

Newsletter

May/June 2019



Justin Chadwick
(Fruit SA Chairperson)



Vangile Titi-Msumza
(Fruit SA Vice Chairperson)

Fruit SA board appointments:

The board of Fruit South Africa has appointed Justin Chadwick as chairperson and Vangile Titi-Msumza as vice chairperson, effective as from 1 April 2019.

Their appointments align strategically with the industry's agenda of strengthened partnerships with government, increased market access and transformation.

Chadwick welcomed the appointment, expressing appreciation for the opportunity to build on the foundation laid by Fruit South Africa. As an association of associations, he says, Fruit South Africa is fortunate to have strong institutions in all fruit sectors, with good leadership and sound governance. He aims to continue Fruit South Africa's role in uniting these associations to tackle common issues, face joint challenges and take advantage of all opportunities.

"It's an honour to serve as vice-chair of this dynamic organisation, representing South Africa's fruit industry," says Titi-Msumza.

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CGA Citrus Summit



On 12 March growers from across southern Africa descended on the windy city of PE for the biannual CGA Citrus Summit.

The long-awaited summit is a great opportunity for growers and industry roleplayers to get access to market intelligence, express industry challenges and to network. Content included engaging topics ranging from growth in the CGA Grower Development Company, legislative changes in BEE, and the fourth skills revolution to logistics, market development and market access.

The summit got underway with the unmistakable Freek Robinson as programme director.

And the speaker line-up made didn't disappoint: Dr. Mono Mashaba (Chairman CGA GDC), John Purchase (Agbiz CEO), Retha Louw (CEO: Siza), Gerrit van der Merwe and Piet Smit (both growers), Jacomien de Klerk (General Manager: Citrus Academy), Lara Grieve (Business Development and Strategy: Yes4Youth SA), Prof. Steven Worth (UKZN), Richard Bright (editor and founder of the UK-based Reefer Brief), Dave Watts (independent logistics consultant), Prof. Vaughan Hattingh (CEO: CRI), Professor Marcos Neves, Deon Joubert (special envoy to the EU), Rocco Renaldi (CGA representative in the EU), Nick Gutierrez (USA representative on the citrus market in the USA), and Mikhail Fateev.

The anticipated Citrus Legends then followed, where homage was paid to legends Milaan Thalwitzer, the late Gerrit van der Merwe and David Lotter



Mono Mashaba
GDC Chairman

CGA Grower Development Company (GDC)

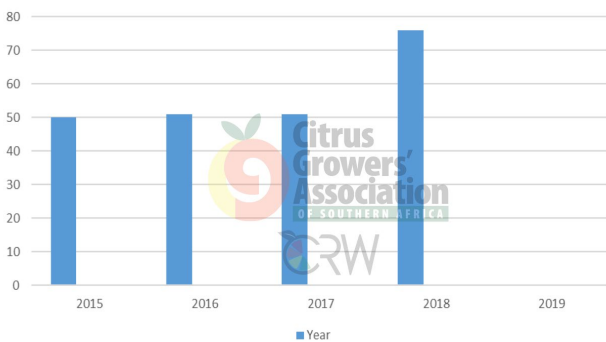
The theme at this year's biannual CGA Citrus Summit leaned heavily towards inclusivity. Dr. Mono Mashaba's (chairman: CGA GDC) presentation elaborated on the CGA Grower Development Company's (GDC) Enterprise Development Agenda of supporting black growers.

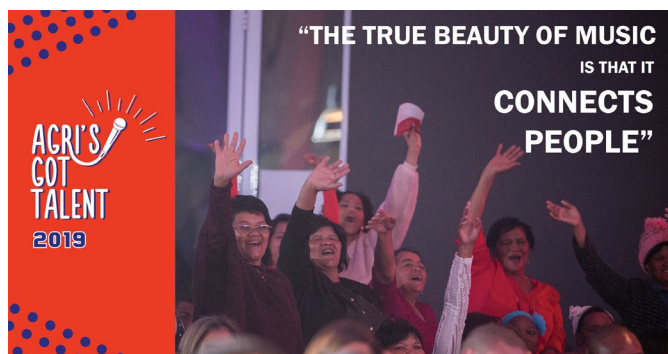
With a vision of being established as a centre of excellence that empowers black South African growers, the GDC aims to provide:

- Production infrastructure and technical support
- Business management support
- Facilitation of access to funding
- Facilitation of access to markets

The company celebrates these wins: growth in total enterprises from 118 in 2014 to 145 farms in 2018; increase in hectares farmed from 7 211 ha in 2016 to 8 103 ha in 2018; Thulwane's growth from 117.6 ha in 2017 to 180 ha in 2018; and Mabunda's export growth from 250 456 cartons in 2014 to 562 439 in 2018.

Number of Black Exporting Citrus Growers





HORTGRO

Agri's Got Talent

The closing date for Agri's Got Talent (AGT) entries is 20 May 2019. Now the nail-biting build-up is underway, as our agri-workers prepare to go head to head in this singing contest.

The finalists' preparation includes training in Paarl for one week, where they receive intensive singing and stage training, as well as life skills coaching.

With the Citrus Growers' Association (CGA) as a new sponsor, the competition is certainly growing steadily in stature. For the CGA sponsoring this professional initiative was a no-brainer.

For many years I've observed the growth of Agri's Got Talent, and witnessed the sheer joy and inclusivity that the competition brings, says Justin Chadwick, CEO of the CGA. Farm workers are a treasured part of the citrus family, and recognition of their talents and contribution through AGT is only fitting, he continues.

We look forward to the Gala Evening on 2 August.

The event is sponsored by HORTGRO, the CGA, the VinPro Foundation, the South African Table Grape Industry (SATGI), and the Western Cape Government's Department of Agriculture.



L-R: Tru-Cape's Henk Griessel and Buks Nel; and Hortgro's Chairman, Nicholas Dicey, toasting the new 'old' apple tree.

The Company's Garden history enriched by an apple

The first apple tree planted in the iconic Company's Garden in the late 1650s has come full-circle, thanks to a partnership between Tru-Cape, Hortgro and the Cape Heritage Fund.

A research project relating to the history of apples was started more than a decade ago by Tru-Cape Quality Assurance Manager, Henk Griessel and his colleague, Buks Nel (the company's New Variety Expert). It brought to light that the Witte Wijnappel was the first apple picked in the Company's Garden on 17 April, 1662.

The duo, resolute about finishing what they'd started, tracked down the Witte Wijnappel tree in the Netherlands. They imported budwood of the Witte Wijnappel to be able to grow a new tree, and placed it in quarantine. Now, it's ready for planting. This is a huge feat, with great significance for the industry.

Hortgro's Executive Director, Anton Rabe expressed the industry's pride in the initiative, returning soil plant material of such historical significance to SA. It solidifies the founding roots of the apple industry, which go back more than 350 years.

The City of Cape Town, Tru-Cape, Hortgro and the Cape Heritage Fund will collectively manage the maintenance and development of the apple tree.



The Witte Wijnappel, resettled in the Company's Garden.



Terence & Pia

The Stellenbosch Insectary

By Grethe Bestbier

In 2012, Entomon Technologies (Pty) Ltd, an insectary in Stellenbosch was launched, after completion of a pilot project on the management of codling moth (CM). The project was run by Matthew Addison, Hortgro Science Crop Protection Manager.

Today, Welgevallen Experimental Farm in Stellenbosch is home to thousands of moths, worms, flies and other insects. Applied research in the area of pest control requires an adequate supply, therefore they're bred annually.

The insectary has mass produced sterilised codling moth colonies as part of an area-wide integrated pest management (IPM) tool for the pome fruit industry. Development of the initial phase was funded by Hortgro Pome, at R4,6 million. However, Hortgro donated the facility to Stellenbosch University's (SU) Faculty of AgriScience in December 2014, for further pest management research. The Hortgro Pome board had decided not to invest beyond the initial phase of development, given that the anticipated onboarding of the technology had not materialised.

Dr Pia Addison, senior lecturer at the Department of Conservation Ecology and Entomology, confirms that IPM research conducted at the insectary includes exploring alternate methods of pest control, with reduced synthetic pesticide inputs. Hortgro Science's Terence Asia currently manages the facility.

The insectary provides critical laboratory space to meet the industry requirements of applied research projects. And the codling moth colony allows for the early development of EPNs (entomopathogenic nematodes), researching mass culture methods and biological control agents. The weevil colony, on the other hand, enables the development of entomo-pathogens under laboratory conditions and field applications. The fruit fly colony (Medfly) assesses various field-collected EPNs and EPF (entomopathogenic fungi), and this research is now ready for field application.

The insectary holds considerable promise beyond its current value to the industry.



Kazuya Noboru of Komatsu, Japan (left) and Graeme Cherry of Cherry Diggers. *Image Source: Tru-Cape*

The growing relationship between the SA's fruit industry and Japan

Moving the earth – literally:

Effective soil preparation plays an immense role in the quality of one's harvest, says James Downes (current holder of Two-A-Day's Chairman's Award for the Highest Income Per Hectare). It's the very foundation that enables improved production. Downes also highlights that seeing excavators in open land preparing a new orchard has become commonplace.

Komatsu, an earth-moving machinery company headquartered in Japan, has been supplying SA with agricultural equipment and support since 1963. And, confirms Graeme Cherry of Cherry Diggers, SA's deciduous fruit industry, which provides more than 105 000 jobs, has certainly been reaping the benefits.

A strong collaboration between Komatsu and Grabouw-based Cherry Diggers has enabled the continued supply of earthmoving equipment (an integral part of effective soil preparation) to our agricultural industry.



Image Source: amazon.com

Fuji apples

Fuji Suprema - originally from Japan - is amongst the Top 10 most-sold apple varieties in SA.

Tru-Cape Fruit Marketing, the largest marketer of SA apples and pears, confirms that about 500 000 cartons of SA-grown Fuji apples have been sold in the last two years.

Had Japan's phyto-sanitary requirements allowed their import of fresh fruit, ties between them and our fruit industry could be so much stronger.

Joybells cultivar makes its mark



L-R: Senzeni Zokwana (DAFF Minister), Wilton September (SATI Transformation Manager), Willem Bestbier (SATI CEO), Mike Mlengana (DAFF Director-General) and Konanani Liphadzi (Fruit SA CEO)

Joybells is a table grape cultivar that was successfully launched on a global scale in Berlin, Germany last year. This proves the impact of strong public-private partnerships, which, in this case resulted in SA making indelible strides as leaders in the global fresh fruit arena. SATI was proud to hand over some of these prized table grapes to DAFF Minister, Senzeni Zokwana and Director-General, Mike Mlengana during the Minister's scheduled Service Delivery Forum.

SATI

New SATI directors in Berg River region



Hendrik Davids



Niël Kirsten

The Berg River region has elected Hendrik Davids as independent SATI director and Niël Kirsten as SATI volume director.

Hendrik is both managing director and shareholder at Imdhawo Ekuhle, which owns and manages Vergelegen, a table grape farm just past Robertson. It's currently the largest 100% black-owned table grape farm.

Niël Kirsten from the JDK Farm was elected as SATI director to represent the Bergrivier region. Niël will serve as director for the remaining term that runs until 31 October 2020.

SA Table Grape season drawing to a close



At the time of compiling this edition, four of the five SATI production regions had completed the season: the Northern Provinces, Orange River, Olifants River and Berg River. At the time the season was to end at just under 61 million cartons (some 2 million short of the lower limit of the crop estimate communicated earlier last month). The outcome was attributed to a slower than expected recovery from the drought for all three production regions in the Western Cape, reduced pack-outs and adverse market conditions.

The Berg River region had also ended just under the lower level of the crop estimate; and producers in the Hex River region had finished packing their last grapes.



TRANSFORMATION

CGA

Welgevonden Citrus Project



Nkosi Douglas Zondo his team

Nkosi Douglas Zondo is the local chief in the remote rural Swart Mfolozi District near Vryheid in Kwazulu-Natal ("Nkosi" is Zulu for what denotes respect for a chief of the local community). The title comes with great responsibility: to ensure the well-being of the community and to serve as an arbitrator in community disputes.

The project got underway when Zondo bought an undeveloped farming property from commercial farmers in the area, in 2009. It comprised four farms of a collective size of 15 000 ha that were bushveld and had only been used for grazing. Today this farming operation is one of the biggest employers in the area, with 67 permanent workers who are locals.

Developments on the farm have been made possible through a loan secured by Zondo at Ithala Bank, as well as assistance from the KZN Department of Agriculture. Welgevonden has been developed for citrus planting, and currently has 60 ha of Eureka seeded lemons. A further 40 ha of trees is on order for planting within the next few years. There's currently 18 ha of cabbages in production on the farm, which also produces butternuts and irrigated wheat produced with irrigation pivots.

Female farm workers confirm the value that the project has brought to them and their families, with this job being their only form of income.

"Our trees are now three years old and will soon be yielding their first good harvest. We are looking forward to the returns that this will bring, as this will provide an income for our workers and the opportunity to further expand our farm. It is my aim to distribute the wealth generated from the farm to the people in our area."

"One of the biggest challenges for people living in this remote area is that transport is very expensive, making it difficult for them to access services.

Many of the roads in our area are gravel roads and we need to appeal to our local municipality to assist us with keeping the roads in good order. When our citrus trees start producing and we need to transport them from our farm, we will need our road infrastructure improved."



Tito Mboweni, Finance Minister
Image source: The South African

More money for black farmer development in Mboweni's budget

Article adapted from Farmer's Weekly

By Denene Erasmus

When Finance Minister Tito Mboweni tabled the national budget for the 2019/2020 fiscal year, he hearteningly said it was "in the interest of our people and our country, and not in the narrow objectives of any political party".

Minister Mboweni showed strong support for government spending on agriculture and rural development for the year ahead, focussing on supporting black emerging and smallholder farmers, expanding export market access, and funding a number of infrastructure projects over the medium term.

He confirmed that R1,8 billion has been allocated for the implementation of 262 priority land-reform projects over the next three years; and that R3,7 billion has been set aside to assist emerging farmers seeking to acquire land to farm.

He also indicated that the Land Bank would support smallholders, leveraging partnerships with other financial institutions to achieve its aim of disbursing R3 billion in the next fiscal year.



HORTGRO

Cycling Dreams – From Keimoes To The Tour De France

By Grethe Bestbier



Gino-Louw Green

Twenty-one-year-old Gino-Louw Green from Keimoes in the Northern Cape is living proof that dreams do come true, and that where you're going matters so much more than where you've come from.

His talent initially manifested through rugby in the fourth grade, at Swartland Primary School. But it's when they went to stay with his uncle in Keimoes (his hometown) that his love for cycling was sparked.

He spent ages watching his uncle – a passionate cyclist – cleaning his bicycle with great care, whilst donning his cycling gear. At the age of 11, Gino mustered the courage to ask his uncle if he could ride with him, but he considered Gino to be too young.

Gino completed his high school career at Oranjezicht High School in 2013, the same year in which his uncle debuted in the Cape Town Cycle Tour (better known as the 'Argus'). Seeing his uncle's face in the newspaper was all the motivation Gino needed to turn his own cycling dreams into a reality.

He started working as a general worker at Hierbegin Farm in Keimoes. Then his uncle sold him his first bicycle, a blue Silverback! The duo then started cycling together every Sunday, getting fit, building up stamina and learning the 'tricks of the trade' gave Gino the confidence to enter a 30 km mountain biking race in Upington – his first competition. It was a daunting experience for Gino – with so many rivals, no cycling gear and being mocked to boot. He finished fourth, even grabbing the attention of the naysayers. He was then sponsored brand-new Ferguson cycling gear and encouraged by the generous sponsor to keep cycling. In 2015 and 2016, Gino took part in the Kalahari Kuierfees mountain biking competition and fared brilliantly, once again.

He's kept at his training and this year his dedication, consistency and resilience paid off when his ultimate dream came true: cycling in the Cape Town Cycle Tour. Finishing 342st in his age group, and 13 270st from the total of 23 034 cyclists, his time of 05:02:49 seconds is a major achievement. Sponsorship from InnofruitSA (Pty) Ltd, Raisins SA and Hierbegin Farm helped to realise this dream for Gino. He received a brand-new Avalanche Solo bicycle, new gear and clothing. Gino's ever grateful for all the support he's been given and he keeps dreaming of achieving bigger and better things in the cycling arena.



CURRENT AFFAIRS

Brexit uncovered

At the time of drafting this, Theresa May was due to meet with Sir Graham Brady (chairman of an influential committee of backbench Tory MPs). This was against the backdrop of calls for a confirmed resignation date for the embattled Prime Minister.

BBC political correspondent, Iain Watson refuted claims by Downing Street that the meeting was merely routine. Instead, he suspected applied pressure by Sir Graham behind closed doors for May to confirm her departure.

The following is adapted from an article in *Daily Maverick* by Karen Bosman: **The four Brexit scenarios for South African exports**

Export is an area of the SA economy that stands to be hit the hardest by Brexit.

Prime Minister Theresa May had wanted to hold a vote on the withdrawal agreement bill ahead of the local elections in May, to request that MPs vote on legislation to approve Britain's exit from the EU. But the bill's exclusion by the House of Commons, amidst fears of certain defeat, put paid to that. With the bill unapproved before 23 May, Britain would be forced to take part in European Parliament elections.

Brexit was originally meant to take place on March 29, but has been moved twice since, with the new date being 31 October.

Adding to her woes, Brexit sticklers within her own Conservative Party have urged Prime Minister Theresa May to resign. This is after a failed formal vote of no confidence in December 2018, which - according to the party's own rules - prohibits MPs from triggering another, until December 2019.

But how does this affect us way down in the southern hemisphere?

The UK is currently the Western Cape's second largest player in the export arena - the number one source of foreign direct investment (by a number of projects), and the number one source market of tourists to the Cape. Therefore, Wesgro (the official tourism, trade, and investment promotion agency for Cape Town and the Western Cape), prizes a strong relationship with the UK.

For SA as a whole, the UK has climbed to the fourth largest export market (from the eighth largest place in 2017). The Western Cape also had a trade surplus with the UK in 2018, with exports totalling almost R10-billion and imports at R5,3-billion. Fruit comprises amongst the biggest export portions from the Cape to the UK.

In 2017 SA was the main source of imported grapes and plums in the UK, and the second biggest source of imported apples, mandarins, oranges, and peaches.

Top competitors for these products include Spain, Chile and France.

The four main possible Brexit outcomes:

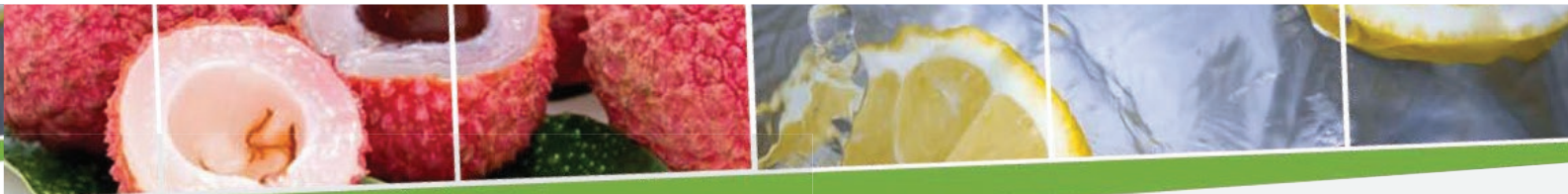
- The UK leaves the EU with the Prime Minister's withdrawal deal
- No-deal Brexit, where the UK leaves the EU with no deal
- The UK leaves with a withdrawal deal, but a different deal (this would have to be renegotiated with the EU, who have warned that they are not willing to reopen negotiations)
- No Brexit, where the UK remains within the EU.

There's no telling if the UK will ultimately leave the EU customs union. As for the UK remaining in the EU customs union after Brexit, the government says this would not allow the country to strike free trade deals with third countries. If the UK does leave the EU customs union, it will no longer be a party to any of the trade agreements it is currently part of under the EU. The would obviously prefer a "roll-over" of the existing trade agreements that they are currently part of under the EU, but time is against them.

Scenario 1:

If the UK leaves the EU with the Prime Minister's withdrawal deal:

- The UK remains part of the EU customs union and single market for a two year transition period and nothing changes in the short term.
- SA continues to trade with the UK under the EU Economic Partnership Agreement (EPA), with no immediate disruption at the UK border.



- If the UK leaves the EU customs union after the transition period then the SACU+M (Southern African Customs Union + Mozambique) roll-over agreement kicks in and South African goods continue to enjoy preferential access to the UK market.

Scenario 2:

- If the UK leaves the EU without a deal in place, then trade between the UK and EU, and between the UK and all countries with which it does not have a roll-over agreement, reverts to WTO rules.
- If SA doesn't have a roll-over agreement in place with the UK on the date of a no-deal Brexit, SA goods will face UK's MFN tariffs; if the roll-over agreement is in place, then SA goods will continue to qualify for preferential access.

Scenario 3:

If the UK leaves with a different deal:

- Leaving with a withdrawal deal means an orderly and managed Brexit.
- Uncertainty remains as to what Brexit will actually 'look like'. For SA goods exports, should the UK remain in the EU customs union then trade continues under the EU EPA; if the UK leaves the EU customs union, trade will take place under the roll-over agreement (if it has been concluded).

Scenario 4:

In the case of no Brexit:

- If a second referendum sees the UK remaining in the EU after all (which, given latest developments seems highly unlikely), then the trade status quo remains for SA, under the EU EPA.
- Ultimately, SA goods will have preferential access to the UK market in the long run, whether under the EU-SADC EPA, or the SACU+M- UK agreement.

The UK is an important export market and Brexit will have a significant impact for South African exporters, in one way or another.

You may read the whole article [here](#)

Sources: Quantec, 2019; Trademap, 2019; UK Government EU Exit and Trade Tariff Guidance Website; WTO Tariff Analysis Online Facility; South African Development Community – European Union Economic Partnership Agreement Text1

Karen Bosman does strategic research and public affairs at Wesgro – Cape Town and the Western Cape's official tourism, trade and investment promotion agency; Financial Times

GENERAL

High alert – Fall Armyworm

Adapted from an article in Farmer's Weekly by Jeandré van der Walt: High presence of fall armyworm moths in the Western Cape



Fall Armyworm larvae
Picture credit: Farmer's Weekly

The high incidence of fall armyworm (FAW) moths in the Western Cape has prompted the Department of Agriculture, Forestry and Fisheries (DAFF) to request that farmers in the province conduct regular checks of their land.

It was on a sweetcorn farm near Clanwilliam that alarm was raised, when FAW larvae were positively identified. The presence of high numbers of FAW moths had also been confirmed in this area. This is according to a statement issued by DAFF.

Roedolf Nieuwenhuis, manager of Crop Watch Africa puts this down to the fact that FAW migrates during autumn and that SA's current autumn weather may be one of the drawcards for the pest. He also stated that concern is more around the high number of moths observed, than their mere incidence.

Nieuwenhuis encouraged farmers to also check pheromone traps regularly.



Black Diamond apple (Image Source: Fresh Plaza)

Ever seen a black apple?

*Adapted from an article on Fresh Plaza:
Black Diamond apples from Tibet*

Golden Delicious, Granny Smith or even Starking, yes but black apples?

Well, residents of Nyingchi in the mountains of Tibet - where Black Diamond apples are cultivated - can certainly vouch for their existence. These apples are a rare variety from the family of Hua Niu apples (also known as the Chinese Red Delicious).

Nyingchi receives a lot of ultraviolet light during the day, with temperatures fluctuating dramatically at night. This accounts for Black Diamond Apples' dark hue of purple colour (not quite black, as the name suggests).

Lemons vs limes



- Both lemons and limes – as well as oranges, tangerines, citron, and grapefruit – belong to the broader category of citrus fruit.
- They're now grown all over the world, with lemons – formally known as *Citrus limon* – typically grown in moderate climates, while limes - or *Citrus aurantifolia* – prefer tropical and subtropical regions.
- The essential oils of lemons and limes are often used for cosmetic and medicinal purposes. They're also included in many household cleaning products for their fragrance and antibacterial properties.
- Lemons have a slightly higher content of vitamins and minerals, including potassium, folate, and vitamin B6.

Wait, what?



What is a nexus framework?

It was born from the need for a more integrated approach with managing scarce natural resources. The nexus framework looks holistically at water security, energy security and food security, and the relationship between allocation, access and usage in one of these sectors and the rest. Therefore, it looks beyond the carbon or water footprint of an individual, farm or community.



Dr Konanani Liphadzi

CEO's *note*

I'm delighted to connect with you again and hope that so far, 2019 has allowed you the room to be able to pursue your personal and industry related goals.

We've faced a mixed bag of challenges as well victories since we last connected and we've largely navigated them together. But our industry agenda of strengthened partnerships with government, increased market access and transformation remains firmly on our radar.

When it comes to transformation, we need to have a common understanding of its relevance to our industry and have a shared vision of the desired end product. Aligning our intentions in terms of what needs to be done and how; and articulating our roles and responsibilities are key to driving transformation effectively. Great economic development can then flow from this. We've just published our Fruit Industry Transformation Strategy, as well as our first Fruit Industry Value Chain Round Table (FIVCRT) Transformation Working Group (TWG) Annual Review. They can both be accessed on the Fruit SA website: www.fruitsa.co.za.

The industry transformation strategy is a comprehensive FIVCRT Transformation Strategic Plan incorporating all the member association plans. Established by Fruit SA and DAFF, the FIVCRT is a process of discourse amongst industry stakeholders, aimed at facilitating collaboration between them. It's this collaboration that can help secure an enduring competitive advantage for our sector.

So far this year, our joint efforts as an industry have certainly been rewarded, with achievements like establishing an industry representative desk at Agbiz, hosting DAFF Minister Senzeni Zokwana for his scheduled Service Delivery Forum for the first time, showcasing at Fruit Logistica Berlin and Fresh Produce India and, of course SA taking over presidency of the Southern Hemisphere Association of Fresh Fruit Exporters (SHAFFE).

On the technology front, as a labour-intensive industry we recognise the necessity of harnessing technology and artificial intelligence (AI) – in a measured way – to empower our workers and to keep creating jobs. With a future-fit workforce, we're able to benefit from the fourth industrial revolution (4IR) and remain relevant as an industry.

AgriLink in the Philippines, Asia Fruit Logistica, World Food Day, World Food Moscow and the China Fruit and Vegetable Trade Fair still remain unticked on our calendar, above everything else that requires our attention. So, onwards we go!

Thank you – especially to our community of conscientious growers – for your support, input and commitment. Without you, our industry wouldn't be the economic roleplayer that it is – locally and internationally.

