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FROM THE DESK OF THE CEO (9/15)

Justin Chadwick (20 March 2015)

QUOTE OF THE WEEK "Never put off until tomorrow what you can do the day after tomorrow" Mark Twain

LIST OF PRODUCTION UNITS REGISTERED TO EXPORT TO CHINA

Electronic registrations have yielded their first benefits – with the Chinese authorities approving the list of registered growers before the end of March (the earliest ever). A big thanks to all those who were involved in making this happen – DAFF for streamlining the process (particularly Patrick and Mashudu) and Paul at CGA for constructing the electronic registration platform; and of course AQSIQ (Chinese Plant Health) for the prompt response.
Exporters are urged to check the list (available on CGA and DAFF website) to ensure all details are correct (before commencing with exports).

CGA BOARD AND EXECUTIVE COMMITTEE

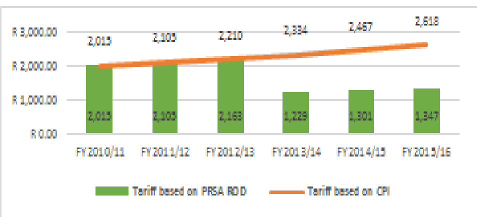
Two changes were made to the CGA Board in March 2015 – Tim Wafer replaces Shane Dellis (9 years on the Board) as Director from Nkwalini while Andrew Muller replaces Graham Piner (12 years on the Board) as Director of Nelspruit region. Thanks to Shane and Graham for their contributions during their long service to growers.
At the CGA Board meeting on 12 March Pieter Nortje was re-elected as Chairman; Piet Smit as Vice Chairman and George Hall and Ben Vorster retained their position on the Executive Committee. They were joined on the Executive Committee by Fanie Meyer, replacing Graham Piner.

THE FIRST CITRUS LEGEND: PETER NICHOLSON

The first Citrus Legend was there at the birth of the Southern African Citrus Growers' Association – at the inaugural meeting on 19 November 1997 where he was elected as Vice Chairman. He continued as vice Chairman through to 1999 after which he was Chairman for the following three years. In total he served on the CGA Board for nine years. Apart from being one of the founder fathers of CGA, he ensured the financial well-being of the Association. At a time when the industry was severely divided following deregulation this legend toured the length and breadth of South Africa addressing growers in every region on the need to establish a secure funding stream for CGA activities. In this divided climate there was only one thing that growers agreed was a joint priority – ensuring that the research capacity was maintained and expanded to address present and future market access challenges. In his usual dogged and determined manner he would not leave a meeting until all growers had committed to the process of approaching government for a statutory levy; those who were unsure he engaged in debate until he eventually got agreement – he is nothing but persistent.
Realising the importance of making informed decisions this legend set out to replace the 100% information flow enjoyed in the regulated era with a system that could work under deregulation. His clarity in vision of what the industry needs has led to the establishment of an information system envied by many competitors. Not content with leaving it that, he then drove the industry towards a goal of electronic data interchange; unwilling to compromise for those who did not deliver. This unfailing focus on industry essentials and ensuring that the princeps are understood makes this legend a perfect candidate to represent the CGA at the Citrus Marketing Forum; which he still does to this day. His willingness to stand up and voice opinions and concerns no matter how uncomfortable the subject may be, sets him apart from the rest.
To sum it up a farmer from the Eastern Cape commented as follows: although he farmed at the opposite end of the country from me he was very visible and there was most likely much behind the scenes work that I would not have been aware of. His relentless business ethic and unselfish giving of time thought and energy to the industry, most likely at large sacrifice to his own business should be recognised at some stage
On a personal note this legend and his wife walked, staggered and crawled with me to the summit of Mount Kilimanjaro – if there was ever any doubt about his dogged determination it was laid to rest over the week long term trip.

TRANSNET NATIONAL PORTS AUTHORITY CARGO DUES TARIFFS

The CGA commenced engagements with the Ports Regulator of South Africa (PRSA) in 2011, bringing to their attention the high port tariff charged for full export containers. At the time the citrus break-bulk tariff was about R23.71



per pallet (R19.76 per ton) against R91.53 per pallet (standard height pallets) for export containers, a big difference. Over time the CGA put various submissions to the PRSA regarding the disproportionate nature of the export container tariff. The PRSA has taken this into consideration and over the last three tariff determinations has resulted in the FY2015/16 cargo dues tariff for export containers being reduced by 49% against the CPI linked tariff projection (R1, 347.38 as opposed to R2, 617.69 excl. VAT). TNPA applied for the following tariff increases for full export containers from FY2012/13 – FY2015/16; 18.06%, 5.40%, 8.50% and 9.47% respectively, the PRSA however adjusted the tariffs as follows, +2.76%, -43.20%, +5.9% and +3.55%. These efforts help in some small measure to reduce the rapidly rising cost of exporting citrus – the CGA will continue to encourage further reductions in both the citrus tariff for break-bulk and containerized shipments.

SOUTHERN AFRICAN CITRUS GROWERS HAVE INVESTED IN THEIR FUTURE THROUGH THE ESTABLISHMENT AND CONTINUED FUNDING OF CGA, XSIT, CRI, RIVER BIOSCIENCE, CGACC AND CITRUS ACADEMY