

FROM THE DESK OF THE CEO (36/18)

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Justin Chadwick 7 September 2018



“Europe is made of history, America of philosophy, Asia of prosperity, and Africa of opportunity” Sami Leino

CGA LOGISTICS STRATEGY SESSIONS

Mitchell Brooke is in process of engaging with producers and exporters on the CGA Northern Regions 5-Point Logistics Plan. He has suggested for producers and exporters who wish to discuss logistics strategies in person to make contact with him. He will be traveling to Cape Town next week and is available to meet with exporters on request. Email mitchell@cga.co.za.

VARIETY FOCUS GROUP MEETING MINUTES

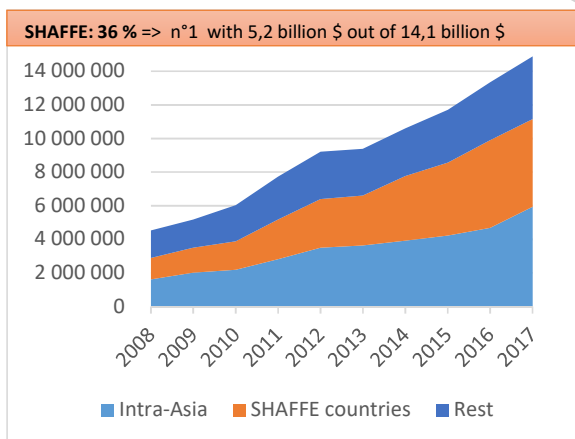
Growers owe a great deal to those they have chosen to represent them on the variety focus groups. These groups meet at least once a month during the harvesting season. Topics covered include updates to the predicted export volume, market conditions, fruit quality and any other issue affecting that variety. John Edmonds prepares excellent minutes of these meetings, which are then posted on the member's only section of the CGA website (www.cga.co.za). Growers are encouraged to look at the minutes, and take up any discussion with their focus group representatives. This year the navel and valencia variety focus groups held joint meetings – the latest minutes from this week's meeting should be on the website very soon (if not already).

ASIAFRUIT LOGISTICA

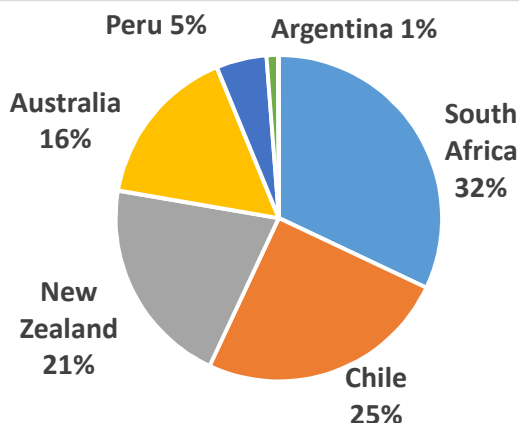
Hong Kong once again hosted the AsiaFruit Logistica trade show this past week. Thanks to DTI and FPEF, the South African stand was once again well designed and very busy. What is noticeable is the improvement in designs of the different country stands – as well as the size. For sure, the Egypt stand was much bigger than previous years, while Spain also had a noticeable presence.

One of the highlights of the visit is always the opportunity to meet with fellow southern hemisphere fresh fruit exporters at the SHAFTE meeting (and the customary pisco sour at the Peru stand later on). Thanks to the hard working SHAFTE secretariat in the person of Nelli Hajdu, we were presented with very interesting and relevant analysis and information. It is always interesting to see who is sending what into the market (presentation available on request). Below is a snippet from the presentation.

Temperate fruit imports by origin/value



SHARE of SHAFTE members in Top 14-Asian countries



PACKED AND SHIPPED

To Week 35 Million 15 Kg Cartons	Packed	Packed	Packed	Shipped	Shipped	Original Estimate	Latest Prediction	Final Packed
SOURCE: PPECB	2016	2017	2018	2017	2018	2018	2018	2017
Grapefruit	13.6 m	15.6 m	18.3 m	14.6 m	17.4 m	16.8 m	18.6 m	15.7 m
Soft Citrus	11.8 m	12.9 m	15 m	12.2 m	14.7 m	14.7 m	17 m	13.4 m
Lemons	14.5 m	18.4 m	18.5 m	18 m	17.9 m	20.6 m	19.9 m	19 m
Navels	26.1 m	20.9 m	26 m	20.9 m	25.4 m	25.7 m	26.2 m	21.1 m
Valencia	34.5 m	40.7 m	35.2 m	32.8 m	28.4 m	53.9 m	51.2 m	53.8 m
Total	100.5 m	108.5 m	113 m	98.5 m	103.8 m	131.7 m	132.9 m	123 m

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