

# FROM THE DESK OF THE CEO

*"The best ideas aren't hidden in shadowy recesses. They're right in front of us, hidden in plain sight."*  
(Richard Farson and Ralph Keyes)

## TRANSITIONS AND STRATEGIC MOVES

The CGA welcomes Minister Willie Aucamp to the Agriculture portfolio and wishes him well for his tenure. We look forward to working with him. A lot is on the table of the fruit sector in terms of gaining, optimising and retaining markets. Just one example: in the UK we are seeing benefits that have accrued to citrus exports threatened by the ongoing EU/EK realignment talks. Since Brexit, the UK has had a different approach to SA citrus and now, with the realignment, we will likely see the EU requirements becoming mandatory for UK fruit, with all related compliance costs kicking in. South Africa's fruit industry remains a key contributor to foreign earnings as an export-driven industry. This must be protected and grown. In line with Vision 260, we are on track to deliver more citrus to exports markets, and we also need to maintain traction in opening new markets.

As previously mentioned in April, our BRICS counterpart, India, issued a World Trade Organisation notification for the in-transit cold treatment protocol that we've been engaging in over the years. This is a sign of good progress. We are hopeful that upon the conclusion of the notice period, in the coming month, we will see immediate implementation. Our market access initiatives are, among other efforts, looking at the South-East Asia markets, and it is here that co-operation between the Department of Agriculture and the CGA can deliver meaningful results.

Also, apart from oranges, our citrus exports to the US still face a 10% tariff. Efforts are underway to potentially impose a 12,5% tariff, to be installed when the 10% tariff expire later this month. The Department of Trade, Industry and Competition has been in negotiations with the US towards concluding a bilateral trade deal, which might ameliorate some of the tariff impacts felt by our growers. This is an opportunity that we believe the newly sworn-in Deputy Minister in that department, John Steenhuisen, can seize as part of his essential role at the DTIC. Steenhuisen has achieved a number of agri-diplomatic successes, which gives him unique experience in addressing tariff and non-tariff barriers. Our export competitiveness as a country could be greatly enhanced.

Changes of this nature often come with uncertainty, real or perceived, but perhaps we now have a chance at strengthening alignment between technical market access, largely the domain of the DoA, and trade policy initiatives, the responsibility of DTIC.

Our work is cut out for us, and we should all commit to boosting our exports to the benefit of South Africa Inc.

## INTERESTING FACTS

Did you know that the bergamot orange gives Earl Grey tea its flavour? This bitter, fragrant citrus fruit grown mainly in Italy is almost never eaten on its own. Instead, oil extracted from its peel is used to flavour Earl Grey tea. The oil is also used in perfumery.

From the Desk of the CEO  
WhatsApp group



CGA Logistics and Shipping  
WhatsApp group



CGA Consumer Assurance  
WhatsApp group



## PACKED AND SHIPPED VOLUMES

| End of week 26<br>million 15 kg<br>cartons | Packed | Packed | Packed | Shipped | Shipped | Original<br>Estimate | Latest<br>Prediction | Final<br>Packed | Vision<br>260 |
|--------------------------------------------|--------|--------|--------|---------|---------|----------------------|----------------------|-----------------|---------------|
| SOURCE:<br>PPECB / AGRIHUB                 | 2024   | 2025   | 2026   | 2025    | 2026    | 2026                 | 2026                 | 2025            | 2026          |
| Grapefruit                                 | 11.9 m | 12.1 m | 12.1 m | 10.6 m  | 11.4 m  | 17.8 m               | 16.4 m               | 15.3 m          | 15.5 m        |
| Lemons                                     | 24.4 m | 27.5 m | 38.9 m | 23.8 m  | 34.3 m  | 45.9 m               | 49.4 m               | 41.6 m          | 43.4 m        |
| Mandarins                                  | 17.8 m | 21.7 m | 19.6 m | 17 m    | 17.6 m  | 52.7 m               | 49.4 m               | 53.5 m          | 50 m          |
| Navels                                     | 12.8 m | 15.9 m | 12.3 m | 10.7 m  | 10.1 m  | 30 m                 | 26.8 m               | 31.6 m          | 32.3 m        |
| Valencia                                   | 5.2 m  | 7.2 m  | 4.7 m  | 4 m     | 2.5 m   | 63 m                 | 62.6 m               | 62 m            | 67.8 m        |
| Total                                      | 72.1 m | 84.4 m | 87.6 m | 66.1 m  | 75.9 m  | 209.4 m              | 204.6 m              | 204 m           | 209 m         |

\*Grapefruit Packed Distribution: Class 1 & 2 volumes remained relatively stable at 9.7 m cartons (2026) vs 10.8 m (2025) and 10.6 m (2024), while PP volumes increased to 2.4 m cartons from 1.3 m in previous years.