Processed Food & Bev. Trade SA

The processed food & beverage trade supply chain directory **2022/23**

sixth edition

Quality Assured
AGRICULTURAL PRODUCE FROM SOUTH AFRICA

South Africa
Inspiring new ways

dalrrd.gov.za
thedtic.gov.za
foodbevtrade.co.za

Processed

Food & Bev. Trade SA

The processed food & beverage trade supply chain directory

2022/23

sixth edition

In association with:
Department of Trade, Industry and Competition
Department of Agriculture, Land Reform and Rural Development

Published by:

MALACHITE PUBLISHING
PO Box 789, Somerset Mall 7137, South Africa
agri@foodtrade.co.za
www.foodbevtrade.co.za

In association with:

Department of Agriculture, Land Reform and Rural Development
Directorate: International Trade
Private Bag X250, Pretoria 0001, South Africa
www.dalrrd.gov.za

Department of Trade, Industry and Competition
Private Bag X84, Pretoria 0001, South Africa
www.thedtic.gov.za

ISBN 978-0-9947039-4-1

Statistical information was drawn from the International Trade Centre's Trade Map, whose data is based on the United Nations Statistics Division's UN Comtrade, the world's largest database of trade statistics.

Contents

AgriBusiness

As a partner in agriculture for over 100 years, Absa AgriBusiness understands that the soil connects us. It is the lifeblood that feeds our communities, opening doors to endless possibilities for shared economic growth. That is why farmers rely on us for supporting their planning and transforming their farming communities.

Absa has deep experience in developing tailored, world-class business solutions for all commodities in this sector. We understand agricultural businesses and the challenges they face. That is why we offer banking products and services that our clients need, from feeding to breeding.

We make managing your business easier by nurturing the crops that feed millions and stimulating the advancement of competitive new sector development. For Absa AgriBusiness, investing in our farming communities means investing in the the livelihoods of our people, thereby growing and sustaining our economy.

We do more so you can. That's Africanacity.

For more detailed information, please visit our website at **www.absa.co.za**

Authorised Financial Services Provider Registered Credit Provider Reg No NCRCP7

Foreword

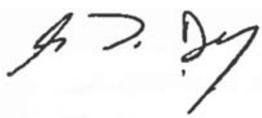
The Department of Agriculture, Land Reform and Rural Development is pleased to say a word on the 6th edition of the Food & Beverage Trade SA Directory. The publication is a unique compilation of information on South African agro-processed exports. It also provides some guide in the form of a step-by-step export chapter for the emerging and aspiring South African exporters.

Agro-industries provide a means of converting raw agricultural materials into value-added products which generate additional income and create employment while contributing to economic development. The South African agricultural and agro-processing supply chains fulfill a wide range of functions vital to the well-being of our people and the economy. Locally available, accessible and affordable food is important for food security, while sustainable and expanding business provides the country with valuable foreign exchange and jobs. The collection of accurate information on product volumes and trends is an important contribution to showcase South African agro-processors and exporters to international buyers.

The services delivered by government as collective promotes efficient industrialization while also ensuring national food quality control. The agricultural sector provides an business efficient supply chain from farm to fork. Government through its support services aims to contribute to the economy through sustaining and improving on advanced food supply chains, while also endeavor to promote the application of cutting edge of technology to sustain the integrity of the food safety system.

This directory displays some of the advanced products and services that the South African agro-processing sector can offer to international buyers as a credible and reliable supplier of agricultural and food products. South Africa is blessed with a plethora of diverse and advanced agro-processing value chains that instill confidence in South African products. As the country continue to explore new markets to diversify and increase exports, our foreign government offices worldwide could use this publication to market a range of produce and service providers from South Africa.

I wish to thank participants that contributed to the development of this directory to showcase South African products to the world.



Ms A.T. Didiza (MP)
Minister: Department of Agriculture, Land Reform and Rural Development

SIZA Digital Recordkeeping

Empowering Business Growth

As the success of a business is usually measured in its ability to keep track of the effectiveness of business management practices and to proactively implement changes to improve on areas of concern, streamlining your business procedures is required. By going digital, the SIZA Recordkeeping Programme will eliminate redundant and time-consuming processes that usually involve paperwork and streamline business procedures, allowing you to:

- **Track real-time data**
- **Stay effortlessly organised**
- **Enjoy maximum data security**
- **Take care of the planet**
- **Prepare for carbon tax**

The SIZA Digital Recordkeeping Programme is integrated as part of the MySIZA platform and is available to all businesses, both locally and internationally, and does not require SIZA Social or Environmental membership.

Find out more:

www.siza.co.za

To register for the SIZA Digital Recordkeeping Programme, please contact the SIZA office on 021 852 8184 or send an email to enviro@siza.co.za.

SIZA®
SUSTAINABLE AGRICULTURE IN SOUTH AFRICA

SIZA®

SUSTAINABLE AGRICULTURE IN SOUTH AFRICA

Sustainability Initiative of South Africa (SIZA)

South Africa Supplies Ethically

South Africa remains the only country in the world to incorporate its own history, challenges, legislation, and norms into a globally accepted way forward in the form of a standard such as SIZA. Driving a programme like SIZA is vital in allowing South African producers, emerging growers, agri-workers, and the entire value chain involved in production to adhere to standards, legislation, and global market requirements.

SIZA actively focuses on reducing costs to the member and preventing unnecessary duplication of audits, whilst driving efficiency with an increased focus on corporate social responsibility, accountability, trust, and a foundation of improving the lives of all those living and working within the agri-sector.

Local and International Recognition

SIZA is a multisector, agri-wide South African standard, developed, owned, and operated from within South Africa. SIZA is aligned to global best practices on both social (ethical) compliance and environmental assurance which relates into recognition and equivalence in more than 17 countries. SIZA has endorsed a credible third-party social and environmental audit programme with audits conducted by recognised audit companies. SIZA is focused on continuous improvement and drives a cost-effective business approach by supplying one ethical and one environmental audit for growers in South Africa and neighbouring countries.

Ensuring World-Class Agricultural Products

SIZA, the Sustainability Initiative of South Africa, supports growth, sustainability, and productivity by caring for the environment, respecting the rights of workers, and initiating safe working and living conditions to ensure world-class agricultural products for the local and global market.

Digital Monitoring

SIZA has an effective and modern data platform, called *MySIZA*, which is used for managing and sharing data on social practices and environmental assurance throughout the value chain.
We also share SIZA audit data on Sedex through the SIZA AB account and via an API link with the GLOBALG.A.P. platform.

Environmental Assurance

The SIZA Environmental programme offers a standalone or a combined solution third-party audit methodology to members who need to complete the GLOBALG.A.P. Integrated Farm Assurance (IFA) audit as well as SIZA Environmental. While the combined audit takes place at the same time, two separate audit reports are generated and the SIZA Environmental Audit Report is uploaded to the MySIZA data platform to ensure visibility to multiple buyers.

SIZA is and remains the way forward for the agricultural industry in South Africa, allowing practices to be monitored, evaluated, and reported to all relevant stakeholders. Facilitating market engagement, governmental partnerships and ensured individual liability leads to a behaviour of change towards becoming improvement-led, rather than focused on mere minimum compliance. To drive this approach, we need the support and the acceptance from our global buyers. We would like to urge you as an important partner and key player in our value chain to trust and accept the programme and to recognise that SIZA is driving a risk and hands-on approach in ensuring global credibility and minimising risks.

Contact details:
www.siza.co.za or retha@siza.co.za

FOR MORE INFORMATION VISIT:
WWW.SIZA.CO.ZA

facebook.com/sizaprogramme
twitter.com/siza_programme

About the directory

THE DIRECTORY LAYOUT

The directory is divided into 4 sections:

SECTION 1

Plant Products

Export product information and statistics.

SECTION 2

Animal Products

Export product information and statistics.

SECTION 3

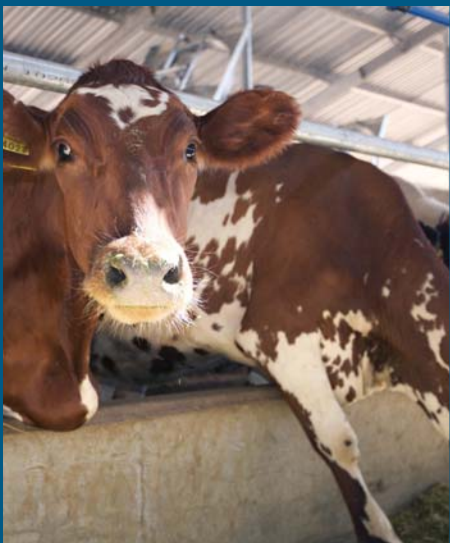
Step-by-Step Export Manual

This manual provides a deeper understanding of processes and requirements applicable to processed produce exporters in South Africa.

SECTION 4

Food Trade Service Providers

The section is in chronological order and contains all relevant service provider contact, produce and service group information.




APPLES
Belko

PLANTING THE SEEDS TO DEVELOP AGRO-INDUSTRIES

The Industrial Development Corporation's Agro Processing and Agriculture Strategic Business Unit (SBU) supports a wide range of economically viable activities in the horticulture, food and beverage, animal protein (meat, dairy and aquaculture) and forestry sectors. Investing in this industry is critical to the economic direction of the country's development plans. It is for this reason we encourage development in the sector via, amongst others, on-going economic growth, job creation and inclusivity.

Our strategic focus is to facilitate competitive import replacement in South Africa and the rest of the African continent, capitalize on our niche and high value crops (including those exported), as well as to support job-rich sub-sectors, rural development and inclusive development models, thereby promoting transformation and inclusivity in this sector. Currently the SBU has over R5 billion of exposure and commitments in this sector and plans to increase its role in this highly important value chain. We are taking the lead in developing the Agro-Industry to reach its full potential by providing on-site job opportunities and turning raw products into consumable goods in the agro processing sector. We also look at financing projects with backward integration, adopting a value chain approach.

The IDC partners with new or existing companies within the Agro-Industries sector that plan to create new or expand their industrial capacity to create sustainable jobs and viable businesses. We also consider supporting BBBEE acquisitions for expansionary purposes in this sector and can consider financing in the rest of the continent as well.

Agro-Industries are often based in rural areas, and therefore we remain committed to developing the agriculture value chain. An increased agricultural output will not only result in the creation of additional rural agro-processing businesses but will also boost the country's food security and economic growth. Promoting BEE and broad-based participation in turn supports transformation and inclusivity in this sector.

If you require funding, apply to the IDC by submitting a complete business plan. A business plan guide can be found on the IDC website.

For more information visit www.idc.co.za

Agri SA IN FOCUS

About us

Agri SA is the biggest federation of agricultural organisations in South Africa. It was established in 1904 as the South African Agricultural Union. It consists of provincial affiliates, commodity organisations and corporate members.

VISION

To secure an inclusive and prosperous agricultural sector.

MISSION

We enable farmers.

VALUES

Agri SA and its members

Trust • Respect • Collaboration

What Agri SA offers

- Securing an inclusive, prosperous and growing agricultural sector through various risk, policy and growth solutions.
- Dedicated units focus on mitigating risks brought on through rural safety, disaster management, drought aid, trade, pest control and biosecurity, to name a few.
- Advocates for conducive policy on land, legislation, environment, labour, economics, trade and development.
- Leverage our inclusive network to unlock agricultural growth opportunities, such as agricultural development, funding, industry research, trade, training, networking and marketing opportunities.

SA agriculture overview

South African agriculture is highly diversified and market-oriented. It is a sector that has faced multiple challenges over the past decade for various reasons. Numerous regions of the country experience drought and continue to combat this challenge. Other challenges include a fluctuating exchange rate, investor uncertainty and increased input prices. Despite these challenges, agriculture in South Africa is growing from strength to strength.

The South African agricultural sector had a fruitful 2020. Over and above the 13,1% positive GDP growth, the total export value of agricultural products came in at R167 billion for the year. This was an increase of 18,1% in value terms. This was mainly underpinned by the sterling exports of fruits and nuts, as they accounted for 38% or R63 billion of the total agricultural export basket.

Worth noting is that the exports of cereals had the highest growth rate, 98,3%, relative to the prior year (2019). This comes at the back of the second largest maize harvest in history. Furthermore, cereals led the list of products exported to Zimbabwe, resulting in a 158,4% jump in agricultural exports to the neighbouring country.

Agri SA represents an

INCLUSIVE FOOD PRODUCING SECTOR

FARMERS

PROCESSORS

TRANSPORT & STORAGE

RETAILERS

16 000 Farmers
9 Provinces
26 Commodities

57 Corporate Members

AGRICULTURE CONTRIBUTES TO A GROWING:

Sector • Economy • Job creation • Social stability

T | +27 (0)12 643 3400
E | agrisa@agrisa.co.za
A | Block A, Inkwazi Office Park 1249 Embankment Road, Centurion, Gauteng, South Africa

www.agrisa.co.za

AGRI SA

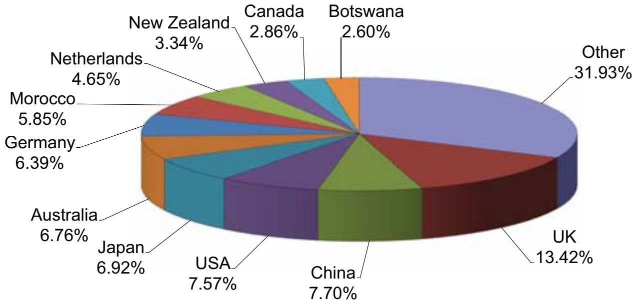

good chemistry

SECTION 1

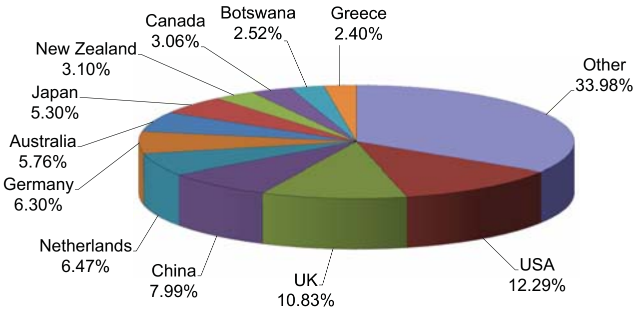
*may contain animal protein

FRUIT & NUTS

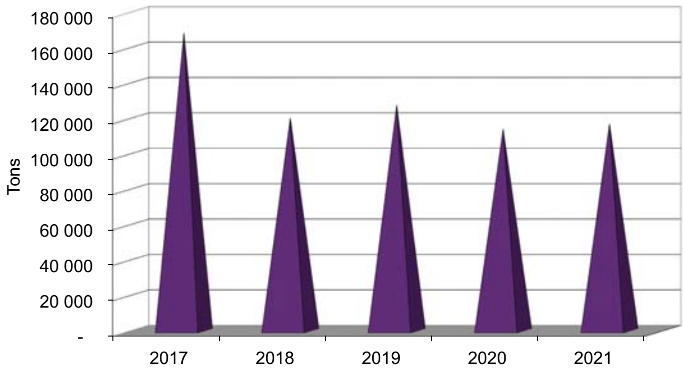
DRIED FRUIT



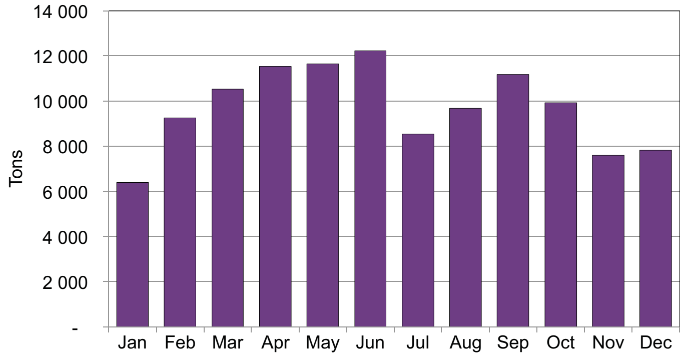
DRIED FRUIT : PAST 5 YEARS - MAJOR DESTINATIONS



DRIED FRUIT : PAST YEAR - MAJOR DESTINATIONS



DRIED FRUIT : PAST 5 YEARS - VOLUME EXPORTED



DRIED FRUIT : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

0813	30.35%	1.3%	15(14)
2008	1.02%	1.0%	21(20)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

Note that **RAISINS** are not included in this group and features on its own page.

INDUSTRY ORGANISATION
Dried Fruit Technical Services

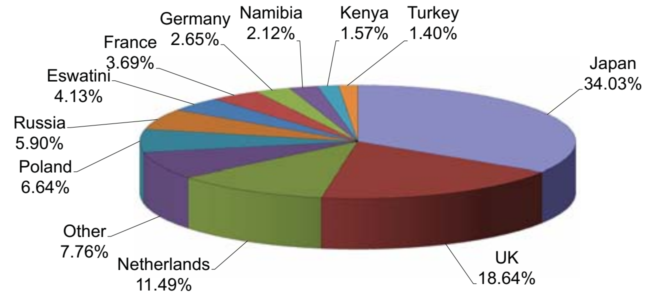
PRESERVATION
Dried or Sugared

PACKAGING
Bottled, Tubbed or Bagged

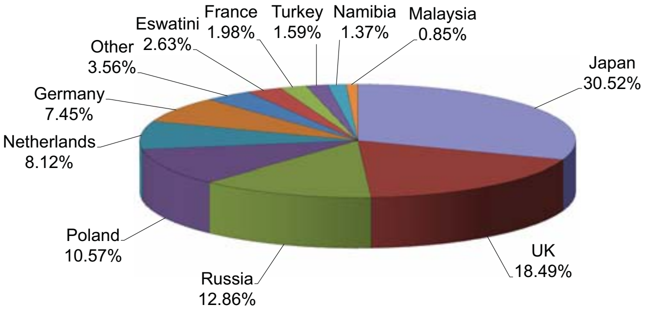
EXPORTERS
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

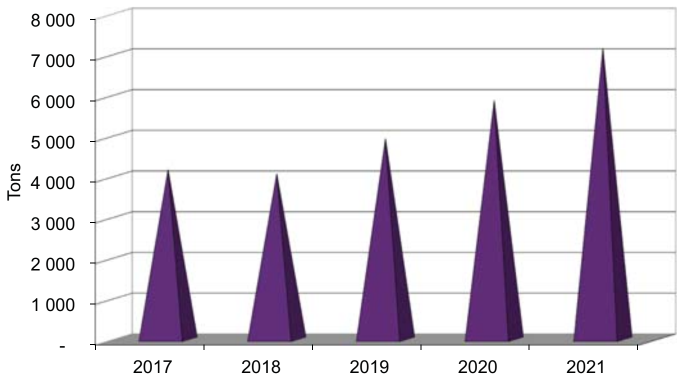
FROZEN FRUIT



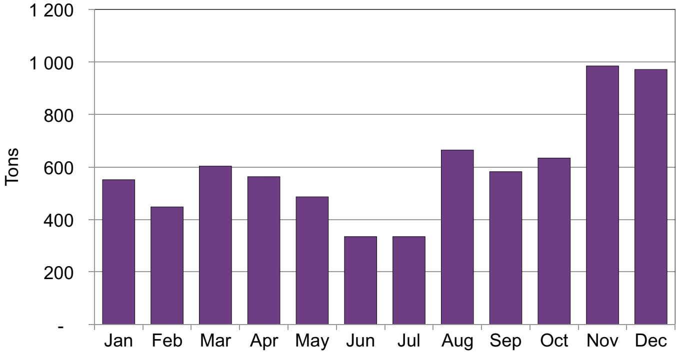
FROZEN FRUIT : PAST 5 YEARS - MAJOR DESTINATIONS



FROZEN FRUIT : PAST YEAR - MAJOR DESTINATIONS



FROZEN FRUIT : PAST 5 YEARS - VOLUME EXPORTED



FROZEN FRUIT : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

0811 21.93% 0.4% 40(45)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

Frozen

PACKAGING

Tubbed or Bagged

EXPORTERS

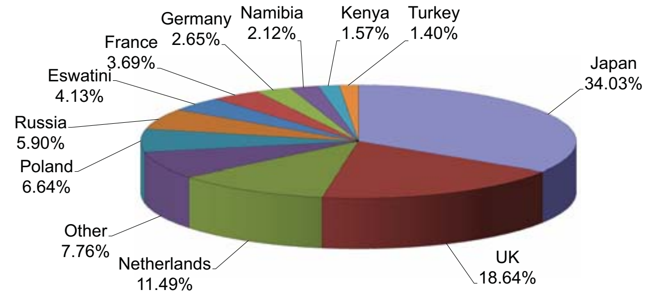
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

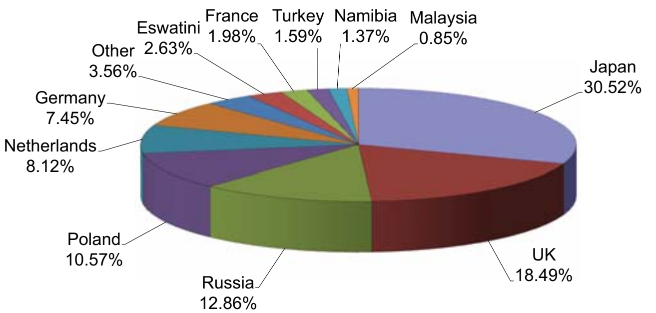
FROZEN FRUIT

FRUIT & NUTS

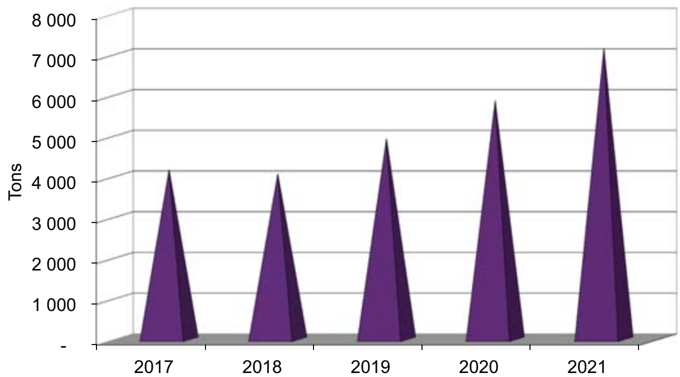
FROZEN FRUIT



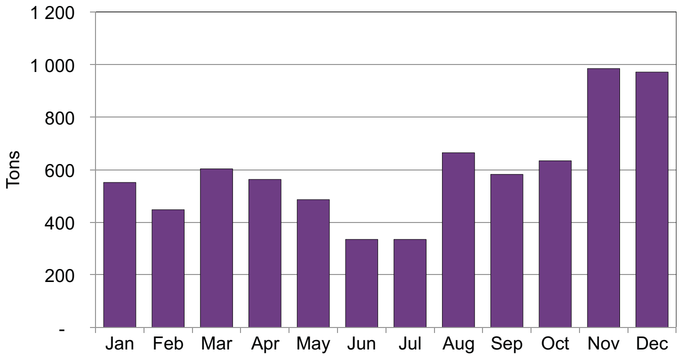
FROZEN FRUIT : PAST 5 YEARS - MAJOR DESTINATIONS



FROZEN FRUIT : PAST YEAR - MAJOR DESTINATIONS



FROZEN FRUIT : PAST 5 YEARS - VOLUME EXPORTED



FROZEN FRUIT : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

0811 21.93% 0.4% 40(45)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

Frozen

PACKAGING

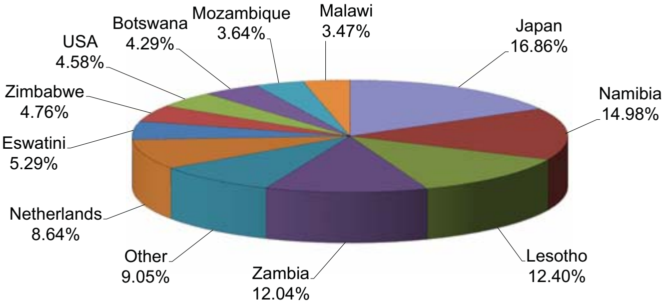
Tubbed or Bagged

EXPORTERS

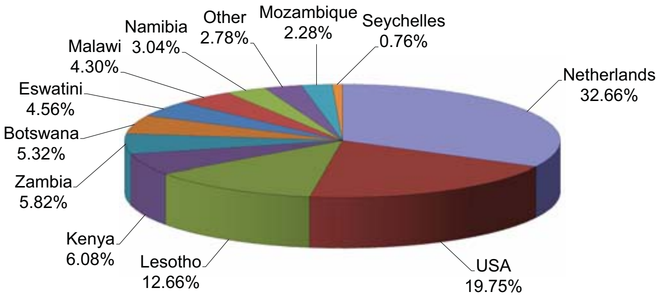
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

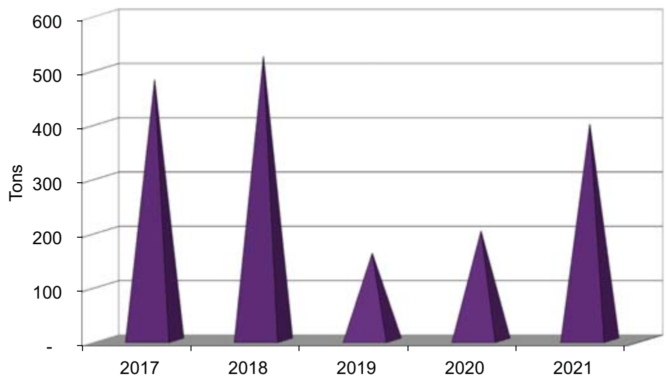
FRUIT PEEL & ZEST



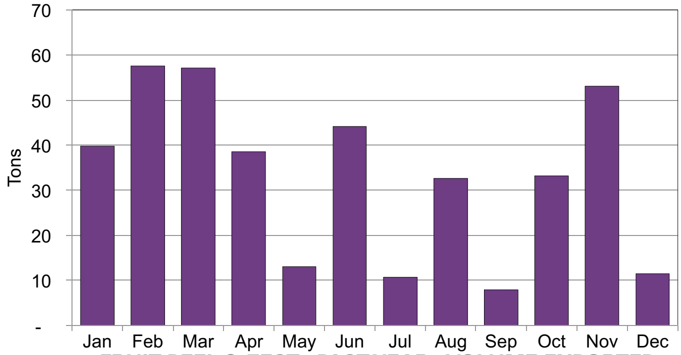
FRUIT PEEL & ZEST : PAST 5 YEARS - MAJOR DESTINATIONS



FRUIT PEEL & ZEST : PAST YEAR - MAJOR DESTINATIONS



FRUIT PEEL & ZEST : PAST 5 YEARS - VOLUME EXPORTED



FRUIT PEEL & ZEST : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING:

0814	-90.57%	0.2%	33(24)
200600	164.43%	<0.1%	51(49)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

Dried, Sugared

PACKAGING

Bottled, Tubbed, Bagged or Boxed

EXPORTERS

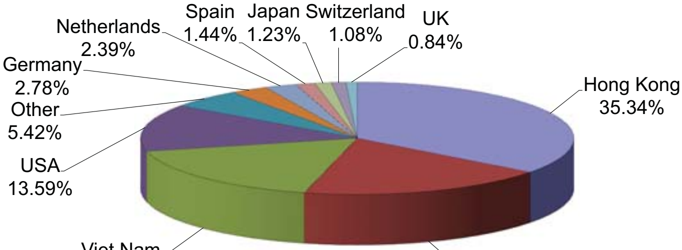
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

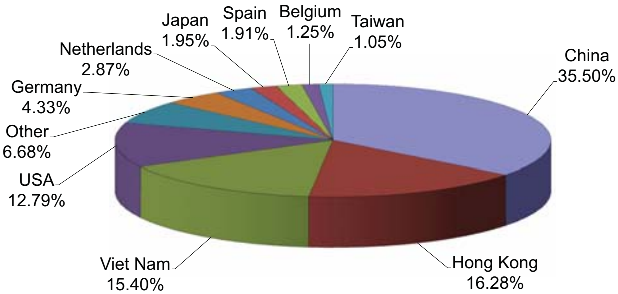
FRUIT PEEL & ZEST

FRUIT & NUTS

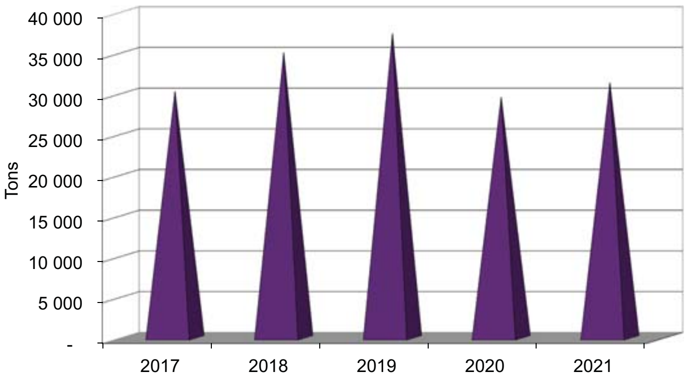
MACADAMIA NUTS



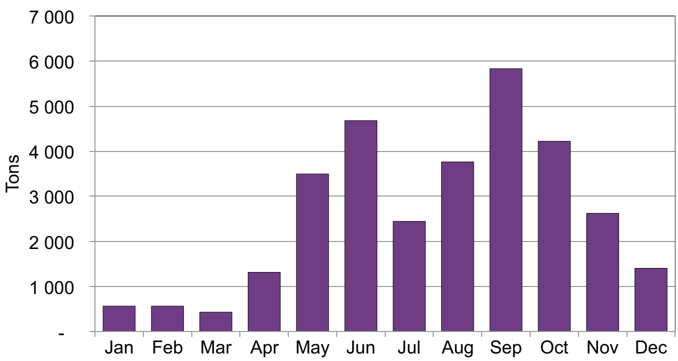
MACADAMIAS : PAST 5 YEARS - MAJOR DESTINATIONS



MACADAMIAS : PAST YEAR - MAJOR DESTINATIONS



MACADAMIAS : PAST 5 YEARS - VOLUME EXPORTED



MACADAMIAS : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

080261	13.24%	39.4%	1(1)
080262	-3.84%	30.0%	1(1)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

Dried

PACKAGING

Canned, Tubbed, Bagged or Boxed

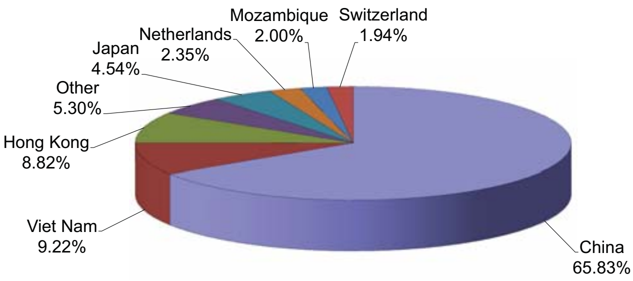
EXPORTERS

See **Service Providers** section for more information.

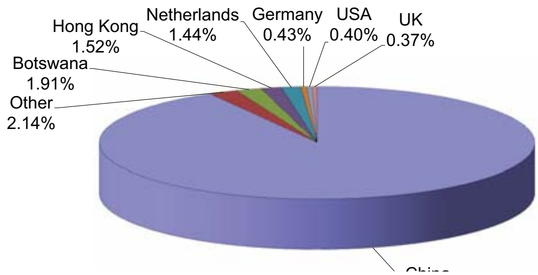
RSA: PRODUCING PROVINCES

FRUIT & NUTS

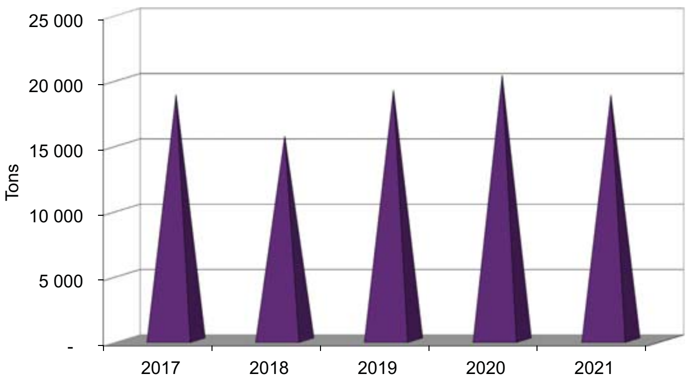
PECAN NUTS



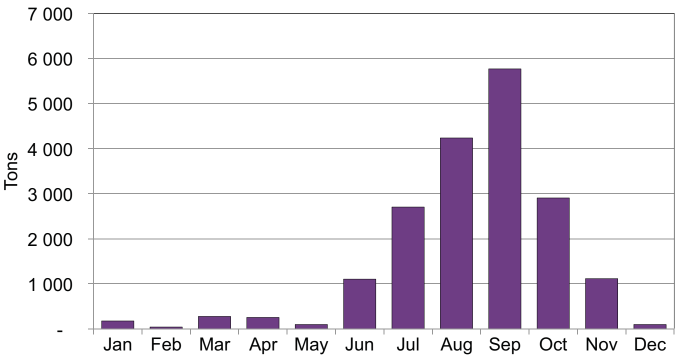
PECANS : PAST 5 YEARS - MAJOR DESTINATIONS



PECANS : PAST YEAR - MAJOR DESTINATIONS



PECANS : PAST 5 YEARS - VOLUME EXPORTED



PECANS : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

080290 -7.45% 6.8% 4(4)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

South African Pecan Nut Association

PRESERVATION

Dried

PACKAGING

Canned, Tubbed, Bagged or Boxed

EXPORTERS

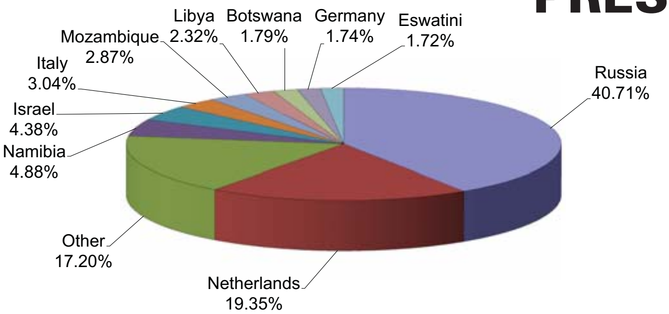
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

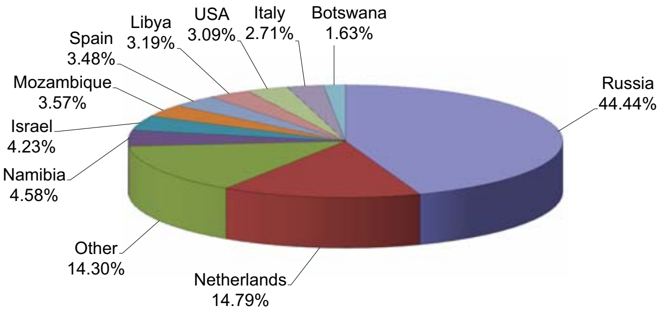
PRESERVED FRUIT

FRUIT & NUTS

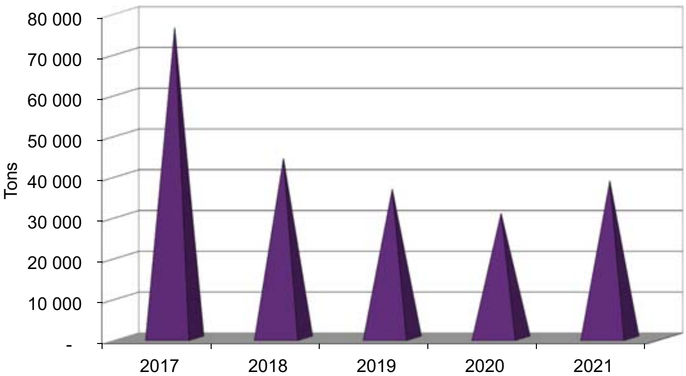
PRESERVED FRUIT



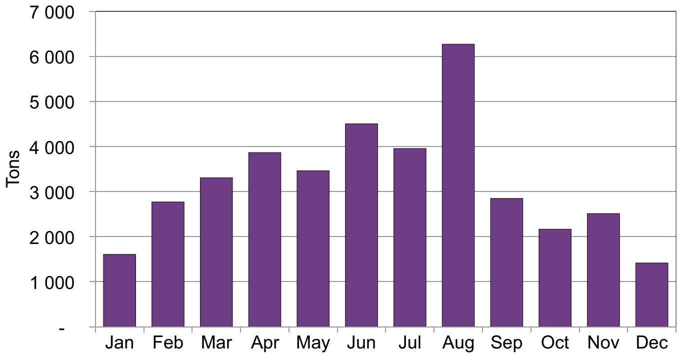
PRESERVED FRUIT : PAST 5 YEARS - MAJOR DESTINATIONS



PRESERVED FRUIT : PAST YEAR - MAJOR DESTINATIONS



PRESERVED FRUIT : PAST 5 YEARS - VOLUME EXPORTED



PRESERVED FRUIT : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

0812	213.51%	0.2%	24(28)
2007	24.78%	0.8%	26(28)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
SA Fruit and Vegetable Canners Association

PRESERVATION
Pasteurised

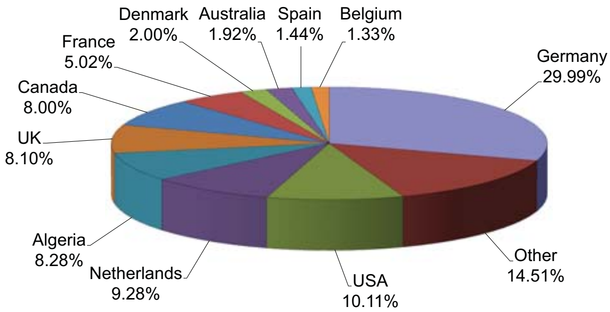
PACKAGING
Canned, Bottled or Tubbed

EXPORTERS
See **Service Providers** section for more information.

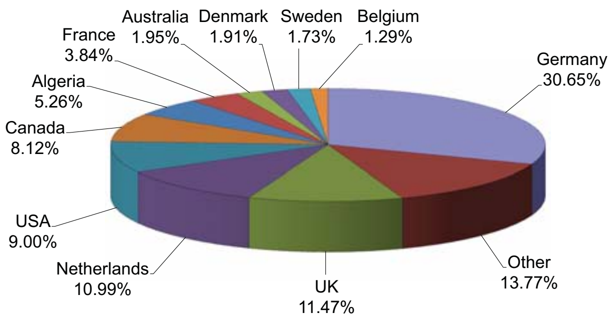
RSA: PRODUCING PROVINCES

FRUIT & NUTS

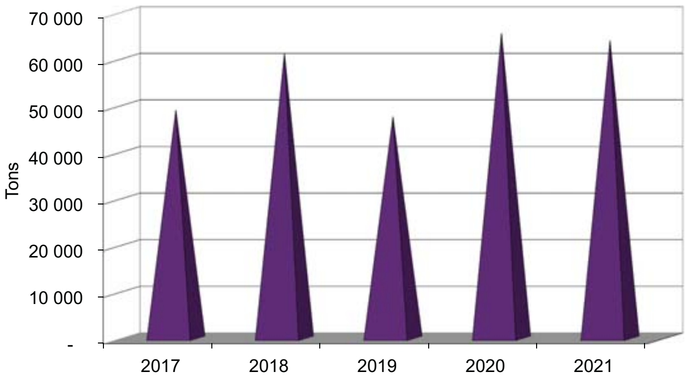
RAISINS



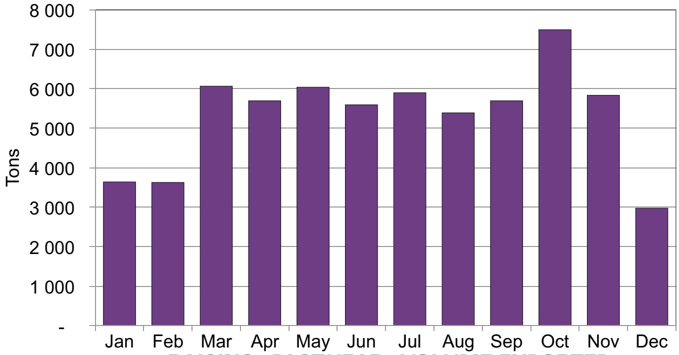
RAISINS : PAST 5 YEARS - MAJOR DESTINATIONS



RAISINS : PAST YEAR - MAJOR DESTINATIONS



RAISINS : PAST 5 YEARS - VOLUME EXPORTED



RAISINS : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

080620 -2.44% 6.9% 5(4)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

Dried Fruit Technical Services

PRESERVATION

Dried

PACKAGING

Tubbed or Bagged

EXPORTERS

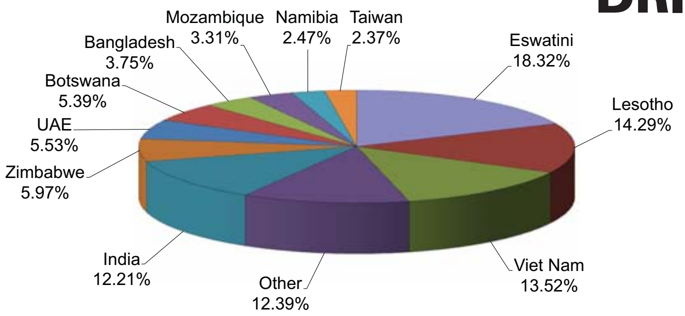
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

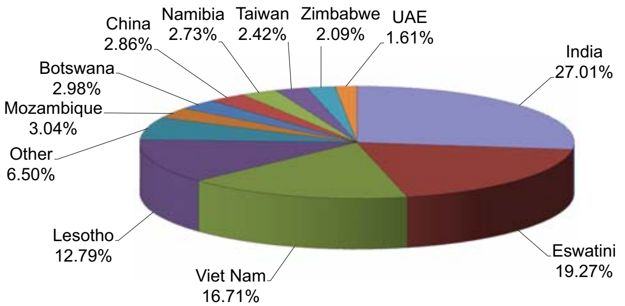
DRIED LEGUMES

VEGETABLES & LEGUMES

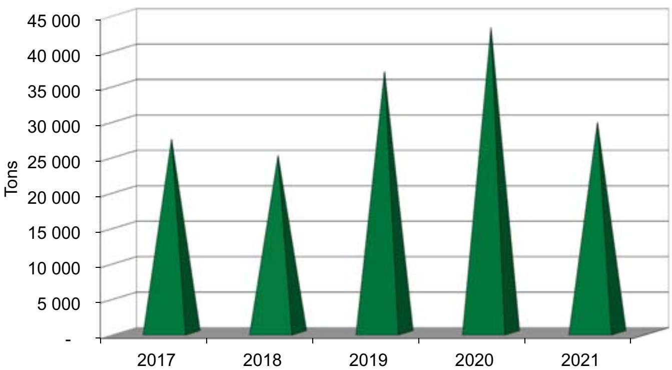
DRIED LEGUMES



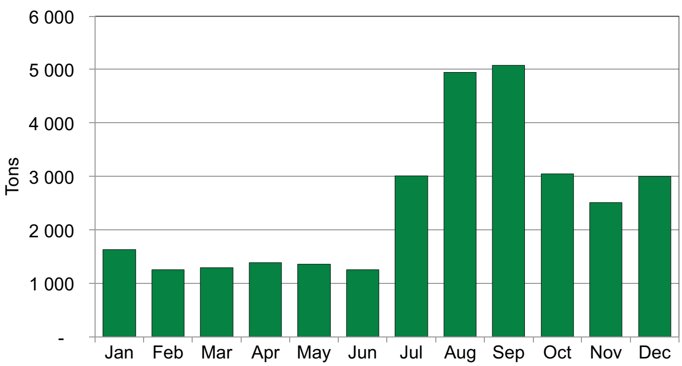
DRIED LEGUMES : PAST 5 YEARS - MAJOR DESTINATIONS



DRIED LEGUMES : PAST YEAR - MAJOR DESTINATIONS



DRIED LEGUMES : PAST 5 YEARS - VOLUME EXPORTED



DRIED LEGUMES : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

0713 -31.01% 0.3% 35(37)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

Dried

PACKAGING

Tubbed, Bagged or Boxed

EXPORTERS

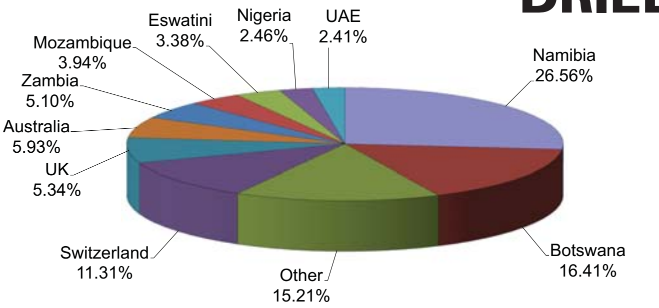
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

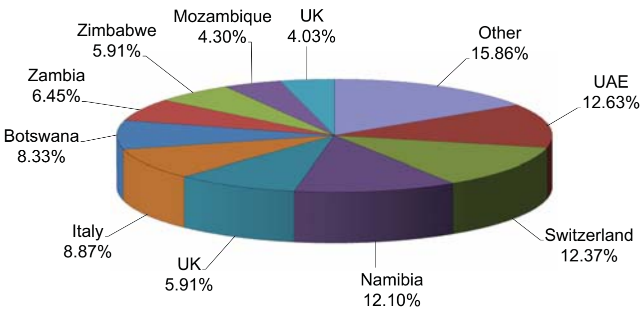
DRIED VEGETABLES

VEGETABLES & LEGUMES

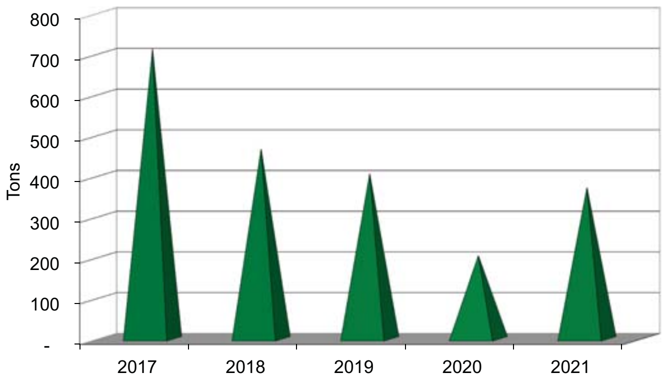
DRIED VEGETABLES



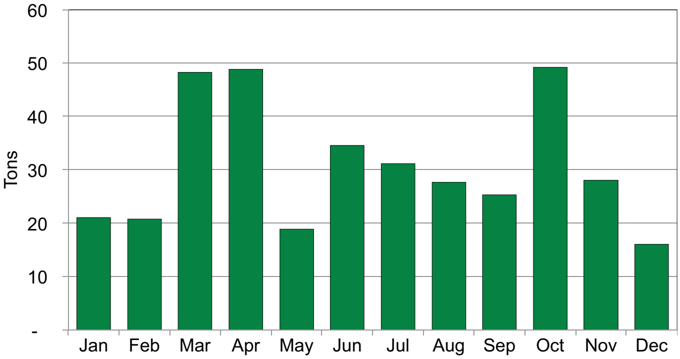
DRIED VEGETABLES : PAST 5 YEARS - MAJOR DESTINATIONS



DRIED VEGETABLES : PAST YEAR - MAJOR DESTINATIONS



DRIED VEGETABLES : PAST 5 YEARS - VOLUME EXPORTED



DRIED VEGETABLES : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

071290 81.46% <0.1% 56(48)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

Dried

PACKAGING

Tubbed, Bagged or Boxed

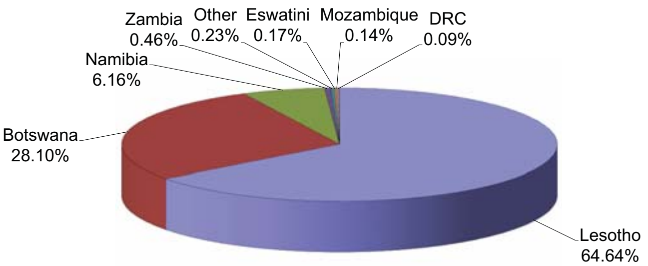
EXPORTERS

See **Service Providers** section for more information.

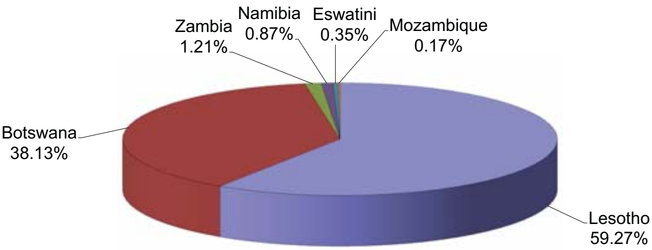
RSA: PRODUCING PROVINCES

VEGETABLES & LEGUMES

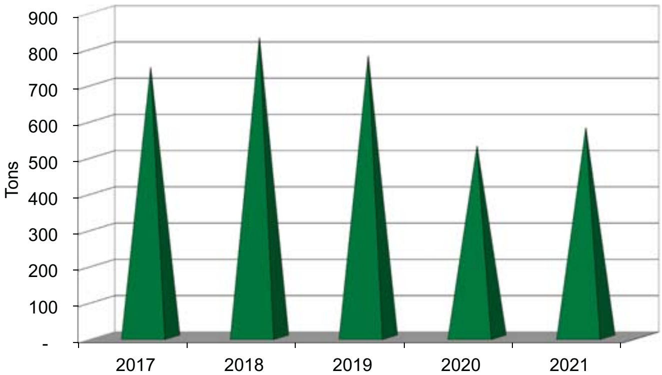
FROZEN LEGUMES



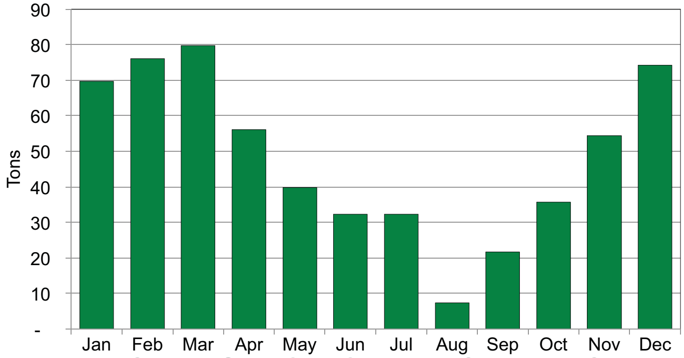
FROZEN LEGUMES : PAST 5 YEARS - MAJOR DESTINATIONS



FROZEN LEGUMES : PAST YEAR - MAJOR DESTINATIONS



FROZEN LEGUMES : PAST 5 YEARS - VOLUME EXPORTED



FROZEN LEGUMES : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

071029 9.45% <0.1% 52(23)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

Frozen

PACKAGING

Tubbed, Bagged or Boxed

EXPORTERS

See **Service Providers** section for more information.

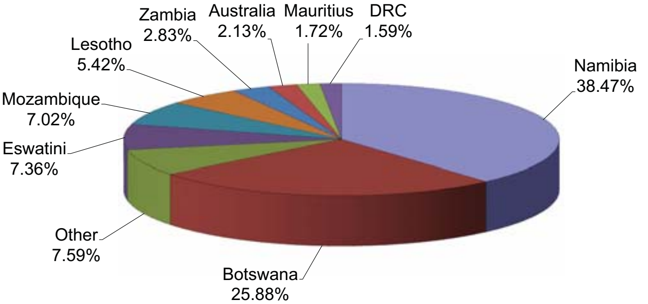
RSA: PRODUCING PROVINCES

FROZEN LEGUMES

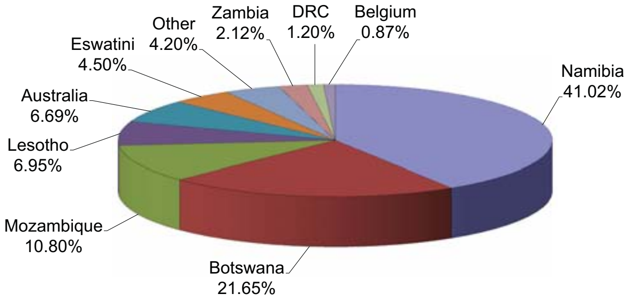
FROZEN VEGETABLES

VEGETABLES & LEGUMES

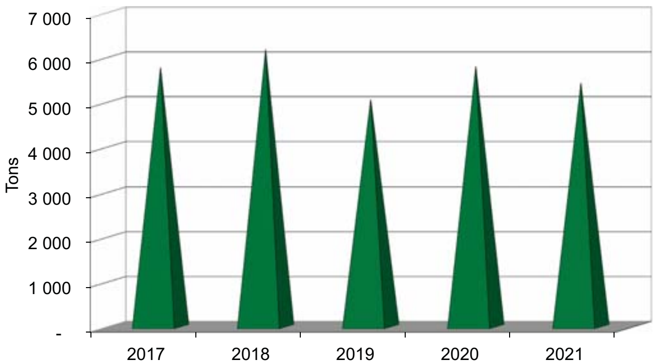
FROZEN VEGETABLES



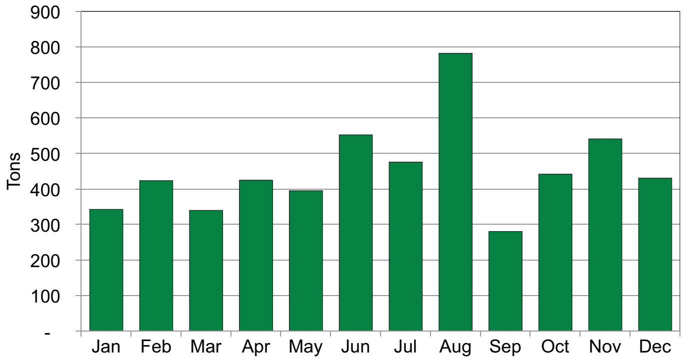
FROZEN VEGETABLES : PAST 5 YEARS - MAJOR DESTINATIONS



FROZEN VEGETABLES : PAST YEAR - MAJOR DESTINATIONS



FROZEN VEGETABLES : PAST 5 YEARS - VOLUME EXPORTED



FROZEN VEGETABLES : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

071080	-6.84%	<0.1%	52(49)
071090	-11.81%	0.5%	23(19)
200490	-0.43%	0.3%	24(32)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

Pasteurised

PACKAGING

Tubbed, Bagged or Boxed

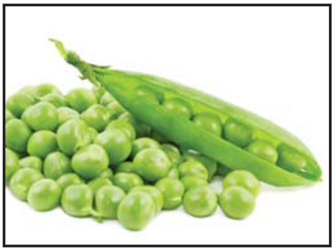
EXPORTERS

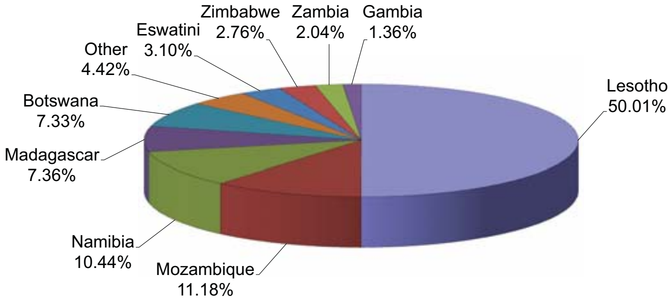
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

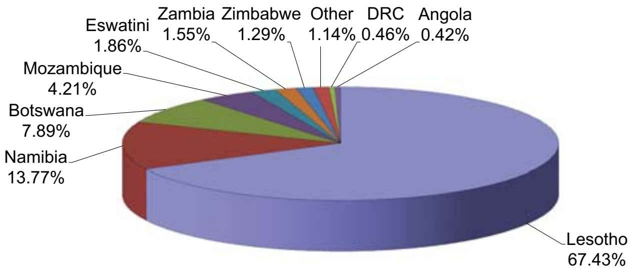
VEGETABLES & LEGUMES

GREEN PEAS

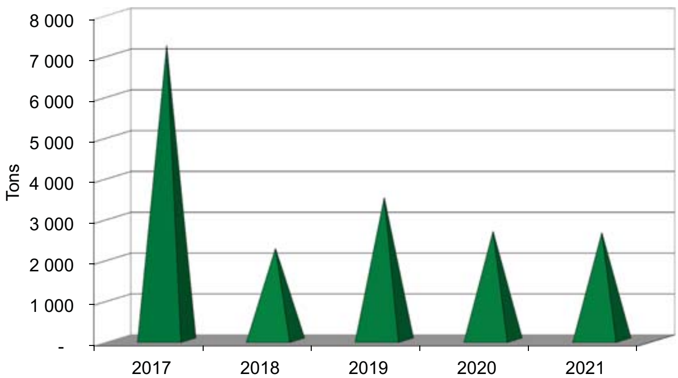




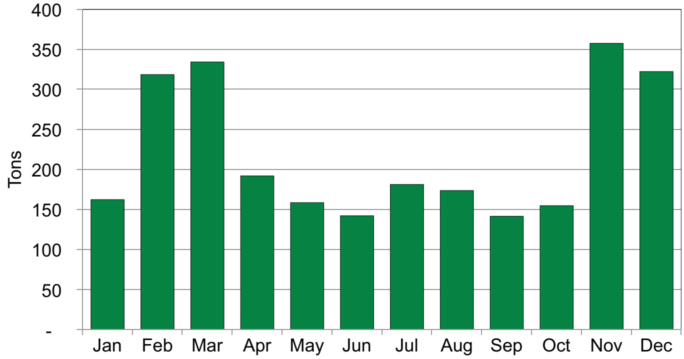
GREEN PEAS : PAST 5 YEARS - MAJOR DESTINATIONS



GREEN PEAS : PAST YEAR - MAJOR DESTINATIONS



GREEN PEAS : PAST 5 YEARS - VOLUME EXPORTED



GREEN PEAS : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

071021	-8.20%	0.1%	34(31)
071310	-6.18%	0.3%	35(32)
200540	39.74%	0.1%	39(29)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

Pasteurised

PACKAGING

Canned or Bagged

EXPORTERS

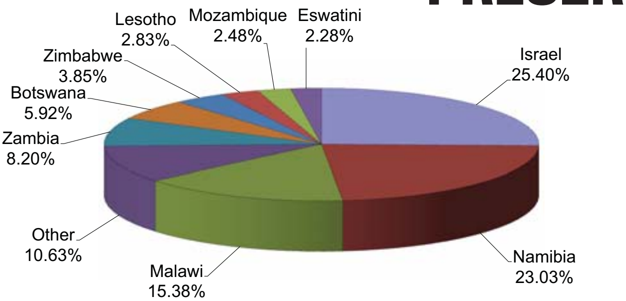
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

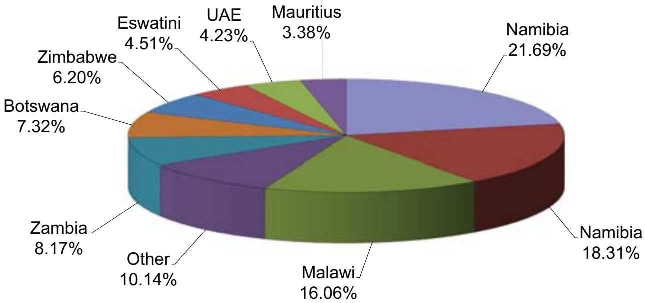
GREEN PEAS

VEGETABLES & LEGUMES

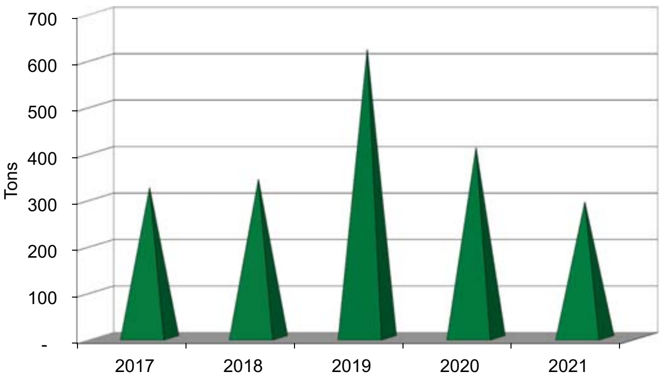
PRESERVED GHERKINS



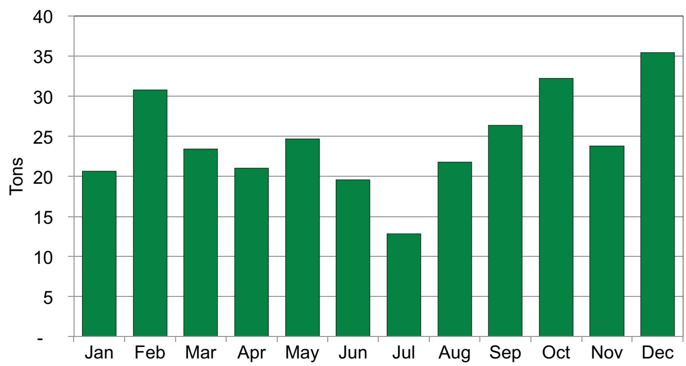
PRESERVED GHERKINS : PAST 5 YEARS - MAJOR DESTINATIONS



PRESERVED GHERKINS : PAST YEAR - MAJOR DESTINATIONS



PRESERVED GHERKINS : PAST 5 YEARS - VOLUME EXPORTED



PRESERVED GHERKINS : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

071140	-74.04%	0.1%	25(13)
200110	-13.07%	0.1%	47(44)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

Pasteurised, Pickled

PACKAGING

Bottled

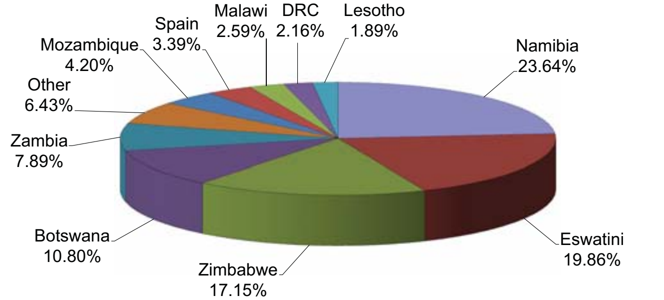
EXPORTERS

See **Service Providers** section for more information.

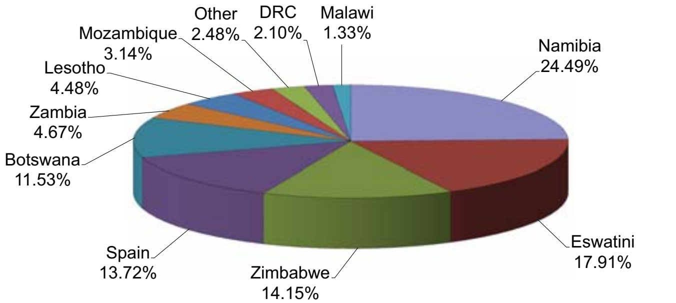
RSA: PRODUCING PROVINCES

VEGETABLES & LEGUMES

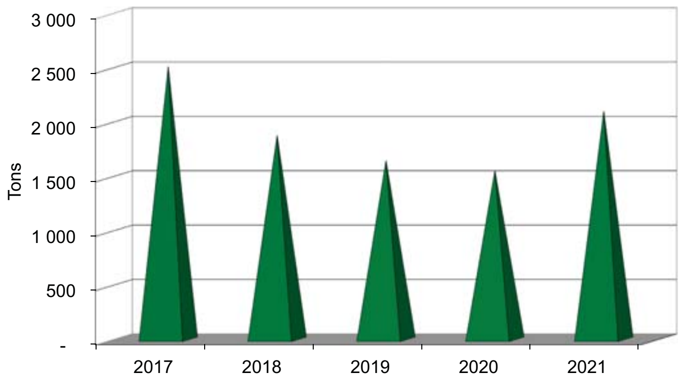
PRESERVED TOMATOES



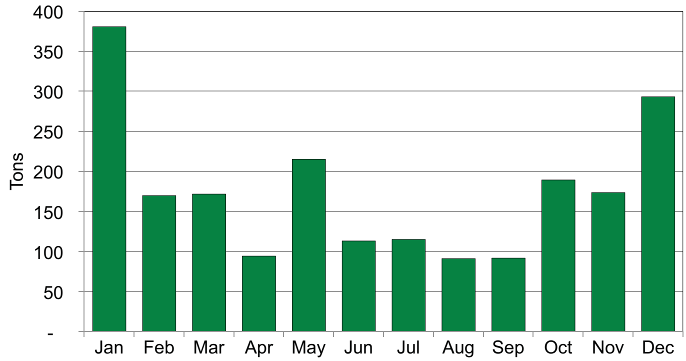
PRESERVED TOMATOES : PAST 5 YEARS - MAJOR DESTINATIONS



PRESERVED TOMATOES : PAST YEAR - MAJOR DESTINATIONS



PRESERVED TOMATOES : PAST 5 YEARS - VOLUME EXPORTED



PRESERVED TOMATOES : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

2002 35.22% <0.1% 52(46)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

For **TOMATO SAUCE** see the Sauces & Soups section.

INDUSTRY ORGANISATION

-

PRESERVATION

Pasteurised, Pickled

PACKAGING

Canned

EXPORTERS

See **Service Providers** section for more information.

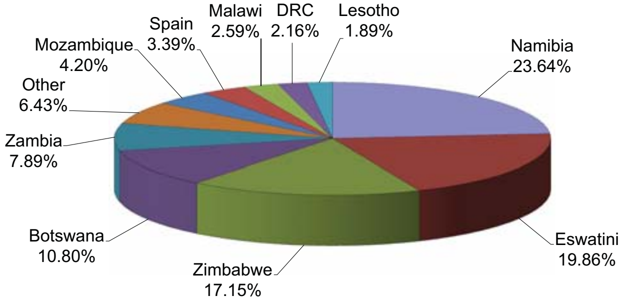
RSA: PRODUCING PROVINCES

PRESERVED TOMATOES

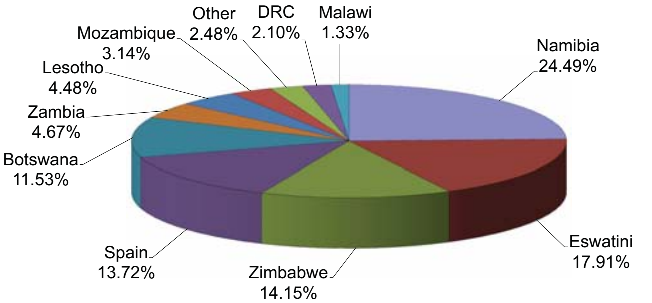
PRESERVED TOMATOES

VEGETABLES & LEGUMES

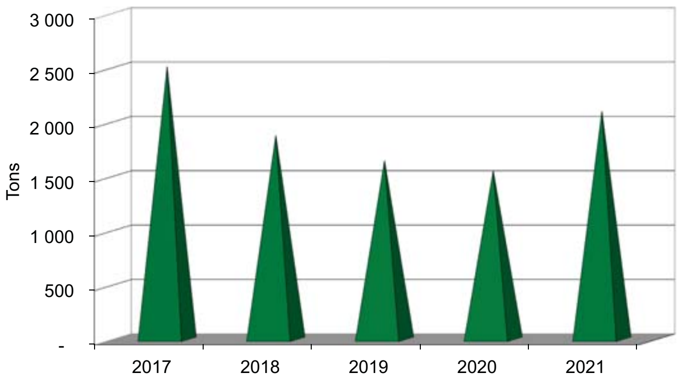
PRESERVED TOMATOES



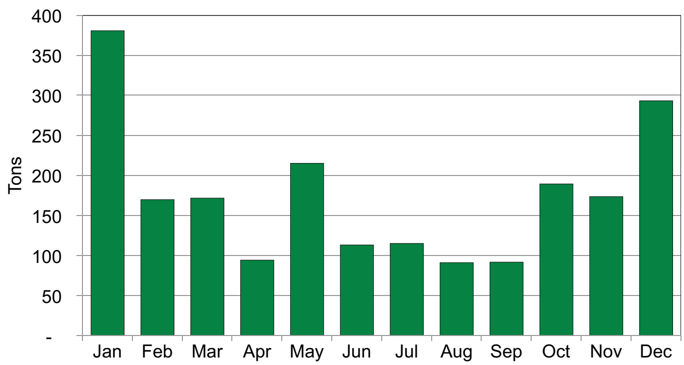
PRESERVED TOMATOES : PAST 5 YEARS - MAJOR DESTINATIONS



PRESERVED TOMATOES : PAST YEAR - MAJOR DESTINATIONS



PRESERVED TOMATOES : PAST 5 YEARS - VOLUME EXPORTED



PRESERVED TOMATOES : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

2002 35.22% <0.1% 52(46)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

For **TOMATO SAUCE** see the Sauces & Soups section.

INDUSTRY ORGANISATION

-

PRESERVATION

Pasteurised, Pickled

PACKAGING

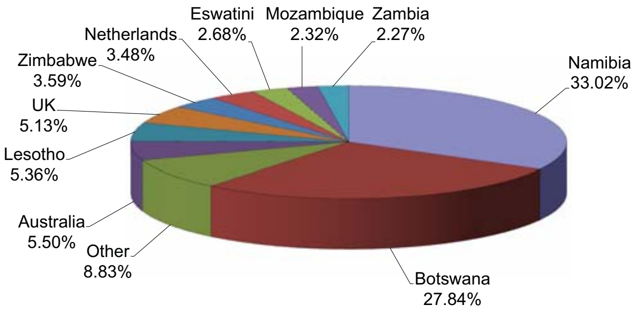
Canned

EXPORTERS

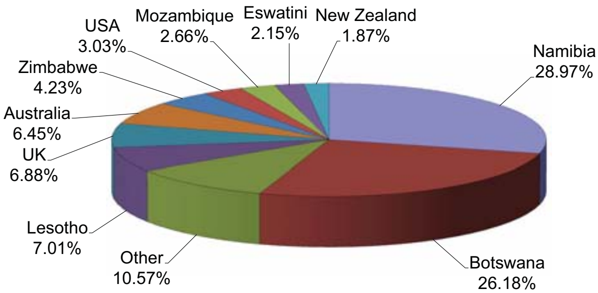
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

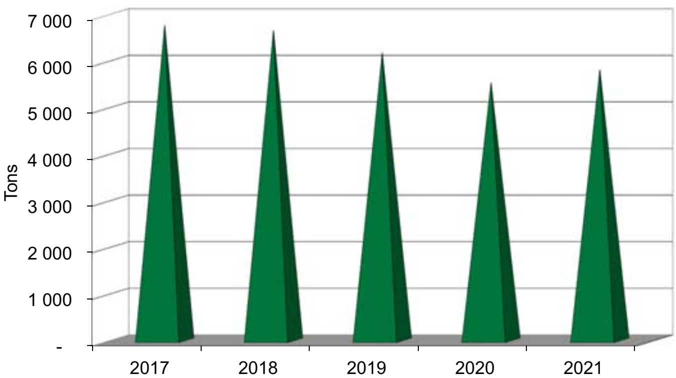
PRESERVED VEGETABLES (OTHER)



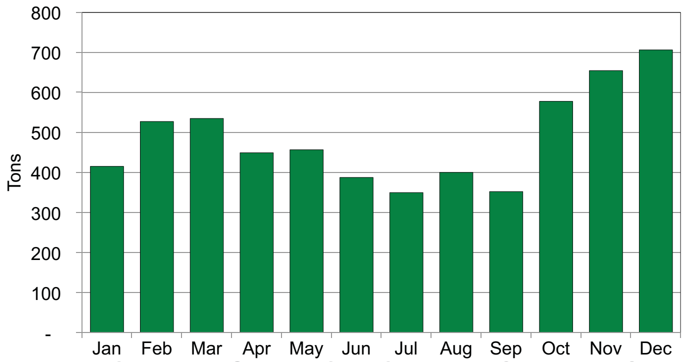
PRESERVED VEGETABLES : PAST 5 YEARS - MAJOR DESTINATIONS



PRESERVED VEGETABLES : PAST YEAR - MAJOR DESTINATIONS



PRESERVED VEGETABLES : PAST 5 YEARS - VOLUME EXPORTED



PRESERVED VEGETABLES : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

071190	-49.17%	0.5%	25(25)
200599	17.29%	0.2%	43(40)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

Pasteurised, Pickled

PACKAGING

Canned or Bottled

EXPORTERS

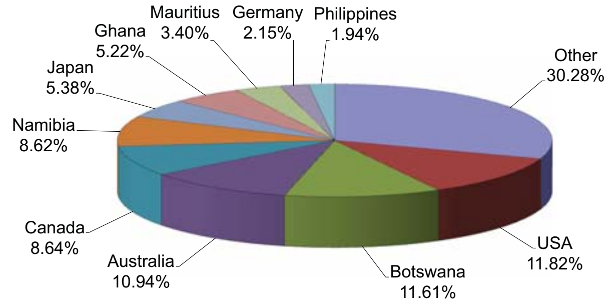
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

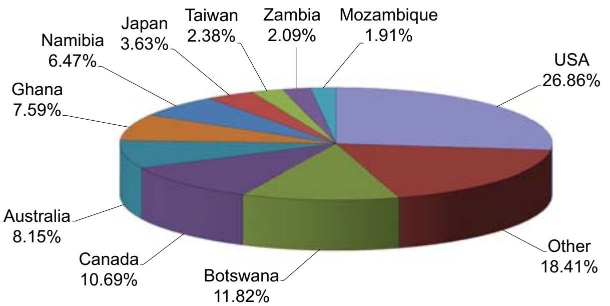
APPLE JUICE

FRUIT & VEGETABLE JUICES

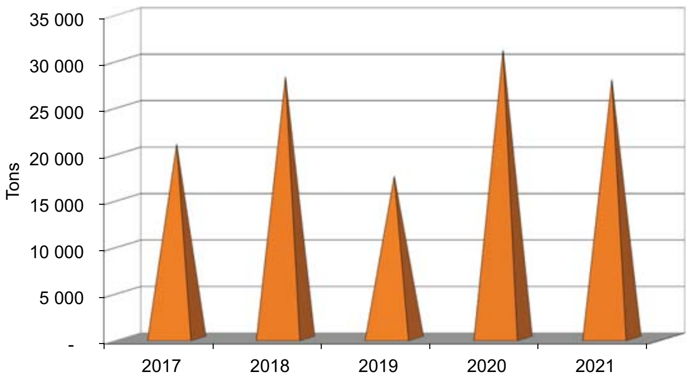
APPLE JUICE



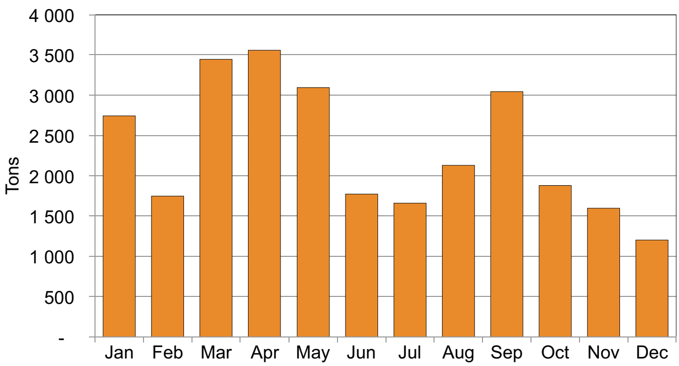
APPLE JUICE : PAST 5 YEARS - MAJOR DESTINATIONS



APPLE JUICE : PAST YEAR - MAJOR DESTINATIONS



APPLE JUICE : PAST 5 YEARS - VOLUME EXPORTED



APPLE JUICE : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

200971	15.31%	1.9%	13(—)
200979	-25.11%	1.3%	14(23)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
SA Fruit Juice Association

PRESERVATION
Pasteurised

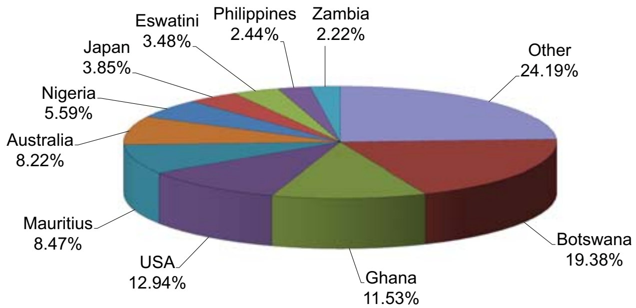
PACKAGING
Canned, Bottled or Boxed

EXPORTERS
See **Service Providers** section for more information.

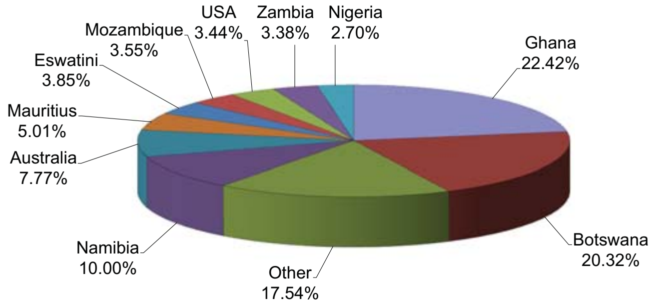
RSA: PRODUCING PROVINCES

FRUIT & VEGETABLE JUICES

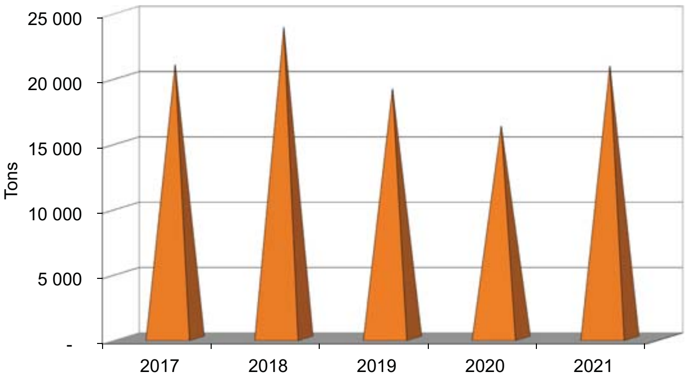
GRAPE JUICE



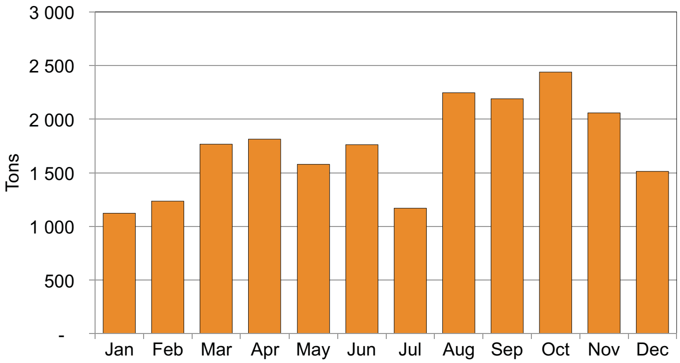
GRAPE JUICE : PAST 5 YEARS - MAJOR DESTINATIONS



GRAPE JUICE : PAST YEAR - MAJOR DESTINATIONS



GRAPE JUICE : PAST 5 YEARS - VOLUME EXPORTED



GRAPE JUICE : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

200961	38.12%	4.3%	6(7)
200969	13.71%	1.2%	6(6)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
SA Fruit Juice Association

PRESERVATION
Pasteurised

PACKAGING
Canned, Bottled or Boxed

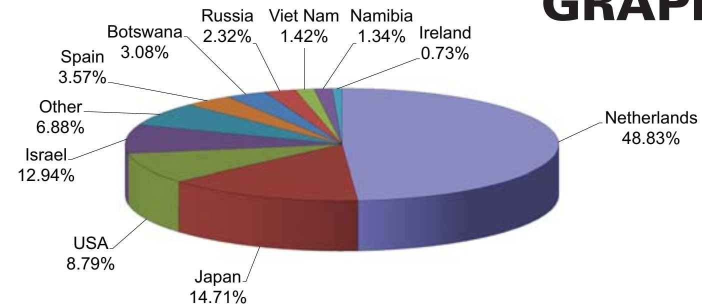
EXPORTERS
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

GRAPE JUICE

FRUIT & VEGETABLE JUICES

GRAPEFRUIT JUICE

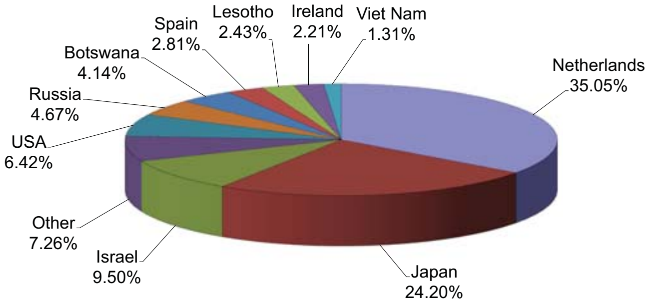


GRAPEFRUIT JUICE : PAST 5 YEARS - MAJOR DESTINATIONS

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING:**

200921	-95.02%	3.9%	9(9)
200929	-15.75%	16.9%	3(2)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS



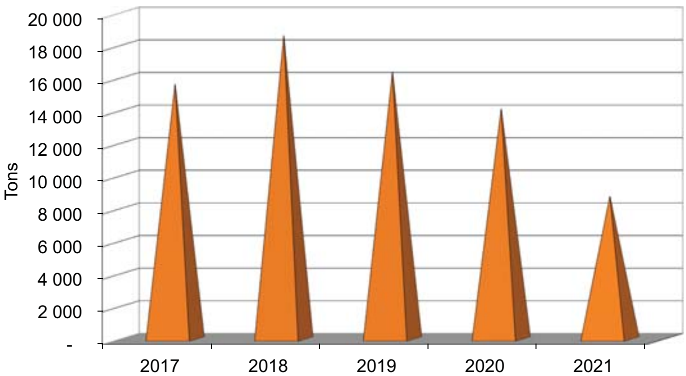
GRAPEFRUIT JUICE : PAST YEAR - MAJOR DESTINATIONS

INDUSTRY ORGANISATION
SA Fruit Juice Association

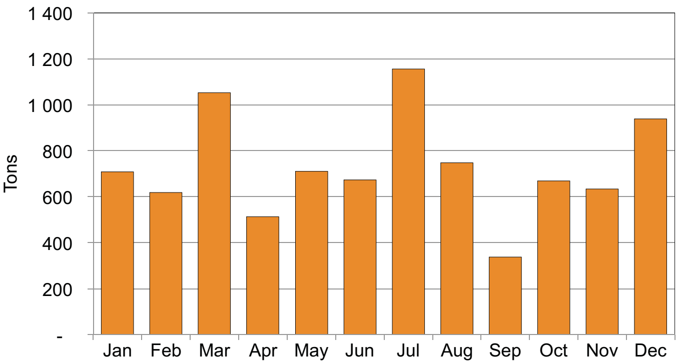
PRESERVATION
Pasteurised

PACKAGING
Canned, Bottled or Boxed

EXPORTERS
See **Service Providers** section for more information.



GRAPEFRUIT JUICE : PAST 5 YEARS - VOLUME EXPORTED

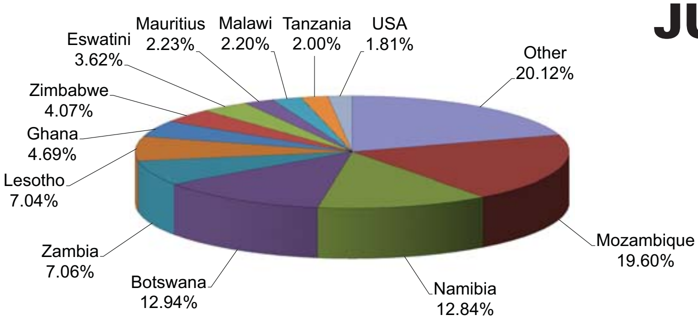


GRAPEFRUIT JUICE : PAST YEAR - VOLUME EXPORTED

RSA: PRODUCING PROVINCES

FRUIT & VEGETABLE JUICES

JUICE BLENDS

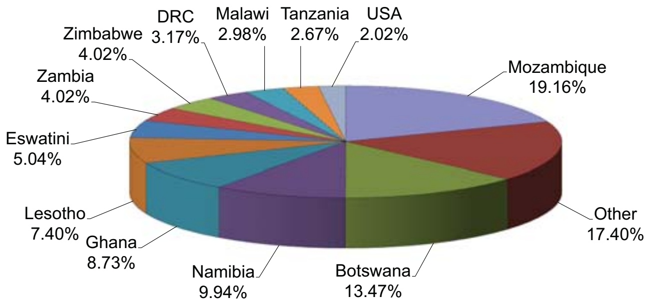


JUICE BLENDS : PAST 5 YEARS - MAJOR DESTINATIONS

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING:**

200990 -5.78% 3.3% 8(7)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS



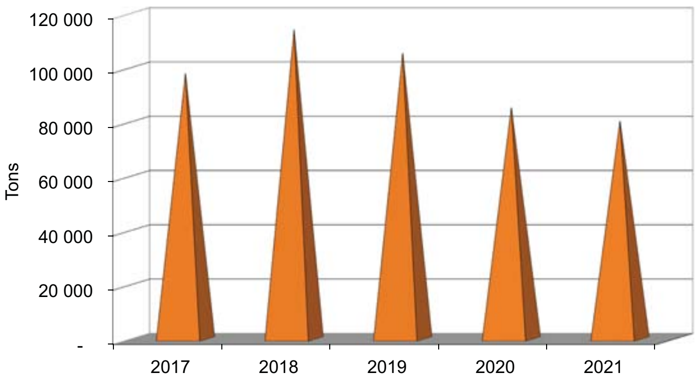
JUICE BLENDS : PAST YEAR - MAJOR DESTINATIONS

INDUSTRY ORGANISATION
SA Fruit Juice Association

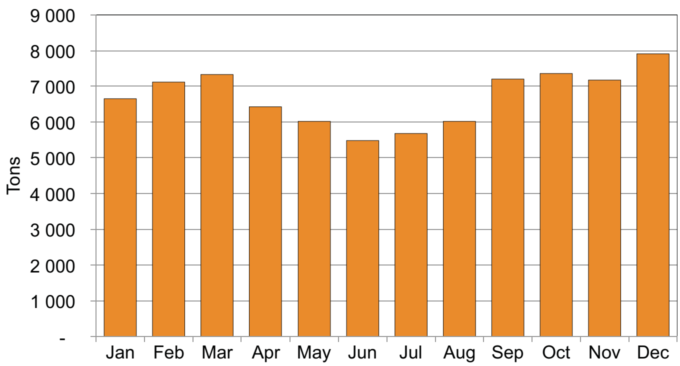
PRESERVATION
Pasteurised

PACKAGING
Canned, Bottled or Boxed

EXPORTERS
See **Service Providers** section for more information.



JUICE BLENDS : PAST 5 YEARS - VOLUME EXPORTED



JUICE BLENDS : PAST YEAR - VOLUME EXPORTED

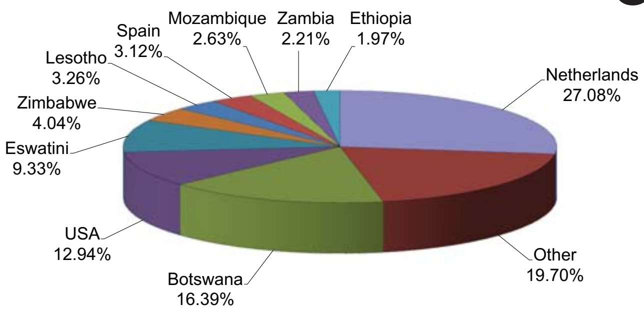
RSA: PRODUCING PROVINCES

JUICE BLENDS

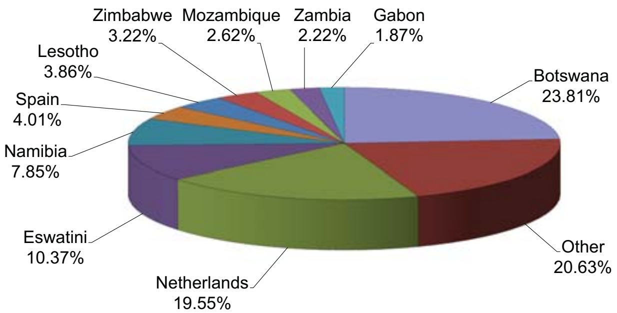
ORANGE JUICE

FRUIT & VEGETABLE JUICES

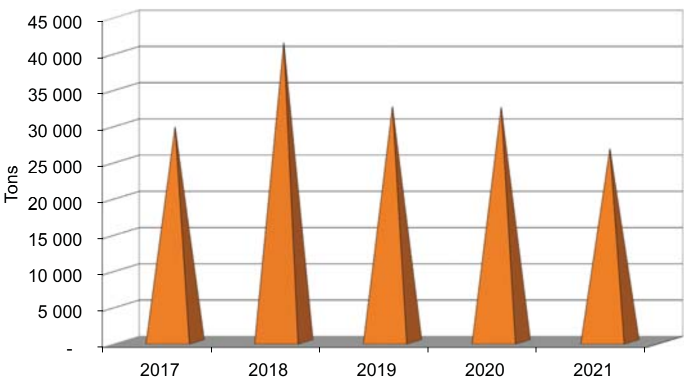
ORANGE JUICE



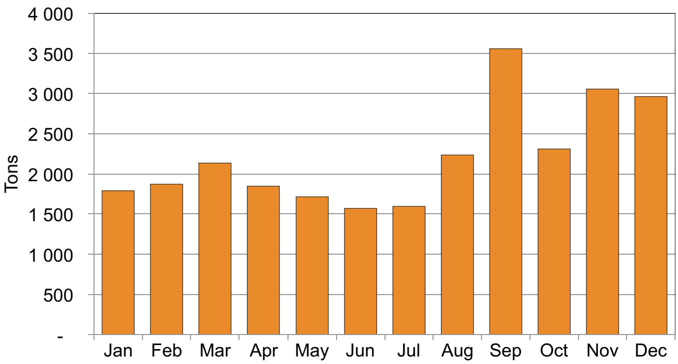
ORANGE JUICE : PAST 5 YEARS - MAJOR DESTINATIONS



ORANGE JUICE : PAST YEAR - MAJOR DESTINATIONS



ORANGE JUICE : PAST 5 YEARS - VOLUME EXPORTED



ORANGE JUICE : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

200911	-55.57%	1.3%	9(11)
200912	47.87%	0.2%	24(26)
200919	-9.62%	1.6%	5(6)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
SA Fruit Juice Association

PRESERVATION
Pasteurised, Frozen

PACKAGING
Canned, Bottled or Boxed

EXPORTERS
See **Service Providers** section for more information.

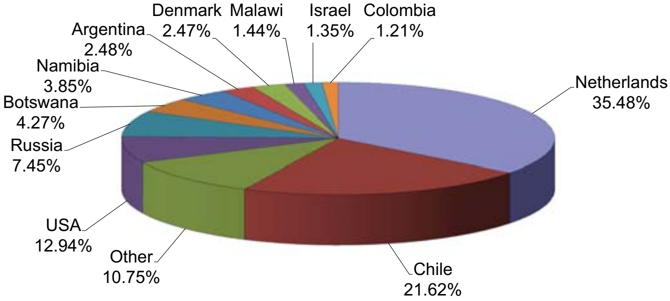
RSA: PRODUCING PROVINCES


RFG
WWW.RFG.COM
Rhodes Quality
Go with Goodness
Rhodes Quality
MANGO & ORANGE
100% FRUIT JUICE BLEND
Apple and/or grape and/or pear, orange and mango
EASY OPEN
Rhodes Quality
Fruit Cocktail
IN FRUIT JUICE
CHOICE GRADE
EASY OPEN
Rhodes Quality
Pear Halves in Syrup
CHOICE GRADE
Rhodes Quality
Peach Halves in Syrup
CHOICE GRADE

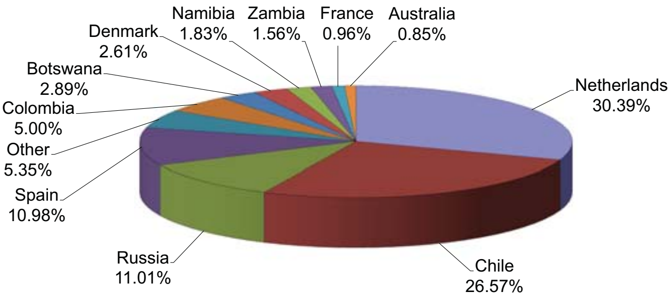
PINEAPPLE JUICE

FRUIT & VEGETABLE JUICES

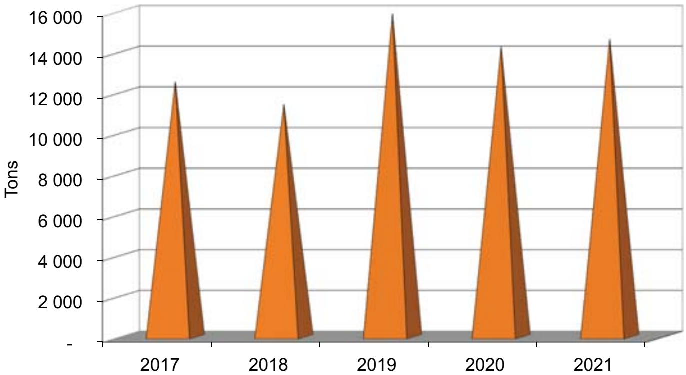
PINEAPPLE JUICE



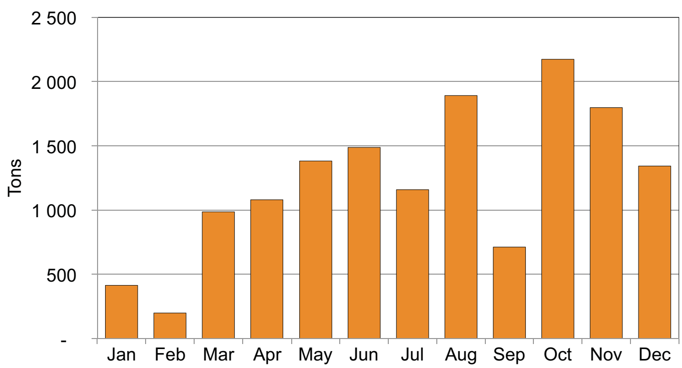
PINEAPPLE JUICE : PAST 5 YEARS - MAJOR DESTINATIONS



PINEAPPLE JUICE : PAST YEAR - MAJOR DESTINATIONS



PINEAPPLE JUICE : PAST 5 YEARS - VOLUME EXPORTED



PINEAPPLE JUICE : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

200941	95.45%	0.1%	45(33)
200949	1.76%	3.4%	7(7)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
SA Fruit Juice Association

PRESERVATION
Pasteurised

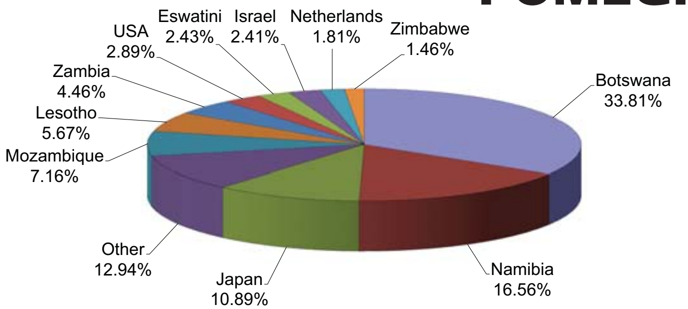
PACKAGING
Canned, Bottled or Boxed

EXPORTERS
See **Service Providers** section for more information.

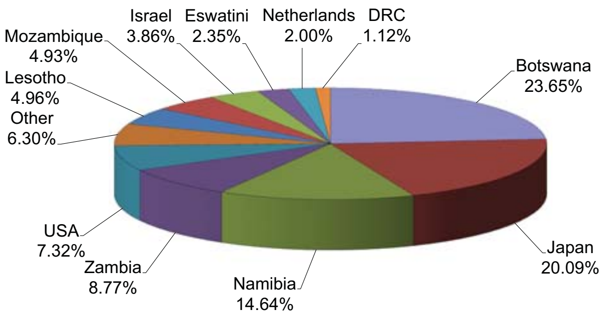
RSA: PRODUCING PROVINCES

FRUIT & VEGETABLE JUICES

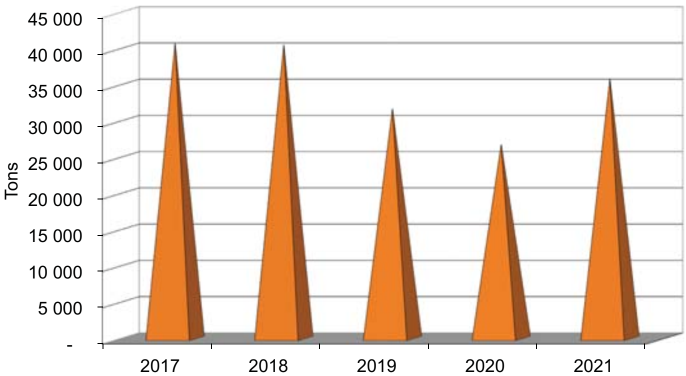
POMEGRANATE JUICE



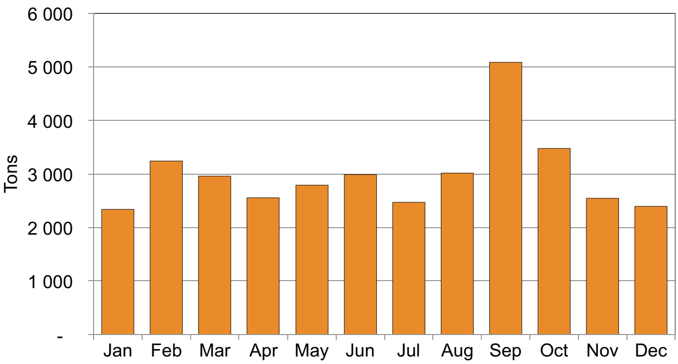
POMEGRANATE JUICE : PAST 5 YEARS - MAJOR DESTINATIONS



POMEGRANATE JUICE : PAST YEAR - MAJOR DESTINATIONS



POMEGRANATE JUICE : PAST 5 YEARS - VOLUME EXPORTED



POMEGRANATE JUICE : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

200989 33.99% 0.9% 24(20)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
SA Fruit Juice Association

PRESERVATION
Pasteurised

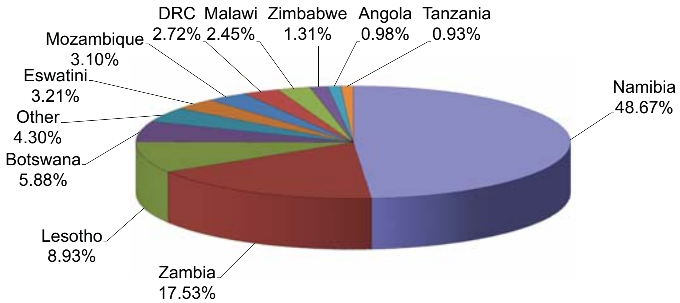
PACKAGING
Canned, Bottled or Boxed

EXPORTERS
See **Service Providers** section for more information.

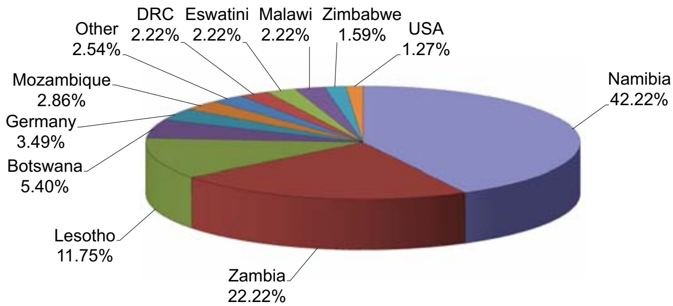
RSA: PRODUCING PROVINCES

TUBERS & FUNGI

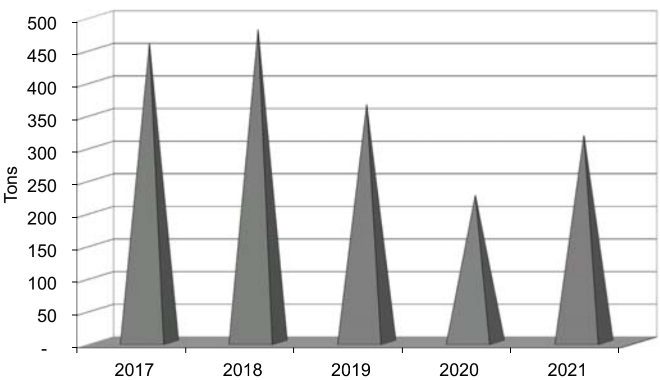
MUSHROOMS



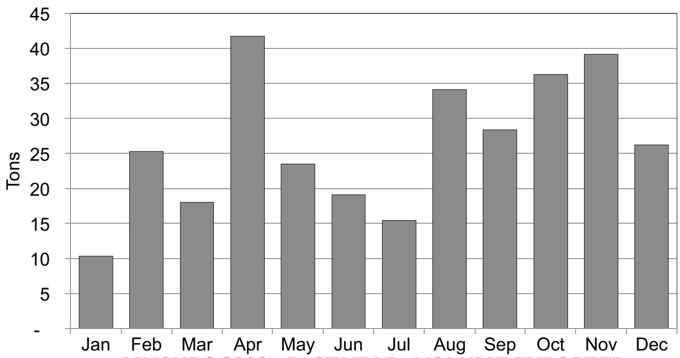
MUSHROOMS : PAST 5 YEARS - MAJOR DESTINATIONS



MUSHROOMS : PAST YEAR - MAJOR DESTINATIONS



MUSHROOMS : PAST 5 YEARS - VOLUME EXPORTED



MUSHROOMS : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

071151	975.00%	<0.1%	22(12)
071159	83.33%	0.1%	31(20)
071239	-69.57%	<0.1%	56(67)
2003	28.00%	<0.1%	42(36)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
South African Mushroom Farmers' Association

PRESERVATION
Chilled, Dried or Brined

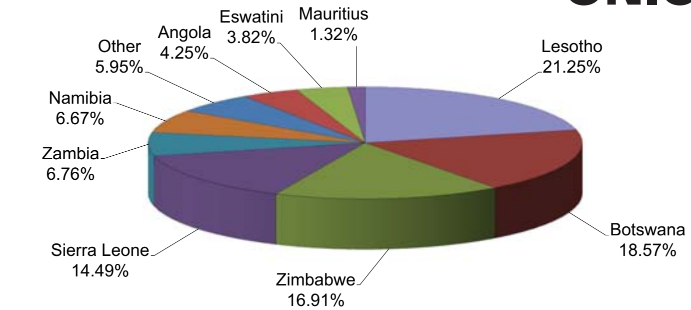
PACKAGING
Canned, Tubbed or Boxed

EXPORTERS
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

TUBERS & FUNGI

ONIONS & GARLIC

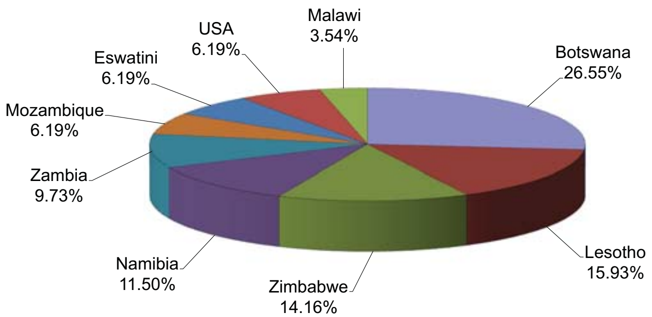


ONIONS & GARLIC : PAST 5 YEARS - MAJOR DESTINATIONS

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING:**

071220 -84.41% 0.1% 38(38)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS



ONIONS & GARLIC : PAST YEAR - MAJOR DESTINATIONS

INDUSTRY ORGANISATION

Potatoes and Onion Committee
South African Garlic Growers Association

PRESERVATION

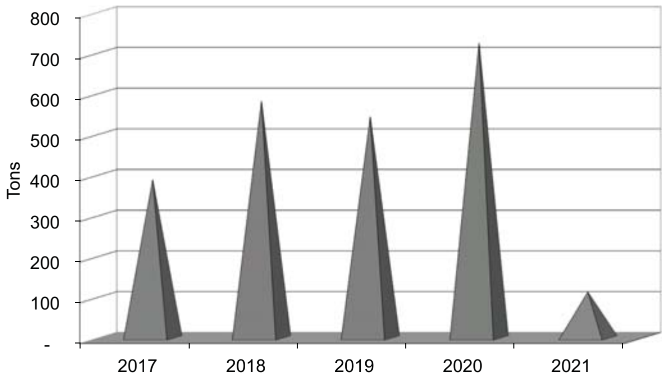
Dried

PACKAGING

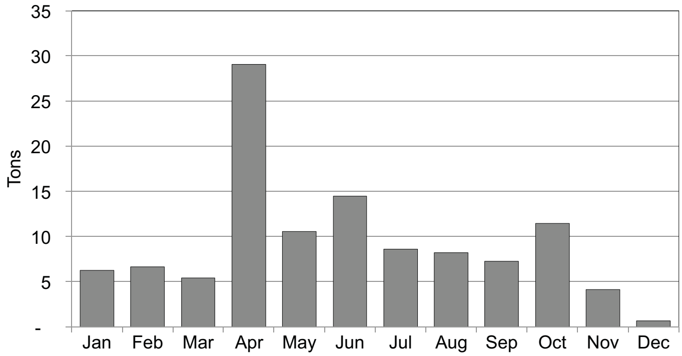
Bottled, Bagged or Boxed

EXPORTERS

See **Service Providers** section for more information.



ONIONS & GARLIC : PAST 5 YEARS - VOLUME EXPORTED



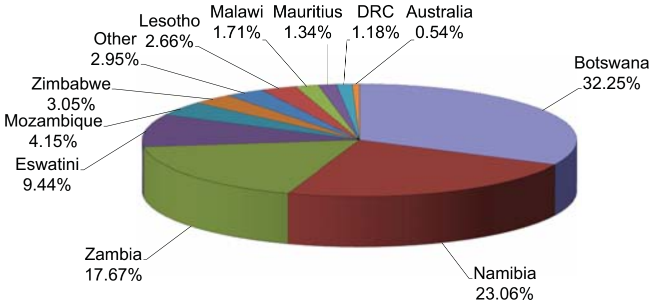
ONIONS & GARLIC : PAST YEAR - VOLUME EXPORTED

RSA: PRODUCING PROVINCES

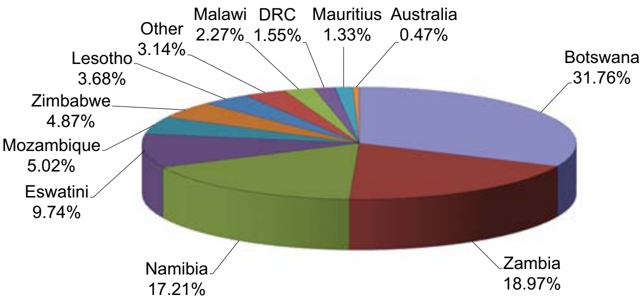
O N I O N S & G A R L I C

TUBERS & FUNGI

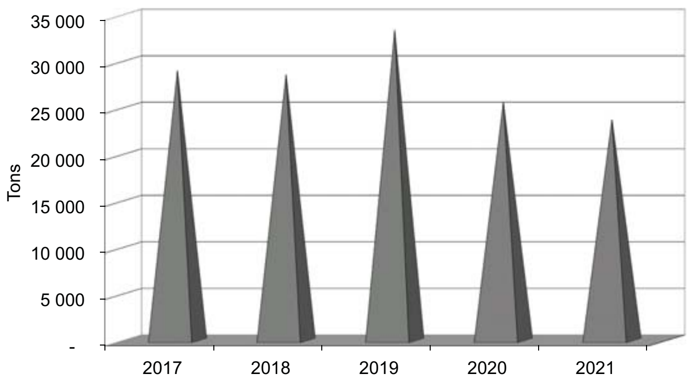
POTATOES



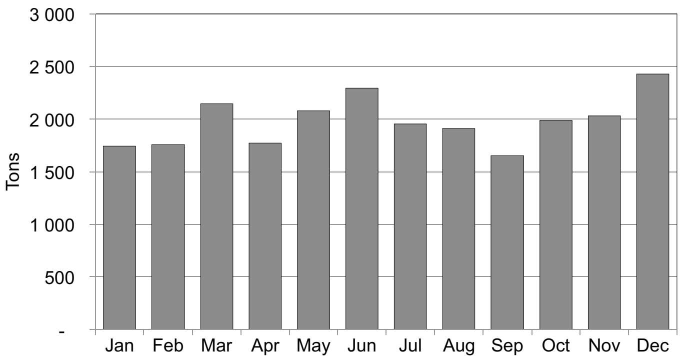
POTATOES : PAST 5 YEARS - MAJOR DESTINATIONS



POTATOES : PAST YEAR - MAJOR DESTINATIONS



POTATOES : PAST 5 YEARS - VOLUME EXPORTED



POTATOES : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

071010	-29.19%	3.5%	10(9)
200410	19.99%	0.1%	19(18)
200520	-16.14%	1.0%	17(13)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
Potatoes South Africa

PRESERVATION
Dried, Fried or Frozen

PACKAGING
Canned, Bagged or Boxed

EXPORTERS
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

Smart & Sustainable Farming

We are adopting planet-friendly practices to improve agricultural resource efficiency and address climate change challenges.

Resource Efficient Operations

As a leader in the potato-processing industry, we have a responsibility to show the way toward a low-carbon economy.

Good Food

As a responsible food manufacturer, we create food that can be part of a healthy, balanced diet, while providing innovative solutions to meet consumer demands for taste, nutrition and convenience.

Thriving Communities

As a family-owned business, with most plants located in rural communities, we care deeply about building long-term, trusted connections with the growers, communities and employees who produce our food globally.

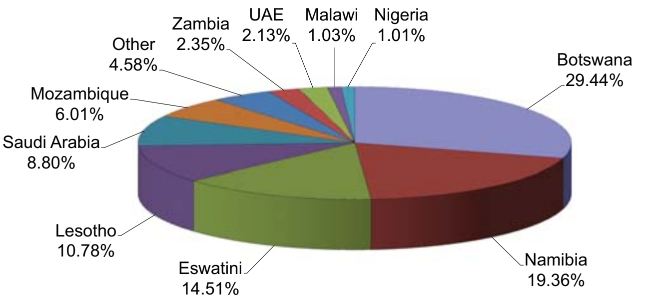
McCain™

www.mccain.co.za

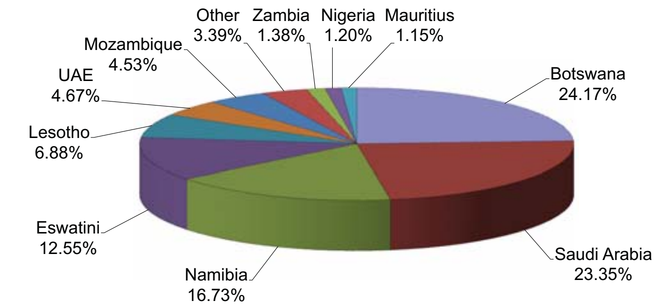
GROUNDNUT BUTTER

OIL CROP PRODUCTS

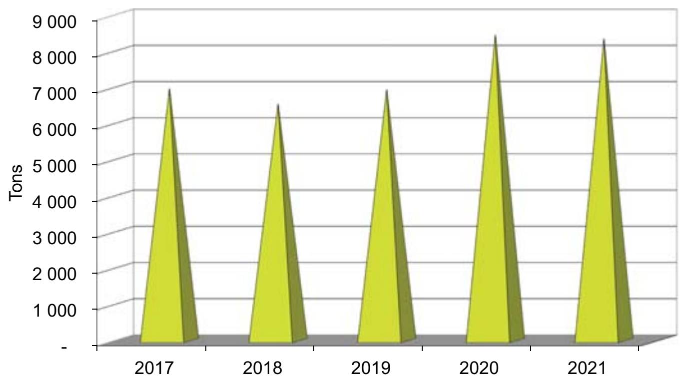
GROUNDNUT BUTTER



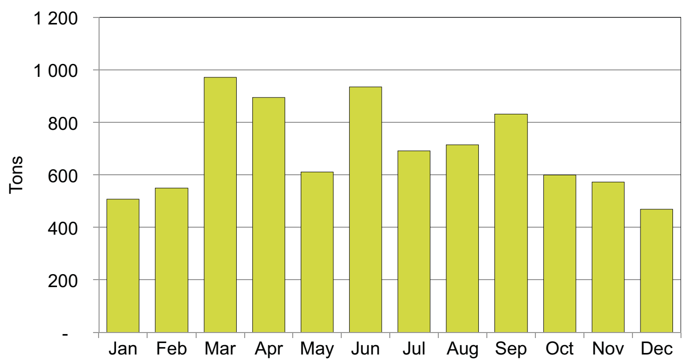
GROUNDNUT BUTTER : PAST 5 YEARS - MAJOR DESTINATIONS



GROUNDNUT BUTTER : PAST YEAR - MAJOR DESTINATIONS



GROUNDNUT BUTTER : PAST 5 YEARS - VOLUME EXPORTED



GROUNDNUT BUTTER : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

200811 -1.18% 1.0% 16(16)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

Groundnut Processors Association

PRESERVATION

Dried, Cold or Hot Pressed

PACKAGING

Canned, Bottled or Bagged

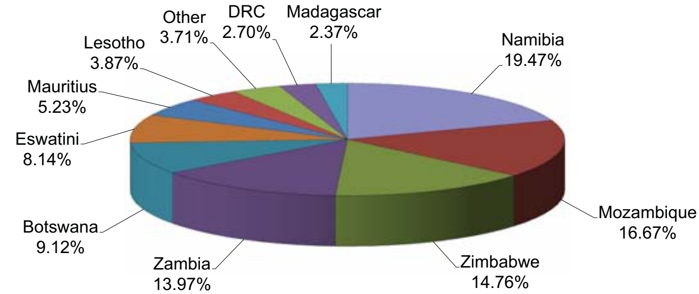
EXPORTERS

See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

OIL CROP PRODUCTS

MARGARINE

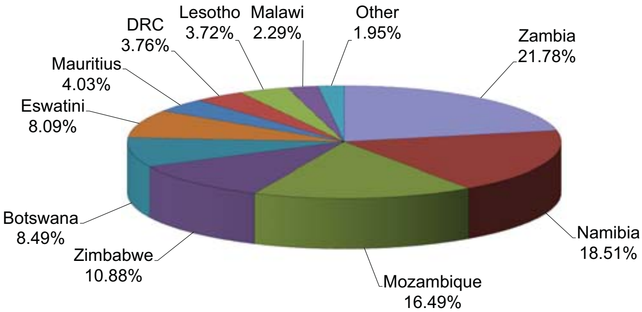


MARGARINE : PAST 5 YEARS - MAJOR DESTINATIONS

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

1517	0.74%	0.6%	25(25)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS



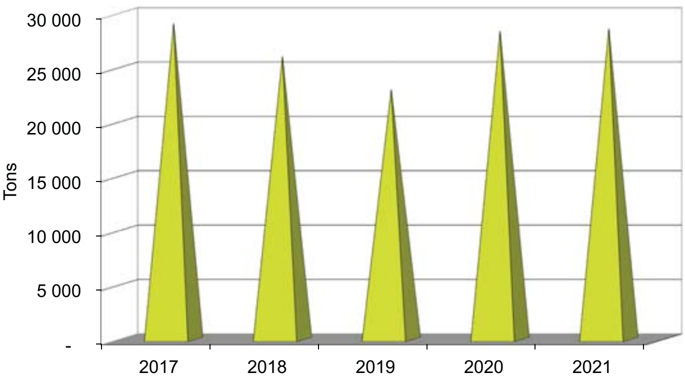
MARGARINE : PAST YEAR - MAJOR DESTINATIONS

INDUSTRY ORGANISATION
SA Oil Pressers Association

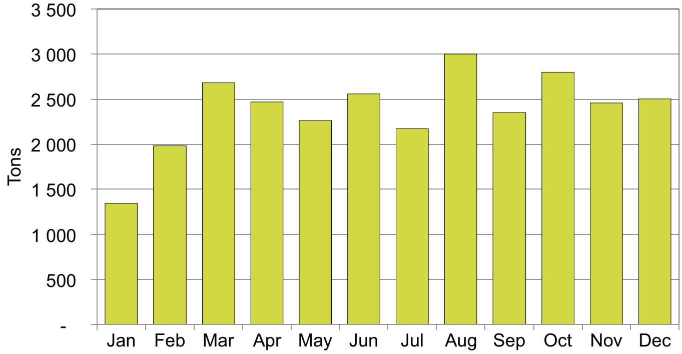
PRESERVATION
Pasteurised

PACKAGING
Tubbed or Wrapped

EXPORTERS
See **Service Providers** section for more information.



MARGARINE : PAST 5 YEARS - VOLUME EXPORTED

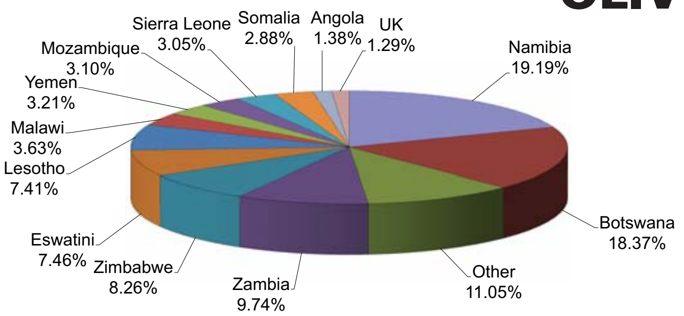


MARGARINE : PAST YEAR - VOLUME EXPORTED

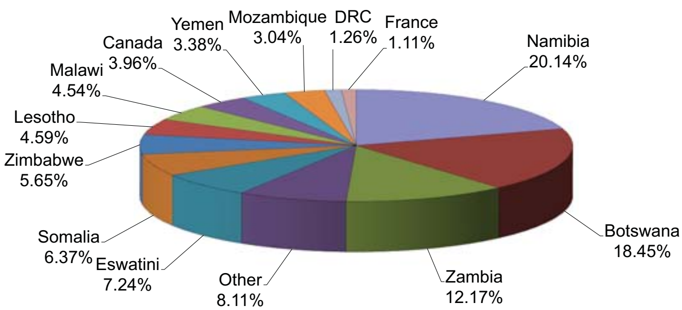
RSA: PRODUCING PROVINCES

OIL CROP PRODUCTS

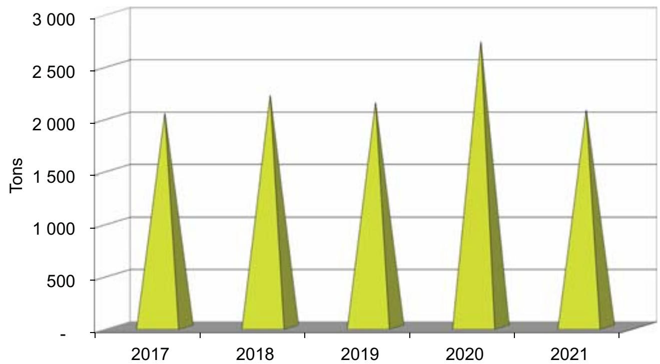
OLIVE OIL & FRUIT



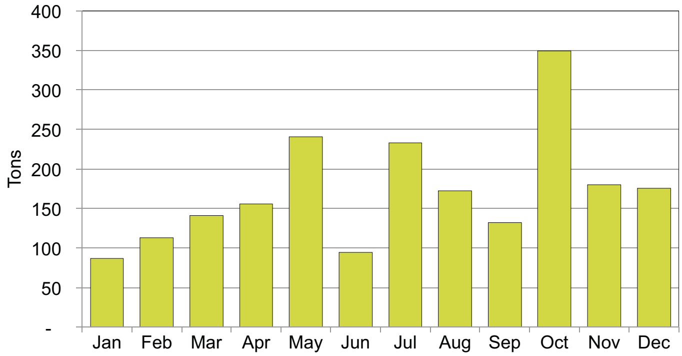
OLIVE OIL & FRUIT : PAST 5 YEARS - MAJOR DESTINATIONS



OLIVE OIL & FRUIT : PAST YEAR - MAJOR DESTINATIONS



OLIVE OIL & FRUIT : PAST 5 YEARS - VOLUME EXPORTED



OLIVE OIL & FRUIT : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

071120	-84.41%	0.1%	21(19)
1509	-8.44%	0.1%	26(27)
1510	31.75%	<0.1%	27(31)
200570	16.57%	<0.1%	50(38)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
SA Olive Association

PRESERVATION
Cold or Hot Pressed
Dried, Brined, Dehydrated

PACKAGING
Canned or Bottled

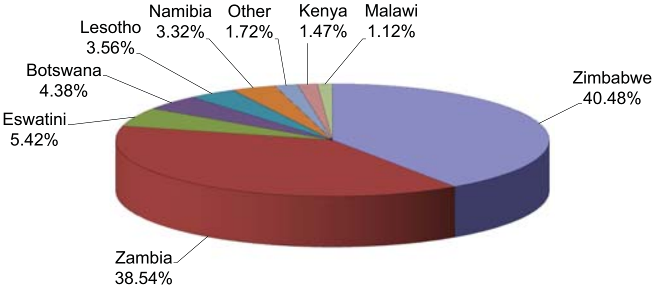
EXPORTERS
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

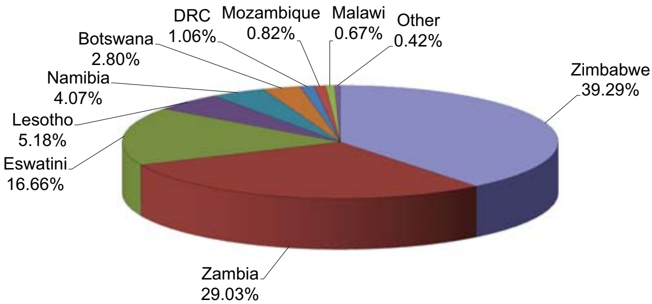
PALM OIL

OIL CROP PRODUCTS

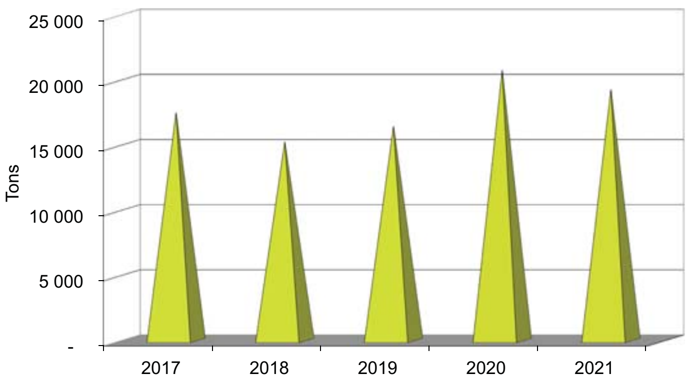
PALM OIL



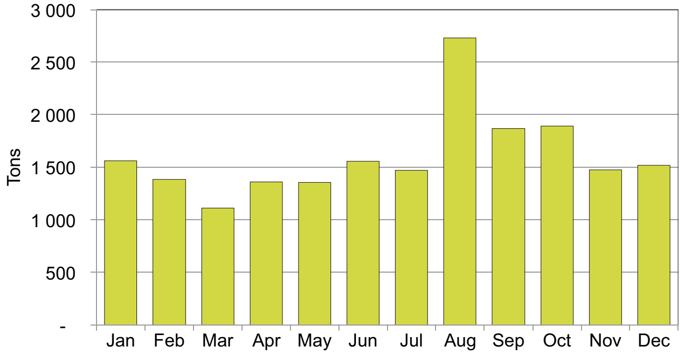
PALM OIL : PAST 5 YEARS - MAJOR DESTINATIONS



PALM OIL : PAST YEAR - MAJOR DESTINATIONS



PALM OIL : PAST 5 YEARS - VOLUME EXPORTED



PALM OIL : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

1511	-7.13%	0.1%	41(41)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
SA Oil Pressers Association

PRESERVATION
Dehydrated, Cold or Hot Pressed

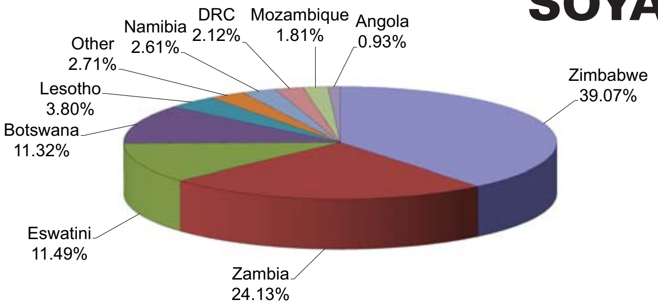
PACKAGING
Canned or Bottled

EXPORTERS
See **Service Providers** section for more information.

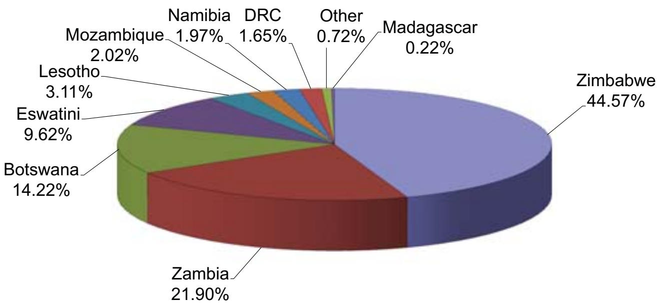
RSA: PRODUCING PROVINCES

OIL CROP PRODUCTS

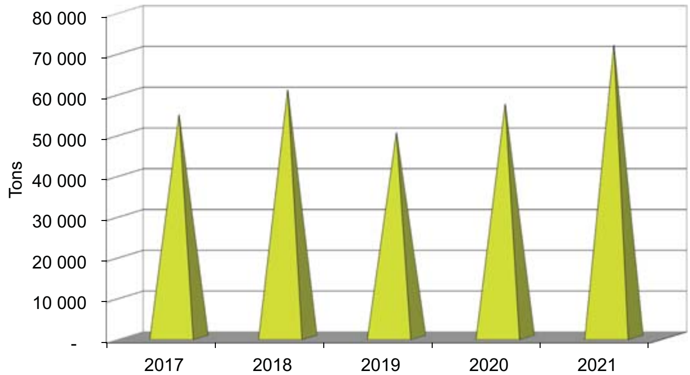
SOYA OIL & BEANS



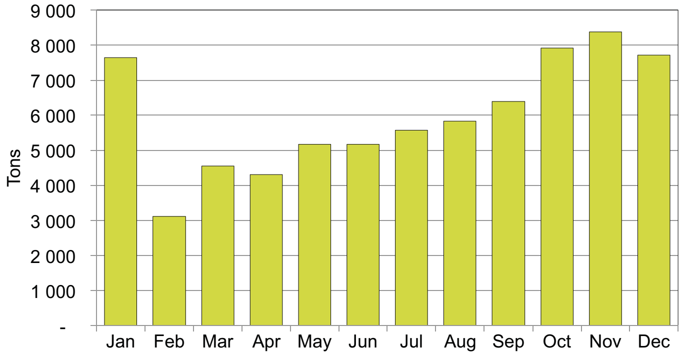
SOYA OIL & BEANS : PAST 5 YEARS - MAJOR DESTINATIONS



SOYA OIL & BEANS : PAST YEAR - MAJOR DESTINATIONS



SOYA OIL & BEANS : PAST 5 YEARS - VOLUME EXPORTED



SOYA OIL & BEANS : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

120810	-3.01%	0.2%	18(15)
1507	27.49%	0.6%	27(25)

For Soya Sauce see Sauces & Soups section

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
Southern African Soyfood Association

PRESERVATION
Milled or Hot Pressed

PACKAGING
Canned, Bottled or Bagged

EXPORTERS
See **Service Providers** section for more information.

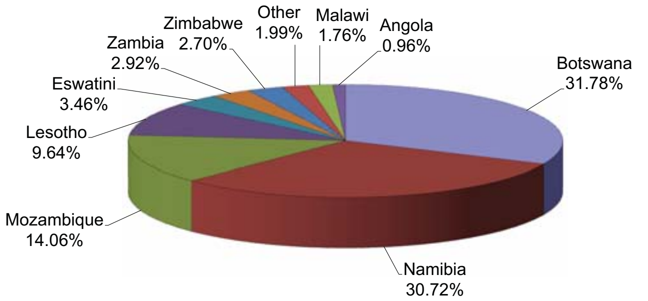
RSA: PRODUCING PROVINCES

SOYA OIL & BEANS

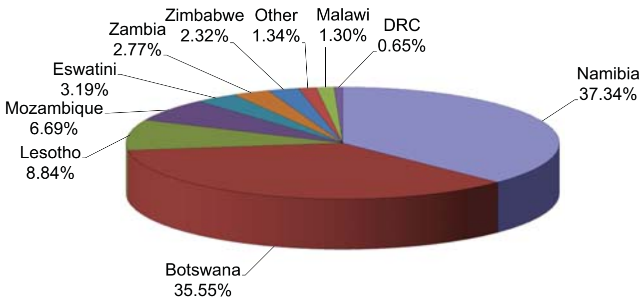

Sunfoil
Pure Sunflower Oil
the heart of good cooking
5 Litre
ALLSOME
Making Life Easier
LONG GRAIN
PARBOILED RICE
WHITE AND FLUFFY
HIGH IN ENERGY
10 kg
ALLSOME
Daily
MULTI-PURPOSE SOAP
Sunshine D
ORIGINAL
60% FAT SPREAD
500 g
Brite Lite
PURE SOAP
1kg

OIL CROP PRODUCTS

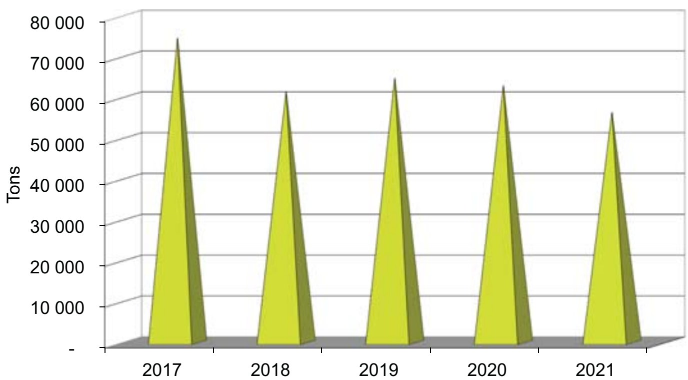
SUNFLOWER OIL & SEED



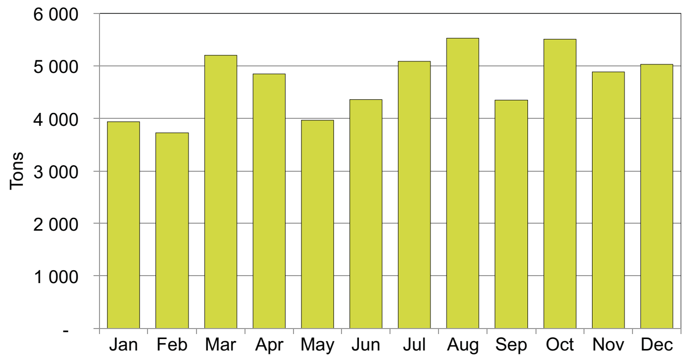
SUNFLOWER OIL & SEED : PAST 5 YEARS - MAJOR DESTINATIONS



SUNFLOWER OIL & SEED : PAST YEAR - MAJOR DESTINATIONS



SUNFLOWER OIL & SEED : PAST 5 YEARS - VOLUME EXPORTED



SUNFLOWER OIL & SEED : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

1206	10.01%	0.1%	36(38)
151211	-10.06%	0.1%	25(27)
151219	-11.00%	1.4%	15(15)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
SA Oil Pressers Association

PRESERVATION
Dried, Cold or Hot Pressed

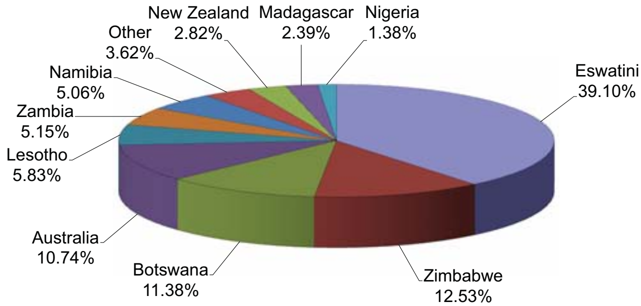
PACKAGING
Canned, Bottled or Bagged

EXPORTERS
See **Service Providers** section for more information.

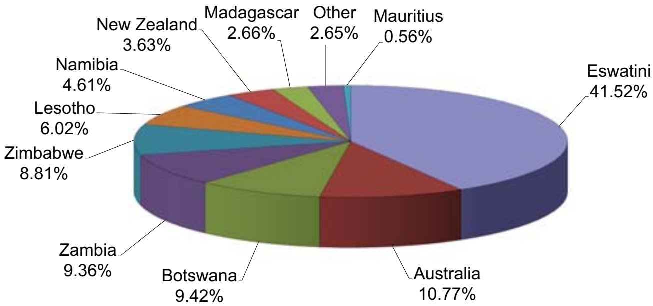
RSA: PRODUCING PROVINCES

SUGAR CROP PRODUCTS

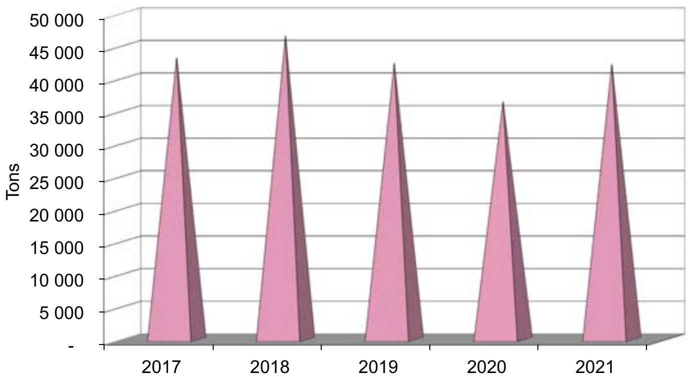
ARTIFICIAL SWEETENERS



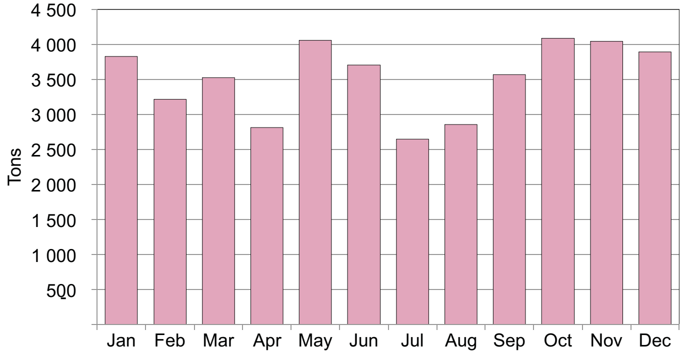
ARTIFICIAL SWEETENERS : PAST 5 YEARS - MAJOR DESTINATIONS



ARTIFICIAL SWEETENERS : PAST YEAR - MAJOR DESTINATIONS



ARTIFICIAL SWEETENERS : PAST 5 YEARS - VOLUME EXPORTED



ARTIFICIAL SWEETENERS : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

1702 15.75% 0.3% 37(34)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

Fermented and Dried

PACKAGING

Canned or Boxed

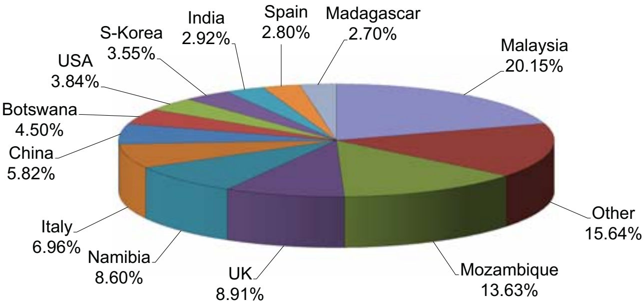
EXPORTERS

See **Service Providers** section for more information.

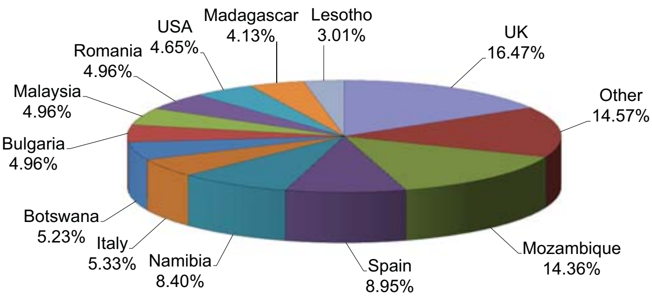
RSA: PRODUCING PROVINCES

SUGAR CROP PRODUCTS

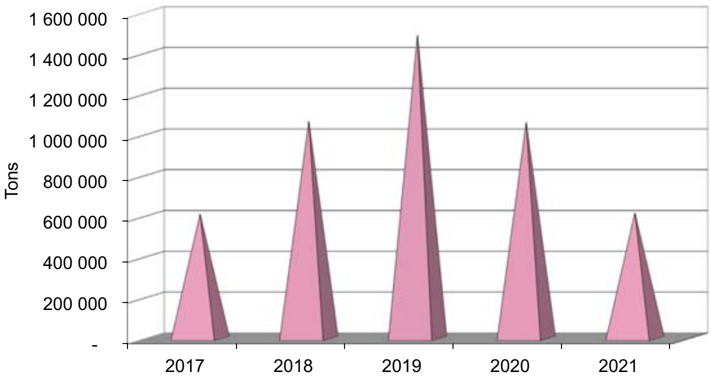
CANE & BEET SUGAR



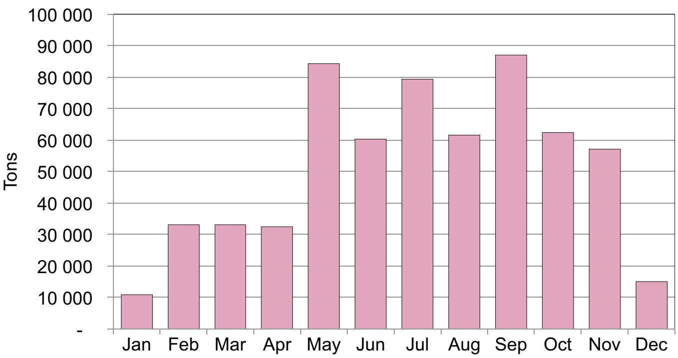
SUGARS : PAST 5 YEARS - MAJOR DESTINATIONS



SUGARS : PAST YEAR - MAJOR DESTINATIONS



SUGARS : PAST 5 YEARS - VOLUME EXPORTED



SUGARS : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

1701	-41.84%	1.6%	11(8)
1703	-43.08%	0.4%	35(45)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
South African Sugar Association

PRESERVATION
Milled and Dried

PACKAGING
Bagged

EXPORTERS
See **Service Providers** section for more information.

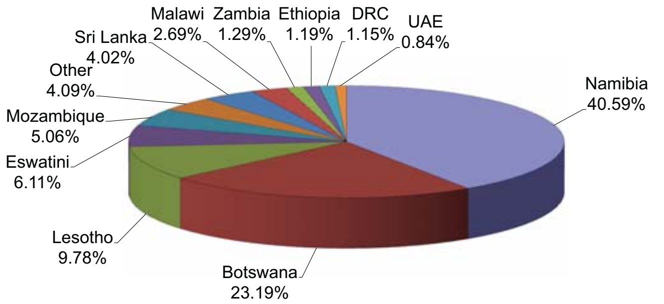
RSA: PRODUCING PROVINCES


SWEET Moments
Est. 1892
Huletts
White Sugar
A little Huletts sweetness goes a long way
Est. 1892
Huletts
SunSweet
Brown Sugar
A little Huletts sweetness goes a long way
A little Huletts sweetness goes a long way
PROUDLY SOUTH AFRICAN

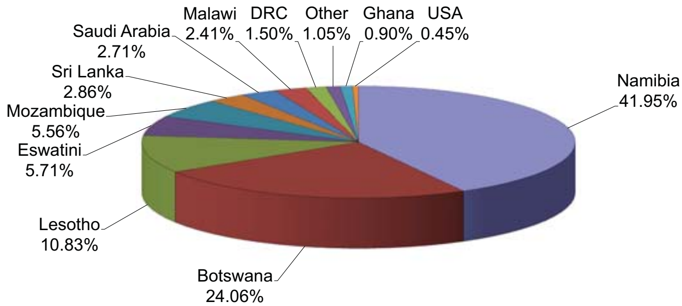
HONEY

SUGAR CROP PRODUCTS

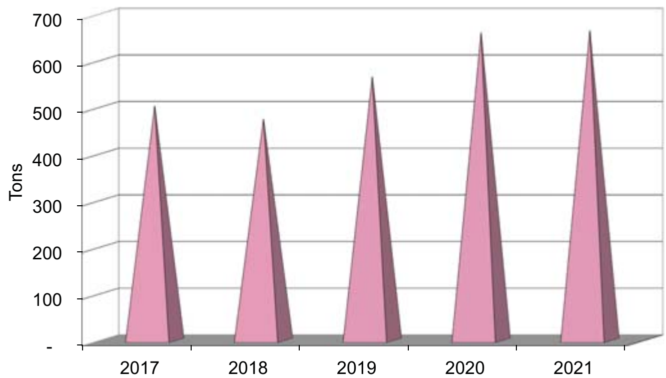
HONEY



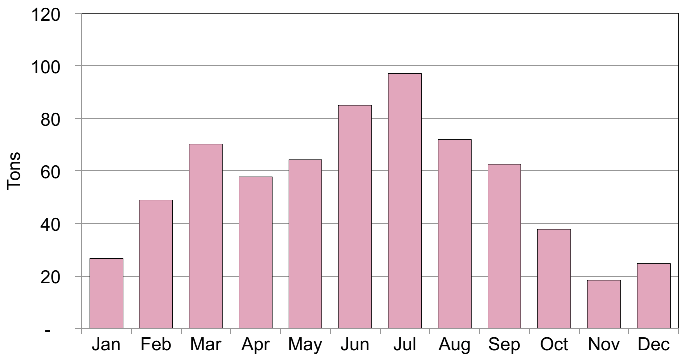
HONEY : PAST 5 YEARS - MAJOR DESTINATIONS



HONEY : PAST YEAR - MAJOR DESTINATIONS



HONEY : PAST 5 YEARS - VOLUME EXPORTED



HONEY : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING:**

0409 0.76% 0.1% 50(51)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
South African Bee Industry Organisation

PRESERVATION
Pasteurised and Filtered

PACKAGING
Bottled

EXPORTERS
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

WELCOME TO

HONEYBEE HEROES

A HONEYBEE SANCTUARY IN THE HEART OF THE OVERBERG

WHO WE ARE

At Honeybee Heroes, we're actively reversing the decline of South African honeybees and uplifting South African beekeepers through community hive adoptions, beekeeper support, and consumer education.

Through our flagship Adopt-A-Hive programme, we place and care for safe, permanent homes for South African honeybees on farms and private nature reserves in the Overberg's Stanford Valley and beyond. Our hives are managed by our team of expert beekeepers using bee-friendly practices. Honeybee Heroes is home to over 300 honeybee hives, cared for on behalf of our supporters worldwide.

South Africa currently imports more than 4 000 tons of foreign honey every year. But this "honey" is often extremely processed and filled with unhealthy additives. Our local beekeepers can't keep up with imported honey's artificially low prices and are being forced to cut corners to keep their farms afloat—and the honeybees are usually the first to suffer.

One of our goals at Honeybee Heroes is to make ethical honey production profitable for local farmers—through free training, equipment, and consumer education—to ensure a better future for South African honeybees and beekeepers alike. In doing so, we're helping bring healthier honey to the market, in hopes of helping raw, ethically sourced South African honey to outcompete imported honey.

HONEYBEE BOX

R2000.00

- Branded hive
- 3kg of raw honey (6 Jars)
- Honey dipper
- Official adoption certificate
- Hive progress updates

QUEEN BEE BOX

R3000.00

- Branded hive
- 3kg of raw honey (6 Jars)
- Honey dipper
- Official adoption certificate
- Hive progress updates
- Selection of honey-based food and beauty items.

ADOPT A HIVE

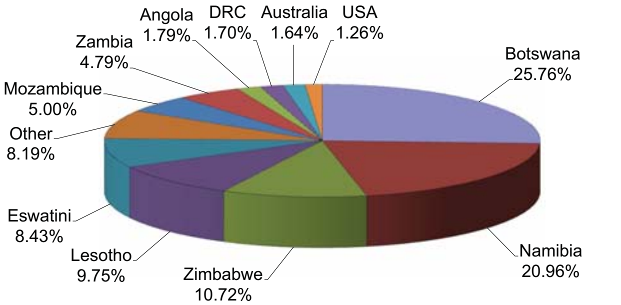
More than 50 crops in South Africa rely on honeybee pollination to grow. Unfortunately, due to rampant pesticide use, habitat loss, monocropping and beekeeper malpractice, South Africa's highly unique Apis Mellifera Capensis honeybee subspecies is increasingly at risk. That's why, in 2020, we founded Honeybee Heroes: a honeybee conservancy and education centre created to help protect South Africa's rare Capensis bees while supporting our local beekeepers.

Want to help save South Africa's honeybees? Adopt your own Honeybee Heroes hive and give one honeybee colony a safe home and a place to grow.

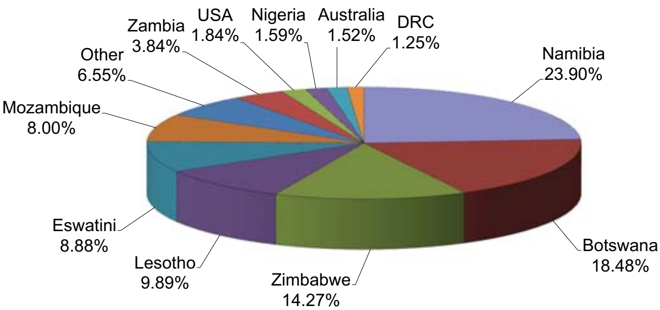
ADOPT YOUR HIVE AT
WWW.HONEYBEEHEROES.COM

SUGAR CONFECTIONARY

SUGAR CONFECTIONARY



CONFECTIONARY : PAST 5 YEARS - MAJOR DESTINATIONS



CONFECTIONARY : PAST YEAR - MAJOR DESTINATIONS

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

1704	15.72%	0.6%	38(36)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

Note that **CHOCOLATES** are not included in this group and features on its own page in the Dairy section.

INDUSTRY ORGANISATION

-

PRESERVATION

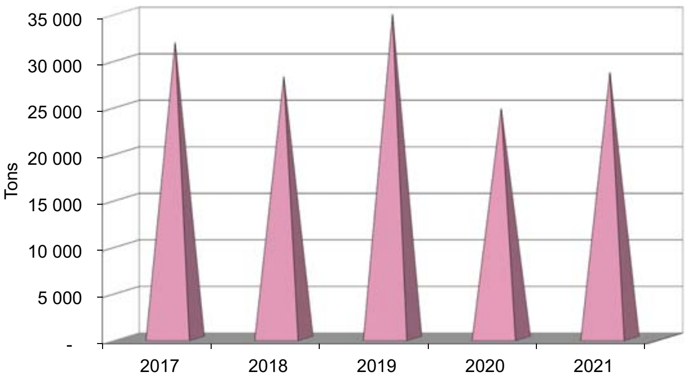
Pasteurised

PACKAGING

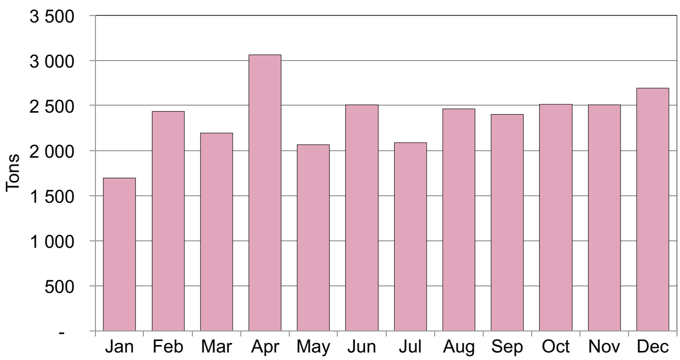
Boxed or Bagged

EXPORTERS

See **Service Providers** section for more information.



CONFECTIONARY : PAST 5 YEARS - VOLUME EXPORTED

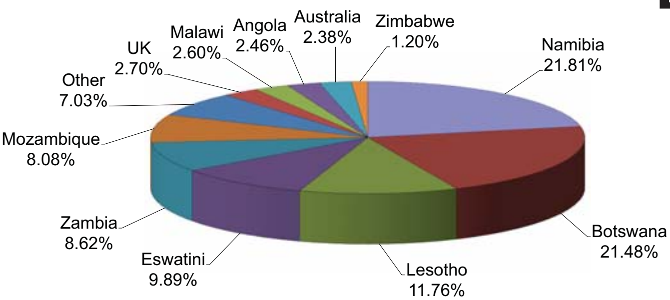


CONFECTIONARY : PAST YEAR - VOLUME EXPORTED

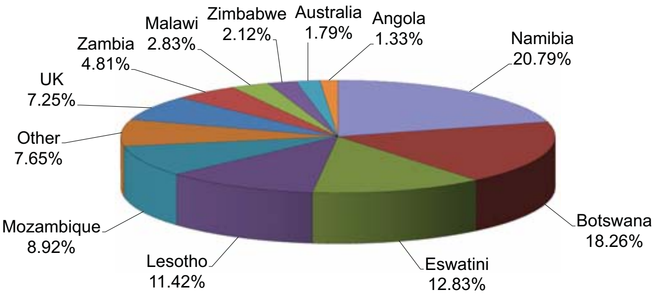
RSA: PRODUCING PROVINCES

GRAIN CROP PRODUCTS

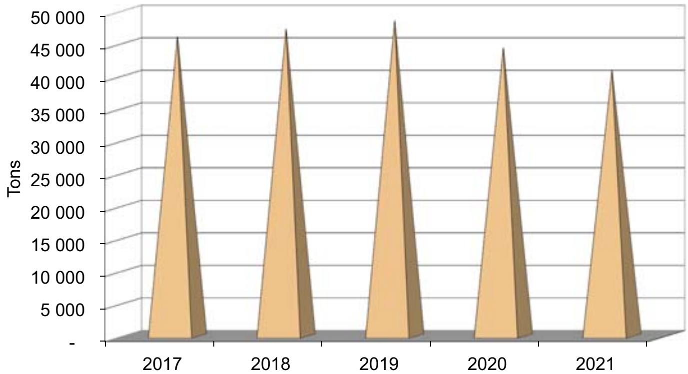
BAKED GOODS



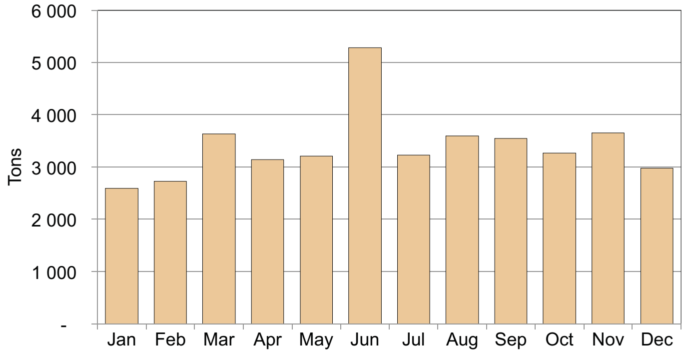
BAKED GOODS : PAST 5 YEARS - MAJOR DESTINATIONS



BAKED GOODS : PAST YEAR - MAJOR DESTINATIONS



BAKED GOODS : PAST 5 YEARS - VOLUME EXPORTED



BAKED GOODS : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

1905 -7.87% 0.2% 59(57)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

South African Chamber of Baking

PRESERVATION

Baked

PACKAGING

Bagged, Boxed, Tubbed or Wrapped

EXPORTERS

See **Service Providers** section for more information.

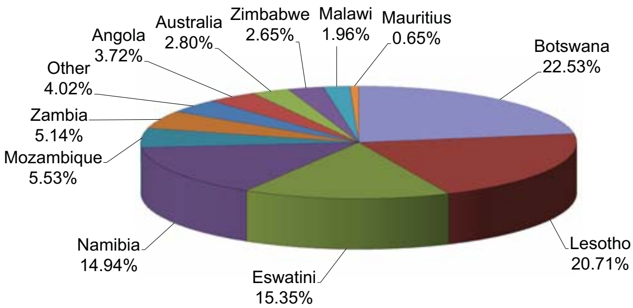
RSA: PRODUCING PROVINCES

BAKED GOODS

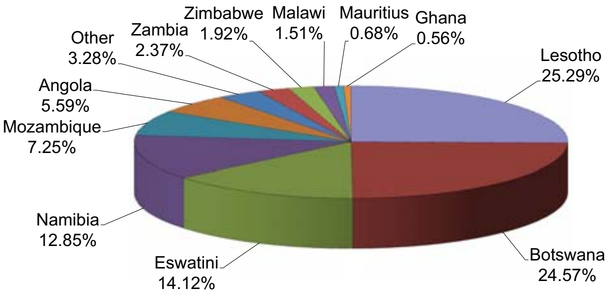
CEREALS

GRAIN CROP PRODUCTS

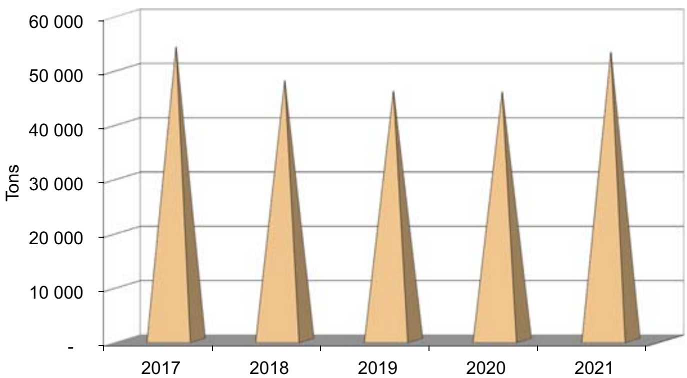
CEREALS



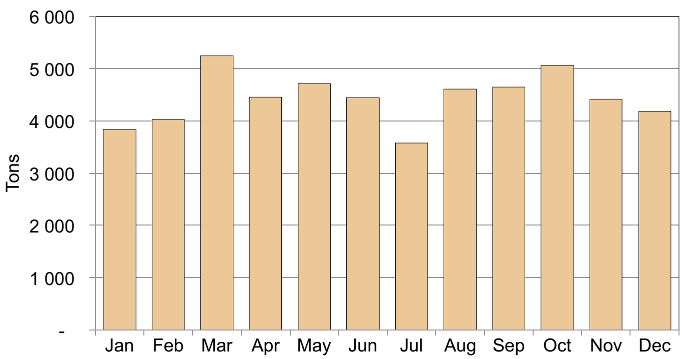
CEREALS : PAST 5 YEARS - MAJOR DESTINATIONS



CEREALS : PAST YEAR - MAJOR DESTINATIONS



CEREALS : PAST 5 YEARS - VOLUME EXPORTED



CEREALS : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

1904 16.02% 0.9% 21(18)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
National Chamber of Milling

PRESERVATION
Milled and Dried

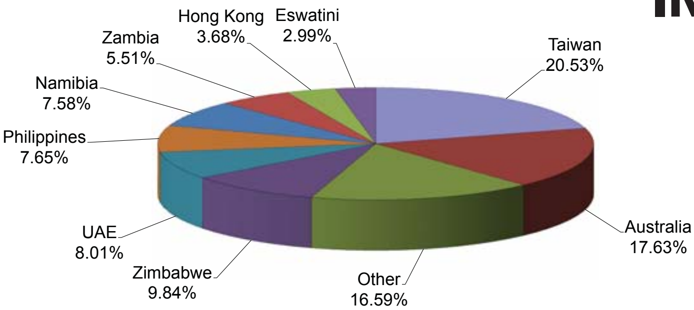
PACKAGING
Bagged or Boxed

EXPORTERS
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

GRAIN CROP PRODUCTS

INULIN STARCH

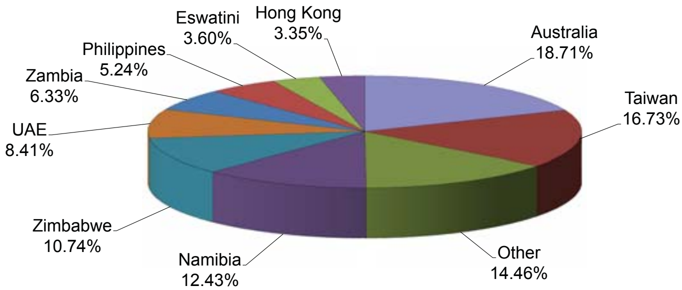


INULIN STARCH : PAST 5 YEARS - MAJOR DESTINATIONS

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

1108 -5.39% 0.3% 36(—)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS



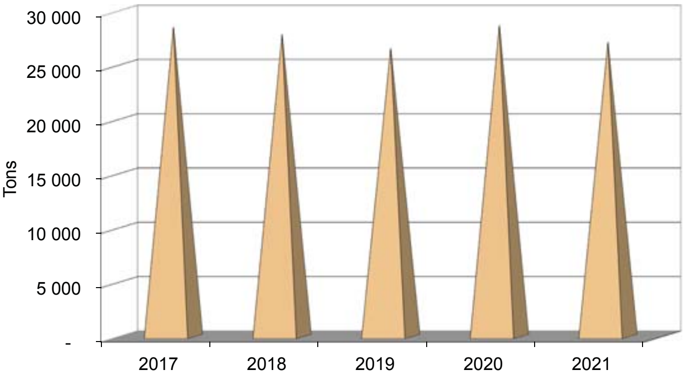
INULIN STARCH : PAST YEAR - MAJOR DESTINATIONS

INDUSTRY ORGANISATION
National Chamber of Milling

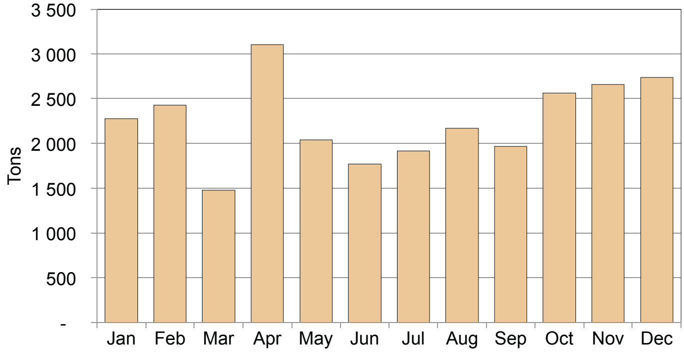
PRESERVATION
Milled and Dried

PACKAGING
Bagged or Boxed

EXPORTERS
See **Service Providers** section for more information.



INULIN STARCH : PAST 5 YEARS - VOLUME EXPORTED



INULIN STARCH : PAST YEAR - VOLUME EXPORTED

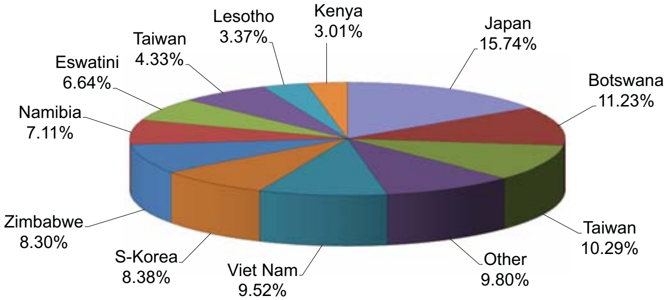
RSA: PRODUCING PROVINCES

INULIN STARCH

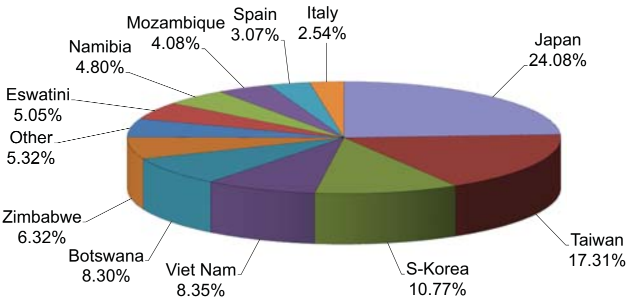
MAIZE

GRAIN CROP PRODUCTS

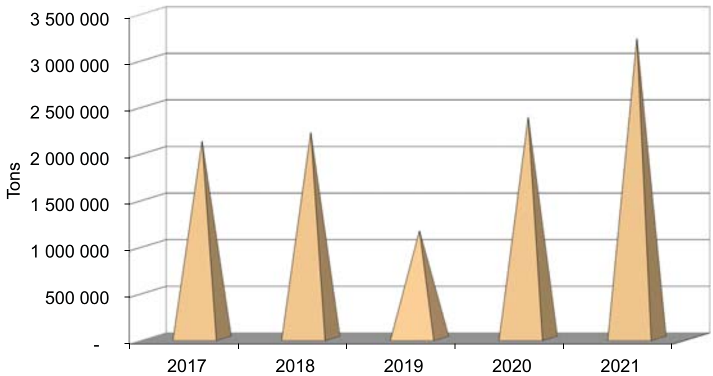
MAIZE



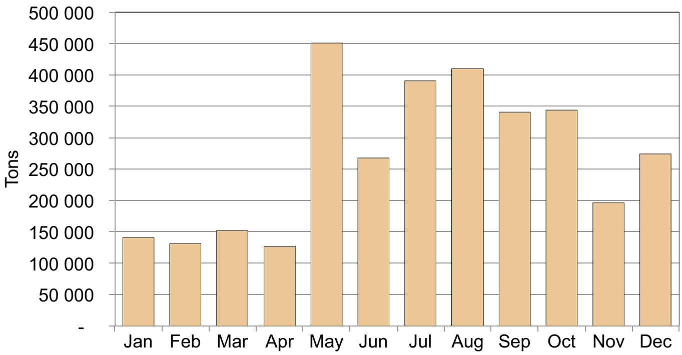
MAIZE : PAST 5 YEARS - MAJOR DESTINATIONS



MAIZE : PAST YEAR - MAJOR DESTINATIONS



MAIZE : PAST 5 YEARS - VOLUME EXPORTED



MAIZE : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

100590 35.67% 1.5% 9(12)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

National Chamber of Milling

PRESERVATION

Dried, Milled

PACKAGING

Bagged or Boxed

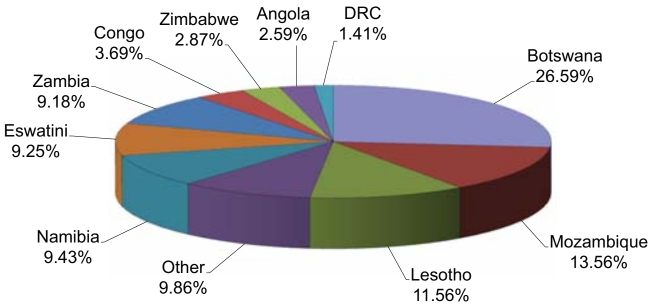
EXPORTERS

See **Service Providers** section for more information.

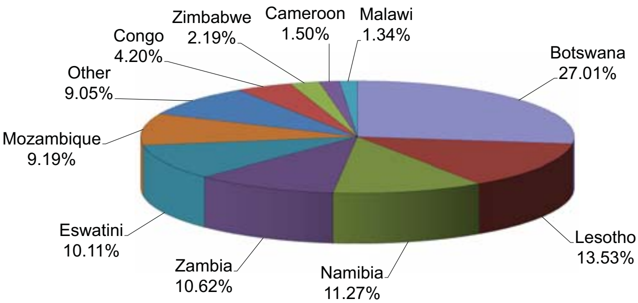
RSA: PRODUCING PROVINCES

GRAIN CROP PRODUCTS

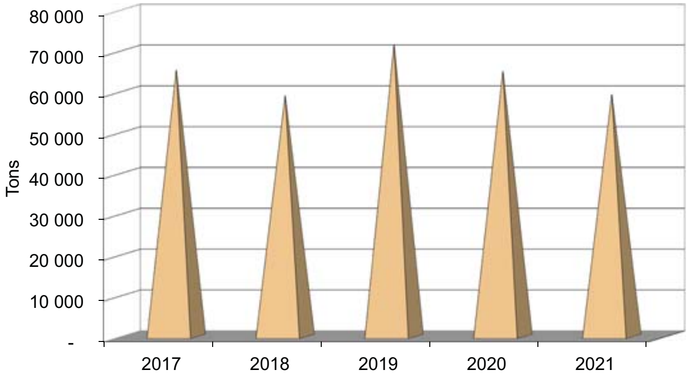
MALT



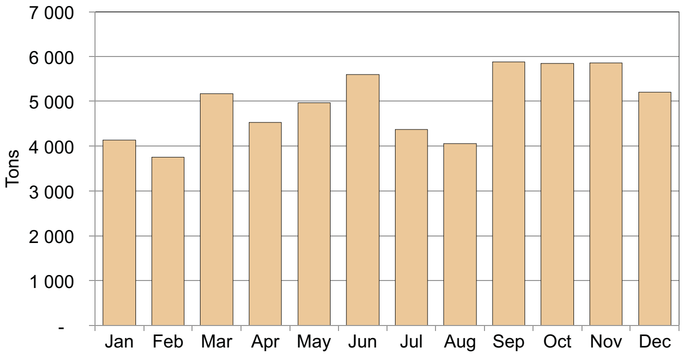
MALT : PAST 5 YEARS - MAJOR DESTINATIONS



MALT : PAST YEAR - MAJOR DESTINATIONS



MALT : PAST 5 YEARS - VOLUME EXPORTED



MALT : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

1107	-8.84%	0.4%	27(23)
1901	-8.65%	0.4%	38(34)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
Sorghum Trust

PRESERVATION
Dried, Milled

PACKAGING
Bagged, Boxed, Tubbed or Canned

EXPORTERS
See **Service Providers** section for more information.

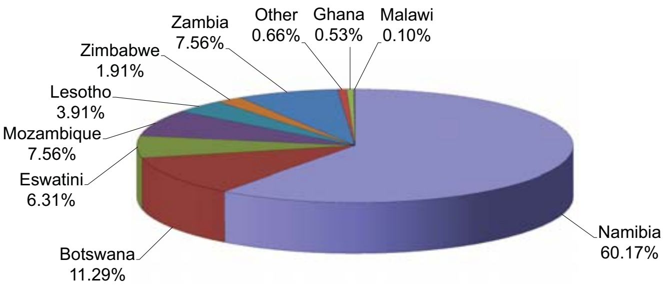
RSA: PRODUCING PROVINCES

MALT

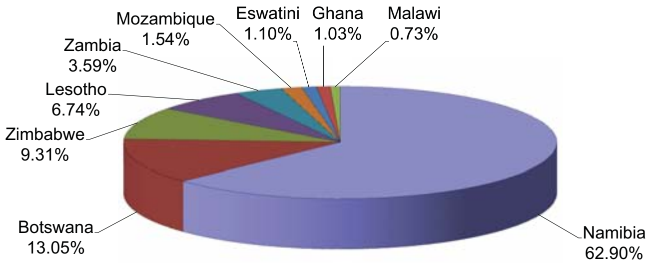
O A T S

GRAIN CROP PRODUCTS

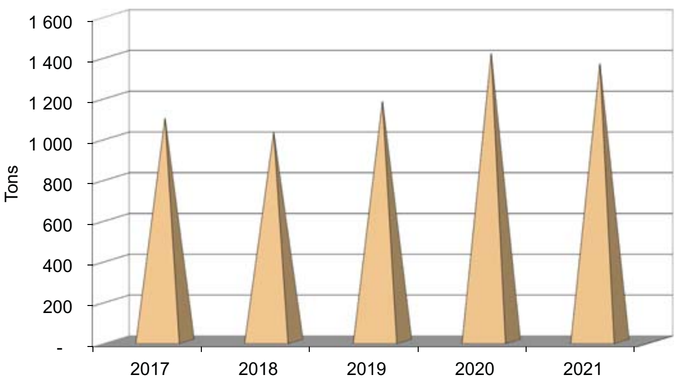
OATS



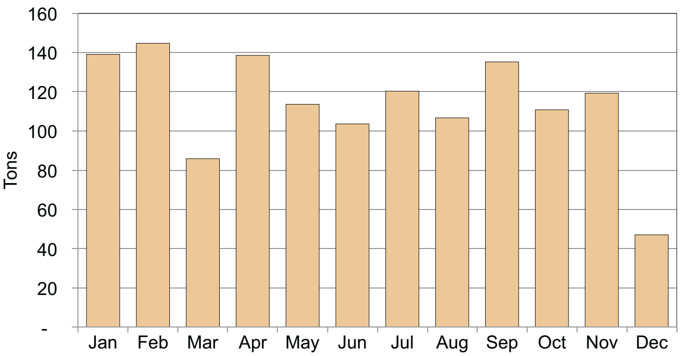
OATS : PAST 5 YEARS - MAJOR DESTINATIONS



OATS : PAST YEAR - MAJOR DESTINATIONS



OATS : PAST 5 YEARS - VOLUME EXPORTED



OATS : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

100490 -3.54% 0.2% 24(26)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

National Chamber of Milling

PRESERVATION

Dried, Milled

PACKAGING

Bagged or Boxed

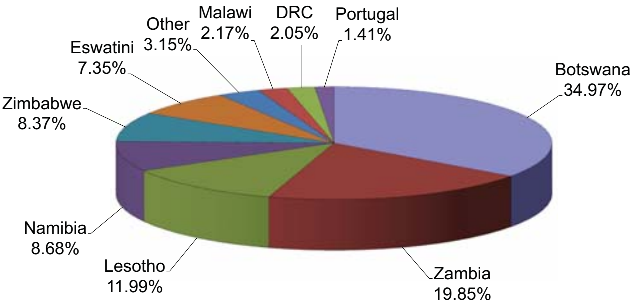
EXPORTERS

See **Service Providers** section for more information.

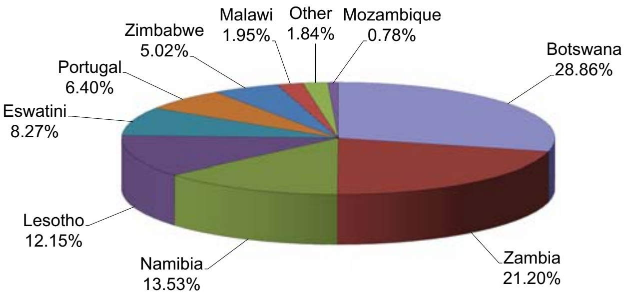
RSA: PRODUCING PROVINCES

GRAIN CROP PRODUCTS

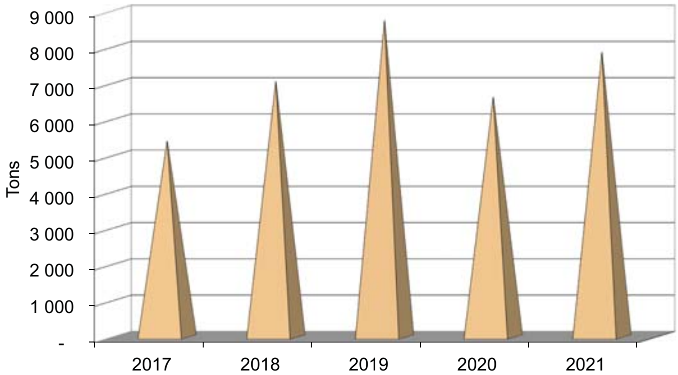
PASTA



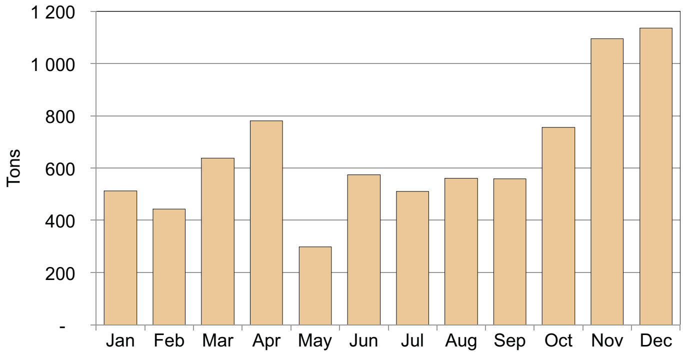
PASTA : PAST 5 YEARS - MAJOR DESTINATIONS



PASTA : PAST YEAR - MAJOR DESTINATIONS



PASTA : PAST 5 YEARS - VOLUME EXPORTED



PASTA : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

190211	182.35%	0.1%	57(46)
190219	13.98%	0.1%	51(39)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

Note that **PASTA DISHES** are included in the Ready-Made Food section.

INDUSTRY ORGANISATION
National Chamber of Milling

PRESERVATION
Dried

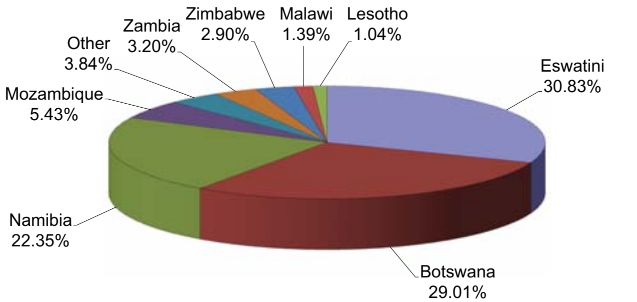
PACKAGING
Boxed or Bagged

EXPORTERS
See **Service Providers** section for more information.

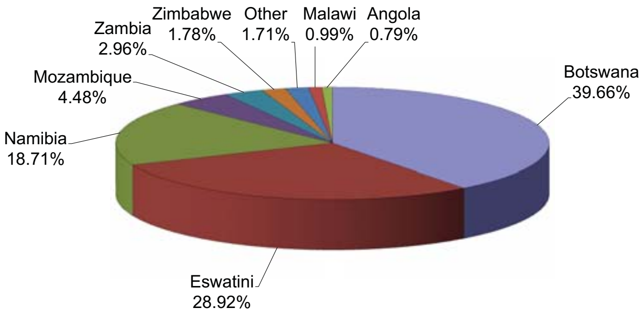
RSA: PRODUCING PROVINCES

GRAIN CROP PRODUCTS

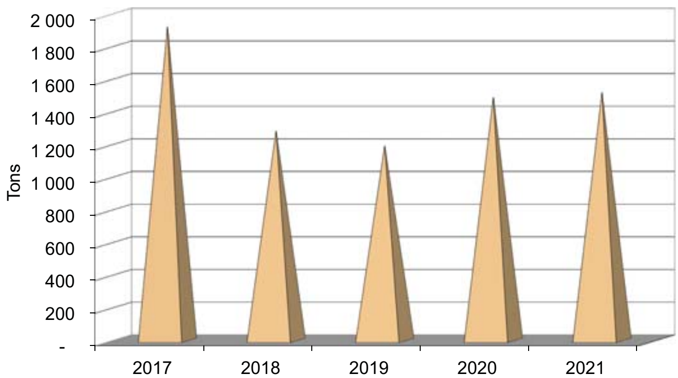
SWEETCORN



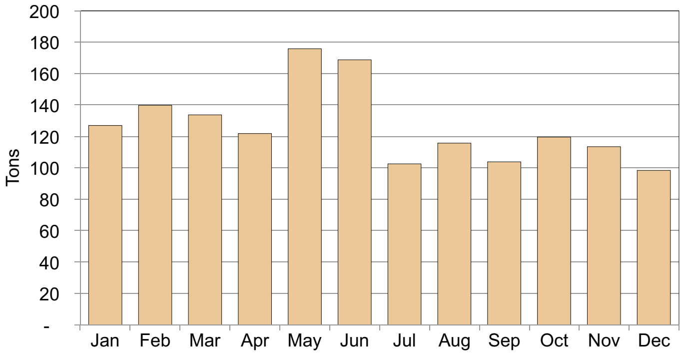
SWEETCORN : PAST 5 YEARS - MAJOR DESTINATIONS



SWEETCORN : PAST YEAR - MAJOR DESTINATIONS



SWEETCORN : PAST 5 YEARS - VOLUME EXPORTED



SWEETCORN : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

071040	-1.87%	0.2%	26(26)
200580	4.55%	0.1%	25(25)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
Grain South Africa

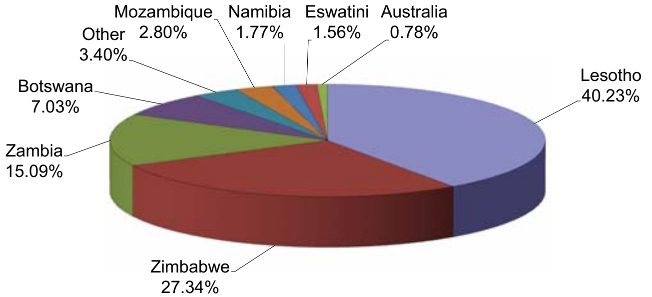
PRESERVATION
Frozen or Brined

PACKAGING
Canned or Bagged

EXPORTERS
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

GRAIN CROP PRODUCTS
WHEAT

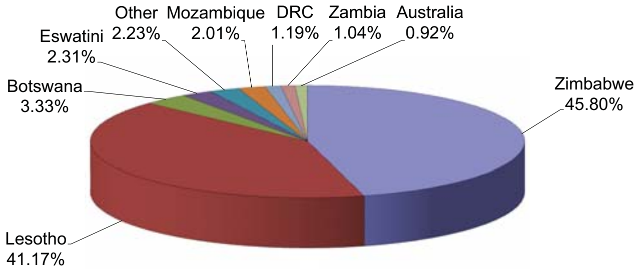


WHEAT : PAST 5 YEARS - MAJOR DESTINATIONS

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

1101	-15.62%	0.8%	24(40)
1104	-21.97%	0.2%	41(41)
1109	276.80%	<0.1%	31(19)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS



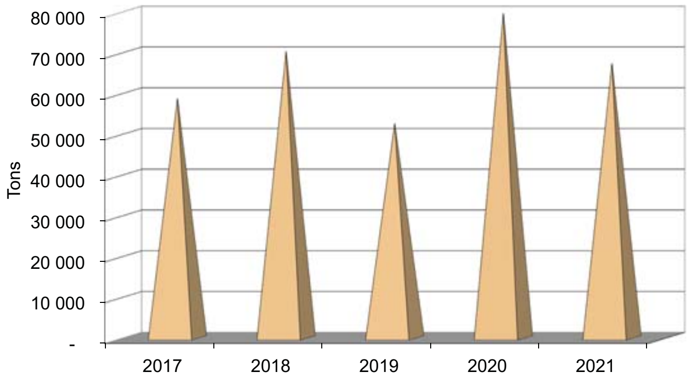
WHEAT : PAST YEAR - MAJOR DESTINATIONS

INDUSTRY ORGANISATION
National Chamber of Milling

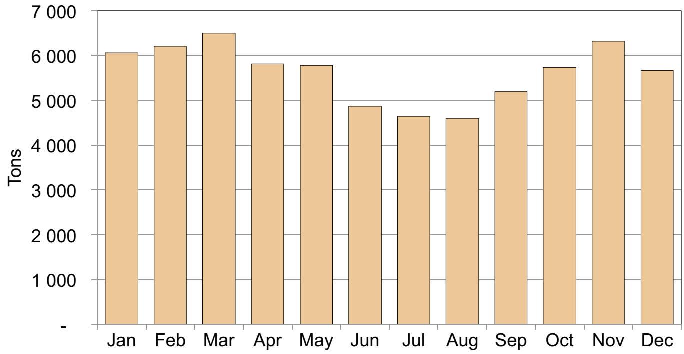
PRESERVATION
Dried, Milled

PACKAGING
Bagged or Boxed

EXPORTERS
See **Service Providers** section for more information.



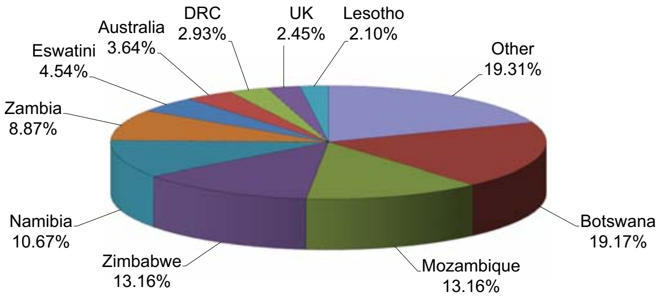
WHEAT : PAST 5 YEARS - VOLUME EXPORTED



WHEAT : PAST YEAR - VOLUME EXPORTED

RSA: PRODUCING PROVINCES

PREPARED SAUCES

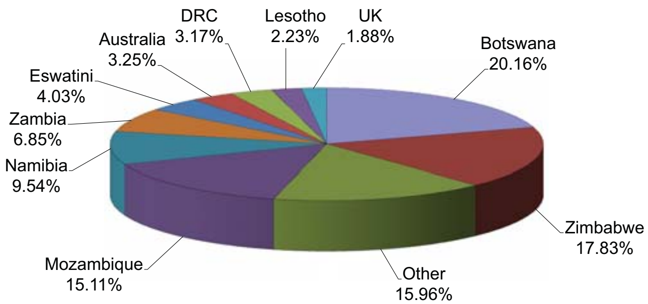


PREPARED SAUCES : PAST 5 YEARS - MAJOR DESTINATIONS

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

210390 16.94% 0.9% 22(23)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS



PREPARED SAUCES : PAST YEAR - MAJOR DESTINATIONS

Note that **TOMATO SAUCE** is not included in this group and features on its own page.

INDUSTRY ORGANISATION

-

PRESERVATION

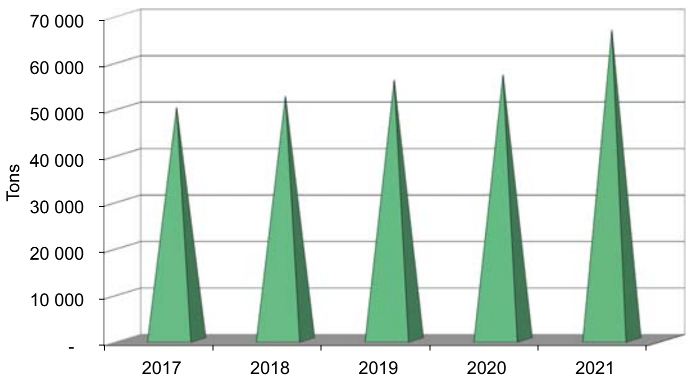
Pasteurised

PACKAGING

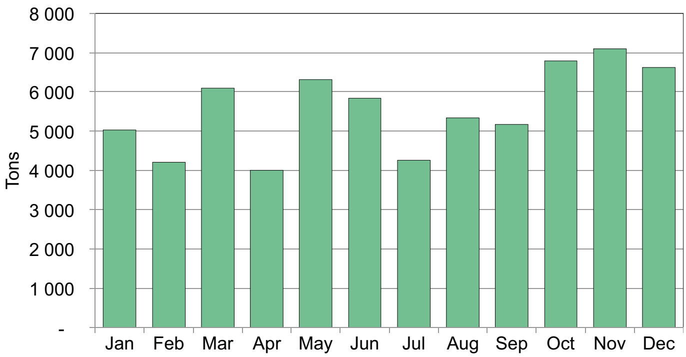
Canned, Bottled or Tubbed

EXPORTERS

See **Service Providers** section for more information.



PREPARED SAUCES : PAST 5 YEARS - VOLUME EXPORTED

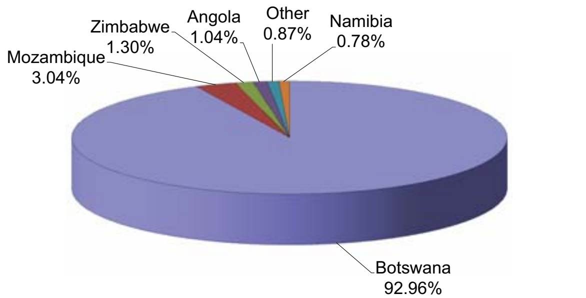


PREPARED SAUCES : PAST YEAR - VOLUME EXPORTED

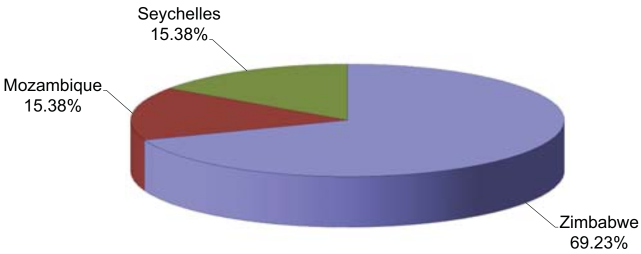
RSA: PRODUCING PROVINCES

SAUCES & SOUPS

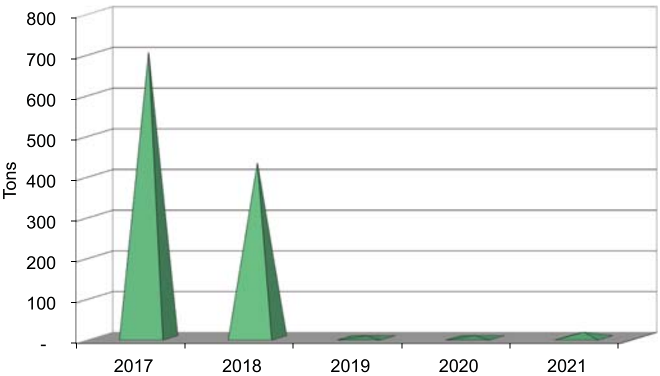
SEAFOOD & MEAT EXTRACTS



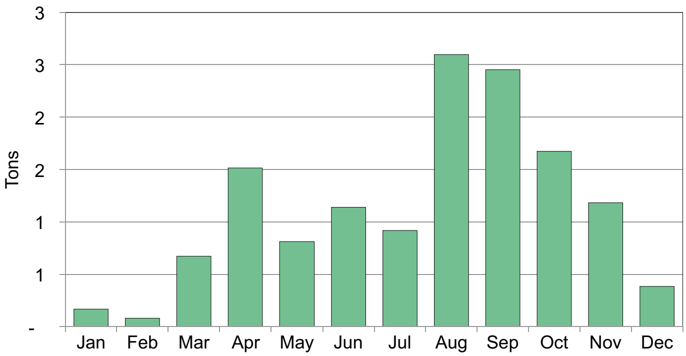
EXTRACTS : PAST 5 YEARS - MAJOR DESTINATIONS



EXTRACTS : PAST YEAR - MAJOR DESTINATIONS



EXTRACTS : PAST 5 YEARS - VOLUME EXPORTED



EXTRACTS : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

1603 133.33% <0.1% 47(45)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

NOTE: Due to South Africa's 2017-2018 Listeriosis crisis, Botswana, Namibia, Mauritius, Malawi, Kenia and Zambia suspended all imports of processed meat products from the RSA.

INDUSTRY ORGANISATION

-

PRESERVATION

Pasteurised and Dehydrated

PACKAGING

Bottled or Wrapped

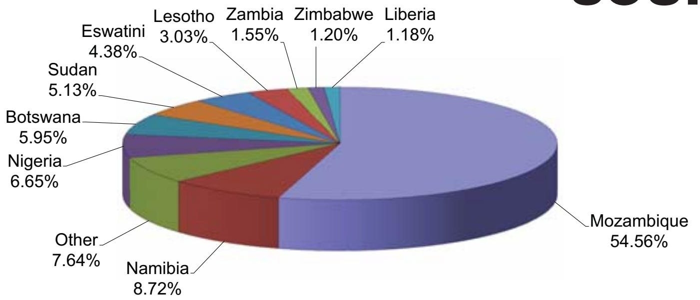
EXPORTERS

See **Service Providers** section for more information.

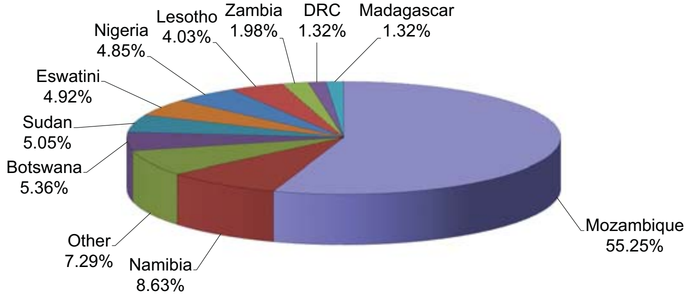
RSA: PRODUCING PROVINCES

SEAFOOD & MEAT EXTRACTS

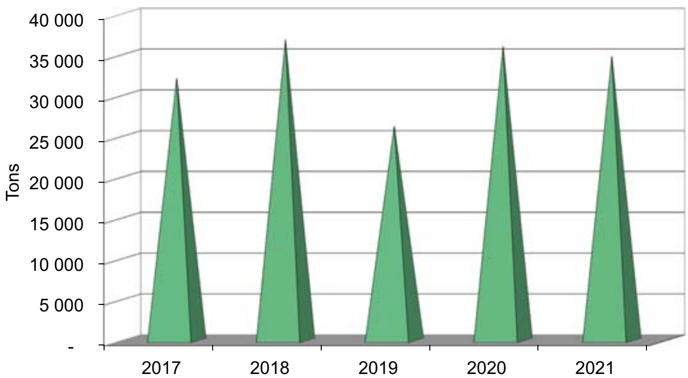
SOUPS & BROTHS



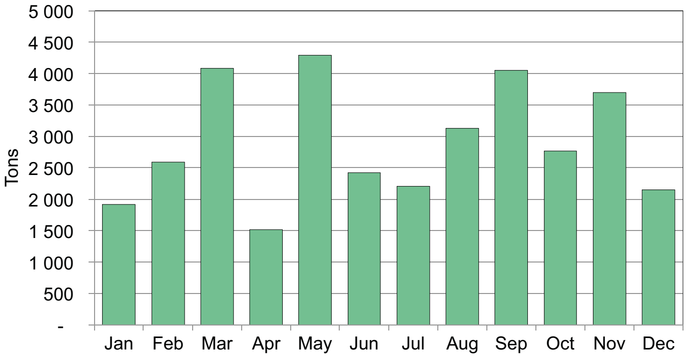
SOUPS & BROTHS : PAST 5 YEARS - MAJOR DESTINATIONS



SOUPS & BROTHS : PAST YEAR - MAJOR DESTINATIONS



SOUPS & BROTHS : PAST 5 YEARS - VOLUME EXPORTED



SOUPS & BROTHS : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

2104 -3.44% 2.0% 17(19)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

Pasteurised and Dehydrated

PACKAGING

Canned, Bagged or Boxed

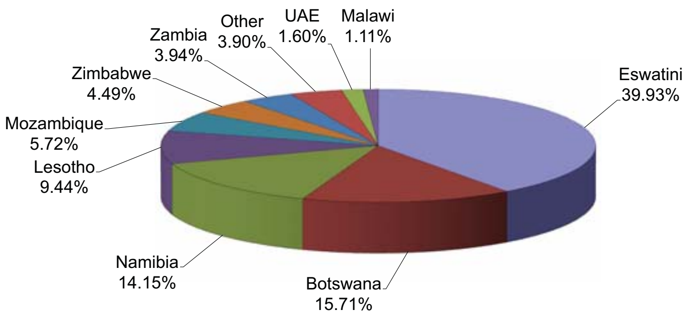
EXPORTERS

See **Service Providers** section for more information.

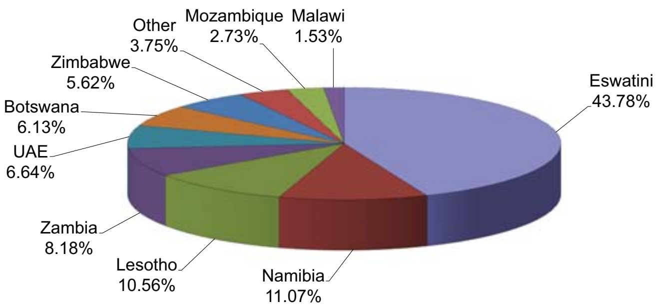
RSA: PRODUCING PROVINCES

SAUCES & SOUPS

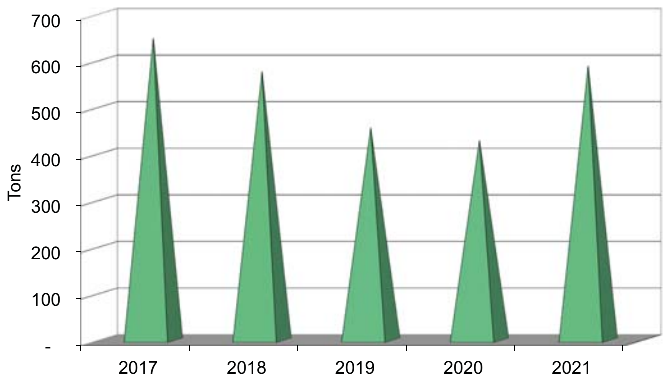
SOYA SAUCE



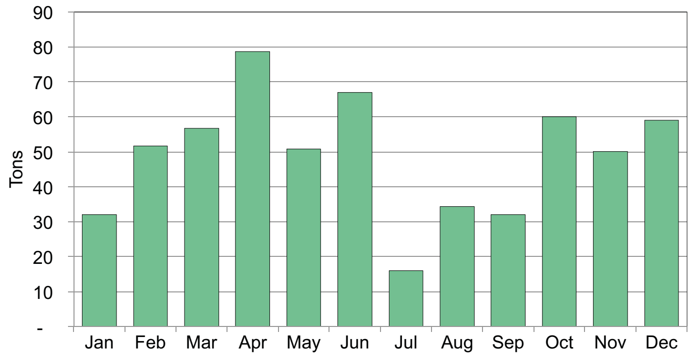
SOYA SAUCE : PAST 5 YEARS - MAJOR DESTINATIONS



SOYA SAUCE : PAST YEAR - MAJOR DESTINATIONS



SOYA SAUCE : PAST 5 YEARS - VOLUME EXPORTED



SOYA SAUCE : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

210310 37.30% 0.1% 32(31)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

Groundnut Processors Association

PRESERVATION

Pasteurised and Fermented

PACKAGING

Bottled

EXPORTERS

See **Service Providers** section for more information.

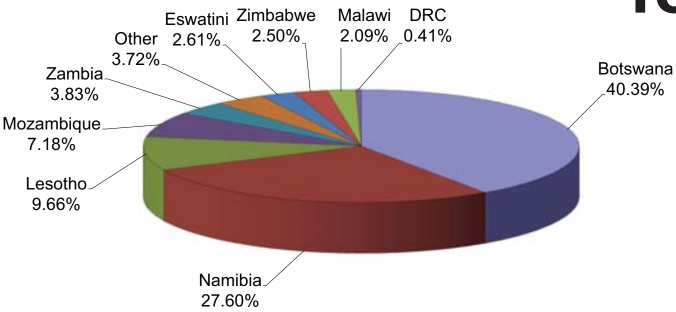
RSA: PRODUCING PROVINCES

SOYA SAUCE

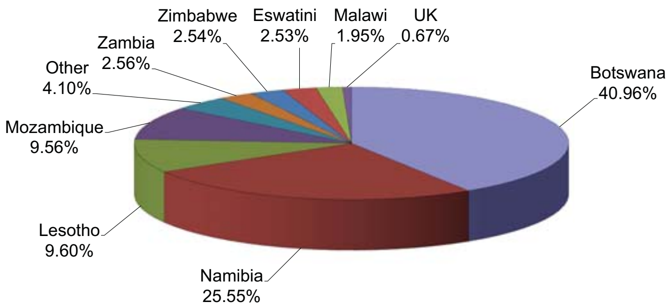
TOMATO SAUCE

SAUCES & SOUPS

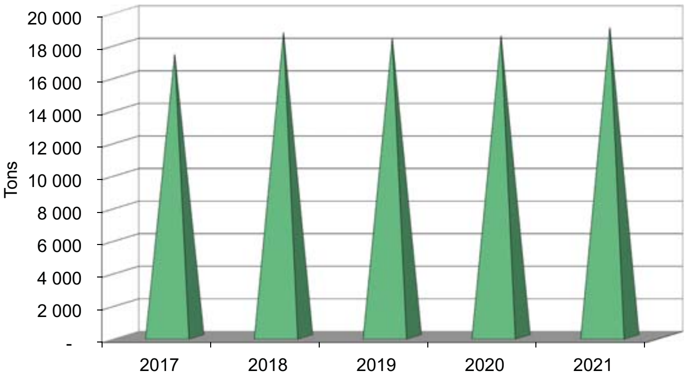
TOMATO SAUCE



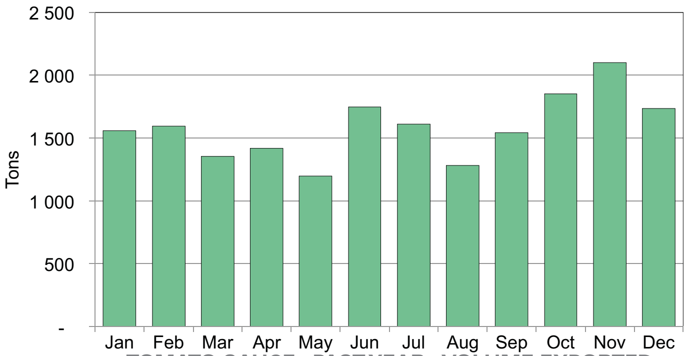
TOMATO SAUCE : PAST 5 YEARS - MAJOR DESTINATIONS



TOMATO SAUCE : PAST YEAR - MAJOR DESTINATIONS



TOMATO SAUCE : PAST 5 YEARS - VOLUME EXPORTED



TOMATO SAUCE : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

210320	2.73%	1.1%	18(15)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

Pasteurised

PACKAGING

Canned or Bottled

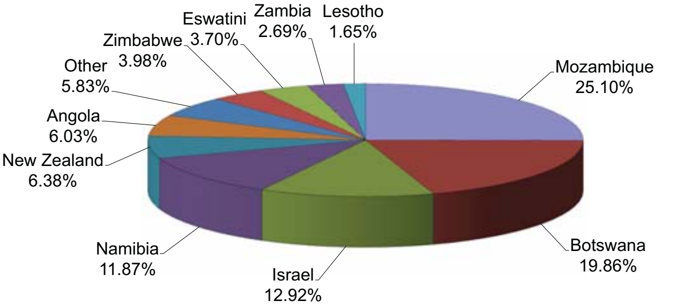
EXPORTERS

See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

SAUCES & SOUPS

VINEGAR

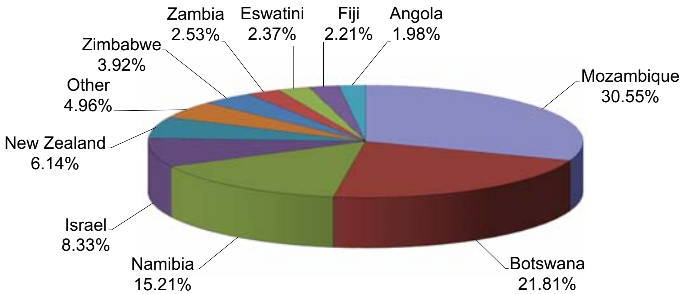


VINEGAR : PAST 5 YEARS - MAJOR DESTINATIONS

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

2209 -14.97% 0.5% 24(22)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS



VINEGAR : PAST YEAR - MAJOR DESTINATIONS

INDUSTRY ORGANISATION

-

PRESERVATION

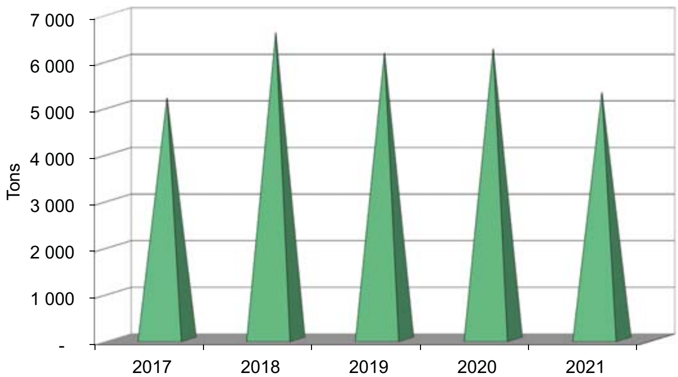
Pasteurised and Fermented

PACKAGING

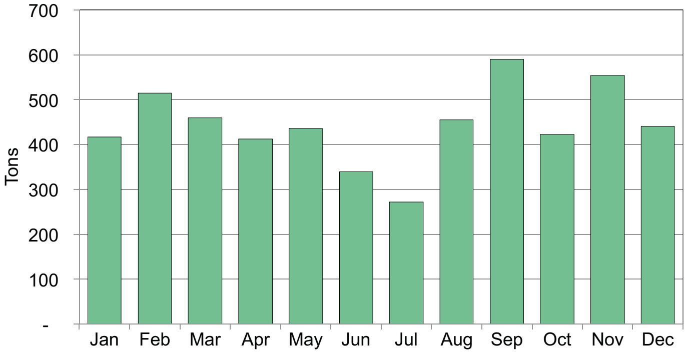
Bottled

EXPORTERS

See **Service Providers** section for more information.



VINEGAR : PAST 5 YEARS - VOLUME EXPORTED

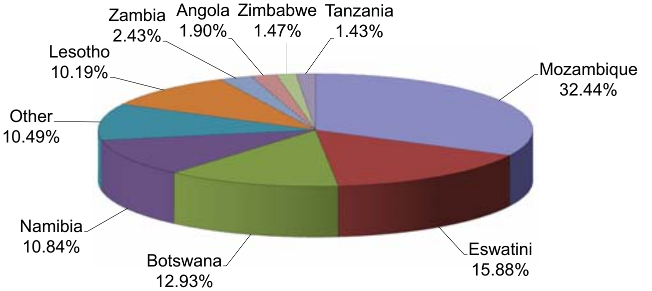


VINEGAR : PAST YEAR - VOLUME EXPORTED

RSA: PRODUCING PROVINCES

SPICES & ADDITIVES

BAKING POWDER & YEAST

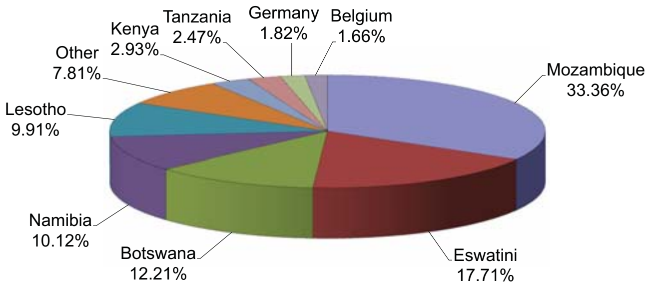


BAKING POWDER & YEAST : PAST 5 YEARS - MAJOR DESTINATIONS

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

2102 1.09% 0.7% 29(29)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS



BAKING POWDER & YEAST : PAST YEAR - MAJOR DESTINATIONS

INDUSTRY ORGANISATION

-

PRESERVATION

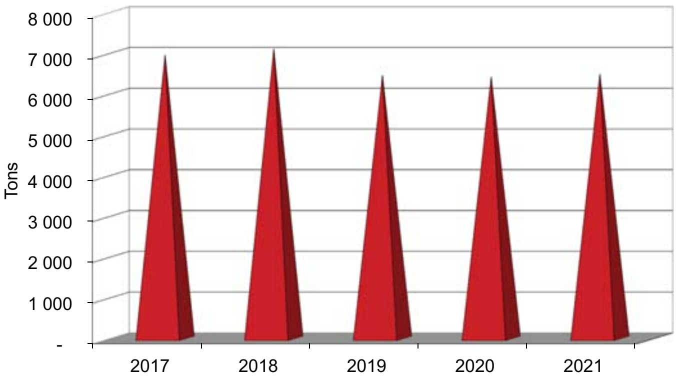
Cultured, Dried

PACKAGING

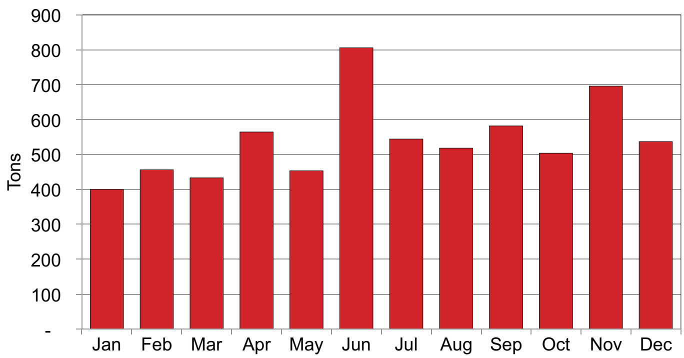
Canned, Bottled or Boxed

EXPORTERS

See **Service Providers** section for more information.



BAKING POWDER & YEAST : PAST 5 YEARS - VOLUME EXPORTED

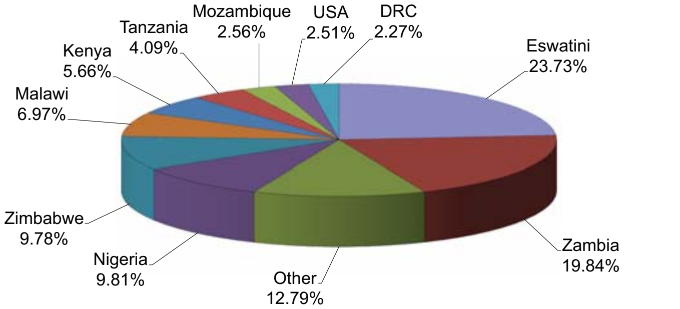


BAKING POWDER & YEAST : PAST YEAR - VOLUME EXPORTED

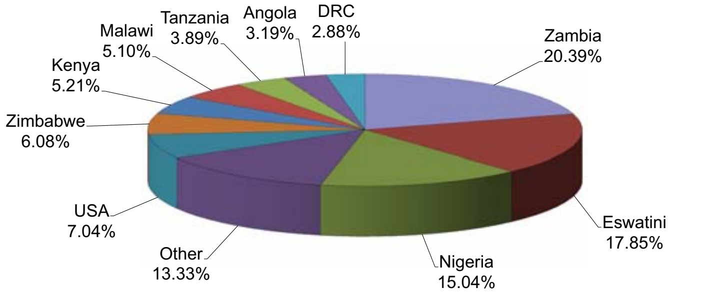
RSA: PRODUCING PROVINCES

SPICES & ADDITIVES

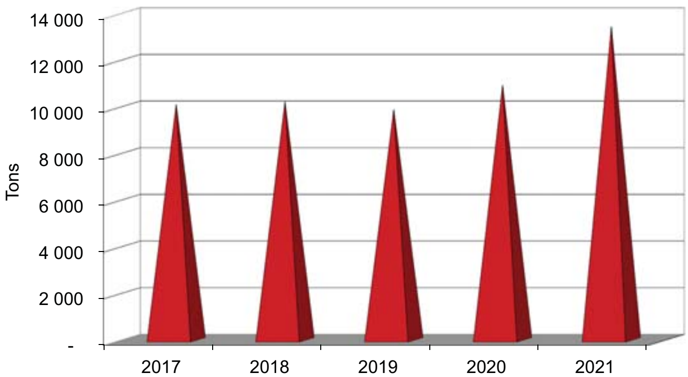
COLOUR & FLAVOURANTS



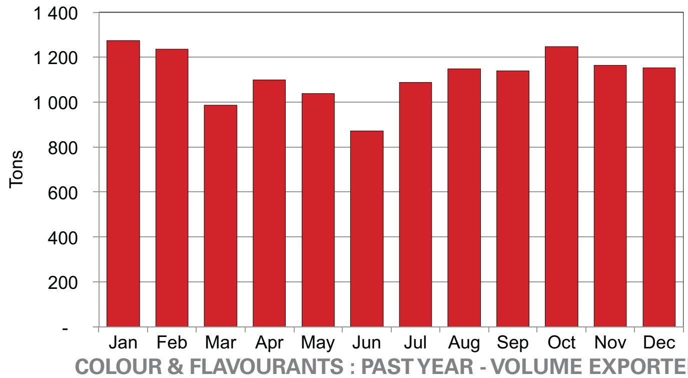
COLOUR & FLAVOURANTS : PAST 5 YEARS - MAJOR DESTINATIONS



COLOUR & FLAVOURANTS : PAST YEAR - MAJOR DESTINATIONS



COLOUR & FLAVOURANTS : PAST 5 YEARS - VOLUME EXPORTED



COLOUR & FLAVOURANTS : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

320300	52.38%	0.1%	43(46)
330210	22.57%	0.3%	25(22)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

South African Association of the Flavour & Fragrance Industry

PRESERVATION

Dried

PACKAGING

Canned, Bottled or Boxed

EXPORTERS

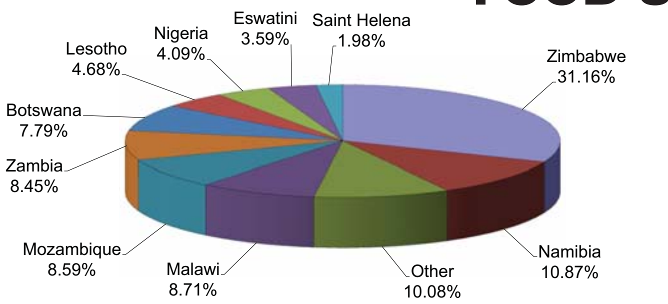
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

F O O D S U P P L E M E N T S

SPICES & ADDITIVES

FOOD SUPPLEMENTS

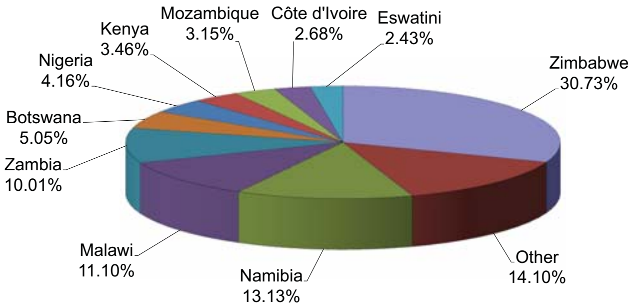


FOOD SUPPLEMENTS : PAST 5 YEARS - MAJOR DESTINATIONS

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

210610	24.43%	0.8%	23(21)
2936	31.98%	0.3%	20(21)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS



FOOD SUPPLEMENTS : PAST YEAR - MAJOR DESTINATIONS

INDUSTRY ORGANISATION

-

PRESERVATION

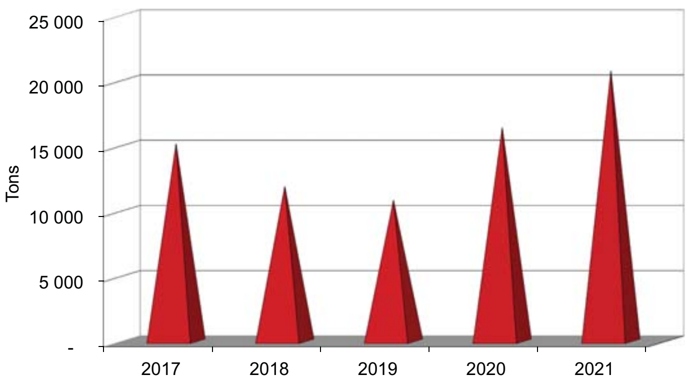
Dried or Capsuled

PACKAGING

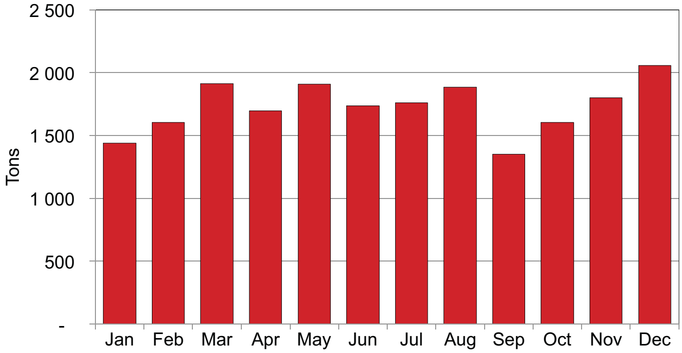
Canned, Bottled or Boxed

EXPORTERS

See **Service Providers** section for more information.



FOOD SUPPLEMENTS : PAST 5 YEARS - VOLUME EXPORTED

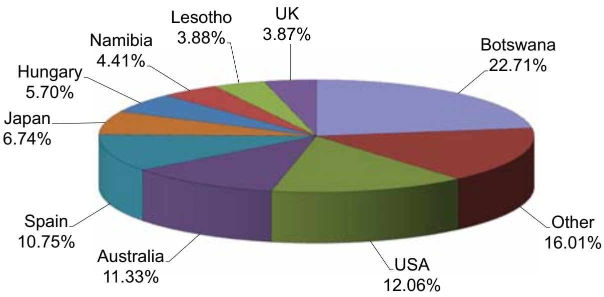


FOOD SUPPLEMENTS : PAST YEAR - VOLUME EXPORTED

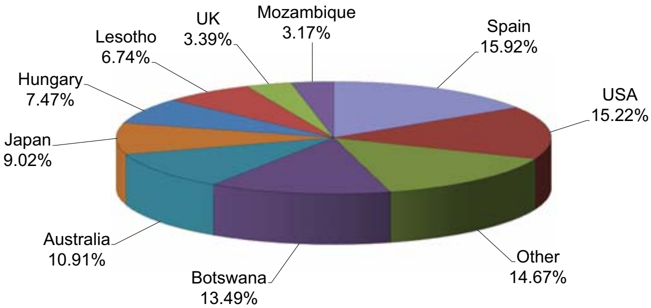
RSA: PRODUCING PROVINCES

SPICES & ADDITIVES

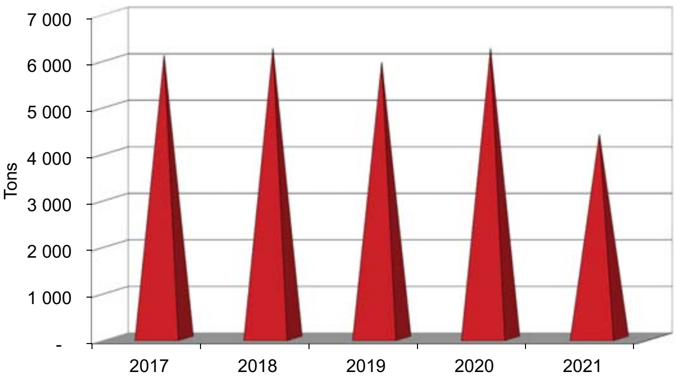
PEPPER



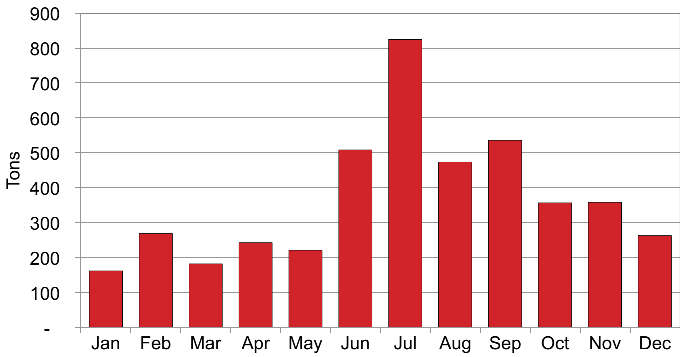
PEPPER : PAST 5 YEARS - MAJOR DESTINATIONS



PEPPER : PAST YEAR - MAJOR DESTINATIONS



PEPPER : PAST 5 YEARS - VOLUME EXPORTED



PEPPER : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

0904	-29.61%	0.6%	18(20)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

Dried

PACKAGING

Canned, Bottled or Boxed

EXPORTERS

See **Service Providers** section for more information.

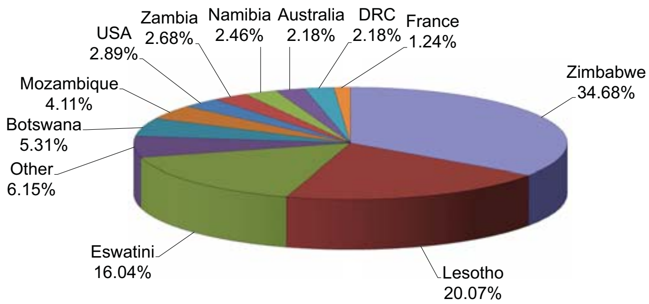
RSA: PRODUCING PROVINCES

PEPPER

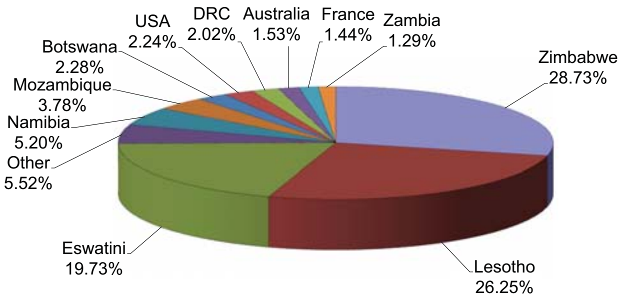
SALT

SPICES & ADDITIVES

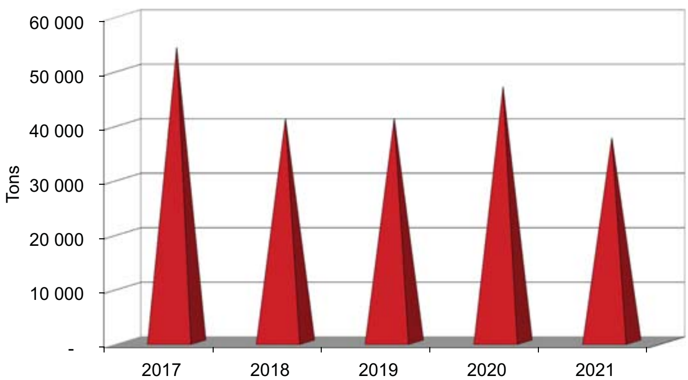
SALT



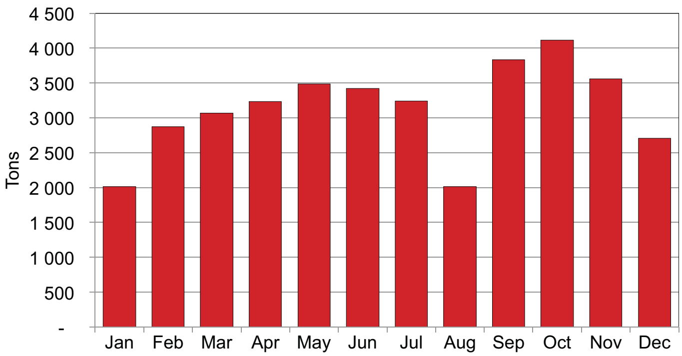
SALT : PAST 5 YEARS - MAJOR DESTINATIONS



SALT : PAST YEAR - MAJOR DESTINATIONS



SALT : PAST 5 YEARS - VOLUME EXPORTED



SALT : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

2501 -19.92% 0.7% 29(28)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

Dried

PACKAGING

Canned, Bottled or Boxed

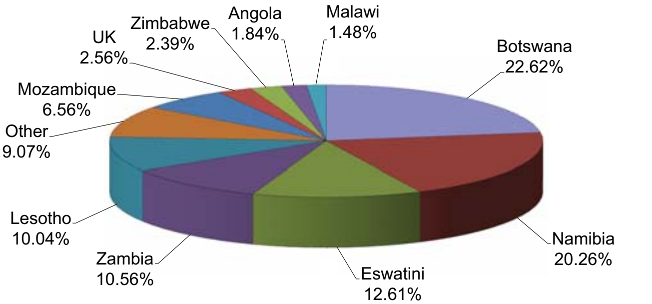
EXPORTERS

See **Service Providers** section for more information.

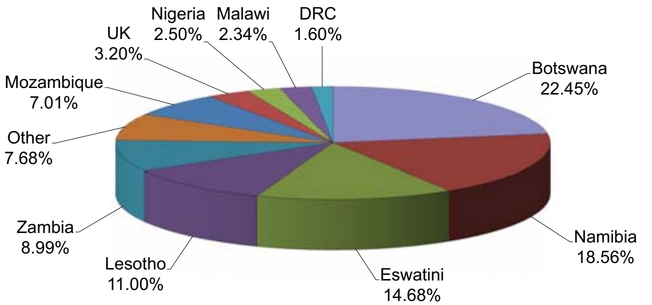
RSA: PRODUCING PROVINCES

SPICES & ADDITIVES

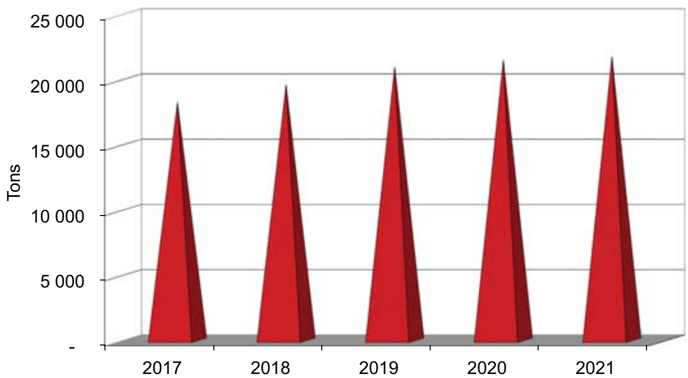
SPICES & SEASONING



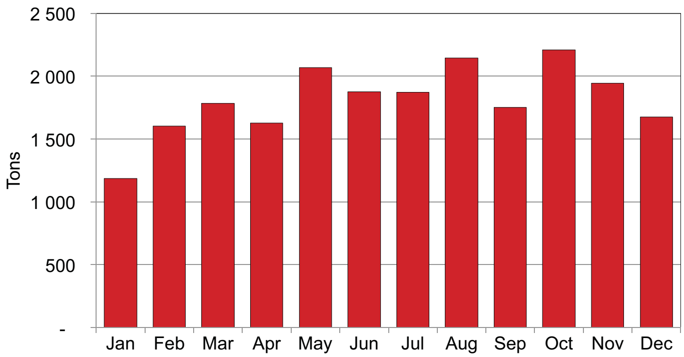
SPICES & SEASONING : PAST 5 YEARS - MAJOR DESTINATIONS



SPICES & SEASONING : PAST YEAR - MAJOR DESTINATIONS



SPICES & SEASONING : PAST 5 YEARS - VOLUME EXPORTED



SPICES & SEASONING : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

0910	1.16%	1.6%	14(10)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

Dried

PACKAGING

Canned, Bottled or Boxed

EXPORTERS

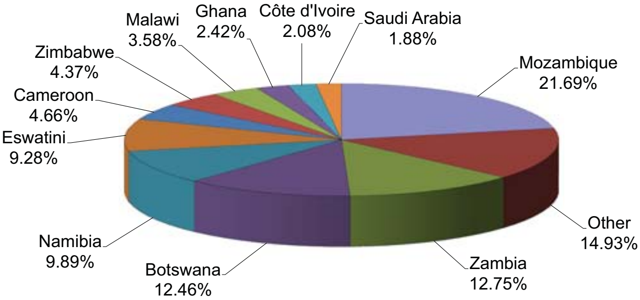
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

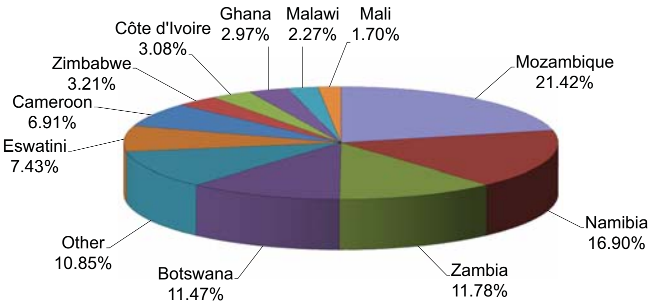
SPICES & SEASONING

READY-MADE FOOD

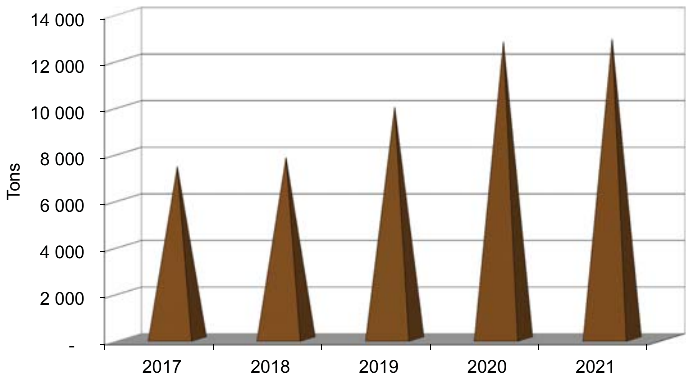
INFANT FOOD



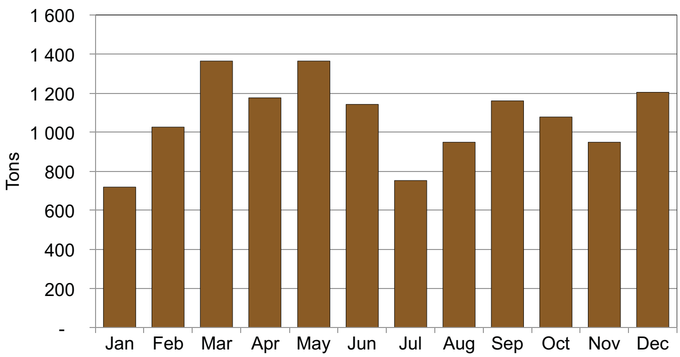
INFANT FOOD : PAST 5 YEARS - MAJOR DESTINATIONS



INFANT FOOD : PAST YEAR - MAJOR DESTINATIONS



INFANT FOOD : PAST 5 YEARS - VOLUME EXPORTED



INFANT FOOD : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

160210	-46.24%	1.4%	17(13)
190110	6.23%	0.4%	32(28)
210420	-4.45%	0.4%	29(42)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

Pasteurised

PACKAGING

Bottled

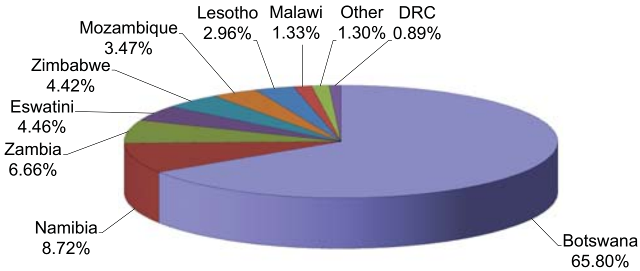
EXPORTERS

See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

READY-MADE FOOD

PASTA DISHES

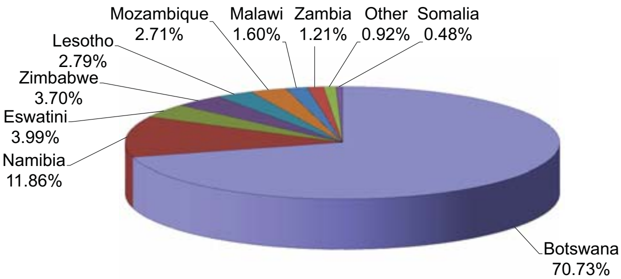


PASTA DISHES : PAST 5 YEARS - MAJOR DESTINATIONS

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

190220	12.35%	0.1%	43(41)
190230	6.17%	0.3%	36(34)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS



PASTA DISHES : PAST YEAR - MAJOR DESTINATIONS

INDUSTRY ORGANISATION

-

PRESERVATION

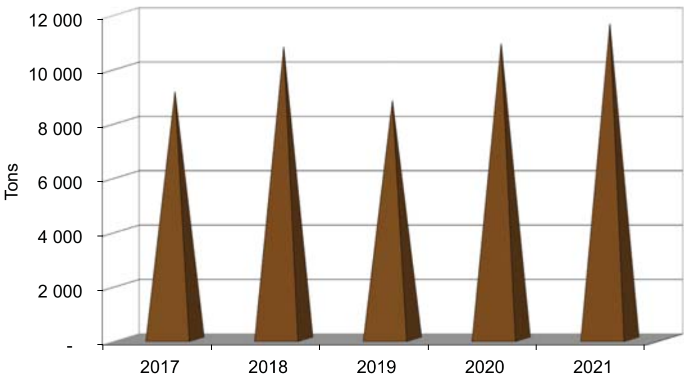
Pasteurised

PACKAGING

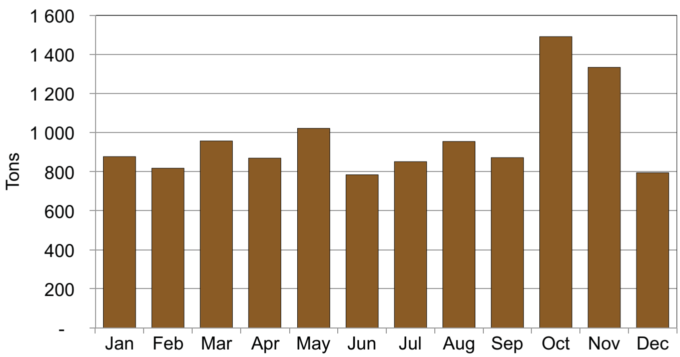
Canned or Tubbed

EXPORTERS

See **Service Providers** section for more information.



PASTA DISHES : PAST 5 YEARS - VOLUME EXPORTED



PASTA DISHES : PAST YEAR - VOLUME EXPORTED

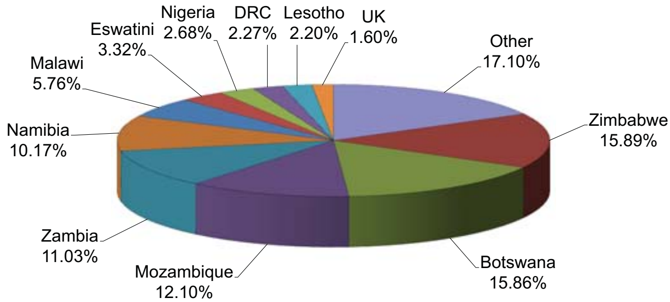
RSA: PRODUCING PROVINCES

PASTA DISHES

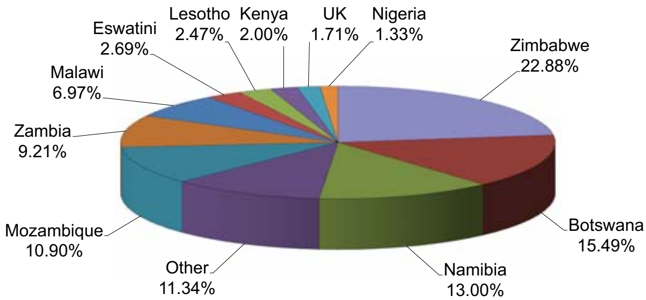
PREPARED MEALS

READY-MADE FOOD

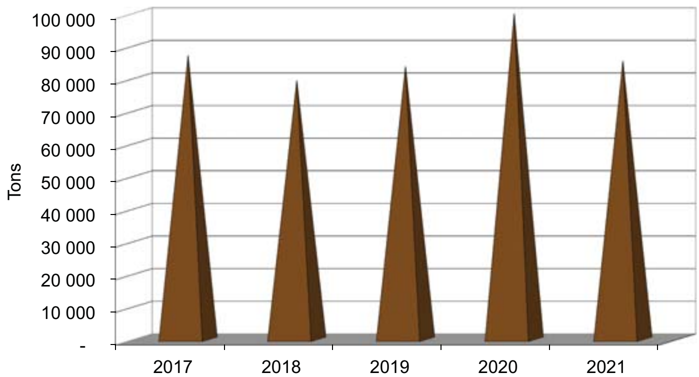
PREPARED MEALS



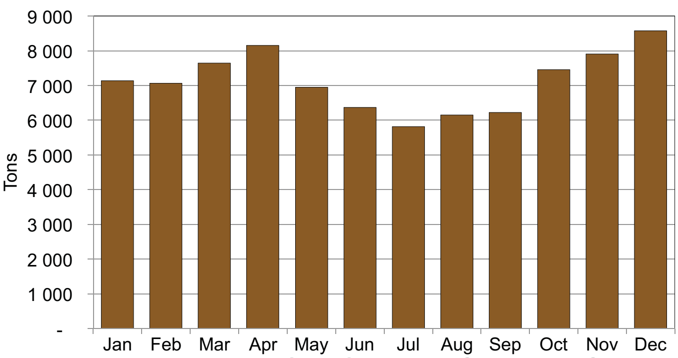
PREPARED MEALS : PAST 5 YEARS - MAJOR DESTINATIONS



PREPARED MEALS : PAST YEAR - MAJOR DESTINATIONS



PREPARED MEALS : PAST 5 YEARS - VOLUME EXPORTED



PREPARED MEALS : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

2106 -14.51% 0.4% 40(39)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

Pasteurised

PACKAGING

Tubbed

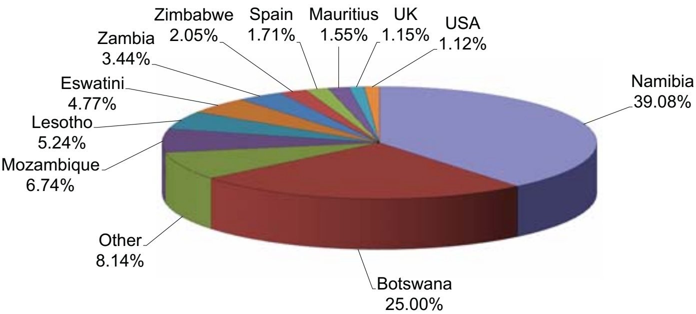
EXPORTERS

See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

BEVERAGES

COFFEE

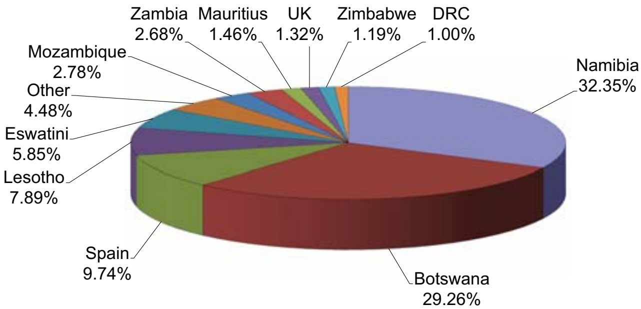


COFFEE : PAST 5 YEARS - MAJOR DESTINATIONS

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

0901 -31.56% 0.1% 63(60)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS



COFFEE : PAST YEAR - MAJOR DESTINATIONS

INDUSTRY ORGANISATION

-

PRESERVATION

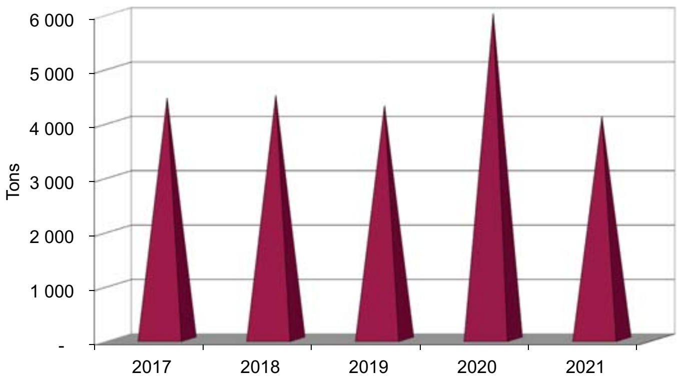
Dried and Roasted

PACKAGING

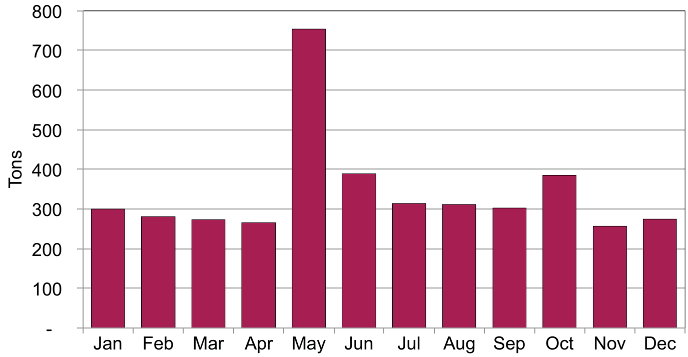
Bottled or Bagged

EXPORTERS

See **Service Providers** section for more information.



COFFEE : PAST 5 YEARS - VOLUME EXPORTED



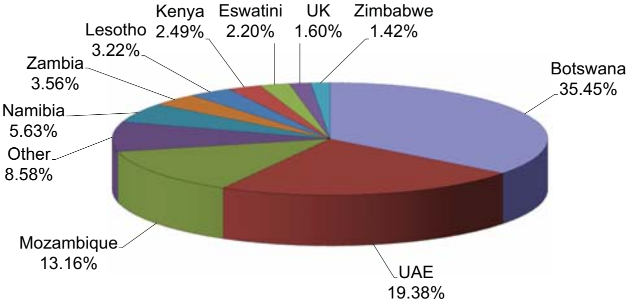
COFFEE : PAST YEAR - VOLUME EXPORTED

RSA: PRODUCING PROVINCES

SOFT DRINKS

BEVERAGES

SOFT DRINKS

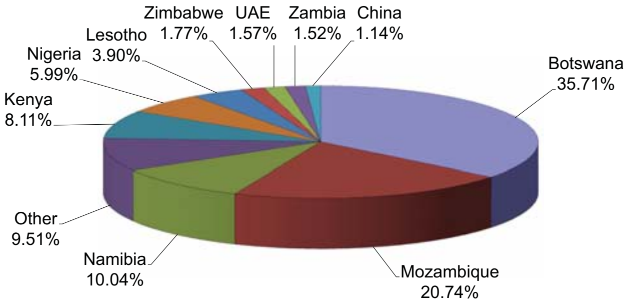


SOFT DRINKS : PAST 5 YEARS - MAJOR DESTINATIONS

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING:**

220299 39.50% 0.3% 34(34)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS



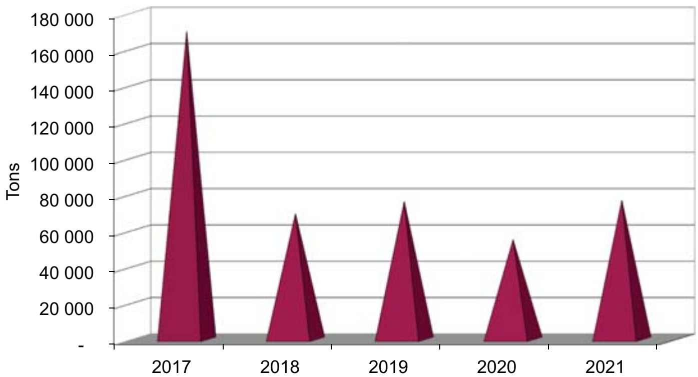
SOFT DRINKS : PAST YEAR - MAJOR DESTINATIONS

INDUSTRY ORGANISATION
Beverage Association of South Africa

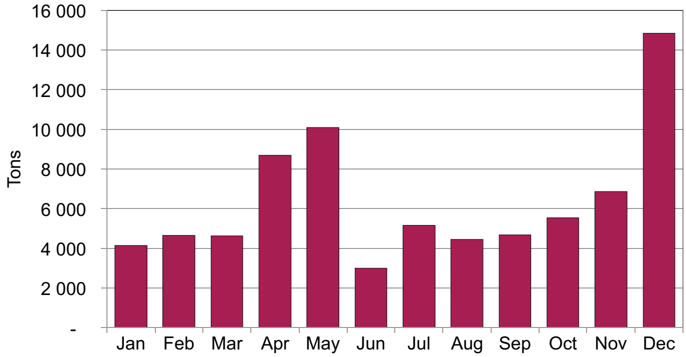
PRESERVATION
Filtering

PACKAGING
Canned or Bottled

EXPORTERS
See **Service Providers** section for more information.



SOFT DRINKS : PAST 5 YEARS - VOLUME EXPORTED

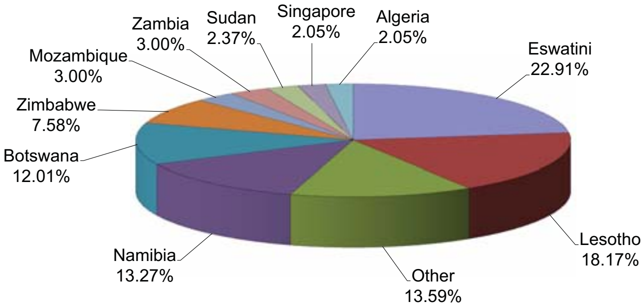


SOFT DRINKS : PAST YEAR - VOLUME EXPORTED

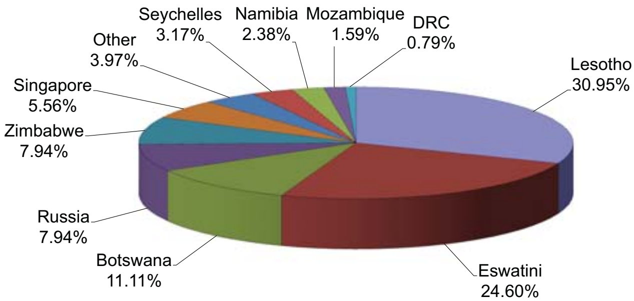
RSA: PRODUCING PROVINCES

BEVERAGES

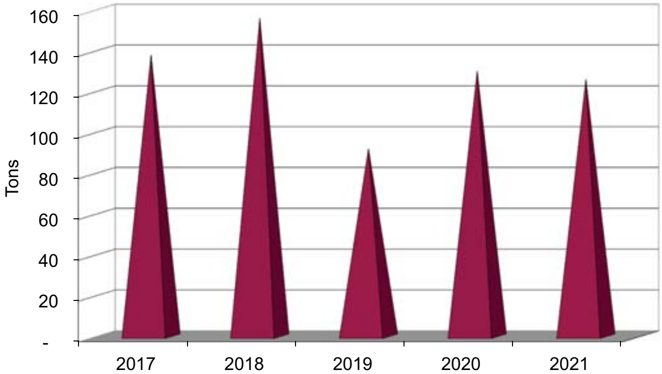
TEA: HONEYBUSH



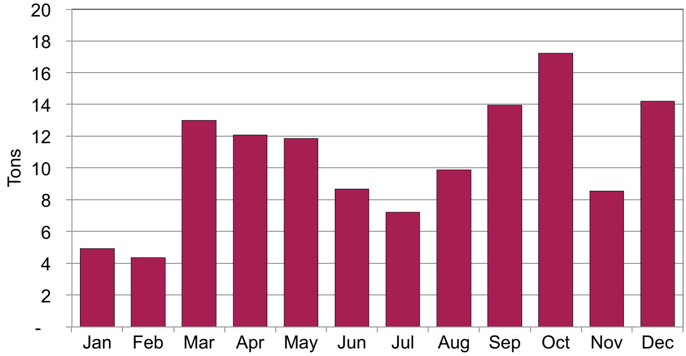
HONEYBUSH : PAST 5 YEARS - MAJOR DESTINATIONS



HONEYBUSH : PAST YEAR - MAJOR DESTINATIONS



HONEYBUSH : PAST 5 YEARS - VOLUME EXPORTED



HONEYBUSH : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

090210 33.66% 0.1% 43(45)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

Note that the above statistics include **Green Tea** and does not reflect Honeybush Tea's true World Market Share and Ranking.

INDUSTRY ORGANISATION

South African Honeybush Tea Association

PRESERVATION

Fermented, Sterilized and Pasteurised

PACKAGING

Canned, Bottled, Bagged or Boxed

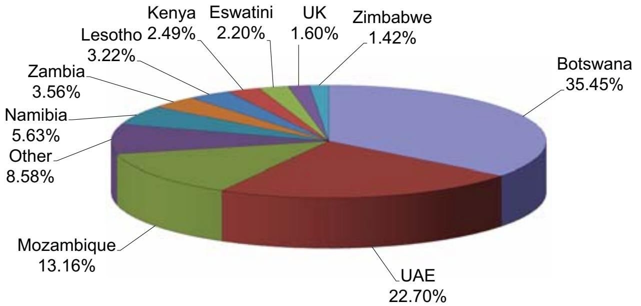
EXPORTERS

See **Service Providers** section for more information.

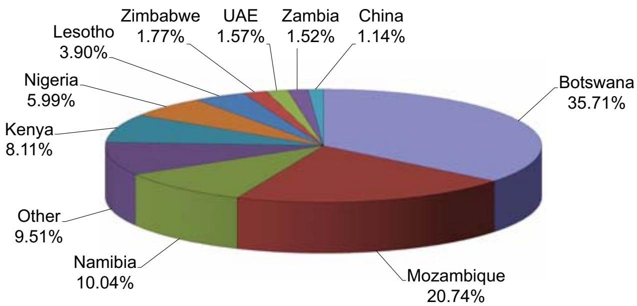
RSA: PRODUCING PROVINCES

HONEYBUSH TEA

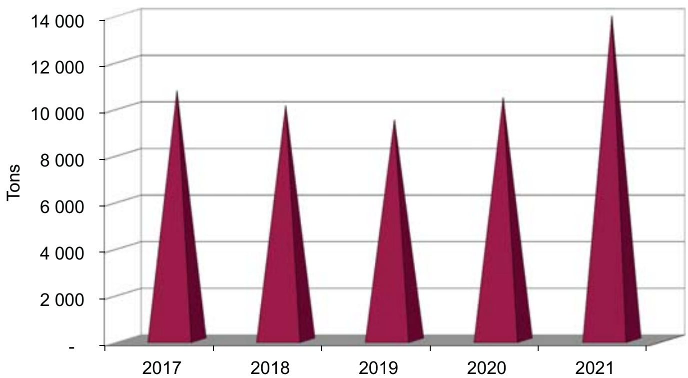
TEA: ROOIBOS



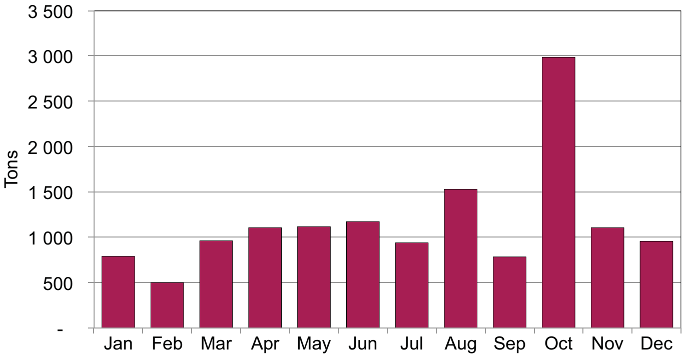
ROOIBOS : PAST 5 YEARS - MAJOR DESTINATIONS



ROOIBOS : PAST YEAR - MAJOR DESTINATIONS



ROOIBOS : PAST 5 YEARS - VOLUME EXPORTED



ROOIBOS : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

121299 33.66% 5.9% 2(2)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

The Rooibos Council

PRESERVATION

Fermented, Sterilized and Pasteurised

PACKAGING

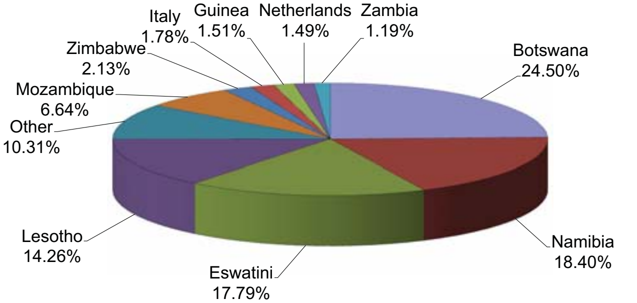
Canned, Bottled, Bagged or Boxed

EXPORTERS

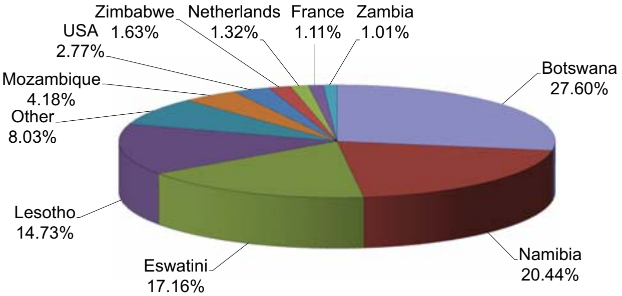
See **Service Providers** section for more information on exporters.

RSA: PRODUCING PROVINCES

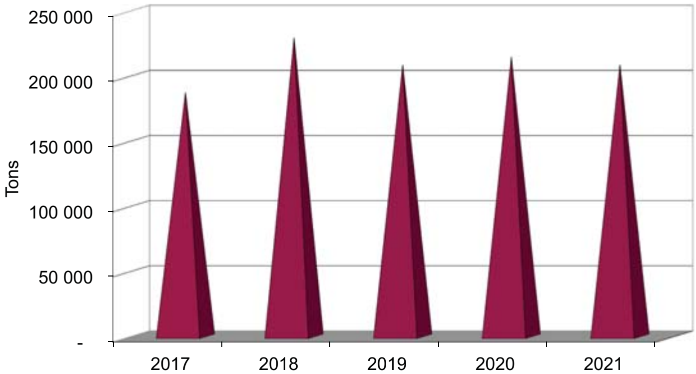
WATER: FLAVOURED



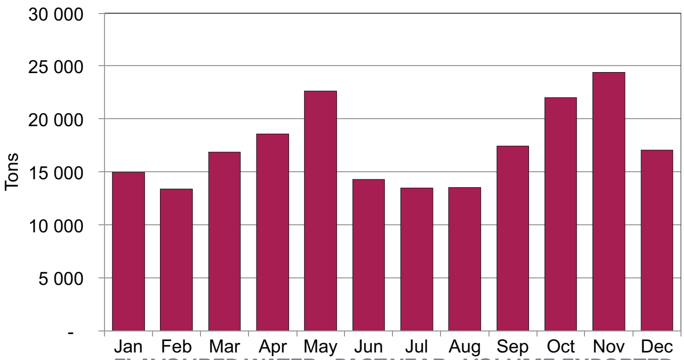
FLAVOURED WATER : PAST 5 YEARS - MAJOR DESTINATIONS



FLAVOURED WATER : PAST YEAR - MAJOR DESTINATIONS



FLAVOURED WATER : PAST 5 YEARS - VOLUME EXPORTED



FLAVOURED WATER : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

220210 -2.80% 0.9% 22(19)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

Beverage Association of South Africa

PRESERVATION

Filtered or Distilled

PACKAGING

Canned or Bottled

EXPORTERS

See **Service Providers** section for more information.

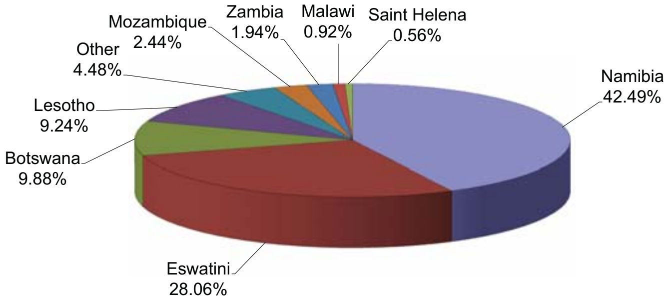
RSA: PRODUCING PROVINCES

FLAVOURED WATER

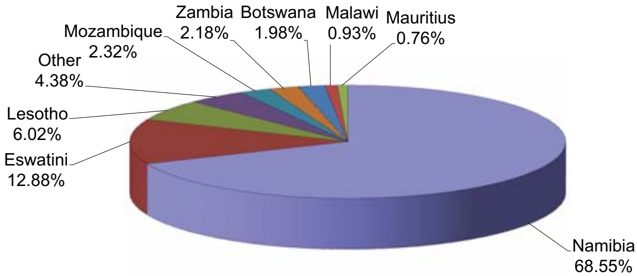
PURE WATER

BEVERAGES

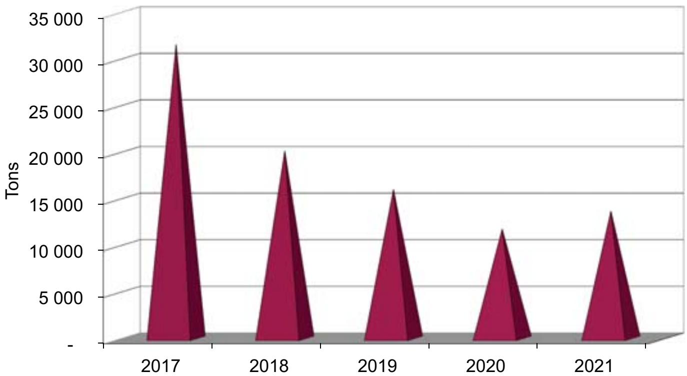
WATER: PURE



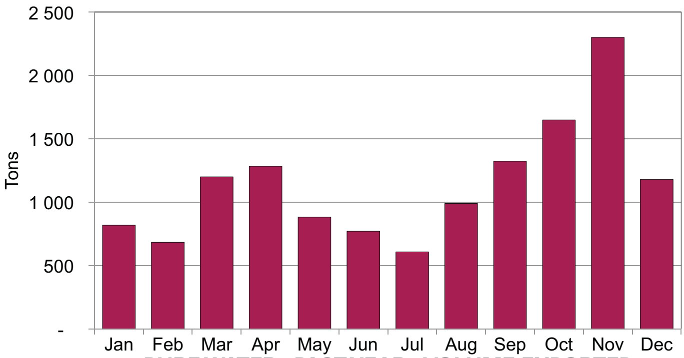
PURE WATER : PAST 5 YEARS - MAJOR DESTINATIONS



PURE WATER : PAST YEAR - MAJOR DESTINATIONS



PURE WATER : PAST 5 YEARS - VOLUME EXPORTED



PURE WATER : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

2201 16.36% 0.1% 45(43)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

South African National Bottled Water Association

PRESERVATION

Natural, Filtered or Distilled

PACKAGING

Bottled

EXPORTERS

See **Service Providers** section for more information.

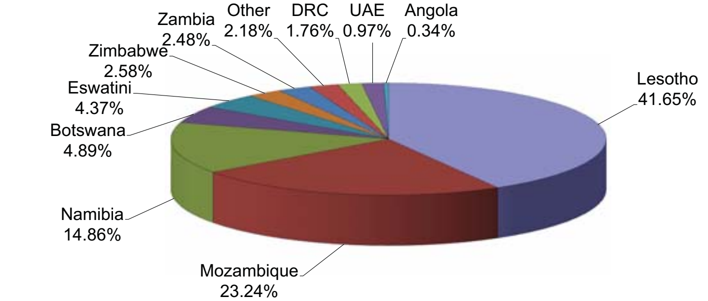
RSA: PRODUCING PROVINCES

SECTION 2

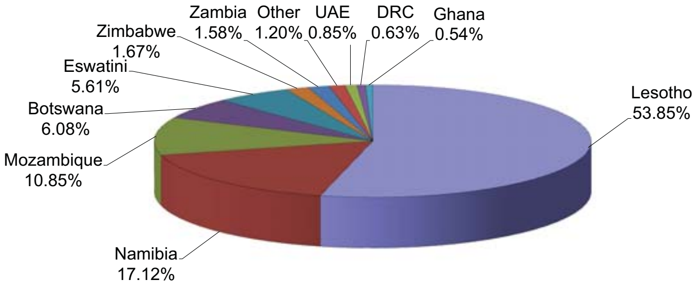
CHICKEN & OTHER FOWL

POULTRY & EGGS

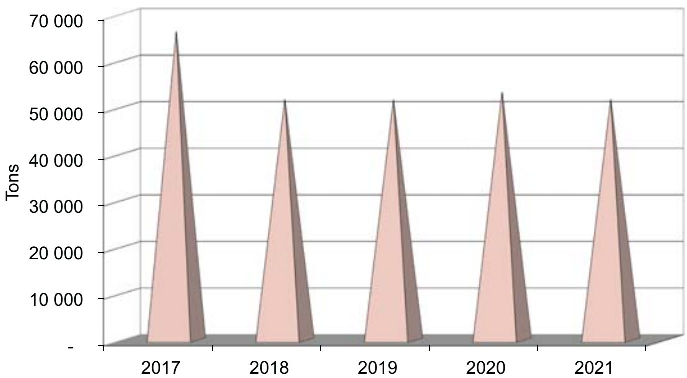
CHICKEN & OTHER FOWL



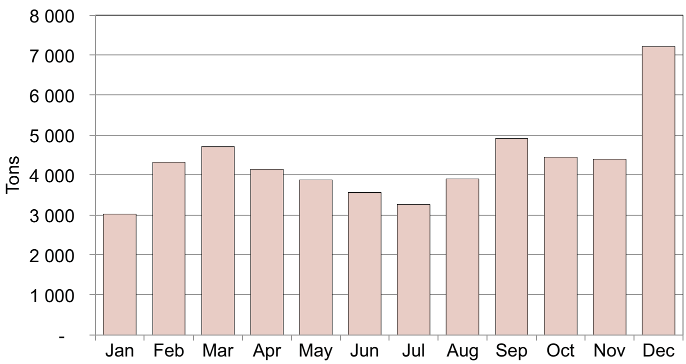
CHICKEN & OTHER FOWL : PAST 5 YEARS - MAJOR DESTINATIONS



CHICKEN & OTHER FOWL : PAST YEAR - MAJOR DESTINATIONS



CHICKEN & OTHER FOWL : PAST 5 YEARS - VOLUME EXPORTED



CHICKEN & OTHER FOWL : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

0207 -2.81% 0.3% 31(31)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
South African Poultry Association

PRESERVATION
Chilled, Frozen, Smoked, Fried or Grilled

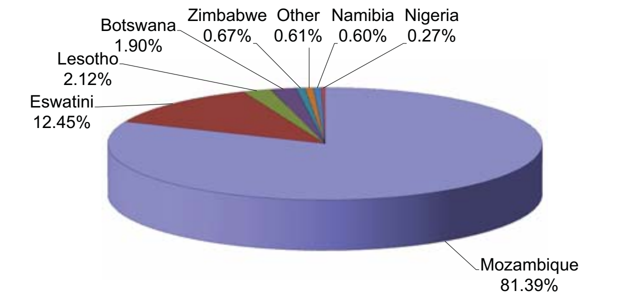
PACKAGING
Boxed, Tubbed or Wrapped

EXPORTERS
See **Service Providers** section for more information.

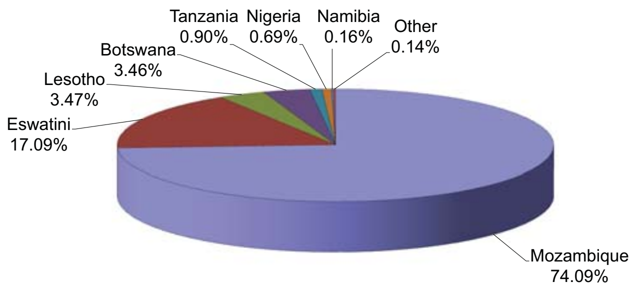
RSA: PRODUCING PROVINCES

POULTRY & EGGS

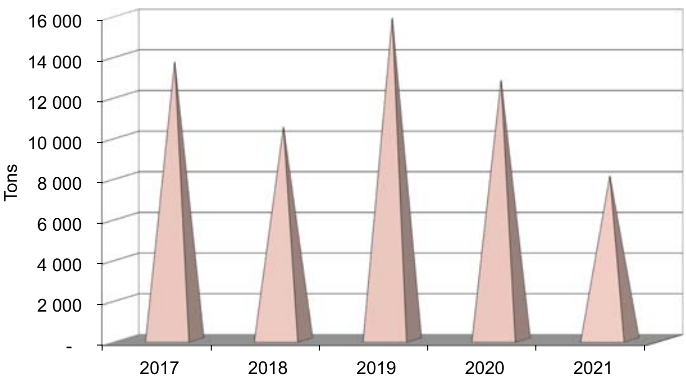
EGGS



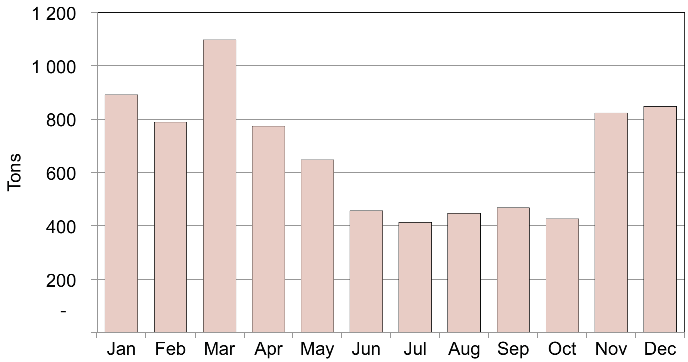
EGGS : PAST 5 YEARS - MAJOR DESTINATIONS



EGGS : PAST YEAR - MAJOR DESTINATIONS



EGGS : PAST 5 YEARS - VOLUME EXPORTED



EGGS : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

0407 -36.82% 0.5% 31(28)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

South African Poultry Association

PRESERVATION

Chilled, Dried or Cooked

PACKAGING

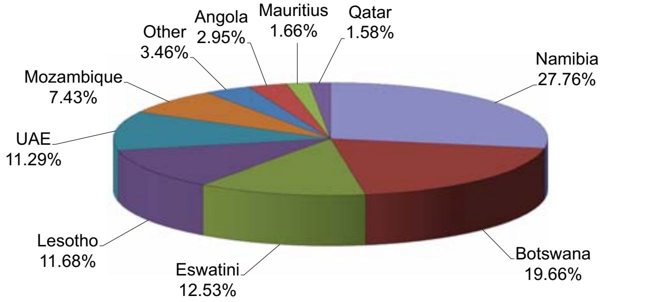
Cartoned

EXPORTERS

See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

PRESERVED POULTRY

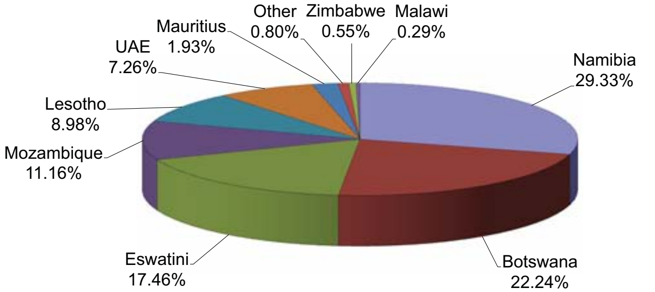


PRESERVED POULTRY : PAST 5 YEARS - MAJOR DESTINATIONS

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING:**

160232	53.82%	<0.1%	52(48)
160239	-16.28%	0.4%	23(24)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS



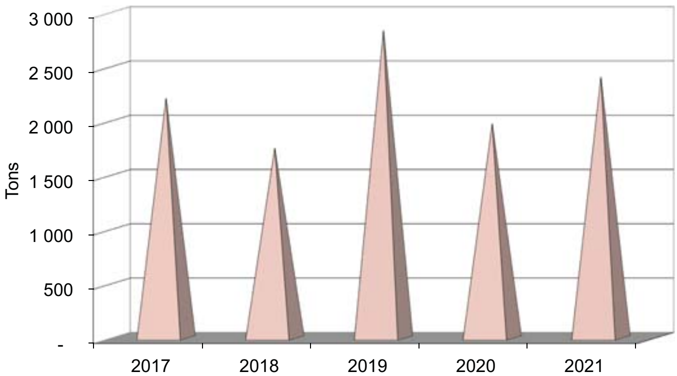
PRESERVED POULTRY : PAST YEAR - MAJOR DESTINATIONS

INDUSTRY ORGANISATION
South African Poultry Association

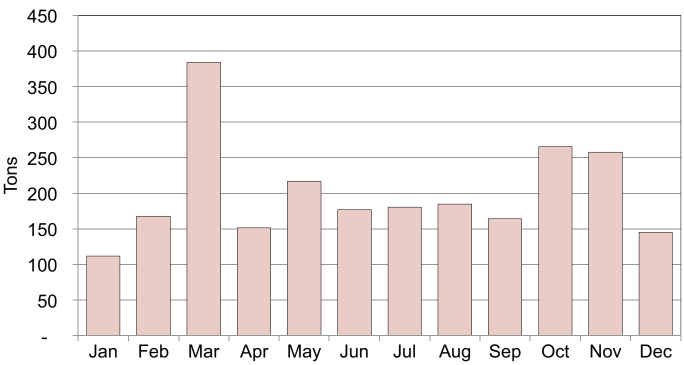
PRESERVATION
Chilled, Frozen, Smoked, Fried or Grilled

PACKAGING
Boxed, Tubbed or Wrapped

EXPORTERS
See **Service Providers** section for more information.



PRESERVED POULTRY : PAST 5 YEARS - VOLUME EXPORTED

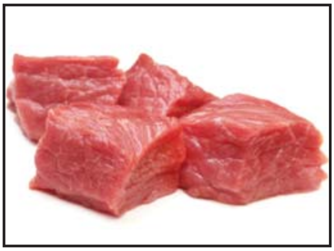


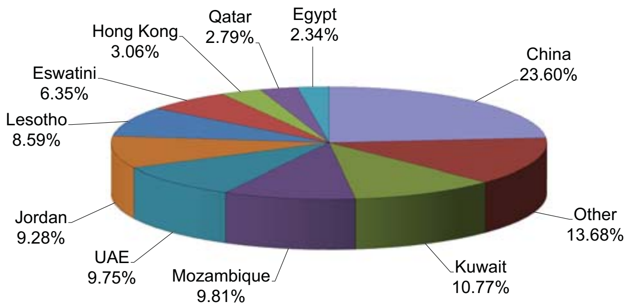
PRESERVED POULTRY : PAST YEAR - VOLUME EXPORTED

RSA: PRODUCING PROVINCES

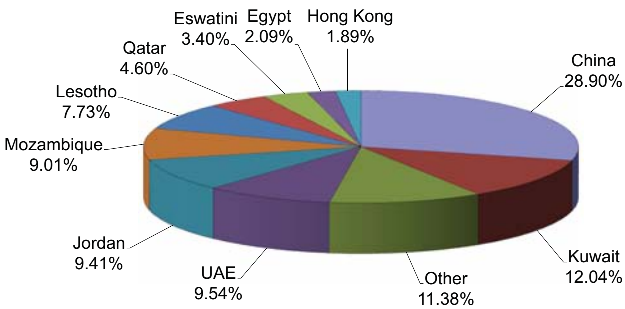
RED MEATS

BEEF & VEAL





BEEF & VEAL : PAST 5 YEARS - MAJOR DESTINATIONS



BEEF & VEAL : PAST YEAR - MAJOR DESTINATIONS

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING:**

0201	-10.45%	0.3%	25(26)
0202	-14.71%	0.3%	26(28)

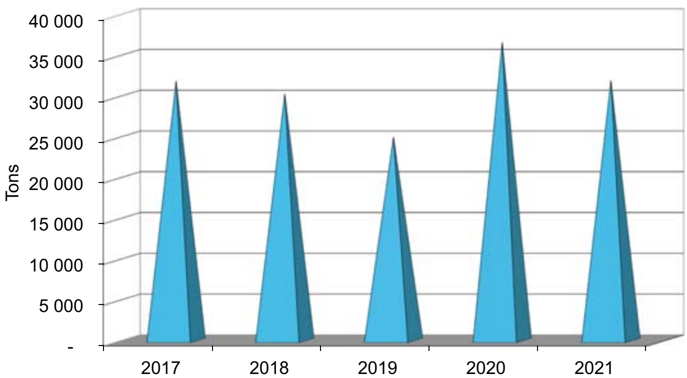
SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
Red Meat Industry Forum

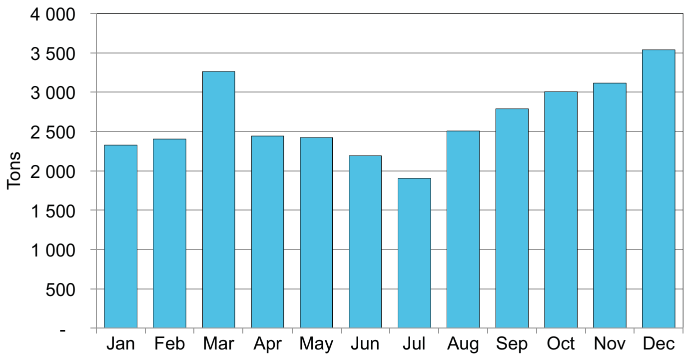
PRESERVATION
Chilled or Frozen

PACKAGING
Boxed

EXPORTERS
See **Service Providers** section for more information.



BEEF & VEAL : PAST 5 YEARS - VOLUME EXPORTED

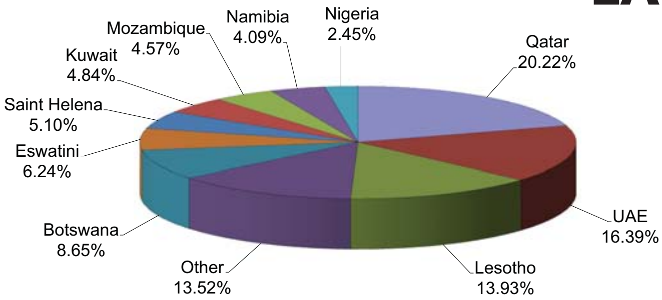


BEEF & VEAL : PAST YEAR - VOLUME EXPORTED

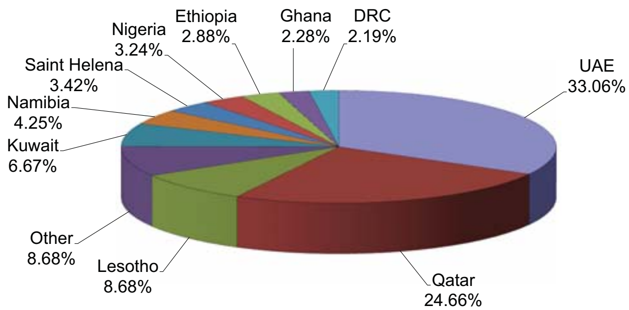
RSA: PRODUCING PROVINCES

RED MEATS

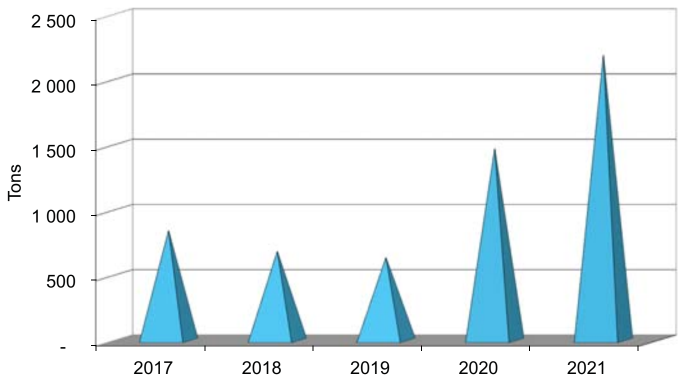
LAMB & MUTTON



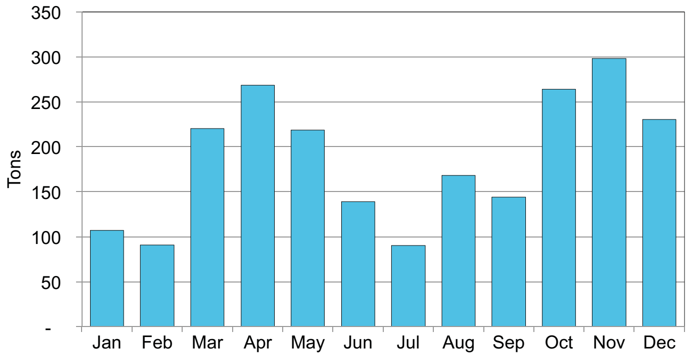
LAMB & MUTTON : PAST 5 YEARS - MAJOR DESTINATIONS



LAMB & MUTTON : PAST YEAR - MAJOR DESTINATIONS



LAMB & MUTTON : PAST 5 YEARS - VOLUME EXPORTED



LAMB & MUTTON : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

0204 48.78% 0.1% 25(42)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

Red Meat Industry Forum

PRESERVATION

Chilled or Frozen

PACKAGING

Boxed

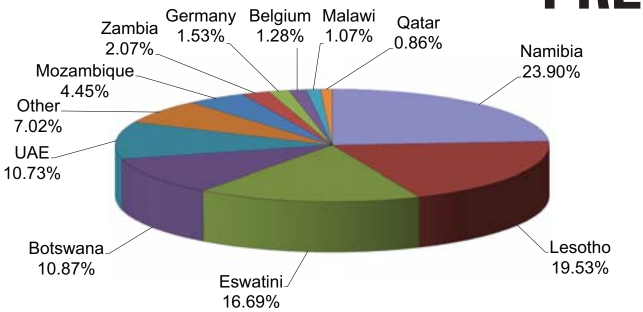
EXPORTERS

See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

RED MEATS

PRESERVED MEAT

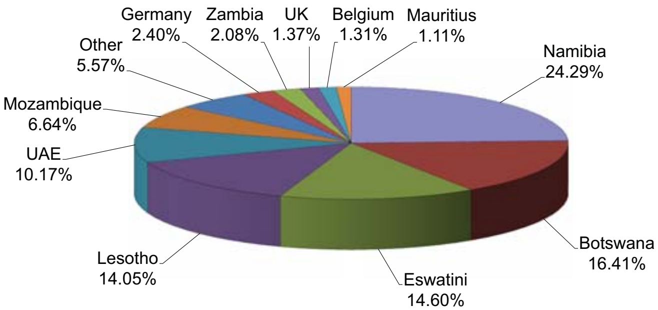


PRESERVED MEAT : PAST 5 YEARS - MAJOR DESTINATIONS

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

1602 8.15% 0.2% 41(41)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS



PRESERVED MEAT : PAST YEAR - MAJOR DESTINATIONS

INDUSTRY ORGANISATION

Red Meat Industry Forum

PRESERVATION

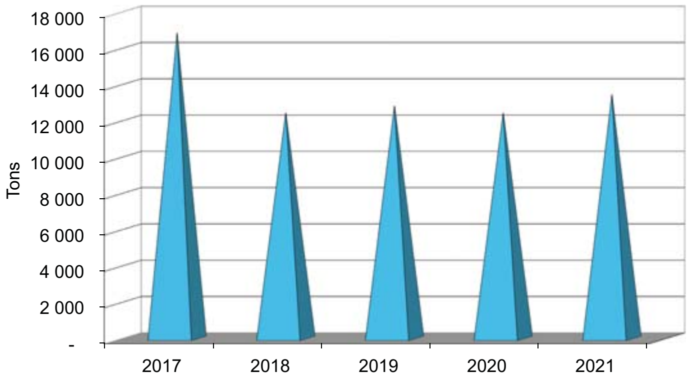
Brined, Dried, Jellied, Salted or Smoked

PACKAGING

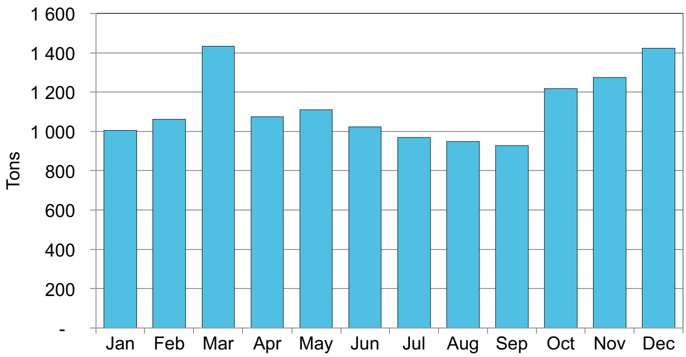
Boxed, Canned, Tubbed or Wrapped

EXPORTERS

See **Service Providers** section for more information.



PRESERVED MEAT : PAST 5 YEARS - VOLUME EXPORTED



PRESERVED MEAT : PAST YEAR - VOLUME EXPORTED

RSA: PRODUCING PROVINCES

PRESERVED MEAT

P
O
R
K

RED MEATS

PORK

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

0203	0.30%	0.1%	31(31)

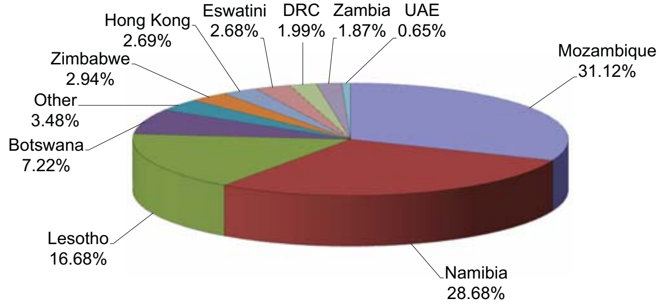
SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
South African Pork Producers' Organisation

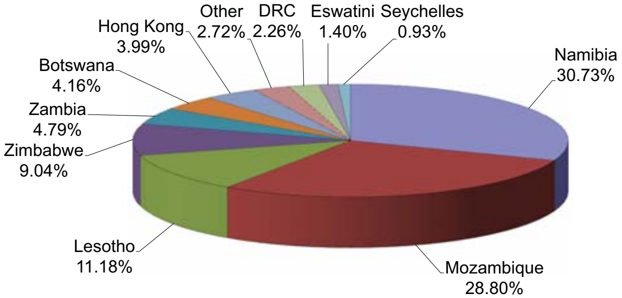
PRESERVATION
Chilled or Frozen

PACKAGING
Boxed

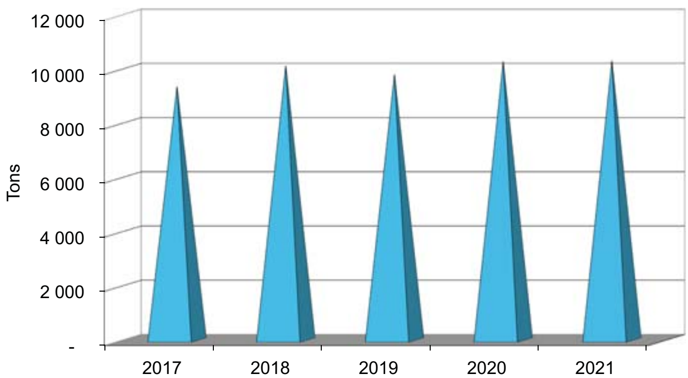
EXPORTERS
See **Service Providers** section for more information.



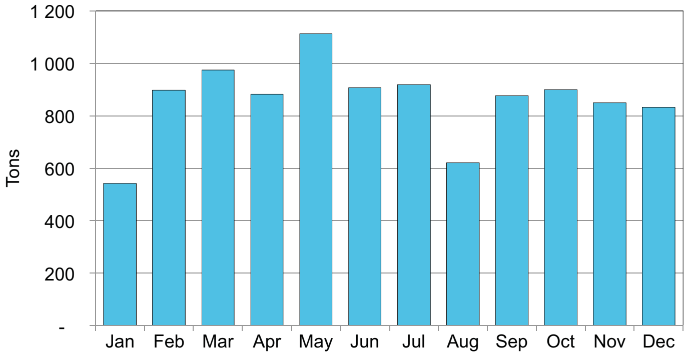
PORK : PAST 5 YEARS - MAJOR DESTINATIONS



PORK : PAST YEAR - MAJOR DESTINATIONS



PORK : PAST 5 YEARS - VOLUME EXPORTED



PORK : PAST YEAR - VOLUME EXPORTED

RSA: PRODUCING PROVINCES

SEA HARVEST CORPORATION (PTY) LTD

A trusted partner committed to responsible fishing and producing premium quality products

Sea Harvest Corporation comprises the Sea Harvest Group's South African fishing operations. One of the largest Cape Hake (Merluccius capensis/paradoxus) producers in Southern Africa, the corporation supplies a variety of products under the Sea Harvest brand. Sea Harvest has been producing and packing for top local and international brands and retailers since 1964, with a proven track record aligning it with leading brands and role players across the globe.

The extensive range of products, which are caught and produced by the Sea Harvest fleet and factories, includes natural cuts such as skinless and skin-on fillets, loins and portions for both the international and local markets.

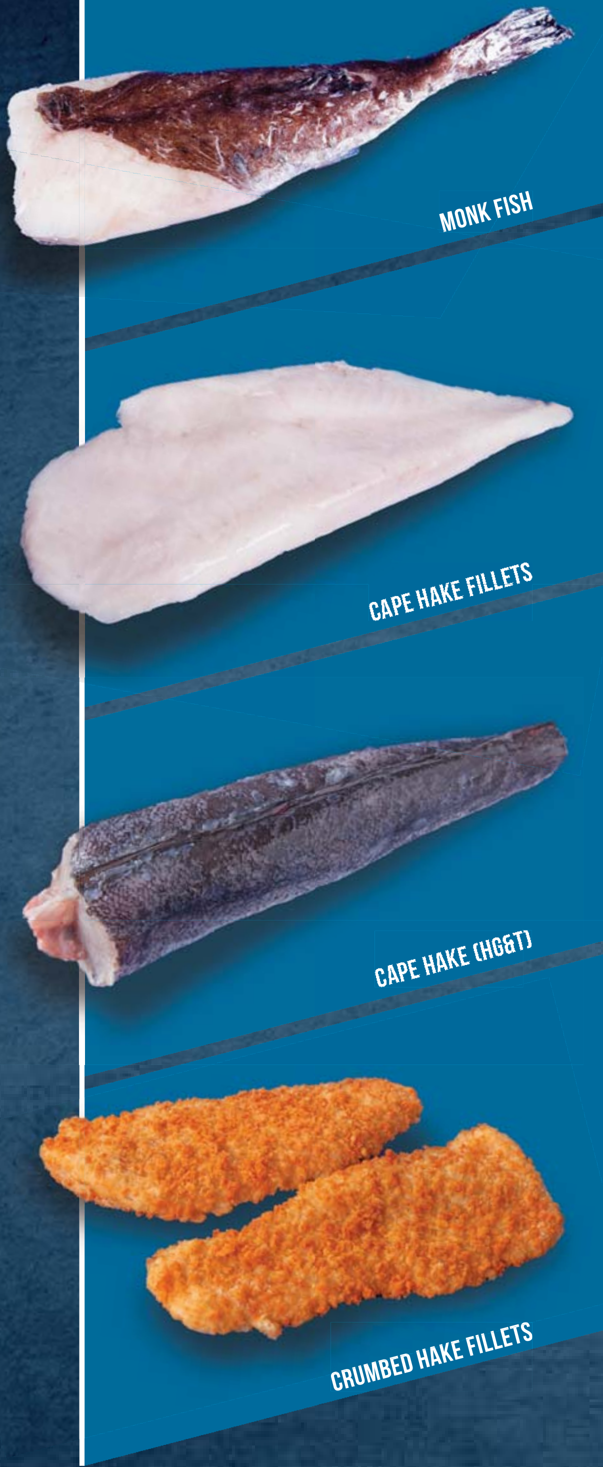
Frozen-at-sea production aboard Sea Harvest's freezer vessels ensures that products are prepared and processed within hours of being caught to maintain the best texture and taste in the products. Skinless, sea-frozen fillets are frozen on board and marketed under the Cape Haddie and High Seas brands. An extension of the sea-frozen products includes whole-round Cape Hake (HG&T) and a variety of high-value by-catch species. The most popular by-catch species include Monkfish, Kingklip, Angelfish and John Dory. Horse Mackerel is also caught and frozen at sea, and distributed to customers in South Africa and abroad.

Our value-added products include a wide range of coated, battered and crumbed seafood products for both the retail and foodservice markets.

All Sea Harvest Cape Hake products – whether frozen at sea or on land – are single frozen from fresh catches and are 100% natural with zero additives, produced from an MSC-certified sustainable source.

The Sea Harvest Group's products are present in retail and foodservice markets in over 30 countries across the world with primary export markets in Europe and Australia, Asia, the Middle East, the UK and North America.

Visit **www.seaharvestgroup.com** for more information.



Sea Harvest
Savour the sea

BRC FOOD CERTIFICATED
HACCP Hazard Analysis Critical Control Point
CERTIFIED SUSTAINABLE SEAFOOD MSC www.msc.org

SEA HARVEST GROUP

A leading, diversified global agribusiness

Sea Harvest

Savour the sea

SEA HARVEST AQUACULTURE

In addition to the wild caught operations, the Sea Harvest Group has aquaculture operations spread across South Africa. The aquaculture operations are renowned for the freshest and highest quality farmed seafood products, including live, canned and dried abalone and oysters. The Aquaculture business's sustainable operations harness the skills and expertise of southern Africa's foremost fish farming specialists to produce premium quality seafood products for local and international markets.

CAPE HARVEST FOODS

The Sea Harvest Group's Cape Harvest Foods segment includes Ladismith Cheese, Mooivallei and BM Foods Group.

Ladismith Cheese

Ladismith Cheese has been an integral part of Cape Harvest Foods for the past three years. Located in the picturesque town of Ladismith in the western Klein Karoo, Ladismith Cheese is a trusted household name for many South African consumers with its rich offering and wide variety of quality cheese, butter and milk powder products. Ladismith Cheese's diverse portfolio includes gouda, cheddar, mozzarella and edam cheese as well as various types of butters and spreads and its milk powder products, including buttermilk powder, whey powder and coffee creamers. Ladismith Cheese products are sold through the foodservice, retail, wholesale and food production industries throughout South Africa and a number of sub-Saharan African countries.

Mooivallei

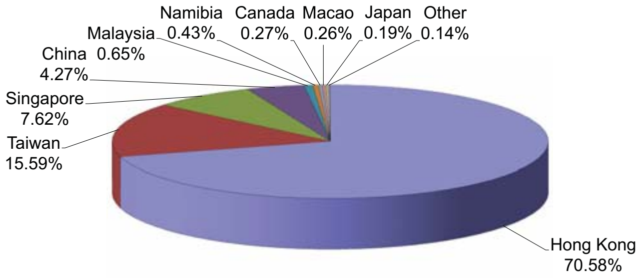
The acquisition of Mooivallei Suiwel (Pty) Ltd in 2021 added an additional 28 products to the Cape Harvest Foods dairy range sold into the retail and foodservice markets. Mooivallei produces value-added dairy products with its main products of cheese and butter sold into the retail and non-retail channels.

BM Foods Group

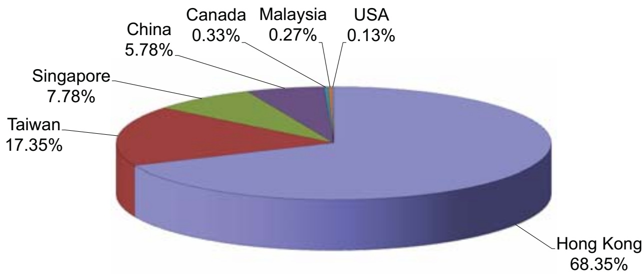
Another addition to the Cape Harvest Foods business is the majority interest in the BM Foods Group. This acquisition gave the Group the opportunity to further diversify into new food categories that align with its dairy and fishing businesses. BM Foods Group manufactures and distributes more than 1 000 chilled and frozen food products, including convenience foods and bakery and dairy products that are marketed and sold to local retailers, food manufacturers and foodservice avenues. BM Foods Group brands include Mediterranean Delicacies, Judy's Preserves, Chelsea Pies and Bettafresh Prepared Foods.

SEAFOOD & AQUACULTURE

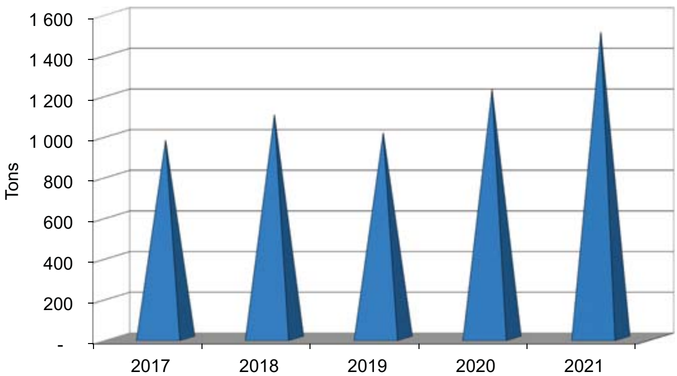
ABALONE



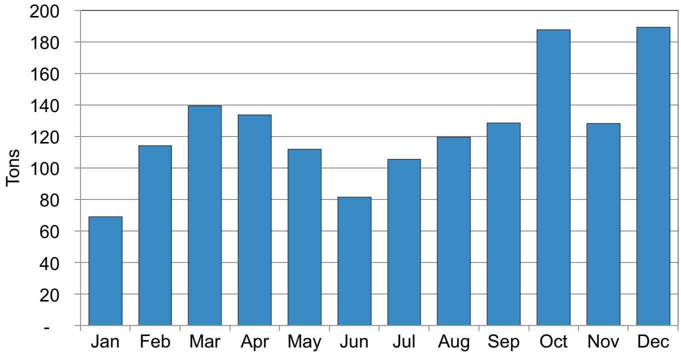
ABALONE : PAST 5 YEARS - MAJOR DESTINATIONS



ABALONE : PAST YEAR - MAJOR DESTINATIONS



ABALONE : PAST 5 YEARS - VOLUME EXPORTED



ABALONE : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

030781	-15.57%	5.6%	4(4)
030787	132.52%	18.8%	2(3)
160557	-17.43%	4.1%	3(5)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
South African Abalone Council

PRESERVATION
Chilled, Frozen, Dried, Brined or Smoked

PACKAGING
Boxed, Canned

EXPORTERS
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

SINCE 1910

I&J

Cape ABALONE

A SOUTH AFRICAN TREASURE

The pristine waters at the southern tip of Africa provide the ideal growing conditions for Cape Abalone, *Haliotis midae*, long prized for its superior appearance, delicate aroma, exquisite flavour and beautiful colour.

Here at Danger Point, some 200 km from Cape Town, we farm our premium quality I&J Cape Abalone using advanced systems to recreate the natural environment and cultivate this unique delicacy.

Our adherence to the most stringent of standards has earned us ASC certification for responsible aquaculture as well as HACCP and FDA accreditation.

Abalone are slow growing, taking up to ten years to reach maturity. To grow the best, we ensure a constant supply of fresh seawater and natural feed of locally harvested kelp and *Ulva* seaweed. This guarantees the superior sea-fresh taste and succulent texture of our Cape Abalone, which most closely resembles wild abalone. Not only is this delicacy a treat to savour in a wide variety of dishes - it is rich in quality protein, Omega 3, and essential nutrients including iodine, selenium, phosphorus, iron and magnesium.

As one of the largest abalone farms in Africa, we offer a consistent supply of premium quality live, dried, canned and frozen abalone to customers around the globe.

I&J Cape ABALONE

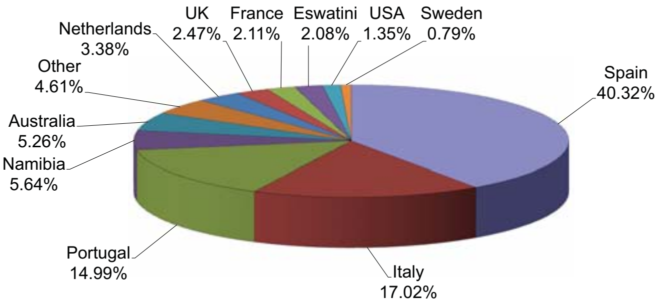
For more information, contact us or visit our website.
www.ijcapeabalone.com

ALL OUR CAPE ABALONE IS
FARMED RESPONSIBLY asc CERTIFIED ASC-AQUA.ORG
ASC-C-01390

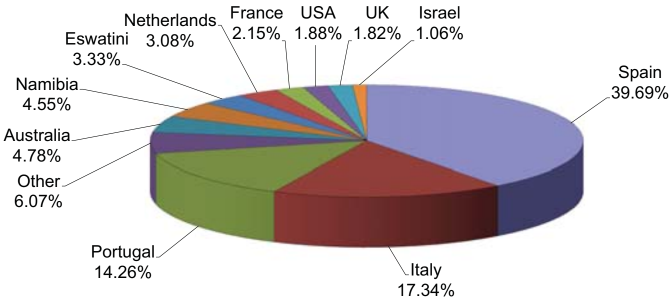
CAPE HAKE

SEAFOOD & AQUACULTURE

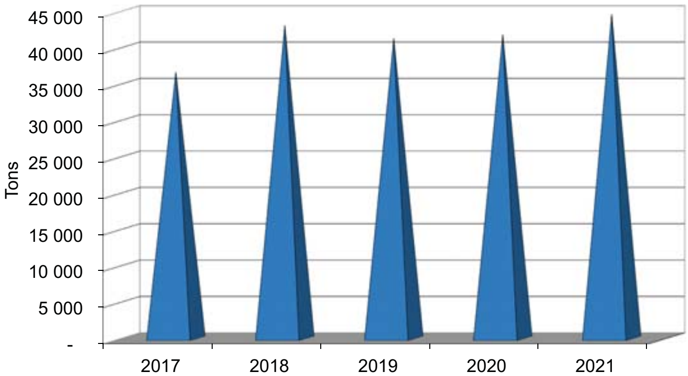
CAPE HAKE



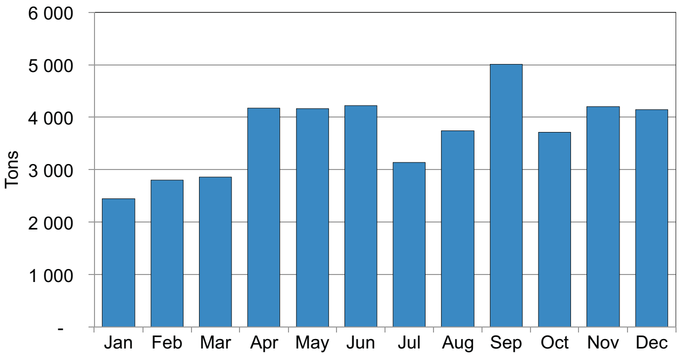
CAPE HAKE : PAST 5 YEARS - MAJOR DESTINATIONS



CAPE HAKE : PAST YEAR - MAJOR DESTINATIONS



CAPE HAKE : PAST 5 YEARS - VOLUME EXPORTED



CAPE HAKE : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

030254	-10.22%	5.0%	6(7)
030366	2.63%	10.5%	4(5)
030474	11.68%	13.8%	3(3)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
South African Deep-Sea Trawling Industry Association

PRESERVATION
Chilled, Frozen, Salted or Smoked

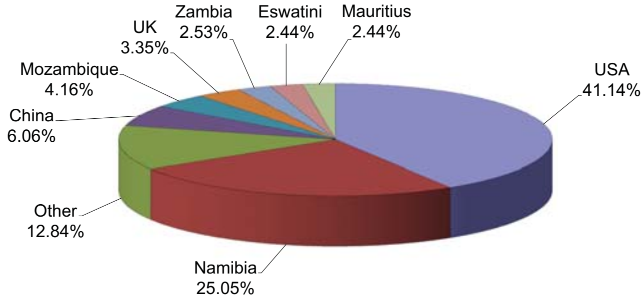
PACKAGING
Boxed

EXPORTERS
See **Service Providers** section for more information.

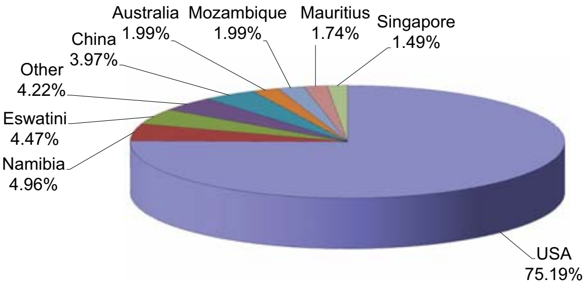
RSA: PRODUCING PROVINCES

MUSSELS

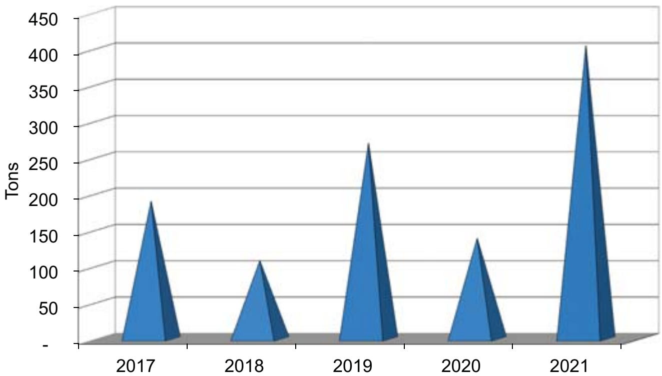
SEAFOOD & AQUACULTURE
MUSSELS



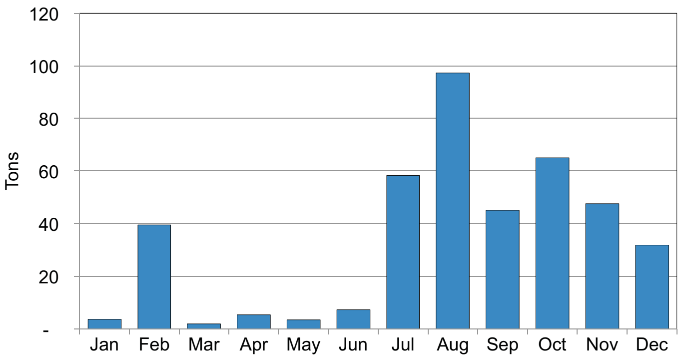
MUSSELS : PAST 5 YEARS - MAJOR DESTINATIONS



MUSSELS : PAST YEAR - MAJOR DESTINATIONS



MUSSELS : PAST 5 YEARS - VOLUME EXPORTED



MUSSELS : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

030731	-66.67%	<0.1%	25(27)
030739	94.29%	0.2%	18(18)
160553	241.84%	0.1%	22(20)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
The Aquaculture Association of Southern Africa

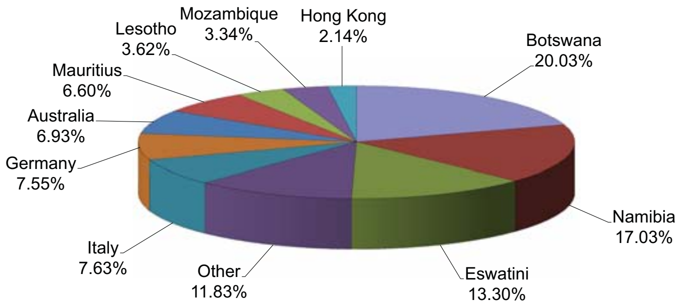
PRESERVATION
Chilled, Frozen, Smoked, Brined

PACKAGING
Boxed or Canned

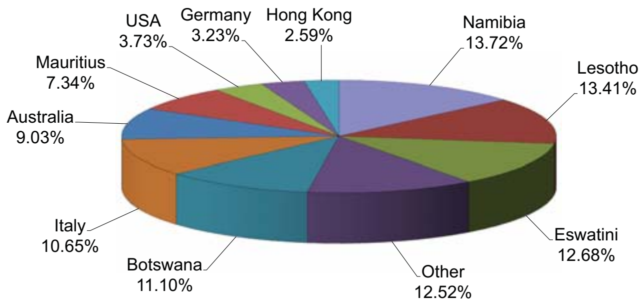
EXPORTERS
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

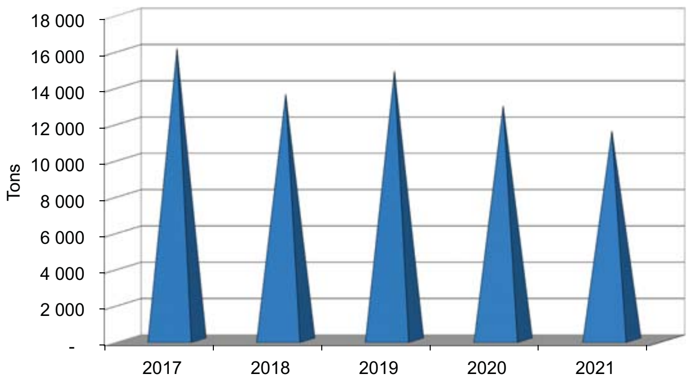
PRESERVED SEAFOOD



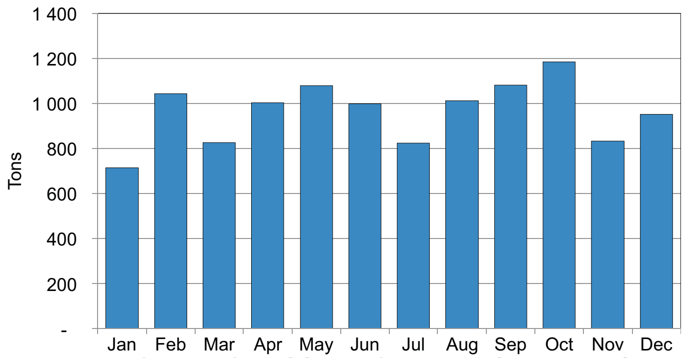
PRESERVED SEAFOOD : PAST 5 YEARS - MAJOR DESTINATIONS



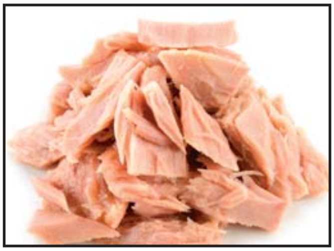
PRESERVED SEAFOOD : PAST YEAR - MAJOR DESTINATIONS



PRESERVED SEAFOOD : PAST 5 YEARS - VOLUME EXPORTED



PRESERVED SEAFOOD : PAST YEAR - VOLUME EXPORTED



HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

1604	-12.25%	0.2%	48(42)
1605	13.14%	0.2%	39(41)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

Pasteurised

PACKAGING

Canned, Tubbed or Boxed

EXPORTERS

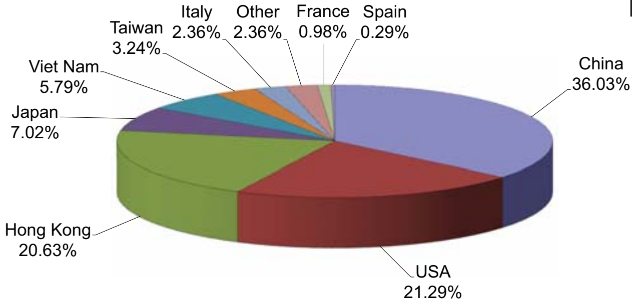
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

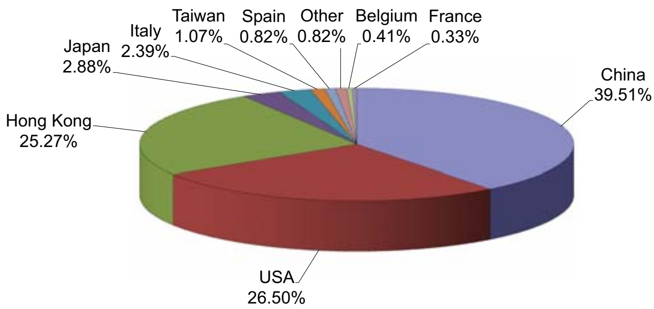
ROCK LOBSTER

SEAFOOD & AQUACULTURE

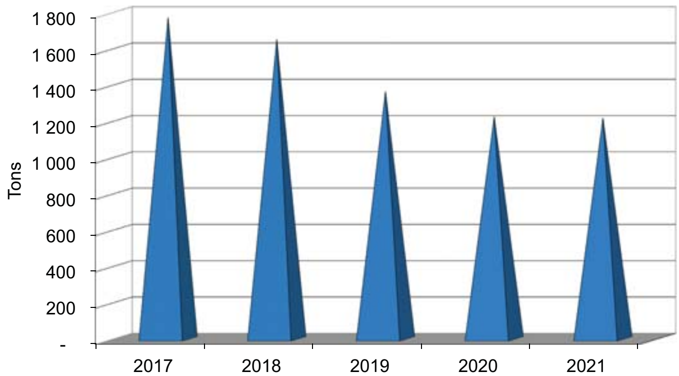
ROCK LOBSTER



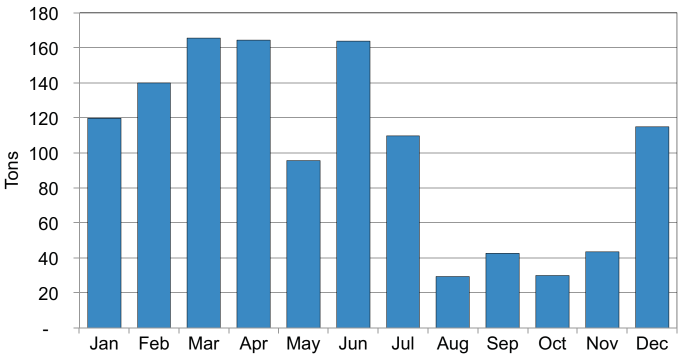
ROCK LOBSTER : PAST 5 YEARS - MAJOR DESTINATIONS



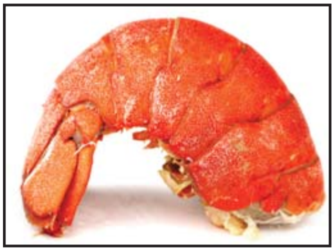
ROCK LOBSTER : PAST YEAR - MAJOR DESTINATIONS



ROCK LOBSTER : PAST 5 YEARS - VOLUME EXPORTED



ROCK LOBSTER : PAST YEAR - VOLUME EXPORTED



HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

030611	-4.83%	4.0%	8(9)
030631	1.77%	2.8%	6(--)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATIONS

West Coast Rock Lobster Association
South Coast Rock Lobster Industry Association

PRESERVATION

Frozen or Cooked & Brined

PACKAGING

Boxed or Canned

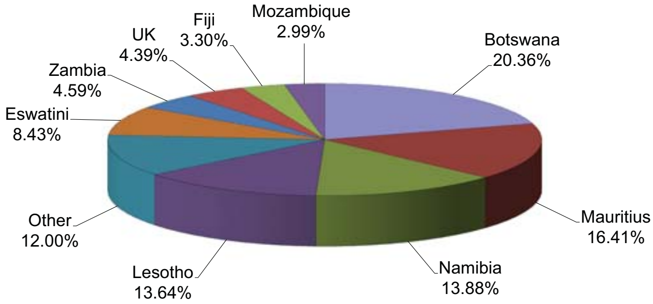
EXPORTERS

See **Service Providers** section for more information.

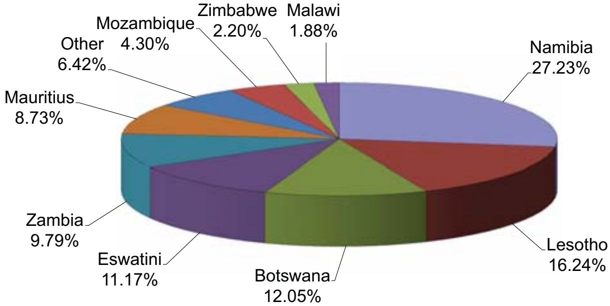
RSA: PRODUCING PROVINCES

SEAFOOD & AQUACULTURE

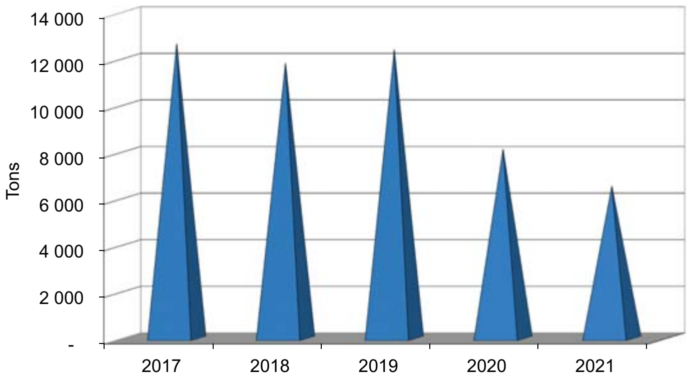
SARDINES



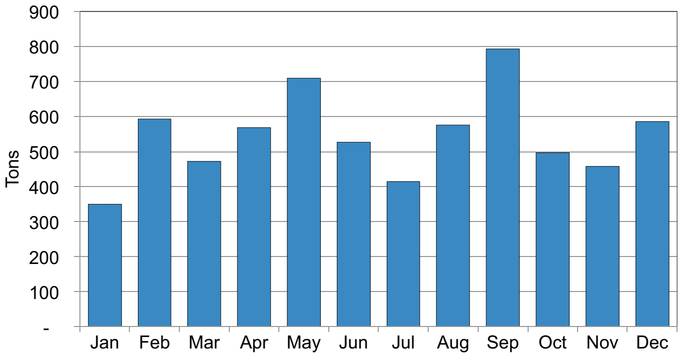
SARDINES : PAST 5 YEARS - MAJOR DESTINATIONS



SARDINES : PAST YEAR - MAJOR DESTINATIONS



SARDINES : PAST 5 YEARS - VOLUME EXPORTED



SARDINES : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

030243	25.16%	0.2%	25(32)
030353	-3.66%	0.4%	27(19)
160413	-26.26%	1.0%	18(11)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

South African Pelagic Fish Industry Association

PRESERVATION

Chilled, Frozen

PACKAGING

Boxed, Canned

EXPORTERS

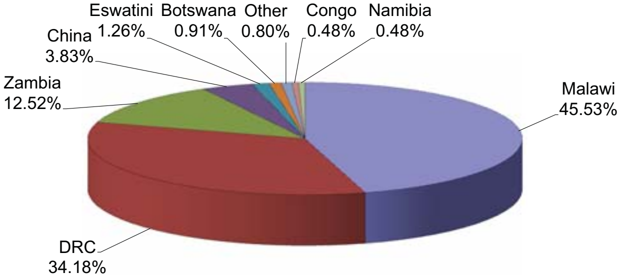
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

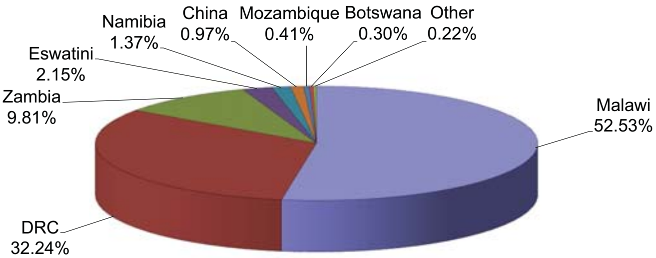
SARDINES

SEAFOOD & AQUACULTURE

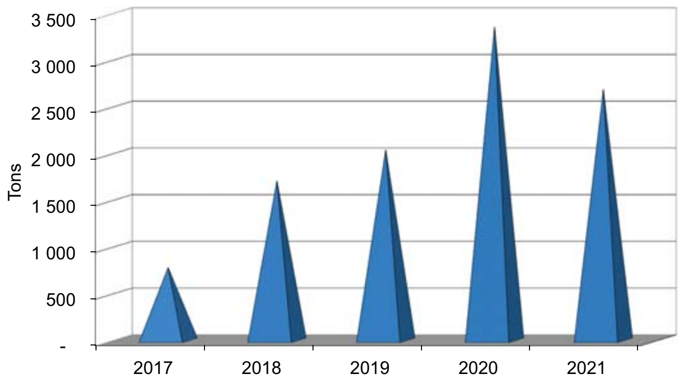
TILAPIA



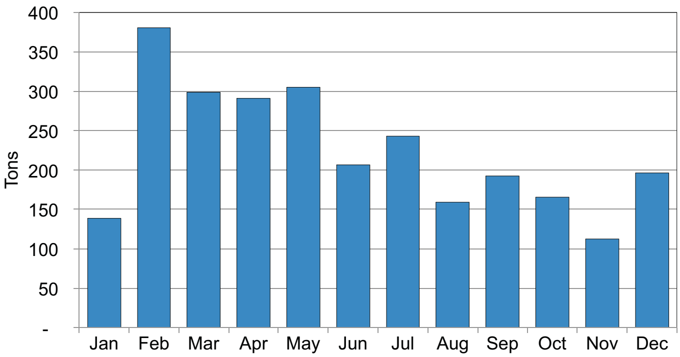
TILAPIA : PAST 5 YEARS - MAJOR DESTINATIONS



TILAPIA : PAST YEAR - MAJOR DESTINATIONS



TILAPIA : PAST 5 YEARS - VOLUME EXPORTED



TILAPIA : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

030271	-46.04%	6.0%	6(16)
030323	90.51%	0.2%	17(10)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

The Aquaculture Association of Southern Africa

PRESERVATION

Chilled, Frozen

PACKAGING

Boxed

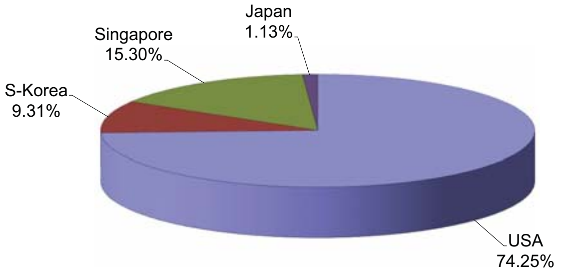
EXPORTERS

See **Service Providers** section for more information.

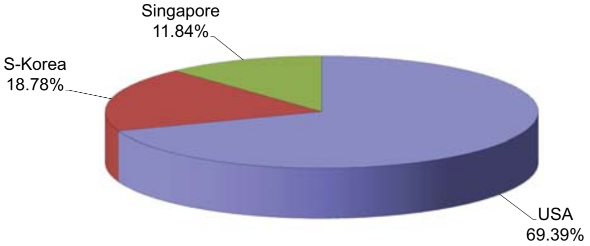
RSA: PRODUCING PROVINCES

SEAFOOD & AQUACULTURE

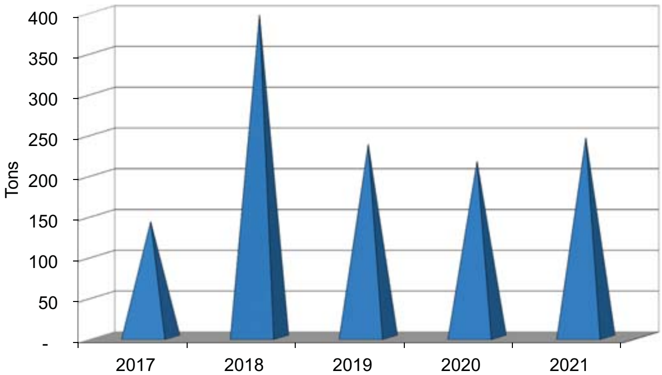
TOOTHFISH



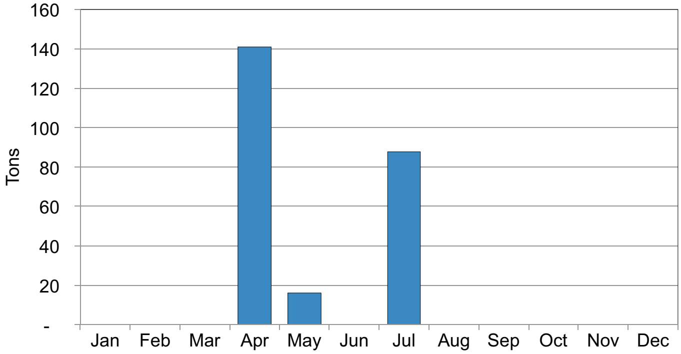
TOOTHFISH : PAST 5 YEARS - MAJOR DESTINATIONS



TOOTHFISH : PAST YEAR - MAJOR DESTINATIONS



TOOTHFISH : PAST 5 YEARS - VOLUME EXPORTED



TOOTHFISH : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

030383 13.43% 1.2% 14(14)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

South African Patagonian Toothfish Association

PRESERVATION

Frozen

PACKAGING

Boxed

EXPORTERS

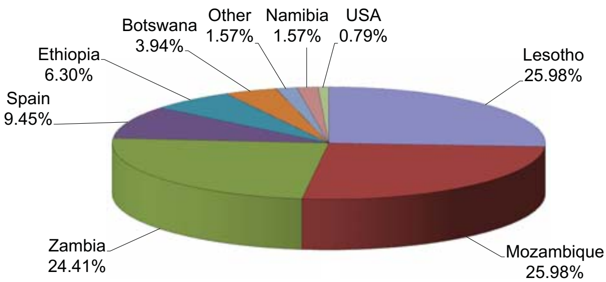
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

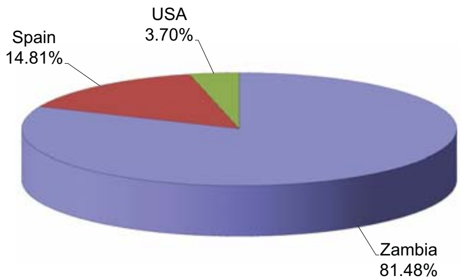
TOOTHFISH

SEAFOOD & AQUACULTURE

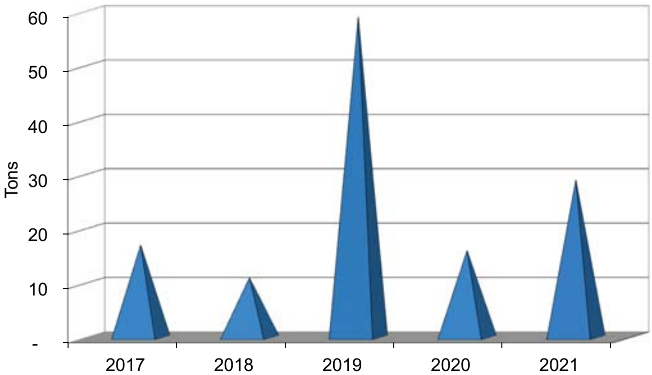
TROUT



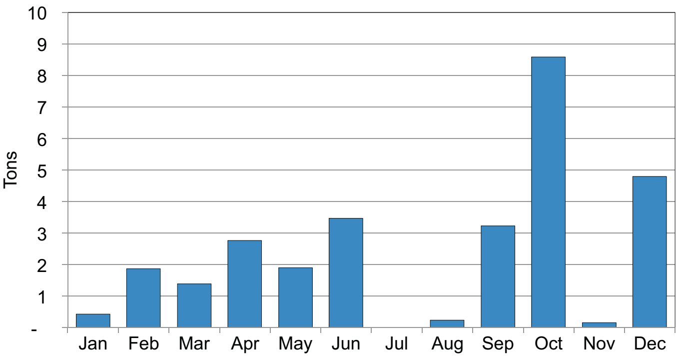
TROUT : PAST 5 YEARS - MAJOR DESTINATIONS



TROUT : PAST YEAR - MAJOR DESTINATIONS



TROUT : PAST 5 YEARS - VOLUME EXPORTED



TROUT : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

030211	40.00%	<0.1%	41(26)
030482	700.00%	<0.1%	42(40)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
The Aquaculture Association of Southern Africa

PRESERVATION
Chilled, Frozen

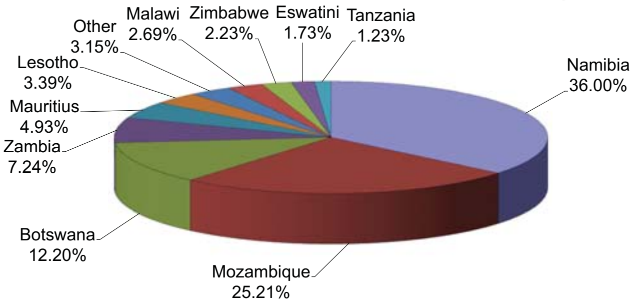
PACKAGING
Boxed

EXPORTERS
See **Service Providers** section for more information.

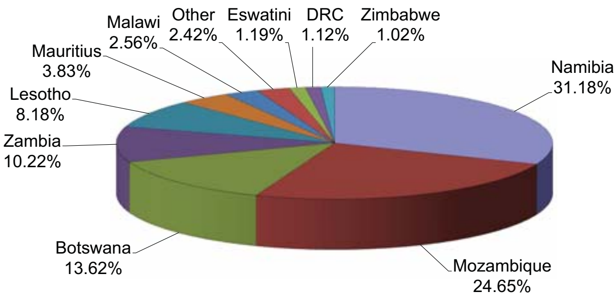
RSA: PRODUCING PROVINCES

DAIRY

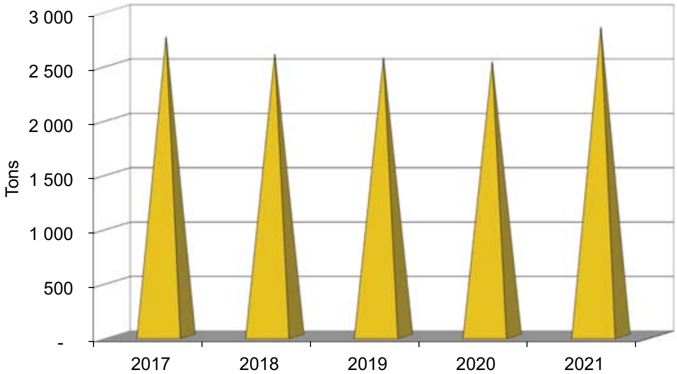
BUTTER FAT & OILS



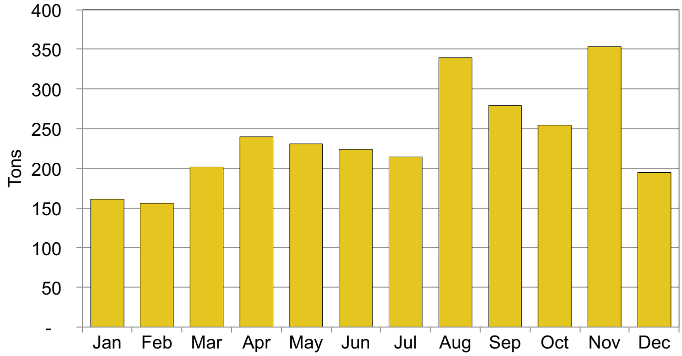
BUTTER FAT & OILS: PAST 5 YEARS - MAJOR DESTINATIONS



BUTTER FAT & OILS : PAST YEAR - MAJOR DESTINATIONS



BUTTER FAT & OILS : PAST 5 YEARS - VOLUME EXPORTED



BUTTER FAT & OILS : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING:**

0405	12.56%	0.1%	33(34)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
Milk South Africa

PROCESSING
Cultured

PRESERVATION
Chilled

PACKAGING
Tubbed or Wrapped

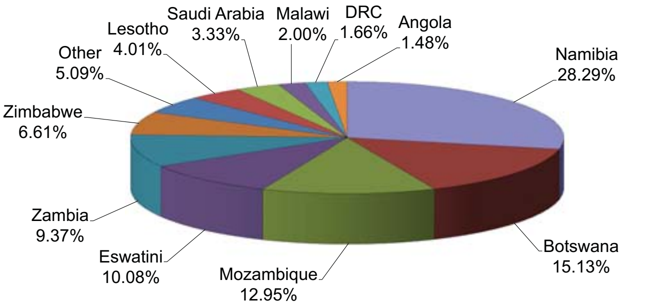
EXPORTERS
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

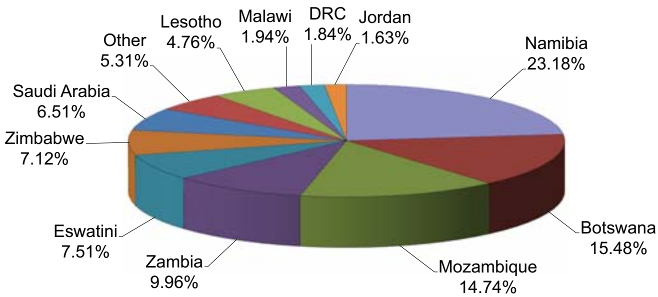
BUTTER FAT & OILS

CHEESE & CURD

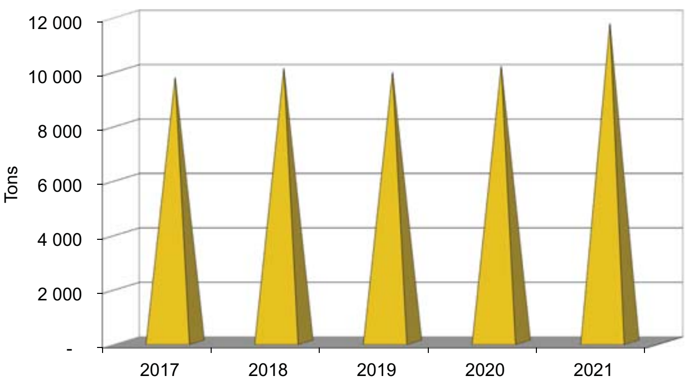
CHEESE & CURD



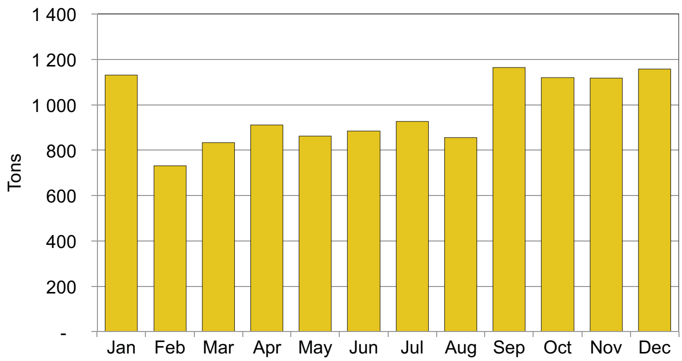
CHEESE & CURD : PAST 5 YEARS - MAJOR DESTINATIONS



CHEESE & CURD : PAST YEAR - MAJOR DESTINATIONS



CHEESE & CURD : PAST 5 YEARS - VOLUME EXPORTED



CHEESE & CURD : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

0406 15.40% 0.1% 45(45)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
Milk South Africa

PROCESSING
Cultured

PRESERVATION
Chilled or Ambient

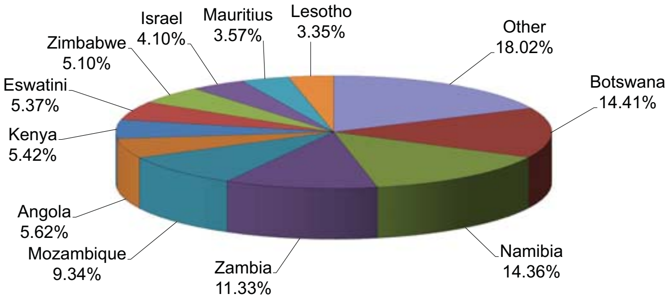
PACKAGING
Bottled, Tubbed or Wrapped

EXPORTERS
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

DAIRY

CHOCOLATES

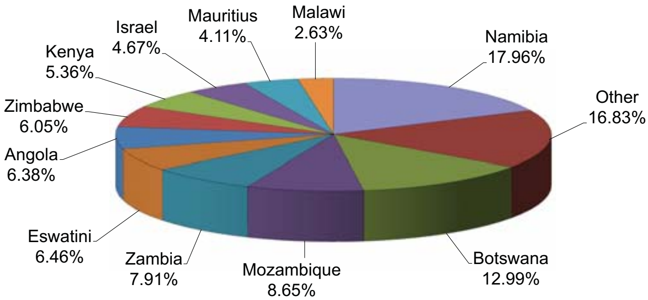


CHOCOLATES : PAST 5 YEARS - MAJOR DESTINATIONS

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

1806	8.21%	0.2%	41(43)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS



CHOCOLATES : PAST YEAR - MAJOR DESTINATIONS

INDUSTRY ORGANISATION

-

PRESERVATION

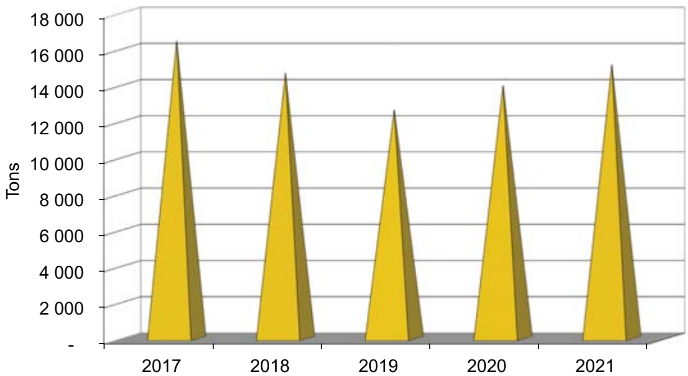
Pasteurised

PACKAGING

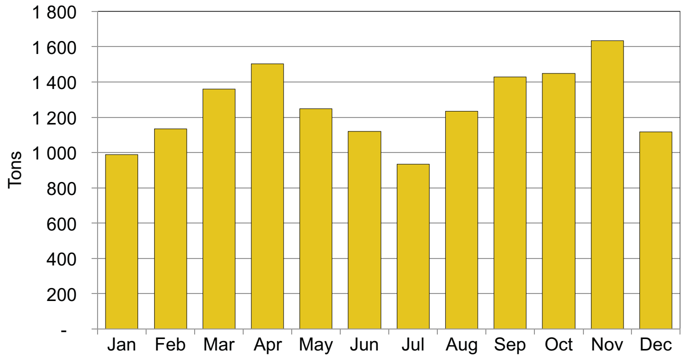
Canned, Wrapped or Boxed

EXPORTERS

See **Service Providers** section for more information.



CHOCOLATES : PAST 5 YEARS - VOLUME EXPORTED



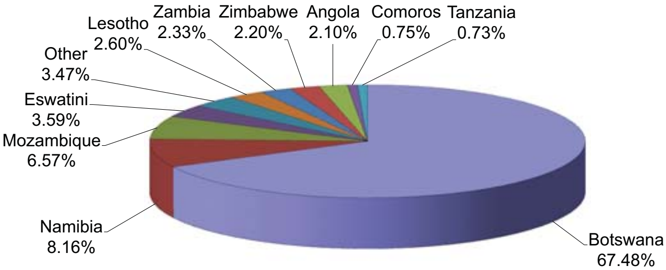
CHOCOLATES : PAST YEAR - VOLUME EXPORTED

RSA: PRODUCING PROVINCES

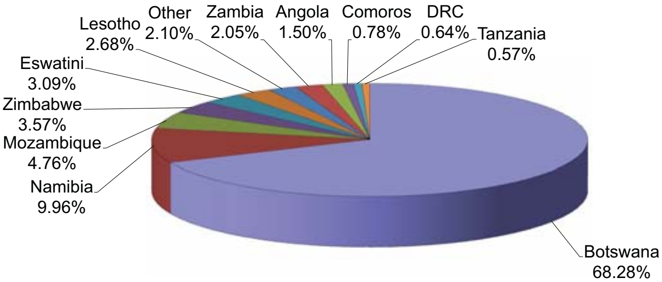
FLAVOURED MILK

DAIRY

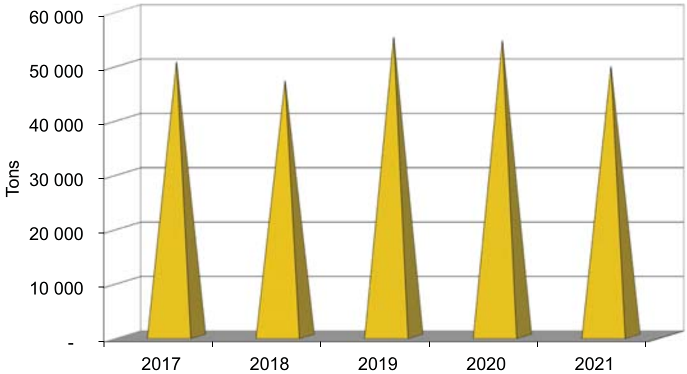
FLAVOURED MILK



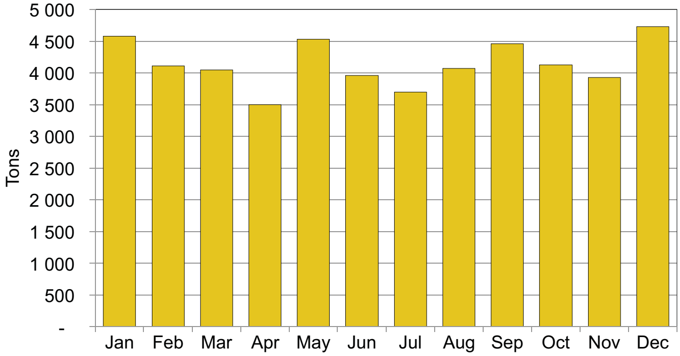
FLAVOURED MILK : PAST 5 YEARS - MAJOR DESTINATIONS



FLAVOURED MILK : PAST YEAR - MAJOR DESTINATIONS



FLAVOURED MILK : PAST 5 YEARS - VOLUME EXPORTED



FLAVOURED MILK : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

0402 -8.78% 0.3% 33(33)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

Milk South Africa

PRESERVATION

Pasteurised

PACKAGING

Bottled, Boxed or Canned

EXPORTERS

See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

DAIRY

ICE CREAM

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

2105 10.08% 0.6% 31(30)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION

-

PRESERVATION

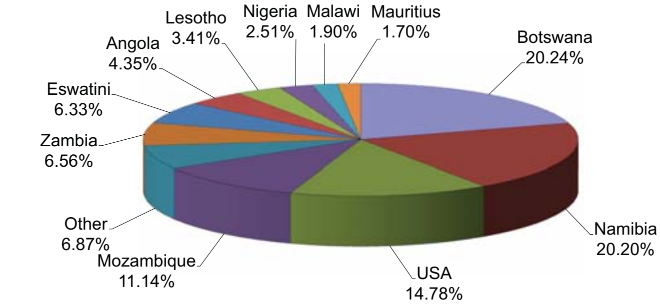
Pasteurised, Chilled

PACKAGING

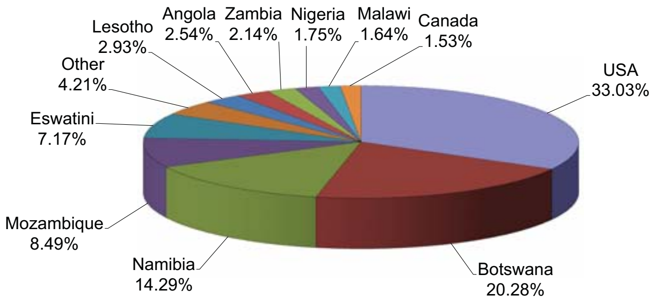
Tubbed

EXPORTERS

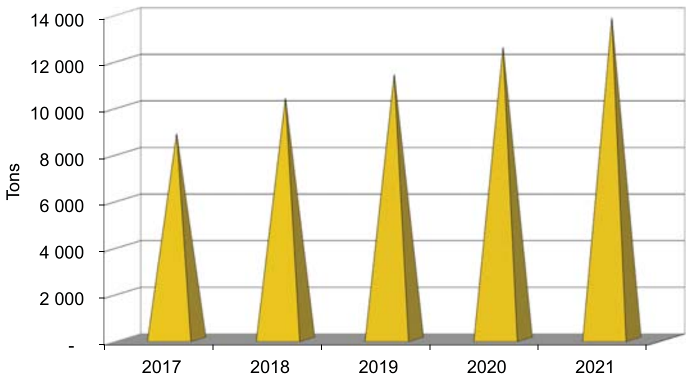
See **Service Providers** section for more information.



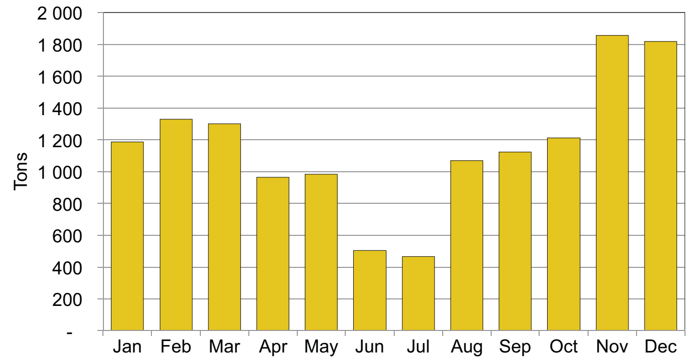
ICE CREAM : PAST 5 YEARS - MAJOR DESTINATIONS



ICE CREAM : PAST YEAR - MAJOR DESTINATIONS



ICE CREAM : PAST 5 YEARS - VOLUME EXPORTED



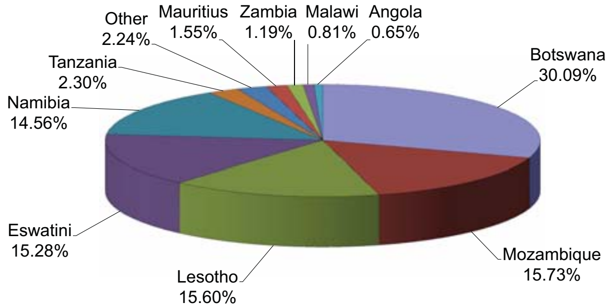
ICE CREAM : PAST YEAR - VOLUME EXPORTED

RSA: PRODUCING PROVINCES

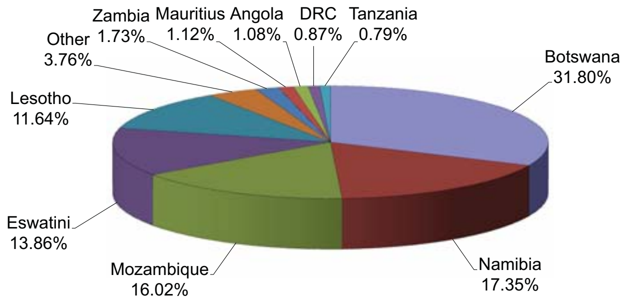
ICE CREAM

DAIRY

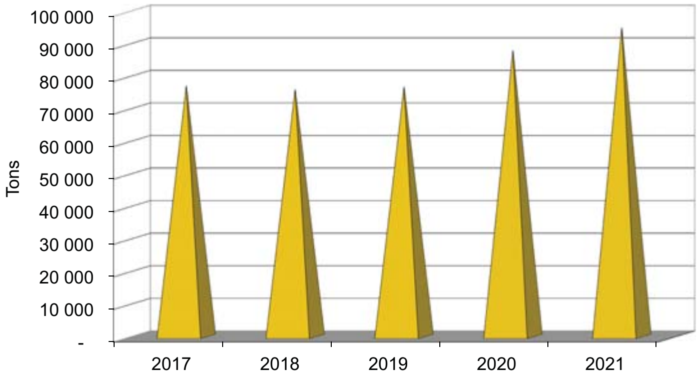
MILK & CREAM



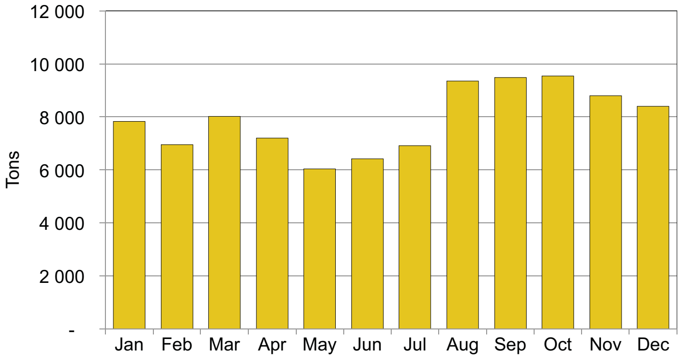
MILK & CREAM : PAST 5 YEARS - MAJOR DESTINATIONS



MILK & CREAM : PAST YEAR - MAJOR DESTINATIONS



MILK & CREAM : PAST 5 YEARS - VOLUME EXPORTED



HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

0401	7.97%	0.6%	29(28)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
Milk South Africa

PROCESSING
Pasteurised, Dehydrated or Dried

PRESERVATION
Chilled or Ambient

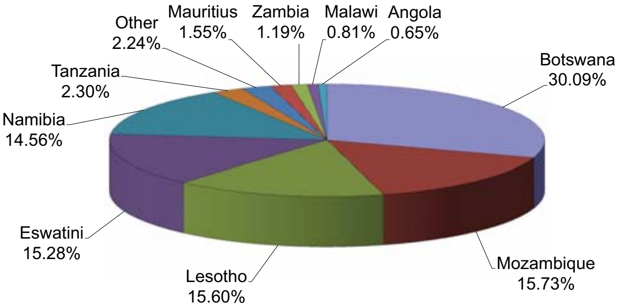
PACKAGING
Bottled, Boxed, Canned or Tubbed

EXPORTERS
See **Service Providers** section for more information.

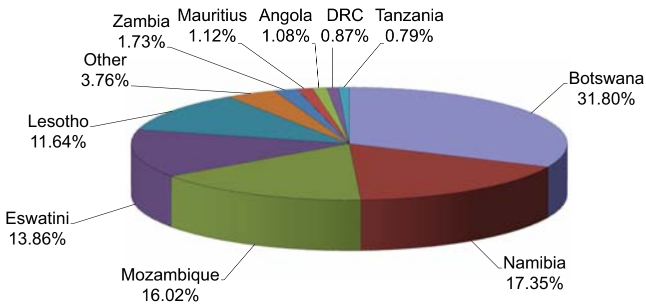
RSA: PRODUCING PROVINCES

DAIRY

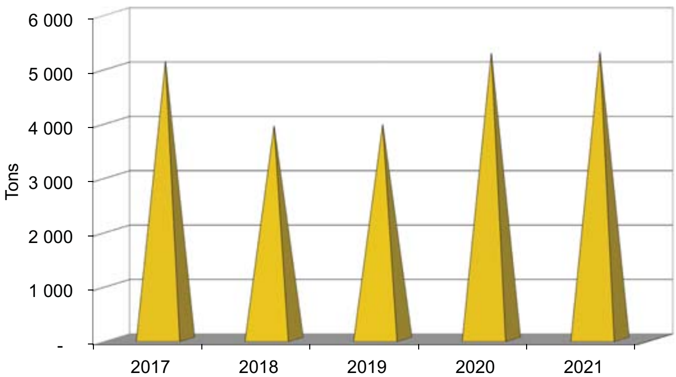
WHEY



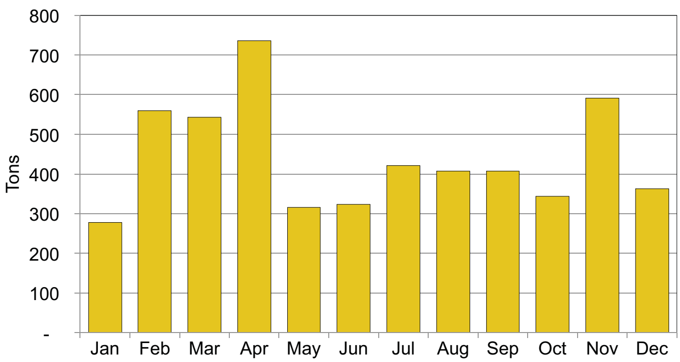
WHEY : PAST 5 YEARS - MAJOR DESTINATIONS



WHEY : PAST YEAR - MAJOR DESTINATIONS



WHEY: PAST 5 YEARS - VOLUME EXPORTED



WHEY : PAST YEAR - VOLUME EXPORTED

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

0404 0.38% 0.1% 43(42)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS

INDUSTRY ORGANISATION
Milk South Africa

PROCESSING
Pasteurised, Dehydrated or Dried

PRESERVATION
Ambient

PACKAGING
Canned, Bottled, Tubbed, Bagged or Boxed

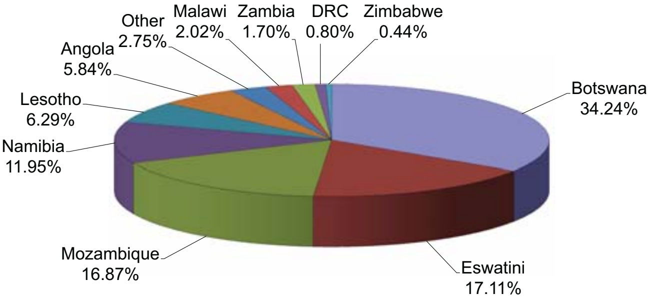
EXPORTERS
See **Service Providers** section for more information.

RSA: PRODUCING PROVINCES

YOGHURT & KEPHIR

DAIRY

YOGHURT & KEPHIR

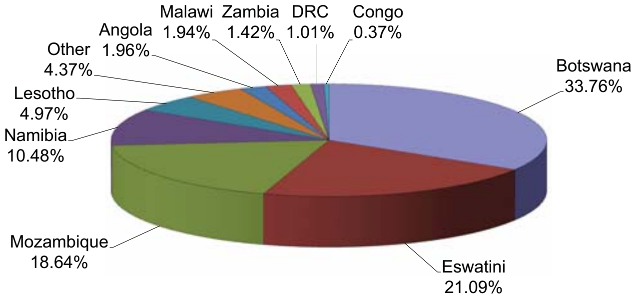


YOGHURT & KEPHIR : PAST 5 YEARS - MAJOR DESTINATIONS

HS CODE, GROWTH*, WORLD MARKET SHARE & RANKING**:

0403	-3.54%	0.8%	26(23)

SEE INSIDE BACK COVER FOR HS CODE SHORT DESCRIPTION
*GROWTH PAST YEAR IN QUANTITY EXPORTED
**PREVIOUS YEAR'S RANKING IN BRACKETS



YOGHURT & KEPHIR : PAST YEAR - MAJOR DESTINATIONS

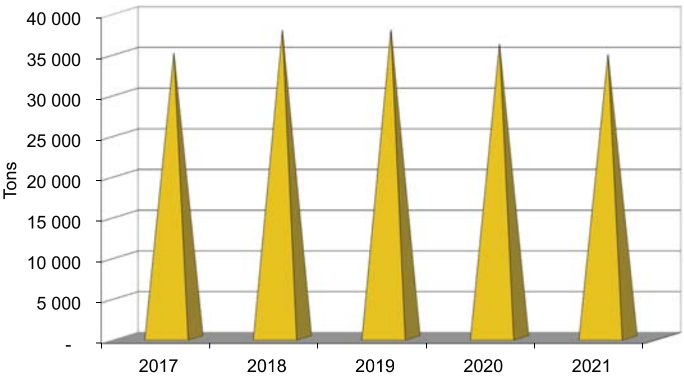
INDUSTRY ORGANISATION
Milk South Africa

PROCESSING
Cultured or Fermented

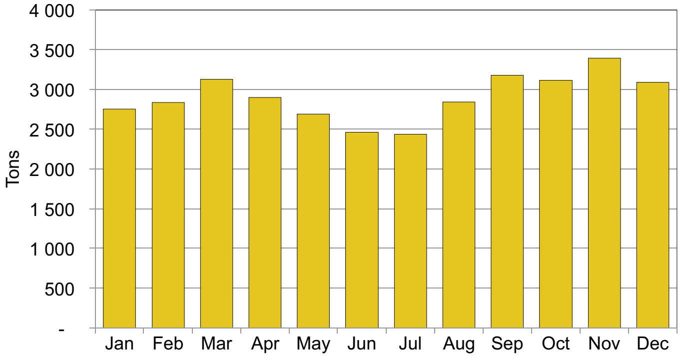
PRESERVATION
Chilled or Ambient

PACKAGING
Canned, Bottled or Tubbed

EXPORTERS
See **Service Providers** section for more information.



YOGHURT & KEPHIR : PAST 5 YEARS - VOLUME EXPORTED



YOGHURT & KEPHIR : PAST YEAR - VOLUME EXPORTED

RSA: PRODUCING PROVINCES

SECTION 3

STEP-BY-STEP MANUAL FOR EXPORTERS OF SOUTH AFRICAN PROCESSED FRUITS, VEGETABLES AND NUTS

agriculture, land reform and rural development

Department:
Agriculture, Land Reform and Rural Development
REPUBLIC OF SOUTH AFRICA

Table of contents

STEP BY STEP EXPORT MANUAL

ACRONYMS AND ABBREVIATIONS

AGOA	Africa Growth and Opportunity Act
ARC	Agricultural Research Council
BAF	Bunker adjustment factor
BFAP	Bureau for Food and Agricultural Policy
BRC	British Retail Consortium
CAF	Currency adjustment factor
CBI	Centre for the Promotion of Imports from Developing Countries
CCP	Critical control points
CFR	Cost and freight
CIF	Cost, insurance and freight
CIP	Carriage and insurance paid to
CPT	Carriage paid to
DALRRD	Dept. of Agriculture, Land Reform and Rural Development
DAP	Delivered at place
DAT	Delivered at terminal
DDP	Delivered duty paid
DFTS	Dried Fruit Technical Services
DoH	Dept. of Health
EAN	European Article Number
EFTA	European Free Trade Area
EMIA	Export Marketing & Investment Assistance
EU	European Union
EXW	Ex works
FAS	Free alongside ship
FBO	Food Business Operator
FCA	Free carrier
FCL	Full container load
FDA	Food & Drug Administration in the USA
FDI	Foreign Direct Investment
FLT	Full liner terms
FOB	Free on board
GSP	Generalised System of Preferences
HACCP	Hazard Analysis and Critical Control Points
HS	Harmonised System.
IATA	International Air Transport Association
ICC	International Chamber of Commerce
IDC	Industrial Development Corporation
IPPC	International Plant Protection Convention
ISO	International Standards Organisation
ISPM 15	International Standard on Phytosanitary Measures
ISPS	International Security Port Surcharge
JETRO	Japanese External Trade Organisation
LCL	Less than a full container load
MRA	Mutual recognition agreement
NEF	National Employment Fund
NPPO	National Plant Protection Organisation
PMR	Primary Market Research
PPECB	Perishable Products Export Control Board
SABS	South African Bureau of Standards
SACU	Southern African Customs Union
SADC	Southern Africa Development Community
SAFJA	South African Fruit Juice Association
SAFVCA	South African Fruit and Vegetable Canners Association
SAFVCEC	South African Fruit and Vegetable Canners Export Council
SAMAC	South African Macadamia Growers Association
SANAS	South African National Accreditation System
SARS	South African Revenue Service
SEDA	Small Enterprise Development Agency
SEFA	Small Enterprise Finance Agency
SGS	Société Générale de Surveillance
TDCA	Trade, Development and Co-operation Agreement
The dtic	Dept. of Trade, Industry and Competition
TISA	Trade & Investment South Africa
UPC	Universal Product Code
USDA	United States Dept. of Agriculture
VAT	Value added tax
WHO	World Health Organisation

INTRODUCTION

WHY THIS MANUAL?

Producers of processed fruits, vegetables and nuts frequently approach the Dept. of Agriculture, Land Reform & Rural Development's Directorate: International Trade for information regarding the export of their products to foreign markets. Producers and traders are anxious to know how to export, where they can export to and where to find details about the requirements and standards of various importing countries around the world.

This manual aims to provide the answer to most of these questions and to guide potential exporters towards more detailed information regarding the export of processed (canned/dried/frozen) fruits, vegetables and nuts.

HOW TO USE THIS MANUAL

This manual should be used as a reference. It covers regulations governing the export of processed fruit, vegetables and nuts from South Africa, requirements and standards for these products to be imported into major foreign markets, and procedures to ensure that the products enjoy a favourable rate of import duty into those foreign markets with which South Africa has a trade agreement.

We have given as much detailed information as possible in a manual of this sort. However, regulations and procedures vary from product to product and we have therefore included references to the sources of precise information for different types of processed fruits, vegetables and nuts. Users of the manual should take care to follow these references and familiarise themselves with the specific information for their products.

The manual is structured in a way that takes the potential exporter stage by stage through the procedure to export processed produce:

- **Chapter one** gives an overview of the whole procedure to assist readers to understand the more detailed explanations that follow and how each stage fits into the total picture.
- **Chapter two** provides guidance on how to register for production and inspection with the Dept. of Agriculture, Forestry and Fisheries.
- **Chapter three** has information on traceability, packaging, labelling and packing of the product.
- **Chapter four** provides information about quality control, specifically Hazard Analysis and Critical Control Points (HACCP).
- **Chapter five** outlines the standards that are required in foreign markets by government dept.s, private companies or individual retailers. These standards include British Retail Consortium Global Standards (BRC), Hazard Analysis and Critical Control Points (HACCP) and International Standards Organisation (ISO) and ISO 22000 series on food management.
- **Chapter six** provides information on how to register with the South African Revenue Service as an exporter.
- **Chapter seven** explains the documentary requirements for exporting processed fruits, vegetables and nuts.
- **Chapter eight** delivery terms (Incoterms®) used in international contracts and modes of transport that can be used when exporting.
- **Chapter nine** indicates the cost breakdown of a shipment, showing percentages of money spent in different stages of a value chain.
- **Chapter ten** is a guide to where potential exporters can find help. It covers industry associations and export councils that can assist with information on how markets operate, as well as some of the organisations that can provide training and coaching to potential exporters.
- **Chapter eleven** is a guide to various sources and types of financial support, both in the government and private sector, that are available for exporters.
- **Chapter twelve** is a checklist that potential exporters can use to check if they are ready to export their products.
- **Chapter thirteen** gives some basic guidelines on international marketing and some of the databases that can be used when identifying potential markets and investigating how competitors are doing business.

CHAPTER 1

OVERVIEW OF THE EXPORT PROCEDURE

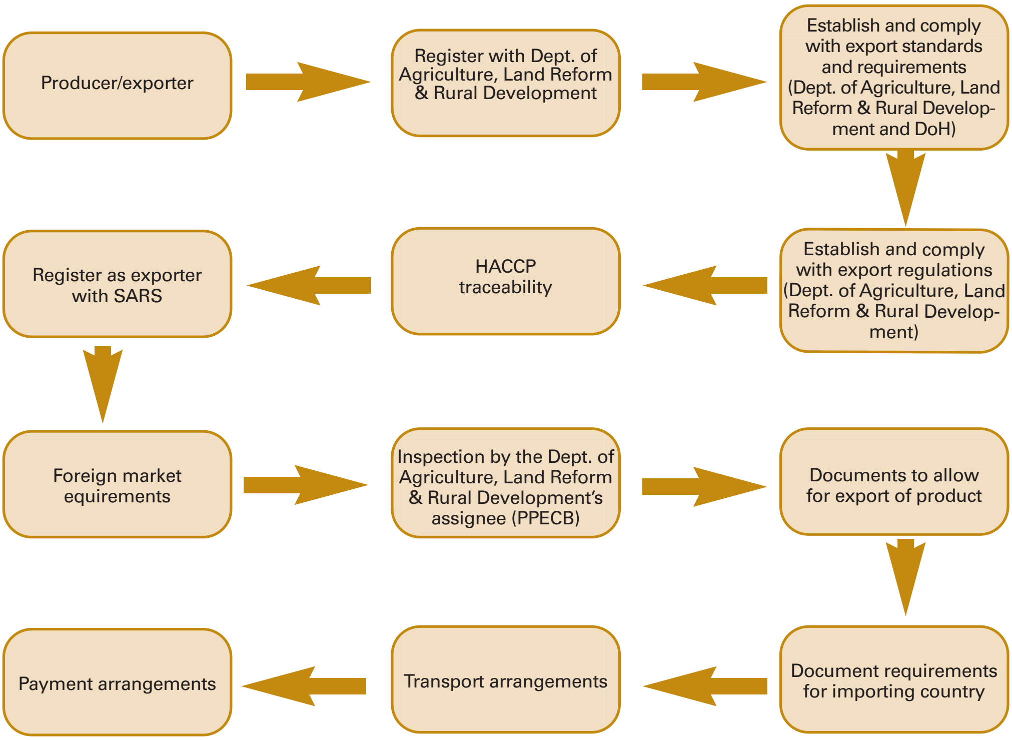
Exporting any product is complex; exporting food products, such as processed fruits, vegetables and nuts, is especially complex because health and food safety requirements must be considered in addition to the foreign marketing, distribution, logistics and, of course, payment issues. With regard to health and food safety requirements, the exporter has first to ensure that the production facilities comply with South African legislation governing what may be marketed locally.

Next there are regulations governing exports from South Africa, which are usually the result of agreements between South Africa and other countries. There are then regulations governing imports into foreign countries. In addition, buyers in foreign markets may have their own requirements. As referred to above, linking threads running through these complexities are logistics requirements to move the goods to the destination market and banking requirements to ensure that payment is received in South Africa.

The following is a short summary of the export process for canned fruit and vegetables, canned mushrooms, canned pastas, frozen fruit and vegetables, dried fruit, jams, jellies and marmalades, Honeybush, Rooibos and apricot and peach kernels:

1. Register for the necessary Food Business Operator (FBO) codes with the Dept. of Agriculture, Land Reform & Rural Development's Directorate Food Safety and Quality Assurance.
2. Consult Dept. of Health food safety requirements.
3. Consult the Export Standards and Requirements for the product concerned
   - Minimum/Maximum quality requirements for the grades concerned
   - Prescribed packing and marking requirements
4. Consult the Export Regulations for the product concerned which will provide the following information:
   - Prohibition applicable
   - Application for approval of export
   - Presentation for inspection
   - Procedure at inspection
   - Approvals and rejections
   - Appeals
5. Check the import requirements of the foreign market.
6. Arrange for inspection of the consignment concerned with the appointed assignee, namely the Perishable Products Export Control Board (PPECB).
7. For certain products, analysis of samples is required.
8. If the consignment is approved for export, an export certificate is issued by the PPECB.

The following diagram briefly explains the full process for the export of processed fruits, vegetables and nuts regulated by the Dept. of Agriculture, Land Reform & Rural Development:



CHAPTER 2
REGISTRATION AND REGULATIONS

The Departments of Agriculture, Land Reform & Rural Development and of Trade and Industry (the dti) have entered into agreements with other countries in order to facilitate the flow of goods, especially food products, by ensuring that basic regulations concerning food safety are implemented.

2.1 REGISTRATION AS AN FBO

All processors of fruit, vegetable and nuts destined for sale on export markets must be registered with the Dept. of Agriculture, Land Reform & Rural Development as a Food Business Operator (FBO). This basic registration can be done with the Dept. of Agriculture, Land Reform & Rural Development's Directorate: Food Safety and Quality Assurance (FSQA) by e-mail, fax or online registration. Registration forms and further details can be found at:

⇛ *www.dalrrd.gov.za*
⇛ *Branches*
⇛ *Agricultural-Production-Health-Food-Safety*
⇛ *Food-Safety-Quality-Assurance*
⇛ *Food-Business-Operator-Registration*

2.2 REGULATION OF SPECIFIC PROCESSED FRUITS AND VEGETABLES FOR EXPORT

The following specific processed fruits and vegetables for export are subject to the Dept. of Agriculture, Land Reform & Rural Development regulation:
- Apricot and peach kernels
- Frozen fruit and vegetables
- Dried fruit
- Canned vegetables
- Canned fruit
- Canned mushrooms
- Rooibos and rooibos mixtures
- Jam, jelly and marmalade
- Canned pasta products
- Honeybush and green honeybush

The regulations are designed to ensure that these products going into foreign markets meet basic food safety and quality standards; they cover aspects such as:
- Quality and food safety standards, including grading
- Requirements for containers
- Packing requirements
- Marking requirements
- Sampling procedures
- Methods of inspection

The overall approach of these regulations is similar for each group of products, although there are specific details for individual items. For example, the standards and requirements for the export of dried fruit give specific standards for dried deciduous fruit, dried subtropical fruit, raisins and currants, and other dried fruit.

These standards can be downloaded at:

⇛ *www.dalrrd.gov.za*
⇛ *Branches*
⇛ *Agricultural-Production-Health-Food-Safety*
⇛ *Food-Safety-Quality-Assurance*
⇛ *Export Regulations and Standards*
⇛ *Processed Products*

2.3 REGULATION OF PROCESSED NUTS FOR EXPORT

Nuts are divided into two types: groundnuts (peanuts) and tree nuts. The standards for groundnuts can be downloaded at:

⇛ *www.dalrrd.gov.za*
⇛ *Branches*
⇛ *Agricultural-Production-Health-Food-Safety*
⇛ *Food-Safety-Quality-Assurance*
⇛ *Export Regulations and Standards*
⇛ *Agronomy*

Currently tree nuts are not subject to the South African Agricultural Standards Act. Exporters of tree nuts should ensure that they comply with the international standards laid down by the International Nut and Dried Fruit Council Foundation (information is available at www.nutfruit.org) and should also check if their target market countries impose any additional standards.

2.4 COMPLIANCE WITH FOOD SAFETY STANDARDS

In addition to the above specific standards, exporters of these regulated processed fruits, vegetables and nuts must adhere to the Agricultural Product Standards Act of 1990 (Act No. 119 of 1990) regarding food safety and food suitability, available at:

⇛ *www.dalrrd.gov.za*
⇛ *Branches*
⇛ *Agricultural-Production-Health-Food-Safety*
⇛ *Food-Safety-Quality-Assurance*
⇛ *Export Regulations and Standards*
⇛ *Food Safety*

They must also comply with Dept. of Health (DoH) standards as set out in Notice R.908 of 27 June 2003. The regulations relating to the application of the hazard analysis and critical control point system (HACCP system) is available at http://extwprlegs1.fao.org/docs/pdf/saf73208.pdf

Both of these standards regulations (Dept. of Agriculture, Land Reform & Rural Development and DoH) relate specifically to compliance with a Hazard Analysis and Critical Control Points (HACCP) system, which is covered under Chapter 5. Compliance with the regulations is checked through inspections and certification carried out by authorised bodies.

2.5 REGISTRATIONS/REGULATIONS NOT APPLICABLE

Note that, unlike the export of fresh fruit, vegetables and nuts, processed plant products are not required to undergo phytosanitary inspection unless specified by the importing country. Furthermore, other members of the distribution chain such as transport operators, pack houses, wholesale warehouses and the like are not bound by the food safety standards referred to under 2.4 above and in Chapter 5. They are, however, bound by traceability issues, covered in Chapter 3.

CHAPTER 3

TRACEABILITY, PACKAGING, LABELLING AND PACKING

3.1 PACKAGING AND TRACEABILITY

A vital element in ensuring safety, quality and sanitary handling throughout the processing and distribution chain is traceability. This means that a specific item purchased by a consumer can, if necessary, be traced back through the transport route to the processing plant and finally to the farm where the fruit, vegetable or nuts were grown. This is a requirement not only in South Africa, but also in all major foreign markets.

The purpose of traceability legislation, here and abroad, is to ensure that, in the event of any danger alert regarding a product, the product can be identified back to its source throughout the supply chain. It is therefore necessary for each company in the supply chain to keep precise records about products that are received, processed and despatched while the products are under its control.

The importance of precise record-keeping in any quality management system cannot be over-estimated. Record-keeping is at the core of a traceability system as well as Hazard Analysis and Critical Control Points (HACCP) compliance. Ideally, export producers should implement a total quality management system that covers traceability and HACCP as a continuous process. Typically, a traceability system requires the following information:

TRACEABILITY INFORMATION	
Who?	Company/branch/dept. Responsible person
When?	Date/time Shift
What?	Product item(s)/logistics item/quality factors
Where?	Locations Company/area/containers used for storage Locations of input material (fruit or vegetables and other ingredients) Location to which processed products are sent Other relevant locations, if any
How?	Processing details: temperature, treatments, special requirements, warnings
How much?	Total number/total mass Batch/run

In order for a specific item to be traced the unit sold needs to be identifiable. A batch or lot number may be allocated to a traceable item, linking it to a specific process. Typically, all products in a batch would be of the same type and have undergone the same treatment at the same time.

Operating guidelines for traceability can be downloaded at:

⇛ *www.dalrrd.gov.za*
- ⇛ *Branches*
  - ⇛ *Agricultural-Production-Health-Food-Safety*
    - ⇛ *Food-Safety-Quality-Assurance*
      - ⇛ *Export Regulations and Standards*
        - ⇛ *Food Safety*
          - ⇛ *Operating guideline for traceability of regulated agricultural products of plant origin that are destined for export (MS Word)*

Further information on traceability and other food safety issues can be obtained from the International Standards Organisation (ISO), which has produced a 'family' of food safety standards at www.iso.org (*Search "ISO 2200"*)

3.2 INSPECTION AND AUDITING

It is the responsibility of the exporter to request an inspection by the Perishable Products Export Control Board (PPECB) before loading of the consignment and application of the export certificate, before any consignment of the regulated processed product of plant origin may be exported. PPECB, as the appointed assignee by the Dept. of Agriculture, Land Reform & Rural Development, inspects the final product to ensure that it conforms to export quality requirements, for which a typical process will be as follows:

1. When the processed fruits/vegetables or groundnuts are in their final form, PPECB is to be contacted for inspection of the product. Depending on the Dept. of Agriculture, Land Reform & Rural Development regulations, samples will either be inspected at the exporter's premises or taken to an authorised laboratory for further testing. The quantity samples per batch or weight are regulated by the Dept. of Agriculture, Land Reform & Rural Development. The inspection request application form and inspection facility requirements are available on the PPECB website at www.ppecb.com.
2. Once the product has passed inspection, an export certificate is issued by PPECB. Where a sample is analysed by the laboratory, a certificate of analysis is issued, upon which the export certificate is also issued.
3. Upon receipt of the export certificate, the exporter can arrange for export customs clearance and for shipment to the foreign country in accordance with the terms and conditions of the contract of sale between the seller and the buyer.

A list of these regulated products is available on PPECB's website at www.ppecb.com
Contact details: Tel: +27 21 930 1134, E-mail: info@ppecb.com

3.3 DEPT. OF AGRICULTURE, LAND REFORM & RURAL DEVELOPMENT PACKAGING AND LABELLING REQUIREMENTS

The packaging and labelling requirements for processed fruits, vegetables and nuts that are regulated for export (refer to the list under Chapter 2, sections 2.2 and 2.3) are set out in the Export Standards and Requirements referred to for each type of product. The requirements refer to containers (packaging) and marking (labelling) and give specific details of what is required and acceptable.

In general, containers must be suitable for the product (e.g. suitable quality cans/ jars in good condition and lined where appropriate for the contents, or bags in the case of nuts) and capable of being sealed to preserve the contents.

Marking (labelling) must, amongst other things, state the type of product, the grade, name and contact details of the producer including the FBO code, and date of manufacture. A true description of the contents must be given, and the net and drained mass. Country of origin (South Africa) must be stated.

Exporters of regulated processed fruits, vegetables and nuts, should refer to the specific standards for each type of product, as referred to in Chapter 2:

⇛ *www.dalrrd.gov.za*
- ⇛ *Branches*
  - ⇛ *Agricultural-Production-Health-Food-Safety*
    - ⇛ *Food-Safety-Quality-Assurance*
      - ⇛ *Export Regulations and Standards*
        - ⇛ *Agronomy*
        - ⇛ *Processed Products*

3.4 FOREIGN MARKET PACKAGING AND LABELLING REQUIREMENTS

It is possible that the foreign buyer may want the products to be exported from South Africa in unmarked containers (cans/jars); in this case, the Dept. of Agriculture, Land Reform & Rural Development regulations require all the necessary marking information to be included on the outer container and the export certificate accompanying the consignment. More commonly, legal requirements governing the labelling of food products in the foreign market may require information to be expressed in a certain way or position on the label or in a certain language.

Approval to deviate shall be applied for with the executive officer of the Agricultural Product Standards Act (Act No. 119 of 1990). This is an important element of foreign market research and some indications are given in Chapter 5.

3.5 PACKING FOR EXPORT

Packing for export refers to placing the individual cans, jars or packets of processed product into cartons (also known as the shipper/outer carton), which are then palletised. Note that the regulations governing exports of regulated processed fruits, vegetables and nuts contain guidelines on palletising. It would be normal for palletised cargo to then be containerised. To ensure the safe transit and handling of the products, the exporter must mark each shipper and the packed pallet correctly and completely.

The symbols for package handling instructions are internationally standardised in ISO 780 and in DIN 55 402. These symbols must never be omitted as they are self-explanatory and so overcome language problems in international transport operations. Handling symbols can be applied using templates, stamps, embossing or branding.

Pallets used are either made of wood or plastic. All regulated wood packaging (e.g. wooden pallets) must be debarked, treated with methyl bromide or heat treated and bear the relevant International Plant Protection Convention (IPPC) mark to indicate that it complies with ISPM 15 (International Standards for Phytosanitary Measures No. 15). The IPPC mark should be legible, permanent and not transferable, placed in a visible location, preferably on at least two opposite sides of the pallet.

CHAPTER 4

HAZARD ANALYSIS AND CRITICAL CONTROL POINTS (HACCP)

As already mentioned in Chapter 2, both the Dept. of Agriculture, Land Reform & Rural Development and the DoH require food processors, including producers/exporters of processed fruits, vegetables and nuts, to be compliant with the system known internationally as HACCP. It is also a minimum food safety standard set by foreign markets.

The HACCP system calls for the operations of the processor to be analysed and evaluated in order to identify key points at which controls should be imposed to prevent or eliminate a food safety hazard or reduce it to an acceptable level. These key points are known as Critical Control Points (CCPs). The seven principles involved in HACCP are:

1. Conduct a hazard analysis.
2. Determine the Critical Control Points.
3. Establish critical limits.
4. Establish a system to monitor control of the Critical Control Points.
5. Establish the corrective action to be taken when monitoring indicates that a particular Critical Control Point is not under control.
6. Establish procedures for verification to confirm that the HACCP system is working effectively.
7. Establish documentation concerning all procedures and records appropriate to these principles and their application.

On the basis of these principles the sequence to be followed to apply a HACCP system is:

Assemble HACCP team

↓

Describe product

↓

Identify intended use

↓

Construct flow diagram

↓

On-site confirmation of flow diagram

↓

List all potential hazards associated with each step, conduct a hazard analysis and consider any measures to control identified hazards

↓

Determine critical control points

↓

Establish critical limits for each critical control points

↓

Establish a monitoring system for each critical control point

↓

Establish corrective actions

↓

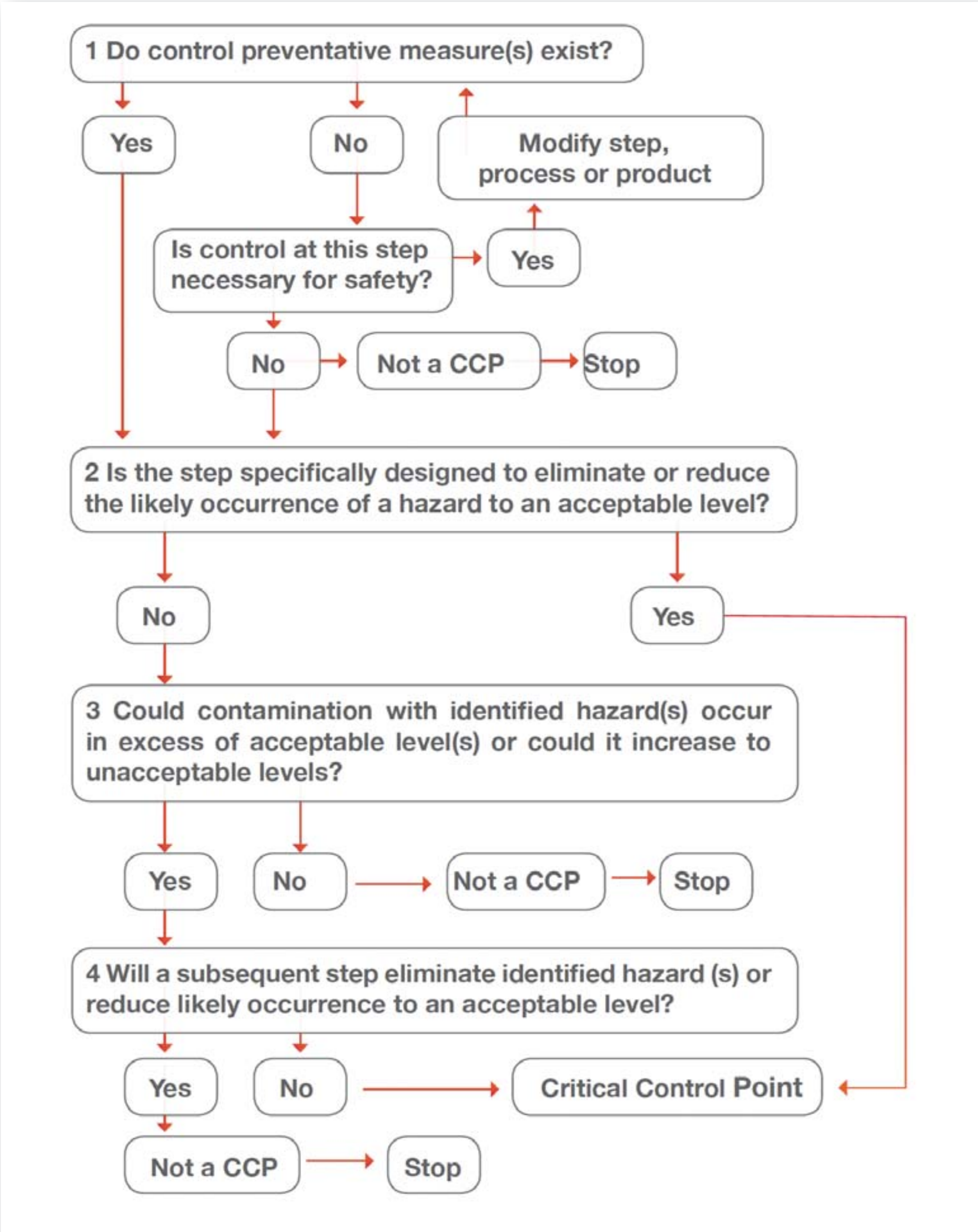
Establish verification procedures

↓

Establish documentation and record

The diagram above has been taken from Dept. of Health standards as set out in Notice R.908 of 27 June 2003, available at http://extwprlegs1.fao.org/docs/pdf/saf73208.pdf. The Notice contains full details of each step and gives the following example of a "decision tree" to help identify critical control points.

Example of a 'decision tree' to identify CCPs:



It is essential that the design of a HACCP system is done under supervision or with the assistance of specialists conversant with the system. It is also essential that key personnel in the operation are trained in the HACCP system.

Once a HACCP system has been developed and compliance has been verified/ certified by an accepted inspection body (Perishable Products Export Control Board – PPECB), regular audits are conducted, initially possibly every three to six months and later annually (it depends upon the nature of the processing operation). Regulatory authorities and buyers require up-to-date HACCP compliance certificates to be produced.

Exporters should, however, note Chapter 5, which has information about the common standards required in major foreign markets.

CHAPTER 5

FOOD STANDARDS REQUIRED IN FOREIGN MARKETS

In many countries, especially in highly developed economies such as the European Union (EU) and the United States of America (USA), food products must meet specific legislated standards. For processed fruits, vegetables and nuts that are subject to the Dept. of Agriculture, Land Reform & Rural Development regulation when exported from South Africa, the the Dept. of Agriculture, Land Reform & Rural Development regulations usually ensure that the products meet EU and USA legislated requirements.

Food products derived from plant material and not subject to the Dept. of Agriculture, Land Reform & Rural Development regulation may have to be tested against the legislated standards of the foreign market. This can usually be done in South Africa.

Most food products exported to the USA have to be tested by the US Food and Drug Administration; the exceptions are products such as confectionery, dairy products, eggs and egg products, meats, fruits, nuts and vegetables, which are subject to the requirements of the Dept. of Agriculture (USDA). The Dept. of Agriculture, Land Reform & Rural Development has strong working relationships with the USDA.

In addition, all suppliers of food products (including processed fruits, vegetables and nuts) must register with the US Food and Drug Administration in terms of the Federal Food, Drug and Cosmetic Act, as amended in terms of the bioterrorism act.

Japan imposes regulations and controls on imported food products, including processed fruits, vegetables and nuts. The website of the Japanese External Trade Organisation (JETRO) gives details of the relevant Acts and provides manuals on import regulations at *www.jetro.go.jp/en/reports/regulations.*

In addition to the legislated standards, the private sectors in many countries have introduced their own standards with which suppliers in developing countries, such as South Africa, have to comply.

Should the foreign buyer request to deviate from the labelling requirements of the Dept. of Agriculture, Land Reform & Rural Development, the exporter is required to apply for approval from the Dept. of Agriculture, Land Reform & Rural Development by submitting legal/official legislation from the importing country to the executive officer of the Agricultural Product Standards Act, 1990 (Act No. 119 of 1990).

5.1 HACCP SYSTEM

Although HACCP has been discussed in Chapter 4 it is important to note that, although a requirement of the South African Dept. of Agriculture, Land Reform & Rural Development/Dept. of Health for food products, it is not necessarily a legal requirement in EU countries. However, it is the minimum standard required in the retail trade in these countries.

THE EU COMPRISES 28 MEMBER COUNTRIES

Austria, Belgium, Bulgaria, Croatia, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia,Lithuania, Luxemburg, Malta, Poland, Portugal, Romania, Slovakia,Slovenia, Spain, Sweden, The Netherlands and the United Kingdom (exiting).

During the last 15 years or so 'consumer health and safety' has become an increasingly important issue in international trade, and for major retail chains in Europe HACCP is no longer regarded as the required standard.

5.2 BRITISH RETAIL CONSORTIUM GLOBAL STANDARDS (BRC)

The BRC Global Standards are a suite of four industry-leading technical standards that specify requirements to be met by an organisation to enable the production, packaging, storage and distribution of safe food and consumer products. Originally developed in response to the needs of Uk members of the British Retail Consortium, the standards have gained usage worldwide and are specified by growing numbers of retailers and branded manufacturers in the EU, North America and further afield. Information on BRC is available at:

⇛ *www.brcglobalstandards.com*
  ⇛ *BRC Global Standards*
    ⇛ *Food Safety*

Training in BRC standards is available in South Africa – refer to Chapter 10 where information about training organisations is given.

5.3 INTERNATIONAL STANDARDS ORGANISATION (ISO) AND ISO 22000 SERIES ON FOOD MANAGEMENT

The International Standards Organisation (ISO) was founded in 1946 to promote the development of international standards and related activities, including conformity assessment, in order to facilitate the exchange of goods and services worldwide.

ISO is composed of member bodies from many countries. The member body and the national standards marking body for South Africa is the South African Bureau of Standards (SABS). ISO's work covers all areas except those related to electrical and electronic engineering.

The ISO 22000 family of international standards addresses different aspects of food safety management; ISO 22000:2005 contains the overall guidelines for food safety management. Information is available at:

⇛ www.iso.org

⇛ *Search "ISO 2200"*

ISO 22000 has been designed to align with the ISO 9000 series on quality management (see below) and can be aligned or integrated with existing related management system requirements. It includes the principles of HACCP and application steps developed by the Codex Alimentarius Commission.

Allied to ISO 22000 is the FSSC 22000 certification scheme developed by the Foundation for Food Safety Certification.

5.4 ISO 9000 QUALITY MANAGEMENT SERIES

ISO developed the ISO 9000 standard series, covering different aspects of quality assurance management to meet differing sector needs, not only the processed food sector. ISO 9000 is a guidance document and ISO 9001, 9002 and 9003 describe distinct quality system models of varying stringency for use in different applications. ISO 9000 does not itself set specific standards for products, nor is it limited to processed fruits, vegetables and nuts; it is designed to ensure that producers have in place a management system that will enable them to maintain any product standard they choose to implement. ISO 9000 is not required by government legislation; however, more and more buyers internationally are demanding that suppliers are ISO 9000 compliant.

5.5 ACCREDITATION AND CERTIFICATION

A certificate of compliance to a certain standard is a requirement of many importers in foreign countries. This certificate must be issued by an accredited international certification body that must validate systems, products and personnel against the required standards. In South Africa, the South African National Accreditation System (SANAS) is recognised as the single national accreditation authority and has established mutual recognition arrangements (MRAs) with South Africa's major trading partners. This means that certificates issued by SANAS-accredited certification companies are recognised and accepted in those countries with which SANAS has an MRA in place. Chapter 10 gives details of training organisations that specialise in HACCP, BRC, ISO 22000 and ISO 9000 training and certify compliance.

CHAPTER 6

REGISTRATION AS AN EXPORTER WITH SOUTH AFRICAN REVENUE SERVICE (SARS)

There are two aspects to registration as an exporter with SARS: The first is that every exporter of any product out of South Africa has to be registered with the Customs and Excise division of SARS. The second is that exporters to countries with whom South Africa has trade agreements usually need to be registered specifically in terms of those agreements in order to enjoy the foreign market import duty concessions – usually this means duty-free entry for the product concerned.

6.1 REGISTRATION AS AN EXPORTER

Registration is required of any person, company, or other entity wishing to export any goods out of South Africa. The basic registration requires the following application forms to be completed:

- DA 185 Application form: registration/licensing of Customs and Excise clients
- DA 185.4A2 Registration client type 4A2 – exporter.

Forms are available from Customs and Excise offices and may also be downloaded at:
⇛ www.sars.gov.za
⇛ Customs and Excise
⇛ Processing
⇛ Pre-assessment
⇛ Registration
⇛ Local exporter

Completed forms, together with all required supporting documents should be submitted to the nearest Customs and Excise branch. There is no charge for registration and the validity period is indefinite. Registration usually takes about 10 working days from date of submission.

6.2 REGISTRATION AS AN EXPORTER UNDER PREFERENTIAL TRADE ARRANGEMENTS

South Africa has several trade agreements with other countries or groups of countries that give South African products preferential duty entry into the countries concerned. The Trade, Development and Co-operation Agreement (TDCA) between South Africa and the European Union (EU) allows for duty-free entry of a wide range of South African goods into EU member countries (Austria, Belgium, Bulgaria, Croatia, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, the Netherlands, Poland, Portugal, Romania, Slovak Republic, Slovenia, Spain, Sweden and the United kingdom).

The Free Trade Agreement of the Southern African Development Community (SADC) gives a wide range of South African products duty-free entry into 10 of the 15 SADC members (Botswana, Lesotho, Malawi, Mauritius, Mozambique, Namibia, Swaziland, Tanzania, Zambia and Zimbabwe), who, with South Africa, have implemented the FTA.

The Southern African Customs Union (SACU), which links South Africa, Botswana, Lesotho, Namibia and Swaziland, has a Free Trade Agreement with the European Free Trade Area (EFTA) comprising Norway, Liechtenstein, Iceland and Switzerland. Some developed countries grant the Generalised System of Preferences (GSP) status to South Africa, specifically EU members, Norway, Russia and Turkey. The United States also grants GSP to South Africa and in addition extends to South Africa and other sub-Saharan African countries a wide range of duty preferences under the African Growth and Opportunity Act (AGOA).

in order for the relevant importing country to be sure that the products entering the market are eligible for the preferential duties provided by these arrangements, additional registration by South African exporters with SARS is required. These requirements are in addition to registration as an exporter (DA 185 and DA 185.4A.2) and are outlined below.

SADC/TDCA/SACU-EFTA

- DA 185.4A7 Registration Client Type 4A7 - Producer

AGOA

- DA 185.4A4 Registration Client Type 4A4 - Manufacturer

GSP

- DA 46A2.01 Exporter’s Application for Registration for the purposes of the GSP
- DA 46A2.02 Producer’s Application for Registration for the purposes of the GSP

APPROVED EXPORTER –TDCA & SACU-EFTA

- DA 49A.02 Application for approved exporter status

In practice, exporters usually apply for all registrations to ensure that they can exercise all suitable market selection options.

All the forms may be downloaded on the SARS web site at the address specified in 6.1.
Completed forms, with required supporting documentation, should be submitted to the nearest Customs and Excise office.

6.2.1 Rules of origin

All trade agreements stipulate Rules of Origin that need to be complied with in order to qualify for preferential import duty rates. The exporter is responsible for establishing the Rules of Origin as well as for proving to customs (upon request) that the product does indeed comply. If the product does comply the exporter can register for the applicable trade agreement. This registration will allow for access to the relevant Certificate of Origin document.

SARS Customs defines the four basic principles of rules of origin as being:

- The first is wholly produced. In the case of these rules, products are regarded as originating in a specific territory if all the materials used in producing the product are from that territory or if the product is wholly obtained. For example, wheat flour made exclusively from wheat that was grown in a country and milled in that country would be regarded as wholly produced.
- The second is the principle of value added in the manufacturing of a product. If this principle is applied, the product is normally considered to have originated in a specific country if a specified percentage of the product value has been added there.
- The third type of rule determines origin on the basis of a change in tariff classification. By using this system, the origin of a product is determined in the country where, as a result of processing, its tariff classification changes.
- The fourth is the specific process test/principle, e.g. manufacturing from yarn.

More detailed information on Rules of Origin can be obtained from SARS – Customs Division. Refer to Chapter 7 for further discussion on the various Certificates of Origin.

CHAPTER 7

DOCUMENTARY REQUIREMENTS FOR EXPORTING PROCESSED FRUITS, VEGETABLES AND NUTS

Exporting requires an enormous amount of thought and attention to detail, especially to documentation. If documents are missing or wrongly completed the transaction could be void. The documents required depend on the type of product being exported, the South African documentary requirements for export from South Africa, as well as the regulations set out by the importing country. An exporter should therefore research and map the documentation process applicable in South Africa for the specific product and then request the potential importer to provide details of the importing country requirements. The exporter then needs to establish if it is indeed possible to meet the import requirements.

7.1 CHECKLIST OF BASIC EXPORT DOCUMENTS

On the next page is a list of basic export documents. The documentation may be required by both the importing country's customs and the industry to allow for successful importation and use of the product.

7.1.1 Commercial documents

- **Proforma Invoice**
  The Proforma Invoice is a common and important document in international trade. It is meant to mirror the commercial invoice but is sent beforehand by the exporter. In some cases it might be used as the first legally binding offer, in other cases it might be used by the exporter to confirm the importer's purchase order. The Proforma Invoice specifies the basic terms of sale, including the price, delivery and payment terms.
- **Commercial Invoice**
  The commercial invoice is prepared by the exporter and can reflect some the following information:
  - Names and addresses of buyer and seller
  - Invoice number and date
  - Complete description of goods
  - Unit prices where applicable and final prices as per the agreed Incoterm®
  - Terms of payment
  - Transport mark and number
  - Weight and quantity of goods
  - Name of vessel if known and applicable
- **Certified invoices**
  In most cases require that the commercial invoice be certified by an authority, such as a Chamber of Commerce or the importing country's embassy/high commission or consulate in South Africa, certifying that:
  - the goods are in accordance with a specific contract or pro forma,
  - the goods are, or are not, of a specific country of origin
  - and certifying any statement the buyer requires from the seller.
- **Packing list**
  A packing list itemises the goods shipped in each individual package, such as a box, crate, drum or carton. Also included will be the number, weight and measurement of the consignment.

7.1.2 Official documents

- **Export Certificate**
  Products regulated by the Dept. of Agriculture, Land Reform & Rural Development are to be inspected by PPECB. Once the product has passed inspection an Export Certificate is issued. This document is required by SA Customs to authorise exportation of the shipment. Refer to Chapter 3 for a detailed discussion on this process.
- **Phytosanitary Certificate**
  A document that shows the origin of the shipment and confirms inspection in the source country by the member of the importing country's National Plant Protection Organisation (NPPO).

Should the importing country require a phytosanitary certificate, the exporter should establish the phytosanitary conditions of the importing country. The exporter may obtain the import conditions from the importer or his/her agent in the importing country or from the NPPO of South Africa. In order to adhere to these conditions it might be that further analysis of the product is required in order to issue the phytosanitary certificate as per import requirements. The NPPO of SA liaises with the NPPO of importing countries to establish phytosanitary export programmes. In conjunction with the NPPO of South Africa, the exporter establishes whether or not it is possible to comply with the import conditions of the importing country. The agent or importer in the importing country must apply for an import permit from the NPPO of the importing country. If the import conditions can be complied with, the exporter may proceed to apply for a phytosanitary certificate from the NPPO of South Africa:

⇛ *www.dalrrd.gov.za*
⇛ *Branches*
⇛ *Agricultural-Production-Health-Food-Safety*
⇛ *Plant Health*
⇛ *Exporting from SA*
⇛ *Phytosanitary registrations for special export markets*

- **Certificate of Origin**
  The certificate of origin certifies the country in which the goods originated. This document is especially required when goods are being imported into the country of destination under a trade agreement between South Africa and the country concerned. The preferential import duty rate allowed for under the trade agreement will apply only if the correct certificate of origin is presented.
  Types of certificates of origin administered by SARS – Customs:
  – EUR1 Movement certificate EUR1
  – FORM A Generalised System of Preferences Certificate of Origin
  – SADC Certificate of Origin

Refer to Chapter 6 for guidelines on registering for the various trade agreements. The Chamber of Commerce also administers a Certificate of Origin, for exporters to benefit under the General System of Preferences for countries such as Japan and Canada.

- **Customs Declaration Form SAD 500**
  In order to obtain approval to export goods from South Africa this document need to be submitted to the customs and excise division of South African Revenue Service (SARS).

7.1.3 Insurance documents

- **Insurance certificate**
  Under Incoterm® CIP/CIF the seller (exporter) is responsible for procuring marine insurance for the shipment and the Insurance Certificate is then issued by the insurance company in proof thereof.

7.1.4 Transport documents

- **Air Waybill**
  This is a non-negotiable shipping document used by airlines for airfreight.
- **Bill of Lading**
  Used for seafreight, this is a legal contract between the owner of the consignment and the shipping line or agent to transport consignments. It states all details of cargo loaded onto a vessel.
- **Road Waybill**
  The Road Waybill serves as evidence of contract of carriage and as a receipt for consignments of goods.

7.1.5 Financial and financing documents

The method of payment (Pre-Payment, Open Account, Bill for Collection or Letter of Credit) agreed upon by the seller and buyer will dictate which financial document applies to a given transaction. Inexperienced exporters should contact the international division/branch of their bank for advice.

7.2 REQUIRED DOCUMENTS CHECKLIST

DOCUMENT	ROAD FREIGHT	AIR FREIGHT	SEA FREIGHT
Quotation	X	X	X
Pro Forma Invoice	X	X	X
Commercial Invoice	X	X	X
Consular Invoice	X	X	X
Packing List	X	X	X
Export Certificate	X	X	X
Specification Sheet/Certificate of Analysis	X	X	X
Certificate of Origin	X	X	X
Phytosanitary Certificate	Upon request		
Marine Insurance Certificate	a) Incoterm® dependent b) as well as per agreement between seller and buyer		
Air Waybill		X	
Bill of Lading			X
Road Waybill	X		
SAD 500	X	X	X

CHAPTER 8
DELIVERY TERMS (INCOTERMS®) AND INTERNATIONAL TRANSPORT MODES

8.1 INCOTERMS®

Incoterms® are standard international trade terms developed by the International Chamber of Commerce and are recognised by abbreviations such as "FOB" and "CIF". These terms are essential elements of a properly drafted international contract of sale, as they notify the buyer what is "included" in the sales price. Incoterms® allocate the following key contract elements between the seller and buyer:
- transport cost
- risk of loss or damage to the goods
- export and import customs clearance and payment of duties
- insurance responsibilities
- responsibilities between seller and buyer

Incoterms® are divided into two distinct classes: those for all modes of transport (road, air, rail, sea) and those for sea and inland waterway.

Rules for all modes of transport (road, air, rail, sea):

INCOTERM®		DESCRIPTION
EXW	Ex-Works	The seller's responsibility is to make the goods available, packed and ready for collection, either at its own premises or another named warehouse or factory. The buyer bears all cost and risk of transport. This term carries the minimum obligation for the seller.
FCA	Free Carrier	The seller is responsible for delivering the goods to the transport carrier or another person (such as a freight forwarder) nominated by the buyer. The responsibility for, and the risk of damage to or loss of, the goods are transferred from the seller to the buyer at this point. It is required of the seller to customs clear the goods for export.
CPT	Carriage Paid To	The seller delivers the goods to the carrier and contracts for and pays the cost of carriage to named place of destination. It is required of the seller to custom clear the goods for export.
CIP	Carriage and Insurance Paid To	In addition to the obligations under CPT, the seller also procures insurance cover against the buyer's risk of loss of or damage to the goods during carriage.
DAT	Delivered At Terminal	The seller is responsible for making the goods available to the buyer at a named terminal at the named port or place of destination. The seller is responsible for unloading of the goods but not for import customs clearance. NOTE: A terminal can refer to any place whether covered or not, such as a quay, warehouse, container yard, road, rail or air cargo terminal.
DAP	Delivered At Place	The seller is responsible for delivering the goods to a named place/point of destination. The buyer is responsible for unloading the goods from the transport vehicle as well as import customs clearance.
DDP	Delivered Duty Paid	The seller is responsible to deliver the goods, not unloaded from the transport vehicle, to the named place/point of destination and to clear the goods through customs for import. This term represents the maximum obligation for the seller but is not recommended if unable to obtain import clearance.

Rules for sea and inland waterway (when point of delivery and the place to which goods are carried are both ports):

INCOTERM®		DESCRIPTION
FAS	Free Alongside Ship	The seller is responsible for delivering the goods, customs cleared, alongside (quay or barge) the ship at the nominated loading point at the port of dispatch. The buyer must bear all cost and risk from that point onward. This term applies best to bulk and breakbulk cargo.
FOB	Free On Board	The seller is responsible for delivering the goods, cleared for export, on board the vessel at the named port of shipment. The risk of damage to or loss of, the goods pass from the seller to the buyer when the goods are on board the vessel, and the buyer bears all cost and risk from that moment onwards.
CFR	Cost and Freight	The seller delivers the goods on board the vessel and contract for and pays the costs and freight necessary to bring the goods to the named port of destination. The risk of loss or damage to the goods passes when the goods are on board the vessel.
CIF	Cost Insurance and Freight	In addition to obligations under CFR, the seller also contracts for insurance up to the named port of destination.

This summary only serves as an awareness of the importance of Incoterms® when engaging in international transactions. It is recommended that potential exporters attend an Incoterms® workshop at their local Chamber of Commerce or refer to other training institutions noted in Chapter 10.

8.2 INTERNATIONAL TRANSPORT MODES

Freight options for the exporter of processed fruit, vegetables and nuts are road freight, airfreight, sea or rail or a combination of these methods. This is obviously dependent on various factors such as:

- Nature of the product (for example frozen vegetables need to be shipped in a temperature regulated container whereas this is not a requirement for groundnuts).
- Place of destination (does the destination port/airport/depot etc., have the necessary equipment to handle and off-load the cargo).
- The time-frame within which the buyer wants the goods vs. the transit time and route for a selected transport mode.
- The frequency with which the transport service is offered to a destination as well as the reliability of such service.
- The most cost-effective transport method, taking the quantity ordered and the infrastructure at the place of destination into account.
- Security issues, both on the transport route and in the country of destination.

8.2.1 Containers

There are various types of ISO containers available to accommodate the international shipment of products. For example, most products are exported in a general purpose container (GP) whereas products that require a regulated temperature for shipment would make use of a reefer container. When making use of a reefer container (example the shipment of deep frozen vegetables) PPECB needs to be contacted in order to manage and regulate the correct temperature setting for product, for shipment.

8.2.2 Sea Freight

The majority of products relating to processed vegetables, fruit and nuts will be shipped in containers via sea. Making use of seafreight leaves the exporter with two options:

- **Full Container Load (FCL)**: Full Container Load (FCL) refers to when the exporter has sufficient cargo to utilise a whole container.
- **Less Container Load (LCL)**: With a LCL shipment the exporter delivers the goods to a container depot (or a groupage operator's warehouse), where the goods are packed

together with other consignments in order to fill up a container.

8.2.3 Air Freight

Airfreight allows for fast delivery of goods but is expensive and will substantially increase the price of the product in the foreign market. Exporters must also take into consideration limitations such as weight, volume and cargo restrictions.

8.2.4 Road Freight

Road transport is often the most effective mode of transport for freight in Southern African countries, especially when exporting to land-locked countries such as Zambia, Zimbabwe and Malawi. Other countries that are also serviced by road are Namibia, Angola, Democratic Republic of the Congo (DRC), Botswana, Lesotho, some parts of Mozambique and Tanzania.

8.2.5 Rail

For South Africa, Transnet's Freight Rail division offers rail services and maintains an extensive rail network across South Africa that connects with other rail networks in the sub-Saharan region. For services offered visit website: www.spoornet.co.za

CHAPTER 9
COST BREAKDOWN OF SHIPMENTS

The international environment introduces exporters to logistical scenarios and payment challenges that are not part of their domestic environment.

In the market research phase, the exporter should have obtained some idea of the price the market will bear for the product. The next phase then is to establish whether the product will compete in the selected market segment. Many exporters make the mistake of using the price they sell the product for in the local market and adding the additional export-related costs. The first step should therefore be to reinvestigate production costs and deduct any costs that do not form part of the export process.

9.1 FACTORS TO TAKE INTO ACCOUNT WHEN CALCULATING EXPORT PRICES

9.1.1 Export and Import process

- The exporter's own logistical environment and needs.
- Packing requirements for the specific product.
- Product specific requirements (example: label and inspection fees).
- Incoterms®.
- Exchange rate fluctuations (and the management thereof).
- Methods of payments (advantages and disadvantages).
- Transport methods available (advantages and disadvantages) – both in South Africa and in the importing country.
- Customs processes and requirements for both South Africa and the importing country.
- Services offered by various service providers to assist exporters.

9.1.2 Complexity of distribution channels in the foreign market

Often more than one intermediary is involved but for food the channel is mostly manufacturer-wholesaler-retailer.

In the USA for example, the exporter can:
- Sell to an importer who in return sells the product to a distributor.
- Sell direct to the distributor who sells to the retailer.
- Work with a broker to sell to a distributor or retailer.

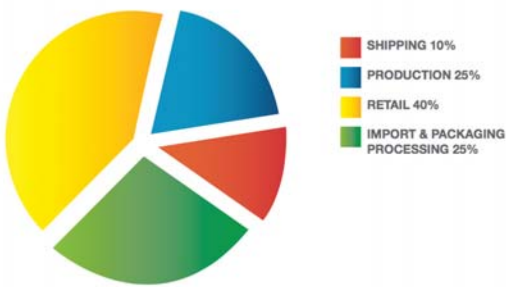
In the EU the distribution channel could include:
- An agent, who provides the link between the foreign supplier and the importer.
- Importers, who source products from abroad and supply wholesalers or direct to the large retail group.

The large retail groups in the EU generally buy through an agent or importer, although in some cases they may have direct contact with a foreign supplier. Channels of distribution for food ingredients or intermediary food products, such as fruit juice concentrate or even dried fruit, are somewhat different.

Due to the vast number of products under the processed fruit, vegetable and nuts category as well as the various grades within which most of these products can be sold and possible niche markets, it is difficult to provide a standard percentage that needs to be added to a costing structure for overseas markets. The exporter needs to do proper research on all factors named to establish individual applicable percentages. Exporters should make contact with their industry body (if one is available) to assist with various cost breakdowns and market price indicators.

Some indications for the EU market on pricing and percentages can be found on www.cbi.eu website. CBI is a Dutch government agency established to assist producers/exporters in developing countries to market their goods in the EU.

9.2 STANDARD PRICE BREAKDOWN INDICATOR (EU)



Shipping costs may vary depending on type of shipment (air or sea) and inland transportation. Import costs may vary due to seasonality, weather conditions and offered volumes.

POSSIBLE EXPORT COSTS TO CONSIDER	
Labelling and packaging cost (In addition to Dept. of Agriculture, Land Reform & Rural Development Standards and Requirements)	Labelling requirements for overseas markets differ from those in South Africa and often from country to country. Exporters should consider how this will impact on their pricing strategy.
Packing for exports (In addition to Dept. of Agriculture, Land Reform & Rural Development Standards and Requirements)	Cartons: Strong cartons are required in order to limit possible damage to goods. Palletisation: Loose cartons should be palletised (10 pallets can fit into a 20ft container).
Inspection Cost	For example, PPECB's fee to inspect regulated products for exports and issue the export certificate.
Documentation	Issuance cost of various documents needed for export and import such as a Certificate of Origin or a Phytosanitary Certificate.
Inland Transport	Cost will depend on the selected mode of international transport and area where supplier is situated.
Method of Payment	Bank charges are applicable to each selected method of payment.
Freight Forwarder & Clearing Agent	A freight forwarder is a service provider appointed by either the seller or buyer to arrange the necessary logistics and customs clearance for export; a clearing agent is a service provider appointed to arrange the same for import.
Credit Insurance	Insurance premium payable to over risk of non-payment by buyer.
Courier Fee	Cost to courier documents as per the agreed method of payment
Marine Insurance	The premium payable to procure insurance for a shipment.
Import Duty & VAT	The Customs authorities in the importing country require import duty and import VAT to be paid, before cargo will be released to the buyer.
Cost of inland transport to final destination	The charges payable normally relate to transport via rail and/or road.
SEA FREIGHT	
Cargo Dues	Port levy payable for use of port facilities.
Terminal handling charges	Collected by terminal authorities at each port against handling equipment and maintenance.
Container Rate 'Box Rate' (FCL Shipment)	A 'box rate' is charged for an FCL, regardless of its contents. Ocean freight rates are normally quoted on the basis of 'full liner terms' (FLT); that is, the loading and off-loading costs are included in the freight rate. Rates are quoted in US dollars and converted into rands at the bank's selling rate on a date nominated by the shipping line.
Surcharges	These are additional fees that can be applied by shipping lines to absorb increases in costs. Examples: BAF (Bunker Adjustment Factor); CAF (Currency Adjustment Factor); Port Congestion; ISPS (International Security Port Surcharge), etc.
Less than Container Load (LCL)	LCL shipments, bulk and break bulk cargo are charged on the basis of 1000 kg/1 m^3
AIR FREIGHT	
Freight Rate	Airfreight rates are based on whichever is the higher of: Actual weight vs. Volumetric weight **Volumetric weight calculation:** $\frac{\text{Length (cm) x Height (cm) x Width (cm)}}{\text{[divided by] 6 000}}$
Surcharges also apply to airfreight	War and Security Surcharge.
ROAD FREIGHT	
Transport Rate	Some road haulers charge a fixed rate per truck load while others charge per freight ton of cargo. While for airfreight the volumetric calculation is standard for all airlines, as shown above, for road freight, this calculation can differ. It is therefore important that exporters establish the volume/weight ratio of a 'freight ton', when quoted per kilogram.
RAIL	
Contact Spoornet for freight rates or visit www.spoornet.co.za	

Note that this list is only a guide to possible export costs and is not all-inclusive. More charges can apply depending on the product, international transporter and the rules and regulations of the country of import.

STEP BY STEP EXPORT MANUAL

CHAPTER 10

WHERE TO FIND HELP (GUIDANCE, TRAINING, COACHING)

This chapter is a guide to industry associations and the export councils that represent the interests of members and can provide some training, coaching and guidance to prospective exporters of processed fruit, vegetables and nuts.

10.1 SOUTH AFRICAN FRUIT AND VEGETABLE CANNERS ASSOCIATION (SAFVCA)

The association describes itself as a voluntary grouping of fruit and vegetable canning industry members and its mission is to protect and promote their interests. SAFVCA covers canned fruit and vegetables, concentrates, juices, jams and sauces. Its head office is situated in Paarl, Western Cape. For further details and contacts go to www.safvca.co.za.

10.2 SOUTH AFRICAN FRUIT AND VEGETABLE CANNERS' EXPORT COUNCIL (SAFVCEC)

Linked to SAFVCA, this export council liaises with the Dept. of Agriculture, Land Reform & Rural Development and with the Dept. of Trade and Industry on international trade issues such as market access, tariffs and non-tariff barriers. It helps members to participate in selected international trade fairs and trade missions and represents members where required. It addresses technical matters concerning exports such as product quality food safety, regulations concerning packaging, labelling and grading, as well as can/ tin plate specifications and the like. SAFVCEC also coordinates export studies and market related research. For further information or to contact the council follow the link through SAFVCA's website at www.safvca.co.za.

10.3 SOUTH AFRICAN FRUIT JUICE ASSOCIATION (SAFJA)

This voluntary body represents companies that process, convert and package fruit juices, concentrates and cordials for the local and export markets. Much of its work concerns regulation of the industry and the establishment of norms and standards to engender consumer confidence both here and abroad in South African fruit juices. SAFJA has associations with similar organisations in Australia and Europe. For further information go to www.safja.co.za.

10.4 DRIED FRUIT TECHNICAL SERVICES

The DFTS was established to keep the local dried fruit industry abreast of the need for agricultural research, strategic information on volumes and quality to meet all sanitary and phytosanitary requirement for local and export marketing to serve the best interest of the industry as the need arises and keep the National Agricultural Marketing Council (NAMC) and Minister of Agriculture, Forestry and Fisheries informed on strategic issues. It is authorised to receive and manage the statutory levy applied on South African dried fruit. It has introduced the Dried Fruit Production Protocol, which is essentially a HACCP-type quality control system. For further information go to www.hortgro.co.za.

10.5 AGRICULTURAL RESEARCH COUNCIL (ARC)

ARC was established in 1990 and is the principal agricultural research institution in South Africa. Among the many services that it renders to the agricultural and agro-business sectors are certain training programmes for producers. For the sector that this export manual is intended for, the relevant training programmes are in fruit processing, sub-tropical fruit processing and vegetable processing. A typical programme for fruit processing covers fruit juice extraction, clari cation and preservation, jam making, and packaging. For further information on ARC's services and training programmes visit www.arc.agric.za.

10.6 SA OLIVE INDUSTRY ASSOCIATION

This association represents the common interests of olive growers, olive oil producers, table olive producers, tree nurseries and olive importers. Since June 2012, SA Olive membership has become compulsory due to the implementation of the Statutory Measure Memorandum whereby a legislated levy is applied to olives. The Statutory Measure is applicable to growers, table olive processors, olive oil processors and table and olive oil importers. For information about this association go to www.saolive.co.za.

10.7 THE SOUTH AFRICAN MACADAMIA GROWER'S ASSOCIATION (SAMAC)

SAMAC comprises macadamia nut growers, processors and marketers that work together in sustaining and developing the industry. SAMAC has introduced certain standards for the handling and packing of raw macadamia nuts guided by the quality specifications proposed by the International Nut and Dried Fruit Council (INC). More information is available at www.samac.org.za > Standards. The INC describes itself as the international source for information on nuts and dried fruits for health, nutrition, food safety, statistics, government standards and government regulations regarding trade barriers and trade quality standards. Information is available at www.nutfruit.org.

10.8 GRAIN SA

Grain SA is the industry body under which groundnuts (peanuts) fall. Part of its function is to stimulate research into issues of importance to its members, including groundnut producers. A report compiled by the Bureau for Food and Agricultural Policy (BFAP) on the South African groundnut industry was published in May 2012: it is available at www.grainsa.co.za and enter 'groundnuts' into the search facility.

10.9 THE BUREAU FOR FOOD AND AGRICULTURAL POLICY (BFAP)

BFAP is a virtual network linking individuals with multi-disciplinary backgrounds to a coordinated research system that informs decision making within the food system. BFAP produced a report on the sustainability of the South African groundnut industry in 2012 which is available at www.bfap.co.za.

10.10 PERISHABLE PRODUCTS EXPORT CONTROL BOARD (PPECB)

The PPECB is a recognised inspection body responsible for implementing the Dept. of Agriculture, Land Reform & Rural Development regulations regarding the export of both fresh and much processed produce from South Africa. In addition to its inspection services, the PPECB also provides training programmes for producers/exporters; relevant training programmes for users of this manual are those covering product quality, cold chain management and food safety. Training programmes can be developed to meet individual needs. For further information on training go to www.ppecb.com.

10.11 SA AGRI ACADEMY

The Agri Academy provides a wide range of training programmes developed specifically for the agricultural sector, including producers and exporters. Training in various aspects of accreditation and certification is given, covering the requirements of EurepGap, British Retail Consortium (BRC), HACCP and Fair Trade certification. The academy also runs the Market Access Development Programme to assist SMEs to gain market access through local, regional, Fair Trade and conventional routes and an export readiness programme. More information can be obtained from www.agriacademy.co.za.

10.12 OTHER TRAINING ORGANISATIONS SPECIALISING IN FOOD SAFETY

10.12.1 SA Bureau of Standards (SABS)

SABS is South Africa's official standards authority and regulatory body and represents South Africa on the International Standards Organisation (ISO). In addition to developing standards and norms for products and services in South Africa, SABS also offers testing and accreditation, auditing and certification and training; the Design Institute also falls within SABS' ambit. Training programmes cover a range of sectors and subjects, including ISO 9000 quality management series and ISO 22000 food safety management. The training brochure can be downloaded from www.sabs.co.za.

10.12.2 Swift Silliker

Swift Silliker offers training courses aimed at all levels of employees in the food, beverage, hospitality, cosmetics, and pharmaceutical industries; the company is a FoodBev SETA accredited training provider. Programmes cover traceability, HACCP, BRC requirements and ISO 22000. Further information on the training calendar can be obtained from www.swift.co.za. The company also provides consulting services on food labelling as well as microbiology testing and nutritional analysis.

10.12.3 SGS

SGS in South Africa is part of the international Swiss-based Société Générale de Surveillance, which is one of the world's leading inspection and standards compliance organisations. It offers services covering auditing, certification, testing, inspection, verification, consulting and training. Training programmes cover all major international standards regimes, such as HACCP, ISO 22000 and BRC. More details and contact information can be obtained from www.sgs.co.za.

10.12.4 HACCP Academy

HACCP Academy is a private sector food safety consulting company providing services in the fields of training and development, food safety systems development, auditing services and food technology. Training programmes include HACCP, ISO 22000 and BRC; further information can be obtained from www.haccpacademy.co.za > training and development.

10.13 OTHER TRAINING ORGANISATIONS SPECIALISING IN EXPORT TRAINING

There are several institutions and companies offering training in various aspects of exporting. Note that these are not specific to exporters of processed fruit, vegetables and nuts; nonetheless, whatever the product being exported, fundamental principles are the same.

10.13.1 Small Eenterprise Development Agency (SEDA)

SEDA is an agency of the national Dept. of Trade and Industry. In addition to the wide range of entrepreneurial development services the agency offers, it also manages four Trade Points in South Africa (in Johannesburg, Port Elizabeth, Durban and Mbombela). To learn about the Trade Points go to www.seda.org. Export training is also provided through SEDA branches; for information click on the relevant province and the branch nearest to you.

10.13.2 GetSmarter

GetSmarter is a private educational company that provides a wide range of training courses online. Included is an import export management course, which covers all basic aspects of international trade. For information go to www.getsmarter.co.za.

10.13.3 Freight Training

Freight Training specialises in training in export and freight/logistics related matters. In-company training tailored to specific problem areas is also offered. For details visit www.freighttraining.co.za.

10.13.4 School of Shipping

School of Shipping offers courses in import, export, customs clearing and freight forwarding, which are accredited by the South African Transport Education and Training Authority (TETA). More information is available from www.schoolofshipping.co.za.

10.13.5 Logtrain International

Logtrain International offers skills training, e-learning, courses and workshops in supply chain management, international freight, transport and shipping, and Incoterms®. More information is available at www.logtrain.co.za.

10.13.6 Chambers of Commerce and Industry

Chambers of Commerce and Industry in major centres frequently offer export assistance and training.
Note that educational institutions, such as Universities, the IMM Graduate School of Marketing (IMM GSM) and the International Trade Institute of Southern Africa (Itrisa) offer long-term diploma or degree programmes in international trade or related subjects. IMM GSM and Itrisa also offer short training programmes from time to time.

10.14 REGIONAL INVESTMENT AGENCIES

There are regional investment organisations in all provinces, and many of these provide guidance and assistance programmes to enterprises.

10.14.1 Western Cape Investment and Trade promotion Agency (Wesgro)

In the Western Cape, Wesgro is an agency supported jointly by the Province and the City of Cape Town; it provides export development, tourism promotion and inward investment services. Export development programmes include export training at various levels, foreign trade fair participation and outgoing trade missions. For more information go to www.wesgro.co.za.

10.14.2 Other regional investment agencies

Gauteng Growth and Development Agency: www.ggda.co.za
Invest North West: www.nwdc.co.za
Mpumalanga Economic Growth Agency: www.mega.gov.za
Northern Cape Economic Development Agency: www.nceda.co.za
Trade and Investment KwaZulu-Natal: www.tikzn.co.za
Trade and Investment Limpopo: www.til.bz

CHAPTER 11
FINANCIAL SUPPORT FOR EXPORTERS

When the exporter has drawn up the export plan and is ready to export, possibly the next step on the export road is to give consideration to how the enterprise will finance its exports. Exporting is a complicated and expensive process. It requires time, considerable planning, extensive research (much of it overseas), highly skilled staff, product adaptations, international travel, expensive international promotions and management involvement. At the same time, profit margins are often low and payment terms may mean that the exporter receives payment only in 30, 60 or 90 days. Together, this translates into high expenses and slow income. Cash- flow is often a major problem facing the small exporter.

11.1 WHEN IS FINANCE NEEDED?

Financing is required almost from the moment the enterprise decides to get into exports. Financing requirements can be divided into four stages (the first three are the pre-contract phases, while the last stage is the post-contract phase).

11.1.1 Financing to carry out research and spend time on Planning & Cost Benefit analysis

Expenses at this stage are related more to the time needed to put into the planning and preparation process than to actual outlays on travel, research and promotion. The enterprise should be able to cover these financing outlays itself.

11.1.2 Financing for export market research efforts

This stage requires time and effort to be spent in selecting target countries and then gaining a better understanding of the targeted markets. In this stage, expenses will probably be related to a fairly extensive desk research effort (which may involve purchasing market research reports online and accessing other information for which there may be a charge). In addition, there should be at least one visit to the target market to obtain information from industry associations, chambers of commerce, potential buyers; if possible, a visit to a trade fair or two should be included. If the research is carefully planned, it may be possible to achieve all in-market research goals in one visit. A second visit may, however, be desirable. Larger potential exporters may want to acquire the services of professional research agencies, which would push up the cost considerably. At this point the company may already need to consider finding financing for this research (the dti provides assistance to exporters for their in-market research efforts: se para.11.4).

11.1.3 Financing to implement the export plan

Based on the research completed, the enterprise will re ne its initial planning and will now need to implement its export plan. This is another expensive step in the export process, because it can involve promoting the product over the internet, via direct mail, through advertising in trade magazines, taking part in one or more trade fairs and visiting potential buyers. It is highly unlikely that an enterprise will be able to achieve its objectives without visiting the market in question. Indeed, it is possible that at least two or three visits to the market will be necessary before the marketing drive has any effect.

11.1.4 Financing to help the exporter achieve contractual obligations

Assuming that the marketing effort has paid off and the enterprise has secured a contract, the next step is to produce the goods, package and label them, ship them off to the customer, provide the agreed upon service and wait for payment. This is perhaps the costliest part of the whole process and is very difficult to estimate. This will be the stage where financing needs are the most acute. It is also likely that this will take place only two years or so from the initial export development steps and already thousands of rands have been spent to secure this first order.

11.2 TYPES OF FINANCING AND FINANCIAL SUPPORT AVAILABLE TO THE EXPORTER

Sources of pre-shipment finance are:
- bank overdrafts
- loans from financial institutions.

Sources of post-shipment finance are:
- bank overdrafts
- loans from financial institutions
- factoring facilities
- discounting of bills of exchange/drafts

11.2.1 Banks

One of the most common ways of financing exports is by obtaining credit from commercial banks (much domestic activities are financed). This credit may be in the form of an overdraft negotiated with the bank or it may be a loan for a specific project. However, banks prefer not to finance individual orders as they prefer to establish an on-going business relationship with customers. Banks are the key source of finance around the world and they take care in considering and analysing the requests for financing received from prospective exporters. In doing this, they do take many factors into consideration.

STEP BY STEP EXPORT MANUAL

11.2.2 Factoring

Factoring services are designed to take the payment risks inherent in export sales away from the manufacturers or producers. A company might approach a factor where it requires cash to finance further production and development. The factor buys the exporter's 'book', either advancing up to 90% of the value as soon as the 'book' is received with the balance on collection of debts, or paying certain amounts on specific dates as agreed with the exporter. The factor takes a commission of between 0,75% and 2%, depending on the nature of the business, sales volumes, invoice value and client spread, and credit terms. As the new 'owner' of the debt, the factor assumes responsibility for collection of the debt when it falls due. Collections are carried out in the importing countries via correspondent factors or branch offices.

11.2.3 Discounting of bills of exchange/drafts

When payment is by a letter of credit, a bill of exchange is often stipulated and required to be drawn on the nominated negotiating bank. Once this bank accepts the bill, it becomes liable under it. An exporter holding such an accepted bill of exchange can use it to raise finance by 'selling' it to a bank on a discounted basis. A major advantage of discounting a bill of exchange is that an exporter receives payment in SA rands as soon as he negotiates the bill, and thus is freed of any further risk of exchange loss. However, before adopting this method of finance, exporters should discuss this option with the foreign or international branch/division of their banks.

11.3 SMALL ENTERPRISE DEVELOPMENT AGENCY (SEDA)

The Small Enterprise Development Agency (SEDA) is the Dept. of Trade and Industry's agency for supporting small business in South Africa. SEDA offers the following services: Business registration (close corporation, cooperatives, patents); business planning and management; marketing research and planning; facilitating access to nance; assistance with access to markets; trade exhibitions; technology access such as product testing, development and certifications; business training. For more information on SEDA visit its website: www.seda.org.za.

11.4 EXPORT MARKETING AND INVESTMENT ASSISTANCE (EMIA) SCHEME

The purpose of assistance under the EMIA scheme is to give partial compensation to exporters for costs incurred in developing export markets for South African products and services and to recruit new foreign direct investment into South Africa.

EMIA is broadly divided into two types – individual participation schemes and group schemes:

- **Individual Participation Schemes**
  - Individual Exhibitions and In-Store Promotions
  - Primary Market Research (PMR) and Foreign Direct Investment (FDI) - Individual Inward-Bound Missions
- **Group Participation Incentive Schemes**
  - Group Inward Buying Trade Missions
  - Group Investment Missions
  - National Pavilions
  - Outward Selling Trade Missions and Outward Investment Missions - Sector-Specific Assistance

For more information contact the EMIA Director at the dti:
Sithembile Tantsi
Tel: +27 (0)12 394 1258 / 2258
STantsi@thedti.gov.za

Also visit the dti website at www.thedti.gov.za for other business assistance incentive schemes available to enterprises.

11.5 DEVELOPMENT FINANCE INSTITUTIONS

SMALL ENTERPRISE FINANCE AGENCY (SEFA)
SEFA was established in 2012 as a result of the merger of South Africa Micro Apex Fund, khula Enterprise Finance Ltd and the small business activities of the Industrial Development Corporation (IDC). Loan facilities to enterprises include:

- **Bridging loan**
  Bridging loan is a short-term loan to an enterprise to finance working capital needs (i.e. stock and/or operating overheads)
- **Term loan**
  Term loan is a loan for a specific amount, which has a specified repayment schedule and a floating or fixed interest rate. Term loan is used to finance assets that have a medium- to long-term lifespan, such as machinery, fixtures and fittings, vehicles, office equipment; it can also be used for start-ups, expansions and acquisitions of businesses.
- **Structured finance**
  Structured finance is used to finance businesses that require funding but fall outside the parameters of term and bridge loan facilities. The support is provided by way of a debt facility but mainly tailored around the requirements of the project (tailored finance).

- **Wholesale lending**
  Wholesale lending (debt/equity) is offered to intermediaries, joint ventures, partnerships and other collaborative relationships with the target market and funding gap being:
  - Survivalists and micro-enterprises – loans between R500 and R50 000.
  - Small enterprises – loans being between R50 000 and R1 million.
  - Medium enterprises – loans being between R1 million and R5 million.

For more information on SEFA: visit www.sefa.org.za, call 086 000 7332 or e-mail: helpline@sefa.org.za.

NATIONAL EMPOWERMENT FUND (NEF)

Established by the National Empowerment Fund Act No 105 of 1998 (NEF Act), the National Empowerment Fund (NEF) promotes and facilitates black economic participation by providing financial and non-financial support to black empowered businesses, and by promoting a culture of saving and investment among black people. The NEF implements its mandate in providing asset management, fund management as well as strategic projects funding.

Funding is currently obtainable from four funds, namely the iMbewu Fund, uMMnotho Fund, Rural and Community Development Fund and the Strategic Projects Fund. For further information on the qualifying criteria and services offered as well as the contact details for the NEF provincial offices visit www.nefcorp.co.za, call 0861 843 633 or e-mail applications@nefcorp.co.za (funding) or info@nefcorp.co.za (general enquiries).

INDUSTRIAL DEVELOPMENT CORPORATION (IDC)

The IDC is a self-financing, state-owned development finance institution whose primary objectives are to contribute to the creation of balanced sustainable economic growth in Southern Africa and to further the economic empowerment of the South African population, thereby promoting the economic prosperity for all citizens.

The IDC provides finance for industrial development projects by proactively identifying and funding high-impact and labour-intensive projects; leading the creation of viable new industries; using South Africa's diverse industry expertise to drive growth in priority sectors; and taking up higher-risk funding projects.

Various development funds are available of which the Agro-Processing Competitiveness Fund is one. For more information on this fund, the qualifying criteria and the application process, visit www.idc.co.za, call 0860 693 888 or e-mail callcentre@idc.co.za.

STEP BY STEP EXPORT MANUAL

CHAPTER 12
EXPORT READINESS CHECKLIST

Many enterprises fail in their early attempts to export because they under-estimate what is involved in exporting and do not have sufficient resources. Resources include money, materials, equipment and labour, as well as management, technical and administrative skills. Export readiness is therefore dependent not only on the product but also the enterprise, its finances and infrastructure.

There are various export readiness questionnaires available on the Internet, but the following should provide a good indication on how ready the enterprise and its product is to begin exporting and, more important, which areas should be improved in order to raise the chances of success.

MISSION AND BUSINESS PLANNING	YES	NO
Is the legal structure appropriate for your enterprise? (Is your company registered as a CC, Pty/Ltd, Partnership, etc.?)		
Do you have a written business/marketing plan covering 12 to 24 months? (Not an export plan, but an overall business plan)		
Is your plan being implemented and monitored properly? (Are there proper weekly or monthly reports on production/sales/business development?)		
Do you understand the importance of doing it right first time and a commitment to this? (Have there been repeated problems with planning, delivery, etc.?)		
FINANCIAL MANAGEMENT	**YES**	**NO**
Do you have a recent audited or certified financial report for your business? (including balance and profit/ loss statements & explanatory notes)		
Do you have an efficient internal accounting system producing monthly financial performance reports and cash flow overviews?		
Do you prepare a budget annually?		
Did your turnover grow last year?		
Did you have a net profit?		
PRODUCTION	**YES**	**NO**
Are your production facilities reasonably up-to-date and functioning smoothly?		
Is your production consistent in volume and quality?		
Could you increase your production by about 30% or more at short notice?		
Do you maintain detailed records of your suppliers, of your internal processes and of your buyers in order to maintain a traceability system?		
Do you meet all DoH food safety standards?		
Are you at least HACCP compliant and are you audited regularly?		
If your product is regulated by the Dept. of Agriculture, Land Reform & Rural Development, can you meet the specific Dept. of Agriculture, Land Reform & Rural Development requirements, regulations and standards for export?		
If yes to the above question, do you have an account with PPECB?		
Is your company registered as an FBO with the Dept. of Agriculture, Land Reform & Rural Development?		
Do you have an accurate product costing system based on a bill of materials?		
HUMAN RESOURCES AND ORGANISATIONAL STRUCTURE	**YES**	**NO**
Does your company have the resources and experience to handle administrative matters efficiently?		
Do you have efficient communications systems (telephone, fax, e-mail) and do you respond quickly to enquiries, complaints, etc.?		
Do you have clear and up-to-date job descriptions for your employees?		
Are your workers trained for their jobs?		

MARKETING	YES	NO
Do you have a marketing strategy/marketing plan for your local market which consistently incorporates the main marketing aspects (i.e. product, price, distribution and promotion)?		
Do you have a person responsible for marketing?		
Have you analysed which market segments are the most attractive (i.e. which buyers yield the most profit consistently?)		
Do you regularly develop new products and do you have a recorded procedure for product development?		
Do you have a realistic pricing policy based on an accurate product costing system?		
EXPORTING	**YES**	**NO**
Have you achieved any exports?		
Do you have any export experience?		
Do any employees have recent export administration experience?		

If the enterprise cannot answer 'yes' to at least two-thirds of these questions, then it should take a serious look at what corrections/improvements need to be made before attempting to export. Of especial importance are the questions relating to production, because without an exportable product produced in a viable operating plant, exports cannot take place. However, any business activities need to be set in the framework of a well-thought through plan and, if the enterprise still has a way to go before it is likely to be export-ready, planning to achieve export-readiness is an essential first step.

An enterprise that can answer 'yes' to most of the questions, and especially to those concerning production, could well develop an export plan and then begin to explore export possibilities and undertake preliminary export market research, while it makes the necessary improvements in other areas.

CHAPTER 13

INFORMATION SOURCES FOR EXPORT MARKET RESEARCH

13.1 NICHE MARKETING/MARKET SEGMENTATION

Before considering where to find information about foreign markets, the potential exporter should understand one of the most important principles of export marketing – the concept of niche markets or market segmentation (the two terms have the same meaning).

The aim of every marketer is to be a preferred supplier to the chosen markets. The challenge for small companies is to achieve such a position even though they may be competing against much larger firms. The small company can do this by identifying in the overall market small niches or segments whose specific needs it can meet and by tailoring its marketing efforts to those niches.

For food products, including processed fruits, vegetables and nuts, the following are examples of some niche or market segments:

- **Income levels**
  Products might offer exclusivity to the very rich or exceptional value for money for the less affluent.
- **Pack sizes**
  Small packs might be offered to consumers who cannot afford to buy large ones, or who do not have the space to store large ones (e.g. dwellings in the Far East are often very much smaller than those found in the West). On the other hand, bulk packs could be offered to institutions (schools, universities, hospitals, prisons, hotels, etc.).
- **Health consciousness**
  Products with natural ingredients might be preferred by the health-conscious, who might be reached through membership of health and sports clubs.
  - The concept might extend to residents of old age homes, or perhaps to exclusive nursing homes and recuperation centers.
  - Age-related products: there are any number of products that appeal to people of a specific age group. Older, more conservative people have different tastes in food to younger people.
  - Cultural and /or religious differences create a demand for certain food products, such as Kosher and Halal certification.

Readers of this manual should already have a good idea of many of the essential issues that have to be taken into account when exporting and therefore have to be researched. Following is a summary of necessary market research issues:

- **Different cultures, languages, business customs and laws**
  Some of the factors that can affect business negotiations across cultures are: decision making time; thought patterns; social behaviour; attitude to material possessions; family relationships; risk avoidance; competitiveness; and short- and long-term planning. Language differences clearly affect how an exporter communicates with potential business partners and how easily agreement can be reached. Language differences mean that labels will need to be translated, and possibly that the exporter's brand name will not be acceptable: consumers may find it too difficult to pronounce or it may have an inappropriate meaning. Cultural differences may also influence whether or not the product will be acceptable, especially if it is a consumer product.
- **Banking and foreign exchange**
  Not only will exporters need to understand foreign currencies and South Africa's exchange control regulations; they will also need to understand something of the banking practice in the target market and should seek advice from the foreign or international branch/division of their bank.
- **More complex product standards and specifications**
  This can be one of the most challenging differences between market requirements in South Africa and those in target export markets. The Dept. of Agriculture, Land Reform & Rural Development's export regulations on certain processed fruits, vegetables and nuts are designed to meet many foreign market requirements. Nonetheless, this is one of the first areas you will need to research.

13.2 WHERE CAN INFORMATION BE FOUND?

There is no central source of information covering all the issues of all possible target markets. Some sources, such as the World Trade Organisation, cover certain specific issues for most countries. Others, such as the CIA World Factbook, cover a wide range of aspects of most countries, but only at a macro level, not at a specific marketing level.
The following is a guide to information sources:

- **HS code**
  The Harmonised System numerical code by which goods are classified in international trade. The full classification of the product in target markets must be checked to be sure of obtaining the correct import duty information. Help from a freight forwarder.
- **Country Information**
  - South Africa's trade representatives/embassies abroad. For more information visit:
    ⇛ *www.dirco.gov.za*
        ⇛ *Websites of SA missions*
  - CIA World Factbook

⇛ *www.cia.gov*
⇛ *Library*
⇛ *Publications*
⇛ *The World Factbook*

- CBI (Centre for the Promotion of Imports from Developing Countries, The Netherlands):
  ⇛ *www.cbi.eu* (see further comments under 13.4)
- International Trade Centre (ITC), Geneva:
  ⇛ *www.intracen.org*
  ⇛ *Exporters*
- EU information:
  ⇛ *www.europa.eu*
  ⇛ *www.kompass.com*
  ⇛ *www.europages.com*
  ⇛ *www.euromonitor.com*
- Country profiles from local banks; general news media and trade journals in target market.

- **Banking infrastructure in target markets**
  Exporter's bank for basic information.
- **Transport/communications infrastructure**
  Freight forwarder.
- **Market access**
  - Freight forwarder;
  - Foreign country's embassy/consulate in South Africa.
  - SARS website at www.sars.gove.za.
  - Dept. of Trade and Industry (the dti) at www.thedti.gov.za.
  - South Africa's trade representatives/embassies abroad at www.dirco.gov.za.
- **Import licensing and import tariff system**
  Foreign country's embassy/consulate in South Africa; freight forwarder; for US, including AGOA.
- **Special customs provisions**
  - Advance rulings on Customs classifications and entry regulations and procedures.
  - Freight forwarder.
  - Information should be checked with Customs officials during a market visit.
- **Technical, food, health and safety standards**
  - THe Dept. of Agriculture, Land Reform & Rural Development for regulated processed fruits, vegetables and nuts.
  - Foreign country standards body (info from SABS).
  - For EU countries consult the CBI website at www.cbi.eu.
- **Packaging and labelling regulations**
  - Foreign country's standards body or trade regulatory body.
  - For EU countries consult the CBI website.
- **Documentary requirements**
  - Freight forwarder should assist.
  - The buyer/agent should inform the exporter of foreign market requirements.

13.3 CBI SERVICES

CBI – the Centre for the Promotion of Imports from Developing Countries – is probably the most comprehensive information source for companies wishing to export products to EU countries. All information is provided free of charge and covers general manuals on exporting, exhibiting at foreign trade fairs, and similar issues, as well as specific reports on individual product groups.

Readers of this manual should visit the CBI website and register, which is a once-off simple process. Then go to www.cbi.eu/market-information and select processed fruits, vegetables and edible nuts. A range of issues are available concerning different aspects of exporting this range of products to EU countries:

- Trendmapping: insights and foresights on key European market dynamics
- Market competitiveness.
- Channels and segments.
- Tradewatch, covering trade statistics.
- Buyer's black box: What is on the mind of a European buyer.
- Business landscape.
- Product factsheets.
- Buyer requirements.
- Database of specific market reports.

APPENDIX 1
PACKAGING CHECKLIST

PACKAGING CHECKLIST FOR EXPORTERS OF FOOD PRODUCTS

PROTECTION OF HEALTH AND SAFETY	YES	NO
Do all packaging materials used (including items such as printing inks, adhesives, etc.) conform to existing laws and are they approved, if applicable, for direct contact with food?		
Is this certified by the package supplierin accordance, for example, with the internationally recognised regulations of the FDA or the EU?		
Have such regulations been checked and certificates issued in respect of the particular nature of the packed product?		
Have specific regulations for packaging and mandatory labelling to prevent misuse been checked for such products as dietary products, aerosols containing food, etc.?		
Are there any requirements for childproof closures of the packs?		
When perishable foods such as vegetables, meat, fish, seafood, poultry, eggs, dairy products, etc. are packed, are there any regulations on sanitary certification, prescribed packaging materials, use-by-date or other markings in the target markets?		
Are there any specific hygiene regulations for machinery or personnel carrying out the packing operation?		
LABELING	**YES**	**NO**
Does the product's name properly describe the product without being misleading as to its nature or origin?		
Does the product name and quality grade conform to international or national standardised nomenclature?		
When a picture of the product in use is shown on the package, can this be considered misleading as to the contents of the pack or as to the actual size of the product packed?		
Are any special claims, such as 'new formula', 'economy size', 'weight reducing' claims for dietary products, and so forth, that might be printed on a package, clearly substantiated and allowed by existing regulations?		
Is the average declared weight/volume or allowance for slack fall within the tolerances of existing regulations?		
Does the text on the package include possible mandatory information on: Country of origin? Name and address of producer/packer/importer? Weight/volume/count of content expressed as drained/net/grossvalues in prescribed metric and/or imperial units? List of main or all ingredients and additives in the correct way and sequence? Warnings against potential dangers to the consumers' health through misuse, overdosing or incorrect handling of the package?		
Is the text printed in the prescribed language/languages?		
Does the size of the various elements of the text conform to existing legal specifications?		
Are the text elements positioned in the prescribed places on the package or the label?		
Is the information about the product and its use given in conformity with recommendations issued by local consumer organisations? The nutritional value of foods? The mineral, vitamin, etc. content of the foods? Number and size of servings? Date of production or latest recommended date of consumption? The unit price of the product?		
Must the label carry barcode markings of the Universal Product Code (UPC – 9 digits) system or the European Article Numbering (EAN – 13 digits) system?		

ENVIRONMENTAL ASPECTS	YES	NO
Is the type of package, such as non-returnable, easy-opening can closures, aerosol propellants, and so on, allowed by environmental legislation in the target markets?		
Are there any specific regulations for packaging materials of vegetable origin such as wood, straw, hay, or for used textile sacks, shredded waste paper, and so forth? If applicable, have the necessary fumigation or sterilisation certificates for such materials been obtained?		
Are there any fiscal duties to be paid in the target markets, for example, on non-returnable packages?		
STANDARDS	**YES**	**NO**
Does the construction, dimensions, size, capacity and material speci cations of the package conform to possible standards or recommendations issued, for example, by: ISO or other international bodies? EC or other regional organisations? National standards institutions in the respective target markets? Voluntary industry agreements? IATA or other international transport conventions? National road or rail carriers?		

Source: Food Export Programme Manual, Wesgro, 2008

STEP BY STEP EXPORT MANUAL

ACKNOWLEDGEMENTS

DALRRD ACKNOWLEDGES THE FOLLOWING INFORMATION SOURCES

South African Revenue Service website
www.sars.gov.za

Perishable Products Export Control Board
www.ppecb.com

Food Export Programme: Wesgro, 2008
www.wesgro.co.za

CBI
www.cbi.eu

International Chamber of Commerce
www.iccwbo.org

Making Exports your Business
Moore and Beudeker, Western Cape Dept. of Economic Development, 2004
www.capetown.gov.za

SECTION 4

SERVICE PROVIDERS

SERVICE PROVIDERS

Fruit & Nuts	Oil Crops	Spices & Additives	Poultry & Eggs
Vegetables	Sugar Crops	Ready-made Food	Red Meats
Fruit & Veg Juices	Grain Crops	Beverages	Seafood
Tubers & Fungi	Sauces & Soups	Alc. Beverages	Dairy

PACKAGING: ❶Canned ❷Bottled ❸Tubbed ❹Bagged ❺Wrapped ❻Boxed ❼Doypack

SERVICES: Producer/Produce Processor, Processing Equipm. Supplier, Packaging & Print Supplier, Logistic & IT Services, Exporter/Agent/Trader, Refrigeration & Cold Storage, Forwarding & Clearing, Freight Handling & Transport, Industry Support Services

PROCESSING & PACKAGING: Dried/Sugared/Dehydrated, Smoked/Cured, Brined/Pickled/Jellied/Syrup, Milled/Sliced/Pressed, Fermented/Cultured/Blended, Chilled/Frozen, Baked/Fried/Grilled, Pasteurised/HPP/Sterilised, Vacuumed/Modified atmosph.

PRODUCE GROUPS

ABSA AGRIBUSINESS

PO Box 7735, Johannesburg 2001, RSA

Tel: +27 (0)11 350 8000

www.absa.co.za

See page IV in the Prelimanary section for more information

Services: Industry Support Services ●
Produce Groups: Fruit & Nuts, Vegetables, Fruit & Veg Juices, Tubers & Fungi, Oil Crops, Sugar Crops, Grain Crops, Sauces & Soups, Spices & Additives, Ready-made Food, Beverages, Alc. Beverages, Poultry & Eggs, Red Meats, Seafood, Dairy

AECI FOOD & BEVERAGE, A DIVISION OF AECI LTD

PO Box 6883, Greenstone 1616, RSA

Tel: +27 (0)11 409 5000

marketingaecifb@aeciworld.com
www.aecifoodandbeverage.co.za

Through our engaged people, innovative product solutions and sustainable business practices, AECI Food & Beverage supply a range of technology driven and consumer led additive ingredients and processing aids into the Beverage, Dairy, Health & Nutrition and Commodities industries.

See page XIV in the Prelimanary section for more information

Services: Producer/Produce Processor ●; Exporter/Agent/Trader ●
Processing & Packaging: Fermented/Cultured/Blended ❶❷❹
Produce Groups: Spices & Additives, Sugar Crops, Fruit & Veg Juices, Sauces & Soups, Dairy

AGRISA

Block A, Inkwazi Office Park,
1249 Embankment Road,
Centurion 0051, RSA

Tel: +27 (0)12 643 3400

agrisa@agrisa.co.za
www.agrisa.co.za

See pageXII to XIII in the Prelimanary section for more information

Services: Industry Support Services ●
Produce Groups: Fruit & Nuts, Vegetables, Fruit & Veg Juices, Tubers & Fungi, Oil Crops, Sugar Crops, Grain Crops, Sauces & Soups, Spices & Additives, Ready-made Food, Beverages, Alc. Beverages, Poultry & Eggs, Red Meats, Seafood, Dairy

Produce groups			
Fruit & Nuts	Oil Crops	Spices & Additives	Poultry & Eggs
Vegetables	Sugar Crops	Ready-made Food	Red Meats
Fruit & Veg Juices	Grain Crops	Beverages	Seafood
Tubers & Fungi	Sauces & Soups	Alc. Beverages	Dairy

PACKAGING: ❶Canned ❷Bottled ❸Tubbed ❹Bagged ❺ Wrapped ❻Boxed ❼Doypack

SERVICES: Producer/Produce Processor, Processing Equipm. Supplier, Packaging & Print Supplier, Logistic & IT Services, Exporter/Agent/Trader, Refrigeration & Cold Storage, Forwarding & Clearing, Freight Handling & Transport, Industry Support Services

PROCESSING & PACKAGING: Dried/Sugared/Dehydrated, Smoked/Cured, Brined/Pickled/Jellied/Syrup, Milled/Sliced/Pressed, Fermented/Cultured/Blended, Chilled/Frozen, Baked/Fried/Grilled, Pasteurised/HPP/Sterilised, Vacuumed/Modified atmosph.

PRODUCE GROUPS

AGT FOODS AFRICA (PTY) LTD

PO Box 414, Krugersdorp 1740, RSA

Tel: +27 (0)11 762 5261

sales.za@agtfoods.com
www.agtfoods.co.za

AGT Foods is a trusted specialist supplier of agricultural production, processing and trading services. With a geographic footprint that extends to much of the African continent, AGT Foods is able to offer our local and international customers superior quality pulses, legumes, turf seeds, field seeds and popcorn.

See page 1-13 for more information

Producer/Produce Processor	Exporter/Agent/Trader	Dried/Sugared/Dehydrated	Milled/Sliced/Pressed	Fermented/Cultured/Blended	Produce groups
●	●	❷❸❹❻	❹❻	❼	Oil Crops, Spices & Additives, Vegetables, Ready-made Food, Grain Crops

AGRICULTURAL RESEARCH COUNCIL

PO Box 8783, Pretoria 0001, RSA

Tel: +27 (0)12 427 9700

nkami@arc.agric.za
www.arc.agric.za

The Agricultural Research Council is a premier science institution that conducts research with partners, develops human capital and fosters innovation to support and develop the agricultural sector.

Industry Support Services	Produce groups
●	Fruit & Nuts, Oil Crops, Spices & Additives, Poultry & Eggs, Vegetables, Sugar Crops, Ready-made Food, Red Meats, Fruit & Veg Juices, Grain Crops, Beverages, Seafood, Tubers & Fungi, Sauces & Soups, Alc. Beverages, Dairy

BREVA BEVERAGES (PTY) LTD

Riversands Incubation Hub, Riverside View, Midrand 2181, RSA

Tel: +27 (0)83 646 8324

sales@breva.co.za

BREVA Beverages manufactures, markets and sells alcohol alternative beverages under the brand names BREVA and Paradise. BREVA is a range of pilsner and malt-based fruit flavoured beverages while Paradise is a range of no alcohol gin & tonic alternatives.

Cert: BRC, Halal, IFS 2020

Producer/Produce Processor	Exporter/Agent/Trader	Fermented/Cultured/Blended	Pasteurised/HPP/Sterilised	Produce groups
●	●	❷	❷	Beverages

Produce groups: Fruit & Nuts · Oil Crops · Spices & Additives · Poultry & Eggs · Vegetables · Sugar Crops · Ready-made Food · Red Meats · Fruit & Veg Juices · Grain Crops · Beverages · Seafood · Tubers & Fungi · Sauces & Soups · Alc. Beverages · Dairy

PACKAGING: ❶Canned ❷Bottled ❸Tubbed ❹Bagged ❺Wrapped ❻Boxed ❼Doypack

CAPE FRUIT PROCESSORS

PO Box 1368, Paarl 7624, RSA

Tel: +27 (0)21 863 0341

capefruit@capefruits.co.za
www.capefruits.co.za

Cape Fruit Processors specialises in the processing of fruit concentrate, blends and segments. Our secondary product range includes citrus peel and oils.

Cert: FSSC 22000, Halal, Kosher, SGF

CAPE HERB & SPICE (PTY) LTD

50 Bell Crescent, Westlake Business Park, Westlake 7945, RSA

Tel: +27 (0)21 701 5140

info@capeherb.co.za
www.capeherb.co.za

Cape Herb & Spice brings flavour innovation from the tip of Africa to the tip of your tongue. We offer a full category solution for herbs and spices with extensive experience in export worldwide. Our offering extends into Rooibos tea and Wet condiments from the Libstar family of companies.

Cert: BRC, IFS, Halal, Kosher

CAPE KAROO INTERNATIONAL (PTY) LTD

PO Box 2629, Mossel Bay 6500, RSA

Tel: +27 (0)44 606 4400

meat@capekarooint.com
www.capekarooint.com

Cape Karoo International is a world leader in the processing of fresh, frozen and partly cooked or grilled ostrich meat and South African game meats with export ready products suited to the gastronomy, manufacturing and supermarket trades. Cape Karoo International are also producers of pet foods from ostrich and game meats.

Cert: BRC AA, IFS, HACCP, Halal,
EU Approved ZA24 & ZA96

SERVICES	Cape Fruit Processors	Cape Herb & Spice	Cape Karoo International
Producer/Produce Processor	●	●	●
Processing Equipm. Supplier			
Packaging & Print Supplier			
Logistic & IT Services			
Exporter/Agent/Trader	●	●	●
Refrigeration & Cold Storage			
Forwarding & Clearing			
Freight Handling & Transport			
Industry Support Services			

PROCESSING & PACKAGING	Cape Fruit Processors	Cape Herb & Spice	Cape Karoo International
Dried/Sugared/Dehydrated	❻	❷❸❹❻	
Smoked/Cured		❷❸❹❻	
Brined/Pickled/Jellied/Syrup			
Milled/Sliced/Pressed	❶❷		
Fermented/Cultured/Blended		❷❸❹❻	
Chilled/Frozen			❹❻
Baked/Fried/Grilled			
Pasteurised/HPP/Sterilised	❷	❹❻	❹❻
Vacuumed/Modified atmosph.			❹❻

PRODUCE GROUPS	Cape Fruit Processors	Cape Herb & Spice	Cape Karoo International
	Fruit & Nuts, Oil Crops, Fruit & Veg Juices	Spices & Additives, Beverages, Sauces & Soups	Red Meats

Fruit & Nuts	Oil Crops	Spices & Additives	Poultry & Eggs
Vegetables	Sugar Crops	Ready-made Food	Red Meats
Fruit & Veg Juices	Grain Crops	Beverages	Seafood
Tubers & Fungi	Sauces & Soups	Alc. Beverages	Dairy

PACKAGING: ❶Canned ❷Bottled ❸Tubbed ❹Bagged ❺ Wrapped ❻Boxed ❼Doypack

SERVICES: Producer/Produce Processor, Processing Equipm. Supplier, Packaging & Print Supplier, Logistic & IT Services, Exporter/Agent/Trader, Refrigeration & Cold Storage, Forwarding & Clearing, Freight Handling & Transport, Industry Support Services

PROCESSING & PACKAGING: Dried/Sugared/Dehydrated, Smoked/Cured, Brined/Pickled/Jellied/Syrup, Milled/Sliced/Pressed, Fermented/Cultured/Blended, Chilled/Frozen, Baked/Fried/Grilled, Pasteurised/HPP/Sterilised, Vacuumed/Modified atmosph.

PRODUCE GROUPS

CAPE ROOIBOS (PTY) LTD

Main Road, Eendekuil 7335, RSA

Tel: +27 (0)22 962 1649

info@caperooibostea.co.za
www.caperooibostea.co.za

Cape Rooibos is a bulk supplier of rooibos. We strive to supply top quality product to our customers and build relationships with both consumer and supplier.

Cert: FSSC 22000 (Version 5.1), SAGAP, Rainforest Alliance, Organic (JAS, EOS, NOP)

CCS LOGISTICS

PO Box 686, Cape Town 8000, RSA

Tel: +27 (0)87 350 7350

customerservice@ccslogistics.co.za
www.ccslogistics.co.za

CCS Logistics owns and operates six refrigerated warehouse facilities in the major centres and harbours of South Africa and Namibia. We have multiple quality accreditations, provide bonded warehousing and blast freezing at selected facilities.

Cert: EU Certified, FSA, HACCP, IBL, PPECB, Qpro, Yum!

See inside front and inside back cover for more information

CONTOUR LOGISTICS

PO Box 6092, Welgemoed 7538, RSA

Tel: +27 (0)21 918 4900

mandy@contourlogistics.co.za
www.contourlogistics.co.za

Established in 1997, Contour Logistics is a freight forwarder and logistics service provider operating globally and specialising in the facilitation of perishable products from source to client.

Cert: Member of SAAFF and FPEF

DAIRY STANDARD AGENCY

PO Box 910, Irene 0062, RSA

Tel: +27 (0)12 665 4250

info@dairystandard.co.za
www.dairystandard.co.za

Company	Producer/Produce Processor	Processing Equipm. Supplier	Packaging & Print Supplier	Logistic & IT Services	Exporter/Agent/Trader	Refrigeration & Cold Storage	Forwarding & Clearing	Freight Handling & Transport	Industry Support Services	Dried/Sugared/Dehydrated	Smoked/Cured	Brined/Pickled/Jellied/Syrup	Milled/Sliced/Pressed	Fermented/Cultured/Blended	Chilled/Frozen	Baked/Fried/Grilled	Pasteurised/HPP/Sterilised	Vacuumed/Modified atmosph.	Produce Groups
Cape Rooibos (Pty) Ltd	●				●					❹❻							❹❻		Beverages
CCS Logistics				●		●	●	●											Fruit & Nuts, Spices & Additives, Poultry & Eggs, Vegetables, Ready-made Food, Red Meats, Fruit & Veg Juices, Beverages, Seafood, Sauces & Soups, Dairy
Contour Logistics				●		●	●	●											Fruit & Nuts, Poultry & Eggs, Vegetables, Ready-made Food, Red Meats, Fruit & Veg Juices, Beverages, Seafood, Tubers & Fungi, Sauces & Soups, Alc. Beverages, Dairy
Dairy Standard Agency									●										Dairy

Fruit & Nuts	Oil Crops	Spices & Additives	Poultry & Eggs
Vegetables	Sugar Crops	Ready-made Food	Red Meats
Fruit & Veg Juices	Grain Crops	Beverages	Seafood
Tubers & Fungi	Sauces & Soups	Alc. Beverages	Dairy

PACKAGING: ❶Canned ❷Bottled ❸Tubbed ❹Bagged ❺Wrapped ❻Boxed ❼Doypack

SERVICES: Producer/Produce Processor, Processing Equipm. Supplier, Packaging & Print Supplier, Logistic & IT Services, Exporter/Agent/Trader, Refrigeration & Cold Storage, Forwarding & Clearing, Freight Handling & Transport, Industry Support Services

PROCESSING & PACKAGING: Dried/Sugared/Dehydrated, Smoked/Cured, Brined/Pickled/Jellied/Syrup, Milled/Sliced/Pressed, Fermented/Cultured/Blended, Chilled/Frozen, Baked/Fried/Grilled, Pasteurised/HPP/Sterilised, Vacuumed/Modified atmosph.

PRODUCE GROUPS

DE PIZAN BEVERAGES (PTY) LTD

79 Range Road, Kenwyn 7779, Cape Town, RSA

Tel: +27 (0)76 796 3227 or (0)81 445 6611

info@depizan.com
www.depizan.com

De Pizan handcrafts non-alcoholic beverages of high quality – valuing taste and virtue in each bottle produced.

Services	Processing & Packaging	Produce Groups
Producer/Produce Processor ●; Exporter/Agent/Trader ●	Fermented/Cultured/Blended ❷	Beverages

DELI SPICES

25 Bertie Avenue, Epping Industria 2 7460, RSA

Tel: +27 (0)21 505 2000

info@delispices.co.za
www.delispices.co.za

Seasonings and Additive blends for the food industry; Natural Spices and Herbs; Meal Creations; Soya Protein; Functional Ingredients; Natural, Collagen and Artificial Casings; Meat Processing Equipment; Requisites and Packaging.

Cert: FSSC 22000, ISO 22000, Halal, Kosher

Services	Processing & Packaging	Produce Groups
Producer/Produce Processor ●; Processing Equipm. Supplier ●; Exporter/Agent/Trader ●	Dried/Sugared/Dehydrated ❻; Milled/Sliced/Pressed ❻; Fermented/Cultured/Blended ❷❸	Spices & Additives; Sauces & Soups

DEPARTMENT OF AGRICULTURE, LAND REFORM AND RURAL DEVELOPMENT

Private Bag X250, Pretoria 0001, RSA

Tel: +27 (0)12 319 6000

www.dalrrd.gov.za

See page V in the Preliminary section and Section 3 for more information

Services	Processing & Packaging	Produce Groups
Industry Support Services ●		All produce groups

DEPARTMENT OF TRADE, INDUSTRY AND COMPETITION

Private Bag X84, Pretoria 0001, RSA

Tel: +27 (0)12 394 9500

www.thedtic.gov.za

Services	Processing & Packaging	Produce Groups
Industry Support Services ●		All produce groups

Fruit & Nuts	Oil Crops	Spices & Additives	Poultry & Eggs
Vegetables	Sugar Crops	Ready-made Food	Red Meats
Fruit & Veg Juices	Grain Crops	Beverages	Seafood
Tubers & Fungi	Sauces & Soups	Alc. Beverages	Dairy

PACKAGING: ❶Canned ❷Bottled ❸Tubbed ❹Bagged ❺ Wrapped ❻Boxed ❼Doypack

ENERGY PARTNERS REFRIGERATION

Unit 5-6, 2 Sterling Road, Samrand Business Park, Centurion, RSA

Samrand: +27 (0)10 276 0125
Parow: +27 (0)21 931 7144
Durban: +27 (0)31 702 3111

refrigeration@energypartners.co.za
www.energypartners.co.za

Energy Partners Refrigeration supplies consistent, clean and reliable cooling across the industrial and commercial sectors through turnkey or smart financing solutions like Cooling as a Service (CaaS).

See page 2-11 for more information

FACTS FOOD AND ALLERGY CONSULTING AND TESTING SERVICES (PTY) LTD

Office 11 1st Floor, The Woodmill, Vredenburg Rd, Stellenbosch 7600, RSA

Tel: +27 (0)21 882 9883

info@factssa.com
www.factssa.com

Our SANAS accredited laboratory offers commercial detection of common food allergens and animal species. FACTS offers members of the food and allied industries a synergy of skills within one company. This allows us to offer unparalleled expertise in the areas of analytical testing, nutritional, regulatory, food safety and education.

FYNBOS FINE FOODS

PO Box 744, Malmesbury 7299, RSA

Tel: +27 (0)22 485 7358
Mobile: +27 (0)76 597 4809

info@fynbosfoods.com
www.fynbosfoods.com

Fynbos Fine Foods is a family business which was founded in 1996. We specialize in growing, drying, smoking, fermenting, preserving & pickling the finest produce for the local market.

Cert: FSA, FDA and stage 1 FSSC 22000

SERVICES	Energy Partners Refrigeration	FACTS	Fynbos Fine Foods
Producer/Produce Processor			●
Processing Equipm. Supplier			
Packaging & Print Supplier			
Logistic & IT Services			
Exporter/Agent/Trader			●
Refrigeration & Cold Storage	●		
Forwarding & Clearing			
Freight Handling & Transport			
Industry Support Services		●	

PROCESSING & PACKAGING	Energy Partners Refrigeration	FACTS	Fynbos Fine Foods
Dried/Sugared/Dehydrated			❷
Smoked/Cured			❷
Brined/Pickled/Jellied/Syrup			❷
Milled/Sliced/Pressed			
Fermented/Cultured/Blended			❷
Chilled/Frozen			
Baked/Fried/Grilled			
Pasteurised/HPP/Sterilised			❷
Vacuumed/Modified atmosph.			

PRODUCE GROUPS	Energy Partners Refrigeration	FACTS	Fynbos Fine Foods
	All 16 groups	All 16 groups	Spices & Additives; Sauces & Soups

Fruit & Nuts	Oil Crops	Spices & Additives	Poultry & Eggs
Vegetables	Sugar Crops	Ready-made Food	Red Meats
Fruit & Veg Juices	Grain Crops	Beverages	Seafood
Tubers & Fungi	Sauces & Soups	Alc. Beverages	Dairy

PACKAGING: ❶Canned ❷Bottled ❸Tubbed ❹Bagged ❺ Wrapped ❻Boxed ❼Doypack

SERVICES: Producer/Produce Processor, Processing Equipm. Supplier, Packaging & Print Supplier, Logistic & IT Services, Exporter/Agent/Trader, Refrigeration & Cold Storage, Forwarding & Clearing, Freight Handling & Transport, Industry Support Services

PROCESSING & PACKAGING: Dried/Sugared/Dehydrated, Smoked/Cured, Brined/Pickled/Jellied/Syrup, Milled/Sliced/Pressed, Fermented/Cultured/Blended, Chilled/Frozen, Baked/Fried/Grilled, Pasteurised/HPP/Sterilised, Vacuumed/Modified atmosph.

PRODUCE GROUPS

Company	Services	Processing & Packaging	Produce Groups
Honeybee Heroes	● Producer/Produce Processor; ● Exporter/Agent/Trader	❶ Pasteurised/HPP/Sterilised	Sugar Crops
Industrial Development Corporation	● Industry Support Services		All produce groups
Irvin & Johnson (Pty) Ltd	● Producer/Produce Processor; ● Exporter/Agent/Trader	❻ Chilled/Frozen	Seafood

HONEYBEE HEROES

Willowdale Farm, Stanford 7210, RSA

hello@honeybeeheroes.com
www.honeybeeheroes.com

Honeybees are an essential part of food production worldwide, pollinating most of the world's fruits, vegetables, nuts and more. More than fifty South African crops rely on honeybees and other pollinators to grow. Honeybee Heroes actively reverses the decline of South African honeybees through sustainable and ethical beekeeping practices in addition to corporate and community hive adoptions.

See page 1-47 for more information

INDUSTRIAL DEVELOPMENT CORPORATION

PO Box 784055, Sandton 2146, RSA

Tel: +27 (0)11 269 3000

www.idc.co.za

The IDC's role is to enhance the industrial capability of South Africa and the African continent, boosting economic growth and industrial development. We do this by funding entrepreneurs starting new enterprises or supporting companies that want to extend existing operations. The IDC fund start-up and existing businesses up to a maximum of R1 billion.

See pages X to XI in the Preliminary section for more information

IRVIN & JOHNSON (PTY) LTD

PO Box 1628, Cape Town 8000, RSA

Tel: +27 (0)21 440 7800

talk2us@ij.co.za
www.ij.co.za

A love for the sea and passion for fishing are the driving forces behind I&J, a leading vertically integrated deep-sea fishing company in South Africa. More than 110 years old, I&J is a globally respected supplier of premium quality, chilled and frozen, sustainably wild caught Cape Hake products and a leading producer of responsibly fresh farmed Cape Abalone. It operates one of the most modern and efficient trawler fleet in the Southern Hemisphere and its state-of-the-art facilities are accredited to the most stringent international quality standards.

@iandjltd

Acred: HACCP, BRC Food, International Food Standard (IFS), FDA Registered, amfori BSCI (Business Social Compliant Initiative), MSC (Marine Stewardship Council), ASC (Aquaculture Stewardship Council)

See page 2-15 and 2-17 for more information

Produce groups: Fruit & Nuts · Vegetables · Fruit & Veg Juices · Tubers & Fungi · Oil Crops · Sugar Crops · Grain Crops · Sauces & Soups · Spices & Additives · Ready-made Food · Beverages · Alc. Beverages · Poultry & Eggs · Red Meats · Seafood · Dairy

PACKAGING: ❶Canned ❷Bottled ❸Tubbed ❹Bagged ❺ Wrapped ❻Boxed ❼Doypack

JOEKELS TEA PACKERS (PTY) LTD

23-33 Hagart Rd, Pinetown 3610, RSA

Tel: +27 (0)31 709 1409

mark@joekels.co.za
www.joekels.co.za

Joekels manufacturers popular tea brands including Laager Rooibos, Tetley and Tea4Kidz, as well as Private Label tea and Society Cappucinos. Our quality brands are produced for the local market and export in our accredited facility.

Acred: FSSC 22000, Halal, Kosher

KARAN BEEF

PO Box 86449, City Deep 2049, RSA

Tel: +27 (0)11 995 5000

info@karanbeef.com
www.karanbeef.com

The Karan Beef abattoir can daily process 2,040 head of cattle and debone up to 300 tons. Our feedlot occupies 2,330 hectares and accommodates 150,000 head of cattle, making it the largest in Africa.

Cert: FSSC 22000, HACCP, ISO 9001,
ISO 14001, ISO 22000, NIHT, SANHA

See page 2-5 for more information

LANGEBERG & ASHTON FOODS, A DIV. OF TIGER CONS. BRANDS

Corner Jones & Kohler Streets,
Suider-Paarl 7646, RSA

Tel: +27 (0)21 870 5000

sales@landaf.co.za
www.landaf.co.za

Tiger Brands is South Africa's leading branded food and personal care company. It's vast array of brands include products made by Langeberg and Ashton Foods.

Cert: BRC, IFS, HACCP, SGF, Sedex

See page 1-9 for more information

	SERVICES									PROCESSING & PACKAGING									PRODUCE GROUPS
Company	Producer/Produce Processor	Processing Equipm. Supplier	Packaging & Print Supplier	Logistic & IT Services	Exporter/Agent/Trader	Refrigeration & Cold Storage	Forwarding & Clearing	Freight Handling & Transport	Industry Support Services	Dried/Sugared/Dehydrated	Smoked/Cured	Brined/Pickled/Jellied/Syrup	Milled/Sliced/Pressed	Fermented/Cultured/Blended	Chilled/Frozen	Baked/Fried/Grilled	Pasteurised/HPP/Sterilised	Vacuumed/Modified atmosph.	
Joekels Tea Packers	●				●					❹❻							❹❻		Beverages
Karan Beef	●				●										❻				Red Meats
Langeberg & Ashton Foods	●				●							❶	❶				❶		Fruit & Nuts, Fruit & Veg Juices

Produce groups: Fruit & Nuts · Oil Crops · Spices & Additives · Poultry & Eggs · Vegetables · Sugar Crops · Ready-made Food · Red Meats · Fruit & Veg Juices · Grain Crops · Beverages · Seafood · Tubers & Fungi · Sauces & Soups · Alc. Beverages · Dairy

PACKAGING: ❶Canned ❷Bottled ❸Tubbed ❹Bagged ❺Wrapped ❻Boxed ❼Doypack

SERVICES: Producer/Produce Processor · Processing Equipm. Supplier · Packaging & Print Supplier · Logistic & IT Services · Exporter/Agent/Trader · Refrigeration & Cold Storage · Forwarding & Clearing · Freight Handling & Transport · Industry Support Services

PROCESSING & PACKAGING: Dried/Sugared/Dehydrated · Smoked/Cured · Brined/Pickled/Jellied/Syrup · Milled/Sliced/Pressed · Fermented/Cultured/Blended · Chilled/Frozen · Baked/Fried/Grilled · Pasteurised/HPP/Sterilised · Vacuumed/Modified atmosph.

PRODUCE GROUPS

LCL LOGISTICS SOUTHERN AFRICA (PTY) LTD

2 Brickfield Offices, 13 Alberto Drive, Devonbosch, Cnr. Bottelary Road and R304, Stellenbosch 7604, RSA

Tel: +27 (0)21 943 6760

comm.za@lclog.com
www.lclog.com

LCL is one of the leading perishable logistics companies in Southern Africa. Our cutting edge systems and client system integration gives our clients a competitive advantage in the perishable environment.

Cert: ISO 9001.2015, SAMSA accredited

LYNCA MEATS

PO Box 223, Meyerton 1950, RSA

Tel: +27 (0)16 360 4600
Fax: +27 (0)16 362 2029

info@lyncameats.co.za
www.lyncameats.co.za

Lynca Meats supplies a complete range of quality pork products to the food service, wholesale, butchery and retail industry.

Cert: FSSC 22000, ISO 22000, ZA approved for export (ZA14) and to process restricted imported pork (ZA14P), Pork 360.

See page 2-11 for more information

MAMUSA MARKETING (PTY) LTD

PO Box 13057, Cascades 3202, RSA

Tel: +27 (0)33 347 2054

elmien@mamusam.co.za
www.gofruitsnack.com

Mamusa was established 1997 with expertise in the field of dried fruit. Mamusa is a preferred supplier of healthy, dried fruit snacks which are processed in drying ovens and with no sugar added to the fruit.

Cert: BRC, HACCP

	LCL Logistics Southern Africa	Lynca Meats	Mamusa Marketing
Producer/Produce Processor		●	●
Processing Equipm. Supplier			
Packaging & Print Supplier	●		
Logistic & IT Services	●		
Exporter/Agent/Trader		●	●
Refrigeration & Cold Storage	●	●	
Forwarding & Clearing	●		
Freight Handling & Transport	●		
Industry Support Services	●		
Dried/Sugared/Dehydrated	❹❻		❹❻
Smoked/Cured		❹❻	
Brined/Pickled/Jellied/Syrup		❹❻	
Milled/Sliced/Pressed			
Fermented/Cultured/Blended			
Chilled/Frozen	❹❻	❹❻	
Baked/Fried/Grilled			
Pasteurised/HPP/Sterilised			
Vacuumed/Modified atmosph.		❹❻	
Produce groups	All 16 groups	Ready-made Food, Red Meats	Fruit & Nuts

Fruit & Nuts	Oil Crops	Spices & Additives	Poultry & Eggs
Vegetables	Sugar Crops	Ready-made Food	Red Meats
Fruit & Veg Juices	Grain Crops	Beverages	Seafood
Tubers & Fungi	Sauces & Soups	Alc. Beverages	Dairy

PACKAGING: ❶Canned ❷Bottled ❸Tubbed ❹Bagged ❺ Wrapped ❻Boxed ❼Doypack

McCAIN SOUTH AFRICA

Suite 10, 2nd Floor Block 1, Oxford & Glenhove Building, 116 Oxford Road, Rosebank 2196, RSA

Tel: +27 (0)11 856 6000

www.mccain.co.za

McCain Foods Limited is a multinational frozen food company established in 1957. It is the world's largest manufacturer of frozen potato products and has over 20,000 employees and 47 production facilities on six continents.

See page 1-33 for more information

MESSE MUENCHEN SA

Private Bag X2, Rant & Dal 1751, RSA

Tel: +27 (0)67 404 7681

dain.richardson@messemuenchen.co.za
www.messe-muenchen.de/en

Colocation of IFAT Africa, food & drink technology Africa, and analytica Lab Africa covers the complete value chain across laboratory technology, manufacturing, water, food and beverage, waste management, recycling and energy.

MIAMI CANNERS

PO Box 83, Letsitele 0885, RSA

Tel: +27 (0)82 802 3706

miami@miamicanners.co.za
www.miamicanners.co.za

Miami Canners produces an extensive range of Mango and Vegetable Atchar, Gherkins, Red Cherry Peppers (Sweet Piquanté Peppers), Pickled Onions, Sweet Tomato Relish, Piccalilli and Canned Tomato & Onion Mixes.

Cert: FSSC 22 000, Halal, Kosher

	SERVICES									PROCESSING & PACKAGING									PRODUCE GROUPS
	Producer/Produce Processor	Processing Equipm. Supplier	Packaging & Print Supplier	Logistic & IT Services	Exporter/Agent/Trader	Refrigeration & Cold Storage	Forwarding & Clearing	Freight Handling & Transport	Industry Support Services	Dried/Sugared/Dehydrated	Smoked/Cured	Brined/Pickled/Jellied/Syrup	Milled/Sliced/Pressed	Fermented/Cultured/Blended	Chilled/Frozen	Baked/Fried/Grilled	Pasteurised/HPP/Sterilised	Vacuumed/Modified atmosph.	
McCAIN SOUTH AFRICA	●				●										❹				Vegetables, Ready-made Food, Tubers & Fungi
MESSE MUENCHEN SA									●										All
MIAMI CANNERS	●				●							❶❷							Vegetables, Tubers & Fungi

Fruit & Nuts	Oil Crops	Spices & Additives	Poultry & Eggs
Vegetables	Sugar Crops	Ready-made Food	Red Meats
Fruit & Veg Juices	Grain Crops	Beverages	Seafood
Tubers & Fungi	Sauces & Soups	Alc. Beverages	Dairy

PACKAGING: ❶Canned ❷Bottled ❸Tubbed ❹Bagged ❺Wrapped ❻Boxed ❼Doypack

SERVICES: Producer/Produce Processor, Processing Equipm. Supplier, Packaging & Print Supplier, Logistic & IT Services, Exporter/Agent/Trader, Refrigeration & Cold Storage, Forwarding & Clearing, Freight Handling & Transport, Industry Support Services

PROCESSING & PACKAGING: Dried/Sugared/Dehydrated, Smoked/Cured, Brined/Pickled/Jellied/Syrup, Milled/Sliced/Pressed, Fermented/Cultured/Blended, Chilled/Frozen, Baked/Fried/Grilled, Pasteurised/HPP/Sterilised, Vacuumed/Modified atmosph.

PRODUCE GROUPS

QUANTUM FOODS

PO Box 1183, Wellington 7655, RSA
11 Main Road, Wellington, RSA

Tel: +27 (0)21 864 8600

coenie.nel@quantumfoods.co.za
www.quantumfoods.co.za

Quantum Foods is a focused primary agricultural business that has four focus areas namely animal feeds, eggs & layer livestock, broilers and related businesses on the African continent outside South Africa.

Services: Producer/Produce Processor ●; Exporter/Agent/Trader ●
Processing & Packaging: Chilled/Frozen ❻
Produce groups: Poultry & Eggs

RAISINS SOUTH AFRICA

9 Groenpuntway, Keidebees,
Upington 8801, RSA

PO Box 2536, Upington 8800, RSA

Tel: +27 (0)54 495 0283

bekkieva@raisinsa.co.za
www.raisinsa.co.za

See page 1-11 for more information

Services: Industry Support Services ●
Produce groups: Fruit & Nuts

RED ESPRESSO

30 Zandwyk Park, Old Paarl Road,
Paarl 7646, RSA

Tel: +27 (0)21 863 1060

pete@redespresso.com
www.redespresso.com

Red espresso® is the international award-winning innovator and producer of rooibos tea espresso and the famous red cappuccino®. We also produce superfood lattes, vegan - friendly chai and other healthy coffee alternatives.

Cert: CANSA, FSSC 22000, Halal, Kosher, SANHA, UTZ, WW IBL, Sedex

Services: Producer/Produce Processor ●; Exporter/Agent/Trader ●
Processing & Packaging: Dried/Sugared/Dehydrated ❹; Milled/Sliced/Pressed ❹
Produce groups: Beverages

RED MEAT INDUSTRY FORUM

PO Box 36802, Menlo Park 0186, RSA

Tel: +27 (0)79 162 6465

manager@rmif.co.za
www.redmeatsa.co.za

Services: Industry Support Services ●
Produce groups: Red Meats

Fruit & Nuts	Oil Crops	Spices & Additives	Poultry & Eggs
Vegetables	Sugar Crops	Ready-made Food	Red Meats
Fruit & Veg Juices	Grain Crops	Beverages	Seafood
Tubers & Fungi	Sauces & Soups	Alc. Beverages	Dairy

PACKAGING: ❶Canned ❷Bottled ❸Tubbed ❹Bagged ❺ Wrapped ❻Boxed ❼Doypack

SERVICES: Producer/Produce Processor, Processing Equipm. Supplier, Packaging & Print Supplier, Logistic & IT Services, Exporter/Agent/Trader, Refrigeration & Cold Storage, Forwarding & Clearing, Freight Handling & Transport, Industry Support Services

PROCESSING & PACKAGING: Dried/Sugared/Dehydrated, Smoked/Cured, Brined/Pickled/Jellied/Syrup, Milled/Sliced/Pressed, Fermented/Cultured/Blended, Chilled/Frozen, Baked/Fried/Grilled, Pasteurised/HPP/Sterilised, Vacuumed/Modified atmosph.

PRODUCE GROUPS

RHODES FOOD GROUP

Private Bag X3040, Paarl 7620, RSA
Tel: +27 (0)21 870 4000
edwin.kriel@rfg.com
www.rhodesfoodgroup.com

Rhodes Food Group is an internationally recognised producer of fresh, frozen and long life convenience meal solutions for customers and consumers throughout South Africa, Sub-Saharan Africa and in major global markets.

Cert: BRC, FSSC 22000, HACCP, SANAS

See page 1-27 and outside back cover for more information

Producer/Produce Processor	●
Exporter/Agent/Trader	●
Fermented/Cultured/Blended	❷❻
Pasteurised/HPP/Sterilised	❶
Produce groups	Fruit & Nuts, Fruit & Veg Juices

ROOIBOS LTD

PO Box 64, Clanwilliam 8135, RSA
Tel: +27 (0)27 482 2155 / 8100
info@rooiboslimited.co.za
www.rooibosltd.co.za

Rooibos Limited is the preferred supplier of Rooibos to the food, beverage and cosmetics industries. We have a well-established distribution network including offices in Japan, China, the USA and Sri-Lanka.

Cert: Fairtrade, FSSC 22000, Halal, Kosher, Organic (EU, JAS, NOP), Rainforest Alliance, UTZ

Producer/Produce Processor	●
Exporter/Agent/Trader	●
Dried/Sugared/Dehydrated	❹❻
Fermented/Cultured/Blended	❹❻
Produce groups	Beverages

SANTAM AGRI

PO Box 163, Paarl 7620, RSA
Tel: +27 (0)86 024 7400
agriculture@santam.co.za
www.santam.co.za

At Santam, we understand the challenges and risks that go along with protecting your crops and assets. We know that heavy rain, hail and drought can have a catastrophic impact on your bottom line which is why we want to help you create a sustainable business. Santam is the insurer of choice for thousands of South Africans countrywide. We help you be safe and stay safe – everywhere you go. If you need five more reasons to choose Insurance good and proper.

Industry Support Services	●
Produce groups	All 16 groups

Fruit & Nuts	Oil Crops	Spices & Additives	Poultry & Eggs
Vegetables	Sugar Crops	Ready-made Food	Red Meats
Fruit & Veg Juices	Grain Crops	Beverages	Seafood
Tubers & Fungi	Sauces & Soups	Alc. Beverages	Dairy

PACKAGING: ❶Canned ❷Bottled ❸Tubbed ❹Bagged ❺ Wrapped ❻Boxed ❼Doypack

SERVICES: Producer/Produce Processor, Processing Equipm. Supplier, Packaging & Print Supplier, Logistic & IT Services, Exporter/Agent/Trader, Refrigeration & Cold Storage, Forwarding & Clearing, Freight Handling & Transport, Industry Support Services

PROCESSING & PACKAGING: Dried/Sugared/Dehydrated, Smoked/Cured, Brined/Pickled/Jellied/Syrup, Milled/Sliced/Pressed, Fermented/Cultured/Blended, Chilled/Frozen, Baked/Fried/Grilled, Pasteurised/HPP/Sterilised, Vacuumed/Modified atmosph.

PRODUCE GROUPS

SA OLIVE

PO Box 4, Elsenburg 7607, RSA
Tel: +27 (0)21 201 8506
info@saolive.co.za
www.saolive.co.za

SA Olive is an association representing the interests of the South African olive industry. SA Olive members consist of olive growers, olive oil producers, table olive producers, tree nurseries, table olive and oil importers.

Services	Processing & Packaging	Produce Groups
Industry Support Services ●		Oil Crops

SA PECANS

PO Box 2256, Hartswater 8570, RSA
Tel: +27 (0)53 474 0035
jaco@sapnut.com
www.sapecans.co.za

SA Pecans has been active in Pecan processing and exporting since 2007 and is one of the fastest growing pecan processers in South Africa. Our processing facility has top of the range machinery to ensure only the best pecan product to our buyers.

Services	Processing & Packaging	Produce Groups
Producer/Produce Processor ●; Exporter/Agent/Trader ●		Fruit & Nuts

SEA HARVEST GROUP LTD

PO Box 761, Cape Town 8000, RSA
Tel: +27 (0)21 468 7900
info@seaharvest.co.za
www.seaharvest.co.za

Sea Harvest's mission is to responsibly harvest, process, market and distribute premium quality seafood.

Cert: BRC, HACCP,
Marine Stewardship Council (MSC)

Services	Processing & Packaging	Produce Groups
Producer/Produce Processor ●; Exporter/Agent/Trader ●	Chilled/Frozen ❻	Seafood

See page 2-12 to 2-13 for more information

Produce group key			
Fruit & Nuts	Oil Crops	Spices & Additives	Poultry & Eggs
Vegetables	Sugar Crops	Ready-made Food	Red Meats
Fruit & Veg Juices	Grain Crops	Beverages	Seafood
Tubers & Fungi	Sauces & Soups	Alc. Beverages	Dairy

PACKAGING: ❶Canned ❷Bottled ❸Tubbed ❹Bagged ❺Wrapped ❻Boxed ❼Doypack

SIZA: SUSTAINABILITY INITIATIVE OF SOUTH AFRICA

Trident Park II, Niblick Way,
Somerset West 7130, RSA

Tel: +27 (0)21 852 8184

info@siza.co.za
www.siza.co.za

SIZA provides a platform for agricultural stakeholders to ensure ethical and environmentally sustainable trade. The platform monitors care for the environment and compliance with labour legislation.

See page VI to VII in the Preliminary section for more information

SOUTHERN OIL (PTY) LTD

PO Box 707, Swellendam 6740, RSA

Tel: +27 (0)28 514 3441

sales@soill.co.za
www.soill.co.za

Soill is the local leader in canola agriculture and the production of canola based products in South Africa. For packed products, bulk oil or product development services contact us today.

Cert: AFMA, FSSC 22000, Halal, Kosher

See page 1-37 for more information

SPARTA BEEF

PO Box 88, Welkom 9460, RSA

Tel: +27 (0)57 916 7700

contactus@sparta.co.za
www.sparta.co.za

Comprising a farming concern, cattle feeding operation and beef processing facility, Sparta stands out as a supplier of quality beef. We have over 50 years of heritage and experience.

Cert: FSSC 22000, ISO 22000

See page 2-7 for more information

Company	SERVICES: Producer/Produce Processor	Processing Equipm. Supplier	Packaging & Print Supplier	Logistic & IT Services	Exporter/Agent/Trader	Refrigeration & Cold Storage	Forwarding & Clearing	Freight Handling & Transport	Industry Support Services	PROCESSING & PACKAGING: Dried/Sugared/Dehydrated	Smoked/Cured	Brined/Pickled/Jellied/Syrup	Milled/Sliced/Pressed	Fermented/Cultured/Blended	Chilled/Frozen	Baked/Fried/Grilled	Pasteurised/HPP/Sterilised	Vacuumed/Modified atmosph.	PRODUCE GROUPS
SIZA									●										Fruit & Nuts, Oil Crops, Spices & Additives, Poultry & Eggs, Vegetables, Sugar Crops, Ready-made Food, Red Meats, Fruit & Veg Juices, Grain Crops, Beverages, Seafood, Tubers & Fungi, Sauces & Soups, Alc. Beverages, Dairy
Southern Oil (Pty) Ltd	●				●					❷❸❹❻									Oil Crops, Beverages
Sparta Beef	●				●							❹❺	❺❻		❹❺❻			❺	Red Meats

Fruit & Nuts	Oil Crops	Spices & Additives	Poultry & Eggs
Vegetables	Sugar Crops	Ready-made Food	Red Meats
Fruit & Veg Juices	Grain Crops	Beverages	Seafood
Tubers & Fungi	Sauces & Soups	Alc. Beverages	Dairy

PACKAGING: ❶Canned ❷Bottled ❸Tubbed ❹Bagged ❺ Wrapped ❻Boxed ❼Doypack

SERVICES: Producer/Produce Processor · Processing Equipm. Supplier · Packaging & Print Supplier · Logistic & IT Services · Exporter/Agent/Trader · Refrigeration & Cold Storage · Forwarding & Clearing · Freight Handling & Transport · Industry Support Services

PROCESSING & PACKAGING: Dried/Sugared/Dehydrated · Smoked/Cured · Brined/Pickled/Jellied/Syrup · Milled/Sliced/Pressed · Fermented/Cultured/Blended · Chilled/Frozen · Baked/Fried/Grilled · Pasteurised/HPP/Sterilised · Vacuumed/Modified atmosph.

PRODUCE GROUPS

Company	Producer/Produce Processor	Processing Equipm. Supplier	Packaging & Print Supplier	Logistic & IT Services	Exporter/Agent/Trader	Refrigeration & Cold Storage	Forwarding & Clearing	Freight Handling & Transport	Industry Support Services	Dried/Sugared/Dehydrated	Smoked/Cured	Brined/Pickled/Jellied/Syrup	Milled/Sliced/Pressed	Fermented/Cultured/Blended	Chilled/Frozen	Baked/Fried/Grilled	Pasteurised/HPP/Sterilised	Vacuumed/Modified atmosph.	Produce Groups
Sphere Foods									●										All
Standard Bank Agri									●										All
Three Streams Smokehouse	●				●						❹❺				❻				Seafood

SPHERE FOODS

Suite 119, Private Bag X12, Tokai 7966, Cape Town, RSA

Tel: +27 (0)21 788 7694

info@spherefoods.com
www.spherefoods.com

Food science and agricultural expertise, combined with more than 20 years of national and international shipping and logistics experience uniquely qualifies us to help you – grower, buyer or processor – find what you need, negotiate a fair deal and move the product where you need it to be.

STANDARD BANK AGRI

PO Box 6720, Johannesburg 2000, RSA

Tel: +27 (0)11 636 6162

www.standardbank.co.za

See page IX in the Preliminary section for more information

THREE STREAMS SMOKEHOUSE (PTY) LTD

PO Box 233, Franschhoek 7690, RSA

Tel: +27 (0)21 876 2485

info@threestreams.co.za
www.threestreams.co.za

Leading processing facility and supplier of salmon, trout and a variety of premium seafood products to the food service industry in South Africa.

Cert: ASC, HACCP, Halal, Kosher, MSC, NRCS

SERVICE PROVIDERS

Fruit & Nuts	Oil Crops	Spices & Additives	Poultry & Eggs
Vegetables	Sugar Crops	Ready-made Food	Red Meats
Fruit & Veg Juices	Grain Crops	Beverages	Seafood
Tubers & Fungi	Sauces & Soups	Alc. Beverages	Dairy

PACKAGING: ❶Canned ❷Bottled ❸Tubbed ❹Bagged ❺ Wrapped ❻Boxed ❼Doypack

Company	SERVICES: Producer/Produce Processor	Processing Equipm. Supplier	Packaging & Print Supplier	Logistic & IT Services	Exporter/Agent/Trader	Refrigeration & Cold Storage	Forwarding & Clearing	Freight Handling & Transport	Industry Support Services	PROCESSING & PACKAGING: Dried/Sugared/Dehydrated	Smoked/Cured	Brined/Pickled/Jellied/Syrup	Milled/Sliced/Pressed	Fermented/Cultured/Blended	Chilled/Frozen	Baked/Fried/Grilled	Pasteurised/HPP/Sterilised	Vacuumed/Modified atmosph.	PRODUCE GROUPS
That Food	●				●					❷❸									Spices & Additives
Tongaat Hulett	●				●					❹									Sugar Crops, Grain Crops
Willowton Group	●				●								❷❸❹❺						Oil Crops, Grain Crops

THAT FOOD

PO Box 1388, Somerset West 7130, RSA

Tel: +27 (0)82 216 0716

sales@thatfood.co.za
www.thatfood.co.za

That Food is a speciality producer of flavour infused salts and meat rubs.

TONGAAT HULETT

PO Box 3, Tongaat 4400, RSA

Tel: +27 (0)32 439 4000

info@tongaat.com
www.tongaat.com

Tongaat Hulett is a SADC-based agricultural and agri-processing business producing sugar, starch, glucose and animal feeds products.

Cert: ISO 9001, ISO 22000, FSCC 22000, HACCP, Halal, Hindu, Kosher, NOSA, OHSAS 18001

See page 1-45 for more information

WILLOWTON GROUP

266 Ohrtmann Road, Willowton, Pietermaritzburg 3201, RSA

Tel: +27 (0)33 355 7800

www.willowtongroup.com

Willowton has established itself as the largest expresser of oilseeds and refiners of edible oils in South Africa. It also manufactures a diverse range of secondary products which includes candles, soaps, margarine and spreads, rice, baking, confectionery and industrial fats. Willowton has become a reputed market leader, synonymous with quality products and the highest standards of excellence.

Cert: BRC, HACCP, FSA, Halal, RSPO.

See page 1-40 to 1-41 for more information

HS CODE & SHORT DESCRIPTION

07............Fresh and Processed
08............All Fresh and Processed
0201........Chilled
0202........Frozen
0203........Chilled or Frozen
0204........Chilled or Frozen
0207........All Poultry
0208........Chilled or Frozen
0208........All Game & Venison
0305........Prepared Fish
0306........Prepared Crustaceans
0307........Prepared Molluscs
0401........Pure
0402........Concentrated
0403........All Yoghurt & Kephir
0404........All Whey
0405........All Butter & Fats
0406........All Cheese & Curd
0407........All Eggs in Shell
0408........Prved. Unshelled Eggs
0409........All Honey
0713........Dried
0714........All Tubers
0811........Frozen
0812........Partly Preserved
0813........Other
0814........Fresh, Frozen or Dried
0901........All Coffee
0904........All Pepper
0905........Vanilla
0906........Cinnamon
0907........Cloves
0908........Nutmeg
0909........Seeds
0910........Ginger, Curry, Saffron, Turmeric
1101........Flour
1104........Worked
1107........All Malt
1108........Extracted and Dried
1109........Gluten
1206........Seed
1507........Oil
1508........Oil
1509........Virgin Oil
1510........Oil Mixtures
1511........All Palm Oil
1517........All Margarine
1601........All Red Meat
1602........All Red Meat
1603........All Seafood & Meat Extracts
1604........Fish
1605........Crustaceans
1701........Sugar
1702........All Sweetners
1703........Molasses
1704........Non-Cocoa
1806........Containing Cocoa
1901........Malt Extract
1902........All Pasta
1904........All Cereals
1905........All Baker Wares
2002........Preserved
2003........Preserved
2006........Dehydrated, Sugared
2007........Jam, Marmelade, Jelly
2008........Sugared
2009........All Juices
2102........All Baking Powder & Yeast
2104........All Soups & Broths
2105........All Ice Cream
2106........Mixed, Prepared
2201........Pure Water
2209........All Vinegar
2501........All Salt
2936........Vitamins
3301........Single Source
020711....Chilled, Whole
020712....Frozen, Whole
020713....Chilled, Cuts
020714....Frozen, Cuts
020724....Chilled Whole Turkey
020725....Frozen Whole Turkey
020726....Chilled Turkey Pieces
020727....Frozen Turkey Pieces
020741....Chilled Whole Duck
020742....Frozen Whole Duck
020743....Chilled Duck Livers
020744....Chilled Duck Pieces
020745....Frozen Duck Pieces
020753....Chilled Geese Livers
020754....Chilled Geese Pieces
020755....Frozen Geese Pieces
030211....Chilled
030243....Chilled
030254....Chilled excl. Fllets
030271....Chilled
030323....Frozen
030353....Frozen
030366....Frozen excl. Fillets
030383....Frozen
030474....Frozen Fillets
030482....Frozen Fillets
030611....Frozen
030621....Prepared
030631....Chilled
030731....Chilled
030739....Preserved
030741....Chilled
030743....Frozen
030749....Preserved
030781....Chilled
030789....Preserved
040229....All Flavoured Milk
071010....Frozen
071021....Frozen
071022....Frozen
071029....Frozen
071040....Frozen
071080....Frozen
071090....Mixed, Frozen
071120....Prov. Prved. Fruit
071140....Prov. Preserved
071151....Agaricus - Prov. Preserved
071159....Other - Prov. Preserved
071190....Provisionally Preserved
071220....Dried
071239....Dried
071290....Dried
071310....Dried
071339....Dried
080261....Shelled
080262....Unshelled
080620....Raisins
08029010Shelled or Unshelled
090210....All Honeybush Tea
100490....All Oats excl. Seed
100590....All Maize excl. Seed
120810....Flour & Meal
121299....All Rooibos Tea
151211....Crude Oil
151219....Non-Crude Oil
160210....Homogenised Cooked Meat
160231....Turkey
160232....Chicken
160239....Duck & Geese
160290....Pateurised
160413....Preserved
160553....Prepared
160557....Prepared
190110....Dairy & Grain Mixtures
190211....Uncooked, Containing Egg
190219....Uncooked, Not containing Egg
190220....Stuffed Pasta
190230....Unstuffed, Cooked
200110....Preserved in Vinegar
200190....Preserved in Vinegar
200410....Preserved, Frozen
200490....Preserved, Frozen
200510....Homogenised for Infants
200510....Homogenised Vegetables
200520....Preserved, Unfrozen
200540....Brined
200551....Brined, Shelled
200559....Brined, Unshelled
200570....Preserved Fruit
200580....Preserved
200599....Preserved, Unfrozen
200600....Sugared
200811....Preparations
200911....Frozen
200912....Brix value < 20
200919....Brix value > 20
200921....Brix value < 20
200929....Brix value > 20
200941....Brix value < 20
200949....Brix value > 20
200961....Brix value < 30
200969....Brix value > 30
200971....Brix value < 20
200979....Brix value > 20
200981....All Cranberry Juice
200989....All Pomegranate Juice
200990....All Juice Blend
210310....All Soya Sauce
210320....All Tomato Sauce
210390....All Prepared Sauces
210420....Homogenised Mixtures
210610....Protein Concentrates
220210....All Flavoured Water
220290....All Soft Drinks
220410....All Sparkling Wine
320300....Colourants
330210....Mixtures
330210....Flavourants

Rhodes Quality | Squish | Bull Brand | Hinds Spices | Pakco | Magpie | Ma Baker | Bisto | Today | Mama's Pies