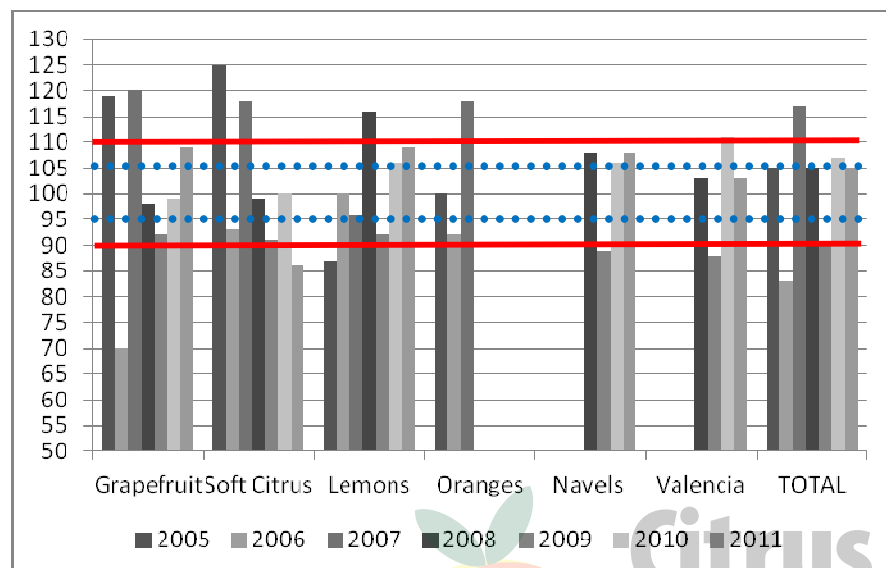


FROM THE DESK OF THE CEO (32/12)

Justin Chadwick (17 August 2012)

QUOTE OF THE WEEK "When you are arguing with a fool, make sure he isn't doing the same" Anonymous

ESTIMATES REVISITED



In the newsletter of 3 August the accuracy of CMF estimates was given in a table – this accuracy is perhaps better displayed in the adjacent graph. The outer limits (between 90 and 110%) are considered acceptable while the inner dotted lines (between 95% and 105%) are considered good.

If one digs deeper into the figures you will find that the regional estimates vs. actual differ by considerably wider margins at a regional level. For example in 2011 a region exporting approximately 20% of the countries Valencia crop was 34% out with their estimate. This would indicate that the volume exported is really demand

driven and that if one region has a lower volume available, another region makes up for the shortfall. This is one of the strengths of the Southern African citrus industry covering such a wide range of climatic and geographic regions.

This week the Navel Focus Group met (possibly for the last time in 2012) and concluded that the final predicted export volume will be 23 million cartons – EXTREMELY close to the original estimate of 22.9 million cartons.

CITRUS GROWERS' DEVELOPMENT CHAMBER (CGDC)

Under the wise guidance of Chairman Mzo Makhanya, Vice Chairman Thompson Mankhili and CGA Transformation Manager Lukhanyo Nkombisa, the CGDC has gone from strength to strength; tackling some of the most difficult challenges facing new growers in the citrus industry. Last week the CGDC met again, and elected their Executive Committee – Messrs Makhanya and Mankhili were re-elected, while the CGDC took a far sighted approach in electing Gender Representative – Ms Luyanda Kutta – to the Executive Committee. The balance of the Committee is made up of the CGA Board representatives (Israel Nemaorani and Hannes Hobbs), CRI staff (Andrew Mbedzi and Melton Malaudzi), CGA staff (Lukhanyo Nkombisa and Justin Chadwick) and Citrus Academy staff (Jacomien de Klerk).

Last week's meeting also tackled the recapitalisation plan – and questioned representatives from Department Rural Development and Land Reform on the lack of progress to date.

DATES TO DIARISE

Citrus Growers' Association of Southern Africa; Annual General Meeting; **Monday 20th August 2012.**

Annual DAFF Citrus Coordinating Meeting; **27 September 2012; 09h00-15h00 at ARC Infruitec in**

Stellenbosch.

PACKED AND SHIPPED

To Week 33 Million 15 Kg Cartons	Packed	Packed	Packed	Shipped	Shipped	Original Estimate	Latest Prediction	Final Packed	Final Shipped
SOURCE: PPECB	2010	2011	2012	2011	2012	2012	2012	2011	2011
Grapefruit	12.1 m	15.8 m	12.4 m	15.8 m	12.3 m	15.2 m	12.4 m	16.2 m	15.8 m
Soft Citrus	7 m	6.5 m	6.6 m	6.5 m	6.3 m	7.6 m	7.6 m	6.9 m	6.7 m
Lemons	8.8 m	9.7 m	9.1 m	9.1 m	8 m	11.1 m	9.7 m	10.8 m	10.2 m
Navels	22.5 m	19.8 m	22.4 m	35.4 m*	36.3 m*	22.9 m	23 m	21.2 m	61.7 m*
Valencia	23 m	17.5 m	18.5 m			46.1 m	44.7 m	44.2 m	
	73.4 m	69.3 m	69 m	66.8 m	62.9 m	102.9 m	97.4 m	99.3 m	94.4 m

* All Oranges

**GROWER FUNDED ACTIVITIES OF THE CGA, CRI AND CITRUS ACADEMY
ENSURE A GLOBALLY COMPETITIVE SOUTHERN AFRICAN CITRUS INDUSTRY**