



KEEPING IT FRESH



News from the FPEF – 13 September 2023

Dear FPEF Members,

I trust that those of you who attended Asia Fruit Logistica in Hong Kong last week have travelled safely back home



and that your participation in the event yielded the desired results. Judging by the constant activity on our stand, it seemed that this was indeed the case. The feedback and “thank-yous” received from you are highly appreciated and re-confirmed why it is a privilege for us to work in this industry with members who make us proud.

I also wish to congratulate and thank **Marletta** for her persistence in having most of her design proposals accepted by the dtic. We are also thankful that the dtic funded the National Pavilion.

On the home front we have shared a considerable amount of information with you regarding logistical issues in the ports as well as with regards to other export challenges. In most

of these instances we have (again) proposed solutions, offered assistance (both financial and with other resources). The leaked letter from the National Treasury regarding financial problems within government re-confirmed that we as an industry will have to continue with assistance if we want our products to arrive in sound condition in the overseas markets.

Minister Didiza’s media release on 8 September, acknowledging the important role of the agricultural sector (including horticulture) for the economy of the country will hopefully lead to a renewed focus on our stated objectives of partnering with her department.



- Market Access
- Government Engagement
- Export process assistance
- Provide Information
- Transformation
- Research, Development and Innovation



FSA and DALRRD delegation meeting with Korean officials.

As you are reading this, I am travelling in Korea and Japan as part of a delegation led by **Dr Ntshabele Boitshoko** from DALRRD on market access. Apart from official engagements with the relevant governments, we also meet with importers, retailers and wholesalers. Two constant themes

come to the fore in the meetings with the private sector, namely the **high import duties and tariffs on our products** and **confirmation of our current priority market access applications**. These matters are heard firsthand by Dr Ntshabele who undertakes to communicate them to the relevant decisionmakers in our government.

Herewith, more and other information from the FPEF team:



Anton Kruger and Mono Mashaba visiting a retailer in Seoul that stocks SA grapefruit.

LOGISTICS & OPERATIONS

Ports

Adverse weather conditions continue to impact operations in the Port of Cape Town, and on Saturday a vessel vacated the berth to seek shelter along with other vessels at St Helena Bay. For two days the terminal only had one vessel at berth while the adverse conditions continued, resulting in lost productivity and vessel omissions. Finally, yesterday the berthing of vessels commenced, and the Container Terminal is fully occupied.

The first deadline to increase RTG availability was met last week, to install a new engine in one RTG to undergo stress testing with 13 more engines delivered. The compatibility of these engines which are not originally designed for this model of RTG is critical in the Terminals seasonal preparation plans to increase equipment availability. The seasonal plan depends on several plans that must all be successful to increase equipment availability and the risk factor must be considered in export strategy.

One unintended consequence from low equipment availability at DCT / Pier2 is frequent slot reviews in the booking system, due to the high demand a high number of users logged on causing the system to slow in all ports during these slot reviews. The past weekend the Transnet IT department implemented changes to accommodate the increase in user volumes.

While the overarching NLCC Terms of reference (TOR) awaits sign-off from cabinet, work has started on the TOR for Workstream 1, the General Freight Corridor which aims to improve performance of the multimodal and bulk freight rail network and port system and which the Agri sector will take part in. This workstream will be deployed through project teams and the local Port Consultive Committees (PCC) and the first Western Cape team will take place in October.



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TRANSFORMATION

Reminder - FPEF Transformation Webinar - Tue 19 September 10:00 – 12:00

For those who have not registered yet, we remind you to RSVP for our annual transformation webinar next Tuesday. This year's speakers are **Mr Jonathan Goldberg** and **Mr Athol Trollip**. Jonathan will be unpacking the implications for businesses of the new Employment Equity Amendment Bill and Athol will share valuable perspectives on transformation from his long political career and extensive business exposure. Please RSVP to Johannes Brand, johannes@fpf.co.za.

MARKETING AND PROMOTIONS



Asia Fruit Logistica 2023

Asia Fruit Logistica returned to Hong Kong in the first week of September. The South African pavilion was sponsored by the dtic. The FPEF and Fruit SA exhibited at the stand, which was shared amongst a total of eight co-exhibitors of which only three FPEF exporter members were approved as co-exhibitors – due to the dtic's strict new B-BBEE regulations. As in previous years, the FPEF supplied colourful graphic material for the stand. The two meeting rooms were well utilised by FPEF members, and the communal area was always buzzing with meetings hosted at the stand. Although the 3rd day was cancelled due to a black rainstorm warning by the Hong Kong government, it was overall a very successful event for the South African fresh produce export industry. The next **Asia Fruit Logistica is scheduled for 4 to 6 September 2024 in Hong Kong.**

Fruit Attraction Madrid 2023

Fruit Attraction will be held in **Madrid from 3 to 5 October 2023**. The industry will organise and fund a South African pavilion. There will be tables available (same as 2022) for meetings but unfortunately, *no tables can be reserved and will work on a first come first served basis*. Stand number: Hall 4 C22 (4C22)

Meeting space is also available at the SATI stand (4D22). To book a space, please contact Mecia Petersen - mecia@satgi.co.za. The price is R2,000 for 45-minute meeting slots.



Greetings from Korea and Japan!
Anton Kruger



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