Dear FPEF Members,

It is once again that time of year when international travel is picking up. Many of you attended **Asia Fruit Logistica** last week in Hong Kong, and we trust you have all returned home safely. You can find more information about the event later in this newsletter.

Another key international event is the **IFPA (International Fresh Produce Association) Fresh Produce and Floral Show** in **Anaheim, USA**. As members of the IFPA, we are proud to share that one of the Southern Africa Country Council members, **Adolf Kieviet**, a former FPEF Chairperson, has been elected as the **Chairperson of the Southern Africa Country Council of the IFPA**. In this role, he will also serve on the IFPA's main Board. Please join me in congratulating him on this achievement—we wish him every success, especially in navigating the current situation with the USA.

Linked to developments in the USA are new initiatives from the South African government, such as the ***dtic* Export Support Desk**. If you have made use of this service, we would greatly appreciate hearing about your experience.

MEMBERSHIP: CLAUDIA WALKLETT

We are delighted to extend a warm welcome to the following members, who were approved at our recent Board meeting on 20 August:

- **Riyp (Pty) Ltd**
- **Vitanova International CC**

We look forward to a long and rewarding mutual association.

MARKETING AND PROMOTIONS – MARLETTA KELLERMAN

Asia Fruit Logistica 2025

Asia Fruit Logistica was hosted from **3 – 5 September** at **AsiaWorld-Expo Hong Kong.** The **120m²** South African pavilion (12m² bigger than last year) in Hall 5 was funded by FruitSA (BerriesZA, CGA, FPEF, Hortgro, SATI and Subtrop) at a cost of **R2.4 million**. The 18 tables on the stand were well utilised by South African companies and always buzzing with meetings hosted at the stand. The new table booking system worked well and we were able to accommodate most of the requests.

More than 150 trade leads were received and will be shared with all members via email. The next **Asia Fruit Logistica** is scheduled for **2 to 4 September 2026 in Hong Kong.**

Fruit Attraction Madrid 2025

fruit attraction

The next edition of **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 Fruit South Africa 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, the following arrangements will apply at Asia Fruit Logistica and Fruit Attraction Madrid:

- **All tables will be available strictly on a 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 BerriesZA 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 assess the Return on Investment of these initiatives and improve the value and impact of future events.*

Meeting spaces are now available to book online on the **SATI stand at Fruit Attraction Madrid**.

- The price is R2,200 for 45-minute meeting slots
- Meeting spaces are on the **SATI stand, number 14E10**
- After booking a timeslot, payment should be made within 48 hours to secure the slot

Please contact **Denene Erasmus** - Denene@satgi.co.za – to make a booking.

OPERATIONS – WERNER VAN ROOYEN

Indonesia

In the 4th quarter of 2024, the FPEF was a member of a South African agriculture delegation that visited Indonesia. The delegation focused on important issues that affected exports. Additionally, the FPEF participated in the **Second ASEAN-South Africa Joint Sectoral Cooperation Committee Meeting**, leveraging the occasion to raise awareness of South African fruit and the critical role of sharing our South African fruit basket in promoting food security in the ASEAN market.

The process of trading and exporting fruit is not linear; consequently, tariffs and non-tariff barriers have a substantial effect on our exports. The visit in 2024 allowed the FPEF to especially address non-tariff barriers impacting South African fruit exports. As a result, the **South African Ambassador in Indonesia, Mr MK Lekgoro**, and **South African Counsellor Mr Maharaj** had a meeting in the second quarter of this year, with the **Indonesian Minister of Agriculture**, to discuss the exports of agricultural products to Indonesia as well as G20 participation.

The following issues (as highlighted by the FPEF during the visit) were discussed:

- **Import quotas** - the Minister noted the issue and indicated that it will be dealt with by a Working Group. He also mentioned that some quotas are to be relaxed as announced by President Prabowo, and he awaits the working group report.

- **The inspection of apples by SGS** - The Minister tasked the Secretary General and Head of the Bureau for International Cooperation to investigate the need for SGS inspection on South Africa fruit before shipment.

- **Mandarins exported via the port of Surabaya** - The Minister and the Secretary General indicated that there are delays at Jakarta Port due to congestion, and currently it's about 9-10 days that container ships queue. Therefore, to mitigate that, Surabaya port is used with a 2-day lag period. The operation costs are therefore higher for Jakarta than for Surabaya.

We will pursue additional clarification regarding the latter point, as there is a potential for a misunderstanding regarding the specific circumstances surrounding the export of Mandarins through the port of Surabaya. The FPEF prioritises trade facilitation, particularly the elimination of non-tariff barriers.

LOGISTICS – ANTOINETTE VAN HEERDEN

Cape Town Container Terminal - Rubber Tyre Gantry update

From the first batch of nine RTGs, seven have already been phased into service, while the remaining two - currently used for training - are scheduled to enter operations by the end of this week. The terminal has noted an improvement in truck turn times since the start of the week, although performance remains inconsistent as teething issues are being addressed.

The second batch of nine RTGs has been fully assembled. The Liebherr commissioning team will now complete the electrical work, painting, and installation of spreaders before beginning endurance testing, which takes place under live operational conditions. These units, along with the third batch, are expected to enter ser vice more quickly as operator training and GPS mapping have already been completed. The deciduous season is therefore expected to commence with a combined fleet of 18 new RTGs supported by the remaining legacy units.

The third and final batch of 10 new RTGs arrived on the MV Sloman Discharger that berthed on the **5th September** and completed discharge on the **8th of September.** Transnet has accelerated delivery by more than two months, and these units are set to be deployed early in the new year, in time to support the second half of the deciduous season.

Transnet Financial Results

Transnet narrowed its annual loss to **R1.9 billion**, a dramatic improvement from the **R7.3 billion** loss in the prior year - a reduction of approximately **74%**.

Transnet credited improvements to its Recovery Plan, particularly in stabilising its rail business via higher volumes and better tariff performance. Freight rail volumes increased marginally, reaching ~160 million tons - up from 151.7 million previously - but still below the 170 million-ton target.

Transnet has shifted towards a **"Reinvent for Growth" strategy**, transitioning from recovery toward long-term transformation and sustainable performance. This strategy is backed by private-sector participation, digital investments, and infrastructure modernization.

Rail Public Sector Participation progress

Transnet's Rail Infrastructure Manager (TRIM) has allocated routes across six major corridors to 11 **new Train Operating Companies (TOCs)**. These routes span 41 in total and will be activated from the 2026/27 financial year (starting in April), adding an estimated 20 million tonnes of freight annually. This move supports the national goal of increasing rail freight to 250 million tonnes by 2029.

The corridors include:

- **North Corridor**: 15 routes for coal and chrome (6 new operators)
- **Iron Ore Corridor**: 1 route (1 operator)
- **Cape Corridor**: 2 routes for manganese (2 operators)
- **Northeast Corridor**: 16 routes for coal, chrome, magnetite, fuel, containers (6 operators)
- **Central Corridor**: 2 routes for coal and containers (1 operator)
- **Container Corridor**: 5 routes for containers, coal, sugar (4 operators)

Industry Training

Twenty-six employees from the **Fruitways group** will be completing the **FPEF's Top of the Class** fruit export value chain training programme this week. The training spanned a total of 6 days over a three-week period and covered the entire value chain including primary production, quality management, packing, logistics, commercial management and marketing.

The course is designed primarily for employees in junior to middle management positions within fruit export companies, packhouses, and logistics service providers. Participants gain a solid understanding of the entire value chain, along with deeper knowledge and insight into their specific areas of responsibility. For more information on the FPEF's TOC programme contact **Johannes Brand** | johannes@fpef.co.za.

Until next time,

Anton