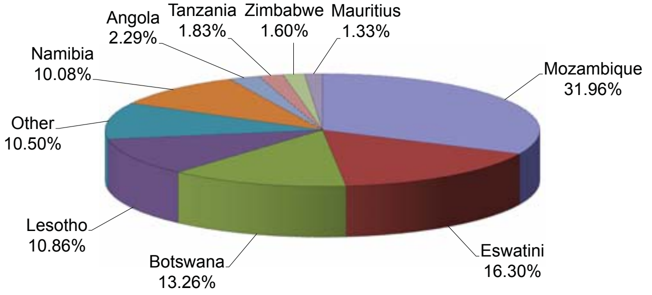
EXPORTERS

See **Service Providers** section for more information.

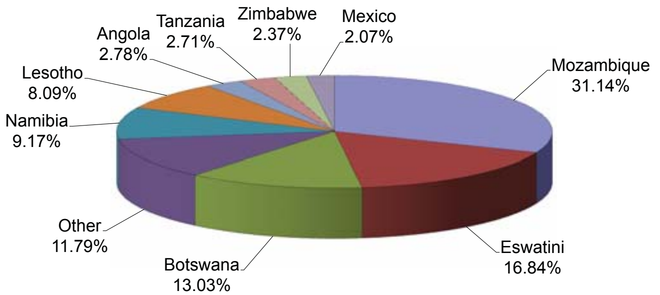
RSA: PRODUCING PROVINCES

SPICES & ADDITIVES

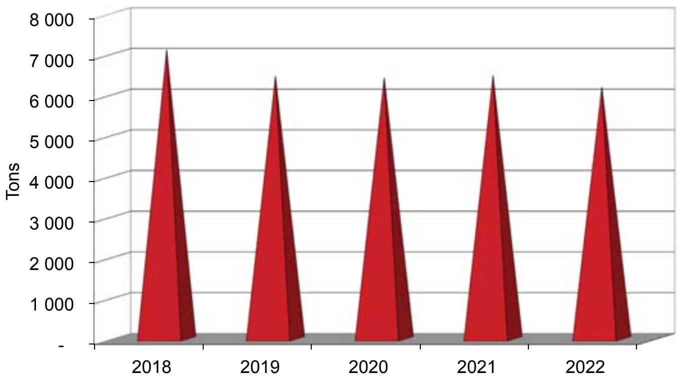
BAKING POWDER & YEAST



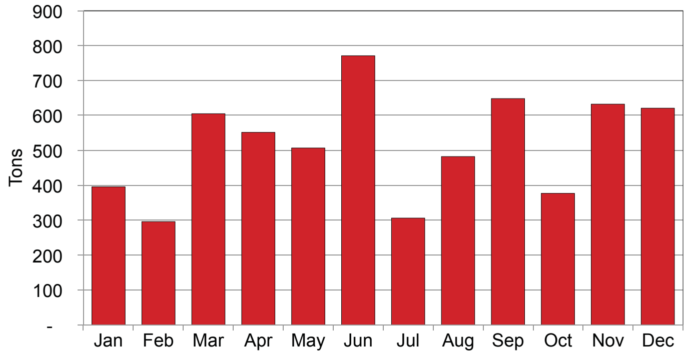
BAKING POWDER & YEAST : PAST 5 YEARS - MAJOR DESTINATIONS



BAKING POWDER & YEAST : PAST YEAR - MAJOR DESTINATIONS



BAKING POWDER & YEAST : PAST 5 YEARS - VOLUME EXPORTED



BAKING POWDER & YEAST : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

2102 -4.57% 0.6% 27(29)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

Cultured, Dried

PACKAGING

Canned, Bottled or Boxed

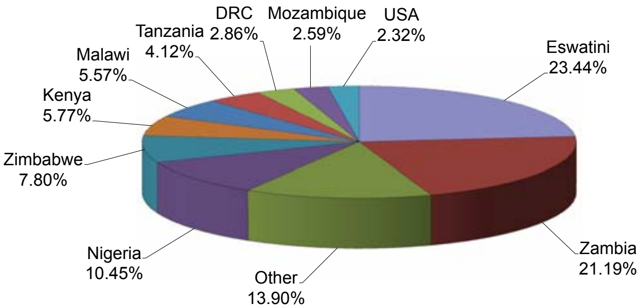
EXPORTERS

See **Service Providers** section for more information.

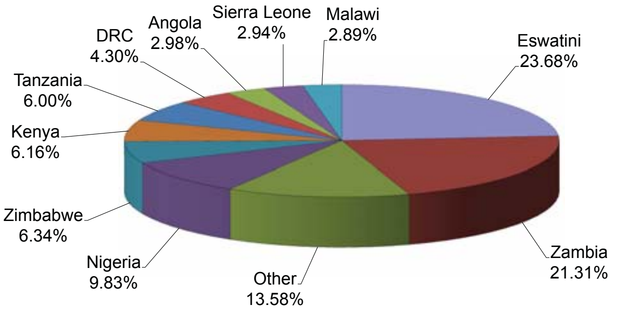
RSA: PRODUCING PROVINCES

BAKING POWDER & YEAST

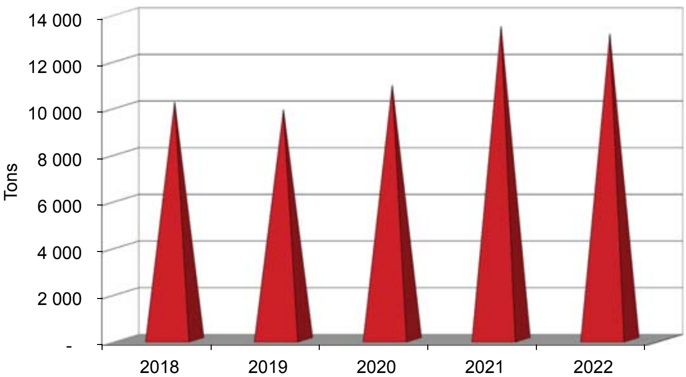
COLOUR & FLAVOURANTS



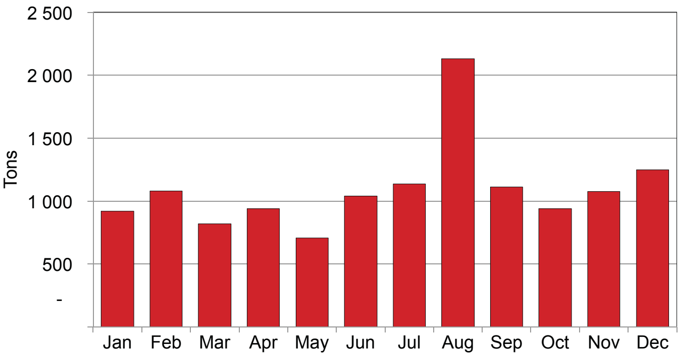
COLOUR & FLAVOURANTS : PAST 5 YEARS - MAJOR DESTINATIONS



COLOUR & FLAVOURANTS : PAST YEAR - MAJOR DESTINATIONS



COLOUR & FLAVOURANTS : PAST 5 YEARS - VOLUME EXPORTED



COLOUR & FLAVOURANTS : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

320300	-1.05%	0.1%	41(43)
330210	-2.47%	0.4%	24(20)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
South African Association of the Flavour & Fragrance Industry

PRESERVATION
Dried

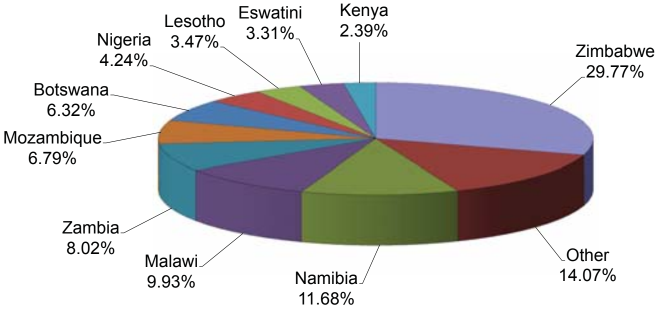
PACKAGING
Canned, Bottled or Boxed

EXPORTERS
See **Service Providers** section for more information.

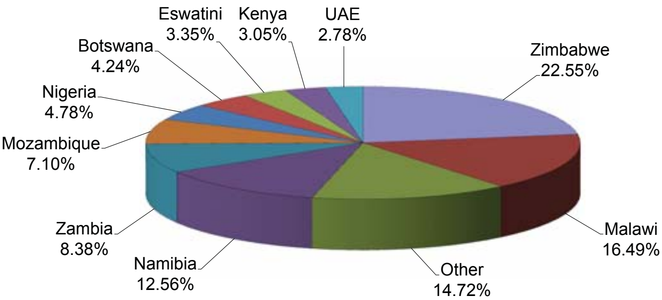
RSA: PRODUCING PROVINCES

SPICES & ADDITIVES

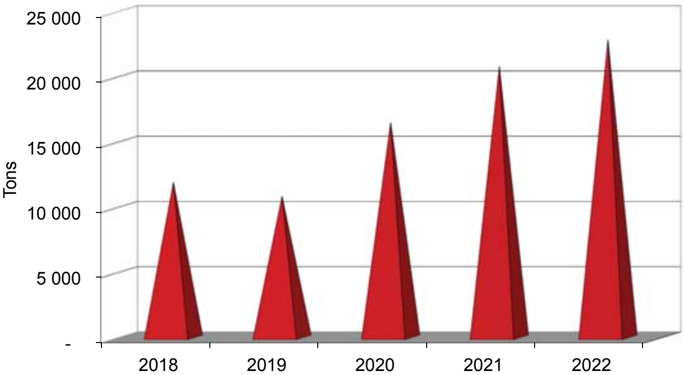
FOOD SUPPLEMENTS



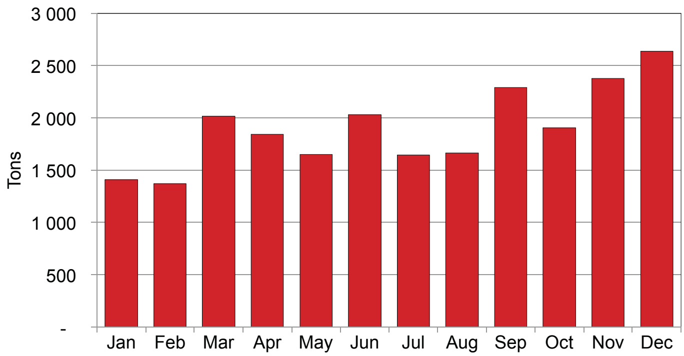
FOOD SUPPLEMENTS : PAST 5 YEARS - MAJOR DESTINATIONS



FOOD SUPPLEMENTS : PAST YEAR - MAJOR DESTINATIONS



FOOD SUPPLEMENTS : PAST 5 YEARS - VOLUME EXPORTED



FOOD SUPPLEMENTS : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

210610	11.07%	1.0%	21(23)
2936	3.56%	0.4%	21(20)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

Dried or Capsuled

PACKAGING

Canned, Bottled or Boxed

EXPORTERS

See **Service Providers** section for more information.

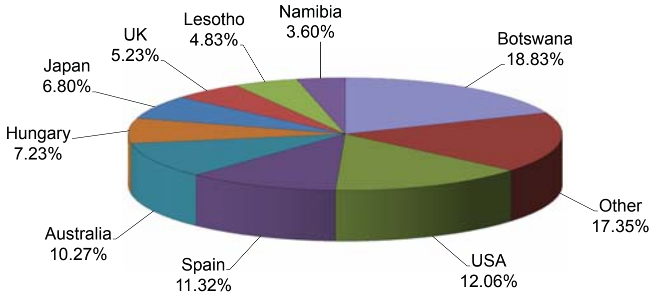
RSA: PRODUCING PROVINCES

FOOD SUPPLEMENTS

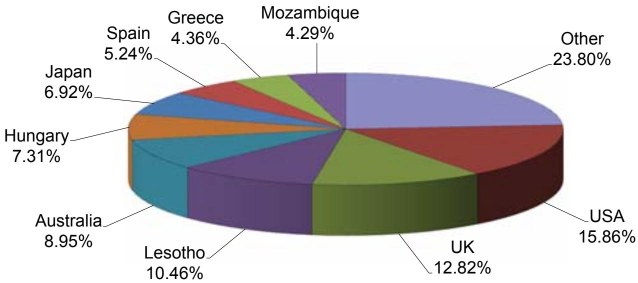
PEPPER

SPICES & ADDITIVES

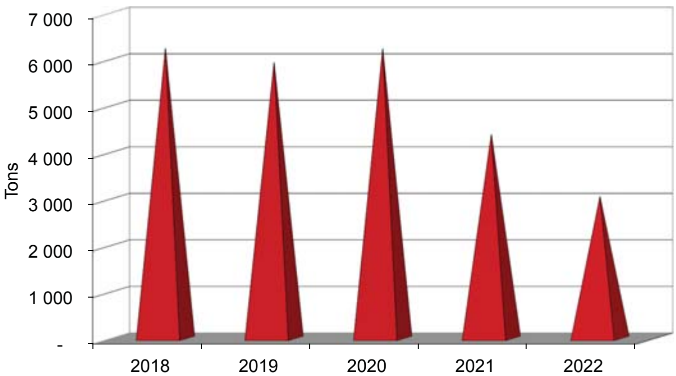
PEPPER



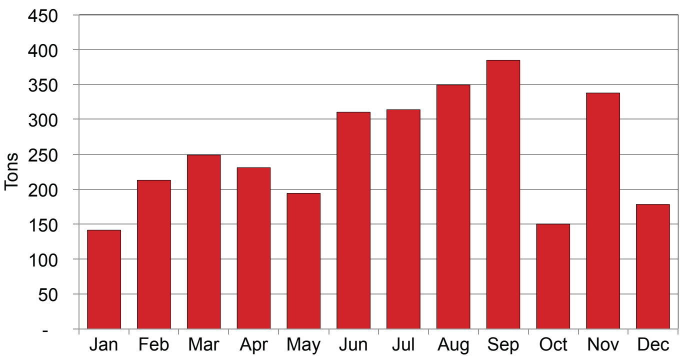
PEPPER : PAST 5 YEARS - MAJOR DESTINATIONS



PEPPER : PAST YEAR - MAJOR DESTINATIONS



PEPPER : PAST 5 YEARS - VOLUME EXPORTED



PEPPER : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

0904 -43.78% 0.4% 24(18)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

Dried

PACKAGING

Canned, Bottled or Boxed

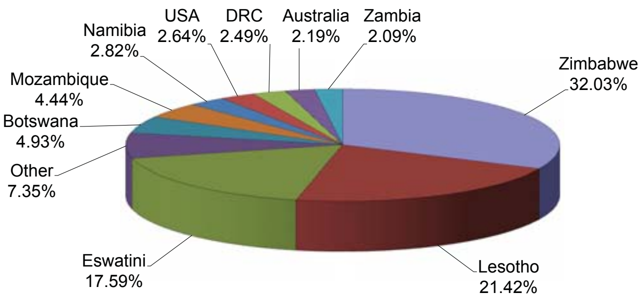
EXPORTERS

See **Service Providers** section for more information.

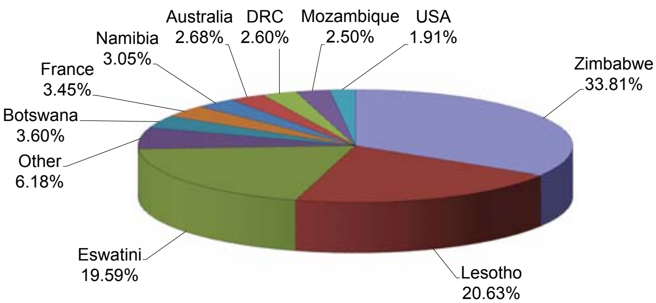
RSA: PRODUCING PROVINCES

SPICES & ADDITIVES

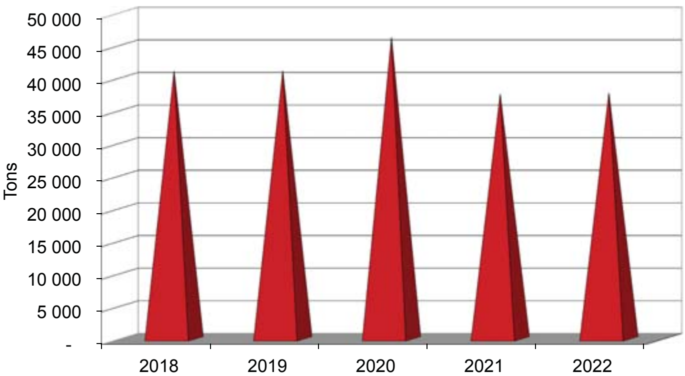
SALT



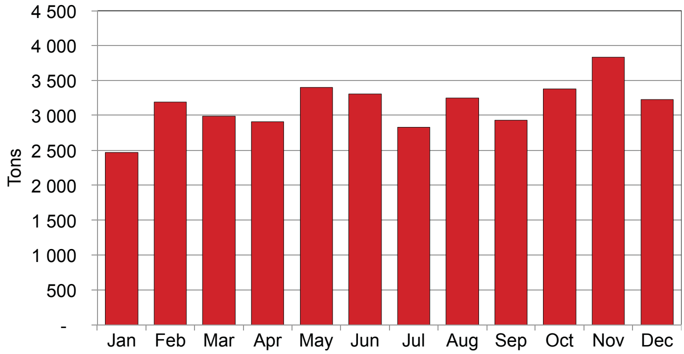
SALT : PAST 5 YEARS - MAJOR DESTINATIONS



SALT : PAST YEAR - MAJOR DESTINATIONS



SALT : PAST 5 YEARS - VOLUME EXPORTED



SALT : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

2501 0.41% 0.6% 30(29)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

Dried

PACKAGING

Canned, Bottled or Boxed

EXPORTERS

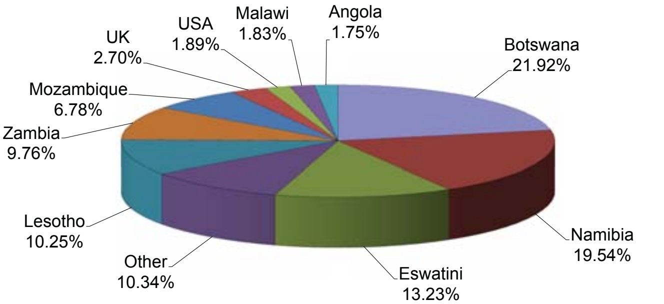
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

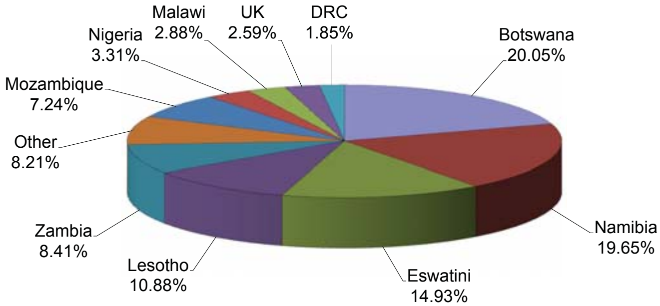
S A L T

SPICES & SEASONING

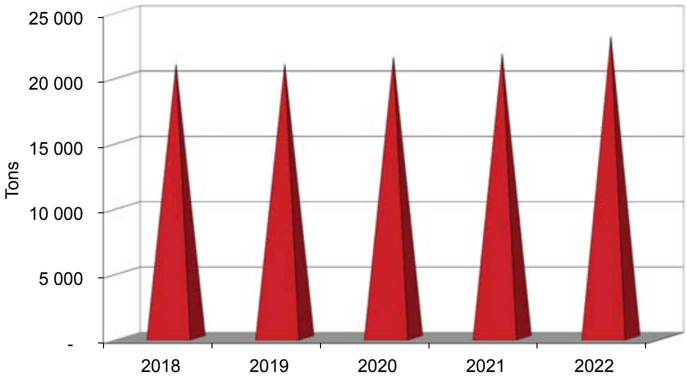
SPICES & SEASONING



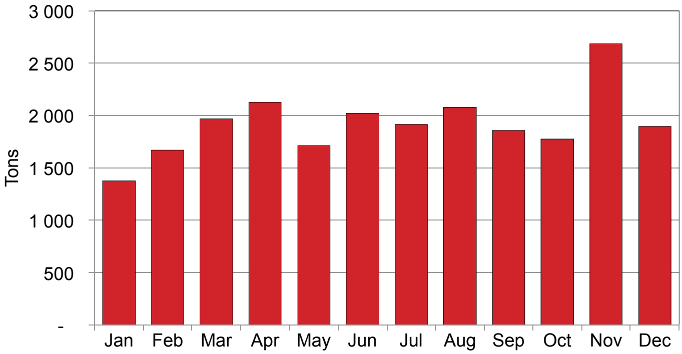
SPICES & SEASONING : PAST 5 YEARS - MAJOR DESTINATIONS



SPICES & SEASONING : PAST YEAR - MAJOR DESTINATIONS



SPICES & SEASONING : PAST 5 YEARS - VOLUME EXPORTED



SPICES & SEASONING : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

0910	5.77%	1.9%	12(14)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

Dried

PACKAGING

Canned, Bottled or Boxed

EXPORTERS

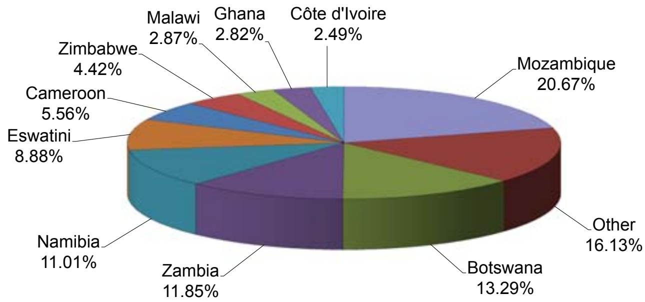
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

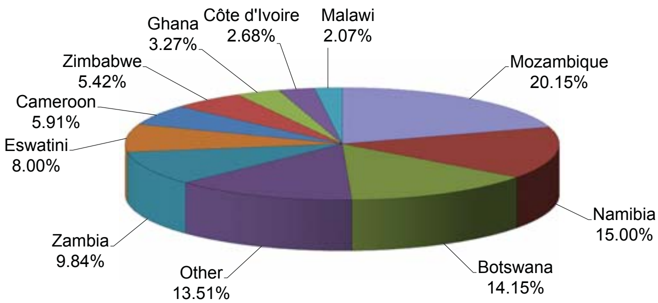

THAT FOOD
Earth To Table
Cuisine-Themed
Rubs
Handcrafted and locally blended
under the Southern skies

READY-MADE FOOD

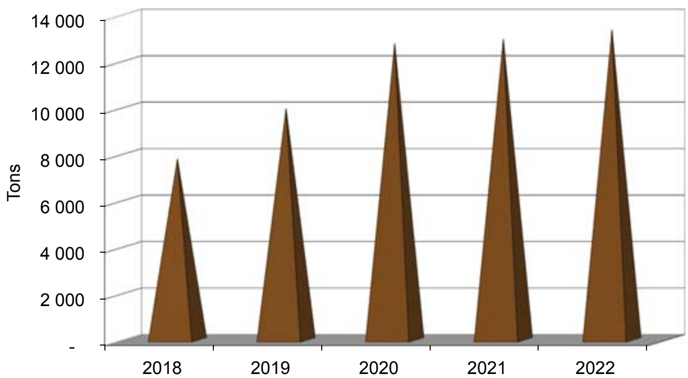
INFANT FOOD



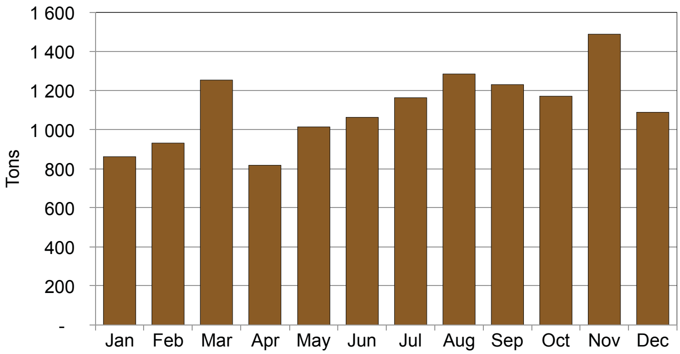
INFANT FOOD : PAST 5 YEARS - MAJOR DESTINATIONS



INFANT FOOD : PAST YEAR - MAJOR DESTINATIONS



INFANT FOOD : PAST 5 YEARS - VOLUME EXPORTED



INFANT FOOD : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

160210	21.54%	0.8%	20(20)
190110	2.30%	0.6%	27(32)
210420	-2.09%	0.5%	28(29)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

Pasteurised

PACKAGING

Bottled

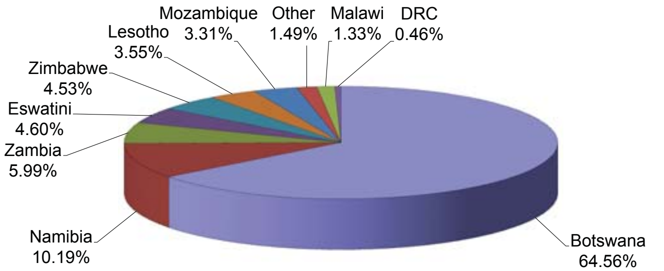
EXPORTERS

See **Service Providers** section for more information.

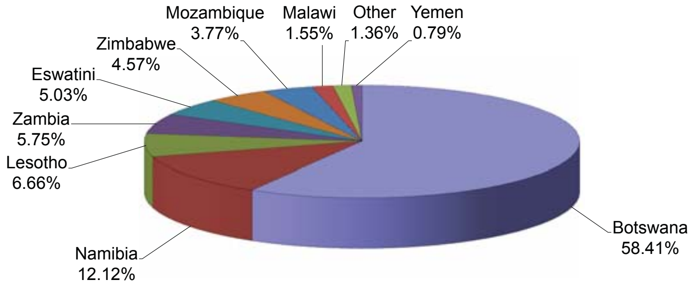
RSA: PRODUCING PROVINCES

READY-MADE FOOD

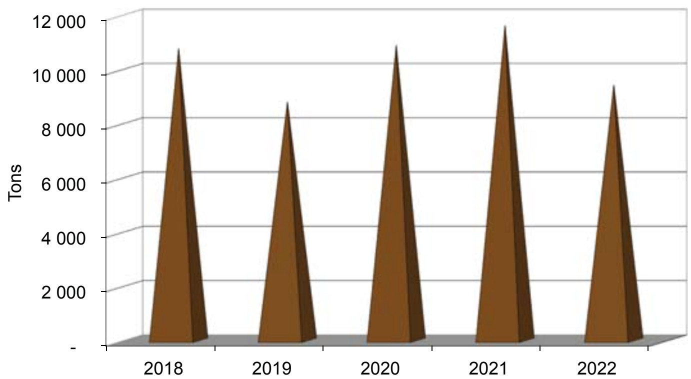
PASTA DISHES



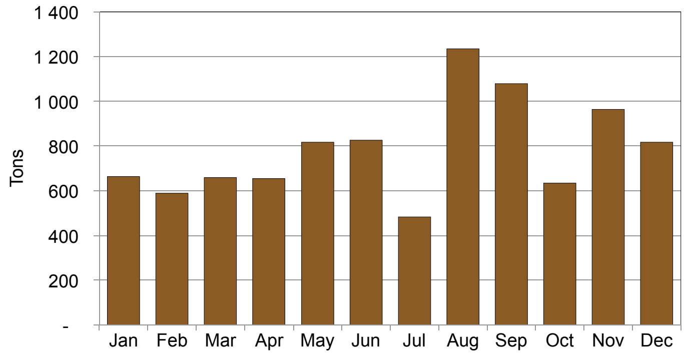
PASTA DISHES : PAST 5 YEARS - MAJOR DESTINATIONS



PASTA DISHES : PAST YEAR - MAJOR DESTINATIONS



PASTA DISHES : PAST 5 YEARS - VOLUME EXPORTED



PASTA DISHES : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

190220	14.15%	0.1%	41(43)
190230	-28.74%	0.3%	35(36)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

Pasteurised

PACKAGING

Canned or Tubbed

EXPORTERS

See **Service Providers** section for more information.

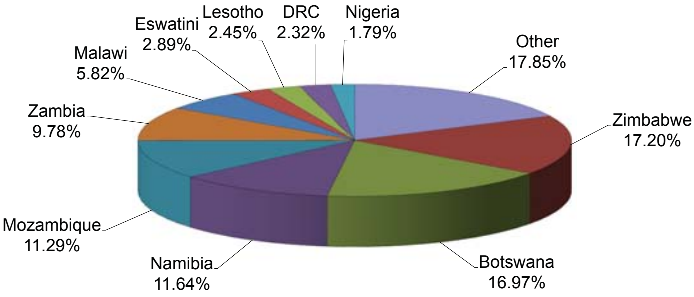
RSA: PRODUCING PROVINCES

PASTA DISHES

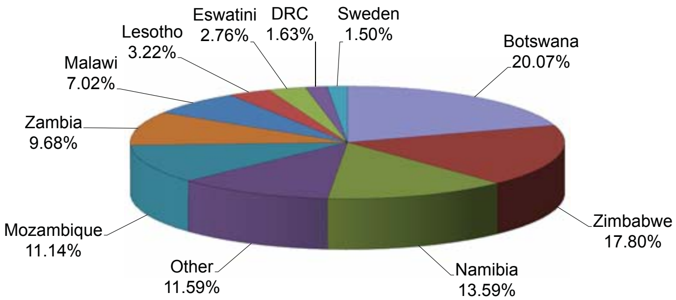
PREPARED MEALS

READY-MADE FOOD

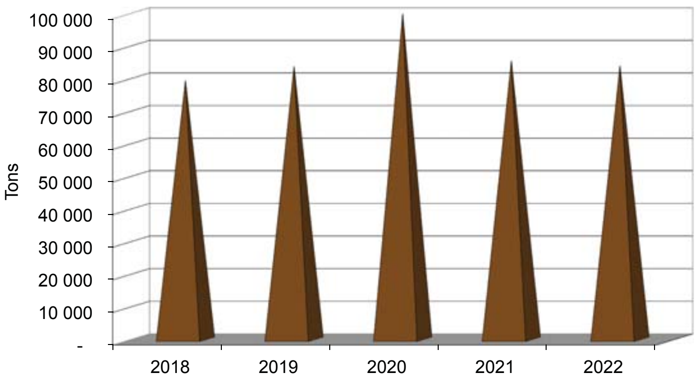
PREPARED MEALS



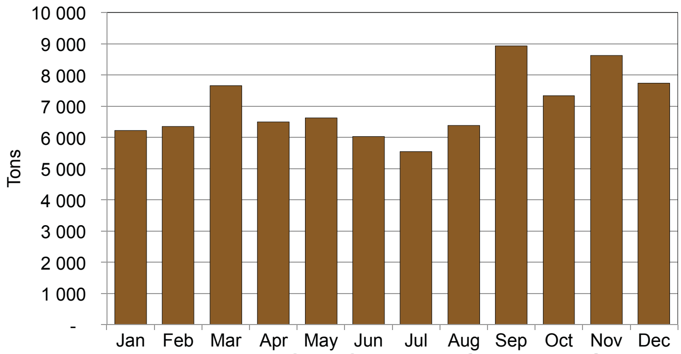
PREPARED MEALS : PAST 5 YEARS - MAJOR DESTINATIONS



PREPARED MEALS : PAST YEAR - MAJOR DESTINATIONS



PREPARED MEALS : PAST 5 YEARS - VOLUME EXPORTED



PREPARED MEALS : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

2106 -1.82% 0.3% 43(40)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

Pasteurised

PACKAGING

Tubbed

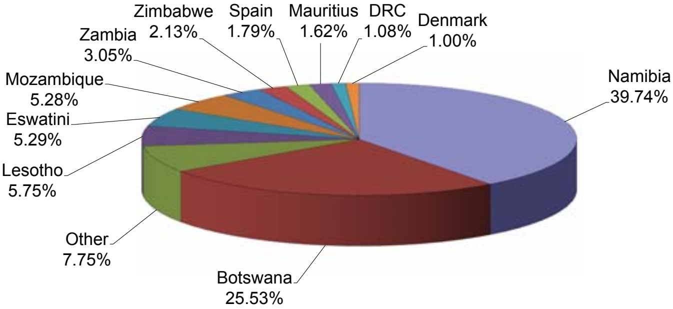
EXPORTERS

See **Service Providers** section for more information.

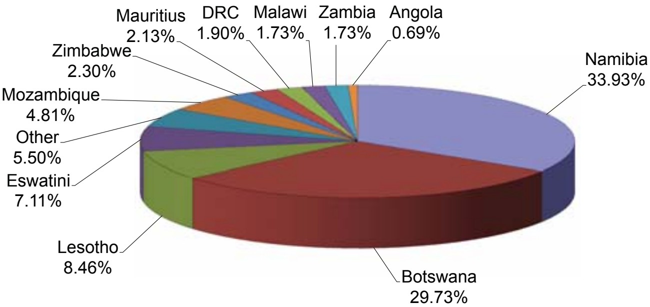
RSA: PRODUCING PROVINCES

BEVERAGES

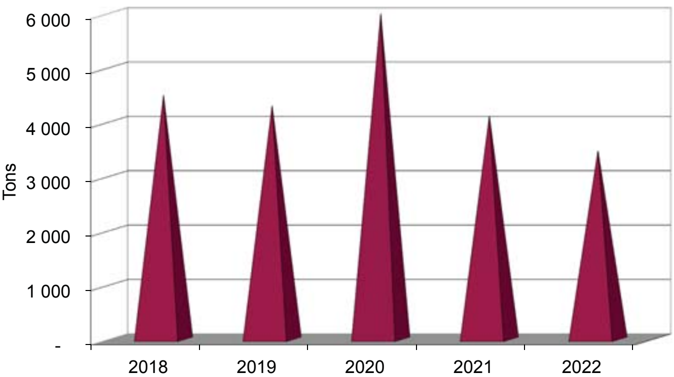
COFFEE



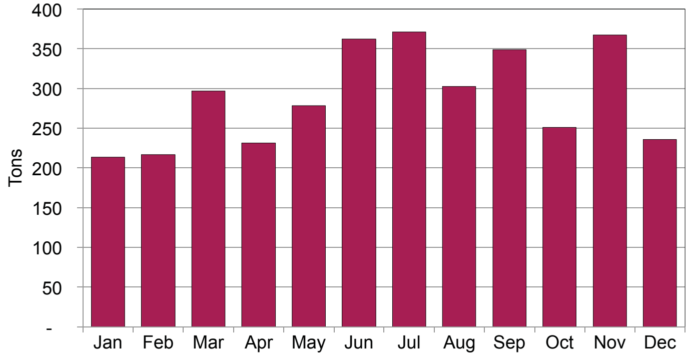
COFFEE : PAST 5 YEARS - MAJOR DESTINATIONS



COFFEE : PAST YEAR - MAJOR DESTINATIONS



COFFEE : PAST 5 YEARS - VOLUME EXPORTED



COFFEE : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

0901 -18.45% 0.1% 59(63)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

Dried and Roasted

PACKAGING

Bottled or Bagged

EXPORTERS

See **Service Providers** section for more information.

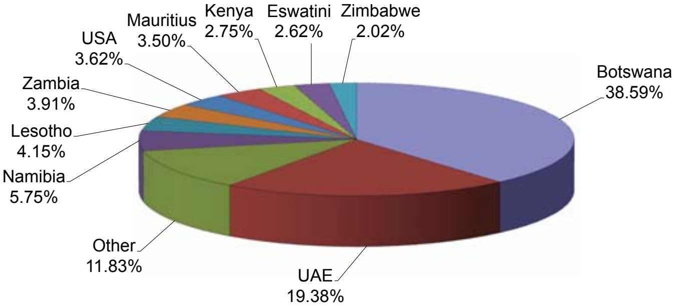
RSA: PRODUCING PROVINCES

COFFEE

SOFT DRINKS

BEVERAGES

SOFT DRINKS

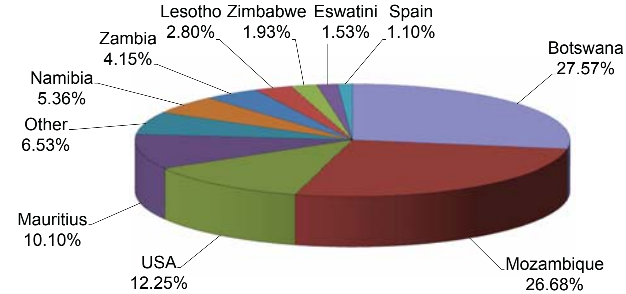


SOFT DRINKS : PAST 5 YEARS - MAJOR DESTINATIONS

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

220299 15.63% 0.3% 33(34)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS



SOFT DRINKS : PAST YEAR - MAJOR DESTINATIONS

INDUSTRY ORGANISATION

Beverage Association of South Africa

PRESERVATION

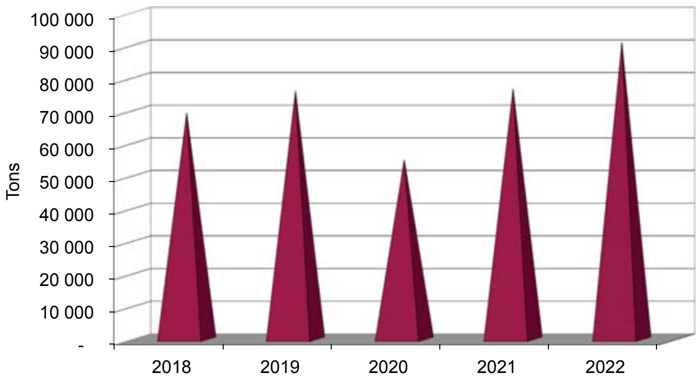
Filtering

PACKAGING

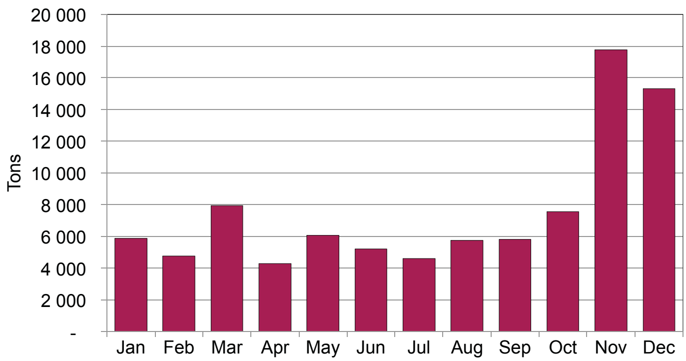
Canned or Bottled

EXPORTERS

See **Service Providers** section for more information.



SOFT DRINKS : PAST 5 YEARS - VOLUME EXPORTED

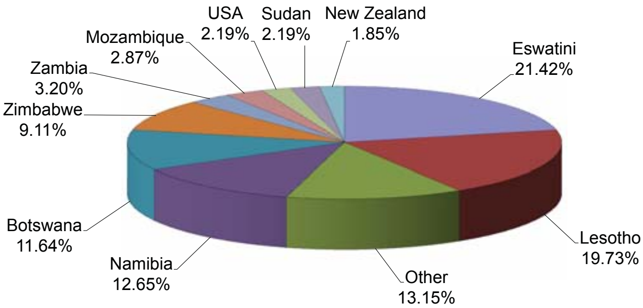


SOFT DRINKS : PAST YEAR - VOLUME EXPORTED

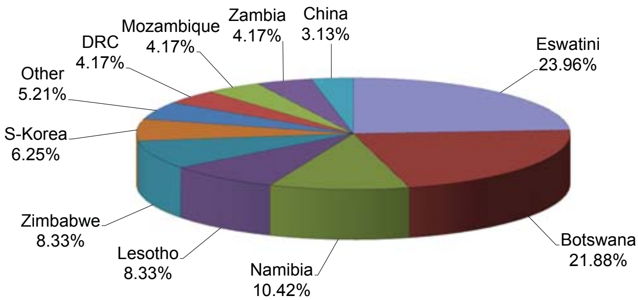
RSA: PRODUCING PROVINCES

BEVERAGES

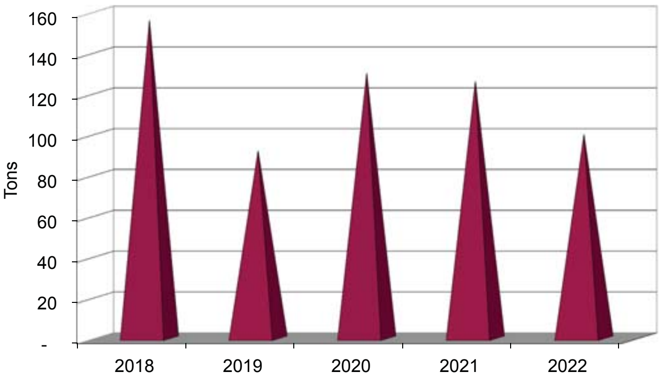
TEA: HONEYBUSH



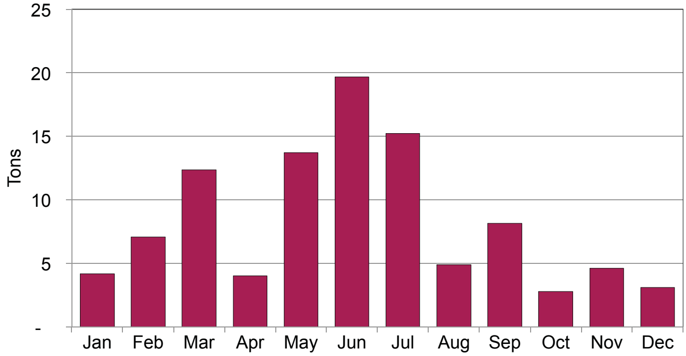
HONEYBUSH : PAST 5 YEARS - MAJOR DESTINATIONS



HONEYBUSH : PAST YEAR - MAJOR DESTINATIONS



HONEYBUSH : PAST 5 YEARS - VOLUME EXPORTED



HONEYBUSH : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

090210 -26.00% <0.1% 45(43)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

Note that the above statistics include **Green Tea** and does not reflect Honeybush Tea's true World Market Share and Ranking.

INDUSTRY ORGANISATION

South African Honeybush Tea Association

PRESERVATION

Fermented, Sterilized and Pasteurised

PACKAGING

Canned, Bottled, Bagged or Boxed

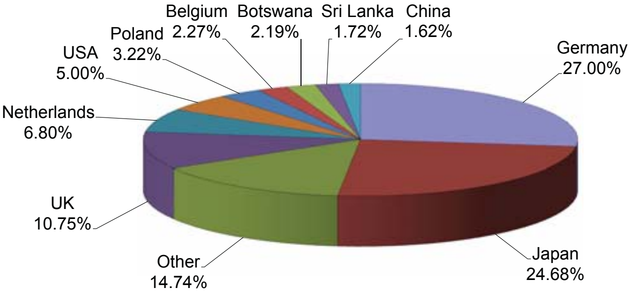
EXPORTERS

See **Service Providers** section for more information.

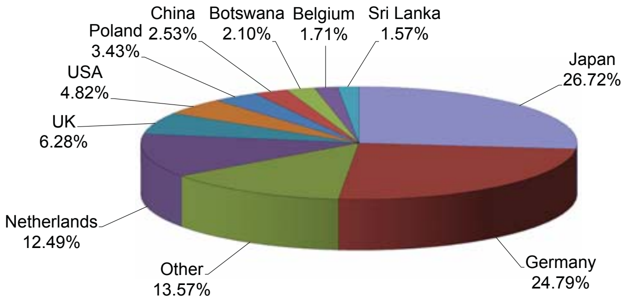
RSA: PRODUCING PROVINCES

HONEYBUSH TEA

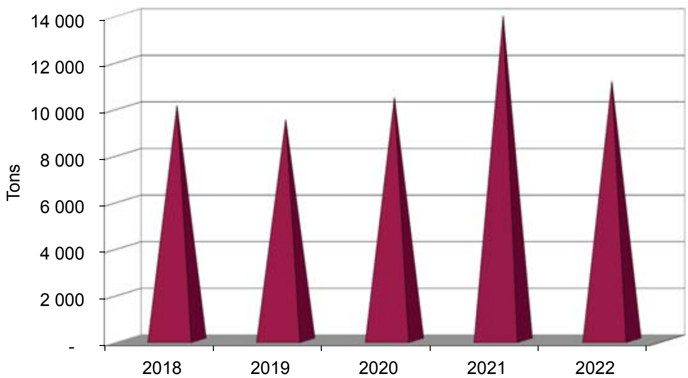
TEA: ROOIBOS



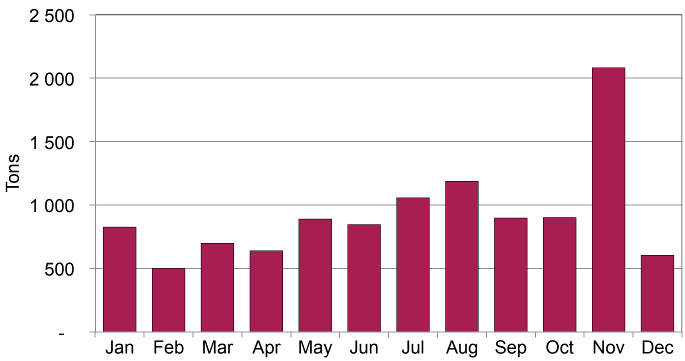
ROOIBOS : PAST 5 YEARS - MAJOR DESTINATIONS



ROOIBOS : PAST YEAR - MAJOR DESTINATIONS



ROOIBOS : PAST 5 YEARS - VOLUME EXPORTED



ROOIBOS : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

121299 -25.28% 5.0% 3(2)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

The Rooibos Council

PRESERVATION

Fermented, Sterilized and Pasteurised

PACKAGING

Canned, Bottled, Bagged or Boxed

EXPORTERS

See **Service Providers** section for more information on exporters.

RSA: PRODUCING PROVINCES

BOKKEVELD ROOIBOS

In the area of small town Niewoudtville, right on the border between the Northen Cape and Western Cape, is Bokkeveld Rooibos. The high altitude of the Bokkeveld plateau gives our aromatic rooibos a unique flavour.

ORDER
Bokkeveld Rooibos

Interested to stock our product? Or order online for your own tea cabinet.

info@bokkeveldrooibos.co.za
bokkeveldrooibos.co.za
+27 27 218 1455

ALSO AVAILABLE IN PICK 'N PAY STORES

OUR PRODUCT RANGE

Available in five delectable flavours packed into cushion and nylonbags. Cushion bags are standard rectangular-shaped teabags while the nylon bags are pyramid-shaped bags with a dunkable string. Taste our unique flavours, all made from 100% rooibos (Asalathus linearis):

Original Blackcurrant Honey Lemon Vanilla

Additionally, pouches (250g each) containing the leaves of our Super Grade Rooibos tea; bags (100g each) of instant rooibos tea are also available.

HEALTH BENEFITS

Science has proven time after time that using rooibos - as a drink or even as an ingredient in skincare product - offers a variety of health benefits.

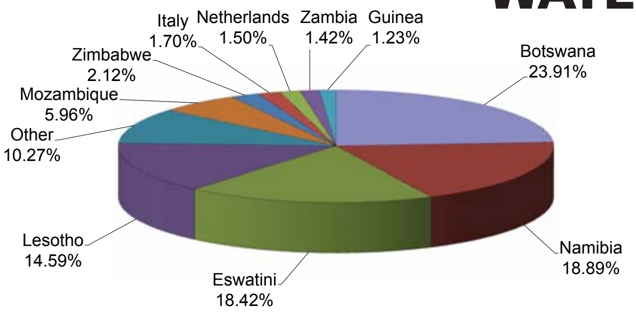
- Caffeine-free,
- Low in tannins,
- Rich in antioxidants
- Calorie-free which promotes the following benefits:
- Good for heart health
- Benefits people who have diabetes
- Improve the appearance of skin

Tel: 027 218 1455
info@bokkeveldrooibos.co.za

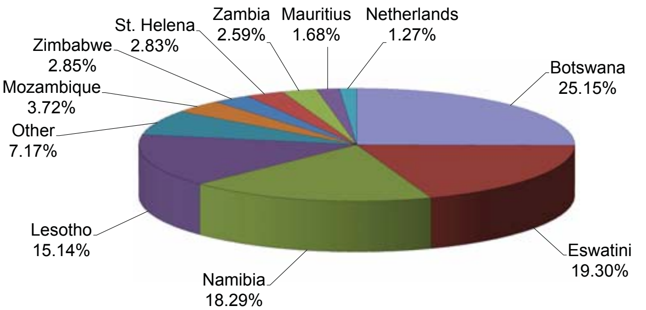
FLAVOURED WATER

BEVERAGES

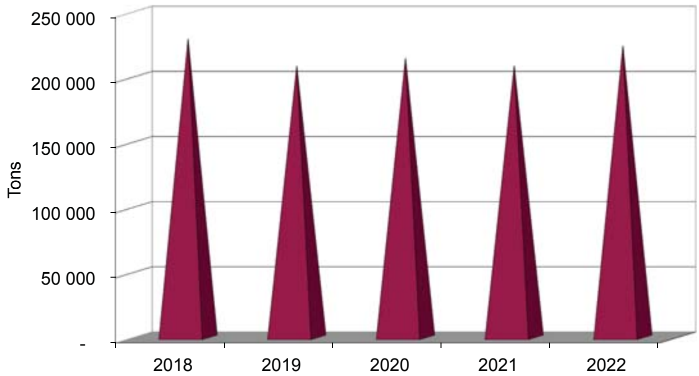
WATER: FLAVOURED



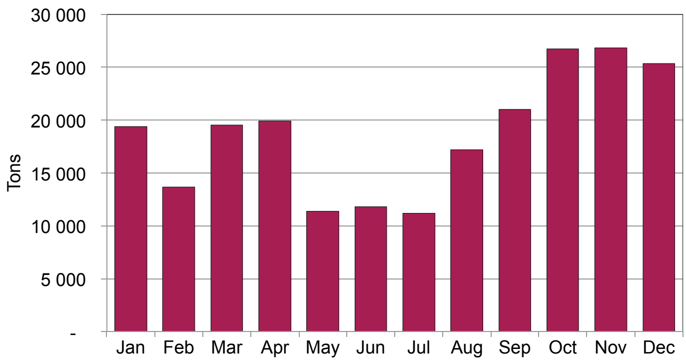
FLAVOURED WATER : PAST 5 YEARS - MAJOR DESTINATIONS



FLAVOURED WATER : PAST YEAR - MAJOR DESTINATIONS



FLAVOURED WATER : PAST 5 YEARS - VOLUME EXPORTED



FLAVOURED WATER : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

220210 6.91% 1.0% 20(22)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

Beverage Association of South Africa

PRESERVATION

Filtered or Distilled

PACKAGING

Canned or Bottled

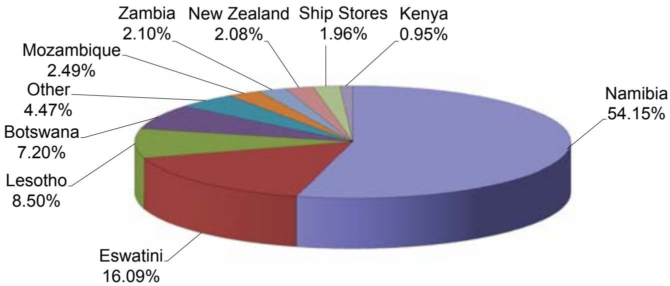
EXPORTERS

See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

BEVERAGES

WATER: PURE

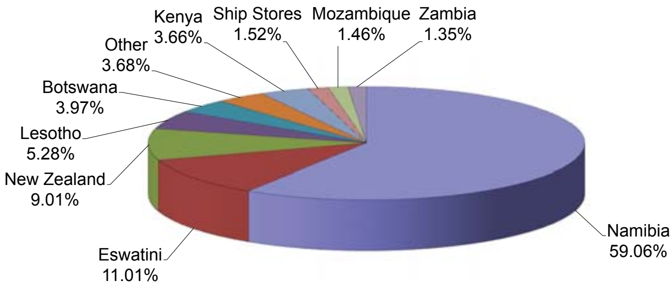


PURE WATER : PAST 5 YEARS - MAJOR DESTINATIONS

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

2201 26.09% 0.1% 43(45)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS



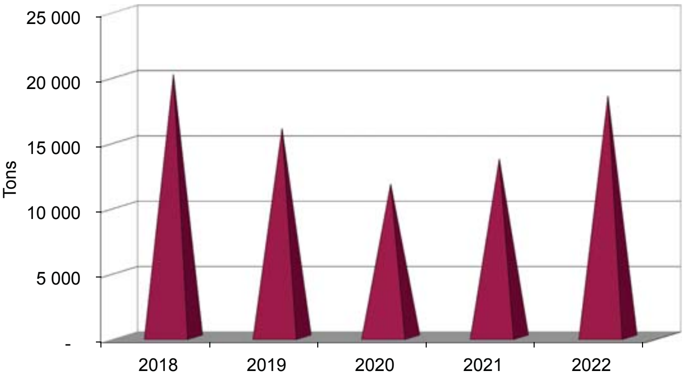
PURE WATER : PAST YEAR - MAJOR DESTINATIONS

INDUSTRY ORGANISATION
South African National Bottled Water Association

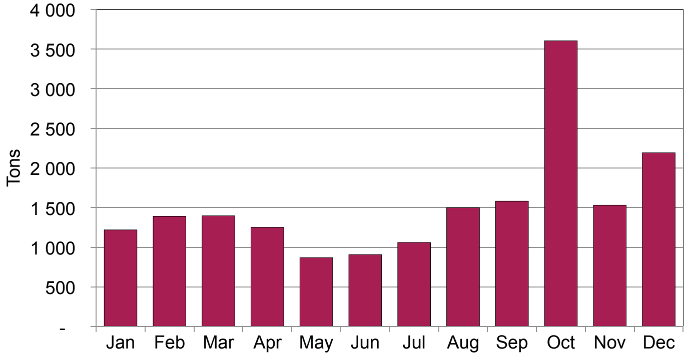
PRESERVATION
Natural, Filtered or Distilled

PACKAGING
Bottled

EXPORTERS
See **Service Providers** section for more information.



PURE WATER : PAST 5 YEARS - VOLUME EXPORTED



PURE WATER : PAST YEAR - VOLUME EXPORTED

RSA: PRODUCING PROVINCES

PURE WATER

SECTION 2

POULTRY & EGGS

Chicken & Other Fowl	2-2
Eggs	2-3
Preserved Poultry	2-4

RED MEATS

Beef & Veal	2-6
Lamb & Mutton	2-8
Preserved Meat	2-9
Pork	2-10

SEAFOOD & AQUACULTURE

Abalone	2-14
Cape Hake	2-16
Mussels	2-18
Preserved Seafood	2-19
Rock Lobster	2-20
Sardines	2-21
Tilapia	2-22
Toothfish	2-23
Trout	2-24

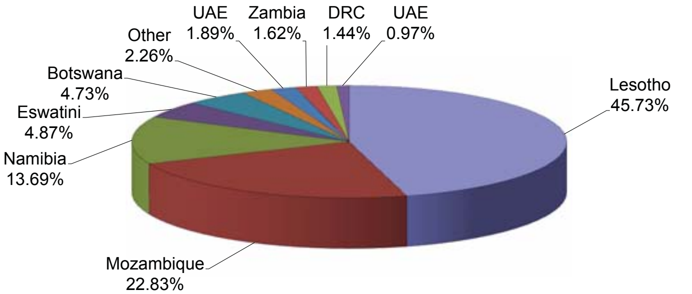
DAIRY

Butter Fat & Oils	2-25
Cheese & Curd	2-26
Chocolates	2-27
Flavoured Milk	2-28
Ice Cream	2-29
Milk & Cream	2-30

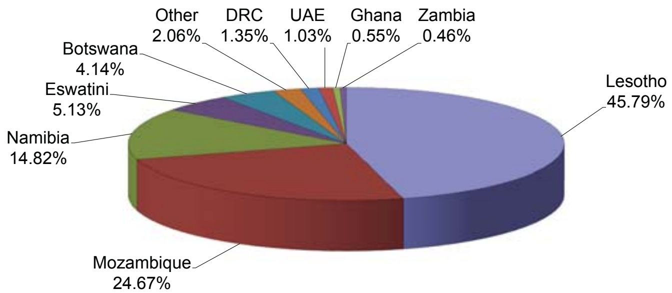
CHICKEN & OTHER FOWL

POULTRY & EGGS

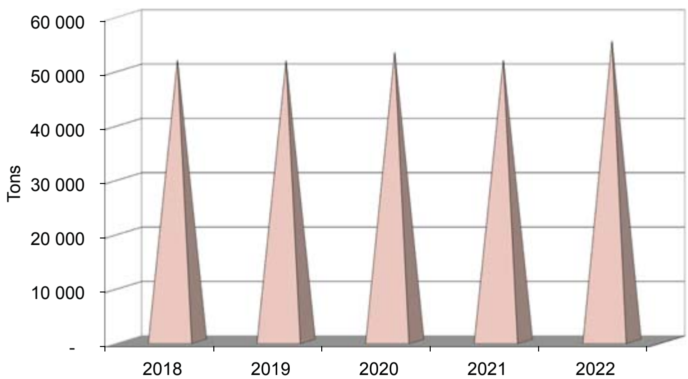
CHICKEN & OTHER FOWL



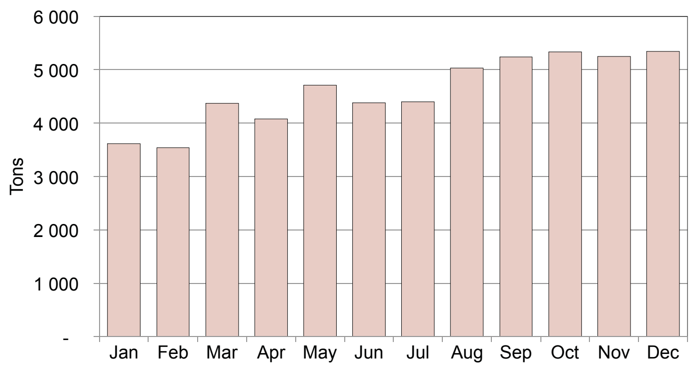
CHICKEN & OTHER FOWL : PAST 5 YEARS - MAJOR DESTINATIONS



CHICKEN & OTHER FOWL : PAST YEAR - MAJOR DESTINATIONS



CHICKEN & OTHER FOWL : PAST 5 YEARS - VOLUME EXPORTED



CHICKEN & OTHER FOWL : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

0207 6.41% 0.3% 29(31)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

South African Poultry Association

PRESERVATION

Chilled, Frozen, Smoked, Fried or Grilled

PACKAGING

Boxed, Tubbed or Wrapped

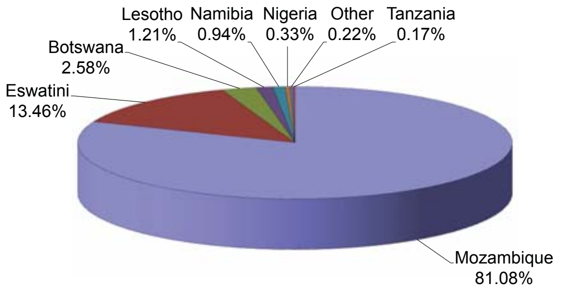
EXPORTERS

See **Service Providers** section for more information.

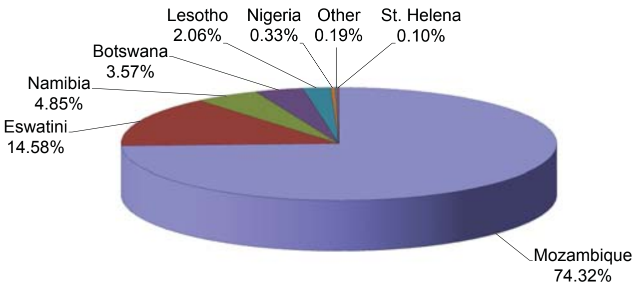
RSA: PRODUCING PROVINCES

POULTRY & EGGS

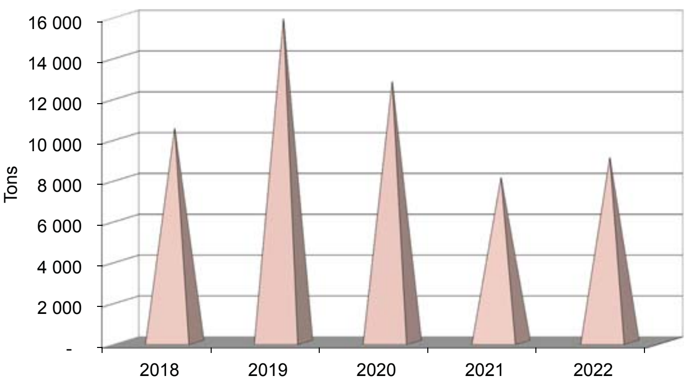
EGGS



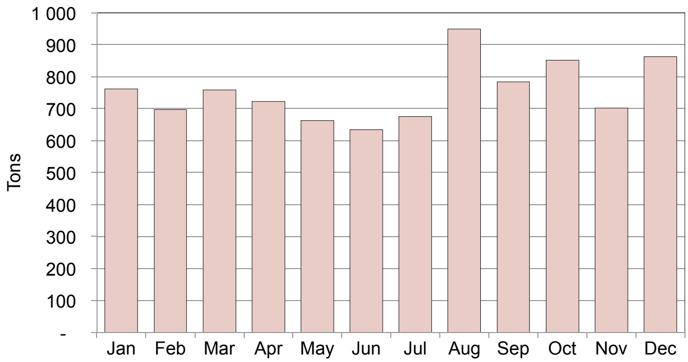
EGGS : PAST 5 YEARS - MAJOR DESTINATIONS



EGGS : PAST YEAR - MAJOR DESTINATIONS



EGGS : PAST 5 YEARS - VOLUME EXPORTED



EGGS : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

0407 10.79% 0.4% 34(31)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
South African Poultry Association

PRESERVATION
Chilled, Dried or Cooked

PACKAGING
Cartoned

EXPORTERS
See **Service Providers** section for more information.

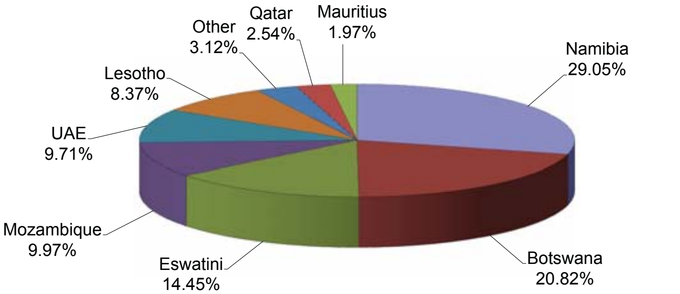
RSA: PRODUCING PROVINCES

EGGS

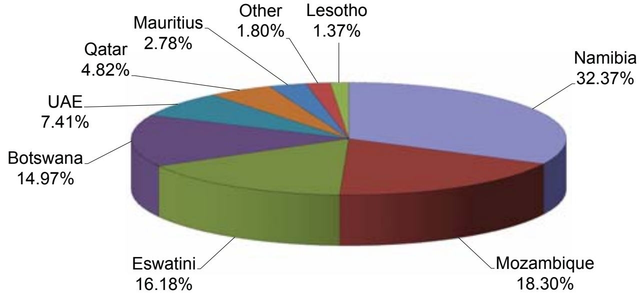
POULTRY & EGGS

PRESERVED POULTRY

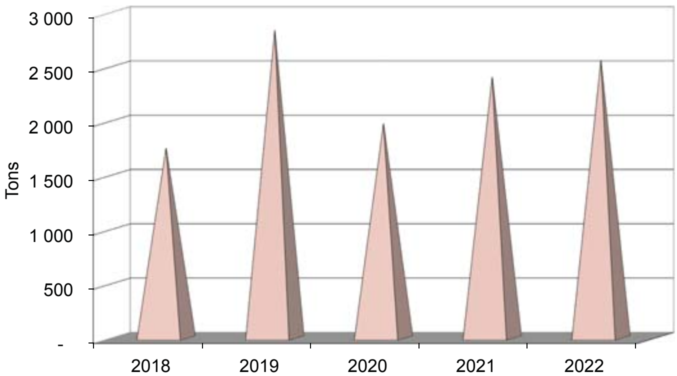
PRESERVED POULTRY



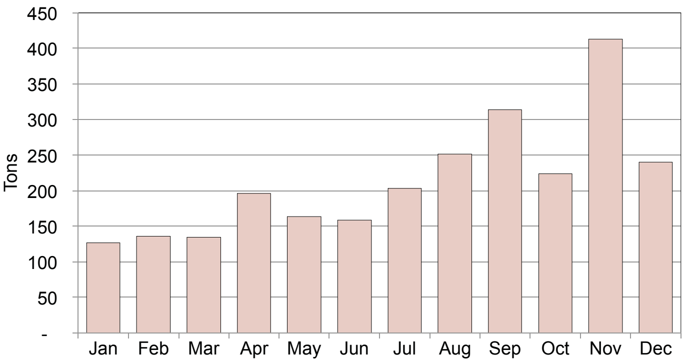
PRESERVED POULTRY : PAST 5 YEARS - MAJOR DESTINATIONS



PRESERVED POULTRY : PAST YEAR - MAJOR DESTINATIONS



PRESERVED POULTRY : PAST 5 YEARS - VOLUME EXPORTED



PRESERVED POULTRY : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

160232	10.14%	0.1%	52(52)
160239	-4.13%	0.3%	27(23)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
South African Poultry Association

PRESERVATION
Chilled, Frozen, Smoked, Fried or Grilled

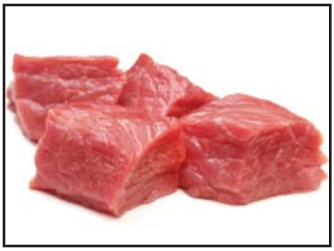
PACKAGING
Boxed, Tubbed or Wrapped

EXPORTERS
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

RED MEATS

BEEF & VEAL



HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING:**

0201	2.31%	0.3%	27(25)
0202	-31.68%	0.2%	30(26)

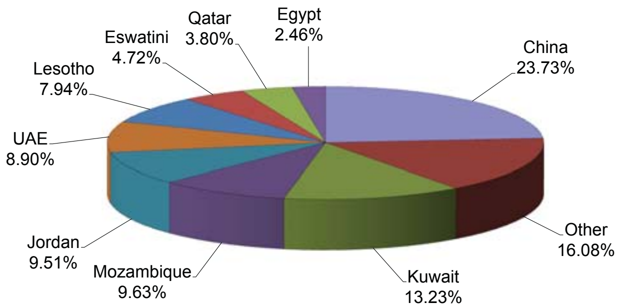
SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
Red Meat Industry Forum

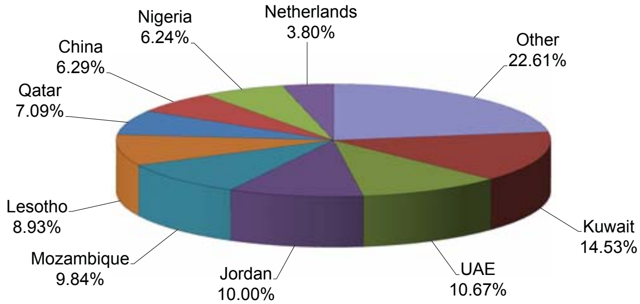
PRESERVATION
Chilled or Frozen

PACKAGING
Boxed

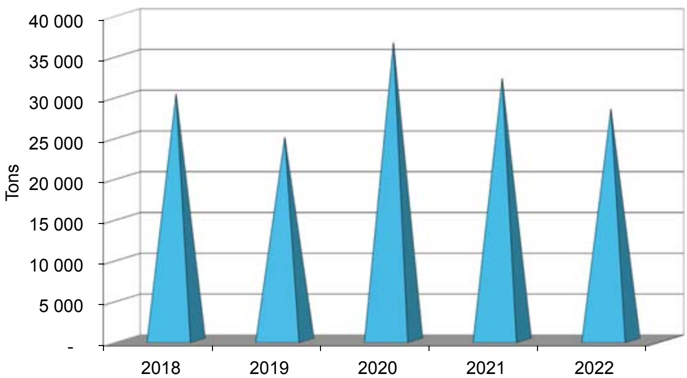
EXPORTERS
See **Service Providers** section for more information.



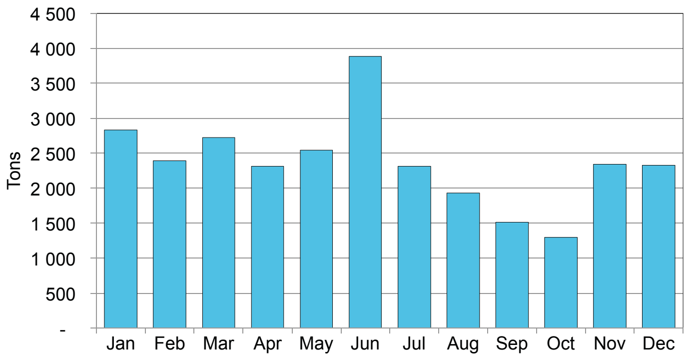
BEEF & VEAL : PAST 5 YEARS - MAJOR DESTINATIONS



BEEF & VEAL : PAST YEAR - MAJOR DESTINATIONS



BEEF & VEAL : PAST 5 YEARS - VOLUME EXPORTED



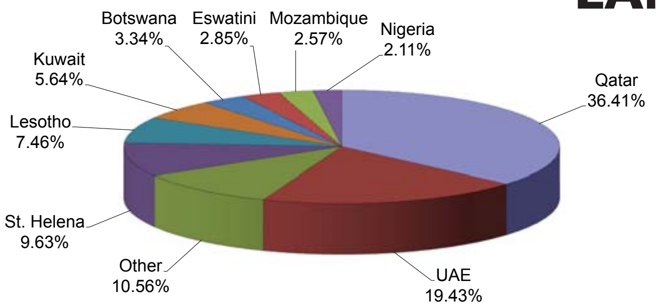
BEEF & VEAL : PAST YEAR - VOLUME EXPORTED

RSA: PRODUCING PROVINCES

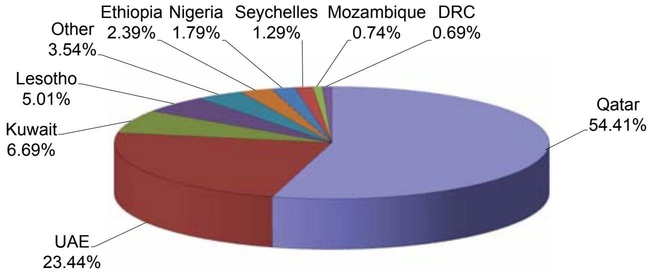
LAMB & MUTTON

RED MEATS

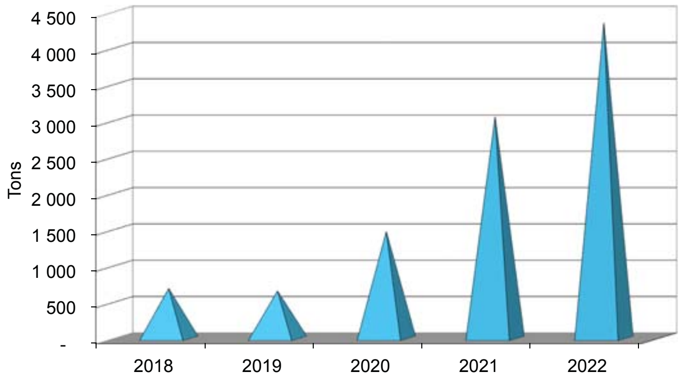
LAMB & MUTTON



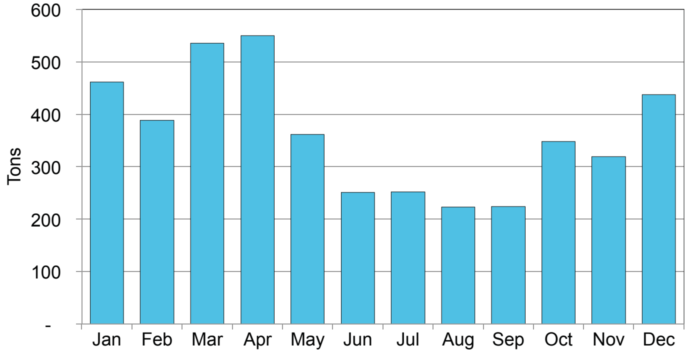
LAMB & MUTTON : PAST 5 YEARS - MAJOR DESTINATIONS



LAMB & MUTTON : PAST YEAR - MAJOR DESTINATIONS



LAMB & MUTTON : PAST 5 YEARS - VOLUME EXPORTED



LAMB & MUTTON : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

0204 29.78% 0.2% 24(25)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

Red Meat Industry Forum

PRESERVATION

Chilled or Frozen

PACKAGING

Boxed

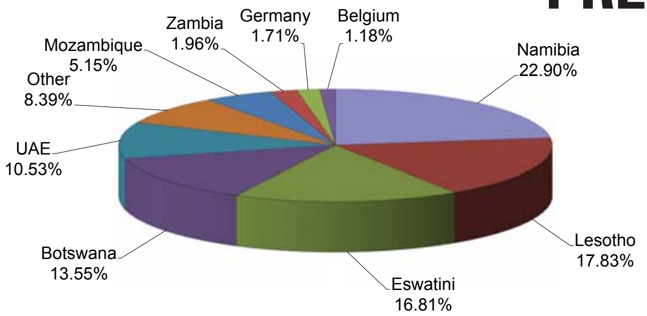
EXPORTERS

See **Service Providers** section for more information.

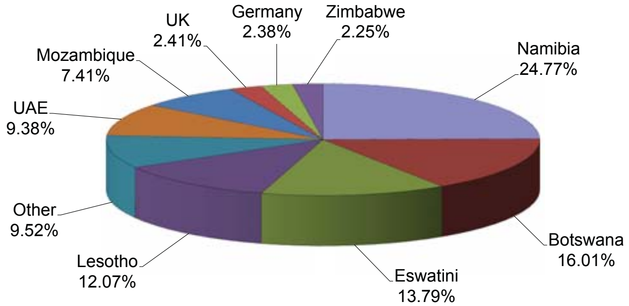
RSA: PRODUCING PROVINCES

RED MEATS

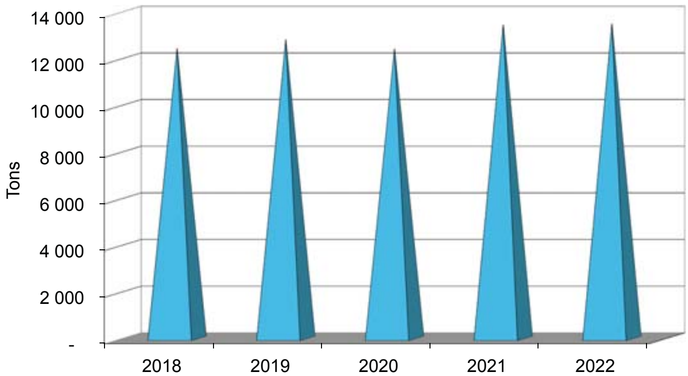
PRESERVED MEAT



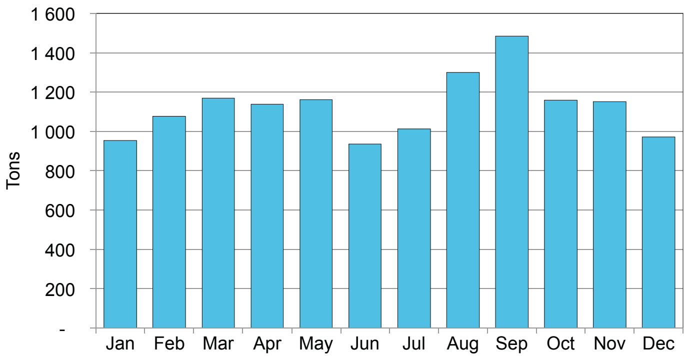
PRESERVED MEAT : PAST 5 YEARS - MAJOR DESTINATIONS



PRESERVED MEAT : PAST YEAR - MAJOR DESTINATIONS



PRESERVED MEAT : PAST 5 YEARS - VOLUME EXPORTED



PRESERVED MEAT : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

1602 0.35% 0.3% 37(41)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

Red Meat Industry Forum

PRESERVATION

Brined, Dried, Jellied, Salted or Smoked

PACKAGING

Boxed, Canned, Tubbed or Wrapped

EXPORTERS

See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

PRESERVED MEAT

PORK

RED MEATS

PORK

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

0203 -7.00% 0.1% 31(31)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

South African Pork Producers' Organisation

PRESERVATION

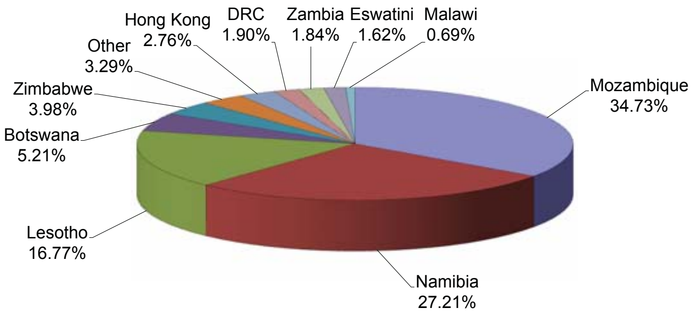
Chilled or Frozen

PACKAGING

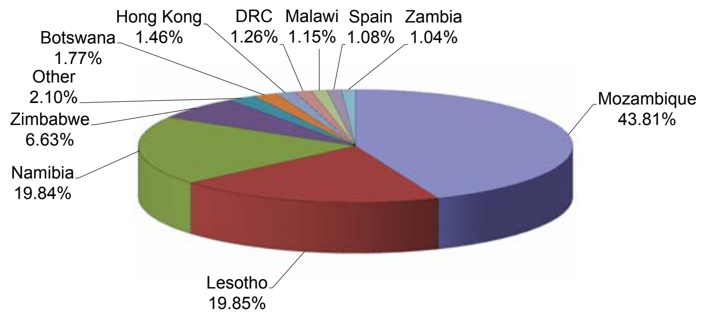
Boxed

EXPORTERS

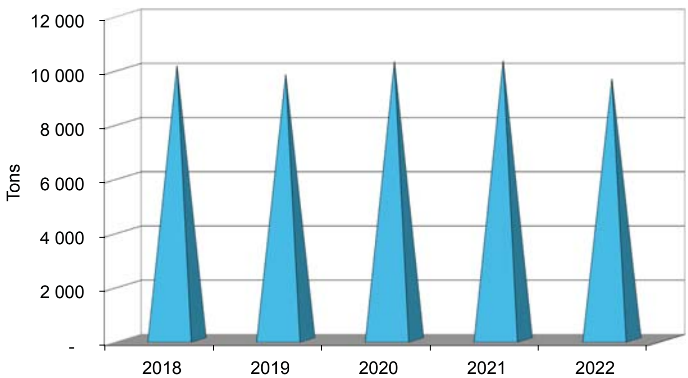
See **Service Providers** section for more information.



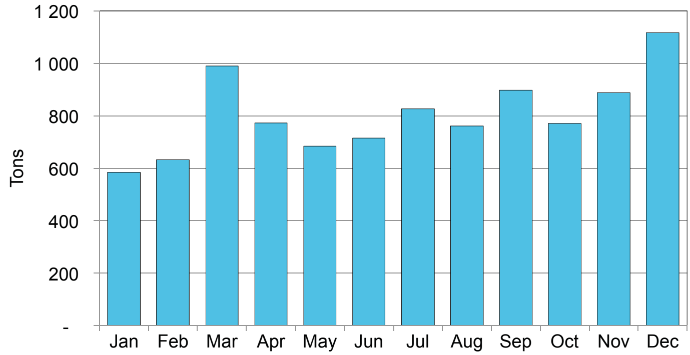
PORK : PAST 5 YEARS - MAJOR DESTINATIONS



PORK : PAST YEAR - MAJOR DESTINATIONS



PORK : PAST 5 YEARS - VOLUME EXPORTED



PORK : PAST YEAR - VOLUME EXPORTED

RSA: PRODUCING PROVINCES

Savour the sea

SEA HARVEST CORPORATION (PTY) LTD

A trusted partner committed to responsible fishing and producing premium quality products

Sea Harvest Corporation comprises the Sea Harvest Group's South African fishing operations. One of the largest Cape Hake (Merluccius capensis/paradoxus) producers in Southern Africa, the corporation supplies a variety of products under the Sea Harvest brand. Sea Harvest has been producing and packing for top local and international brands and retailers since 1964, with a proven track record aligning it with leading brands and role players across the globe.

The extensive range of products, which are caught and produced by the Sea Harvest fleet and factories, includes natural cuts such as skinless and skin-on fillets, loins and portions for both the international and local markets.

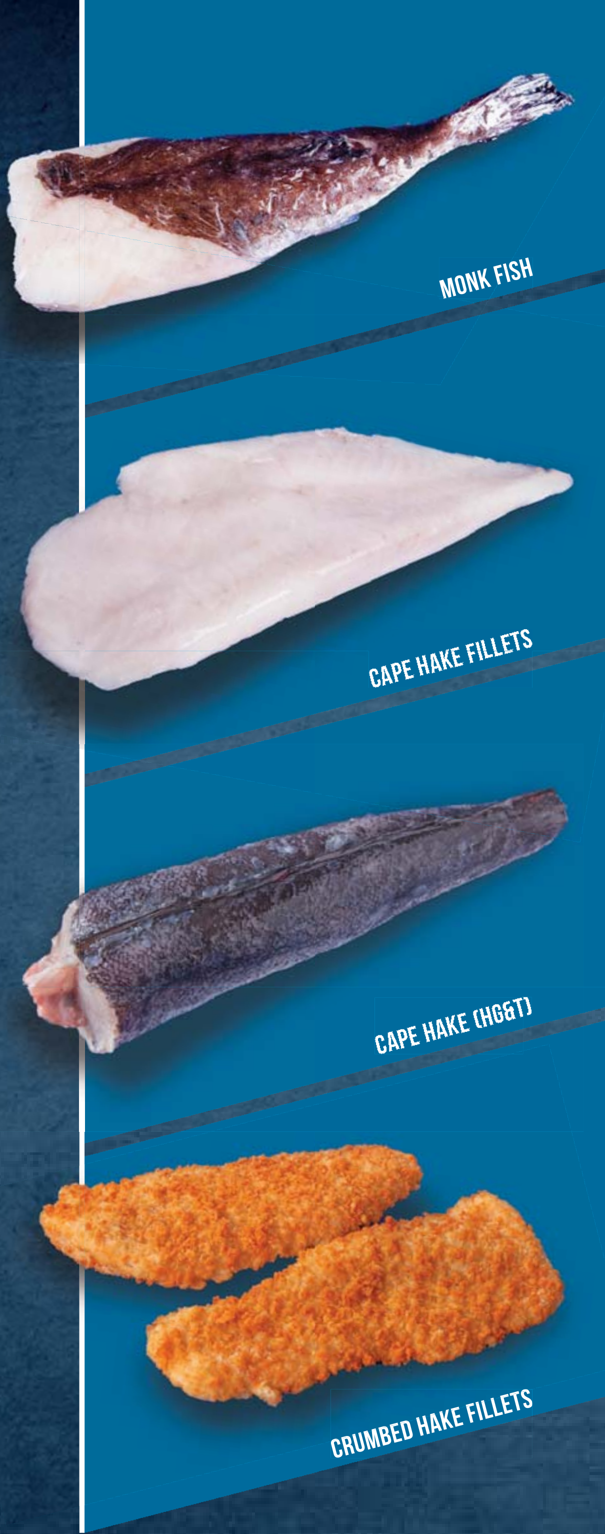
Frozen-at-sea production aboard Sea Harvest's freezer vessels ensures that products are prepared and processed within hours of being caught to maintain the best texture and taste in the products. Skinless, sea-frozen fillets are frozen on board and marketed under the Cape Haddie and High Seas brands. An extension of the sea-frozen products includes whole-round Cape Hake (HG&T) and a variety of high-value by-catch species. The most popular by-catch species include Monkfish, Kingklip, Angelfish and John Dory. Horse Mackerel is also caught and frozen at sea, and distributed to customers in South Africa and abroad.

Our value-added products include a wide range of coated, battered and crumbed seafood products for both the retail and foodservice markets.

All Sea Harvest Cape Hake products – whether frozen at sea or on land – are single frozen from fresh catches and are 100% natural with zero additives, produced from an MSC-certified sustainable source.

The Sea Harvest Group's products are present in retail and foodservice markets in over 30 countries across the world with primary export markets in Europe and Australia, Asia, the Middle East, the UK and North America.

Visit **www.seaharvestgroup.com** for more information.



SEA HARVEST GROUP

A leading, diversified global agribusiness

Sea Harvest

Savour the sea

SEA HARVEST AQUACULTURE

In addition to the wild caught operations, the Sea Harvest Group has aquaculture operations spread across South Africa. The aquaculture operations are renowned for the freshest and highest quality farmed seafood products, including live, canned and dried abalone and oysters. The Aquaculture business's sustainable operations harness the skills and expertise of southern Africa's foremost fish farming specialists to produce premium quality seafood products for local and international markets.

CAPE HARVEST FOODS

The Sea Harvest Group's Cape Harvest Foods segment includes Ladismith Cheese, Mooivallei and BM Foods Group.

Ladismith Cheese

Ladismith Cheese has been an integral part of Cape Harvest Foods for the past three years. Located in the picturesque town of Ladismith in the western Klein Karoo, Ladismith Cheese is a trusted household name for many South African consumers with its rich offering and wide variety of quality cheese, butter and milk powder products. Ladismith Cheese's diverse portfolio includes gouda, cheddar, mozzarella and edam cheese as well as various types of butters and spreads and its milk powder products, including buttermilk powder, whey powder and coffee creamers. Ladismith Cheese products are sold through the foodservice, retail, wholesale and food production industries throughout South Africa and a number of sub-Saharan African countries.

Mooivallei

The acquisition of Mooivallei Suiwel (Pty) Ltd in 2021 added an additional 28 products to the Cape Harvest Foods dairy range sold into the retail and foodservice markets. Mooivallei produces value-added dairy products with its main products of cheese and butter sold into the retail and non-retail channels.

BM Foods Group

Another addition to the Cape Harvest Foods business is the majority interest in the BM Foods Group. This acquisition gave the Group the opportunity to further diversify into new food categories that align with its dairy and fishing businesses. BM Foods Group manufactures and distributes more than 1 000 chilled and frozen food products, including convenience foods and bakery and dairy products that are marketed and sold to local retailers, food manufacturers and foodservice avenues. BM Foods Group brands include Mediterranean Delicacies, Judy's Preserves, Chelsea Pies and Bettafresh Prepared Foods.

SEA HARVEST AQUACULTURE

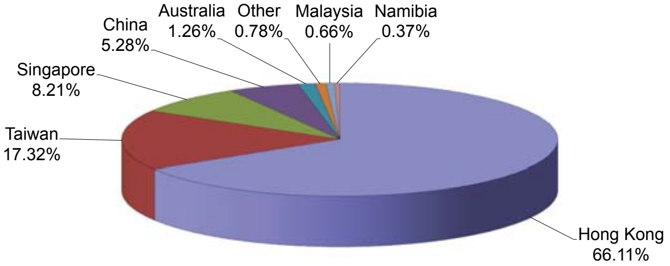
CAPE HARVEST FOODS

Visit **www.seaharvestgroup.com** for more information.

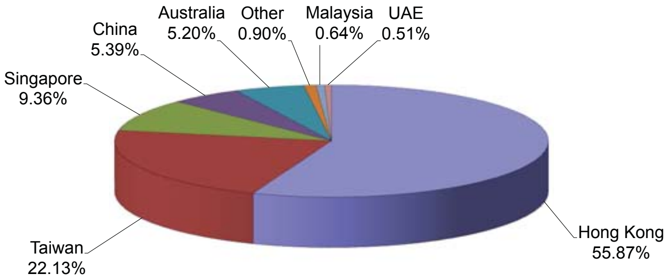
ABALONE

SEAFOOD & AQUACULTURE

ABALONE



ABALONE : PAST 5 YEARS - MAJOR DESTINATIONS



ABALONE : PAST YEAR - MAJOR DESTINATIONS

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING:**

030781	67.84%	3.9%	5(4)
030787	-282.83%	54.8%	1(2)
160557	-15.24%	2.8%	3(3)

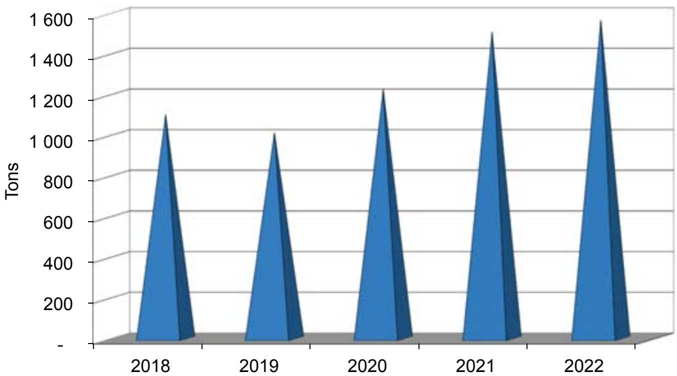
SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
South African Abalone Council

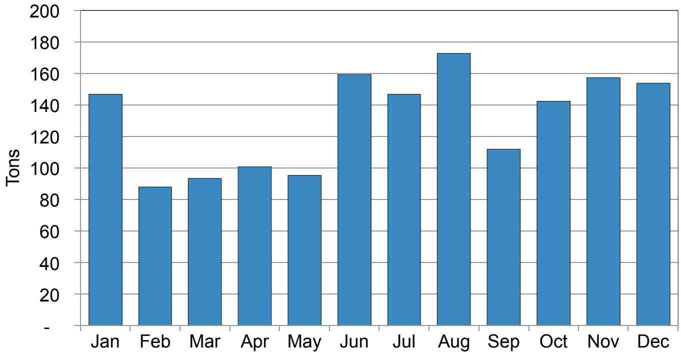
PRESERVATION
Chilled, Frozen, Dried, Brined or Smoked

PACKAGING
Boxed, Canned

EXPORTERS
See **Service Providers** section for more information.



ABALONE : PAST 5 YEARS - VOLUME EXPORTED



ABALONE : PAST YEAR - VOLUME EXPORTED

RSA: PRODUCING PROVINCES

SINCE 1910 I&J

Cape ABALONE

A SOUTH AFRICAN TREASURE

The pristine waters at the southern tip of Africa provide the ideal growing conditions for Cape Abalone, *Haliotis midae*, long prized for its superior appearance, delicate aroma, exquisite flavour and beautiful colour.

Here at Danger Point, some 200 km from Cape Town, we farm our premium quality I&J Cape Abalone using advanced systems to recreate the natural environment and cultivate this unique delicacy.

Our adherence to the most stringent of standards has earned us ASC certification for responsible aquaculture as well as HACCP and FDA accreditation.

Abalone are slow growing, taking up to ten years to reach maturity. To grow the best, we ensure a constant supply of fresh seawater and natural feed of locally harvested kelp and *Ulva* seaweed. This guarantees the superior sea-fresh taste and succulent texture of our Cape Abalone, which most closely resembles wild abalone. Not only is this delicacy a treat to savour in a wide variety of dishes - it is rich in quality protein, Omega 3, and essential nutrients including iodine, selenium, phosphorus, iron and magnesium.

As one of the largest abalone farms in Africa, we offer a consistent supply of premium quality live, dried, canned and frozen abalone to customers around the globe.

SINCE 1910 I&J Cape ABALONE

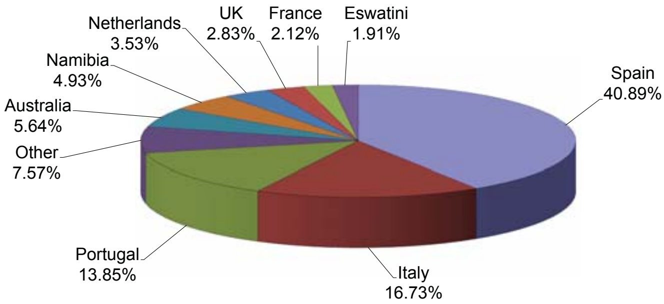
For more information, contact us or visit our website.
www.ijcapeabalone.com

ALL OUR CAPE ABALONE IS FARMED RESPONSIBLY asc CERTIFIED ASC-AQUA.ORG TM

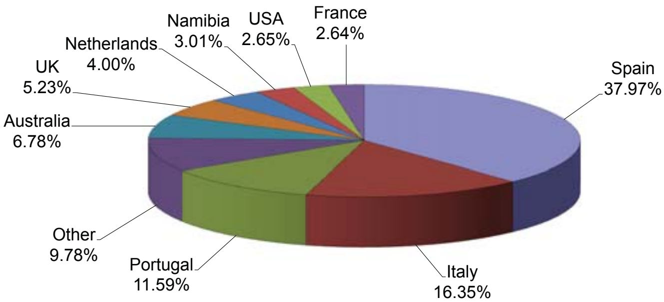
ASC-C-01390

SEAFOOD & AQUACULTURE

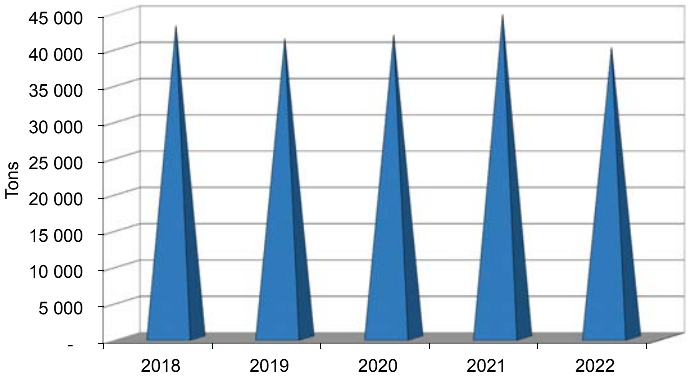
CAPE HAKE



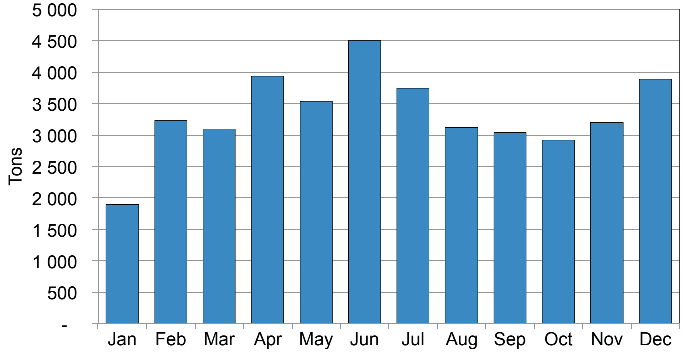
CAPE HAKE : PAST 5 YEARS - MAJOR DESTINATIONS



CAPE HAKE : PAST YEAR - MAJOR DESTINATIONS



CAPE HAKE : PAST 5 YEARS - VOLUME EXPORTED



CAPE HAKE : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

030254	-18.95%	3.8%	9(6)
030366	-37.50%	9.0%	5(4)
030474	3.71%	15.9%	3(3)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

South African Deep-Sea Trawling Industry Association

PRESERVATION

Chilled, Frozen, Salted or Smoked

PACKAGING

Boxed

EXPORTERS

See **Service Providers** section for more information.

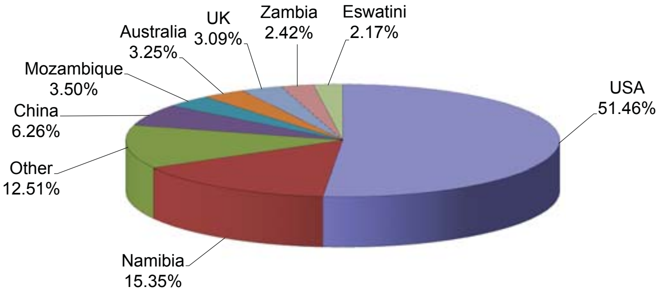
RSA: PRODUCING PROVINCES


· SINCE 1910 ·
I&J
SUSTAINABLY WILD CAUGHT
ZRIJ
UMLOBI
UMLOBI
CAPE TOWN

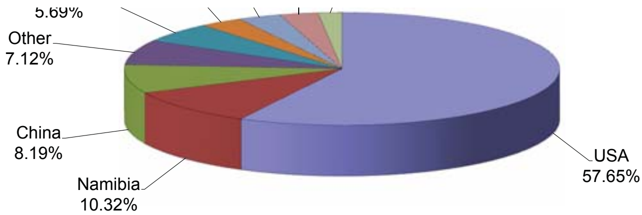
MUSSELS

SEAFOOD & AQUACULTURE

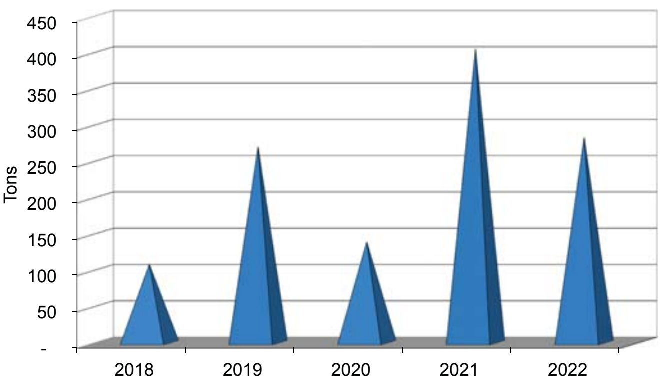
MUSSELS



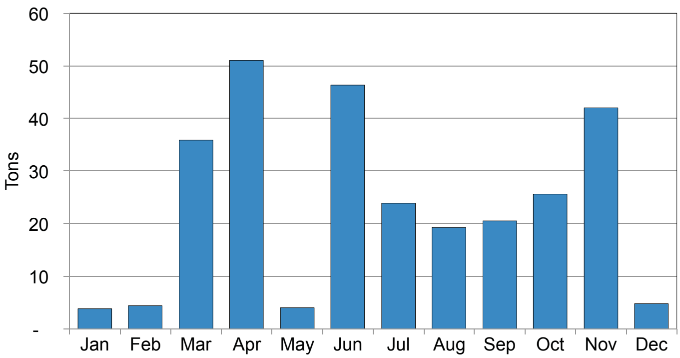
MUSSELS : PAST 5 YEARS - MAJOR DESTINATIONS



MUSSELS : PAST YEAR - MAJOR DESTINATIONS



MUSSELS : PAST 5 YEARS - VOLUME EXPORTED



MUSSELS : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

030731	50.00%	<0.1%	39(25)
030739	19.05%	0.6%	14(18)
160553	-71.79%	3.1%	5(22)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
The Aquaculture Association of Southern Africa

PRESERVATION
Chilled, Frozen, Smoked, Brined

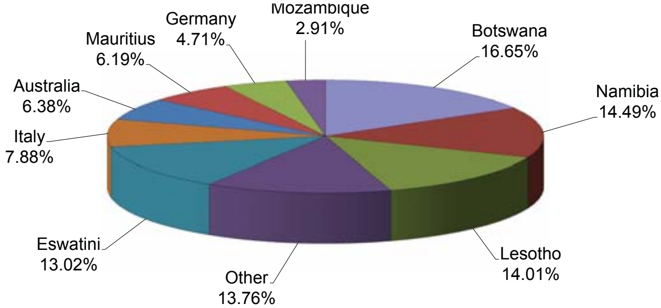
PACKAGING
Boxed or Canned

EXPORTERS
See **Service Providers** section for more information.

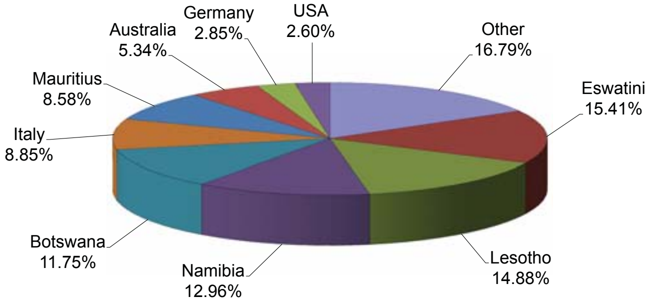
RSA: PRODUCING PROVINCES

SEAFOOD & AQUACULTURE

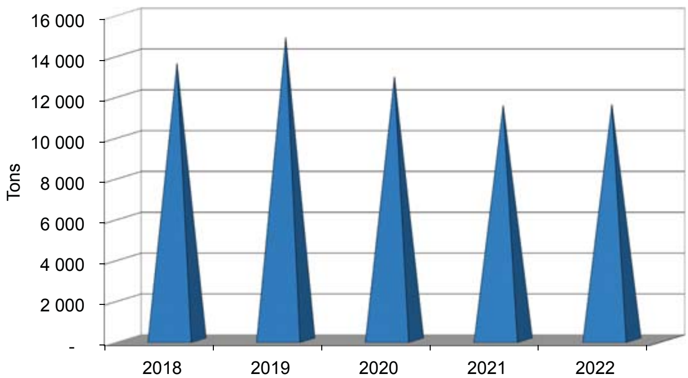
PRESERVED SEAFOOD



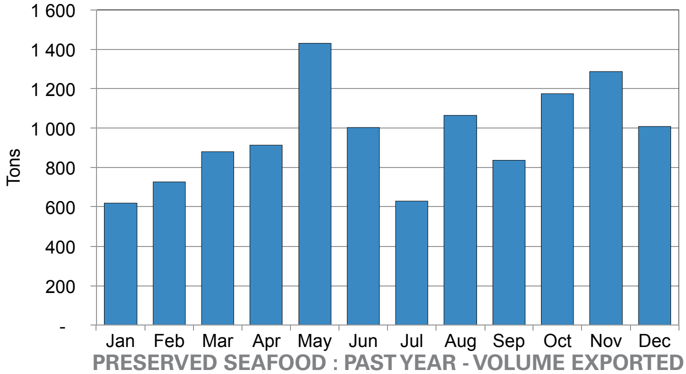
PRESERVED SEAFOOD : PAST 5 YEARS - MAJOR DESTINATIONS



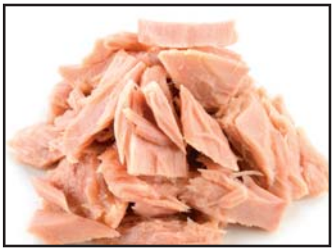
PRESERVED SEAFOOD : PAST YEAR - MAJOR DESTINATIONS



PRESERVED SEAFOOD : PAST 5 YEARS - VOLUME EXPORTED



PRESERVED SEAFOOD : PAST YEAR - VOLUME EXPORTED



HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING:**

1604	2.48%	0.2%	49(48)
1605	-33.73%	0.2%	35(39)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

Pasteurised

PACKAGING

Canned, Tubbed or Boxed

EXPORTERS

See **Service Providers** section for more information.

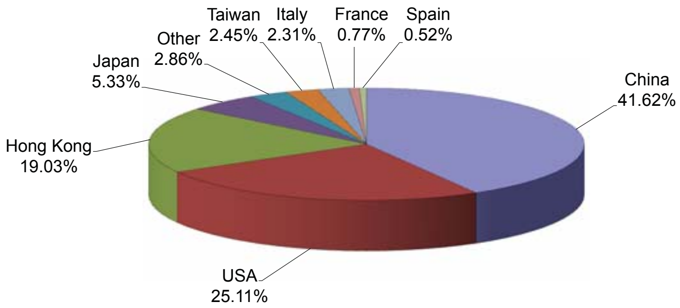
RSA: PRODUCING PROVINCES

PRESERVED SEAFOOD

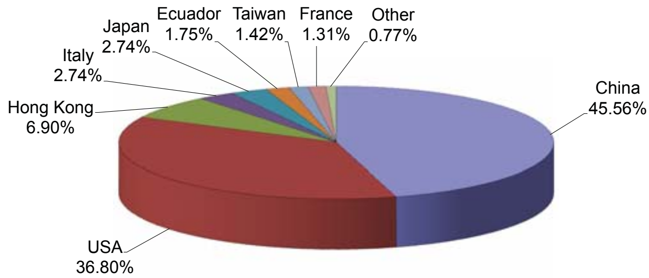
ROCK LOBSTER

SEAFOOD & AQUACULTURE

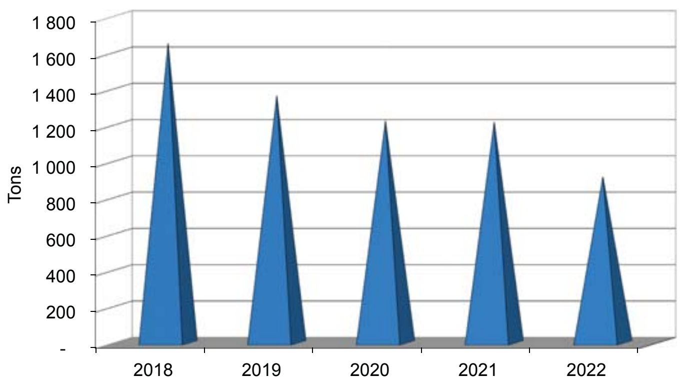
ROCK LOBSTER



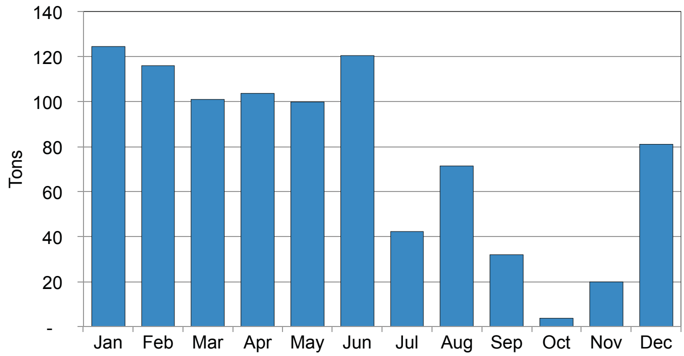
ROCK LOBSTER : PAST 5 YEARS - MAJOR DESTINATIONS



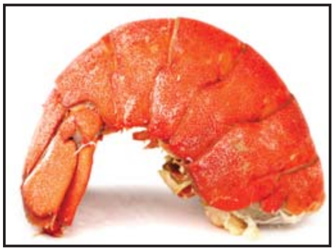
ROCK LOBSTER : PAST YEAR - MAJOR DESTINATIONS



ROCK LOBSTER : PAST 5 YEARS - VOLUME EXPORTED



ROCK LOBSTER : PAST YEAR - VOLUME EXPORTED



HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

030611	-5.34%	3.1%	11(8)
030631	-53.73%	4.3%	4(6)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATIONS

West Coast Rock Lobster Association
South Coast Rock Lobster Industry Association

PRESERVATION

Frozen or Cooked & Brined

PACKAGING

Boxed or Canned

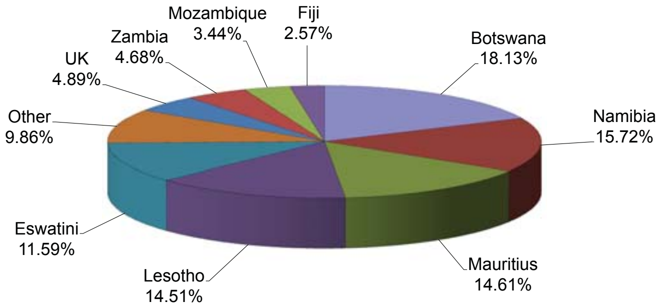
EXPORTERS

See **Service Providers** section for more information.

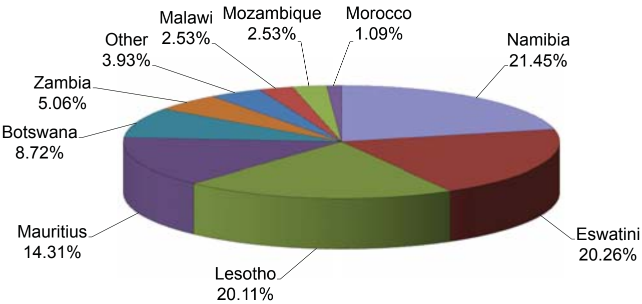
RSA: PRODUCING PROVINCES

SEAFOOD & AQUACULTURE

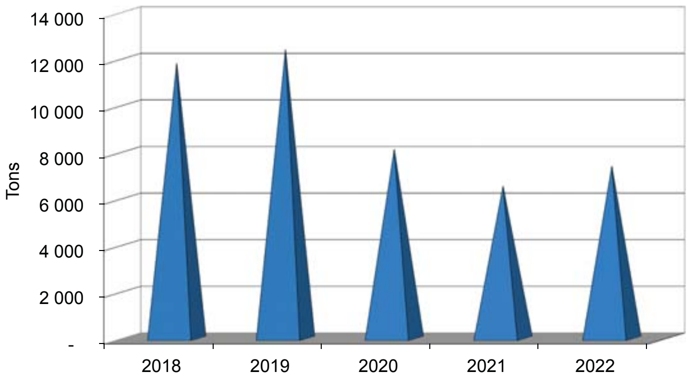
SARDINES



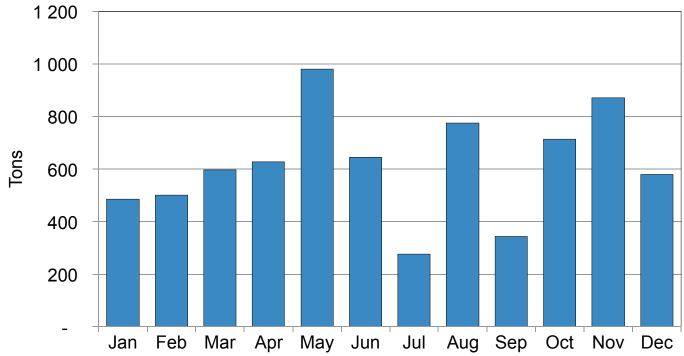
SARDINES : PAST 5 YEARS - MAJOR DESTINATIONS



SARDINES : PAST YEAR - MAJOR DESTINATIONS



SARDINES : PAST 5 YEARS - VOLUME EXPORTED



SARDINES : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

030243	-189.55%	0.2%	24(25)
030353	6.43%	0.4%	24(27)
160413	16.20%	0.9%	17(18)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

South African Pelagic Fish Industry Association

PRESERVATION

Chilled, Frozen

PACKAGING

Boxed, Canned

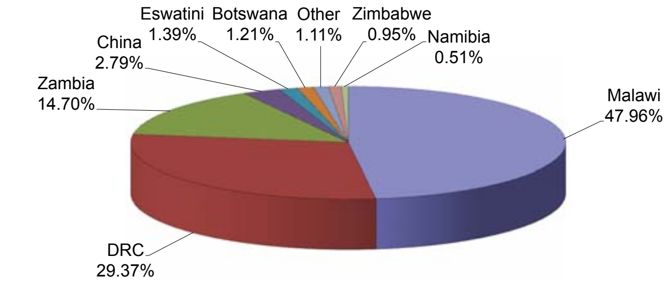
EXPORTERS

See **Service Providers** section for more information.

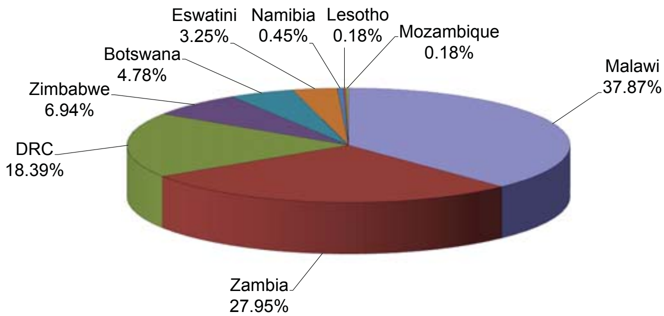
RSA: PRODUCING PROVINCES

SEAFOOD & AQUACULTURE

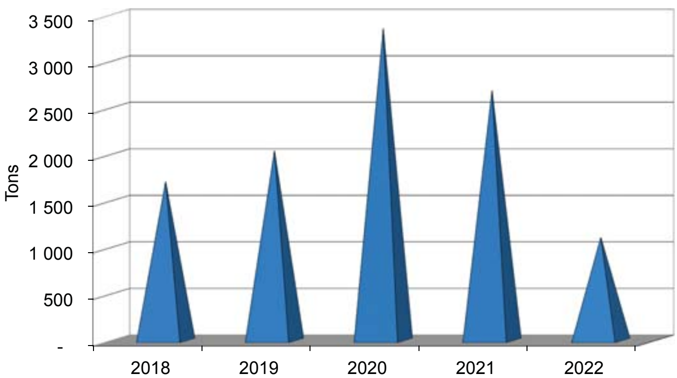
TILAPIA



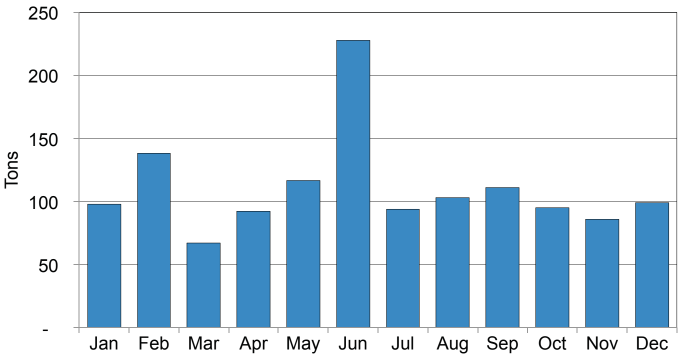
TILAPIA : PAST 5 YEARS - MAJOR DESTINATIONS



TILAPIA : PAST YEAR - MAJOR DESTINATIONS



TILAPIA : PAST 5 YEARS - VOLUME EXPORTED



TILAPIA : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

030271	-183.37%	3.2%	8(6)
030323	-106.39%	0.5%	12(17)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
The Aquaculture Association of Southern Africa

PRESERVATION
Chilled, Frozen

PACKAGING
Boxed

EXPORTERS
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

SEAFOOD & AQUACULTURE

TOOTHFISH

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

030383 -965.22% 1.4% 12(14)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

South African Patagonian Toothfish Association

PRESERVATION

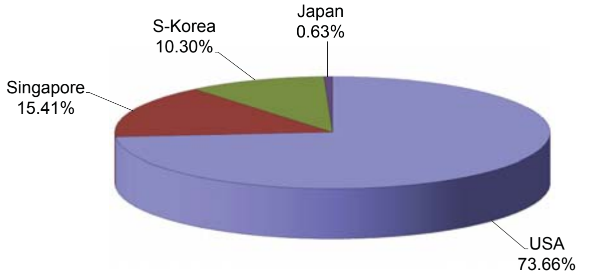
Frozen

PACKAGING

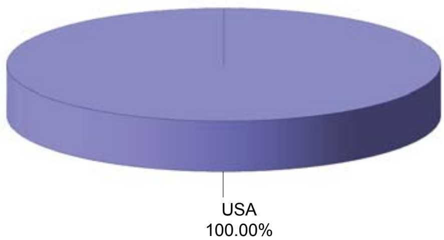
Boxed

EXPORTERS

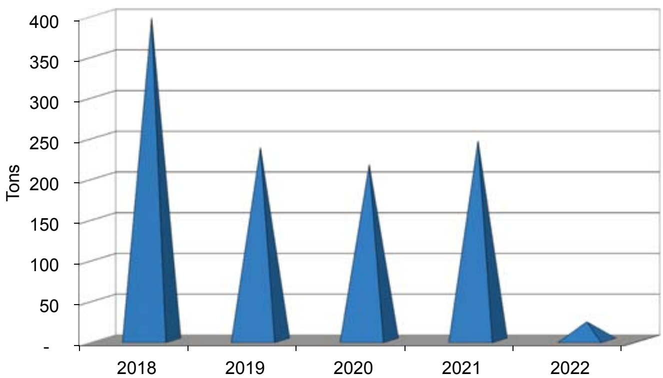
See **Service Providers** section for more information.



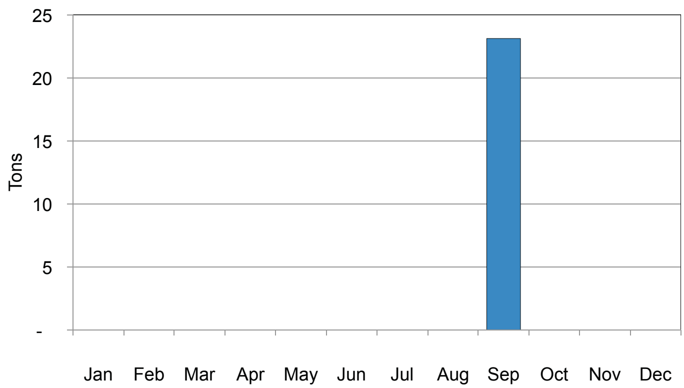
TOOTHFISH : PAST 5 YEARS - MAJOR DESTINATIONS



TOOTHFISH : PAST YEAR - MAJOR DESTINATIONS



TOOTHFISH : PAST 5 YEARS - VOLUME EXPORTED



TOOTHFISH : PAST YEAR - VOLUME EXPORTED

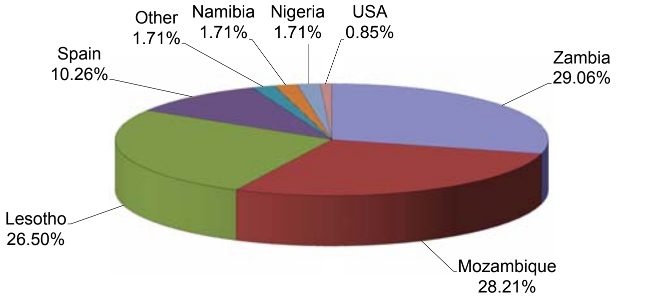
RSA: PRODUCING PROVINCES

TOOTHFISH

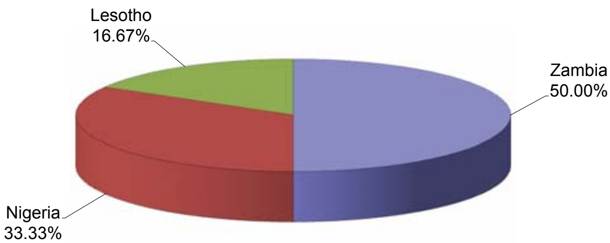
T R O U T

SEAFOOD & AQUACULTURE

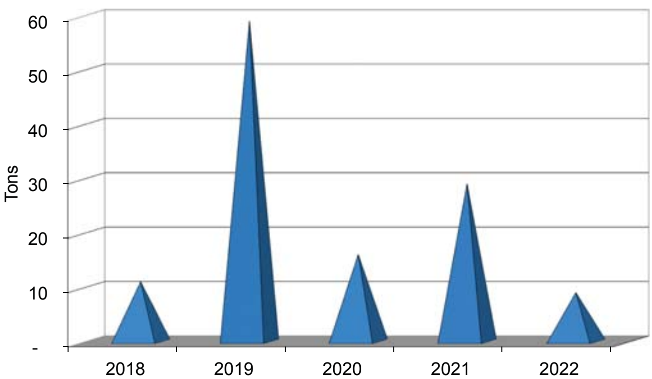
TROUT



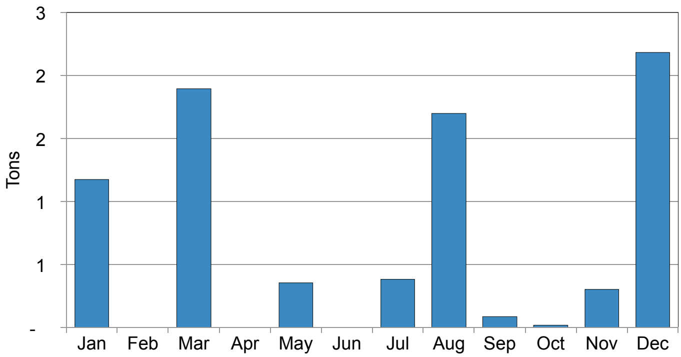
TROUT : PAST 5 YEARS - MAJOR DESTINATIONS



TROUT : PAST YEAR - MAJOR DESTINATIONS



TROUT : PAST 5 YEARS - VOLUME EXPORTED



TROUT : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

030211	-162.50%	<0.1%	43(41)
030482	-700.00%	<0.1%	41(42)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

The Aquaculture Association of Southern Africa

PRESERVATION

Chilled, Frozen

PACKAGING

Boxed

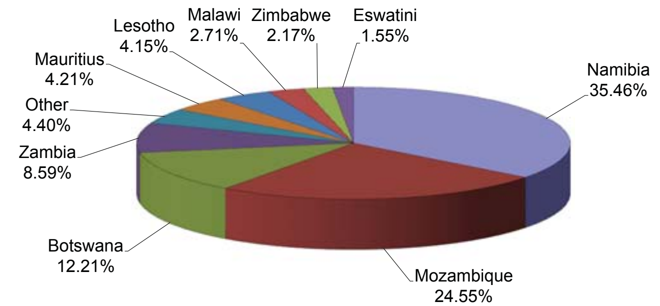
EXPORTERS

See **Service Providers** section for more information.

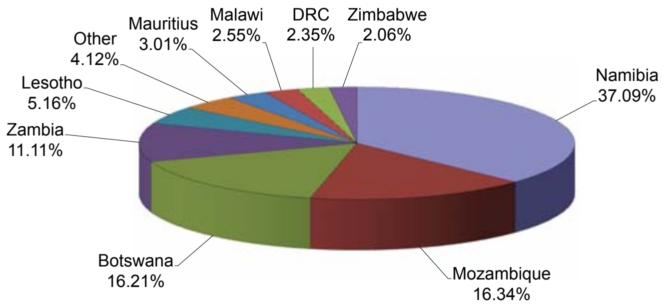
RSA: PRODUCING PROVINCES

DAIRY

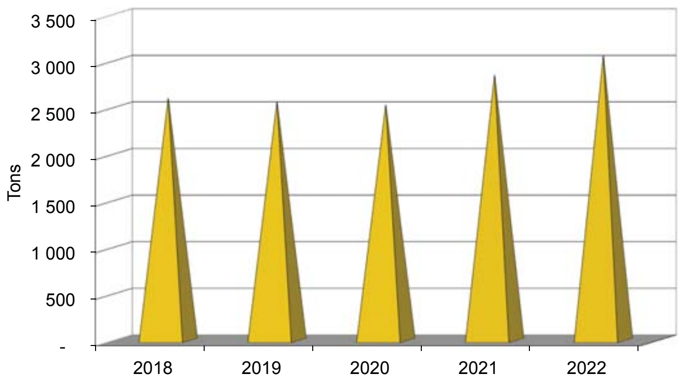
BUTTER FAT & OILS



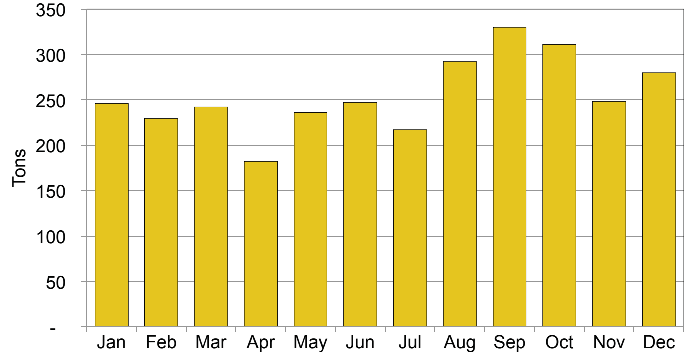
BUTTER FAT & OILS: PAST 5 YEARS - MAJOR DESTINATIONS



BUTTER FAT & OILS : PAST YEAR - MAJOR DESTINATIONS



BUTTER FAT & OILS : PAST 5 YEARS - VOLUME EXPORTED



BUTTER FAT & OILS : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

0405	6.96%	0.1%	34(33)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
Milk South Africa

PROCESSING
Cultured

PRESERVATION
Chilled

PACKAGING
Tubbed or Wrapped

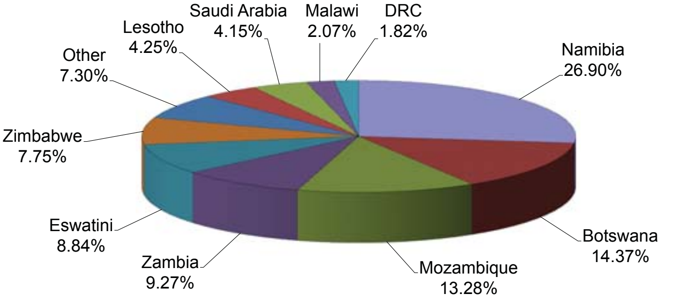
EXPORTERS
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

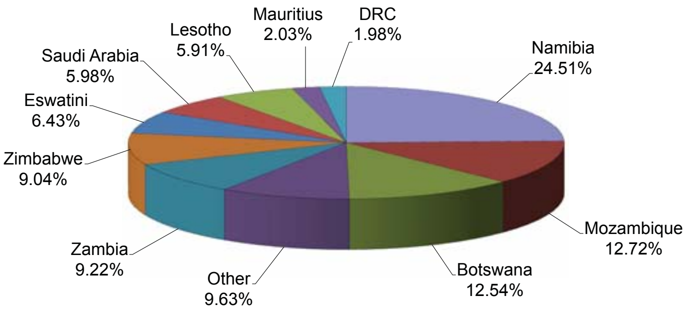
BUTTER FAT & OILS

CHEESE & CURD

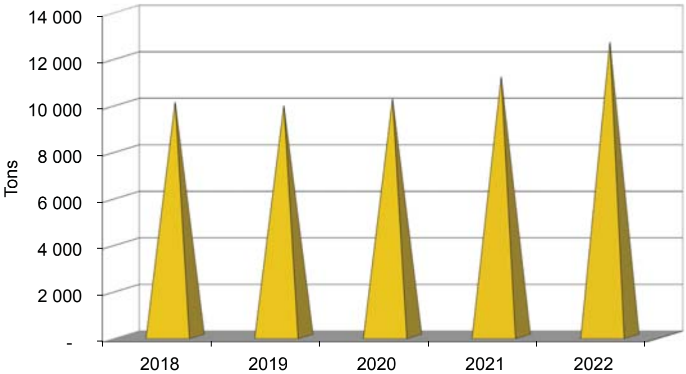
CHEESE & CURD



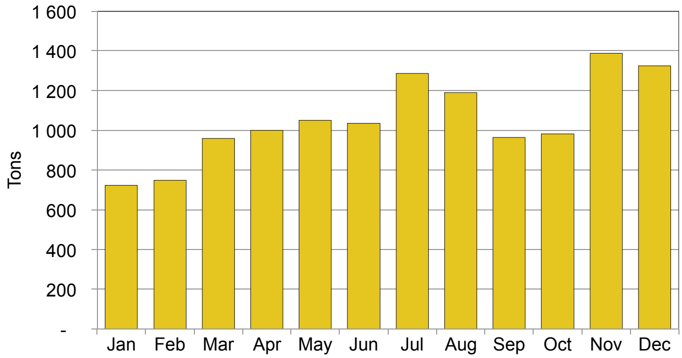
CHEESE & CURD : PAST 5 YEARS - MAJOR DESTINATIONS



CHEESE & CURD : PAST YEAR - MAJOR DESTINATIONS



CHEESE & CURD : PAST 5 YEARS - VOLUME EXPORTED



CHEESE & CURD : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

0406 11.79% 0.1% 43(45)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
Milk South Africa

PROCESSING
Cultured

PRESERVATION
Chilled or Ambient

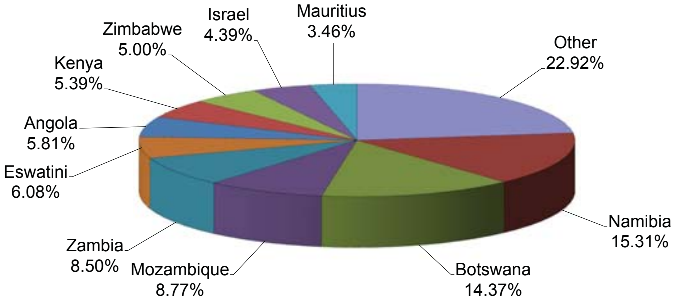
PACKAGING
Bottled, Tubbed or Wrapped

EXPORTERS
See **Service Providers** section for more information.

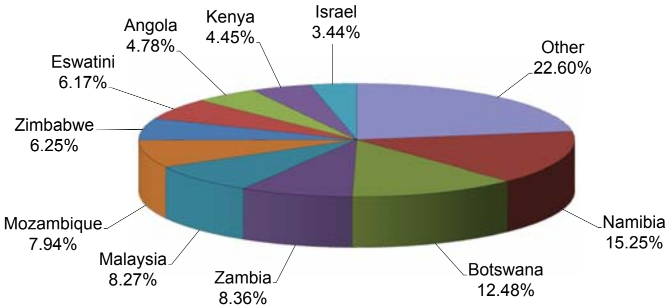
RSA: PRODUCING PROVINCES

DAIRY

CHOCOLATES



CHOCOLATES : PAST 5 YEARS - MAJOR DESTINATIONS



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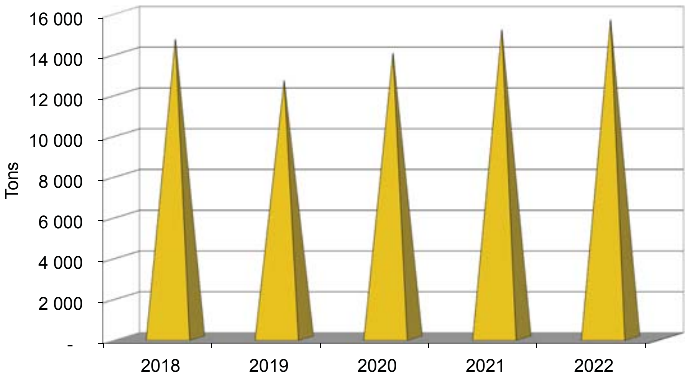
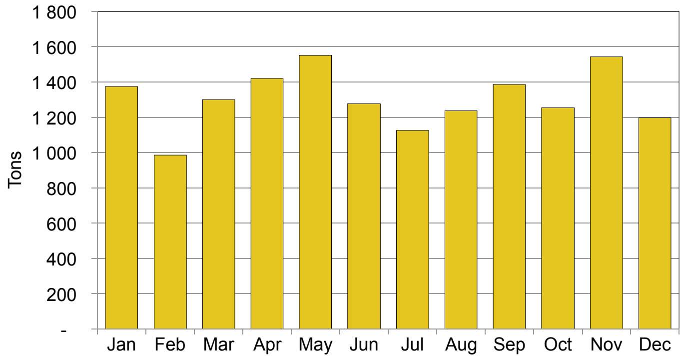


CHOCOLATES : PAST 5 YEARS - VOLUME EXPORTED



CHOCOLATES : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

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SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

Pasteurised

PACKAGING

Canned, Wrapped or Boxed

EXPORTERS

See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

CHOCOLATES

FLAVOURED MILK

DAIRY

FLAVOURED MILK

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

0402 -5.11% 0.3% 34(33)

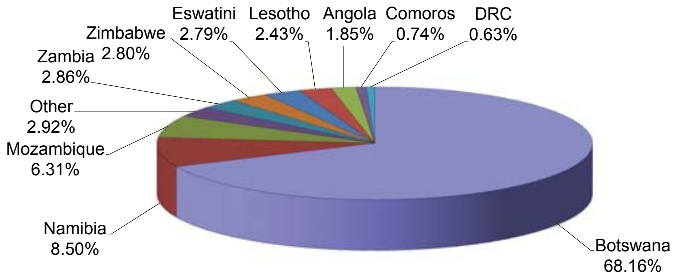
SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
Milk South Africa

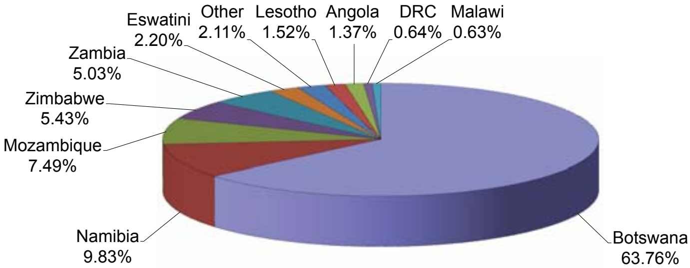
PRESERVATION
Pasteurised

PACKAGING
Bottled, Boxed or Canned

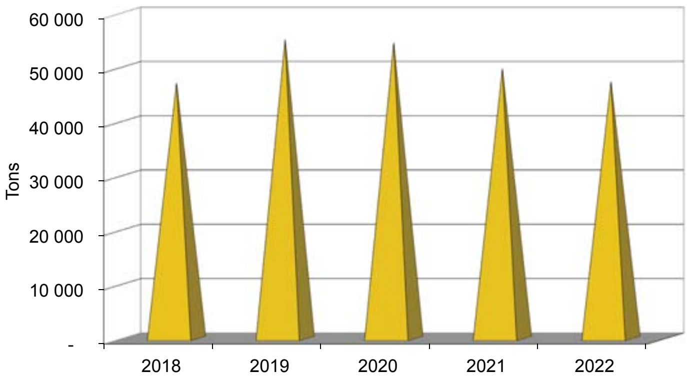
EXPORTERS
See **Service Providers** section for more information.



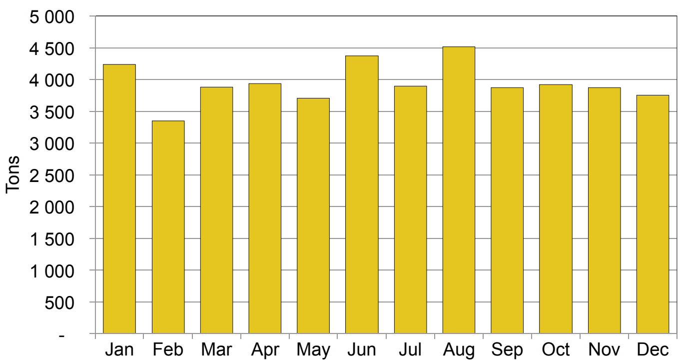
FLAVOURED MILK : PAST 5 YEARS - MAJOR DESTINATIONS



FLAVOURED MILK : PAST YEAR - MAJOR DESTINATIONS



FLAVOURED MILK : PAST 5 YEARS - VOLUME EXPORTED



FLAVOURED MILK : PAST YEAR - VOLUME EXPORTED

RSA: PRODUCING PROVINCES

DAIRY

ICE CREAM

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

2105	6.76%	0.8%	24(31)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

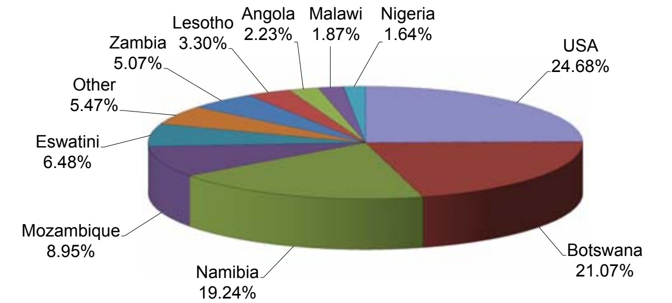
Pasteurised, Chilled

PACKAGING

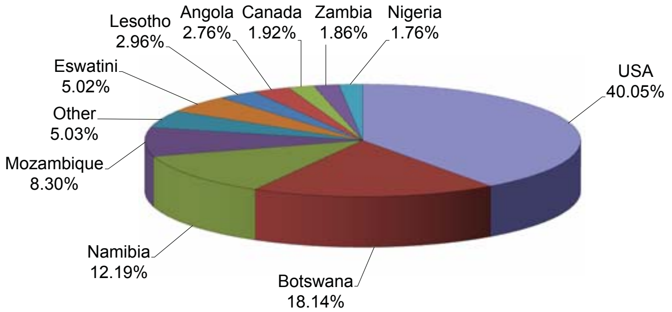
Tubbed

EXPORTERS

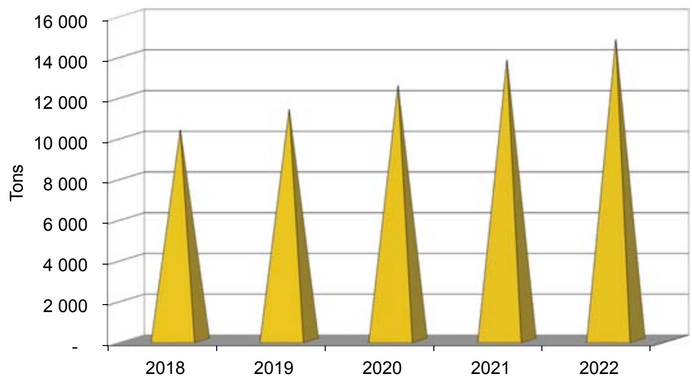
See **Service Providers** section for more information.



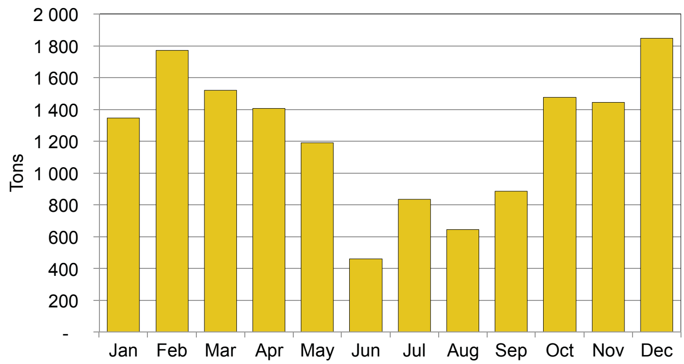
ICE CREAM : PAST 5 YEARS - MAJOR DESTINATIONS



ICE CREAM : PAST YEAR - MAJOR DESTINATIONS



ICE CREAM : PAST 5 YEARS - VOLUME EXPORTED



ICE CREAM : PAST YEAR - VOLUME EXPORTED

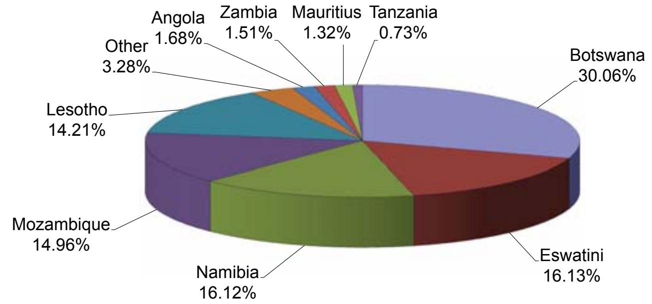
RSA: PRODUCING PROVINCES

ICE CREAM

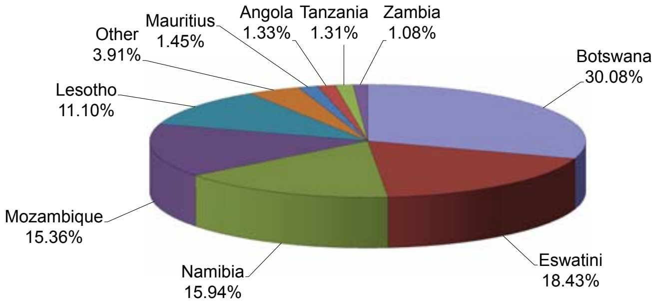
MILK & CREAM

DAIRY

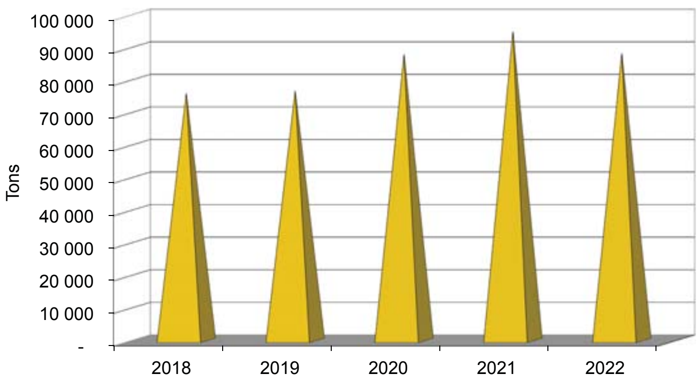
MILK & CREAM



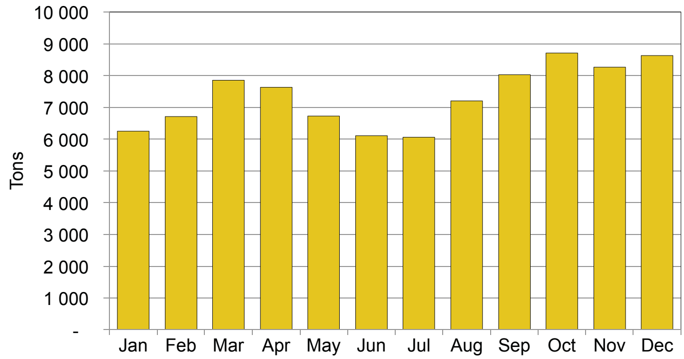
MILK & CREAM : PAST 5 YEARS - MAJOR DESTINATIONS



MILK & CREAM : PAST YEAR - MAJOR DESTINATIONS



MILK & CREAM : PAST 5 YEARS - VOLUME EXPORTED



MILK & CREAM : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

0401 -7.63% 0.6% 28(29)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

Milk South Africa

PROCESSING

Pasteurised, Dehydrated or Dried

PRESERVATION

Chilled or Ambient

PACKAGING

Bottled, Boxed, Canned or Tubbed

EXPORTERS

See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

SECTION 3

STEP BY STEP EXPORT MANUAL FOR EXPORTERS OF SOUTH AFRICAN PROCESSED FRUIT, VEGETABLES, NUTS, BEANS AND HERBAL-INFUSED BEVERAGES

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

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www.dalrrd.gov.za

Manual update funded by the European Union

STEP BY STEP EXPORT MANUAL

ACRONYMS AND ABBREVIATIONS

AfCFTA	Africa Continent Free Trade Agreement
AIC	Agriculture Input Control
AMU	Arab Maghreb Union
APQA	Agriculture Product Assurance
AU	African Union
AGOA	Africa Growth and Opportunity Act, US Public Law 106-200
APS Act	Agricultural Products Standards Act 119 of 1990
APSS	Agro-Processing Support Scheme
BFAP	Bureau for Food Agricultural Policy
BRC	British Retail Consortium
CAC	Codex Alimentarius Commission
CBI	Centre for the Promotion of Imports from Developing Countries
CCP	Critical Control Points
CEN-SAD	Community of Sahel-Saharan States
CFR	Cost and Freight
CIF	Cost Insurance and Freight
CIP	Carriage Insurance Paid To
COMESA	Common Market for Eastern and Southern Africa
CPT	Carriage Paid To
DAP	Delivered at Place
DDP	Delivery Duty Paid
DFTS	Dried Fruit Technical Services
DALRRD	Department of Agriculture, Land Reform and Rural Development
DAFF	Department of Agriculture, Forestry and Fisheries
DOH	Department of Health
DFIES	Directorate Food Imports and Exports Standards
DFSQA	Directorate Food Safety Quality Assurance
DPU	Delivery at Place Unloaded
dtic	Department of Trade Industry and Competition
EAC	East African Community
EMIA	Export Marketing and Investment Assistance
ECCAS	Economic Community of Central African States
ECOWAS	Economic Community of West African States
EPA	Economic Partnership Agreement
EU	European Union
EU RASFF	EU Rapid Alert System for Food and Feed
EXW	Ex-Warehouse
FAS	Free Alongside Ship
FAO	Food and Agriculture Organisation
FBO	Food Business Operator
FCA	Free Carrier
FDA	Food & Drug Administration in the USA
FDI	Foreign Direct Investment
GEPP	Global Exporters Passport Programme
GIs	Geographical indicators
GSP	Generalised System of Preferences
HACCP	Hazard Analysis Critical Control Points
HS	Harmonised System
ICC	International Chamber of Commerce
IGAD	Intergovernmental Agencies on Development
INFOSAN	International Food Safety Authorities Network
IPPC	International Plant Protection Convention
ISO	International Standard Association
MRAs	Mutual Recognition Agreement
NAS	National Analytic Services
NEDP	National Exporter Development Programme
NFSCP	National Food Safety Control Plan
NRCs	National Regulator for Compulsory Specifications
NPPO	National Plant Protection Officer
NTM	Non-tariff measure
MERCOSUR	Mercado Común del Sur (Southern Common Market)
ORLs	Official Recognised Laboratories
PDO	Protected Designation of Origins
PPECB	Perishable Products Export Control Board
PUC	Production Unit Code
RECs	Regional economic communities
RoOs	Rules of Origin
SARS	South African Revenue Services
SPS	Sanitary and Phytosanitary Measures
SABS	South African Bureau Standards
SACU	South Africa Customs Union
SADC	Southern Africa Development Community
SAFJA	South Africa Fruit Juice Association
SAFVCA	South African Fruit and Vegetable Canners Association
SAFVCEC	South African Fruit and Vegetable Canners Export Council
SAMAC	South African Macadamia Growers Association
SANAS	South African National Accreditation System
SARS	South Africa Revenue Authority
SEDA	Small Enterprises Development Agency
SGS	Société Générale de Surveillance
TRQs	Tariff Rate Quotas
USA	United States of America
WCO	World Customs Organisation
WTO	World Trade Organisation

OVERVIEW

The EU export market has stringent conditions to promote food safety, the environment, and consumers. An intervention such as this step-by-step Export Manual for processed fruit, vegetables, nuts, beans and herbal-infused beverages ("the Export Manual") will enable South African exporters, producers and freighters to understand various EU legislation, regulations, and requirements on agricultural and agro-processed exports, including consumers found in the EU market and other international markets.

While the South African legislation, regulations, and requirements on agricultural products are largely in harmony with what is prevailing in the international markets, exporters, producers, and freighters must understand that each product is controlled by legislation and regulations specific to it.

South Africa and countries that comprise the European Union (EU) are member states of the World Trade Organisation (WTO).

The EU export market has stringent conditions to promote food safety, the environment, and consumers. An intervention such as this step-by-step Export Manual for processed fruit, vegetables, nuts, beans and herbal-infused beverages ("the Export Manual") will enable South African exporters, producers and freighters to understand various EU legislation, regulations, and requirements on agricultural and agro-processed exports, including consumers found in the EU market and other international markets.

WHY EXPORT TO THE EUROPEAN UNION?

The South African Development Community (SADC)-EU Economic Partnership Agreement (EPA), which South Africa is a member of, offers its members access to the European market under duty and quota-free preferential arrangements. In addition, the EPA fosters competitive growth of domestic industries and expansion of agricultural and agro-processing value chains that are, in turn, complemented by various export incentive schemes put in place by the government of South Africa. South Africa with its multiple industries and a wide array of sectors has the potential to take advantage of the EU market by attracting quality investments to agro-processing and agribusinesses such as SMMEs. The EU is South Africa's largest trade partner, contributing to almost a quarter of trade in 2020.

It is essential to know that in the short-term trade liberalisation has a differentiated impact on different businesses, with small, medium, and micro-sized enterprises (SMMEs) commonly negatively affected. However, the asymmetrical arrangement between the EU and SADC Member States takes care of the short-term negative effects that can occur. In addition, the EPAs have trade safeguard mechanisms in place to boost resilience and manage economic shocks that can be brought about by trade liberalisation. Under the SADC-EU EPA, trade liberalisation now extends to 98.1% of all tariff lines. The SADC-EU EPA also includes a bilateral protocol between the EU and South Africa on protecting geographical indications (GIs) and trade in wines and spirits.

The South African intense mining, manufacturing, and agricultural base can be explored to expand existing value chains, making it possible for emerging exporters of agricultural products, including products with recognised GI, to compete in EU and other foreign markets easily.

This Export Manual is an update of the 2014 step-by-step Export Manual for exporters of South African fruit, vegetables, and nuts. The revised Export Manual strongly focuses on exporting to the EU market, which has given rise to sophisticated consumers who demand sustainable, inclusive supply chains and transparency.[1] This revised and updated Export Manual now includes beans and herbal-infused beverages.

The desired outcome of this Export Manual is to enhance the response towards opportunities under the EU-SADC EPA that can benefit emerging exporters of processed fruit, vegetables, nuts, beans and herbal-infused beverages, including products with recognised Geographical Indications (GIs).

WHY EXPORT TO THE EUROPEAN UNION?

The Export Manual aims to outline the chronological steps in exporting to international markets while providing information to exporters and importers on compliance with private global standards to achieve accreditation of the different sectors by international bodies. The Export Manual also focuses on the exporting requirements of the European market, including processed food products standards, SPS standards, animal health, and food safety standards.

Furthermore, the revised Export Manual will be a tool to assist SMMEs and women-owned businesses to build body knowledge on trade and effectively contribute to the formulation of trade policy, especially around the export discourse in South Africa. The Export Manual remains a high-level guide pointing exporters to specific authorities when looking for detailed information that may be beyond the scope of this Manual.

The Export Manual has drawn inputs from relevant organisations and shared best practices from experienced exporters already participating in foreign markets.

[1] *www.cbi.eu/sites/default/files/market_information/researches/How SMEs from developing economies can prepare their export business for (post)corona trends in Europe - Professionalize by collaboration.pdf*

STRUCTURE OF THE EXPORT MANUAL

Exports facilitate economic growth and provide opportunities for development at the micro level for enterprises or individuals who are seeking to gain access to import and export opportunities.

Venturing into international export markets can be challenging because of the high expectation of compliance with regulations and stringent requirements dictated by the international export markets. Consequently, this Export Manual outlines how to export processed fruit, vegetables, nuts, beans and herbal-infused beverages from South Africa to international markets.

Chapter 1 provides an overview of the general appreciation and linkages between different government organisations and their regulatory requirements in the context of promoting compliance to achieve food safety, quality standards for local consumption in South Africa, and exports to regional and international markets.

Chapter 2 identifies how the South African Revenue Services (SARS) facilitates export trade through the various South African regulatory and legislative provisions governing the export of agricultural products to international markets. Preferential Trade Agreements are also covered in Chapter 2, which provides an overview of exporters' different responsibilities regarding registration under specific trade agreements. In addition, exporters are expected to be thoroughly conversant with the trade agreements they intend to export under, and the SARS website links are provided for more detailed information on such exports.

Chapter 3 discusses quality and food safety standards and how the different players in the formulation of food safety standards contribute to transparency and predictability in the trade supply chain.

Chapter 4 provides detailed insight into the flow of activities and document compilation from the business contract until the export consignment is ready for loading onto the means of transport to the country of export. The description of products is communicated through tariff headings.

Chapter 5 unpacks the tariff classification of products and alerts the exporter of the inherent risks and consequences of incorrectly classifying goods. Trade Incoterms are detailed in Chapter 6. These form an integral part of invoice terms, and Chapter 6 is designed to help exporters and all involved in international trade to better understand incoterms.

In Chapter 7, the exporter is sensitised to different costs emanating from different stages of shipping goods. Different modes of transportation are also covered in Chapter 7, whereas

Chapter 8 draws the exporter's attention to the distinction between shipping and forwarding.

Chapter 9 focuses on export finance and outlines different financial instruments and government export incentive schemes to assist exporters. Lastly, Chapter 10 covers market research and tools, and provides exporters with an overview of the various institutions that offer mentoring and coaching services on exports and international trade.

CHAPTER 1
AN OVERVIEW OF THE EXPORT PROCESS AND PROCEDURES

1.1 DEFINING THE SCOPE OF THE EXPORT MANUAL

This Export Manual will assist exporters to appreciate the processes and procedures that are involved when exporting to foreign international markets. While the focus is on the EU market, the Export Manual covers other international markets that are strategic to South African agricultural exports.

The Export Manual is a publication of the Department of Agriculture, Land Reform and Rural Development (DALRRD) in partnership with the EU-funded EPA Support Programme. Compilation of this Export Manual has been achieved through a consultative process that involved various stakeholders, industry bodies and trade promotion agencies that were able to share best practices through experience over the years.

The Export Manual is an update of the 2014 step-by-step Export Manual of exporters of South African processed fruit, vegetables, and nuts. This Export Manual covers the same products as the 2014 Step-by-step Export Manual: however, there has been an addition of beans and herbal-infused beverages (rooibos and honeybush tea) as part of the processed products that can be exported to the EU and other international markets. Beans and dried vegetables have a niche in international markets that can be explored by South African producers and exporters too. It is essential to remember that processed products covered in the Export Manual also include:
- dried fruit,
- canned fruit,
- frozen vegetables and canned vegetables
- Rooibos and rooibos mixtures
- Honeybush and green honeybush

Foreign markets, especially the EU, are characterised by stringent conditions that require utmost compliance. Deviations or compromised adherence to the requirements has disastrous consequences for exporters, such as the prohibition of entry of the exported consignment and cancellations of export orders accompanied by huge costs. As such, this Export Manual serves as a guide to help exporters avoid such pitfalls. Exporters are therefore expected to visit specific institutions for detailed information on the exportation of the products they intend to export.

The summary of steps in Figure 1 gives exporters and exporting enterprises, including SMMEs, a bird's eye view of the processes and linkages that entail the exportation of processed fruit, vegetables, nuts, beans and herbal-infused beverages to the EU and other international markets. The aim of the outline of steps is to assist the exporters and exporting entities to access international export markets through a seamless legal and regulatory process that ensures they overcome trade barriers while food safety of their agri-prodcuts is achieved. The rest of the chapter unpacks in detail, the regulations that are employed in the South Africa Food Control System in liaison with SARS and other government departments.

Figure 1: An overview of the process to follow as an exporter

1.2 THE SOUTH AFRICAN FOOD CONTROL SYSTEM

The South African Food Control System is covered by Step 1 and Step 2 as depicted in Figure 1.

Exporters need to understand the systems in place for compliance with Agricultural Products Standard Act 119 of 1990, Liquor Products Standard Act 60 of 1989 and other subsidiary regulations. Understanding the South Africa Food Control System helps exporters and exporting enterprises, including SMMEs, to know which section to approach for specific information on food safety,quality and standards to avoid costly mistakes inherent in international trade.

The South African Food Control System is coordinated through legislation and regulations by 3 national government Ministries, namely the Department of Agriculture Land Reform and Rural Development (DALRRD), the Department of Health (DoH), and the Department of Trade, Industry and Competition (the dtic). Food safety is a shared responsibility of all three national departments.

The three national government ministries responsible for coordinating the South African Food Control System are discussed in further detail in the section below.

1.2.1 THE DEPARTMENT OF AGRICULTURE, LAND REFORM AND RURAL DEVELOPMENT

In exporting food and agri-products, DALRRD is the appointed department to ensure that South Africa complies with international agreements such as the WTO SPS Agreement. This is done through liaison with other departments. DALRRD is the National Notification Authority to the WTO and the appointed National Enquiry Point in relation to national agricultural issues that may impact international trade.

Below are the directorates involved in regulating agricultural products operating under DALRRD:
- Directorate: Food Safety and Quality Assurance
- Directorate: Food Import and Export Standards
- Directorate: Plant Production
- Directorate: Agricultural Input Control
- Directorate: Plant Health
- Directorate: Inspection Services

These directorates and the coordinated roles under DALRRD in conjuction with DoH and the dtic, contribute to a globally reputable transparent South African food system that exporters should exploit to venture into international markets.

Directorate: Food Safety and Quality Assurance
- For the purpose of the processed agricultural products for export discussed in this Export Manual the Directorate: Food Safety and Quality Assurance (D:FSQA) is the critical player in the South African Food Control System for the export of processed fruit, vegetables, nuts, beans and herbal- infused beverages. It is one of the paramount authorities responsible for food safety guidelines and standard operating procedures through the administration of Agricultural Products Standard Act (APS Act) 119 of 1990, to manage sanitary and health risks associated with plant based agricultural food products for export.
- Under the auspices of D:FSQA there is the National Analytical Service Laboratories that assists national government's different directorates on the analysis of agricultural products in terms of chemical composition and presence of microbiological contaminants in consignments destined for various regional and international export markets.
- D:FSQA regulates the quality and food safety of agricultural products in terms of the APS Act and Liquor Product Standards Act, 60 of 1989. D:FSQA enforces the norms, systems, and standards to be complied with by exporters and Food Business Operators (FBOs).
- Participation by the D:FSQA in international fora such as Codex Alimentarius Commission; the Organisation of Economic Cooperation and Development; the Food and Agricultural Organisation; and United Nations Economic Commission for Europe enables harmonisation of legislation and procedures with other international best practices. This harmonisation overcomes barriers to trade on behalf of the exporter, who can find it complicated and expensive to comply without the help of the above-mentioned international organisations.

Therefore, it is imperative for potential exporters, including organisations involved in the export supply chain of agricultural food products, to be familiar with the operations of D:FSQA.

For more information pertaining to the export of processed fruit, vegetables, nuts, beans, and herbal-infused beverages, contact:
Mr Billy Makhafola
Director: Food Safety and Quality Assurance
Department of Agriculture, Land Reform and Rural Development
Tel: +27 12 319 7306/7304 | Mobile: +27 72 198 9278 | E-mail: BillyM@dalrrd.gov.za
www.dalrrd.gov.za/index.php/core-business/agricultural-production/inspection-services/food-safety-quality-assurance

Directorate: Food Import and Export Standards
- The Directorate: Food Import and Export Standards (D:FIES) under DALRRD facilitates the importation and exportation of processed agricultural products through policies, legislation, norms and standards to ensure awareness and management of the inherent risks associated with food safety. DALRRD also works closely with the DoH. Within the DoH, the Directorate on Food administers regulations in terms of the Foodstuff Cosmetics and Disinfectants Act 54 of 1972.

It regulates imports and exports by monitoring the residue levels of chemicals, pesticides, and metals in agro-processed food products. The D:FIES also focuses on food safety and capacity building of exporters and farmers to comply with agricultural standards as well as adhere to SPS requirements.

- Adherence to domestic, export, and standards regulations promotes compliance with strict requirements of international trade, such as marking and labelling, as dictated by foreign markets at the same time observing international protocols on the WTO's technical barriers to trade.
- Export standards requirements form an integral part of the quality and safety of food products for export, making it very critical on the part of the exporter to be diligent in the pursuit of compliance required for exporting. Table 1 (on pg 11) covers the mentioned legislation for ease of understanding of the dictates of international markets and additional information found on the website:
  www.old.dalrrd.gov.za/Branches/Agricultural-Production-Health-Food-Safety/Food-Import-Export-Standards

Directorate: Plant Production
The Directorate: Plant Production (D:PP) ensures the sustainable propagation of plants through established norms and standards. One of the objectives is to achieve a national reservoir of quality seeds to produce quality vegetables, fruit, grains, and crops. It will help exporters and enterprises in agribusiness to be familiar with best practices as guided by the D:PP so that their products are readily acceptable to international markets because of their quality.

For more details, please contact D:PP at the addresses:
Director: Plant Production
Department of Agriculture, Forestry and Fisheries
Private Bag x250, Pretoria 0001, South Africa
Tel: +27 12 319 6072/9 | Fax: +27 12 319 6372 | E mail DPP@dalrrd.gov.za
www.dalrrd.gov.za/index.php/core-business/agricultural-production/plant-health/plant-production

Directorate: Agricultural Input Control
The Directorate: Agricultural Input Control (D:AIC) is mandated to monitor agricultural inputs in the production of agricultural products in terms of the Fertilizers, Farm Feeds, Agricultural Remedies and Stock Remedies Act 36 of 1947. Exporters and enterprises involved in the production of agro based food must consult D:AIC on updated information on prescribed fertilisers, farm feeds and other agricultural inputs to be used to ensure production of safe food as well as compliance with international requirements of the export market.

The D:AIC can be contacted at the following addresses:
Physical address: Agriculture Place, 20 Steve Biko Street, Arcadia, Pretoria 0001, South Africa
Office hours: 07:30 AM – 16:00 PM
Mailing address: Department of Agriculture, Forestry and Fisheries, Private Bag X343 Pretoria 0001, South Africa
Tel: +27 12 319 7103/7847 | E mail: AICHelpdesk@dalrrd.gov.za

Directorate: Plant Health
The Directorate: Plant Health (D:PH) ensures the health of plants by monitoring pests and diseases that attack plants. The objectives of D:PH are in harmony with International Plant Protection Convention (IPPC), which is an international body mandated to secure coordinated, effective plant protection against the introduction and spread of pests of plants and plant products across countries. The National Plant Protection Officer (NPPO) issues phytosanitary certificates on importation after ascertaining the condition of the plant consignment. Plant health is a critical area where exporters and importers alike must comply with prescribed legislation to avoid introduction of pests and diseases in countries through trade.

For information on Phytosanitary Certificates and plant health obligations in the importing country, please contact:
Mr Kgabo Matlala
Scientist Manager: International Standards
Private Bag X14, Gezina 0031, South Africa
Tel: +27 12 319 6091 | Fax: +27 12 319 6101 | E-mail: KgaboMa@dalrrd.gov.za
www.dalrrd.gov.za/index.php/core-business/agricultural-production/plant-health/plant-health

Directorate: Inspection Services
Fruit and vegetables for export fall under surveillance of the Directorate: Inspection Services (D:IS). D:IS is responsible for monitoring arthropods and enforcing compliance with residue limits to achieve food safety as prescribed by national and international standards. Plant quarantine and plant diagonistic services are provided by D:IS. to manage the risks associated with the health of plants and promote food safety standards.

For more information on the activities of D:IS please contact:
Mr K.E. Phoku
Director: Inspection Services
Tel: +27 12 309 8701 | E mail: ErnestP@dalrrd.gov.za | Enquiries: DIS@dalrrd.gov.za
www.dalrrd.gov.za/index.php/core-business/agricultural-production/inspection-services/inspection-services

1.2.2 THE DEPARTMENT OF HEALTH

The DoH works closely with DALRRD in ensuring and promoting food safety hence all food premises must be approved and certified by a registered professional Environmental Health Practitioner. The DoH is tasked with many functions and programmes. The food safety function is housed under International Relations and Health Trade and Health Product Regulation programme. The Directorate: Food Control (D:FC) promotes food safety by developing food control policies, norms, and regulations. The D:FC is responsible for enforcing the Foodstuffs, Cosmetics and Disinfectants Act 54 of 1972, which is the principal regulation that controls the sale, manufacture, importation and exportation of foodstuffs, cosmetics, and disinfectants.

The D:FC is also responsible for food safety legislation, food labelling, designing food programmes that assess monitoring and management of food alert updates and food law enforcement. In addition, this Directorate also has the role of being the National Contact Point for the joint Food and Agriculture Organisation – World Health Organisation Codex Alimentarius Commission.

Exporters and entities in the processed food industry will find it helpful to ensure approval of all the food production processes as regulated by the D:FC in the DoH to ensure compliance and issuance of a Certificate of Acceptability by the Environment Health Practitioner.

For more information specific to the product being exported, contact:
Department of Health
Address: Department of Health Directorate: Food Control
Private Bag X828 Pretoria 0001, South Africa
Email: Malose.Matlala@health.gov.za or CACPSA@health.gov.za
Tel: +27 12 395 8789 | Fax: +27 12 395 8854 | Fax2email: +27 12 86 632 6440
www.health.gov.za/food-control

1.2.3 THE DEPARTMENT OF TRADE, INDUSTRY AND COMPETITION

The Department of Trade, Industry and Competition (the dtic) came into existence in 2019 through the amalgamation of the Economic Development Department and the Department of Industry and Commerce. Through the blueprint "Integrated National Export Strategy for 2030", the dtic outlays the strategies in place to address the promotion of exports in South Africa.

The dtic achieves a trade environment that facilitates seamless trade through engagement in international trade affairs and negotiation of South Africa's multilateral and bilateral trade relations. This enabled environment makes it relatively easier for exporters to navigate the international trade terrain and overcome technical barriers to trade as well as non-tariff measures that impede trade. The dtic also administers food regulation and control through its National Regulator for Compulsory Specifications (NRCS) agency.

NRCS is mandated to administer compliance with technical regulations and compulsory regulations as dictated by the standards requirements of fishery products and canned meat. The NRCS is also instrumental in the design of WTO technical regulations that inform best practices and safeguard standards in food safety. The dtic is involved in the design of export promotion programmes, national export development programmes and export incentives in the form of financial assistance to qualifying exporters.

It is in view of the foregoing role of the dtic that when exporting the products covered by the Export Manual, exporters will benefit by enlisting for the mentioned programmes to become skilled traders in foreign international markets.

The trade agreements and bilateral protocols harmonise international procedures between the countries involved. A visit to the website of the ditc will give the exporter information on countries with conditions in favour of their export products. Sections on the ditc website, such as the Trade and Investment South Africa (TISA) and Invest South Africa, are sources of information that can assist exporters SMMes and other enterprises on points to consider in the design of the export marketing strategy of the fruit, vegetables, nuts, beans and herbal-infused beverages to international markets.

For more information of international trade and exports, contact:
Department of Trade Industry and Competition
Address: 77 Meintjies Street, Sunnyside, Pretoria 0002, South Africa
Tel: +27 12 394 9500 | Email: @thedtic.gov.za
www.thedtic.gov.za
www.itac.org.za

Exporters can contact the **National Regulatory Compulsory Services** for assistance on technical regulation and information on measuring instruments used in the food and associated industries. (The current regulations are on canned fish and other fish products.)

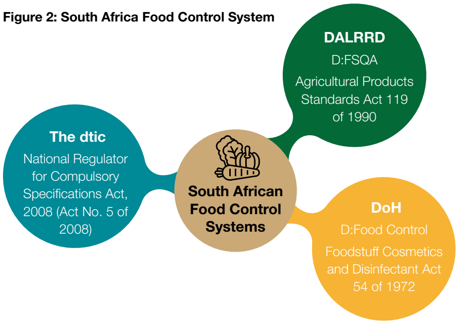
For more information contact:
Address: SABS Campus, 1 Dr Lategan Road, Groenkloof, Pretoria 0001, South Africa
Postal: Private Bag X25, Brooklyn 0075, South Africa
Tel: +27 12 482 8700 | Email: info@nrcs.org.za
www.nrcs.org.za/business-units/food-and-associated-industries

The dtic houses Trade Investment South Africa (**TISA**), an agency that provides information on favourable markets as influenced by the bilateral relationships between countries.

Exporters can have valuable information on the country of export through the Deputy Director General:
Tel: +27 012 394 1849 | Email: LeratoM@thedti.gov.za

For more information on TISA:
www.thedtic.gov.za/sectors-and-services-2/1-4-2-trade-and-export/market-access/trade-negotiations

Figure 2: South Africa Food Control System



The role of DALRRD, DoH and the dtic have been articulated in Figure 2 for exporters to appreciate how the South African Food System operates The ambit of different directorates under DALRRD, together with mandated assignees enforce compliance of exporters, exporting enterprises and FBOs (discussed in detail later in the next section), with agricultural and international regulations and protocols to deliver on food safety.

The DoH through the provisions of various legislations and programmes observes international protocols with an emphasis on health and food safety including labelling and advertising in the realm of trade.The dtic ensures the quality and safety of South Africa's food exports through several skilling programmes that empower SMMEs,other enterprises in agro-based activities.

In addition the dtic contributes to legislation and international engagement on interventions like global standards administered by the South Africa Standard Burea (SAB) and the NRCS.

These three National Ministries are all appointed national contact points for the Codex Alimentarius Commission. The complementary roles by these national entities make up the South Africa Food Control System within which all FBOs, enterprises and SMMEs must operate. The next section covers Food Business Operators as part of the South African Food System.

1.2.4 FOOD BUSINESS OPERATORS

What is a Food Business?
This is an enterprise that exists as either for profit or not-for-profit entity in the business of handling food, food-producing, exporting food or operating in any part of the food supply chain.

What is a Food Business Operator (FBO)?
This a "person or persons responsible for ensuring that the prescribed requirements of the export standards and requirements are met within the food business under his or her control and includes both the management of the food business as well as the person with overall authority on-site or in the specific establishment."[2]

What is a Food Business?
Any business in the agricultural sector that operates a pack house on or off-farm, commercial cold store, processing plant, container depot, transport operator, exporter, dry storage facility, drying facility, municipal market facility, retailer, grain storage facility on or off-farm, airport terminal/forwarder or seaport terminal must be registered and be granted a Production Unit Code (PUC) that will facilitate tracking or tracing the consignment en-route for export.

FBOs registration falls under the D:FSQA. The FBO Code issued after registration is an alphanumeric code registered with the Executive Officer by FBOs participating in the export markets, including entities such as pack houses for fruit and vegetables.

The FBO database is administered and maintained by DALRRD through R707 under the Agricultural Product Standards Act 119 that outlines the compliance requirements of FBOs. D:FSQA maintains a database of registered FBOs and Production Unit Codes that can be availed to interested parties upon request.

[2] *www.old.dalrrd.gov.za/Branches/Agricultural-Production-Health-Food-Safety/Food-Safety-Quality-Assurance/Food-Business-Operator-Registration*

Registration Process

Regulation 707 of 13 May 2005, subsidiary legislation to the APS Act 119 of 1990 and the Liquor Act 60 of 1989 requires all FBOs to be registered with D:FSQA to export fruit,vegetables nuts, beans, and herbal-infused beverages to international markets. To start the registration process, the applicant must have:

- FBO Application form;
- Title Deed;
- ID Copy and Map of the Place to be registered; and
- Log on *www.old.dalrrd.gov.za/Branches/Agricultural-Production-Health-Food-Safety/Food-Safety-Quality-Assurance/Food-Business-Operator-Registration* to complete the application form.

1.2.5 METHODS OF INSPECTION

Inspections are part of the tools used by DALRRD to enforce compliance with legislation by FBOs with regards to food safety and eliminate any potential hazards in production processes. These inspections enable South African agricultural processed products to be competitive in international markets as they guarantee the safe consumption of these products. The D: AIC conducts these inspections at plant premises – for example, at manufacturers' and distributors' premises, pest control operators and farms, and sterilising plants.

The inspection procedure will vary depending on what is being inspected and where the inspection is done. These are some of the areas that the inspection covers:

- Checking for any likelihood of cross-contamination during processes
- Labelling, registration
- Checking for good housekeeping
- Checking for the validity of permits
- Validity of import documents

Inspection Procedures

Exporters must know that:

1. Inspectors have the authority in terms of Export Regulations of Processed Products 2015 to open any consignment in containers and draw samples for analysis to ascertain compliance with laid down food safety regulations. The results of the findings are projected for the rest of the consignment.
2. Consignment for inspection must be ready at least 12 hours prior or anytime agreed upon by the Executive Officer prior to inspection.
3. The consignment or the container must be easy to access by the inspector.
4. Marks and labelling must be clear and legible.
5. The following legible documents Consignment Note, Intake Note, Delivery Note and Rail Card / must accompany the consignment that is to be inspected.
6. After inspection, the consignment will be marked passed for export if it meets all the requirements or rejected if the consignment has not complied with the regulations.
7. The inspector will issue a certificate pronouncing the outcome of the inspection.

Exporters pay fees for inspection services, including other services provided by PPECB or other Assignees mandated by DALRRD. Exporters must find out about the fees payable for the particular service they want. Exporters, including all businesses involved in the exportation of regulated agricultural products to international markets, should visit the following website to have a general appreciation of inspection services and the products subject to inspections:
https://ppecb.com/services/product-inspection-services

Sampling Procedures

Samples are drawn on agricultural products of plant origin destined for export to ascertain compliance with agrochemical residue levels as stipulated by the law of the exporting and importing countries. Standard Operating Sampling procedures vary according to the product that is being analysed. The sampling procedures are regulated by the following legislative provisions:

- Agricultural Products Standard Act 119 of 1990
- Regulation R707 of 13 May 2005 Export Conditions of Consignments of Regulated Products from Local/National Fresh Produce Markets
- Fertilizers, Farm Feeds, Agricultural Remedies and Stock Remedies Act, 1947 (Act, 36 of 1947
- Foodstuffs, Cosmetics and Disinfectants Act No. 54 of 1972 and import country requirements

DALRRD has given authority to inspectors to draw samples of any product material substance as deemed necessary by him or her to ascertain the grade and quality of the export product. Please visit the D:FSQA offices for a comprehensive outline of Sampling Procedures

Food Safety Audits

Audits are used to ensure compliance with various food and safety statutes by FBOs and other international exporters. There are also additional control mechanisms such as monitoring, sampling, analysis, and surveillance. While falling under D: FSQA, these functions are a shared responsibility among different directorates. Audits are designed to encourage FBOs to comply with legislation and examine their systems for any gaps that may present hazards in the processes of food production. These audits give opportunities to DALRRD or the audit body to identify the gaps and learning opportunities for the FBOs. FBOs must be aware of the following conditions required by PPECB:[3]

[3] *www.nda.agric.za/doaDev/sideMenu/foodSafety/doc/EXPORT CONDITIONS FROM LOCAL MARKETS.pdf*

- A list of registered PUC that supply products for export must be presented to PPECB
- PPECB must have audited the PUC in compliance with R707 of 13 May 2002
- FOB must present a safety compliance certificate for each PUC product for export
- Analytical certificates or reports on products being exported must be presented to PPECB
- Consignments forwarded from other countries are prohibited

Table 1 shows a list of types of FBOs as defined by the operations. The definition through activities of the FBO assist the owners of these business identify the type of their FBO and how it is regulated.

Table 1: List of types of FBOs and defined operations

FBO Type	Definition
Primary production (PUC)	Primary production of agricultural products, including the activities performed pre-farm gate, i.e. fertilization, chemical application, harvesting etc.
On-farm packhouse (PHC (on))	Permanent packing facilities and associated cold storage facilities located on primary production sites/farms involved in the packing of all products of plant origin coming from only that farm, that are not subjected to semi-processing or processing procedures.
Off farm packhouse (PHC (off))	Permanent packing facilities located on primary production sites/farms and associated cold storage facilities involved in the packing of all products of plant origin coming from that farm and from other farm, OR not located on primary production sites/farms involved in the packing of all products of plant origin that are not subjected to semi-processing or processing procedures.
Processing plant (PROCES)	A factory where the plant product is subjected to a process which alters its original state and the product is graded/classified and packed, and in this context means canning of fruit and vegetables, freezing of fruit and vegetables, pasteurization and packing of rooibos and honey bush tea and cleaning, sorting and packing of dried fruit.
Grain storage facilities (GSF)	Facilities involved in the handling, storage and distribution of regulated grains and oilseeds (excluding groundnuts) intended for export. The grain storage facility might have a multiple storage silo's or bins.
Commercial cold storage facilities (CCS)	Commercial cold storage facilities not located on primary production sites/farms involved in the handling, storage and distribution of products.
Container depot (CD)	A place for storage, cleaning, detention, and examination of empty containers.
Drying facilities (DF)	A facility for drying, handling and chemical treatment of dried fruit, rooibos and honey bush tea destined for further processing.
Dry storage facilities (DSF)	Facilities involved in the handling, storage, and distribution of products of plant origin. These include commercial storage facilities and exclude facilities only storing own product. These are collection depots and ambient bulk storage facilities.
Exporter (EXPO)	Those FBO's that are responsible for ensuring that the products that they supply to the market meet the requirements of the buyers (importers and/ or retailers) as well as the minimum regulatory requirements of the importing and exporting countries. They are also responsible for coordinating the export supply chain from farm to fork.
Seaport terminal (SEA)	Facilities that are concerned with the receiving, stacking, storage and loading of export palletized and containerised perishable cargo, via sea.
Airport Terminal/Forwarder (AIR)	Facilities that are concerned with the receiving, stacking, storage and loading of export palletized and containerized perishable cargo, via air.
Transport operator (TRANS)	Transport companies involved in the transportation of products of plant origin. This refers to transport that is used for example, from the packhouse to the commercial cold storage facility, depots or terminals etc. This excludes on-farm transport (e.g. from the orchard to the packhouse) and the transport of empty containers.

1.2.6 PACKING, MARKING, LABELLING AND SAMPLING PROCEDURES

Once the FBO or other legally recognised entity has been successfully registered, the next step is to familiarise with packing, marking, and labelling and sampling requirements.These are hall marks of food safety and standards that must be strictly observed by FBOs and other exporters as part of regulations to comply with international markets It is the responsibility of the exporter or FBO to ensure correct labelling and marking, and packing.In instances that require further clarity it is always best to approach D:FSQA.Failure to comply with these regulations disqualifies exports associated with international markets.Sections below. provide information to FBOs on packing, marking, labelling and sampling.

Packing Requirements
As an exporter to the EU market, it is crucial to consult the relevant Member State and determine what law applies to packaging, labelling, and marking. The concerns about packaging, labelling and marking are driven by health, safety, and environmental considerations. Exporters must conduct market research that will inform the choice of packaging within the confines of what is prescribed. The EU market has established laws and regulations that inform the selection of packaging. Packaging, labelling, and marking in the EU vary according to the Member States depending on what the Member State classifies as mandatory or voluntary.

For more information on packaging, labelling and marking, visit:
www.trade.gov/countrycommercial- guides/eu-labelingmarking-requirements

In South Africa, the DoH and National Regulations of Specifications (NRCs) in the dtic regulate the packaging, labelling, and marking of products. For example, regulations stipulate that only fruit of the same quality, cultivar, and ripeness shall be packed together:
- containers shall be packed firmly to capacity
- pre-packed units shall be new, clean, dry, undamaged and suitable[4]

For detailed information on packaging in the EU, visit:
https://trade.ec.europa.eu/access-to-markets/en/content/labelling-and-packaging

NB: Notwithstanding the legal requirements on packaging, labelling, and marking, it is also important to enquire from the customers about their inputs on the packaging. Consumer preferences matter and exporters should reach out to consumers to find out how they want the packaging to look. Moreover, there is voluntary compliance on packaging in some countries in the EU. To avoid misunderstanding as an exporter, you may have a written agreement between the exporter and the buyer, whereby the buyer elects what they prefer in writing, and the exporter (seller) commits to the contract. The contract can detail the buyer's preferences in packaging, and the contract can also guide mandatory requirements in line with what is obtained in the market of the Member State. Clarification on voluntary compliance must also be researched vis-à-vis packaging.

Marking Requirements
For example, the number of packages in the packing list should tie up with the total number of physically exported packages. Therefore, in a total of 10 packages, each package should be marked 1/10, which means package number 1 out of 10 packages until you have 10/10. This is very helpful in ensuring that the whole consignment has been delivered. It also helps when the consignment has been targeted for a physical examination by the Customs Administration. It is also useful in instances where a consignment has been misrouted. In such cases of short shipment the customer and/or clearing agent can easily notice that there are missing packages. Adhering to marking requirements also assist in tracing the origin of the misplaced consignment. DALRRD enforces marking regulations and policies for South African goods and products.

For more detailed information, please follow this link for educational slides:
www.cgcsa.co.za/wp-content/uploads/2020/09/DALRRD-APS-Act-PRESENTATION-by-Mr.-T.-Van-Rensurg.pdf

Eco-Labelling
Environment labelling on the packaging is voluntary and verifies that the product in question has been produced in an environmentally safe manner. Eco-labelling distinguishes foods produced by farmers and/or food processors whose operations have been verified by independent organisations to meet specific and transparent environmental or social standards from foods not produced in this manner. This development has become necessary to eliminate counterfeit products and skilful market claims about food products that are detrimental to the health of the unsuspecting consumer.

For more information visit: *https://noharm.org/sites/default/files/lib/downloads/food/Food_Eco-Labels.pdf*

1.2.7 APPLICATION FOR APPROVAL TO EXPORT PROCEDURE

Once the exporter has complied with conditions of registration, packing marking and labelling as described above, the exporter requires express approval to export through an application to the Executive Officer or Assignee in the D:FSQA mandated to deal with the export of fruit, vegetables, nuts, beans and herbal-infused beverages.

The application is submitted four days prior to the intended date of export by the exporter to:
The Executive Office: Agricultural Products Standards:Directorate Food Safety and Quality Assurance

[4] *www.dalrrd.gov.za/doaDev/sideMenu/Food Import & Export Standard/docs/Regulating and inspection of agricultural products in SA Dr. Mutengwe.ppt*

The following information must be submitted with the application:

1. Name and address of the applicant, including details of the exporter/agent
2. Specific details of the product that cover the class type and grade. Further clarity can be obtained at D:FSQA (Policy Unit)
3. Mass of the containers and the number of containers
4. Information on the mode of transport, details of the vessel, ports of discharge for export and the date
5. Name and physical address of the importer or destination of the consignment
6. Name, and physical address of exporter's premises to facilitate traceability
7. Any additional important information as regards details of the consignment. The information must be in English and legible.

In summary, the South African Food Control System is premised on legislation covered and mandated by different bodies that have been captured in Table 2 below. These regulations and policies are fundamental to the National Food Safety Control Plan (NFSCP) that should be adhered to by all players in the export business supply chain.

STEP BY STEP EXPORT MANUAL

Table 2: The Legislation involved in regulating agricultural products

Name of Act	Aim / Definition	Department / Directorate	Enforcement
Foodstuffs, Cosmetics and Disinfectant Act 54 of 1972	Addresses the manufacture, sale, and importation of foodstuffs from a safety/public health point of view	Department of Health Directorate: Food Control	• Local authorities • Port Health Services (provinces; Kwa-Zulu Natal, Eastern Cape, Western Cape, Gauteng) • Import control managed by provincial authorities on behalf of the NDH
International Health Regulations Act 28 of 1974	To apply International Health Regulations, as adopted by the World Health Assembly, in the RSA	Department of Health	• Provincial and local health authorities: sampling and analysis of food; inspection of premises on behalf of National Department Health
Plant Breeders' Rights Act 15 of 1976	Grant of plant breeders' rights relating to varieties of certain plants, requirements and protection of these rights	Department of Agriculture, Land Reform and Rural Development Directorate: Genetic Resources	• Registrar / Officer of Plant Breeders' Rights
Plant Improvement Act 53 of 1976	To provide for the sales, import and export of plants and propagating material to improve or maintain their quality and usefulness	Department of Agriculture, Land Reform and Rural Development Directorate: Plant Production	• Registrar / Officer of Plant Improvement
Health Act 63 of 1977	To make provision for measures promoting the health of South Africa's people (replaced the Public Health Act of 1919)	Department of Health Directorate: Food Control	• Local authorities: Food safety control • Provincial Health departments
Perishable Product Export Control Act 9 of 1983	To provide for control of perishable products intended for export from the South Africa and continued existence of the PPECB	Department of Agriculture, Land Reform and Rural Development	• PPECB • Minister of Transport Affairs

Objectives / Relevant aspects	Relevant food safety aspects covered in the Act
• Protect consumers from unsafe food • Protect consumers from poor quality food • Protect consumers against misleading labels and advertisements • Enable consumers to make informed choices in accordance with individual needs • Labelling and advertising • Procedures (importation / sampling / authorization) • Liability / prosecution	• Food additives i.e. preservatives, antioxidants • Tolerances for fungus-produced toxins • Radioactivity in foodstuffs • Irradiated foodstuffs • Maximum limits for veterinary medicines and pesticide residues • Microbiological and chemical standards • Tolerances for certain seeds • HACCP and Hygiene related matters • Packaging and Labelling • Contaminants • Law enforcement • Fortifications
• Notification of disease outbreaks • Clinical diagnosis of disease • Notification of infected areas • Provision of facilities at ports & airports • Designation of sanitary ports / airports • Disinfestation, disinfecting, and other sanitary operations • Placing suspects under surveillance • International transport of cargo, goods, baggage, mail • Foodstuffs carried as cargo on any vehicle • Vaccination of infected persons	• Approval of source of food for consumption on premises of ports, airports, vessels and aircrafts • Hygienic handling of such food • Focus on specific diseases / plagues, e.g. yellow fever, Bacillus plague, cholera • Sanitary operations
• Grant of plant breeders' rights • (Plants must be new, distinct, uniform and stable) • Rights of plant breeders • Grant of licences	
• Registration of business premises • Stating of requirements for sales of plants and plant propagating material • Recognition, listing and updating of new varieties • Quality control	• Cleansing of material
• Responsibilities of various health services and rendering of health services • Preventative action to eliminate transmission of infectious diseases by insects, rodent or other vermin • Sanitary conditions on premises • Cleanliness, from chemical, physical or microbial origin • Adequate drainage and sewerage systems, water, washing and sanitary conveniences, sufficient lighting, and ventilation • Periodic cleansing of premises, removal of rubbish, waste, and spillage • Certificates of acceptability by food handlers • Inspections and investigations	
• Inspections • Registration of exporters • Control of exports • Determination and collection of levies from exporters • Reports of each financial year	• Handling of perishable produce • Cold chain • Shelf life of produce • Class of produce accommodation

STEP BY STEP EXPORT MANUAL

Table 2: The Legislation involved in regulating agricultural products (cont.)

Name of Act	Aim / Definition	Department / Directorate	Enforcement
Agricultural Pests Act 36 of 1983	Prevention & combat of agricultural pests Provides for importation of controlled goods such as plants, plant products, exotic animals, insects, pathogens, honey, used apiary equipment	Department of Agriculture, Land Reform and Rural Development Directorate: Plant Health	• Executive officers of the Agricultural Pests Act
Agricultural Product Standards Act 119 of 1990	Provide control over the sale and export of agricultural products, control over the sale of certain imported agricultural products	DALRRD Directorate: Food Safety and Quality Assurance	• PPECB: inspections and sampling for exports (uniformity and quality standards, presence of arthropods, and prescribed residue limits) and the former Department of Agriculture, Forestry and Fisheries (DAFF)
Standards Act 29 of 1993	To provide for promotion and maintenance of standardization and quality in connection with commodities and rendering of services, and continued existence of SA Bureau of Standards (SABS)	Department of Trade and Industry and Competition	• SA Bureau of Standards (SABS)
Genetically Modified Organisms Act 15 of 1997	To promote responsible development, production, use and application of GMO as to limit harmful consequences to the environment	Department of Agriculture, Land Reform and Rural Development Directorate: Genetic Resources	• The Registrar of Genetically Modified Organisms Act

Objectives / Relevant aspects	Relevant food safety aspects covered in the Act
• Control of importation of goods (in accordance with objectives of the International Plant Protection Convention / IPPC)	• Plants and plant products, exotic animals, insects, pathogens, honey, apiary equipment • Quarantine
• Specifications and regulations for agricultural products, regular revisions • Quality standards of produce • Produce compliance with requirements for produce packing, containers, marking and labelling of containers, and inspections • Specifications for local, import and export products in accordance with arrangements relating to WTO Agreement on Technical Barriers to Trade (meat, dairy products, agronomy products, certain canned products, fruit and vegetables)	• Product standards for local sales, export and import (meat, dairy, agronomy, certain canned foods, fruit, vegetables.
• Co-operation of State departments, other bodies and persons • Accreditation of laboratories • Assessment of quality systems • Precision testing of scientific apparatus • Examination, testing, analysis of articles, materials and substances • Issue standard methods, code of practice or specification as national standard • Control of import and export	• Accreditation of laboratories • Code of practice • Analysis / testing of samples • Standard methods • Certification mark / mark of proof • Compulsory standards for production of canned meat (more than 10% meat), canned and frozen marine products
	• Limitation of harmful consequences to the environment

1.3 DALRRD AS THE MAIN REGULATOR OF THE EXPORT OF PROCESSED FRUIT, VEGETABLES NUTS, BEANS AND HERBAL-INFUSED BEVERAGES

This section outlines the regulations administered under DALRRD to facilitate the export of fruit, vegetables, nuts, beans and herbal-infused beverages. The APS Act 119 of 1990 remains the principal legislation supported by subsidiary regulations as determined by the specific product and the destination market. D:FSQA is the first directorate to be visited by the exporters/FBOs when making enquiries in terms of registration and what they intend to export up to getting a certificate to export. The exporters / FBOs must remember compliance with other government ministries, namely D:FC, the dtic and the division of Customs and Excise under SARS as additional authorities.

1.3.1 PROCESSED FRUIT AND VEGETABLES

Regulations
- APS Act 119 of 1990
- The Standard regarding food hygiene and safety of regulated agricultural food products (R707 of 13 May 2005)
- Standards and requirements regarding control of the export of dried fruit: Government Notice R1983 of 23 August 1991.
- Standard Operating Procedures Checklist
- Consult with D: FC the ditc and Customs & Excise

Exporters, including other businesses, must visit the website for more information on the export of fruit:
www.old.dalrrd.gov.za/Branches/Agricultural-Production-Health-Food-Safety/Food-Safety-Quality-Assurance/Export-Standards/Processed-Products
>>Canned Vegetables >>Dried Fruit
In addition, the following link has details on the requirements of the EU market:
www.cbi.eu/market-information/processedfruit- vegetables-edible-nuts/buyer-requirements

1.3.2 GROUNDNUTS FOR EXPORT

Regulations
- Agricultural Products Standard Act 119 of 1990
- The Standard and Requirements Regarding Control of Export Groundnuts
- The Standard regarding food hygiene and safety of regulated agricultural food products (R707 of 13 May 2005)
- Maintain a Standard Operating Procedures Checklist
- Consult with the D:FC, the ditc and Customs & Excise websites.

Groundnuts are prone attacks by aflatoxin producing fungi, which can be mitigated through careful handling during the pre-harvest to post-harvesting process. Traceabilty is an important feature of groundnuts to control the ever present risk of aflatoxin.To enhance best practice on groundnuts the exporter can be assisted by publications on the internet, for example:
www.opot.co.za/imgs/gap/good-agricultural-practice-guidelines-01-2013.pdf

The Perishable Products Export Board Control (PPECB, disussed in more detail in section 1.4) is instrumental in ensuring that international trade rules and standards for groundnits are met. Please visit link for additional information on groundnuts:
https://ppecb.com/the-ppecb-laboratorys-role-in-the-south-africangroundnut-industry

EU market conditions, including other international markets, have rigorous legislation in place to protect the health of consumers. The following links provide detailed information on the export of nuts to the EU:
www.cbi.eu/market-information/processed-fruitvegetables-edible-nuts/buyer-requirements

NB: There are some nuts that are not regulated by DALRRD.
Please consult D:FSQA for more information on the nuts that are not controlled by DALRRD.

1.3.2 PROCESSED BEANS FOR EXPORT

Regulations
- APS Act 119 of 1990
- Control of the export of grains R1026 of December 2014 (subject to amendments)
- The Standard regarding food hygiene and safety of regulated agricultural food products (R707 of 13 May 2005)
- Standard Operating Procedures Checklist
- Consult with D:FC, the ditc, and Customs & Excise websites

There is a niche in the EU market and other international markets for beans. South African exports of beans have grown in presence in Asian and other African countries. For more information go to:
https://apps.fas.usda.gov/newgainapi/api/Report/DownloadReportByFileName?fileName=The%20South%20African%20Dry%20Bean%20Industry_Pretoria_South%20Africa%20-%20Republic%20of_06-10-2021.pdf

Farmers, including emerging farmers, can try exploit the niche in the market by taking advantage of the EU-SADC EPA to venture in the export of beans to the EU market.

NB: Beans come in various types and forms. Export control of beans is determined by the type and form of beans being considered for export. With the increasing uptake of plant-based diets, the EU market has a ready market for canned beans. The exporters must research the kind of beans preferred by the target market.

The following website has valuable information on the EU market and canned beans:
www.cbi.eu/market-information/ processed-fruit-vegetables-edible-nuts/canned-beans/marketpotential?affiliate=void%280%29

1.3.3 HERBAL-INFUSED BEVERAGES FOR EXPORT

Regulations

- APS Act 119 of 1990
- Control of the export of processed products R423 of May 2015 (subject to amendments)
- The Standard regarding food hygiene and safety of regulated agricultural food products (R707 of 13 May 2005)
- Standard Operating Procedure Checklist
- Exporters can also get more information on rooibos on this document: *https://sarooibos.co.za/wp/wp-content/uploads/2016/01/ROOIBOS-20142.pdf*
- Consult with the D:FC,the ditc, and Customs & Excise websites

Herbal infused beverages achieved geographical indicator (GI) status (GIs are discussed extensively in section 1.6) in the EU, enabling easy market penetration. This is very helpful to exporters as it lowers entry barriers in the business of herbal-infused beverages as well as exporting the product.

1.3.4 DRIED VEGETABLES FOR EXPORT

Regulations

As a niche market for SMMEs and emerging producers exist in South Africa in the dried vegetable industry. This is an area that can be exploited relatively easily as the RoOs of wholly obtained products are not that cumbersome.

Following is an overview of the opportunities in the dried vegetable industry:

In August 2022 South Africa's Dried Vegetables exports accounted up to ZAR2.03M and imports accounted up to ZAR27.2M, resulting in a negative trade balance of ZAR25.2m. Between August 2021 and August 2022 the exports of South Africa's Dried Vegetables have decreased by ZAR-333k (-14.1%) from ZAR2.36m to ZAR2.03m, while imports decreased by AR-1.3m (-4.56%) from ZAR28.5m to ZAR27.2m.[5]

Between 2019 and 2020, the main export destinations of South Africa's dried vegetables were Zimbabwe, Hong Kong, and Lesotho. The fastest declining markets for the same period were the following countries Angola, Switzerland, and Netherlands.[6] *There is probably need for further research for the latter development otherwise it can offer an opportunity. China, the United States, and Germany remain fierce competitors of South Africa in the exportation of dried vegetables for the period between 2019 and 2020. The dried vegetable market appears lucrative, and the processes involved in the production of dried vegetables for export carries a niche market worth exploring because of the numerous value chains located within the processes of dried vegetables.*

SMMEs, women-owned enterprises and emerging exporters may consider analysing the value chains in the dried vegetables industry as it presents low hanging fruit owing to the high incident of waste in the supply chain that can be turned into an advantage. Movement of dried vegetables across borders is also relatively cheaper due to significantly reduced transport costs that lend a competitive landed cost of the finished product. The nutritional value of the dried vegetables remains preserved while shelf life is elongated too. The need for in-depth capacity building on the seemingly straight forward processes cannot be overemphasised. Production systems matter whether for simple markets or sophisticated.

Chapter 10 contains a list of organisations where exporters may visit to enquire on training on the various processes of agricultural products. EU benchmarking on food safety is both stringent and extremely demanding on exporters. However, attaining these standards enables easier access into other similar markets such as Japan and China.

Please visit this link for more information and opportunities in the Dried Vegetable Industry:
www.agri4africa.com/dried-fruit-and-vegetables-products-of-the-future

[5, 6] *https://oec.world/en/profile/bilateral-product/dried-vegetables/reporter/zaf*

Summary

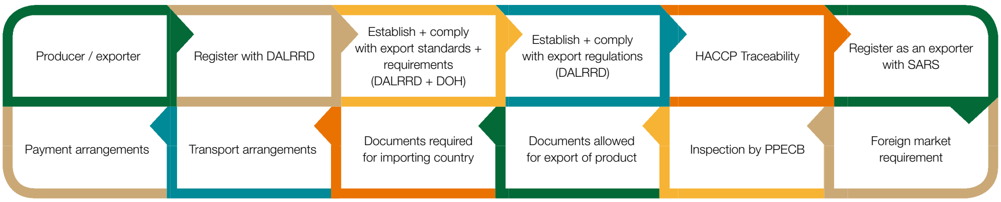
Figure 3, together with the information below, provides an overview of the export procedures and processes for fruit,vegetable, nuts, beans and herbal-infused beverages:

1. Register for the necessary Food of Business Operator (FBO) codes with the D: FSQA
2. Consult the DoH D: FC on food safety requirements the ditc and Customs and Excise
3. Consult the Export Standards and Requirements for the product concerned
   a. Minimum/Maximum quality requirements for the grades concerned
   b. Prescribed packing and marking requirements
4. Consult the Export Regulations on the specific the product concerned, for the following information:
   a. Prohibition applicable
   b. Application for approval of export
   c. Presentation for inspection
   d. Procedure at inspection
   e. Approvals and rejections
   f. Appeals
5. Check the import requirements of the foreign market
6. Arrange for inspection of the consignment concerned with the appointed assignee, namely the PPECB
7. Exporters should remember that for certain products, analysis of samples is required.
8. If the consignment is approved for export, an export certificate is issued by the PPECB

For detailed information on export regulations and general information, please visit the following websites:

- *www.dalrrd.gov.za/index.php/core-business/agriculturalproduction/inspection-services/food-safety-quality-assurance*
- *www.old.dalrrd.gov.za/Branches/Agricultural-Production-Health-Food-Safety/Food-Safety-Quality-Assurance*
- *www.health.gov.za/food-control/* (for an explicit requirement of each processed product)
- *www.thedtic.gov.za/sectors-and-services-2/1-4-2-trade-andexport/*
- *www.sars.gov.za/customs-andexcise/*

Figure 3: Exportation Outline of Processed Food Products in South Africa



1.4 ROLE OF PERISHABLE PRODUCT EXPORT CONTROL BOARD (PPECB) AS THE DESIGNATED ASSIGNEE OF DALRRD

The Perishable Products Export Control Act No 9 of 1983 is mandated to regulate the exportation of agricultural products. It is important for exporters and those involved in the export supply chain to have a thorough knowledge of how PPECB facilitates the exportation of perishable agricultural products. Below is a condensed outline of what PPECB does and why:

- The PPECB is recognised by international markets as a reputable entity within the export industry.
- It acts as a third country that is mandated to enforce the regualtions of the importing country
- Almost any certification done by PPECB facilitates the seamless exportation of the certified products into the global markets through enhanced credibility achieved by PPECB.
- The PPECB is the designated assignee under DALRRD and has the authority to carry out onsite inspections to ensure compliance with regulations and systems that promote food safety.
- Registration with PPECB is done electronically online after compliance with what appears on the checklist obtainable from the PPECB website: *https://ppecb.com/wp-content/uploads/2016/07/VGM-Assessment-Application-Procedure.pdf*

PPECB is the mandated Assignee of D:FSQA. The PPECB works with National Plant Protection Organisation of South Africa that control pests and diseases on plants. Figure 4 outlines the complimenting legislation towards food safety certification by PPECB.

PPECB Certification Process of Regulated Agricultural Products for export

Figure 5 is a presentation of the process of certification as conducted by PPECB. Exporters will find it necessary to understand the operations of PPECB to ensure a seamless certification process for their products. Inspections are a hallmark of PPECB operations as they enable exportation into the EU market relatively easier.

Figure 4: PPECB Certification of Regulated Agricultural Products

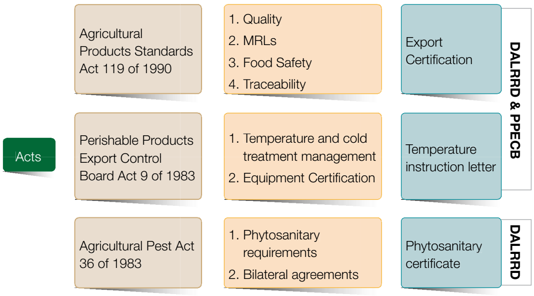
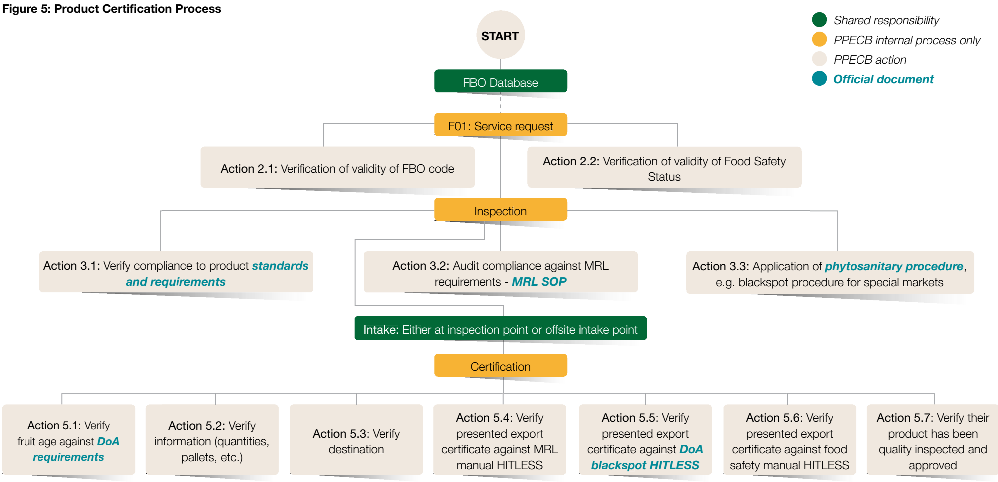


Figure 5: Product Certification Process



Courtesy: DALRRD

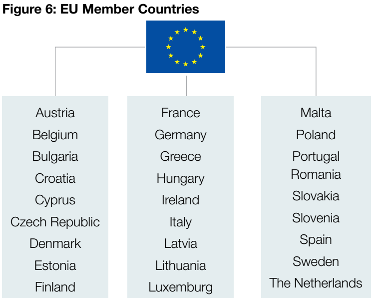
In summary the PPECB through legislation and subsidiary regulations such as Regulation 707 of 13 May has been able to assist exporters with compliance whilst achieving very high standards for South African agricultural processed and fresh products for export. Exporters and FBOs must be familiar with how PPECB operates for to enable their activities to be in sync with international standards.

The following link provides a form for completion to contact PPECB on information related to Food Safety Requirements: *https://ppecb.com/get-in-touch/?itb=food-safety-services*

1.5 THE EUROPEAN UNION AS A CUSTOMS UNION AND ECONOMIC PARTNER

The EPA is a trade agreement between the EU and South Africa, which promotes trade between South Africa and the EU member states. Exporters must understand this market and the laws that are applicable in that market so as to exploit relevant opportunities fully. The EU comprises 27 member states that function as a single market (Figure 6). This single market is a customs union with common tariffs among its member states, regulated by a single trade policy. The customs procedures are common for all the Member States, e.g., permits and tariffs are applied once on first entry with subsequent free movements of the products across borders of the Member States. There are no origin rules among the EU Member States. More on rules of origin (RoOs) is covered in Chapter 4. Under the EPA, SADC signatories enjoy free access to the EU market, duty-free and quota free on everything except military arms.

Figure 6: EU Member Countries



1.6 GEOGRAPHICAL INDICATIONS

A significant advantage presented by the EU market is the GI status of identified South African products. The EU-SADC EPA recognises and protects identified products from South Africa that have GI status; specifically, Protocol 3 of the EU/SADC EPA provides for the mutual recognition and protection of GIs nominated for protection by South Africa and the EU. GIs enable exporters to maintain the same name used in the country of origin of the product. The advantage presented by these arrangements is that it makes it easier to market these goods competitively in the EU market due to the recognised GIs that confer familiarity to consumers.

The following products from the EU are protected under the GI Protocol: various kinds of cheese, vinegar, meat products, fresh fruit and vegetables, and cereals.

South Africa currently has three products recognised with GI protection under the EPA: rooibos tea, honeybush tea (which are technically herbal infusions) and Karoo lamb.

In addition, the EU Commission has approved the registration of herbal-infused beverages (specifically rooibos) under Protected Designation of Origins (PDO)[7]. Obtaining a PDO status requires that all stages of production of a product, including processing (if relevant), takes place within the defined territory. Achievement of GI and PDO status in Europe makes it easier for SMMEs, with the right guidance, to consider it as an export venture business. In view of the foregoing discussed in this section, the exporter should visit D:FSQA and read on the information in the mentioned links to have a thorough understanding of how to export to international markets.

Readers can visit the following websites for more information on GIs:
- *www.old.dalrrd.gov.za/Branches/Agricultural-Production-Health-Food-Safety/Food-Safety-Quality-Assurance/Geographical-indications*
- *https://sadc-epa-outreach.com/images/files/sadc-eu-epa-geographical-indicationspaper-november-2017.pdf*

1.7 WHAT TO CONSIDER WHEN DESIGNING A EUROPEAN MARKET ENTRY STRATEGY?

The EU single market consists of 400 million consumers spread across different member states. There is ready access to the market with many opportunities. The exporter must be mindful that the single market is comprised of 27 different nationalities. This means that in designing the market entry strategy, there should be considerations around the different cultures that these Member States will present. In coming up with an effective market strategy, it is also crucial to consider the comparative and competitive advantages that are being offered by that market.

Globally, customers have become sophisticated consumers with unique preferences bordering on organic production and sustainability in line with the Sustainable Development Goals. As mentioned earlier, export of GI status of identified South African products presents a formidable strategy to penetrate the EU Market.

[7] *www.dalrrd.gov.za/doaDev/sideMenu/Food Import & Export Standard/docs/Regulating and inspection of agricultural products in SA Dr. Mutengwe.ppt*

CHAPTER 2

REGISTRATION AS AN EXPORTER WITH THE SOUTH AFRICAN REVENUE SERVICES (SARS)

Any foreign exporter (e.g., individual, or juristic person) who wishes to export goods from South Africa must register as an exporter and nominate a registered agent located in South Africa before such foreign exporter will be registered to export goods from South Africa.[8]

The SARS Customs Division plays the role of trade facilitation through the enforcement of various controls and regulations that promote seamless trade. SARS enforces these regulations on behalf of other government departments (e.g. DALRRD) in exporting fruit, vegetables, nuts, beans, and herbal-infused beverages. Registration with SARS is one of the first steps to undertake as an exporter to international/foreign markets.

2.1 HOW TO REGISTER AS AN EXPORTER WITH SARS

Exporters must complete Forms A185 and DA185, which are lodged with the Customs & Excise Office, where the exporter will be allocated a code. The following documents must accompany the application:
- Utility Bills with identification information
- Certified Copy of Identity Card
- Certificate of Incorporation
- Company Registration

Under SARS registration, exporters are streamlined into different categories of foreign, local, and exporters under preferential trade agreements. For more detailed information, visit the SARS website.[9]

2.2 PREFERENTIAL TRADE AGREEMENTS

South Africa has many trade agreements that are administered by Customs & Excise. These agreements enable products manufactured or wholly produced in South Africa to be exported to foreign markets under preferential treatment upon production of documents that support this status designation, such as the certificate of origin. The certificate of origin is discussed in more detail later in the Export Manual. Preferential treatment of products means these products are imported into the foreign country either duty-free or at reduced rates of duty on qualification and compliance with the laid down under the RoOs.

Examples of some Preferential Trade Agreements that South Africa has entered into include the MERCOSUR-SACU Preferential Trade Agreement, the African Continental Free Trade Area (AfCFTA) Agreement, SACU Trade Agreement (AfCFTA) and the EU-SADC EPA. The following countries form the EU-SADC EPA:
- South Africa
- Lesotho
- Botswana
- Namibia
- Eswatini
- Mozambique

Although the agreement is reciprocal, the EU-SADC EPA is asymmetrical. This means that the EU-SADC EPA affords SADC signatories free market access to the EU and provides greater levels of market access for SADC countries' exports to the EU compared to the EU imports coming into the region. There are also safeguard mechanisms to guard against the inherent injury to the domestic markets of the developing country that may be caused by the EU-SADC EPA.

The EUR1 is the certificate of origin that facilitates the exportation of products into the EU. For an exporter's products to enjoy preferential treatment, the exporting entity must register under that agreement and ensure the manufacturing or production of the products comply with laid down RoOs and other trade export regulations associated with the products or goods in question.

2.3 GENERALISED SYSTEM OF PREFERENCE (GSP)

The Generalised System of Preference (GSP) is a trade preference program that provides nonreciprocal, duty-free treatment enabling many of the world's developing countries to diversify and achieve economic growth through trade.[10] The following countries grant GSP: USA, EU countries, Canada, Australia including Iceland, Japan, Kazakhstan, New Zealand, Norway, the Russian Federation, Switzerland, Turkey, and the United Kingdom.

This preferential trade system is based on zero tariffs for qualifying goods exported by developing countries, including South Africa. Conditions are attached to the eligibility of the products or goods to be exported under GSP. Figure 7 outlines the process to be followed when clearing under GSP. For more information on goods that are eligible for clearance under the GSP, please visit: https://unctad.org/topic/trade-agreements/generalized-system-of-preferences, the SARS website[11] and the nearest Customs and Excise Offices.

8, 9, 11 *www.sars.gov.za/customs-and-excise/registration-licensing-and-accreditation/exporters*
10 *www.cbp.gov/trade/priority-issues/trade-agreements/special-trade-legislation/generalized-system-preferences#:~:text=GSP%20is%20the%20large*

Figure 7: GSP Checklist for the EU

- Step 1 Check the country coverage
- Step 2 Establish Product HS Tariff Classification (please go to chapter 5 on HS classification)
- Step 3 Check product coverage
- Step 4 Check your Pricing Model in comparison with Preference Margin
- Step 5 Check for additional preference not in conflict with GSP
- Step 6 Comply with origin criteria through consultations with SARS
- Step 7 Check consignment customs clearance in both South African and the EU
- Step 8 Compile exportation documentation (please see chapter 4)

2.4 EU TARIFF RATES QUOTAS

Tariff rate quotas (TRQs) are reduced rates of duty on allocated quantities of identified products under the EU-SADC EPA Agreement. These tariff quotas are based on allocated volumes of selected goods under the EU-SADC EPA. TRQs present opportunities to exporters to export products under preference.

The following products qualify under TRQs:
- Skimmed milk powder
- Butter
- Strawberries
- Sugar
- White crystalline powder
- Citrus jams
- Canned fruit
- Frozen orange juice
- Apple and pineapple juice
- Active yeast
- Wine
- Ethanol
- Certain Cut and Dry Flowers

Currently, opportunities are under-utilised[12] for:
- Canned fruit
- Active yeast
- Ethanol
- Citrus jams
- Strawberries
- Butter
- Skimmed milk powder and other related dairy products

Visit the following sites for more detailed information on TRQs:
www.old.dalrrd.gov.za/doaDev/sideMenu/Marketing/Gazette Notices/2023 EU Gazette.pdf
https://trade.ec.europa.eu/doclib/docs/2018/july/tradoc_157154.pdf

2.5 AFRICA CONTINENT FREE TRADE AGREEMENT (AfCFTA)

The AfCFTA signed in March 2018 hinges on promoting intra-African trade and creating regional and continental value chains to stimulate growth amongst African economies. Trading under the AfCFTA commenced on 1 January 2021. Its main objective is to deliver on accelerated industrialisation of Africa, stimulate economic growth across the continent, and support improved intra-African trade relations by creating regional value chains. In terms of intra-African trade, the AfCFTA liberalises 90% of tariff lines on general goods, while 7% will be liberalised for sensitive goods, and 3% of tariff lines will be exempt from liberalisation over a period of 10 years.

The AfCFTA has provisions to promote SMMEs to ensure they receive capacity building and be part of the mainstream economies in their countries to enable their participation in a market of almost 1.3 billion consumers. The AfCFTA Secretariat has identified the Agricultural Sector, Pharmaceutical Sector and Automotive Sector as the key entry points to ensure the accelerated industrialisation of Africa through value addition inherent in the value chains that will create numerous jobs in the process of economic growth.

[12] *www.tralac.org/blog/article/15251-update-on-the-preferential-tariff-rate-quota-utilisation-under-the-eu-sadc-epa.html*

The Continental Simplified Trade Regime envisaged under the AfCFTA will assist women in cross border trade and SMMEs to trade goods under AfCFTA preferential treatment without producing a formal certificate of origin. It is hoped that the Simplified Trade Regime will enhance and improve cross-border trade and encourage the formalisation of businesses amongst smallscale traders across the continent.

There are also Continent to Continent initiatives to bolster economic growth for Africa. Initiatives like the EU-Africa Business Forum[13] outfit have proposed different Working Groups, such as the Sustainable Agri-Food Systems Working Group.

The following crops have been proposed for trade between EU and Africa:
- Rice
- Maize
- Soy
- Cereals
- Fruit
- Vegetables
- Livestock
- Dairy
- Poultry

2.6 E-EXPORTS

Technology has played a huge factor in the rise of small parcels trade. Globally, SMMEs have been attracted to the use of the internet to gain entry into international markets, thereby establishing e-businesses. While the same export controls and regulations are still applicable, e-exporting readily presents certain advantages over traditional exporting. The introduction of blockchain technology in trade facilitation may see more and more SMMEs taking up e-exporting. It is important to search internet on jurisdiction policies of the chosen foreign markets destination when considering e-exporting.

[13] *www.euafrica-businessforum.com/sites/default/files/joint_business_decalaration_annexes_7th_eu-africa_business_forum.pdf*

CHAPTER 3

QUALITY AND FOOD SAFETY STANDARDS REQUIREMENTS FOR EXPORT APPROVAL OF PROCESSED FRUIT, VEGETABLES, NUTS, BEANS AND HERBAL-INFUSED BEVERAGES

3.1 QUALITY AND FOOD SAFETY STANDARDS

Agricultural food imports and exports are controlled by various directorates in conjuction with international organisations that promote food safety, quality and standards – all of which have already been discussed in Chapter 1. The seamless export of processed fruit, vegetables, nuts, beans, and herbal-infused beverages into international market is made possible by the harmonised trade landscape achieved through globally binding agreements on standards.

Exporters must note that food standards cut across all provisions that guarantee public health, nutrition, environmental sustainability, economic growth and employment. The trade landscape is characterised by ever changing consumer preferences. It is these standards on quality and safety assurance in the exported products that the consumers look for. Standards make food production processes transparent and traceable hence the need to ensure compliance at all levels.

Being a member of a reputable standard organisation and having the production processes of your enterprise recognised by such organisations through certification and accreditation enhances the image of both the enterprize and products.Exporters must seek to be members of such organisations.

Following are renowned organisations that formulate policies on standards:

The South African Bureau of Standards (SABS) was established in 1945 to promote product quality. The SABS has promoted competitiveness in South African industries and contributed to the growth of transparency in trade. Registration with SABS enhances the credibility of the products at both national and international levels. The SABS under the dtic serves as the Entry Point to alert exporters on notifications on trade-related issues that deal with standards and technical regulations.
www.thedtic.gov.za/sectors-and-services-2/industrialdevelopment/ technical-barriers-to-trade/

Codex Alimentarius is the internationally recognised standard associated with food safety. Although the Codex Alimentarius is not mandatory, many international markets (including the EU) rely on these standards to develop the policies and regulations related to food safety.14 Renowned and reputable standard associations have modelled their regulations along the Codex Alimentarius.
www.iberglobal.com/files/2018-2/exporting-to-europe-introduction-manual.pdf

United States of America Food and Drug Administration (USFDA): All suppliers of food products are required to register with the USFDA. Confectionery, dairy products, eggs and egg products, meats, fruits, nuts, and vegetables are the food products that the USFDA subjects to laboratory tests to ensure food safety. D:FSQA has detailed information on the treatment of food exports to the USA.

Japanese External Trade Organisation: This is an authority in Japan that regulates importation of foods products into Japan. It has its maximum residue limits for agricultural chemicals, feed additives and veterinary drugs in food promulgated through the Food Sanitation Act of 1959 to promote quality and food safety.

The British Retail Consortium (BRC) for Global Standards is an internationally recognised UK organisation. The BRC Global Standard for Food Safety is one of the most popular certification standards and has been adopted by food manufacturers all around the world, especially by those organizations supplying British retailers16. The BRC Retail Consortium for Global Standards is anchored on the HACCP System that aims to prevent potential food safety danger at every stage of food production up to consumption by the customer. The HACCP formulation plan is linked to the BRC quality management system. Certification by the BRC for Global Standards enhances confidence in the brand of the certified products.

GLOBALG.A.P. is an internationally recognised standard that has become a brand promoting environmentally responsible, sustainable good farm practices through a collection of ideas from producers, retailers, and other stakeholders in the food industry. GLOBALG.A.P certification calls for the need to foster and adopt responsible ways of farming. GLOBALG.A.P. offers programmes in the following sectors: crops, livestock, aquaculture, and offers more than 40 standards for compliance amongst producers and exporters. GLOBALG.A.P.'s Integrated Farm Assurance Standard is the most widely used standard monitoring and regulating fruit, vegetables, aquaculture, floriculture and livestock. To obtain GLOBALG.A.P. certification, there are 5 basic steps to be followed:
www.globalgap.org/uk_ en/what-we-do/globalg.a.p.-certification/five-steps-to-get-certified/index.html

The International Standard Association (ISO) is a membership-based organisation established in 1947 that works with experts from various disciplines like industry, government, academia, civil society, and not-for-profit organisations) to come up with a set of acceptable rules and benchmarks around safety, compatibility, and quality. The WTO is one of the critical partners of ISO as the organisation promotes transparent global trade within countries through common standards among the trading countries. The ISO, therefore, is a means to overcome trade barriers that can make international trade very unpredictable and costly too. It is important to note that the ISO does not certify organisations nor issue certification; it only issues international standards. The beneficiaries of ISO Certification are Industries, Authorities and Consumers.

3.1.1 ACCREDITATION AND CERTIFICATION

Accredited competent bodies are mandated by international bodies to certify or give written assurance that a service, product, or process has complied with a particular established standard, legislation, or policy to maximise the safe use of the service, product, or process. The South African National Accreditation System (SANAS) is recognised by the Accreditation for Conformity Assessment, Calibration and Good Laboratory Practice Act (No. 19 of 2006) as the sole national accreditation body for providing an internationally recognised, effective accreditation and good laboratory practice compliance monitoring system for South Africa.

Through several Mutual Recognition Agreements (MRAs), SANAS is a key player in trade facilitation that helps global acceptance of South African certification and inspection bodies. This facilitates smooth trade because of the confidence inferred by the accreditation. These MRAs ensure easy entry of compliant products into export foreign markets because of the accreditation body that is internationally recognised. MRAs grant SANAS the mandate to reject importation or exportation of products conducted by an organisation that has been accredited by an unrecognised standard association. The South Africa National Accreditation System website has a list of accredited organisations for the benefit of exporters. For more information visit *www.sanas.co.za/pages/index.aspx?page=international-regional-recognition*

It is important to be aware of other private standards authorities that complement existing authorities in promoting quality. Although these standards are private and voluntary, they play a big role in influencing consumers who look for their labelling on imported agri-foods.

Private standards organisations have relatively stricter requirements on the design of food safety and quality benchmarks in destination export countries. Compliance with standards by exporters is critical as any deviation may result in the export order and subsequent orders being cancelled and all exports from that country being banned.

3.2 HAZARD ANALYSIS CRITICAL CONTROL POINT SYSTEM

The Hazard Analysis Critical Control Point System (HACCP) is an international management system that identifies critical points in all food production and manufacturing stages. As an exporter of food products, it is critical to ensure that your organisation is certified with the Food ISO Standard 22000 because it assures customers of the continuous maintenance of high standards in the organisation.

In addition to the HACCP as a control measure, other countries (like the USA) engage the Principle of Equivalence established by the Food Safety and Inspection Services, Department of Health and Human Sciences and the USFDA. Equivalence processes establish the equivalence to the US standards in countries exporting to the USA to facilitate trade and promote compliance with safety policies on imported food.

3.2.1 QUALITY FOOD SAFETY STANDARDS COMPLIANCE

The Food Control Directorate is responsible for the development and compilation of policies and legislations that monitor food safety-related matters as an intervention to safeguard the safety and health of consumers. The Food Control Directorate is the National Contact Point for the joint FAO/WHO Codex Alimentarius Commission (CAC), International Food Safety Authorities Network (INFOSAN) and the EU Rapid Alert System for Food and Feed (RASFF). Through audits and support to provinces, the Food Control Directorate promotes compliance with legislation and enhances food safety and standards.

3.3 TRACEABILITY REQUIREMENTS

EU Regulation (EC) 178/2002 defines traceability as: The ability to trace and follow a food, feed, food-producing animal or substance intended to be, or expected to be incorporated into a food or feed, through all stages of production, processing and distribution.

The perishable nature of food demands an audit trail through traceability as a critical component of maintaining food safety standards. Proper food production and handling require rigorous systems to be implemented and high compliance requirements to eliminate risks inherent in food production. These systems also promote the quality and maintenance of high-safety food standards. Due to increased trade in food commodities, the supply chain has become complex and fragmented as the number of players in the supply chain rises. Traceability is very critical in each production stage of all food products. It is a prominent feature in quality control and demands strict adherence to HACCP. The concept Farm to Fork,[14] enables tracing the origins of the food from the point where it is being served back to the farm where it was cultivated.

Countries are also adopting and considering blockchain technology to achieve transparency in the audit trail, immutability, and traceability of agricultural processed products. Blockchain, as an intervention on traceability, is poised to positively impact international trade as a key player in trade facilitation. SMMEs and entrepreneurs will find it easier to comply with NTMs associated with standards through blockchain technology.[15]

14 *https://food.ec.europa.eu/system/files/2020-05/f2f_action-plan_2020_strategy-info_en.pdf*
15 *www.wto.org/english/res_e/publications_e/blockchainrev18_e.htm*

Traceability is a key component of standards as it assures the customers or consumers of the high standards that were followed in the production of food. Investment into blockchain technology by the government and other agencies will enable compliance with traceability regulations in agricultural processes in a competitive manner that is far less costly. Moreover, today's consumers associate their product preferences with brands. Traceability contributes to the enterprise's branding efforts around the products' compliance with prescribed traceability requirements becomes part of the market promotion of the products. PPECB has the guidelines and information on traceability compliance on their website at:
https://ppecb.com/audit-procedure/

Further information on traceability and other food safety issues can be obtained from the International Standards Organization (ISO), which has produced a 'family' of food safety standards:
www.iso.org/iso/home/standards/management-standards/iso22000.htm

3.3.1 MITIGATING COSTS ASSOCIATED WITH COMPLIANCE

SMMEs and emerging producers relatively face a high incidence of costs to comply with agricultural technical standards required by markets at local, regional as well as international levels. According to research, 'Suppliers have to pay listing fees of between R4,500 and R45,000 a year for a single product" carried by a supermarket.'[16] Commercial farmers are at an advantage in comparison with emerging farmers because of the economies of scale that enable them to mitigate these huge costs through the volumes they push in the supply chain.[17] These compliance costs raise barriers to entry into agricultural value chains for emerging producers. However, emerging producers can mitigate costs by forming cooperatives to achieve economies of scale as a strategy to overcome entry barriers into agricultural chains.

For more information on quality and food safety requirements visit:
www.old.dalrrd.gov.za/Branches/Agricultural-Production-Health-Food-Safety/Food-Safety-Quality-Assurance/International-Standards-Organizations

[16, 17] *www.compcom.co.za/wp-content/uploads/2019/10/CC-201903-Mtombeni-S.-Bove-D.-Thibane-T.-Makgabo-B-An-analysis-of-the-barriers-to-entry-and-expansion-limiting-and-preventing-access-to-markets-foremerging-farmer.pdf*

CHAPTER 4
DOCUMENTS REQUIRED TO EXPORT PROCESSED FRUIT, VEGETABLES, NUTS, BEANS AND HERBAL-INFUSED BEVERAGES

4.1 IMPORTANCE OF EXPORT DOCUMENTS

Documents for export-bound products constantly change due to amendments in legislation and procedures that are a hallmark of international trade. Delays in the clearance of the consignment caused by document errors can result in huge storage costs, huge demurrage charges, penalties, and cancellation of export orders. The export documentation requirements for foreign markets must be strictly adhered to. Processed fruit, vegetables, nuts, beans and herbal-infused beverages are strictly regulated by DALRRD and the designated assignee PPECB and the DoH. The permits, export certificates, addendum and licences are issued by these institutions.

The purpose of this chapter is for exporters to have a general knowledge of the documents that are required over and above documents prescribed by D:FSQA in order to facilitate the exportation of agricultural products out of South Africa. These documents support the declaration that is presented to the Customs Division of SARS. Furthermore, these documents facilitate the entry of the goods into the country of export and are the subject matter of scrutiny for authenticity and compliance with domestic laws and international trade. These documents are also a source of important statistics critical for important national policy formulation.

Exporters FBOs and SMMES must know the function of the documents as well as check the validity of permits and certificates in relation to the declaration submitted to Customs. Customs brokers or Customs Clearing agents are usually helpful in this regard as they assist in the compilation of these documents for submission to SARS.

4.1.1 FOREIGN EXCHANGE

Exports are responsible for the significant inflows of foreign currency in any country. The export invoice document provides information on the foreign currency proceeds. Through its Financial Surveillance Department, the South African Reserve Bank monitors all export foreign exchange proceeds as declared on the SARS Customs Declaration Form. Exporters need to make correct declarations supported by authentic documents, as it assists the government in assessing the export revenues generated by exported products. For more information on the treatment of export revenue proceeds visit:
- *www.resbank.co.za/content/dam/sarb/what-we-do/financial-surveillance/financial-surveillance-documents/Exchange%20Control%20Regulations,%201961.pdf*
- *www.resbank.co.za/en/home/what-we-do/financial-surveillance*

Additional information on treatment of export revenue is available from the bank at:
SARB, 370 Helen Joseph Street, Pretoria, 0002 | P O Box 427, Pretoria 0001, South Africa | Tel: +27 86 112 7272

4.2 FLOW OF EXPORT DOCUMENTS

4.2.1 STEP BY STEP OVERVIEW FOR EXPORT DOCUMENTS

1. **Contract:** there should be a contract between the exporter and the overseas buyer. The distribution agent can legally represent the exporter through an agreement. The contract should be clear to both parties covering the overall details of the sale, quantity packaging, period, and incoterms. The contract outlines the terms of the invoice, export order, mode of transport, and payment methods.

2. **Proforma Invoice:** the exporter raises the proforma invoice and sends it to the buyer, who will use the proforma invoice to check the requirements in their country, such as tariffs, preferences etc.

3. **Export Order:** The buyer issues the export order to the seller (exporter) after being satisfied with the proforma invoice. The export order is timed, specifying the period when the order should be delivered.

4. **Commercial Invoice:** This is a binding document outlining the name of the importer, the payment terms of the invoice, incoterms, specified discounts and other details as guided by the contract. The commercial invoice replaces the proforma invoice.

5. Thereafter, the customer/Importer draws an **Irrevocable Letter of Credit** to facilitate payment of the order through their commercial bank based on the commercial invoice. The exporter receives the Letter of Credit, confirms, and commits to deliver the consignment, and the exporter embarks on producing or preparing the export order.

6. The exporter then **engages a shipper** to proceed to book the identified modes of transport while the exporter makes necessary arrangements for consignment or cargo to be inspected.

7. **Permits:** The exporter assembles all the permits and licences. Examples of permits include:
   - Certificate to Export and Addendum processed by PPECB
   - Phytosanitary Certificate processed by the National Plant Protection Officer (NPPO) under the Directorate: Inspection

Services. The NPPO inspects plants to determine any diseases or pests according to the Agricultural Pest Act, 1983 (Act No. 36 of 1983). After ensuring compliance, a phytosanitary certificate is issued to allow the export/importation or order destruction if the plant is infected.
For more information visit:
www.old.dalrrd.gov.za/Branches/Agricultural-Production-Health-Food-Safety/ Food-Import-Export-Standards/Links
and also *http://www.ippc.int*
- Quality Assurance Certificate processed under FSQA
- Pre-Shipment Inspection Report processed by PPECB

8. **Free Sale certificate:** This certificate is used internationally. In South Africa it is issued by D:FSQA.This document certifies that the goods are freely marketed in South Africa and have been exported after compliance with all other regulations.

9. **Value and Origin documents:** The EU has a threshold for Customs Value Declarations. The threshold has been put at 150 euros for low-value consignments.23

10. **Invoice declaration:** This form is used by Customs to confirm the value of the goods. Invoice declarations can be used for consignments of up to €6,000. For more information visit https://trade. ec.europa.eu/access-to-markets/en/home and https://taxation-customs. ec.europa.eu/customs-4/calculation-customs-duties/customs-valuation_en

11. **Insurance of cargo:** After compilation of all the above documents, the exporter may need to ensure the consignment and insurance coverage is taken out for the cargo being exported.

12. **Transportation of Cargo from factory to country of export:** Transportation documents are largely binding, and authorities only work with original documents, not copies. With exports to overseas markets, the transport is usually multimodal: The following are the common documents as determined by the mode of transport:
    - Bill of Lading issued by shippers
    - Airwaybill issued by Airlines
    - Road Consignment Notes issued by Road Freighters
    - Rail Advice Notes issued by the National Railway line

Once all the paperwork is ready, the exporter will complete SARS Form SAD 500. The paperwork will be checked and verified by SARS. After the SARS has processed the documents, the consignment will be placed on board the means of transport for export to the foreign market.

For more information on Customs documentation in South Africa visit:
www.sars.gov. za/wp-content/uploads/Ops/Policies/SC-CF-30-Invoice-Requirements-for-Customs-External- Policy.pdf

4.3 CERTIFICATES AND RULES OF ORIGIN FOR THE EU AND AfCFTA

4.3.1 CERTIFICATES OF ORIGIN

The certificate of origin is a document that declares the nationality or origin of the consignment. There are two kinds of origin: preferential RoOs and non-preferential RoOs. SARS issues the preferential certificate of origin only after registration for clearance under preference. The nonpreferential certificate of origin is issued by the Chambers of Commerce.

Customs defines the four basic principles of rules of origin as being:
- The first is wholly produced. In the case of these rules, products are regarded as originating in a specific territory if all the materials used in producing the product are from that territory or if the product is wholly obtained. For example, wheat flour made exclusively from wheat grown in a country and milled in that country would be considered wholly produced.
- The second is the principle of value added in manufacturing a product. If this principle is applied, the product is normally considered to have originated in a specific country if a specified percentage referred to as local content of the product value has been reached during the process of manufacture.
- Minimal Operations such as packing, labelling or assemble cannot confer origin status as a principle.
- The de minimis principle allows for a prescribed percentage of non-originating to be part of the final product without affecting the origin status of the product.

SADC-EU EPA RoOs mean that products originating in South Africa destined for the EU will be imported into the EU under reduced or nil duties upon production of the certificate of origin (EUR1). There are 2 categories of origin criterion:
- **Wholly obtained**
  Wholly obtained products are primarily for agricultural products like fruit, vegetables, nuts,beans and herbal-infused beverages including livestock, poultry, eggs etc. These products naturally occur in the country of origin.
- **Sufficiently worked or processed**
  Sufficiently worked or processed products are divided into 4 categories:
  - Value added
  - Non-Originating Material
  - Specific Processes
  - Change in Tariff Heading

The prescribed certificate of origin is only issued to an exporter registered with SARS. Each preferential agreement has a prescribed form and procedure, which, upon completion and compliance, enables the exporter to be granted the certificate of origin. The exporter must visit the nearest SARS Office (Customs & Excise) for detailed information on the issuance of certificates of origin.

The certificate of origin enables the exported products to be competitive in the foreign market, and exporters benefit from the certificate of origin because of these waived duties.

Acquiring a certificate of origin requires exporters to be able to distinguish the above processes. This can be achieved with the assistance of a trade expert. For more information on RoOs visit:
https://www.wcoomd.org/-/media/wco/public/global/pdf/topics/origin/overview/origin-handbook/rules-of-origin-handbook.pdf

4.3.2 RULES OF ORIGIN FOR FRUIT, VEGETABLES, NUTS, BEANS AND HERBAL-INFUSED BEVERAGES EXPORTED TO THE EU

The RoOs determine which products can benefit from the trade preferences. The SADC EPA has formulated a way to make it much easier for SADC countries to benefit from reduced EU customs duty rates for their textiles products using imported fabric. This will benefit the textile industry in countries such as South Africa or Lesotho.[18]

This principle is also extended to processed products such as those covered by this Export Manual. Under the EU RoOs, products are considered to be wholly obtained in the partner country when the process has exclusively occurred in the partner country without any material from outside that country being incorporated in the process.Please visit website: https://taxation-customs. ec.europa.eu/customs-4/international-affairs/origin-goods_en for additional information.

Cumulation of origin is in force within the EU Member States. Products sufficiently transformed must be considered under the cumulation concept, which has three categories: bilateral cumulation, diagonal cumulation and full cumulation.
For more information visit:
https://taxation-customs.ec.europa.eu/customs-4/international-affairs/origin-goods/generalaspects-preferential-origin/common-provisions_en

4.3.3 RULES OF ORIGIN UNDER THE AfCFTA

The AfCFTA is built upon the existing eight regional economic communities (RECs) as recognised by the African Union:
- Arab Maghreb Union (AMU)
- Common Market for Eastern and Southern Africa (COMESA)
- Community of Sahel Saharan States (SEN-SAD)
- East African Countries (EAC)
- Economic Community of Central African States (ECCAS)
- Economic Community of West African States (ECOWAS)
- Intergovernmental Authority on Development (IGAD)
- Southern Africa Development Community (SADC)

The AfCFTA RoOs have been negotiated along the same lines as the RoOs obtaining in the existing RECs. What this means is that the RECs can continue to use the existing RoOs under the AFCFTA but have the option to apply the AfCFTA RoOs too. This may be applicable to State Parties which are not in the same Regional Economic Community.
To download the Manual on AfCFTA Rules of Origin visit:
https://au.int/en/documents/20221012/africancontinental- free-trade-area-rules-origin-manual

Cumulation under the AfCFTA has been defined as raw materials or semi-finished goods originating in any of the State Parties and undergoing working or processing in another State Party, shall be deemed to have originated in the State Party where the final processing or manufacturing takes place.[19] The AfCFTA has adopted the cumulation of origin within the defined parameters, similar to the EU, for the purposes of facilitating the growth of value chains among the AfCFTA Member States without compromising the RoOs already in place. This relaxation of the RoOs is meant to facilitate trade among State Parties.

[18] *https://trade.ec.europa.eu/access-to-markets/en/content/epa-sadc-southern-african-development-community#:~:text=The%20EU%2DSADC%20Economic%20Partnership,states%20can%20benefit%20your%20trade*
[19] *https://au-afcfta.org/wp-content/uploads/2022/01/Annex-2-to-the-CFTA-Agreement.pdf*

CHAPTER 5
HARMONISED SYSTEM, TARIFFS AND VALUE ADDITION

5.1 WHAT IS THE HARMONISED COMMODITY AND DESCRIPTION SYSTEM?

Harmonised Commodity and Description System (HS Code) Nomenclature is a World Customs Organisation (WCO) compilation of harmonised descriptions of internationally traded products through codes that have been universally accepted. Countries adopt the HS Code through an Act of Parliament. It covers internationally traded goods and is universally used in tariff classification. The HS Code is a legal instrument that goes beyond trade facilitation extending its use by:

- Statistical agencies in data compilation and analysis
- Governments in analysing trends in international trade
- Clarifying description of goods on commercial invoices
- Assisting the application process of permits on restricted or controlled goods
- Indicating duty rates for use by SARS (Customs & Excise Division) and importing country
- Regulation of sectors of the economy through assessing injury to the domestic market

The fast-paced international trade environment demands periodic updates of the Harmonised System to capture new products in the Harmonised System. The updates are every five years; the current version is the HS2022 Version after HS2017. At the national level, HS Codes are amended through Statutory Instruments in conjunction with WCO.

5.2 COMMON EXTERNAL TARIFF

Tariff classification of goods demands specific expertise. The Southern African Customs Union (SACU) common external tariff comprises 6 digits harmonised globally and applied in international trade. The common external tariff consists of the description of the products referred to as headings in the Harmonised System. At a national level, more digits can be added. These can be increased up to 8 or 10 as dictated by the demands of regional trade. It is important to note that amendments to the HS Codes are done with the consultation of WCO.

Tariff classification is done within a set of legally binding rules. In the EU, the HS code is also known as the product code. It is the responsibility of the importer to classify the products correctly. The product code should have a similar code to the export documents processed by SARS, especially the common external tariff.

5.3 TYPES OF TARIFFS

There are about 3 types of duties, namely:
(a) Specific Rate of duty,
(b) Ad valorem Rate of Duty and
(c) Combination Rate of Duty.
The exporter should contact the country of import regarding the duties that are expected on the consignment that is being exported. Under preferential treatment of goods, tariff rates are reduced on producing the certificate of origin. For more information on duty rates in the EU market visit https://trade.ec.europa.eu/access-tomarkets/en/home.

5.4 VALUE ADDITION

Value addition in agriculture through expanded value chains is a means to increase economic rent for established commercial agricultural entities and emerging producers while creating jobs within the economy. Emerging farmers need to appreciate the whole agricultural supply chain and identify entry points for value addition to become part of the supply chain. Through this appreciation, small-scale farmers start to think of themselves as players in the supply chain and embark on value addition activities that benefit the whole circle.

The US Agency for International Development defines a supply chain as 'the full range of activities that are required to bring a product or service from its conception to its end use, including all the market channels available to all firms.'

Therefore, the economic spillovers from value addition comprise increased economic rent or income and increased economic activity characterised by increased employment opportunities.

In the context of tariff classification, value addition or transformation of a product may result in creating an entirely new product with a different product classification code. The origin of the product may also change depending on the transformation processes and location where value addition occurred. Exporters are encouraged to conversate with RoOs, especially the sufficiently worked or processed category. In the event of a new tariff heading, the exporter must ensure the product is registered for clearance under preference by following the processes involved in application for preference.

CHAPTER 6
TRADE INCOTERMS®

6.1 WHAT ARE TRADE INCOTERMS?

Trade Incoterms are international transacting standards that can be engaged at both domestic and international level. The use of incoterms is not confined to customs only but can extend to various aspects of business transactions. Using incoterms eliminates ambiguity and achieves clarity in responsibilities and expectations of the transacting parties.

The comprehensive list of incoterms shared in the Export Manual will assist exporters and importers in the right choice of an incoterm as determined by their understanding of the incoterm, the consignment in question, point of loading facilities, and payment. It will help exporters to engage experts who will assist in the correct interpretation of the trade incoterms vis-à-vis the products.

Trade Incoterms are rules that lend transparency and credibility to commercial transactions between two or more transacting parties. The term INCOTERM is an acronym that means international commercial terms. Trade Incoterms are a trademark of the International Chamber of Commerce (ICC). The ICC is an internationally recognised authority responsible of designing these international transacting standards as demanded by the international trade landscape.

Incoterms 2020 replaced Incoterms 2010 with effect from the 1st of January 2020. For an exporter, prior research on trade incoterms should prelude the export contract that will result in an export order. Inadequate research on incoterms may result in the choice of a wrong incoterm that may have a disastrous ripple effect in the whole supply chain of the export order.

6.1.1 NEGOTIATING TRADE INCOTERMS

Incoterms identify the point of transfer of cost and risk from seller to buyer concerning the goods that are being sold between two parties. Exporters must know how to negotiate favourable incoterms. However, it is always advisable to engage a trade lawyer, an authorised economic operator, a customs broker, or any reputable expert in the field. Notwithstanding the expertise required, exporters must be familiar with what incoterms cover as well as what they do not cover. In addition, incoterms do not address issues of wrongly supplied goods, nor do they redress the delay of the delivery of goods or products.[20]

When specified in a commercial invoice, incoterms help to initiate communication between the buyer and seller around the documents required, the loading /delivery facilities, departure and expected arrival time. This communication is however not binding as it is dialogue between parties. Once the information is on a document like the invoice waybill or consignment it becomes binding.

6.2 CHOOSING TRADE INCOTERMS: WHAT DETERMINES THE CHOICE OF AN INCOTERM?

There are several factors that influence the choice of an incoterm. The choice of an incoterm should be done through the advice of an expert. However, it is also desirable for the exporter to have an overview of how the incoterm is chosen. These are some of the elements to consider when choosing incoterms as an exporter:
- The exporter must be aware of the obligations and implications as the seller.
- The exporter must be aware of the point where risks and costs are transferred to the buyer
- State of preparedness is required once risks and costs are assumed

6.2.1 LIST OF INCOTERMS 2020 AND WHAT THEY DEPICT

Figure 8 (on the following page) illustrates what the incoterms abbreviations stand for and the point of risk transfer. It is advisable that exporters take note of Incoterms 2020 for any transport mode or modes of transport:

EXW Ex Works
FCA Free Carrier
CPT Carriage Paid To
CIP Carriage and Insurance Paid To
DAP Delivered at Place
DPU Delivered at Place Unloaded
DDP Delivered Duty Paid

Incoterms 2020 for sea, inland and waterway transport:

FAS Free Alongside Ship
FOB Free on Board
CFR Cost and Freight
CIF Cost Insurance and Freight

[20] *www.herald.co.zw/importance-of-incoterms-on-commercial-invoices*

Figure 8: Incoterms 2020 Rules

INCOTERMS® 2020 RULES
CHART OF RESPONSIBILITIES AND TRANSFER OF RISK

	Any Transit Mode		Sea/Inland Waterway Transport				Any Transport Mode				
	EXW	FCA	FAS	FOB	CFR	CIF	CPT	CIP	DAP	DPU	DDP
	Ex Works	Free Carrier	Free Alongside Ship	Free On Board	Cost & Freight	Cost Insurance & Freight	Carriage Paid To	Carriage Insurance Paid To	Delivered at Place	Delivered at Place Unloaded	Delivered Duty Paid
Transfer of Risk	At Buyer's Disposal	On Buyer's Transport	Alongside Ship	On Board Vessel	On Board Vessel	On Board Vessel	At Carrier	At Carrier	At Named Place	At Named Place Unloaded	At Named Place
Charges/Fees											
Packaging	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Loading Charges	Buyer	Seller*	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Delivery to Port/ Place	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Export Duty, Taxes & Security Clearance	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Origin Terminal Charges	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Loading on Carriage	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Carriage Charges	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Insurance						Seller		Seller			
Destination Terminal Charges	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer**	Buyer**	Seller	Seller	Seller
Delivery to Destination	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller
Import Duty, Taxes & Security Clearance	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller

SHIPPING SOLUTIONS® Export Documentation and Compliance Software
1.888.890.7447 www.shippingsolutions.com info@shipsolutions.com
This chart is designed to provide a basic level of understanding of Incoterms® 2020 Rules published by the International Chamber of Commerce (ICC). For a more detailed explaination, visit the ICC website.

* Seller is responsible if term is FCA at seller's facility.
** If seller incurs costs under its contract of carriage, seller cannot recover the costs from the buyer without buyer's agreement.

Courtesy of Shipping Solutions

A notable departure from the Incoterms 2010 is DAT-Delivery at Terminal, which has been renamed DPU (Delivery at Place Unloaded) in Incoterms 2020. DPU can be considered in an agreement by both seller and buyer for consignments such as those associated with the construction industry. The consignment may be delivered to the construction site instead of the terminal.

DPU Incoterm is also used on consolidated consignments. The seller bears the risk and costs up to delivery and is responsible for unloading and delivering the goods to the multiple buyers who make up the consolidated consignment. If the goods require special handling, the seller ensures special handling equipment is sought. In a situation where the seller cannot provide the services, an alternative incoterm such as Delivery at Place will be the next option.

For detailed illustrations on incoterms, visit *https://iccwbo.org/business-solutions/incoterms-rules/incoterms-2020*

6.2.2 ON WHICH EXPORT DOCUMENTS DOES THE SELECTED INCOTERM APPEAR?

The incoterm must appear on all the documents, especially the carrier documents and the commercial invoice. The commercial invoice should always capture the incoterms or what is generally referred to as the terms of the invoice. The terms of the invoice should be similar to what appears on carrier documents. Therefore, the carrier documents and the commercial invoice are one of the most crucial sets of documents in relation to a consignment.

For in-depth information about the commercial invoice and incoterms visit:
www.fedex.com/en-gb/shipping-channel/customs-clearance/commercial-invoice.html

Table 3: Incoterm Descriptions

Incoterm	Full Term	Description
Incoterms 2020 for any transport mode or modes of transport		
EXW	Ex-Warehouse	The risk or liability for the goods transfers from the seller to the buyer when the goods are made available at the named place.
FCA	Free Carrier	The seller must load the goods on the buyer's transport, at which point the risk for the goods transfers to the buyer.
CPT	Carriage Paid To	The seller is responsible for the transportation costs associated with delivering goods to the named place of destination, which is always on the buyer's side.
CIP	Carriage and Insurance Paid To	The seller is responsible for delivering goods to the first carrier or another person stipulated by the seller at a named place of shipment, at which point risk transfers to the buyer. The seller is responsible for the transportation costs and insurance associated with delivering goods at least to the named place of destination, which is always on the buyer's side.
DAP	Delivery at Place	The seller is responsible for all charges and risks in transit until the goods reach their named destination on the buyer's side, at which point the risk transfers to the buyer.
DPU	Delivery at Place Unloaded	The seller is responsible for clearing the goods for export and bears all risks and costs associated with delivering the goods and unloading them at the named port or place of destination. The buyer is responsible for all costs and risks from this point forward, including clearing the goods for import at the named country of destination.
DDP	Delivery Duty Paid	DDP puts the maximum risk and responsibility on the seller. It requires the seller take responsibility for clearing the goods for export including the e-filing, bear all risks and costs associated with delivering the goods, unload goods at the terminal at the named port or place of destination, clear the goods for import clearance and payment, and bring the goods to the place of destination. Risk transfers to the buyer at the destination, so it should be stated clearly and precisely.
Incoterms 2020 for sea, inland and waterway transport		
FAS	Free Alongside Ship	The seller has fulfilled its obligation when the goods are made available alongside the vessel (for example, a quay or barge) nominated by the buyer at the named port of shipment . The buyer is responsible for loading the goods on their transport and everything else necessary to get the goods to the final destination .
FOB	Free on Board	The seller has fulfilled its obligation when the goods are loaded on the vessel nominated by the buyer at the named port of shipment . With FOB, the seller is responsible for loading the goods on the transport, while the buyer is responsible for everything else necessary to get the goods to the final destination .
CFR	Cost and Freight	The seller has fulfilled its obligation when the goods are delivered and loaded on the vessel they've nominated at the named port of shipment . The risk or liability for the goods transfers from the seller to the buyer as soon as the goods are loaded on board the vessel before carriage takes place, and the buyer bears costs from that point forward.
CIF	Cost Insurance & Freight	the seller is responsible for loading properly packaged goods on board the vessel they've nominated, cost of carriage to the named port of destination on the buyer's side, and insurance to that point . CIF is one of only two Incoterms 2020 rules that identify which of the parties must purchase insurance .

CHAPTER 7
COST BREAKDOWN OF SHIPMENTS

Many exporters make the mistake of using the price they sell the product for in the local market and adding additional export-related costs. The first step should be to re-investigate production costs and deduct any costs that do not form part of the export process. There is a myriad of costs associated solely with the movement of cargo over and above the production of goods for international markets. It is important to understand the different services and the implied costs of services at every stage of the consignment journey. The chosen incoterm has a bearing on the landed cost.

The international environment introduces exporters to logistic scenarios and payment challenges that are not part of their domestic environment. Furthermore, in international trade, the whole chain of exporting/shipping goods or products comprises sub-costs to arrive at what is termed the landed cost of the product.

Landed costs comprise production costs and include ancillary charges that are incidental to moving the goods to the export country. Landed cost help the exporter assess the price competitiveness in the export market.

7.1 TYPES OF BILL OF LADING

The Bill of Lading is a non-negotiable instrument used by shippers and airlines to move cargo across international borders. This document bears all the details of the owner of the goods, details of the destination, description and weight of the goods. The Bill of Lading is used to track the movement of goods and must be presented to the shipper for the release of the goods after it is stamped by customs.

There are two types of Bills of Lading: the House Bill of Lading and the Master Bill of Lading. The House Bill of Lading is the evidence of a contract between the owner of the goods and the carrier, while the Master Bill of Lading is proof that the goods have been delivered to the declared destination. The exporter must always keep the original documents of the Bill of Lading until payment is fulfilled. The original Bill of Lading authorises the owner of the goods to take delivery once the consignment arrives at the agreed point.

7.2 SHIPPING AND FORWARDING

Moving international consignments can involve more than one kind of transport mode. An exporter's choice of transportation mode is influenced by the size and weight of the consignment, the urgency of the consignment, the limitations or restrictions about the cargo, and the nature of the consignment – amongst a host of all other considerations. There are advantages and disadvantages to each transportation mode.

Shipping and Forwarding services are now referred to as freight forwarding. The exporter must learn how to distinguish these functions. Shippers are responsible for moving consignments by sea up to the port as indicated by the incoterms on the shipping documents. The shipper is not responsible for getting the goods to the destination.

The forwarder is responsible for the management of the consignment while enroute. The incoterms will identify whose responsibility it is to appoint the freight forwarder. Freight costs and forwarding costs are distinct. Freight costs comprise shipping costs, including ancillary charges associated with the movement of goods to the country of export. Freight costs may include insurance as determined by the incoterm, for example, CIF (Cost Insurance and Freight). The exporter must pay attention to these costs, although the terms on the invoice are always an invaluable guide.

For more information visit: *www.marineinsight.com/maritime-law/what-is-billof-lading-in-shipping*

7.3 OBLIGATIONS OF THE VARIOUS PARTIES INVOLVED IN TRANSPORTING GOODS

7.3.1 OBLIGATIONS OF THE SHIPPING COMPANY

The shipper draws the Bill of Lading, a non-negotiable instrument sent to the buyer of the goods and used in all the stages of the movement of the goods. In terms of responsibilities, the shipper organises and arranges for the following:

- The cargo to be shipped
- Compiles all the documentation that has gone through Customs
- Books the cargo space
- Identifies the best route for transportation and
- Monitors the movement of cargo up to the port

7.3.2 OBLIGATIONS OF THE AIR TRANSPORTER

Airliners draw the Airwaybill that identifies the owner of the cargo. The Airwaybill is a nonnegotiable instrument indicating the details of the route and incoterms as they appear on the invoice. The transporter must ensure the documents have gone through Customs for the authority to load.

7.3.3 OBLIGATIONS OF THE ROAD TRANSPORTER

Road transporters draw road consignment notes indicating the description of the load and the consignee once they get all the relevant documents from the exporter. The road transporter is responsible for the timely delivery of the consignment, notwithstanding delays beyond the transporter's control. Any delay that has yet to be occasioned by the transporter attracts demurrages payable by the goods' owner. This mode of transport is commonly used in exporting to neighbouring countries, namely Zambia, Zimbabwe, and Malawi. Other countries also serviced by road are Namibia, Angola, the Democratic Republic of the Congo, Botswana, Lesotho, some parts of Mozambique and Tanzania.

7.3.4 OBLIGATIONS OF THE RAIL TRANSPORTER

For South Africa, Transnet's Freight Rail division offers rail services. It maintains an extensive rail network across South Africa that connects with other rail networks in the sub-Saharan African region. SARS grants authority to load, and the rail transporter will not load without the prescribed documentation required by law. For more information visit:
www.sars.gov.za/wp-content/uploads/Legal/SecLegis/Legal-LSec-CE-RA-Customs-and-Excise-Rules-1995-as-amended.pdf >>Exports by rail section

Table 4: Summary of Costs Associated with Export Shipments

Cargo Dues	Port levy payable for use of port facilities
Terminal handling charges	Collected by terminal authorities at each port against handling equipment and maintenance.
Container Rate 'Box Rate' (FCL Shipment)	A 'box rate' is charged for an FCL, regardless of its contents. Ocean freight rates are normally quoted based on 'full liner terms' (FLT); that is, the loading and off-loading costs are included in the freight rate. Rates are quoted in US dollars and converted into rands at the bank's selling rate on a date nominated by the shipping line.
Surcharges	Additional fees that can be applied by shipping lines to absorb increases in costs. Examples: BAF (Bunker Adjustment Factor); CAF (Currency Adjustment Factor); Port Congestion; ISPS (International Security Port Surcharge), etc.
Less than Container Load (LCL)	LCL shipments, bulk and break- bulk cargo are charged on the basis of 1,000 kg/1m³

STEP BY STEP EXPORT MANUAL

CHAPTER 8
SHIPPING AND FORWARDING

8.1 THE DISTINCTION BETWEEN A SHIPPING AGENT AND A CLEARING AGENT

It is common to mix the role of a shipping agent and that of a clearing agent, as their designated roles and responsibilities tend to blur in daily operational realities. However, there is a difference in their respective roles and responsibilities. Shippers are responsible for moving consignments by sea up to the port as indicated by the incoterms on the shipping documents. The shipper is not responsible for getting the goods to the destination.

A clearing agent or customs broker is responsible for customs clearing the consignments, whether for export or import. The clearing agent is engaged by the exporter or seller of the goods in the exporting country, while the buyer in the foreign market appoints their registered agent to do the customs clearing. The clearing agent uses documents such as permits and certificates for the export and submits the documents to the Customs Division upon registration of the SAD 500 at SARS.

Duties of a Shipping/Forwarding Agent
For more information refer to section 7.2 and visit: *www.marineinsight.com/maritime-law/what-is-bill-of-lading-in-shipping*

8.2 DUTIES OF A CLEARING AGENT

- They take instructions from the exporter who is the principal, based on the export documentation relating to the cargo.
- They examine the documents for validity and relevance and advise the exporter accordingly.
- They check the correctness of all documents, including the permits. It is the responsibility of the exporter to get all the necessary permits, arrange inspections and get the certification.
- The clearing agent coordinates all the logistics, including carrier documents, to create a file of the documents that will support registration with SARS.
- The agent is responsible for monitoring the customs clearance of the documents until the Release Order is issued from SARS, signifying that the goods/consignment has been authorised for export.

8.3 ATTRIBUTES TO CONSIDER WHEN CHOOSING SERVICE PROVIDERS FOR THE EXPORT

- They must be a registered reputable entity qualified by their own customers and not their marketing section.
- They must be competent and have a thorough knowledge of the industry
- There should have automated systems
- They must be represented in most seaports and entry points.

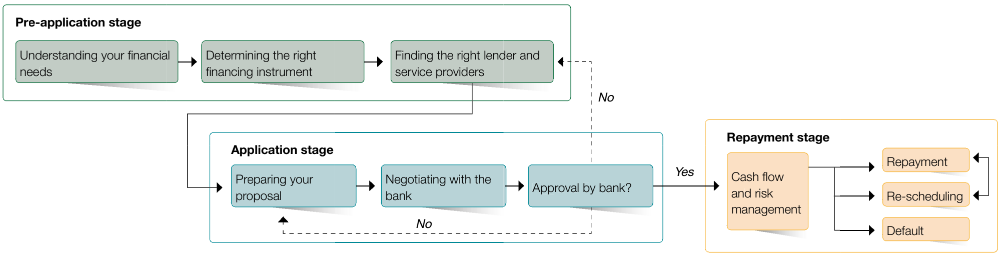
CHAPTER 9
EXPORT CREDIT AND RISK MANAGEMENT

Generally, most SMMEs, women-owned businesses and entrepreneurs struggle to finance their business activities compared to established entities. This is because they are perceived to be at higher risk by commercial banks and other similar financial institutions. DALRRD offers opportunities to these entities to scale up their business growth and participate in value chains linked to international markets. However, the lack of financial capacity impedes their effective uptake and participation in these value chains in international trade.

The SADC-EU EPA and the AfCFTA both have protocols that focus on capacity building for SMMEs as a strategy to participate in export development. Exporters need to familiarise themselves with these provisions to leverage on them to address the financial gaps. This also extends to acquiring financial literacy and knowledge of finance vehicles that can finance SMMEs other than traditional institutions.

Financial literacy is an important step to be undertaken as an exporter and to improve an entity or individual's participation in export markets. The purpose of this section is to provide the exporter with an understanding of the different financing processes related to shipment as well as the different types of financing insturments on offer to entities that participate in importexport business activities. The diagram Figure 9 below lays out the process to follow when analysing the financial obligations of the enterprise.

Figure 9: Stages of the Financing Process



Source: WTO ITC-Export Financing

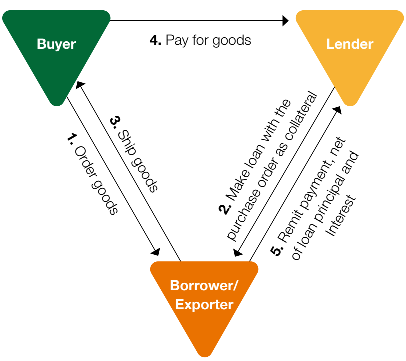
Appreciation of the above processes can help an exporter understand their business's financial position in relation to its capital needs. The finance needs can be paddocked into pre-shipment financing, post-shipment financing, long-term financing and short-term financing.

9.1 FINANCING PROCESSES RELATED TO SHIPMENT

9.1.1 PRE-SHIPMENT FINANCE

Pre-Shipment finance or credit assists in providing business with working capital on the onset of the receipt of the export order. Financial institutions can assist with finance through a sound business proposal backed by adequate collateral, such as an Export Order. Figure 10 below shows how the bank can use the export order as collateral to lend the exporter capital.

Figure 10: Process of Pre-Shipment Finance



Source: WTO ITC-Export Financing

9.1.2 POST-SHIPMENT FINANCE

Once the business has commenced operations, an exporter must analyse all the operational costs and assess inventories and overheads against proceeds received from the initial order. Correct assessment will assist in raising capital adequate to bridge the gap until the business self-finances.

9.1.3 SHORT TERM FINANCE

This type of finance focuses on the daily operation of the business, such as the purchase of raw materials, wages, and payment of utility bills.

9.2 LETTER OF CREDIT

Trust is a desired attribute between trading parties in international trade. The buyer needs assurance that the goods, per the Export Order, will be delivered upon payment. In contrast, the exporter needs the same commitment that payment for the goods will be secured upon delivery of the goods to the buyer. It is the Letter of Credit that can allay the mistrust between the trading partners. The Letter of Credit is a negotiable instrument that guarantees the payment of goods in international trade. Depending on the contract, it can be non-negotiable or irrevocable.

The buyer obtains a Letter of Credit through their bank in the importing country. The bank issues the Letter of Credit upon the application process that is supported with acceptable collateral from the buyer. In addition, the bank requires export documents like the packing list, certificate of origin and the Bill of Lading. The exporter is named the beneficiary, and the exporter's details are captured on the Letter of Credit. The bank guarantees to pay the exporter in full even if the buyer fails to honour the agreed obligations.

9.2.1 DISCOUNTING OF BILLS OF EXCHANGE/DRAFTS

When payment is by a letter of credit, a bill of exchange is often stipulated and required to be drawn on the nominated negotiating bank. Once this bank accepts the bill, it becomes liable under it. An exporter holding such an accepted bill of exchange can use it to raise finance by 'selling' it to a bank on a discounted basis. A significant advantage of discounting a bill of exchange is that an exporter receives payment in South African Rands as soon as they negotiate the bill, thus free of any further risk of exchange loss. However, before adopting this finance method, exporters should discuss this option with the foreign or international branch/division of their banks.

9.3 KINDS OF FINANCIAL SCHEMES AVAILABLE TO EXPORTERS

9.3.1 EXPORT CREDIT GUARANTEE SCHEMES

These are semi-autonomous financial instruments that hedge the risk inherent in international trade by offering different services like risk profiling of the export market, providing insurance cover in the event of the unforeseen and acting as guarantors of SMMEs when they approach banks for financial assistance.

Visit *www.thedtic.gov.za/financial-and-non-financial-support/incentives/agro-processing-supportscheme* for more information on Export Credit Guarantee Schemes.

9.3.2 SMALL ENTERPRISE DEVELOPMENT AGENCY

The Small Enterprise Development Agency (SEDA) is part of the Department of Small Business Development's portfolio of agencies. It is focused on assisting SMMEs with business skills development, training and capacity building, and several other initiatives. Specifically, SEDA offers the following services: business registration (close corporations, cooperatives, patents); business planning and management; marketing research and planning; facilitating access to finance; assistance with access to markets; trade exhibitions; technology access such as product testing, development, and certifications; business training. For more information on SEDA, visit *www.seda.org.za*

9.3.3 EXPORT INCENTIVE SCHEMES

Agro-Processing Support Scheme (APSS)
The APSS aims to stimulate investment by South African agro processing / beneficiation (agribusiness) enterprises. The investment should demonstrate that it will achieve some of the following: increased capacity, employment creation, modernised machinery and equipment, competitiveness and productivity improvement and broadening participation. The APSS provides financial assistance in the food and beverage process of value addition, such as cleaning, sorting, grading, waxing, controlled ripening, labelling, packing & packaging, ripening, refrigeration, cold storage facilities, canning, freezing, freeze drying, wood carving, extrusion, synthesising, polymerisation.

For more information visit: *www.thedtic.gov.za/wp-content/uploads/APSS-Guidelines_Amendments.pdf*

Export Marketing & Investment Assistance Scheme
This institute assists exporters in looking for foreign markets through research and helps South Africa to attract foreign direct investment.

For more information visit: *www.thedtic.gov.za/sectors-and-services-2/1-4-2-trade-and-export/export-marketing-and-investment-assistanceemia*

CHAPTER 10
INFORMATION SOURCES FOR MARKET RESEARCH AND MARKET ANALYTICAL TOOLS

As a South African exporter, it is vital to conduct market research through various lenses that can be summarised as competitive, comparative, and economies of scale and consider opportunities for diversification. These strategies apply to all markets.

10.1 MARKET RESEARCH INFORMATION SOURCES ON PROCESSED FRUIT, VEGETABLES, NUTS, BEANS AND HERBAL-INFUSED BEVERAGES

DALRRD, in conjunction with Technical, Food, Health, and Safety Standards:
- PPECB
- DoH: Department of Food Control
- D:FSQA
- D:IS
- the dtic

South African Revenue Services:Customs and Excise Division:
www.sars.gov.za/contact-us/customs/ - :~:text=
All telephone calls to Customs Centre on 0800 00 7277

Clearing/Customs Brokers and Freight Forwarders provide information on HS Codes as guided by SARS (Customs & Excise) Regulations:
www.sars.gov.za/customs-and-excise/import-export-and-transit/exports

Export Promotion Agencies identify markets and assist exporters:
www.thedtlc.gov.za/sectors-and-services-2/1-4-2-trade-and-export/exportdevelopment-and-promotion/export-promotion

National Export Advisory Council provides various interventions, including capacity building:
www.thedtic.gov.za/sectors-and-services-2/1-4-2-trade-and-export/exportdevelopment-and-promotion/export-organisations

South African Export Councils provide export capacity building:
www.thedtic.gov.za/sectors-and-services-2/1-4-2-trade-and-export/exportdevelopment-and-promotion/export-organisations

10.2 AN OVERVIEW OF VARIOUS NATIONAL DEVELOPMENT PROGRAMMES FOR EXPORTERS

10.2.1 NATIONAL EXPORTER DEVELOPMENT PROGRAMMES (NEDP)

The NEDP is an architect of the dtic that targets SMMEs exporters to be well-resourced, efficient, and effective exporters. This programme promotes export development in South Africa by assisting enterprises to be export-ready through interventions such as capacity building in leadership, promoting collaborations among stakeholders and creating an enabling environment.

For more information visit: *www.thedtic.gov.za/sectors-and-services-2/1-4-2-trade-andexportexport-development-and-promotion/national-exporter-development-programme-nedp*

10.2.2 GLOBAL EXPORTERS PASSPORT PROGRAMME (GEPP)

This is part of NEDP primarily focused on capacity building on SMMEs to be export ready and competitive for participation in global markets. This department within the dtic has numerous export courses, all designed to give the potential exporter skills to navigate the international trade terrain. The courses are intended to provide knowledge on the export cycle, including various linkages to the export cycle, such as logistics. These wide-ranging courses also teach exporters how to enter export markets through market research.

For more information on the courses visit: *www.thedtic.gov.za/sectors-andservices- 2/1-4-2-trade-and-export/export-development-and-promotion/national-exporterdevelopment- programme-nedp*

10.3 EU MARKET RESEARCH INFORMATION SOURCES

10.3.1 CBI SERVICES

The CBI – the Centre for the Promotion of Imports from Developing Countries – is probably the most comprehensive information source for companies wishing to export products to EU countries. All information is free of charge and covers general manuals on exporting, exhibiting at foreign trade fairs, and similar issues, as well as specific reports on individual product groups.

For more information visit: *www.cbi.eu/market-information*

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10.3.2 OTHER ORGANISATIONS OF RELEVANCE

SIPPO: Swiss Supports exporting companies and Business Support Organisations in accessing international export markets through study tours, and trade missions. For information visit: *www.sippo.co.za*

The EU-Africa Business Forum
For information visit: *www.euafricabusinessforum.com/sites/default/files/joint_business_decalaration_annexes_7th_eu-africa_business_forum.pdf*

10.4 MARKET RESEARCH TOOLS

Dried Fruit Technical Services
https://za.locale.online/dried-fruit-technical-services-1258902400.html

South African Fruit and Vegetable Canners Association (SAFVCA)
www.safvca.cn/index.html

South African Fruit and Vegetable Canners' Export Council
https://bbs.fobshanghai.com/company/1c5b6d3h16016l7.html

South African Fruit Juice Association (SAFJA)
https://southafrica.co.za/south-african-fruit-juice-association.html

Agricultural Research Council (ARC)
www.arc.agric.za/Pages/Home.aspx

SA Olive Industry Association
www.saolive.co.za

South African Macadamia Growers' Association (SAMAC)
https://southafrica.co.za/macadamias-south-africa.html

Grain SA
www.grainsa.co.za

The Bureau for Food and Agricultural Policy (BFAP)
https://landportal.org/fr/organization/bureau-food-and-agricultural-policy

Perishable Products Export Control Board (PPECB)
https://ppecb.com

SA Agri Academy
www.agriacademy.co.za (website is under construction)

SGS - Swiss-based Société Générale de Surveillance
www.sgs.ch/en

HACCP Academy
www.haccpacademy.co.za

Small Enterprise Development Agency
www.seda.org.za

Western Cape Investment and Trade Promotion Agency
www.wesgro.co.za/corporate/home

Logtrain International
www.trainingmaterial.co.za/logtrain-international

Chambers of Commerce and Industry
https://sacci.org.za

School of Shipping
https://schoolofshipping.co.za

ANNEXURE

LIST OF STAKEHOLDERS CONSULTED

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Melinda du Preez
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Marthane Swaart
Manager: Rooibos Council
Marthane@skaa.co.za

Rudi Richards
General Manager: SA Fruit Juice Association
rudi@safja.co.za

SECTION 4

Service Provider Listings	4-2
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SERVICE PROVIDERS

Fruit & Nuts	Oil Crops	Spices & Additives	Poultry & Eggs
Vegetables	Sugar Crops	Ready-made Food	Red Meats
Fruit & Veg Juices	Grain Crops	Beverages	Seafood
Tubers & Fungi	Sauces & Soups	Alc. Beverages	Dairy

PACKAGING: ❶Canned ❷Bottled ❸Tubbed ❹Bagged ❺Wrapped ❻Boxed ❼Doypack

SERVICES: Producer/Produce Processor; Processing Equipm. Supplier; Packaging & Print Supplier; Logistic & IT Services; Exporter/Agent/Trader; Refrigeration & Cold Storage; Forwarding & Clearing; Freight Handling & Transport; Industry Support Services

PROCESSING & PACKAGING: Dried/Sugared/Dehydrated; Smoked/Cured; Brined/Pickled/Jellied/Syrup; Milled/Sliced/Pressed; Fermented/Cultured/Blended; Chilled/Frozen; Baked/Fried/Grilled; Pasteurised/HPP/Sterilised; Vacuumed/Modified atmosph.

PRODUCE GROUPS

ABSA AGRIBUSINESS

PO Box 7735, Johannesburg 2001, RSA

Tel: +27 (0)11 350 8000

www.absa.co.za

See page IV in the Prelimanary section for more information

AGRISA

Block A, Inkwazi Office Park,
1249 Embankment Road,
Centurion 0051, RSA

Tel: +27 (0)12 643 3400

agrisa@agrisa.co.za
www.agrisa.co.za

See page X and XI in the Prelimanary section for more information

AGRICULTURAL RESEARCH COUNCIL

PO Box 8783, Pretoria 0001, RSA

Tel: +27 (0)12 427 9700

nkami@arc.agric.za
www.arc.agric.za

The Agricultural Research Council is a premier science institution that conducts research with partners, develops human capital and fosters innovation to support and develop the agricultural sector.

AGT FOODS AFRICA (PTY) LTD

PO Box 414, Krugersdorp 1740, RSA

Tel: +27 (0)11 762 5261

sales.za@agtfoods.com
www.agtfoods.co.za

AGT Foods is a trusted specialist supplier of agricultural production, processing and trading services. With a geographic footprint that extends to much of the African continent, AGT Foods is able to offer our local and international customers superior quality pulses, legumes, turf seeds, field seeds and popcorn.

See page 1-13 for more information

Company	Services	Processing & Packaging	Produce Groups
ABSA AGRIBUSINESS	Industry Support Services		All groups
AGRISA	Industry Support Services		All groups
AGRICULTURAL RESEARCH COUNCIL	Industry Support Services		All groups
AGT FOODS AFRICA (PTY) LTD	Producer/Produce Processor; Exporter/Agent/Trader	Dried/Sugared/Dehydrated ❷❸❹❻; Milled/Sliced/Pressed ❹❻; Fermented/Cultured/Blended ❼	Oil Crops; Spices & Additives; Vegetables; Ready-made Food; Grain Crops

Fruit & Nuts	Oil Crops	Spices & Additives	Poultry & Eggs
Vegetables	Sugar Crops	Ready-made Food	Red Meats
Fruit & Veg Juices	Grain Crops	Beverages	Seafood
Tubers & Fungi	Sauces & Soups	Alc. Beverages	Dairy

SERVICES: Producer/Produce Processor, Processing Equipm. Supplier, Packaging & Print Supplier, Logistic & IT Services, Exporter/Agent/Trader, Refrigeration & Cold Storage, Forwarding & Clearing, Freight Handling & Transport, Industry Support Services

PROCESSING & PACKAGING: Dried/Sugared/Dehydrated, Smoked/Cured, Brined/Pickled/Jellied/Syrup, Milled/Sliced/Pressed, Fermented/Cultured/Blended, Chilled/Frozen, Baked/Fried/Grilled, Pasteurised/HPP/Sterilised, Vacuumed/Modified atmosph.

PRODUCE GROUPS

PACKAGING: ❶Canned ❷Bottled ❸Tubbed ❹Bagged ❺ Wrapped ❻Boxed ❼Doypack

BAKERY & FOOD TECHNOLOGY OF SOUTH AFRICA NPC

Unit 1, Banghoek Cres., N4 Gateway Industrial Park, The Willows 0041, Pretoria, RSA

Tel: +27 (0)12 803 1222 / 0849

info@bicsa.co.za
www.bicsa.co.za

The Bakery & Food Technology Incubator is a non-profit organization with a mandate to support SMME's and co-operatives in the food manufacturing space with technical, business as well as food technology and testing laboratory services.

- Services: ● Industry Support Services
- Produce groups: Spices & Additives, Sugar Crops, Ready-made Food, Grain Crops, Sauces & Soups

BEEFMASTER GROUP (PTY) LTD

2-6 Carlstein Street, Kimdustria, Kimberley 8300, RSA

Tel: +27 (0)53 841 0145

hotline@beefmaster.co.za
www.beefmaster.co.za

The Beefmaster Group plays a meaningful role in South African's beef industry and we achieve this through consistency and commitment to our brand values, as well as investment in long-term partnerships with industry, farmers, clients, export destinations and other stakeholders.

- Services: ● Producer/Produce Processor
- Produce groups: Red Meats

CAPE FRUIT PROCESSORS

PO Box 1368, Paarl 7624, RSA

Tel: +27 (0)21 863 0341

capefruit@capefruits.co.za
www.capefruits.co.za

Cape Fruit Processors specialises in the processing of fruit concentrate, blends and segments. Our secondary product range includes citrus peel and oils.

Cert: FSSC 22000, Halal, Kosher, SGF

- Services: ● Producer/Produce Processor, ● Exporter/Agent/Trader
- Processing & packaging: Dried/Sugared/Dehydrated ❻; Milled/Sliced/Pressed ❶❷; Pasteurised/HPP/Sterilised ❷
- Produce groups: Fruit & Nuts, Oil Crops, Fruit & Veg Juices

Fruit & Nuts	Oil Crops	Spices & Additives	Poultry & Eggs
Vegetables	Sugar Crops	Ready-made Food	Red Meats
Fruit & Veg Juices	Grain Crops	Beverages	Seafood
Tubers & Fungi	Sauces & Soups	Alc. Beverages	Dairy

SERVICES: Producer/Produce Processor, Processing Equipm. Supplier, Packaging & Print Supplier, Logistic & IT Services, Exporter/Agent/Trader, Refrigeration & Cold Storage, Forwarding & Clearing, Freight Handling & Transport, Industry Support Services

PROCESSING & PACKAGING: Dried/Sugared/Dehydrated, Smoked/Cured, Brined/Pickled/Jellied/Syrup, Milled/Sliced/Pressed, Fermented/Cultured/Blended, Chilled/Frozen, Baked/Fried/Grilled, Pasteurised/HPP/Sterilised, Vacuumed/Modified atmosph.

PRODUCE GROUPS

PACKAGING: ❶Canned ❷Bottled ❸Tubbed ❹Bagged ❺ Wrapped ❻Boxed ❼Doypack

CAPE HERB & SPICE (PTY) LTD

50 Bell Crescent, Westlake Business Park, Westlake 7945, RSA

Tel: +27 (0)21 701 5140

info@capeherb.co.za
www.capeherb.co.za

Cape Herb & Spice brings flavour innovation from the tip of Africa to the tip of your tongue. We offer a full category solution for herbs and spices with extensive experience in export worldwide. Our offering extends into Rooibos tea and Wet condiments from the Libstar family of companies.

Cert: BRC, IFS, Halal, Kosher

Producer/Produce Processor	●
Exporter/Agent/Trader	●
Dried/Sugared/Dehydrated	❷❸❹❻
Smoked/Cured	❷❸❹❻
Fermented/Cultured/Blended	❷❸❹❻
Pasteurised/HPP/Sterilised	❷❼
Produce groups	Spices & Additives, Beverages, Sauces & Soups

CAPE KAROO INTERNATIONAL (PTY) LTD

11 Mkuzi St., Mossdustria, Mossel Bay
Tel: +27 (0) 44 606 4400

15 Rademeyer St., Oudtshoorn
Tel: +27 (0) 44 203 6200

meat@capekarooint.com
www.capekarooint.com

Cape Karoo International is a world leader in the processing of fresh, frozen and partly cooked or grilled ostrich meat and South African game meats with export ready products suited to the gastronomy, manufacturing and supermarket trades. Cape Karoo International are also producers of pet foods from ostrich and game meats.

Cert: BRC AA, IFS, HACCP, Halal, EU Approved ZA24 & ZA96

Producer/Produce Processor	●
Exporter/Agent/Trader	●
Chilled/Frozen	❹❻
Pasteurised/HPP/Sterilised	❹❻
Vacuumed/Modified atmosph.	❹❻
Produce groups	Red Meats

CAPE ROOIBOS (PTY) LTD

Main Road, Eendekuil 7335, RSA

Tel: +27 (0)22 962 1649

info@caperooibostea.co.za
www.caperooibostea.co.za

Cape Rooibos is a bulk supplier of rooibos. We strive to supply top quality product to our customers and build relationships with both consumer and supplier.

Cert: FSSC 22000 (Version 5.1), SAGAP, Rainforest Alliance, Organic (JAS, EOS, NOP)

Producer/Produce Processor	●
Exporter/Agent/Trader	●
Dried/Sugared/Dehydrated	❹❻
Pasteurised/HPP/Sterilised	❹❻
Produce groups	Beverages

Fruit & Nuts	Oil Crops	Spices & Additives	Poultry & Eggs
Vegetables	Sugar Crops	Ready-made Food	Red Meats
Fruit & Veg Juices	Grain Crops	Beverages	Seafood
Tubers & Fungi	Sauces & Soups	Alc. Beverages	Dairy

PACKAGING: ❶Canned ❷Bottled ❸Tubbed ❹Bagged ❺Wrapped ❻Boxed ❼Doypack

SERVICES

	Producer/Produce Processor	Processing Equipm. Supplier	Packaging & Print Supplier	Logistic & IT Services	Exporter/Agent/Trader	Refrigeration & Cold Storage	Forwarding & Clearing	Freight Handling & Transport	Industry Support Services
CCS LOGISTICS				●		●	●	●	
CONTOUR LOGISTICS				●		●	●	●	
DAIRY STANDARD AGENCY									●
DELI SPICES	●	●			●				

PROCESSING & PACKAGING

	Dried/Sugared/Dehydrated	Smoked/Cured	Brined/Pickled/Jellied/Syrup	Milled/Sliced/Pressed	Fermented/Cultured/Blended	Chilled/Frozen	Baked/Fried/Grilled	Pasteurised/HPP/Sterilised	Vacuumed/Modified atmosph.
CCS LOGISTICS									
CONTOUR LOGISTICS									
DAIRY STANDARD AGENCY									
DELI SPICES	❻			❻	❷❸				

PRODUCE GROUPS

	Produce groups
CCS LOGISTICS	Fruit & Nuts, Vegetables, Fruit & Veg Juices, Sauces & Soups, Spices & Additives, Ready-made Food, Beverages, Poultry & Eggs, Red Meats, Seafood, Dairy
CONTOUR LOGISTICS	Fruit & Nuts, Vegetables, Fruit & Veg Juices, Tubers & Fungi, Alc. Beverages, Poultry & Eggs, Red Meats, Seafood, Dairy
DAIRY STANDARD AGENCY	Dairy
DELI SPICES	Spices & Additives, Sauces & Soups

CCS LOGISTICS

PO Box 686, Cape Town 8000, RSA

Tel: +27 (0)87 350 7350

customerservice@ccslogistics.co.za

www.ccslogistics.co.za

CCS Logistics owns and operates six refrigerated warehouse facilities in the major centres and harbours of South Africa and Namibia. We have multiple quality accreditations, provide bonded warehousing and blast freezing at selected facilities.

Cert: EU Certified, FSA, HACCP, IBL, PPECB, Qpro, Yum!

See inside front cover for more information

CONTOUR LOGISTICS

PO Box 6092, Welgemoed 7538, RSA

Tel: +27 (0)21 918 4900

mandy@contourlogistics.co.za

www.contourlogistics.co.za

Established in 1997, Contour Logistics is a freight forwarder and logistics service provider operating globally and specialising in the facilitation of perishable products from source to client.

Cert: Member of SAAFF and FPEF

DAIRY STANDARD AGENCY

PO Box 910, Irene 0062, RSA

Tel: +27 (0)12 665 4250

info@dairystandard.co.za

www.dairystandard.co.za

DELI SPICES

25 Bertie Avenue, Epping Industria 2
7460, RSA

Tel: +27 (0)21 505 2000

info@delispices.co.za

www.delispices.co.za

Seasonings & Additive Blends for the food industry; Natural Spices & Herbs; Meal Creation; Soya Protein; Functional Ingredients; Natural, Collagen & Artificial Casings; Meat Processing Equipment; Requisites & Packaging.

Cert: FSSC 22000, ISO 22000, Halal, Kosher

Produce groups			
Fruit & Nuts	Oil Crops	Spices & Additives	Poultry & Eggs
Vegetables	Sugar Crops	Ready-made Food	Red Meats
Fruit & Veg Juices	Grain Crops	Beverages	Seafood
Tubers & Fungi	Sauces & Soups	Alc. Beverages	Dairy

PACKAGING: ❶Canned ❷Bottled ❸Tubbed ❹Bagged ❺Wrapped ❻Boxed ❼Doypack

SERVICES: Producer/Produce Processor, Processing Equipm. Supplier, Packaging & Print Supplier, Logistic & IT Services, Exporter/Agent/Trader, Refrigeration & Cold Storage, Forwarding & Clearing, Freight Handling & Transport, Industry Support Services

PROCESSING & PACKAGING: Dried/Sugared/Dehydrated, Smoked/Cured, Brined/Pickled/Jellied/Syrup, Milled/Sliced/Pressed, Fermented/Cultured/Blended, Chilled/Frozen, Baked/Fried/Grilled, Pasteurised/HPP/Sterilised, Vacuumed/Modified atmosph.

PRODUCE GROUPS

DEPARTMENT OF AGRICULTURE, LAND REFORM AND RURAL DEVELOPMENT

Private Bag X250, Pretoria 0001, RSA

Tel: +27 (0)12 319 6000

www.dalrrd.gov.za

See page V in the Preliminary section and Section 3 for more information

Services	Processing & Packaging	Produce Groups
Industry Support Services ●		Fruit & Nuts, Oil Crops, Spices & Additives, Poultry & Eggs, Vegetables, Sugar Crops, Ready-made Food, Red Meats, Fruit & Veg Juices, Grain Crops, Beverages, Seafood, Tubers & Fungi, Sauces & Soups, Alc. Beverages, Dairy

DEPARTMENT OF TRADE, INDUSTRY AND COMPETITION

Private Bag X84, Pretoria 0001, RSA

Tel: +27 (0)12 394 9500

www.thedtic.gov.za

Services	Processing & Packaging	Produce Groups
Industry Support Services ●		Fruit & Nuts, Oil Crops, Spices & Additives, Poultry & Eggs, Vegetables, Sugar Crops, Ready-made Food, Red Meats, Fruit & Veg Juices, Grain Crops, Beverages, Seafood, Tubers & Fungi, Sauces & Soups, Alc. Beverages, Dairy

ENERGY PARTNERS REFRIGERATION

Unit 5-6, 2 Sterling Road, Samrand Business Park, Centurion, RSA

Samrand: +27 (0)10 276 0125
Parow: +27 (0)21 931 7144
Durban: +27 (0)31 702 3111

refrigeration@energypartners.co.za
www.energypartners.co.za

Energy Partners Refrigeration supplies consistent, clean and reliable cooling across the industrial and commercial sectors through turnkey or smart financing solutions like Cooling as a Service (CaaS).

See page 2-11 for more information

Services	Processing & Packaging	Produce Groups
Refrigeration & Cold Storage ●		Fruit & Nuts, Oil Crops, Spices & Additives, Poultry & Eggs, Vegetables, Sugar Crops, Ready-made Food, Red Meats, Fruit & Veg Juices, Grain Crops, Beverages, Seafood, Tubers & Fungi, Sauces & Soups, Alc. Beverages, Dairy

FYNBOS FINE FOODS

PO Box 744, Malmesbury 7299, RSA

Tel: +27 (0)22 485 7358
Mobile: +27 (0)76 597 4809

info@fynbosfoods.com
www.fynbosfoods.com

Fynbos Fine Foods is a family business which was founded in 1996. We specialize in growing, drying, smoking, fermenting, preserving and pickling the finest produce for the local market.

Cert: FSA, FDA and stage 1 FSSC 22000

Services	Processing & Packaging	Produce Groups
Producer/Produce Processor ●, Exporter/Agent/Trader ●	Dried/Sugared/Dehydrated ❷, Smoked/Cured ❷, Brined/Pickled/Jellied/Syrup ❷, Fermented/Cultured/Blended ❷, Pasteurised/HPP/Sterilised ❷	Spices & Additives, Sauces & Soups

Fruit & Nuts | Oil Crops | Spices & Additives | Poultry & Eggs
Vegetables | Sugar Crops | Ready-made Food | Red Meats
Fruit & Veg Juices | Grain Crops | Beverages | Seafood
Tubers & Fungi | Sauces & Soups | Alc. Beverages | Dairy

PACKAGING: ❶Canned ❷Bottled ❸Tubbed ❹Bagged ❺Wrapped ❻Boxed ❼Doypack

SERVICES: Producer/Produce Processor, Processing Equipm. Supplier, Packaging & Print Supplier, Logistic & IT Services, Exporter/Agent/Trader, Refrigeration & Cold Storage, Forwarding & Clearing, Freight Handling & Transport, Industry Support Services

PROCESSING & PACKAGING: Dried/Sugared/Dehydrated, Smoked/Cured, Brined/Pickled/Jellied/Syrup, Milled/Sliced/Pressed, Fermented/Cultured/Blended, Chilled/Frozen, Baked/Fried/Grilled, Pasteurised/HPP/Sterilised, Vacuumed/Modified atmosph.

PRODUCE GROUPS

GOEDGEDACHT TRADING (PTY) LTD

PO Box 458, Malmesbury 7299, RSA

Tel: +27 (0)21 007 1311

rob@goedgedacht.org
www.goedgedachttrading.com

Goedgedacht Trading (Pty) Ltd, is a processor and packer of various Food and Beverage products. From Fruit Cordials, Fruit Flavoured Syrups, Coffee Syrups, Health Beverages, Olives, Extra Virgin Olive Oil and more. We pack for local retail and are ready for Export. We support the work of the Goedgedacht Trust through the sale of our products. Please visit our website for more information.

Cert: FSSC 22 000, Halal, Kosher, USFDA

HONEYBEE HEROES

Willowdale Farm, Stanford 7210, RSA

hello@honeybeeheroes.com
www.honeybeeheroes.com

Honeybees are an essential part of food production, pollinating most of the world's fruits, vegetables, nuts and more. More than fifty South African crops rely on honeybees and other pollinators to grow. Honeybee Heroes actively reverses the decline of South African honeybees through sustainable and ethical beekeeping practices in addition to corporate and community hive adoptions.

INDUSTRIAL DEVELOPMENT CORPORATION

PO Box 784055, Sandton 2146, RSA

Tel: +27 (0)11 269 3000

www.idc.co.za

The IDC's role is to enhance the industrial capability of South Africa and the African continent, boosting economic growth and industrial development. We fund entrepreneurs starting new enterprises or supporting companies that want to extend existing operations for up to R1 billion.

Company	Services	Processing & Packaging	Produce Groups
Goedgedacht Trading (Pty) Ltd	● Producer/Produce Processor; ● Exporter/Agent/Trader	❷ Brined/Pickled/Jellied/Syrup; ❷❼ Fermented/Cultured/Blended; ❷ Pasteurised/HPP/Sterilised	Oil Crops; Beverages; Sauces & Soups
Honeybee Heroes	● Producer/Produce Processor; ● Exporter/Agent/Trader	❶ Pasteurised/HPP/Sterilised	Sugar Crops
Industrial Development Corporation	● Industry Support Services		All sixteen groups

Fruit & Nuts	Oil Crops	Spices & Additives	Poultry & Eggs
Vegetables	Sugar Crops	Ready-made Food	Red Meats
Fruit & Veg Juices	Grain Crops	Beverages	Seafood
Tubers & Fungi	Sauces & Soups	Alc. Beverages	Dairy

PACKAGING: ❶Canned ❷Bottled ❸Tubbed ❹Bagged ❺Wrapped ❻Boxed ❼Doypack

SERVICES: Producer/Produce Processor, Processing Equipm. Supplier, Packaging & Print Supplier, Logistic & IT Services, Exporter/Agent/Trader, Refrigeration & Cold Storage, Forwarding & Clearing, Freight Handling & Transport, Industry Support Services

PROCESSING & PACKAGING: Dried/Sugared/Dehydrated, Smoked/Cured, Brined/Pickled/Jellied/Syrup, Milled/Sliced/Pressed, Fermented/Cultured/Blended, Chilled/Frozen, Baked/Fried/Grilled, Pasteurised/HPP/Sterilised, Vacuumed/Modified atmosph.

PRODUCE GROUPS

Company	Producer/Produce Processor	Processing Equipm. Supplier	Packaging & Print Supplier	Logistic & IT Services	Exporter/Agent/Trader	Refrigeration & Cold Storage	Forwarding & Clearing	Freight Handling & Transport	Industry Support Services	Dried/Sugared/Dehydrated	Smoked/Cured	Brined/Pickled/Jellied/Syrup	Milled/Sliced/Pressed	Fermented/Cultured/Blended	Chilled/Frozen	Baked/Fried/Grilled	Pasteurised/HPP/Sterilised	Vacuumed/Modified atmosph.	Produce Groups
Irvin & Johnson (Pty) Ltd	●				●										❻				Seafood
Karan Beef	●				●										❻				Red Meats
Langeberg & Ashton Foods	●				●							❶	❶				❶		Fruit & Nuts, Fruit & Veg Juices

IRVIN & JOHNSON (PTY) LTD

PO Box 1628, Cape Town 8000, RSA
Tel: +27 (0)21 440 7800
talk2us@ij.co.za
www.ij.co.za

A love for the sea and passion for fishing are the driving forces behind I&J, a leading vertically integrated deep-sea fishing company in South Africa. More than 110 years old, I&J is a globally respected supplier of premium quality, chilled and frozen, sustainably wild caught Cape Hake products and a leading producer of responsibly fresh farmed Cape Abalone. It operates one of the most modern and efficient trawler fleet in the Southern Hemisphere and its state-of-the art facilities are accredited to the most stringent international quality standards.

@iandjltd

Acred: HACCP, BRC Food, International Food Standard (IFS), FDA Registered, amfori BSCI (Business Social Compliant Initiative), MSC (Marine Stewardship Council), ASC (Aquaculture Stewardship Council)

See page 2-15 and 2-17 for more information

KARAN BEEF

PO Box 86449, City Deep 2049, RSA
Tel: +27 (0)11 995 5000
info@karanbeef.com
www.karanbeef.com

The Karan Beef abattoir can daily process 2,040 head of cattle and debone up to 300 tons. Our feedlot occupies 2,330 hectares and accommodates 150,000 head of cattle, making it the largest in Africa.

Cert: FSSC 22000, HACCP, ISO 9001, ISO 14001, ISO 22000, NIHT, SANHA

See page 2-7 for more information

LANGEBERG & ASHTON FOODS, A DIV. OF TIGER CONS. BRANDS

Corner Jones & Kohler Streets,
Suider-Paarl 7646, RSA
Tel: +27 (0)21 870 5000
mandie.nortjedejager@landaf.co.za
leon.heunis@tigerbrands.com
www.landaf.co.za

Tiger Brands is South Africa's leading branded food and personal care company. It's vast array of brands include products made by Langeberg and Ashton Foods.

Cert: BRC, IFS, HACCP, SGF, Sedex

See page 1-9 for more information

Produce groups			
Fruit & Nuts	Oil Crops	Spices & Additives	Poultry & Eggs
Vegetables	Sugar Crops	Ready-made Food	Red Meats
Fruit & Veg Juices	Grain Crops	Beverages	Seafood
Tubers & Fungi	Sauces & Soups	Alc. Beverages	Dairy

PACKAGING: ❶Canned ❷Bottled ❸Tubbed ❹Bagged ❺ Wrapped ❻Boxed ❼Doypack

	LCL Logistics Southern Africa (Pty) Ltd	Lynca Meats	Mamusa Marketing (Pty) Ltd
SERVICES			
Producer/Produce Processor		●	●
Processing Equipm. Supplier			
Packaging & Print Supplier	●		
Logistic & IT Services	●		
Exporter/Agent/Trader		●	●
Refrigeration & Cold Storage	●	●	
Forwarding & Clearing	●		
Freight Handling & Transport	●		
Industry Support Services	●		
PROCESSING & PACKAGING			
Dried/Sugared/Dehydrated	❹❻		❹❻
Smoked/Cured		❹❻	
Brined/Pickled/Jellied/Syrup		❹❻	
Milled/Sliced/Pressed			
Fermented/Cultured/Blended			
Chilled/Frozen	❹❻	❹❻	
Baked/Fried/Grilled			
Pasteurised/HPP/Sterilised			
Vacuumed/Modified atmosph.		❹❻	
PRODUCE GROUPS	All 16 groups	Ready-made Food, Red Meats	Fruit & Nuts

LCL LOGISTICS SOUTHERN AFRICA (PTY) LTD

2 Brickfield Offices, 13 Alberto Drive, Devonbosch, Cnr. Bottelary Road and R304, Stellenbosch 7604, RSA

Tel: +27 (0)21 943 6760

comm.za@lclog.com
www.lclog.com

LCL is one of the leading perishable logistics companies in Southern Africa. Our cutting edge systems and client system integration gives our clients a competitive advantage in the perishable environment.

Cert: ISO 9001.2015, SAMSA accredited

LYNCA MEATS

PO Box 223, Meyerton 1950, RSA

Tel: +27 (0)16 360 4600
Fax: +27 (0)16 362 2029

info@lyncameats.co.za
www.lyncameats.co.za

Lynca Meats supplies a complete range of quality pork products to the food service, wholesale, butchery and retail industry.

Cert: FSSC 22000, ISO 22000, ZA approved for export (ZA14) and to process restricted imported pork (ZA14P), Pork 360.

See page 2-11 for more information

MAMUSA MARKETING (PTY) LTD

GO nature on the move!

PO Box 13057, Cascades 3202, RSA

Tel: +27 (0)33 347 2054

elmien@mamusam.co.za
www.gofruitsnack.com

Mamusa was established 1997 with expertise in the field of dried fruit. Mamusa is a preferred supplier of healthy, dried fruit snacks which are processed in drying ovens and with no sugar added to the fruit.

Cert: BRC, HACCP

See page 1-3 for more information

Produce groups			
Fruit & Nuts	Oil Crops	Spices & Additives	Poultry & Eggs
Vegetables	Sugar Crops	Ready-made Food	Red Meats
Fruit & Veg Juices	Grain Crops	Beverages	Seafood
Tubers & Fungi	Sauces & Soups	Alc. Beverages	Dairy

SERVICES: Producer/Produce Processor, Processing Equipm. Supplier, Packaging & Print Supplier, Logistic & IT Services, Exporter/Agent/Trader, Refrigeration & Cold Storage, Forwarding & Clearing, Freight Handling & Transport, Industry Support Services

PROCESSING & PACKAGING: Dried/Sugared/Dehydrated, Smoked/Cured, Brined/Pickled/Jellied/Syrup, Milled/Sliced/Pressed, Fermented/Cultured/Blended, Chilled/Frozen, Baked/Fried/Grilled, Pasteurised/HPP/Sterilised, Vacuumed/Modified atmosph.

PRODUCE GROUPS

PACKAGING: ❶Canned ❷Bottled ❸Tubbed ❹Bagged ❺Wrapped ❻Boxed ❼Doypack

McCAIN SOUTH AFRICA

Suite 10, 2nd Floor Block 1, Oxford & Glenhove Building, 116 Oxford Road, Rosebank 2196, RSA

Tel: +27 (0)11 856 6000

www.mccain.co.za

McCain Foods Limited is a multinational frozen food company established in 1957. It is the world's largest manufacturer of frozen potato products and has over 20,000 employees and 47 production facilities on six continents.

See page 1-33 for more information

Services: Producer/Produce Processor ●; Exporter/Agent/Trader ●. Processing & Packaging: Chilled/Frozen ❹. Produce groups: Vegetables, Ready-made Food, Tubers & Fungi.

MESSE MUENCHEN SA

Private Bag X2, Rant & Dal 1751, RSA

Tel: +27 (0)67 404 7681

dain.richardson@messemuenchen.co.za
www.messe-muenchen.de/en

Colocation of IFAT Africa, food & drink technology Africa, and analytica Lab Africa covers the complete value chain across laboratory technology, manufacturing, water, food and beverage, waste management, recycling and energy.

Services: Industry Support Services ●. Produce groups: all sixteen groups.

MIAMI CANNERS

PO Box 83, Letsitele 0885, RSA

Tel: +27 (0)82 802 3706

miami@miamicanners.co.za
www.miamicanners.co.za

Miami Canners produces an extensive range of Mango and Vegetable Atchar, Gherkins, Red Cherry Peppers (Sweet Piquanté Peppers), Pickled Onions, Sweet Tomato Relish, Piccalilli and Canned Tomato & Onion Mixes.

Cert: FSSC 22 000, Halal, Kosher

Services: Producer/Produce Processor ●; Exporter/Agent/Trader ●. Processing & Packaging: Brined/Pickled/Jellied/Syrup ❶❷. Produce groups: Vegetables, Tubers & Fungi.

Fruit & Nuts	Oil Crops	Spices & Additives	Poultry & Eggs
Vegetables	Sugar Crops	Ready-made Food	Red Meats
Fruit & Veg Juices	Grain Crops	Beverages	Seafood
Tubers & Fungi	Sauces & Soups	Alc. Beverages	Dairy

PACKAGING: ❶Canned ❷Bottled ❸Tubbed ❹Bagged ❺ Wrapped ❻Boxed ❼Doypack

SERVICES: Producer/Produce Processor, Processing Equipm. Supplier, Packaging & Print Supplier, Logistic & IT Services, Exporter/Agent/Trader, Refrigeration & Cold Storage, Forwarding & Clearing, Freight Handling & Transport, Industry Support Services

PROCESSING & PACKAGING: Dried/Sugared/Dehydrated, Smoked/Cured, Brined/Pickled/Jellied/Syrup, Milled/Sliced/Pressed, Fermented/Cultured/Blended, Chilled/Frozen, Baked/Fried/Grilled, Pasteurised/HPP/Sterilised, Vacuumed/Modified atmosph.

PRODUCE GROUPS

BOKKEVELD ROOIBOS

NIEWOUDTVILLE ROOIBOS (PTY) LTD

1 Hettie Niewoudt Street,
Niewoudtville 8180, RSA

Tel: +27 (0)27 2181 455

info@bokkeveldrooibos.co.za
www.bokkeveldrooibos.co.za

At Bokkeveld Rooibos the science of technology, precision and top-quality equipment meets the art of the human touch, taste and smell. Our rooibos is available in "original" as well as five exotic flavours.

See page 1-73 for more information

- Services: ● Producer/Produce Processor; ● Exporter/Agent/Trader
- Processing & Packaging: Dried/Sugared/Dehydrated ❹❻
- Produce groups: Beverages

PRECOOL COLD STORAGE

PO Box 192, Hammarsdale 3700, RSA

Tel: +27 (0)31 736 2587
Mobile: +27 (0)82 555 1914

office@precoolcoldstorage.com

Precool Cold Storage is situated in Hammarsdale, KwaZulu-Natal, with easy access to the N3 Corridor. We build strong, long term relationships with our clients - adding value and remaining flexible. Our customer's satisfaction is our success.

Cert: See ad for detail.

See inside back cover for more information

- Services: ● Refrigeration & Cold Storage; ● Freight Handling & Transport
- Produce groups: Fruit & Nuts, Poultry & Eggs, Red Meats, Fruit & Veg Juices, Seafood, Dairy

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

Quantum Foods is a focused primary agricultural business that has four focus areas namely animal feeds, eggs & layer livestock, broilers and related businesses on the African continent outside South Africa.

- Services: ● Producer/Produce Processor; ● Exporter/Agent/Trader
- Processing & Packaging: Chilled/Frozen ❻
- Produce groups: Poultry & Eggs

RAISINS SOUTH AFRICA

9 Groenpuntway, Keidebees,
Upington 8801, RSA

PO Box 2536, Upington 8800, RSA

Tel: +27 (0)54 495 0283

madenec@raisinsa.co.za
www.raisinsa.co.za

- Services: ● Industry Support Services
- Produce groups: Fruit & Nuts

Fruit & Nuts	Oil Crops	Spices & Additives	Poultry & Eggs
Vegetables	Sugar Crops	Ready-made Food	Red Meats
Fruit & Veg Juices	Grain Crops	Beverages	Seafood
Tubers & Fungi	Sauces & Soups	Alc. Beverages	Dairy

PACKAGING: ❶Canned ❷Bottled ❸Tubbed ❹Bagged ❺Wrapped ❻Boxed ❼Doypack

SERVICES: Producer/Produce Processor, Processing Equipm. Supplier, Packaging & Print Supplier, Logistic & IT Services, Exporter/Agent/Trader, Refrigeration & Cold Storage, Forwarding & Clearing, Freight Handling & Transport, Industry Support Services

PROCESSING & PACKAGING: Dried/Sugared/Dehydrated, Smoked/Cured, Brined/Pickled/Jellied/Syrup, Milled/Sliced/Pressed, Fermented/Cultured/Blended, Chilled/Frozen, Baked/Fried/Grilled, Pasteurised/HPP/Sterilised, Vacuumed/Modified atmosph.

PRODUCE GROUPS

RAND AGRI (PTY) LTD

24 Samora Machel Street,
Middelburg 1050, RSA
Tel: +27 (0)13 243 1166
info@randagri.co.za
www.randagri.co.za

See page XII in the Preliminary section for more information

Services	Processing & Packaging	Produce Groups
Exporter/Agent/Trader ●	Dried/Sugared/Dehydrated ❹; Milled/Sliced/Pressed ❹	Oil Crops; Vegetables; Grain Crops

RELIANCE POULTRY EQUIPMENT (PTY) LTD

37 Ridge Road, Laser Park,
Honeydew X15, Roodepoort 2170, RSA
Tel: +27 (0)11 794 4880
sales@reliancepoultry.co.za
www.reliancepoultry.co.za

See page 1-76 for more information

Services	Processing & Packaging	Produce Groups
Processing Equipm. Supplier ●		Poultry & Eggs

RHODES FOOD GROUP

Private Bag X3040, Paarl 7620, RSA
Tel: +27 (0)21 870 4000
edwin.kriel@rfg.com
www.rhodesfoodgroup.com

Rhodes Food Group is an internationally recognised producer of fresh, frozen and long life convenience meal solutions for customers and consumers throughout South Africa, Sub-Saharan Africa and in major global markets.

Cert: BRC, FSSC 22000, HACCP, SANAS

See page 1-27 and outside back cover for more information

Services	Processing & Packaging	Produce Groups
Producer/Produce Processor ●; Exporter/Agent/Trader ●	Fermented/Cultured/Blended ❷❻; Pasteurised/HPP/Sterilised ❶	Fruit & Nuts; Fruit & Veg Juices

Fruit & Nuts	Oil Crops	Spices & Additives	Poultry & Eggs
Vegetables	Sugar Crops	Ready-made Food	Red Meats
Fruit & Veg Juices	Grain Crops	Beverages	Seafood
Tubers & Fungi	Sauces & Soups	Alc. Beverages	Dairy

PACKAGING: ❶Canned ❷Bottled ❸Tubbed ❹Bagged ❺ Wrapped ❻Boxed ❼Doypack

SERVICES: Producer/Produce Processor, Processing Equipm. Supplier, Packaging & Print Supplier, Logistic & IT Services, Exporter/Agent/Trader, Refrigeration & Cold Storage, Forwarding & Clearing, Freight Handling & Transport, Industry Support Services

PROCESSING & PACKAGING: Dried/Sugared/Dehydrated, Smoked/Cured, Brined/Pickled/Jellied/Syrup, Milled/Sliced/Pressed, Fermented/Cultured/Blended, Chilled/Frozen, Baked/Fried/Grilled, Pasteurised/HPP/Sterilised, Vacuumed/Modified atmosph.

PRODUCE GROUPS

ROOIBOS LTD

PO Box 64, Clanwilliam 8135, RSA

Tel: +27 (0)27 482 2155 / 8100

info@rooiboslimited.co.za
www.rooibosltd.co.za

Rooibos Limited is a preferred supplier of Rooibos to the food, beverage and cosmetics industries. We have a well-established distribution network including offices in Japan, China, the USA and Sri-Lanka.

Cert: Fairtrade, FSSC 22000, Halal, Kosher, Organic (EU, JAS, NOP), Rainforest Alliance

Producer/Produce Processor	●
Exporter/Agent/Trader	●
Dried/Sugared/Dehydrated	❹❻
Fermented/Cultured/Blended	❹❻
Produce group	Beverages

SA OLIVE

PO Box 4, Elsenburg 7607, RSA

Tel: +27 (0)21 201 8506

info@saolive.co.za
www.saolive.co.za

SA Olive is an association representing the interests of the South African olive industry. SA Olive members consist of olive growers, olive oil producers, table olive producers, tree nurseries, table olive and oil importers.

Industry Support Services	●
Produce group	Oil Crops

SA PECANS

PO Box 2256, Hartswater 8570, RSA

Tel: +27 (0)53 474 0035

jaco@sapnut.com
www.sapecans.co.za

SA Pecans has been active in Pecan processing and exporting since 2007 and is one of the fastest growing pecan processers in South Africa. Our processing facility has top of the range machinery to ensure only the best pecan product to our buyers.

Producer/Produce Processor	●
Exporter/Agent/Trader	●
Produce group	Fruit & Nuts

SA ROOIBOS COUNCIL

31B Pine Street, Pniel 7681, RSA
PO Box 6304, Uniedal 7612,
Stellenbosch, RSA

Tel: +27 (0)84 511 8937

info@sarooibos.co.za
www.sarooibos.co.za

Industry Support Services	●
Produce group	Beverages

Fruit & Nuts	Oil Crops	Spices & Additives	Poultry & Eggs
Vegetables	Sugar Crops	Ready-made Food	Red Meats
Fruit & Veg Juices	Grain Crops	Beverages	Seafood
Tubers & Fungi	Sauces & Soups	Alc. Beverages	Dairy

PACKAGING: ❶Canned ❷Bottled ❸Tubbed ❹Bagged ❺Wrapped ❻Boxed ❼Doypack

SERVICES: Producer/Produce Processor, Processing Equipm. Supplier, Packaging & Print Supplier, Logistic & IT Services, Exporter/Agent/Trader, Refrigeration & Cold Storage, Forwarding & Clearing, Freight Handling & Transport, Industry Support Services

PROCESSING & PACKAGING: Dried/Sugared/Dehydrated, Smoked/Cured, Brined/Pickled/Jellied/Syrup, Milled/Sliced/Pressed, Fermented/Cultured/Blended, Chilled/Frozen, Baked/Fried/Grilled, Pasteurised/HPP/Sterilised, Vacuumed/Modified atmosph.

PRODUCE GROUPS

SEA HARVEST GROUP LTD

PO Box 761, Cape Town 8000, RSA

Tel: +27 (0)21 468 7900

info@seaharvest.co.za
www.seaharvestgroup.co.za

The Sea Harvest Group is a leading seafood, aquaculture, agri-processing and branded fast-moving consumer goods (FMCG) business with a global footprint.

Cert: BRC, HACCP,
Marine Stewardship Council (MSC)

See page 2-12 and 2-13 for more information

Services	Processing & Packaging	Produce Groups
● Producer/Produce Processor; ● Exporter/Agent/Trader	❻ Chilled/Frozen	Seafood

SIZA: SUSTAINABILITY INITIATIVE OF SOUTH AFRICA

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

Tel: +27 (0)21 852 8184

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

SIZA provides a platform for agricultural stakeholders to ensure ethical and environmentally sustainable trade. The platform monitors care for the environment and compliance with labour legislation.

See page VI and VII in the Preliminary section for more information

Services	Processing & Packaging	Produce Groups
● Industry Support Services		Fruit & Nuts, Oil Crops, Spices & Additives, Poultry & Eggs, Vegetables, Sugar Crops, Ready-made Food, Red Meats, Fruit & Veg Juices, Grain Crops, Beverages, Seafood, Tubers & Fungi, Sauces & Soups, Alc. Beverages, Dairy

SOUTH AFRICAN FRUIT JUICE ASSOCIATION

258 Main Street, Paarl 7646, RSA
PO Box 2641, Paarl 7620, RSA

Tel: +27 (0)21 872 4145

info@safja.co.za
www.safja.co.za

SAFJA is the national representative body of the South African juice industry. Our manufacturing members are processors, blenders, bottlers and packers of juice products as well as bulk pulps, purees and concentrates.

Services	Processing & Packaging	Produce Groups
● Industry Support Services		Fruit & Veg Juices

Produce groups			
Fruit & Nuts	Oil Crops	Spices & Additives	Poultry & Eggs
Vegetables	Sugar Crops	Ready-made Food	Red Meats
Fruit & Veg Juices	Grain Crops	Beverages	Seafood
Tubers & Fungi	Sauces & Soups	Alc. Beverages	Dairy

PACKAGING: ❶Canned ❷Bottled ❸Tubbed ❹Bagged ❺ Wrapped ❻Boxed ❼Doypack

	SERVICES									PROCESSING & PACKAGING									PRODUCE GROUPS
Company	Producer/Produce Processor	Processing Equipm. Supplier	Packaging & Print Supplier	Logistic & IT Services	Exporter/Agent/Trader	Refrigeration & Cold Storage	Forwarding & Clearing	Freight Handling & Transport	Industry Support Services	Dried/Sugared/Dehydrated	Smoked/Cured	Brined/Pickled/Jellied/Syrup	Milled/Sliced/Pressed	Fermented/Cultured/Blended	Chilled/Frozen	Baked/Fried/Grilled	Pasteurised/HPP/Sterilised	Vacuumed/Modified atmosph.	
Sparta Beef	●				●							❹❺	❺❻		❹❺❻			❺	Red Meats
Standard Bank Agri									●										All groups
That Food	●				●					❷❸									Spices & Additives
Wedgewood Nougat (Pty) Ltd	●				●											❷❹❺❻			Sugar Crops

SPARTA BEEF

PO Box 88, Welkom 9460, RSA
Tel: +27 (0)57 916 7700
contactus@sparta.co.za
www.sparta.co.za

Comprising of a farming concern, cattle feeding operation and beef processing facility, Sparta stands out as a supplier of quality beef. We have over 55 years of heritage and experience.

Cert: FSSC 22000 (Sparta Foods (Pty) Ltd. Welkom), ISO 22000 (Sparta Marquard)

See page 2-5 for more information

STANDARD BANK AGRI

PO Box 6720, Johannesburg 2000, RSA
Tel: +27 (0)11 636 6162
www.standardbank.co.za

See page IX in the Preliminary section for more information

THAT FOOD

PO Box 1388, Somerset West 7130, RSA
Tel: +27 (0)82 216 0716
sales@thatfood.co.za
www.thatfood.co.za

That Food is a speciality producer of flavour infused salts and meat rubs.

See page 1-65 for more information

WEDGEWOOD NOUGAT (PTY) LTD

12A Birnamwood Road, Merrivale, Howick 3291, RSA
Tel: +27 (0)33 330 7444
maketing@wedgewoodnougat.co.za
www.wedgewoodnougat.co.za

Wedgewood Nougat is a South-African family business established in 1999, producing hand-crafted confectionery, biscuits, and ice-cream, using the highest quality, sustainably sourced ingredients, with no artificial flavouring, colourants or preservatives.

Cert: FSSC 22000, Halaal, Kosher, R368

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HS CODE & SHORT DESCRIPTION

07 ....Fresh and Processed
08 ....All Fresh and Processed
0201 ....Chilled
0202 ....Frozen
0203 ....Chilled or Frozen
0204 ....Chilled or Frozen
0207 ....All Poultry
0208 ....Chilled or Frozen
0208 ....All Game & Venison
0305 ....Prepared Fish
0306 ....Prepared Crustaceans
0307 ....Prepared Molluscs
0401 ....Pure
0402 ....Concentrated
0403 ....All Yoghurt & Kephir
0404 ....All Whey
0405 ....All Butter & Fats
0406 ....All Cheese & Curd
0407 ....All Eggs in Shell
0408 ....Prved. Unshelled Eggs
0409 ....All Honey
0713 ....Dried
0714 ....All Tubers
0811 ....Frozen
0812 ....Partly Preserved
0813 ....Other
0814 ....Fresh, Frozen or Dried
0901 ....All Coffee
0904 ....All Pepper
0905 ....Vanilla
0906 ....Cinnamon
0907 ....Cloves
0908 ....Nutmeg
0909 ....Seeds
0910 ....Ginger, Curry, Saffron, Turmeric
1101 ....Flour
1104 ....Worked
1107 ....All Malt
1108 ....Extracted and Dried
1109 ....Gluten
1206 ....Seed
1507 ....Oil
1508 ....Oil
1509 ....Virgin Oil
1510 ....Oil Mixtures
1511 ....All Palm Oil
1517 ....All Margarine
1601 ....All Red Meat
1602 ....All Red Meat
1603 ....All Seafood & Meat Extracts
1604 ....Fish
1605 ....Crustaceans
1701 ....Sugar
1702 ....All Sweetners
1703 ....Molasses
1704 ....Non-Cocoa
1806 ....Containing Cocoa
1901 ....Malt Extract
1902 ....All Pasta
1904 ....All Cereals
1905 ....All Baker Wares
2002 ....Preserved
2003 ....Preserved
2006 ....Dehydrated, Sugared
2007 ....Jam, Marmelade, Jelly
2008 ....Sugared
2009 ....All Juices
2102 ....All Baking Powder & Yeast
2104 ....All Soups & Broths
2105 ....All Ice Cream
2106 ....Mixed, Prepared
2201 ....Pure Water
2209 ....All Vinegar
2501 ....All Salt
2936 ....Vitamins
3301 ....Single Source
020711 ....Chilled, Whole
020712 ....Frozen, Whole
020713 ....Chilled, Cuts
020714 ....Frozen, Cuts
020724 ....Chilled Whole Turkey
020725 ....Frozen Whole Turkey
020726 ....Chilled Turkey Pieces
020727 ....Frozen Turkey Pieces
020741 ....Chilled Whole Duck
020742 ....Frozen Whole Duck
020743 ....Chilled Duck Livers
020744 ....Chilled Duck Pieces
020745 ....Frozen Duck Pieces
020753 ....Chilled Geese Livers
020754 ....Chilled Geese Pieces
020755 ....Frozen Geese Pieces
030211 ....Chilled
030243 ....Chilled
030254 ....Chilled excl. Fllets
030271 ....Chilled
030323 ....Frozen
030353 ....Frozen
030366 ....Frozen excl. Fillets
030383 ....Frozen
030474 ....Frozen Fillets
030482 ....Frozen Fillets
030611 ....Frozen
030621 ....Prepared
030631 ....Chilled
030731 ....Chilled
030739 ....Preserved
030741 ....Chilled
030743 ....Frozen
030749 ....Preserved
030781 ....Chilled
030789 ....Preserved
040229 ....All Flavoured Milk
071010 ....Frozen
071021 ....Frozen
071022 ....Frozen
071029 ....Frozen
071040 ....Frozen
071080 ....Frozen
071090 ....Mixed, Frozen
071120 ....Prov. Prved. Fruit
071140 ....Prov. Preserved
071151 ....Agaricus - Prov. Preserved
071159 ....Other - Prov. Preserved
071190 ....Provisionally Preserved
071220 ....Dried
071239 ....Dried
071290 ....Dried
071310 ....Dried
071339 ....Dried
080261 ....Shelled
080262 ....Unshelled
080620 ....Raisins
080299 ....Shelled or Unshelled
090210 ....All Honeybush Tea
100490 ....All Oats excl. Seed
100590 ....All Maize excl. Seed
120810 ....Flour & Meal
121299 ....All Rooibos Tea
151211 ....Crude Oil
151219 ....Non-Crude Oil
160210 ....Homogenised Cooked Meat
160231 ....Turkey
160232 ....Chicken
160239 ....Duck & Geese
160290 ....Pateurised
160413 ....Preserved
160553 ....Prepared
160557 ....Prepared
190110 ....Dairy & Grain Mixtures
190211 ....Uncooked, Containing Egg
190219 ....Uncooked, Not containing Egg
190220 ....Stuffed Pasta
190230 ....Unstuffed, Cooked
200110 ....Preserved in Vinegar
200190 ....Preserved in Vinegar
200410 ....Preserved, Frozen
200490 ....Preserved, Frozen
200510 ....Homogenised for Infants
200510 ....Homogenised Vegetables
200520 ....Preserved, Unfrozen
200540 ....Brined
200551 ....Brined, Shelled
200559 ....Brined, Unshelled
200570 ....Preserved Fruit
200580 ....Preserved
200599 ....Preserved, Unfrozen
200600 ....Sugared
200811 ....Preparations
200911 ....Frozen
200912 ....Brix value < 20
200919 ....Brix value > 20
200921 ....Brix value < 20
200929 ....Brix value > 20
200941 ....Brix value < 20
200949 ....Brix value > 20
200961 ....Brix value < 30
200969 ....Brix value > 30
200971 ....Brix value < 20
200979 ....Brix value > 20
200981 ....All Cranberry Juice
200989 ....All Pomegranate Juice
200990 ....All Juice Blend
210310 ....All Soya Sauce
210320 ....All Tomato Sauce
210390 ....All Prepared Sauces
210420 ....Homogenised Mixtures
210610 ....Protein Concentrates
220210 ....All Flavoured Water
220290 ....All Soft Drinks
220410 ....All Sparkling Wine
320300 ....Colourants
330210 ....Mixtures
330210 ....Flavourants


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Peach Slices in Syrup
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Rhodes Quality
SQUISH
Bull Brand
HINDS SPICES
PAKCO
MAGPIE
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BISTO
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