# *FROM THE DESK OF THE CEO (36/17)*

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*Justin Chadwick 22 September 2017*

***"What is the point of having a rapier wit if I can't use it to stab people" Jeph Jacques***

## SEASON IN REVIEW AND PLANNING FOR 2018

Although many are still harvesting and packing the later maturing fruit, the focus is already starting to shift to preparation for the 2018 season. DAFF have sent out the following notice:

*Citrus fruit producers, exporters, role-players for export to the EU, China, Iran, Japan, Republic of Korea, Thailand and USA markets are invited and encouraged to attend and participate in the Department of Agriculture, Forestry and Fisheries (DAFF)'s Annual Citrus Coordinating Meeting. All the arrangements and requirements for the 2018 export season will be discussed and finalized based on the South Africa's Citrus fruit export programmes. Please note that successful fruit exports depend on compliance with the requirements of the importing country, and compliance begins in the orchard. Further information can be obtained from Ms Rejoice Muavhi Tel. +27 12 319 6538, RejoiceM@daff.gov.za, OR Mr Tshivhidzo Sikhwari Tel. + 27 12 319 6294, TshivhidzoS@daff.gov.za, OR Mr Patrick Magadani, Tel. +27 12 319 6235, PatrickMag@daff.gov.za.*

***Date: 11 October 2017. Venue: Addo (Africanos Country Estate), Eastern Cape. Time: 09H00***

CGA and DAFF are also planning to do a roadshow covering EU CBS and FCM requirements, registration and other market requirements flowing from the Coordinating meeting. These Post Season Phyto Workshops will kick off in Nelspruit (Monday 23/10) at CRI; then move to Hoedspruit (Tuesday 24/10) Hengelklub; Letsitele (Wednesday 25/10) Tzaneen Country Lodge; Marble Hall (26/10) Toitskraal; Mussina (27/10) Alicedale; KZN (30/10) Nkwalini Farmers Hall and finish off in Stellenbosch (31/10) at Olive Grove, ARC Infruitec.

CGA, DAFF, CRI and PPECB will also be holding briefing sessions focusing on the False Codling Moth Management System (FMS) – times and venues will be advised; 7 November Groblersdal/Marble Hall; 8 November Tzaneen/Letsitele/ Hoedspruit; 9 November Nelspruit/Onderberg/KZN; 14 November Eastern Cape and 16 November Western Cape.

## VIETNAM

Consumers want choice, and importers want to supply that choice. Last week a Fruit South Africa delegation visited Vietnam to see importers, the Plant Protection Department and the South African Embassy. Vietnamese importers are at pains to explain the importance of South Africa regaining citrus access to Vietnam – at the moment there is a limited choice in terms of citrus supplying countries from the southern hemisphere – and importers complain of high prices and fruit of the wrong specifications. Given that South Africa lost access due to an administrative problem (when countries applied for continued access during Vietnamese revision of plant health regulations; South Africa stipulated "citrus" instead of specifying oranges, grapefruit, lemons and mandarins; and as a result these products were not included on the approved permit list) the delay in gaining access is very frustrating. All that remains is for a site visit and finalization of the protocol – we remain hopeful that this may be possible before the 2018 season.

With a population heading for 100 million, impressive economic growth (Vietnam is one of four Asian nations recording 5-10% growth in GDP in 2016; the others being Bangladesh, China and India) and a preference for fresh fruit and vegetables, Vietnam is an attractive market for counter-seasonal fruit.

## PACKED AND SHIPPED

A correction has been made to the final grapefruit packed figure from 2016 – this has been corrected to reflect the 13.8 million packed. The Valencia and Navel Focus Groups met this past week and both increased their final prediction. Excellent market conditions, excellent quality fruit and minimum trade disruptions has led the VFG to increase their prediction. The NVF also increased their prediction slightly. The lemon prediction has also been marked up slightly, as packed figures exceed the prediction – it is likely that this could increase further as the season winds down. As the packed figure hits 117 million cartons the industry is approaching the record 118.4 million of 2015; and if predictions are correct this will be surpassed.

| To End Week 37 Million 15 Kg Cartons | Packed | Packed | **Packed** | Shipped | **Shipped** | Original Estimate | Latest Prediction | Final Packed |
|---|---|---|---|---|---|---|---|---|
| SOURCE: PPECB/AGRIHUB | 2015 | 2016 | 2017 | 2016 | 2017 | 2017 | 2017 | 2016 |
| Grapefruit | 16 m | 13.8 m | 15.7 m | 12.3 m | 14.2 m | 15.6 m | 15.7 m | **13.8 m** |
| Soft Citrus | 9.8 m | 12.1 m | 13.3 m | 11.1 m | 12.9 m | 13.2 m | 13.8 m | 12.2 m |
| Lemons | 14.6 m | 14.7 m | 18.9 m | 14.4 m | 18.5 m | 17.5 m | **18.9 m** | 15 m |
| Navels | 24.4 m | 26.2 m | 21 m | 25.4 m | 21 m | 26.3 m | **21.2 m** | 26.2 m |
| Valencia | 44.1 m | 39.5 m | 48.1 m | 38.1 m | 41.6 m | 50.1 m | **52.2 m** | 41.8 m |
| Total | 108.9 m | 106.3 m | 117 m | 101.3 m | 108.2 m | 122.7 m | 121.8 m | 109 m |

**THE CGA GROUP OF COMPANIES (CRI, RIVER BIOSCIENCE, XSIT, CGA CULTIVAR COMPANY, CGA GROWER DEVELOPMENT COMPANY & CITRUS ACADEMY) ARE FUNDED BY SOUTHERN AFRICAN CITRUS GROWERS**