Dear FPEF Members,

Piet de Jager

As was communicated earlier, I will retire at the end of the year after almost 14 years as the FPEF's CEO. Piet de Jager was appointed as my successor – effective 15 September. To ensure a smooth transition, Piet and I will work closely together until the end of 2025.

Piet is a qualified Chartered Accountant (SA). He held CEO roles at Agrimall Africa (Pty) Ltd and AgriSA Enterprises, served as MD at Ecofarma Southern Africa and as a director at Into Africa Solution Services (Pty) Ltd (T/A Afrilogic). He was also involved in farming – producing Queen pineapples for local and international markets, running a Brangus stud farm, and managing a tourism and game venture for international tourists. He also held various positions in which he was immersed in organised agriculture.

At this critical stage, Piet is excited to join the FPEF as an enabler of global competitiveness – and to build on the legacy of integrity and impact. *"It is an honour to be part of shaping the FPEF's next chapter – in service of our members, our industry and our country."*

FPEF members who are planning to attend Fruit Attraction in Madrid next week, will have the opportunity to meet Piet de Jager there.

<u>Turning to developments in our industry:</u>
The USA's implementation of a 30% import tariff on South African goods and services again highlighted the need for South African government departments to be aligned in their approaches toward access to new markets, to support trade shows and to be more pragmatic and realistic with regard to Acts and Regulations. As was communicated over the past few years, the FPEF – together with the other Fruit SA members – embarked on, and initiated various activities to assist our government in achieving these objectives, which are imperatives for a sustainable fresh produce export sector. We are pleased to see more movement with these objectives since the formation of the Government of National Unity. Some examples include progress with finalising the stone fruit protocol with China, as well as the commissioning of new equipment in our ports.

Fruit Attraction Madrid 2025

Fruit Attraction will take place from 30 September to 2 October 2025 at IFEMA Madrid. The FPEF will host and fund the National Pavilion, together with the other Fruit SA members (grower associations).

A 160 m² stand is secured in **Hall 14 stand number D10 (new hall)**.

In response to feedback and suggestions from FPEF members following previous events, particularly regarding the use of tables and chairs at the stand, and after the success at Asia Fruit Logistica with this new system, the following arrangements will apply at Fruit Attraction Madrid:

- All tables will be available on a strict reservation basis. No one will be allowed to use a table without booking it first.
- Reservations can only be made at the reception desk during the show – no advance bookings will be accepted.
- Tables will be allocated on a first come, first served basis.
- To ensure fair access, each company will be limited to a maximum number of reservations to prevent continuous or extended use of a table by the same company.
- Preference will be given to FPEF, CGA, Hortgro, SATI, Subtrop and Berries ZA members. Please present your business card as proof of membership.

If you make use of the tables on the South African pavilion, we kindly request your feedback to marletta@fpef.co.za on any business conducted during the event. Your input helps us to assess the Return on Investment of these initiatives and to improve the value and impact of future events.
South Africa National Day Celebrations at SA Embassy Berlin, Germany.

South Africa National Day Celebrations at the SA Embassy in Berlin, Germany

During the past couple of years, the SA Embassy in Berlin has requested fresh fruit from the FPEF for the South Africa National Day celebrations. Capespan was so kind as to have provided it every year. We want to thank Capespan for donating fruit again this year. It is a good example of the role that FPEF members can play in showcasing our industry.

The Open House Festival of South Africa was hosted on 23 and 24 August at the South African Embassy in Berlin.
On the right: German Minister of Foreign Affairs, Dr Johann Wadepfuhl, and South African Ambassador, H.E. Sizani.

We are engaged in similar events around South Africa National Day celebrations – with the High Commission in India and Embassies in Japan, China, South Korea and Indonesia. It is through such collaborations that we continue to build good relationships between South Africa and other countries.

OPERATIONS – WERNER VAN ROOYEN

South African Trade with the UAE

The General Manager of the Fruit and Vegetables Market in Dubai (now managed by DP World), has contacted the Western Cape Department of Agriculture and the FPEF to explore opportunities to expand fresh fruit exports from South Africa. The FPEF arranged for subsequent meetings directly with exporter members. These meetings are now concluded. And the most pertinent outcomes were the following:

There is an opportunity for South African exporters to collaborate with importers and to optimise a 'South African' market strategy into the Middle East, especially during religious holiday and festive periods.

Exporters showed an interest in developing direct relationships with major retailers in the UAE, but should take note of the complexities of the local market and the entrenched position of wholesalers. A better flow of information between retailers, wholesalers (importers) and exporters could enhance trade opportunities. Strategic partnerships and enhanced communication are essential to improve trade efficiency and meet market demands.

Some challenges with exporting to the UAE market are obtaining payment from clients, pricing and a limited cold chain infrastructure. Responsible trading could lead to better pricing and reduced losses for supply chain stakeholders. There was, in general, consensus to understanding the current challenges and the identification of opportunities for improvement.

COSATU (Congress of South African Trade Unions) Planned Protest Action

On 21 August 2017, COSATU submitted to NEDLAC (National Economic Development and Labour Council) a Section 7(1)(b) notice on the Economic Crisis in South Africa.

In terms of the Notice, COSATU demanded, amongst other things, that retrenchments to maximise profits must stop in all sectors of the economy. COSATU intends to proceed with protest action on 7 October 2025, from 00h00 to 23h59. This socio-economic strike will take the form of marches and pickets across the country and in all major cities and towns.

Citrus Marketing Forum

On Thursday, September 25, at 8:30 a.m., the Citrus Marketing Forum (CMF) will convene via MS Teams. The FPEF, in its capacity as co-chair, will oversee the meeting – with Werner van Rooyen (FPEF) serving as the chairperson. Please ensure that you have registered for this meeting in advance. Kindly contact portia@cga.co.za for more information on registration.

POST-HARVEST INNOVATION PROGRAMME – DESIREÉ THOMPSON

On 9 September 2025, the Steering Committee of the Post-Harvest Innovation (PHI) Programme met and four PHI researchers and some of their team members delivered in-person project presentations. It provided them with the opportunity to share their project findings with SteerCo members, and it also created a platform for lively interaction and discussions.

The presentations were well received by all. The new FPEF CEO, Piet de Jager, joined online. Since he will be the Chairperson of the PHI SteerCo from now on, the event served as the ideal opportunity to introduce him to the PHI Steering Committee, which consists of representatives of the FPEF, the Department of Science, Technology and Innovation (DSTI), the Department of Agriculture, Hortgro, SATI, Subtrop, Cape Flora SA and Berries ZA.

LOGISTICS – ANTOINETTE VAN HEERDEN

Handover of the new fleet of Rubber Tyred Gantries at Cape Town Container Terminal

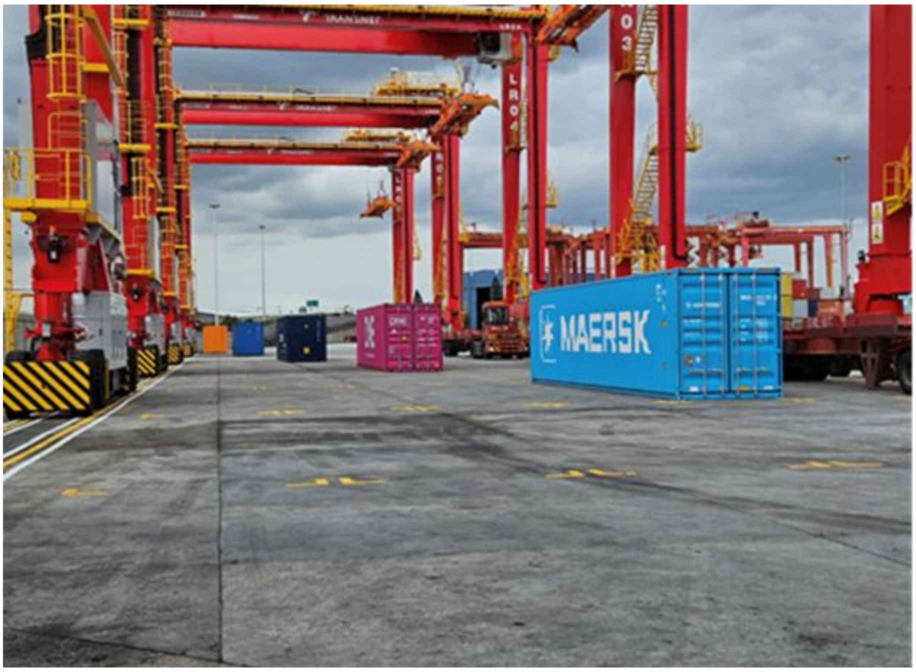
The Cape Town Container Terminal was abuzz with excitement on Wednesday 17 September, as Transnet customers and stakeholders gathered to witness the long-awaited handover of new equipment.

Transnet Group CEO, Adv Michelle Phillips, said: "*It cannot be the same old Transnet. This is a strategy to reinvent for growth*". Recalling her own time as a manager at Pier 1, Phillips noted: *"The silence during shift change is the sound of money not being made. Every two minutes, a container must be loaded or discharged."*

She also emphasised the importance of long-term customer relationships, which create certainty for both Transnet and its partners. To this end, the company has secured 10-year agreements with Original Equipment

Manufacturers (OEMs), as well as 20-year equipment management contracts – ensuring stability and continuity in operations.

Anton Kruger and Piet de Jager with Noxolo Thabatha – Terminal Manager, Cape Town Container Terminal.



The new Rubber Tyred Gantries, used in the demonstration.

<u>Current status of the Rubber Tyred Gantries</u>

The terminal is currently operating with a mix of old and new Rubber Tyred Gantries (RTGs). While improvements in truck turnaround times are already noticeable, staff across the four shift systems are still adjusting to the new machines. Unlike the older RTGs, which could stack containers three high, the new equipment can stack up to five high, which places the crane operator further from the ground. They can safely operate in wind speeds of up to 90 km/h while handling container loads.

- The first batch of 9 RTGs (LR01 to LR09) are fully commissioned, operational, and allocated to operations, and all shifts completed the training.
- The second batch of 9 RTGs (LR10 to LR18) have assembled structures; spreaders are fitted or nearing completion, commissioning date pending.
- The third batch (LR19 to LR28) arrived in parts; assembly is underway with commissioning and service dates to be confirmed.

The terminal will assess old machines that are no longer viable to mothball.

Oscar Borchards, Transnet Western Cape Regional Executive.

TRANSFORMATION – JOHANNES BRAND

Until next time,

Anton