



**Combined Trip and Technical Report:
Facilitation and Promotion of Horticultural Exports
In Mozambique
Action Plan on Removal of Non – Tariff Barriers**

Advisors:

**Ranga Munyaradzi: Nathan Associates, Senior Customs Advisor
John Keyser: Abt Associates, Director Trade Competitiveness
Evans Marowa: Nathan Associates, Transport Advisor
Jutta Drewes – ECI Africa, Agribusiness Specialist**

Travel Dates: February 23 – 25, 2006

**Submitted by:
CARANA Corporation
Nathan Associates**

**Submitted to:
Regional Center for Southern Africa,
U.S. Agency for International Development**

Gaborone, Botswana

March 2006

**USAID Contract No. AFP-1-801 – 03-00020-00, T.O. #801
And
690-M-00-04-00309-00 (GS 10F-0277P)**

1. PURPOSE

In September 2005, a USAID Trade Hub Team consisting of John Keyser, Director for Trade Competitiveness, Ranga Munyaradzi, Senior Customs Advisor, and Tshililo Ronald Ramabulana, Regional Market Specialist, visited Mozambique to identify leading non-tariff barriers to agricultural exports. The mission also sought to define the information requirements for a practical “how-to” exporter’s manual designed to help potential exporters navigate South African agriculture import procedures more efficiently. The identified non-tariff barriers and draft Action Plan for their removal was prepared and submitted to relevant Mozambican stakeholders.

The purpose of this mission was to make a formal presentation to government and private sector stakeholders on the findings of the September mission, and for local participants to take ownership in working out practical programs for removal of the non-tariff barriers.

A workshop was organized at Hotel Avenida with simultaneous translation between Portuguese and English. More than 30 individuals participated in the workshop. The List of Participants is on Annex 4.



2. LOCATION AND DATES

Maputo, Mozambique

February 23, 2006

Travel day

In-brief meeting with Christine DeVoest and Tim Born at USAID Mission.

February 24, 2006

Workshop at Avenida Hotel. Presentation of identified non-tariff barriers, proposed Action Plan for their removal and “*The Practitioner’s Guide to Importing Fresh Produce into South African Markets*”

February 25, 2006

Travel Day

3. ANNEXURES

Annex 1: Workshop Agenda

Annex 2: Non-Tariff Barriers Presentation

Annex 3: Final Action Plans for Removal of Non-Tariff barriers

Annex 4: List of Stakeholders and contacts

Annex 5: Opening Speech by Elsa Mapilele, USAID Maputo

Annex 6: Practitioner’s Guide to Importing Fresh Produce into South African Markets

4. METHODOLOGY

The Ministry of Agriculture (Office for Promotion of Commercial Agriculture - GPSCA) took over ownership of the whole program and undertook to see to it that Mozambique seriously took action on these non-tariff barriers. In partnership with the Southern Africa Trade Hub, they arranged for a Workshop and invited all relevant stakeholders, including



Government Departments, Private Sector organizations, Donors (including USAID Maputo) and members of the Mozambique Horticulture Task Force, which is dedicated to the promotion of horticulture in Mozambique.

5. OBSERVATIONS

Meetings with USAID Bilateral Mission in Maputo

The first engagement was a courtesy call at the USAID offices on February 23, where we met Tim Born (Team Leader – Private Sector Enabling Environment), Christine de Voest (Rural Incomes Team Leader) and Nelson Ngulaze (Economist, Private Sector Enabling Environment) to clarify the purpose of our mission and proposals for the removal of identified non-tariff barriers.

Among other things, the Bilateral Mission advised the team on the importance of getting buy-in from the Mozambican Officials on the proposed NTB Action Plan. This was considered important in order to ensure local ownership and improve the chances of successful implementation.

Stakeholder Workshop at Hotel Avenida

The Workshop was opened by Arnaldo Ribeiro, Ministry of Agriculture GPSCA Director and Coordinator of the Horticulture Working Group, and Elsa Mapilele of Rural Incomes at the USAID Mission in Maputo.

In his speech, Arnaldo Ribeiro made reference to the work that the Ministry of Agriculture through the Office for Promotion of Commercial Agriculture (GPSCA) has been doing to increase competitiveness in the agricultural sector and gave examples of some characteristics of the fresh produce markets that because of its high perishability nature, requires special treatment, especially in the post harvesting stage.

Ms Elsa Mapilele, representing USAID in Mozambique, highlighted the role USAID has been playing in the promotion of Agriculture in Mozambique, the characteristics of the fresh produce markets and the importance of the subjects to be discussed. Her full speech is attached as Annex 5.

Dr. Barros dos Santos, the Director-General of Mozambique Customs Administration (Alfandegas de Mozambique), welcomed the initiative to host the workshop as an opportunity to discuss issues related to facilitation of international trade as a mechanism to better understand the existing constraints and discuss possible solutions. He assured the Workshop that Alfandegas de Mozambique was fully committed to the modernization of Customs Procedures and Documentation, and the removal of non-tariff barriers to trade. He cited the Customs modernization program they have been implementing since 1996 as mechanism to meet international requirements. He also pointed out to the existence of the “*Conselho Superior Technico Aduaneiro*” that includes several Ministries and organizations from the private sector which is tasked with discussing and finding joint solutions to the existing problems in the trade facilitation area.

Following these introductory remarks, the Hub Team made a Power Point presentation, summarizing the identified non-tariff barriers and possible solutions. The presentation also included a summary of the recently compiled new Trade Hub’s Manual, “*Practitioner’s Guide for Importing Fresh Produce into South African Markets*”.

After the Hub Team presentations, two working groups were formed. The first working group discussed Customs and Transport issues; the second, discussed technical barriers to trade and need for improved market information. The complete agenda is given in Annex 1; the team’s Power Point presentation is given in Annex 2.

➤ ***Recommendations for Removal of Non-Tariff Barriers.***

The main objective of each working group was for local stakeholders to take ownership for implementation of the Non-Tariff Barrier Action Plan. Each group was first asked to validate the Hub Team’s findings and recommendations, identify additional constraints and then agree on a final Action Plan, specific responsibilities, next steps and deadlines for local action to remove them. The discussion of each group was summarized in matrix form and then discussed fully in the Plenary Session. The final agreed Action Plan is attached as Annex 3.

➤ ***Practitioner’s Guide for Exporting Fresh Produce into South African Markets***

South Africa is a significant destination market for export produce in the Region, and taking it on, if a supplier of produce can be daunting and complicated. The success in exporting is determined by understanding the market’s demands as well as the complexities of the exporting process. The *Practitioner’s Guide* was prepared to assist potential suppliers in this.

The *Guide* contains an outline of the various international agreements, along with brief details of various international bodies involved in standard-setting; and also details the step-by-step process in exporting fresh horticultural products into South Africa. It gives details of potential markets in South Africa, procedures in getting import permits and the correct treatment of packaging material. It also discusses the various documents that should accompany any consignment exported to South Africa. The *Guide* is attached as Annex 6.

6. NEXT STEPS

➤ ***Removal of Non-Tariff Barriers.***

Mr. Roberto Albino, an Economist with the Ministry of Agriculture (GPSCA) and the Workshop Facilitator, tabled the necessary steps to be followed and way forward to ensure full implementation of the agreed Action Plan on removal of non-tariff barriers to agricultural exports. He said as the Ministry of Agriculture GPSCA has now taken over ownership of the Action Plan, they will proceed as follows:

- The Horticulture Working Group will contact the Public and Private Sector Working Groups to identify common intervention points since the non-tariff barriers to exports identified in Workshop are also incorporated in the CTA Matrix.
- Incorporate the Workshop recommendations as part of the Action Plan for the Horticulture Working Group.
- Institutionalize the Workshop recommendations, sending formal letters to the respective executive institutions, and meeting with Heads of each Department / Ministry responsible for implementing specific parts of the Action Plan. These meetings will ensure full understanding and commitment of each Department / Ministry, to agree on a realistic timetable, and to identify specific types of follow-up support that may be required from Donors.
- Dissemination of information to relevant stakeholders that were not able to attend the Workshop but are very important partners.
- Arrange Review Workshop after six months to check implementation progress and take remedial action as needed to ensure steady progress towards the ultimate goal of eliminating the non-tariff barriers.

➤ ***Practitioner's Guide for Importing Fresh Produce into South African Markets.***

To ensure maximum use by Mozambican exporters, the *Practitioner's Guide* should be translated to Portuguese under Bilateral Mission's Emprenda Program. Emprenda implementing partners should also consider organize a series of regional workshops (perhaps covering Nampula, Chimoio, Biera, and Maputo) in which the specific requirements for market entry to South Africa are discussed. The Trade Hub would attend the workshop to present the Guide, but the workshops should be organized as a bilateral initiative under Emprenda to ensure local ownership and maximum relevance to USAID/Mozambique Strategic Objectives.

In addition, the *Guide* currently does not elaborate on observed market gaps in South Africa, which could be met by producers in the region. Focused, intensive research should be conducted to establish the crops, cultivars and volumes, as well as the timing of this. This information should then be supplied to interested stakeholders in the Region.

ANNEX 1: Workshop Agenda

MOZAMBIQUE HORTICULTURE TASK FORCE MEETING ON NON-TARIFF BARRIERS

24th February 2006

Hotel Avenida, Maputo

Organized by

**Mozambique Horticulture Task Force
And the**

Southern Africa Trade Hub

Draft Meeting Agenda

Friday 24 th February 2006		
Time	Activity	Facilitators/ Presenter
0800–0830	Registration	Trade Hub Team
0830–0845	 Opening Remarks  Opening Remarks  Meeting objectives and expected outputs	Arnaldo Ribeiro – Horticulture Task Force Elsa Mapilele – USAID Arnaldo Ribeiro
0845 - 0930	Trade Hub Presentations <ul style="list-style-type: none">➤ Non-Tariff Barriers to Agricultural Exports➤ Guide – How to export to South Africa	Trade Hub Team – <i>Ranga Munyaradzi</i> <i>John Keyser</i> <i>Evans Marowa</i> <i>Jutta Drewes</i>
0930 - 1000	Discussion Instructions for breakaway groups	Chairman
1000 - 1030	TEA BREAK	

1030-1230	<p>Breakaway Working Groups</p> <ul style="list-style-type: none"> • Customs / Dept. of Taxes • Agriculture • Transport 	<p>Alfandegas de Mozambique</p> <p>Ministry of Agriculture – GPSCA</p> <p>Ministry of Transport - ANE</p>
1230-1400	LUNCH BREAK	
1400-1500	<p>Plenary Session – Report back by Working Group:</p> <ul style="list-style-type: none"> • Customs Action Plan • Agriculture Action Plan • Transport Action Plan 	Chairman
1500-1530	<ul style="list-style-type: none"> • Summary of Agreed Strategies / Action Plans and Way Forward • Closure 	Chairman and Rapporteur
1530 - 1545	TEA and end of Workshop	

ANNEX 2: Non-Tariff Barriers Presentation



ACTION PLAN Removing Non-Tariff Barriers to Agricultural Exports in Mozambique

Maputo
February 24 2006



1

Today's Objectives

- Present initial findings on identified NTBs
- Expand and operationalise recommendations
- Develop next practical steps
- Obtain commitment of stakeholders



2

Agenda

- Opening Remarks
- Objectives
- Presentations
 - Removing NTBs
 - Importing into South Africa
- Breakaway Groups
 - Customs / Taxes
 - Agriculture
 - Transport
- Report back
- Summary of agreed strategies



3

Identified Non-Tariff Barriers (NTBs)

1. Export procedures, processes, and documentation
2. Customs duties and taxes on imported inputs to exports
3. Transport regulations and costs
4. SPS and other technical measures
5. Limited understanding of Market Demand



4



Export procedures, processes, and documentation

5

Export Procedures, Processing and Documentation

CONSTRAINTS

- Administrative Process
- Cumbersome Export Customs Clearance Requirements
- Lack of Basic Infrastructure at Exiting Ports



6

Export Procedures, Processing and Documentation

SOLUTIONS

- Establish special export process for all fresh products (Fast Track)
- Simplify requirement for proof of expected payment for exports
- Up-grade Customs computers to have Direct Trader Input
- Replace DU with regional SAD 500
- Establish 1-stop border post with South Africa and Swaziland
- Improve infrastructure at Ressano Garcia and remain open 24-7.



7



Customs duties and taxes on imported inputs to exports

8

Customs Duties and Taxes on Imported Inputs to Exports

CONSTRAINTS

- Duty and Taxes on Production Inputs
- Duty and Taxes on Capital Goods
- Fees Associated with Exports
- Delays in Refunding Input VAT on Exported Products
- Ineffective Duty Drawback Scheme



9

Customs Duties and Taxes on Imported Inputs to Exports

SOLUTIONS

- Review and streamline Suspension, Remission and Drawback of Duty Regulations
- Review regulations on temporary importations (e.g. Packaging material)
- Simplify procedure on refund of VAT and other Taxes on goods exported
- Exempt registered horticultural concerns from duty and tax on capital goods such as machinery



10



Transport Regulations and Costs

11

SPS and other Technical Measures

CONSTRAINTS

- Absence of updated quarantine pest lists and capacity for pest risk assessment (PRA).
- Inadequate pest surveillance system and database on pest distribution.
- Poorly equipped laboratories.
- Outdated standards and legislation on SPS.
- Inadequate inspection facilities at entry/exit points.
- Lack of post-entry quarantine detection and treatment facilities.
- Shortage of trained phytosanitary inspectors.



15

SPS and other Technical Measures

SOLUTIONS

- Review and update phytosanitary legislation
- Modernize pest database (for strategic crops)
- Improved funding for the pest surveillance program
- Invest in improved laboratory facilities and other SPS capabilities (soil, water, chemical residue tests)
- Promote commercial investment and partnerships
- Strengthen facilities at the major port of entry and exit
- Review and simplify procedures for issuance of Certificates of Origin



16



Limited Understanding of Market Demand

17

Limited understanding of Market Demand

CONSTRAINTS

- Limited Understanding of RSA Administrative Requirements (often called "barriers")
- Limited Understanding of Seasonal Niches and Market Opportunities
- Quality Standards and Consumer Specifications



18

Limited understanding of Market Demand

SOLUTIONS

- Observation tour for Mozambican stakeholders
- Build constituency for Mozambican Produce
 - Strategic cross-border investment
 - Develop long-term market opportunities
- Publish Practitioner's Guide to Importing Fresh Produce into South African Markets



19



The Practitioner's Guide to Exporting Fresh Produce into South Africa

20

The Practitioner's Guide to Exporting Fresh Produce into South Africa

- Why import into South Africa?
- Characteristics of the South African market
- Process of Importing
- Terms of delivery and documentation



21

Why import into South Africa?

- Nature of South African economy
 - 1st and 2nd economy
 - Marginal Propensity to consume of fresh produce
 - Fresh produce are aspirational purchased goods

- Collaboration in the regional to provide first world export markets with year-round produce

- Higher returns than supplying the local market with potentially lower logistical costs than the traditional export markets



22

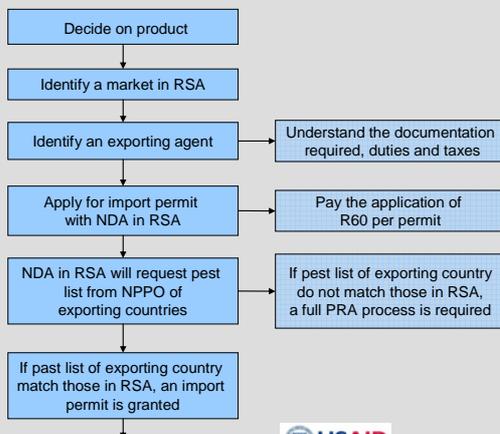
Characteristics of the South African market

- Net exporter of a large variety of fresh deciduous, citrus and subtropical fruits.
- Small amount of fruits, such as kiwifruit, berries and melons, are imported.
- South Africa is mostly self-sufficient in the production of fresh vegetables. Relatively small amounts of vegetables are exported.
- Trade in vegetables occurs mostly through municipal markets located in large urban centers.
- Food retailers are all purchasing their produce through direct channels for traceability, food quality and safety
- Marketing of fresh produce mirrors the dual economic system - a sophisticated, developed economy exists alongside a developing economy.



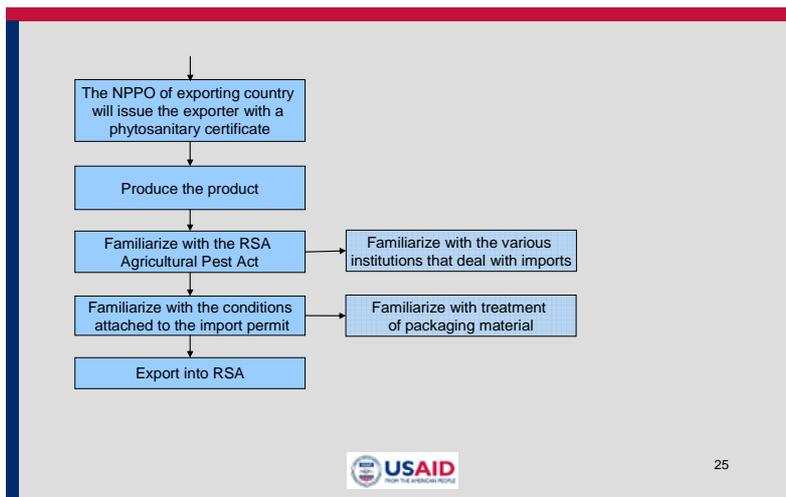
23

Process of exporting

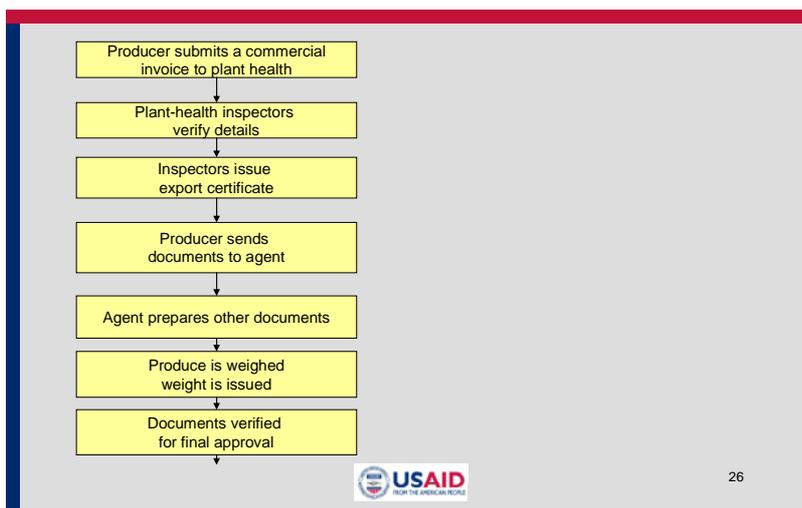


24

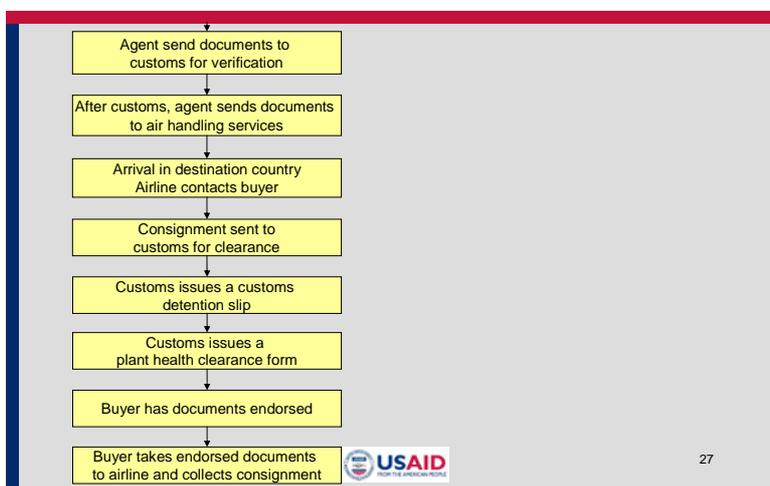
Process of exporting (contd.)



Terms of delivery and documentation



Terms of delivery and documentation (contd.)



Terms of delivery and documentation (contd.)

Production	Carriage	Arrival
Group E Ex Works	Group F Main Carriage unpaid FCA FAS FOB Group C Main Carriage paid CFR CIF CPT CIP	Group D DAF DES DEQ DDU DDP


28

Terms of delivery and documentation (contd.)

Commercial	Packing List Invoices
Official / Customs	Import permit Phytosanitary certificate Customs Invoice Certificate of Origin
Insurance	Letter of Insurance Insurance certificate
Transport	Bill of Lading Vessel Manifest
Financial	Letter of credit Delivery Order


29

ANNEX 3: Final Agreed Action Plans for Removal of Non-Tariff Barriers

Customs and Transport Barriers Action Plan

Barrier/ Constraint	Recommended Strategy	Local and/or External Agencies	Designation / Office	Duration/ Due When	Observations
1. Export Procedures, Processes and documentation	1.1 Introduce simplified export declaration system similar to F178 Form used in RSA up to USD 10000.	Ministry of Finance/ Central Bank	Foreign Exchange Department in Bank of Mozambique	3 months	CTA to take up proposal to Bank of Mozambique
	1.2 Establish special export clearance process for fresh products – Fast Track	Customs	Alfandegas, Policy & Procedures Office	3 months	Eliminate duplicated inspection of vehicle
	1.3 Abolish physical examination at border post	Customs	Alfandegas, Policy & Procedures Office	3 months	
	1.4 Replace DU with regional SAD 500 Customs Declaration	Customs	Alfandegas, IT & Statistics	6 months	External funding required
	1.5 Establish one-stop border post joint control with South Africa	Customs	Alfandegas, Policy & Procedures Office	Detailed work plan to be developed	External Funding required to establish Dry Port
	1.6 Improve infrastructure at Ressano Garcia and extend opening hours to 24	Customs	Alfandegas, Policy & Procedures Office	12 months	
	1.7 Improve Customs transparency and integrity	Customs	Alfandegas, Management	6 months	
	1.8 Up-grade Customs Computers to have Direct	Customs	Alfandegas, IT & Statistics	6 months	External Funding required

	Trader Input system				
2. Customs Duties and Taxes on imported inputs to exports	2.1 Simplify procedure on refund of VAT and other Taxes on goods exported	Internal Taxes, Ministry of Finance	Internal Taxes, Director	6 months	
	2.2 Exempt registered horticultural concerns from duty and tax on capital goods	Customs, Ministry of Finance	Alfandegas, Director-General	6 months	
3. Non-uniform vehicle overload control enforcement	3.1 Harmonize weighbridge specifications & weighing procedures	SADC Secretariat	Director Infrastructure & Services, ANE, MCT		
4. Non-harmonized road user charges	4.1 Regional harmonization of road user charges	SADC Secretariat	Director Infrastructure & Services, ANE, MCT		SADC project to be launched on 7 March 2006.

2. Agriculture Technical Barriers Action Plan

Barrier/ Constraint	Recommended Strategy	Local and/or External Agencies	Designation / Office	Duration/ Due When	Observations
<p>5. Absence of updated quarantine pest list and capacity for pest risk assessment (PRA)</p>	<p>5.1 Review and update phytosanitary legislation</p>	<p>Ministry of Agriculture Department for Plant Health</p> <p>FAO New SPS/Market Development Project</p> <p>Other Stakeholders</p> <ul style="list-style-type: none"> ● Ministry of Health ● National Institute for Quality Assurance ● Ministry Industry and Commerce <p>South Africa NDA Directorate for Plant Health</p>	<p>Head of Department (Serifina Mangana)</p> <p>Various consultants</p>	<ul style="list-style-type: none"> ● Start in April 2006 ● Expected duration is 18 months 	<ul style="list-style-type: none"> ● What are the international standards (esp RSA)? ● What are the gaps? ● What needs to be done?

<p>6. Inadequate pest surveillance system and database on pest distribution</p>	<p>6.1 Modernize Pest Database (for strategic products)</p> <p>6.2 Convince policymakers that pest list work is a real priority</p> <p>6.3 Mobilize resources for field work (domestic funding and/or public-private partnerships)</p>	<p>Horticulture Task Force</p> <p>Ministry of Agriculture</p> <p>Department of Plant Health</p> <p>FAO</p> <p>USDA (PRA training / capacity building)</p> <p>Producers</p> <p>Regional production and marketing companies</p> <p>Museum of Natural History</p> <p>IIAM</p>	<p>Director of HTF</p> <p>Head of Department (Serifina Mangana)</p>	<ul style="list-style-type: none"> ● Aim for result within 12 months for strategic crops 	<ul style="list-style-type: none"> ● What are the strategic products? Litchi Mango Banana Avocado ● Which products are already admissible? ● What are the most likely external markets? South Africa Other markets ● How do products and markets vary by region? North Central South
--	---	--	---	---	---

7. Need Common Guidelines for PRA and other SPS Research	7.1 Develop common guidelines for PRAs	Health Dept MIC/UNIDO UEM Agronomy Faculty	Head of Department (Serifina Mangana) FAO Management (Ngazero)	• 12 months	Timelines to be decided by FAO consultants
8. Need Laboratory skills and capacity	8.1 Review and modernize laboratory equipment, receive accreditation	UNIDO MIC Dept of Health Plant Health Dept. INNOQ	Stephen Dealls (UNIDO) to provide details	• 3 years	International accreditation of laboratory
9. Shortage of trained phytosanitary inspectors	9.1 Train senior phytosanitary personnel	UNIDO	Stephen Dealls (UNIDO) to provide details	• 12 months	<ul style="list-style-type: none"> • Ministries have been training individuals, but have problems of high staff turnover <ul style="list-style-type: none"> • Require interventions to retain staff
10. Inadequate inspection facilities	10.1 Strengthen facilities at entry and exit ports	Ministry of Customs / Taxes		•	<ul style="list-style-type: none"> • This will not be required if a Fast Track system is in place and functioning – no port/border point inspections will be required
11. Pest surveillance programmes not comprehensive	11.1 Re-organize the pest surveillance program through the establishment of a pest monitoring system	FAO			<ul style="list-style-type: none"> • Area for co-operation with the private sector

12. Issuance of Certificates of Origin	12.1 Review and simplify procedures for issuance of Certificates of Origin	Chamber of Commerce	Ministry of Commerce	6 months	
13. Government exempting any exported produce	13.1 Some Sub-sectors being subjected to export taxes	Ministry of Finance	Customs / Taxes	6 months	
14. Lack of Market Information	14.1 Study tour to South Africa and feedback to stakeholders from study tour 14.2 Translate and publish Practitioner's Guide to Importing Fresh Produce into South African Markets	HTF etc. ACIAIM IPEX INNOQ	Rogério Ossemame	3 months – after receipt of Portuguese manual	1 central workshop to be held, perhaps invite South African producers and marketing agents

ANNEX 4: List of Stakeholders and contacts

ORDEM	NAME	ORGANISATION	ADDRESS	TELEPHONE/Cell	E-MAIL
1	RANGA MUNYARADZI	Trade Hub	P.O.Box 602090 Gaborone, Botswana	267 3900884	rmunyaradzi@satradehub.org
2	JOHN KEYSER	Trade Hub	P.O. Box 602090 Gaborone, Botswana	267 3900884	jkeyser@satradehub.org
3	EVANS MAROWA	Trade Hub	P.O. Box 602090 Gaborone	267 3900884	emarowa@satradehub.org
4	ARNALDO RIBEIRO	GPSCA-MINAG	RUA DA GAVEA Nº33	258 21 300626	arnaldo.ribeiro@gpscaina.gov.mz
5	BARROS DOS SANTOS	Alfandegas de Mozambique	Rua Timor Leste 95	258 21 304 481	bsantos@alfandegas.gov.mz
6	ROGERIO OSSEMANE	GPSCA-MINAG	RUA DA GAVEA Nº33	258 82 8502470	rogerio.ossemene@gpscaina.gov.mz
7	ZAQUEO SANDE	GPSCA-MINAG	RUA DA GAVEA Nº33	258 82 4975980	zaqueo.sande@gpscaina.gov.mz
8	ANTONIO GOMES	SAPPEL/LIBOMBOS MACADAMIA	ARMANDO TIVANE 890	258 82 3230190	sapel@tropical-web.com
9	MONTY HUNTER	R.D.I. LDA	MANICA PROVINCE	258 82 5095480	monty.rdi@teledata.mz
10	CHRISTINE DE VOEST	USAID	PREDIO JAT	258 82 3174800	croest@usaid.gov
11	HORACIO SIMAO	ALFANDEGAS DE MOZAMBIQUE	RUA TIMOR LESTE 95	258 21 321 472	hsimao@alfandgegas.gov.mz
12	ELSA MAPILELE	USAID	PREDIO JAT	258 82 3106690	emapilele@usaid.gov
13	JOAO MANFADHAI	DINA	PRAÇA DOS HEROIS	258 21 460195	jmanfadhaia@map.gov.mz

14	ROBERTO ALBINO	GPSCA - MINAG	RUA DA GAVEA Nº33	258 82 3919893	roberto.albino@gpscaina.gov.mz
15	JUTTA DREWES	ECI AFRICA	JHB	27 82 8772740	jutta.drewes@eciafrica.com
16	RIZ KHAN	Technoserve	PREDIO JAT		rizwan.khan_mw@yahoo.co.uk
17	SALOMÃO NHANTUMBO	MIC	DRI	258 82 8241748	
18	TOMAS CHILAULE	MIC		258 21 352627	tchilaule.@mic.gov.mz
19	BRENDAN KELLY	GPSCA-MINAG	RUA DA GAVEA Nº33	258 82 4024434	brendan.kelly@gpscaina.gov.mz
20	SAMUEL CHISSICO	CTA		258 82 3993550	
21	SUSANA RAIMUNDO	Alfandegas de Mozambique	Rua Timor Leste 95	258 82 3195290	sraimundo@alfandegas.gov.mz
22	FERNANDO ANSELMO	Alfandegas de Mozambique	Rua Timor Leste 95	258 82 8525660	fanselmo@alfandegas.gov.mz
23	AFONSO SITOLE	MINAG		258 82 4514190	sanidadevegetal@intra.com.mz
24	KOBUS BOTHA	MOÇFER		258 82 3007300	kobus.botha@mocfer.co.mz
25	NELSON GUILAZE	USAID	PREDIO JAT	258 84 3916271	nguilaze@usaid.gov
26	STEVEN DILS	UNIDO	RUA F. BARRETO 322	258 21 481489/449	office.mozambique@unido.org
27	ALY DAUTO MALLA	Alfandegas de Mozambique	RUA DE TIMOR LESTE Nº98	258 82 3053820	admalla@alfandegas.gov.mz
28	C.F. GAMA AFONSO	GARP	AV.MAGUIGUANE 1880	258 82 3003570	cfga@mail.garp.co.mz
29	OTILIA PACULE	CTA	RUA DE CASTANHEDA 120	258 82 6229060	opacule@cta.org.mz
30	JOAN KIFT	COLORS	PO BOX 8253 NELSPRUIT 1200	258 82 5520297	joanie@colorsfruit.com
31	ARLINDO MUCONE	INNOQ	AV. 25DE SETEMBRO 1179	258 21 303822/3	innoq@emilmoz.com

32	MARIA RITA FREITAS	IPEX	AV. 25 DE SETEMBRO 1008	258 82 3178770	rfreitas@ipex.gov.mz
33	NUNO MAPOSSE	CPI	PRÉDIO 33 ANDARES	258 82 3094830	nmaposse@dpi.co.mz

ANNEX 5: Opening Speech by Elsa Mapilele, USAID, Maputo

The USAID Mission in Mozambique, especially through its strategic objectives rural incomes growth sustained in target areas and labor intensive exports increased have been investing in the horticulture sub sector.

That strategy has been based in the promotion of those horticultural products with high potential for exports to the international markets and especially to the regional markets.

As such, the focus has been in promoting crops that Mozambique has Competitive Advantage in producing, because Mozambique products have early maturity when comparing with availability of the same products in the export markets and that Mozambique can have superior quality. For example, crops like litchi and Mango offer great opportunity for the country.

This strategy of the bilateral mission is also aligned with the strategy of USAID at the regional level, through the Trade Hub program promoted by RCSA that identifies export opportunities for the regional trade (SADC), International trade and trade with the U.S. (AGOA). This effort is also considered a priority within the Presidential Initiative to End Hunger in Africa (IEHA).

With the expected trade liberalization in the Southern Africa region for 2009, the challenge for Mozambique is to be positioned in such a way to be able to compete with the neighboring countries.

One of the Key constrain to exports are the non tariff barriers. According to the study Doing Business in 2006, the indicators for Mozambique are very discouraging for the private sector investment, especially for the start up businesses. If those barriers are not resolved the opportunities that the horticulture sub sector offers cannot be realized.

Our challenger here is to identify those priority actions and measures to reduce the non tariff barriers to horticulture export in Mozambique.

To finalize I would like to wish you all, a very productive working section.



Annex 6:

The Practitioner's Guide to
Importing Fresh Produce into South African Markets

February 2006
Version 1

**Regional Center for Southern Africa,
U.S. Agency for International Development**

USAID Contract No. AFP-I-801-03-00020-00, T.O. #801



Preface

The USAID Trade Hub seeks to accelerate economic growth by enhancing the competitiveness of Southern African (Zambia, Mozambique, Lesotho, Swaziland, South Africa, Namibia, Angola, Malawi and Tanzania) firms and products in domestic, regional and export markets. The Trade Hub functions by providing targeted assistance to selected value chains and clusters within several sectors to improve market linkages, innovate in product and process, comply with quality and other standards and thereby build sustainable competitiveness advantage within firms, industries and supply chains.

Through this manual, the USAID Trade Hub seeks to assist exporters in SADC countries to understand the procedures to follow when exporting into South Africa. The manual also provides information of relevant institutions in South Africa and their contact details and documentation required.

This is Version I of this manual, and any feedback, areas of shortcomings, contribution and comments are welcomed to improve its value to potential exporters in the Region.

While the USAID Trade Hub has made every effort to ensure that information in this manual is correct, it cannot accept responsibility for the success or failure of any business transactions undertaken with information from this publication.

Table of Contents

ACRONYMS AND ABBREVIATIONS	31
1. INTRODUCTION	32
1.1 BACKGROUND	32
1.2 STRATEGIC REASONS TO EXPAND ABROAD	32
1.3 CHARACTERISTICS OF THE SOUTH AFRICAN FRESH PRODUCE MARKETING SYSTEM	34
1.4 TASK ORDER ACTIVITIES	34
1.3 MANUAL STRUCTURE AND CONTENT	35
2. FOOD QUALITY AND SAFETY ISSUES IN EXPORT HORTICULTURE	35
2.1 WTO	36
2.2 IPPC	36
THE IPPC WEBSITE (HTTPS://WWW.IPPC.INT/IPP/EN/DEFAULT.JSP) IS A USEFUL REFERENCE SITE AND LISTS THE CONTACT POINTS OF ALL LISTED NPPOs GLOBALLY.	37
2.3 NPPO	37
2.4 CODEX ALIMENTARIUS COMMISSION (CODEX).....	37
2.5 SPS PROCEDURE FLOW CHART	38
3. PROCESS	40
STEP 1: DECIDE ON THE WHAT TO PRODUCE	40
STEP 2: IDENTIFY A SUITABLE MARKET IN SOUTH AFRICA	40
STEP 3: IDENTIFY AN EXPORTING AGENT	41
STEP 4: APPLY FOR AN IMPORT PERMIT	41
STEP 5: ASSIST EXPORTING COUNTRY IN COMPLYING TO IMPORT CONDITIONS	42
STEP 6: RECEIVE AN IMPORT PERMIT WITH A SET OF CONDITIONS	43
STEP 7: RECEIVE A PHYTOSANITARY CERTIFICATE	43
STEP 8: UNDERSTAND REGULATIONS GOVERNING WOODEN PACKAGING MATERIAL ENTERING SOUTH AFRICA 43	
STEP 9: FAMILIARIZE WITH RSA AGRIC PEST ACT (ACT NO. 36 OF 1983)	44
STEP 10: EXPORT INTO RSA: INSPECTION AT THE PORT OF ENTRY	44
4. TERMS OF DELIVERY (INCOTERMS 2000), DOCUMENTATION, PROCEDURE AND DUTIES AT PORT OF ENTRY	45
4.1 STEP-BY-STEP FLOW OF DOCUMENTS IN EXPORT OF HORTICULTURAL PRODUCTS.....	45
4.2 SPECIAL TRADE TERMS IN EXPORT SALES (INCOTERMS)	46
ANNEXURE I WTO AGREEMENTS ON SPS AND TBT	51
ANNEXURE II MAJOR SOUTH AFRICAN INDUSTRY PLAYERS	52
ANNEXURE III IMPORT PERMIT APPLICATION FORM	57

ACRONYMS AND ABBREVIATIONS

CODEX	Codex Alimentarius Commission
CFR	Cost and Freight
CIF	Cost, Insurance and Freight
CIP	Carriage and Insurance Paid
CPT	Carriage Paid To
DAF	Delivered at Frontier
DB	Debarking
DDU	Delivered Duty Paid
DDP	Delivered Duty Free
DES	Delivered Ex Ship
DEQ	Delivered Ex Quay
EU	European Union
FAO	Food and Agricultural Organization
FAS	Free Alongside Ship
FOB	Free On Board
FPM	Fresh Produce Markets
F&V	Fruit and Vegetables
GATT	General Agreement on Tariffs and Trade
HT	Heat Treatment
IPPC	International Plant Protection Convention
ISPM	International Standards for Phytosanitary measures
MB	Methyl Bromide
NDA	National Department of Agriculture
NPPO	National Plant Protection Organization
NTB	Non-Tariff Barriers
PCT	Perishable Cargo Triangle
PRA	Pest Risk Assessment
R	South African Rand (US\$ 1 = R 6.2)
RPPO	Regional Plant Protection Organization
SADC	Southern African Development Community
SAMSA	South African Maritime Safety Authority
SME	Small and Medium-size Enterprise
SPS	Sanitary and Phytosanitary
TBT	Technical Barriers to Trade
TO	Task Order
VTS	Vessel Traffic Services
WHO	World Health Organization
WTO	World Trade Organization

1. INTRODUCTION

1.1 Background

The primary objective of this manual is to assist agribusinesses in all SADC countries to access remunerative export markets for horticultural produce in South Africa. The manual contributes to this objective by providing detailed information on regulatory framework and protocols in South Africa.

South Africa represents the largest and highest value market for fresh horticultural produce in sub-Saharan Africa. The formal agricultural sector in South Africa generates a gross farming income of more than R50 billion (US\$ 8.1 billion) per annum. About R14 billion (26%) of this is generated from horticultural products. The top seven agricultural products exported from South Africa are oranges (793 561 tons), wine (268 498 680 liters), apples (282 674 tons), grapes (239 500 tons), pears (166 630 tons), grapefruit (162 374 tons) and lemons (133 804 tons). Furthermore, South Africa imports more than R5 billion worth of horticultural products per year.

There is growing recognition that South Africa could be a lucrative market for horticultural producers in the SADC region. There is a perception among SADC countries that South Africa uses sanitary and phytosanitary (SPS) measures for protectionist purposes. Some concerns are well founded, since the major difficulty in dealing with SPS measures is likely to lie in distinguishing those that are justified by a legitimate goal and have a scientific justification, from those that are applied to shield domestic producers from other-country agricultural exports. The obstacles to import into South Africa are, however, largely bureaucratic and involves complex issues, which are not always well understood.

Most SADC countries are not well placed to address this issue. They lack complete information on the number of SPS measures and other non-tariff barriers (NTB) that affect their export to South Africa, they are uncertain whether these measures are consistent or inconsistent with the World Trade Organization (WTO) SPS agreement, and they have no reliable estimate of the impact of such measures on their export.

Some of the countries in the SADC region are also unable to participate effectively in the international standards-setting process relating to SPS measures and therefore face difficulties when requested to meet requirements in the importing market such as South Africa. Some of the difficulties in conforming to standards set by the WTO emanate from lack of appropriate infrastructure and lack of scientific and technical expertise. Delays are most often caused by the relevant department in the exporting country not having sufficient information on pests and diseases in their country, and not responding adequately to requests for information from South Africa.

1.2 Strategic reasons to expand abroad

One thing should be clear from the start – exporting is not easy. In fact, it is more complicated, more risky and more expensive than operating in the domestic market. Most

small and medium-size enterprises (SMEs) are manufacturers of products rather than traders. As such, trading is secondary and usually restricted to the familiar home market.

The responsibility for the use of invariably scarce resources resides with top management of the company. Therefore, the decision to use those resources should find a good balance between their yields and their costs. The main question to answer is whether the company is strong enough to succeed - or simply to survive in the battle with the competition abroad.

Each exporter should answer the following questions in preparation for export:

- What are the primary reasons for export?
- Which products are you planning to export?
- When are you planning to export?
- Does my product enjoy a seasonal, quality, or price advantage over South African domestic produce?
- Are you planning to export to a specific geographic market in South Africa?
- To which type of customer? Is your type of customers concentrated in specific areas?
- How will you organize your activities? Are you going to establish an office in South Africa? Are you going to use export agents? Are you going to use a distributor?
- How will you identify what your customer needs?

Many exporters have preceded you in attempting to do business in the South African market. Some of them had good reasons. Their motives were, for instance:

- To achieve higher sales, higher turnover, and more profit, or
- Striving to cooperate with trade partners in South Africa to stimulate the company's development, provide access to new technology and make the organization more efficient.

Others have motives of tactical nature, such as:

- The local market is saturated and does not allow for growth;
- Avoiding competition or,
- Following competitors into newly opened markets

Other have opportunistic reasons to export:

- To sell over-production;
- To exploit spare capacity; and
- To spread cost of production and/or the costs of product development over more units sold.

The manager should establish the reasons why his/her company should export to South Africa. The reasons should be sound enough to justify the high investment in exporting.

1.3 Characteristics of the South African Fresh Produce Marketing System

The fresh produce marketing system in South Africa is characterized by the following traits:

1. South Africa is a net exporter of a large variety of fresh deciduous, citrus and subtropical fruits. A relatively small amount of fruits, such as kiwifruit, berries and melons, are imported. The marketing of fresh fruit is therefore mostly orientated towards export out of South Africa.
2. South Africa is mostly self-sufficient in the production of fresh vegetables. Potatoes and tomatoes make up approximately 60 percent of total vegetable production, with potatoes contributing the largest share (approximately 45 percent). Relatively small amounts of vegetables are exported. The marketing of fresh vegetables therefore centers mostly on the South African domestic market. Trade in vegetables occurs mostly through municipal markets located in large urban centers. According to figures supplied by the Department of Agriculture, between 53 percent and 58 percent of vegetables are distributed through such fresh produce markets. These markets are accessible to the public, traders, wholesalers and retailers. Hawkers and informal traders purchase their produce at these markers, whereas food retailers are all purchasing their produce through direct channels – i.e. directly from producers or from agents. This direct marketing channel affords total traceability, food quality and safety, which retailers are beginning to insist upon from their suppliers.
3. Marketing of fresh produce mirrors the dual economic system of South Africa, where a sophisticated, developed economy exists alongside a developing economy. Both the production and distribution of fresh produce are characterized by this duality, with a small number of relatively large, established commercial producers on one hand, and a multitude of fragmented, small-scale producers on the other.
4. Various forms of legislation effect the marketing of fresh produce, for example, the Agricultural Produce Agents Act of 1992 and the municipal bylaw.

1.4 Task Order activities

The TO called for:

- Developing a practical manual that will help exporting firms from SADC countries identify opportunities and improve their knowledge of the process and issues about importing horticultural products into South Africa;
- Compiling a list of major importers of horticultural products in South Africa with information on the types of products and quality standards they require; and
- Compiling a list of logistics companies servicing the targeted countries in the region.

1.3 Manual Structure and Content

Chapter 2 contains an outline of the various international agreements, along with brief details of various international bodies involved in standard-setting. Chapter 3 details the step-by-step process in exporting fresh horticultural products into South Africa. The chapter gives details of potential markets in South Africa, procedures in getting import permits and the correct treatment of packaging material. In Chapter 4, the various documents that should accompany any consignment exported into South Africa are discussed. We also explain the process to be followed at the port of entry.

2. FOOD QUALITY AND SAFETY ISSUES IN EXPORT HORTICULTURE

To be successful on the highly competitive world market, the key objectives for any country exporting perishable products must be to provide quality products. However, products of good quality and taste are no longer enough to ensure success, as it is now necessary to provide assurances that the food products are safe and traceable to their origin.

The issues of human and animal health, as well as food safety, are high on the agenda of several developed countries, fuelled by recent cases of food poisoning, the spread of pests among animals, and environmental contamination. Developing countries appreciate that, in several cases, these concerns are genuine, but they fear that developed countries and other developing countries may use SPS measures for protectionist purposes.

Developing countries export approximately US\$13 billion worth of fruits and vegetables (F&V) every year, accounting for close to 60% of global horticultural exports. While the F&V trade continues to expand, increasingly complex SPS standards (such as microbial levels) set by major markets represents a threat to existing exports and a barrier to new entrants. These increasingly stringent quality standards create a bias in favor of countries with a highly developed infrastructure and large, well-resourced suppliers.

These sanitary and phytosanitary measures can take many forms, such as requiring products to come from a disease-free area, inspection of products, specific treatment or processing of products, setting of allowable maximum levels of pesticide residues or permitted use of only certain additives in food, quarantine requirements and import bans. Sanitary (human and animal health) and phytosanitary (plant health) measures apply to domestically produced food or local animal and plant diseases, as well as to products coming from other countries, and may address the characteristics of the final product.

There is a wide variety of international organizations, with differing roles, working in the field of F&V standards. This chapter focuses on the most important, in particular:

- The WTO, which provides framework on SPS and technical barriers to trade (TBT);
- The National Plant Protection Organization (NPPO) which is an organization formed under International Plant Protection Convention (IPPC) guidelines responsible for the prevention of spread of pests of plants and plant products;

- The IPPC which is the international organization responsible for phytosanitary standards-setting and the harmonization of phytosanitary measures affecting trade; and
- The Codex Alimentarius Commission (Codex) a joint organization of the Food and Agricultural Organization (FAO) and the World Trade Organisation (WTO), which sets food standards, guidelines and related texts such as codes of practice under the Joint FAO/WHO Food Standards Programme.

2.1 WTO

The WTO came into being in 1995. It is a successor to the General Agreement on Tariffs and Trade (GATT) established in the wake of the Second World War. The overriding objective of the WTO is to help trade flow smoothly, freely, fairly and predictably. This is achieved by administering trade agreements, acting as a forum for trade negotiations, settling trade disputes, reviewing national trade policies, assisting developing countries in trade-policy issues through technical assistance and training programmes, and cooperating with other international organisations.

The WTO is responsible for managing and enforcing two agreements that have an impact on the production and trade of horticultural products, namely

- The SPS Agreement¹; and
- The TBT Agreement.

2.2 IPPC

The IPPC is an international treaty, lodged at the FAO, relating to plant health, to which 132 governments (as of 30 December 2004) currently adhere, including South Africa and all other SADC countries.

The purpose of the IPPC is to secure common and effective action to prevent the spread and introduction of pests of plants and plant products, and to promote appropriate measures for their control. The convention provides a framework and a forum for international cooperation, harmonization and technical exchange between contracting parties dedicated to these goals. Its implementation involves the collaboration of NPPOs and Regional Plant Protection Organisations (RPPOs).

From its inception, the IPPC has played an important role in international trade of plant and plant products. Contracting parties strive to ensure that agricultural plant pests and diseases are not imported, established and spread in the destination country, thereby protecting both national and international agriculture, as well as the environment in general.

The IPPC is named by the SPS Agreement as the international organization responsible for phytosanitary standards-setting and the harmonization of phytosanitary measures

¹ See Appendix I for further details of the WTO SPS and TBT Agreements

affecting trade. To date, about 17 International Standards for Phytosanitary Measures (ISPMs) have been adopted.

The IPPC website (<https://www.ippc.int/IPP/En/default.jsp>) is a useful reference site and lists the contact points of all listed NPPOs globally.

2.3 NPPO

The National Department of Agriculture in South Africa established the NPPO under the guidelines of the IPPC. The purpose of the NPPO is to prevent the introduction and spread of pests of plants and plant products, and to promote measures for their control. The NPPO has the following main functions:

- The inspection of growing plants, of areas under cultivation, and of plants and plant products in storage or in transportation, particularly with the objective of reporting the existence, outbreak and spread of plant pests and of controlling those pests;
- The disinfection or disinfection of consignments of plants and plant products moving in international traffic, and their containers (including packing material), storage places, or transportation facilities of all kinds employed;
- The issuance of phytosanitary certificates and country of origin certificates of consignments of plants and plant products; and
- Maintain lists of pests, the introduction of which is prohibited or restricted, because they affect plants and plant products of economic importance to the country.

In arranging import permits and concluding PRAs, the NPPOs of the importing and exporting countries liaise with each extensively. To the exporter, close communication with their country's NPPO will expedite the process of an import permit being issued, since the exporter can provide information and documentation to their NPPO when required.

2.4 Codex Alimentarius Commission (Codex)

Codex was established in 1962 by the Rome-based FAO and the Geneva-based WHO. It seeks to develop food safety standards, guidelines and related texts such as codes of practice under the joint FAO/WHO Food Standards Programme. The main purpose of this program is to protect the health of consumers, ensure fair practice in the food trade, promote the coordination of food standards work undertaken by international governmental and non-governmental organizations (NGOs), and publish agreed standards as Codex Alimentarius.

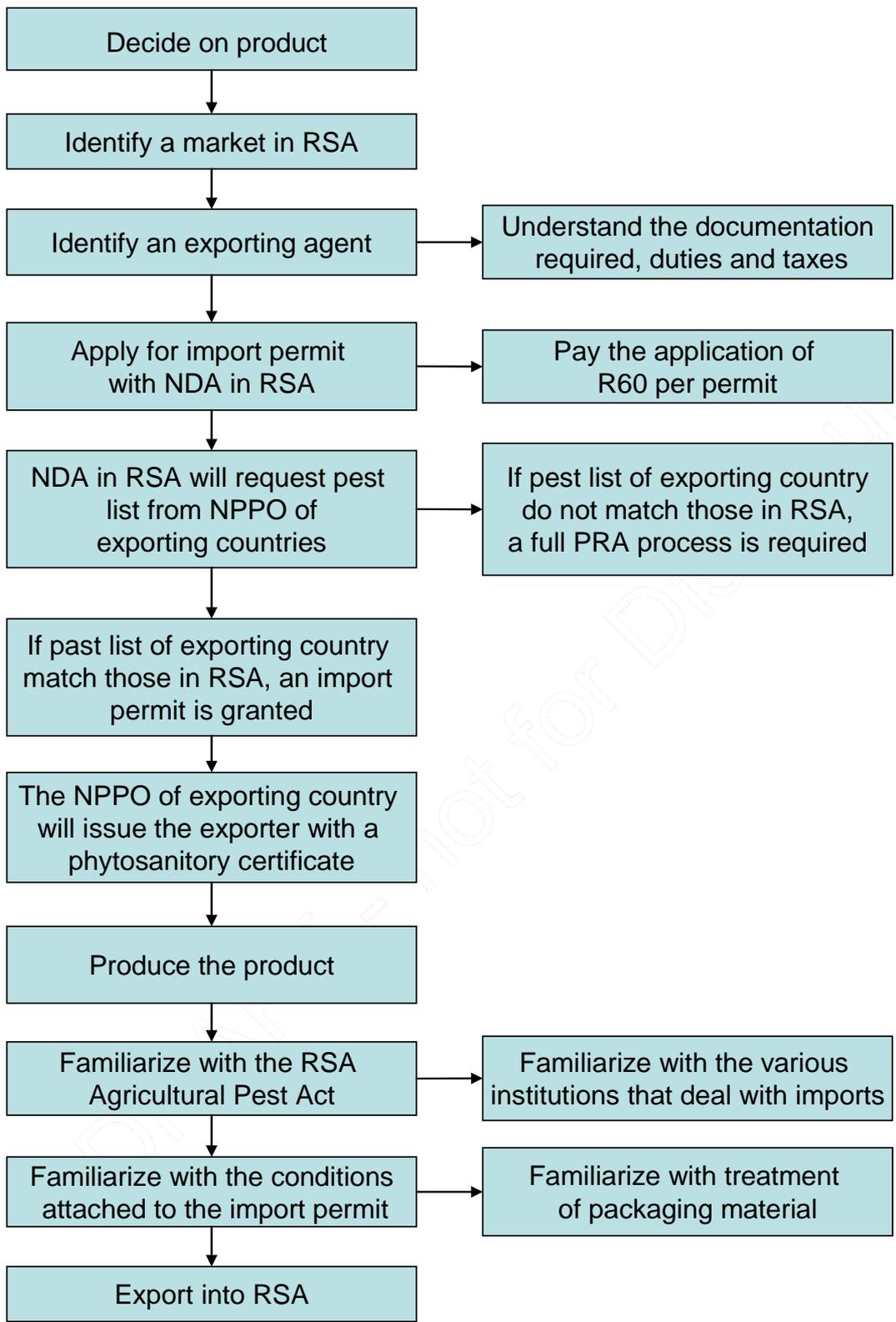
The Codex Alimentarius is the complete collection of standards, codes of practice, guidelines, and recommendations adopted by the commission to achieve its objectives. The standards, guidelines and recommendations established by the Codex on food additives, pesticides residues, contamination, methods of analysis and sampling, and codes and guidelines of hygienic practices are recognized by the SPS Agreement as the international reference for food safety requirements.

In South Africa, permitted pesticide residues are administered by Act 36/1947. The Department of Agriculture stopped publishing permitted residues since 2002, and lists available relate to chemicals registered before this date. Permitted minimum residue levels in South Africa are higher than those allowed by CODEX, but re-exporters of horticultural produce (out of South Africa) are required to comply with the regulations of the final destination. EU rules are regularly updated and the most current can be found at: http://www.pesticides.gov.uk/uploadedfiles/Web_Assets/PSD/MRL_Spreadsheet.xls

2.5 SPS procedure flow chart

The following chart traces the flow of product and all plant-health documentation required for the product to be exported into South Africa. In chapter 4 of the manual, we explain the process that is followed at the port of entry into South Africa, as well as the documentation required.

The flow chart traces the product from production, identifying a suitable market, identifying suitable export agents, application for an import permit, phytosanitary certification, through to treatment of wooden packaging material.



3. PROCESS

Step 1: Decide on the what to produce

The fruit, flower and vegetable industry consists of a wide array of crops and products, each with very different supply conditions, marketing needs, and demands trends. While these products share common marketing channels and experiences, as well as somewhat similar trends and problems, the market uniqueness of individual fruits, vegetables and flowers should be kept in mind. In particular, fresh fruits and vegetables are marketed quite differently from the processed products. This marketing system has changed substantially in recent years. The major trends involved decentralization and direct marketing, geographic concentration and specialization of production, interregional competition, increased imports and exports, vertical integration of production and marketing, increased consumption by low-income consumers, urbanization and the availability of fresh produce through expanding informal channels.

The abovementioned issues have an impact on the decision of what and when to produce. Producers in and outside South Africa have to understand the ever-changing market environment before embarking on producing a product destined for the South African market.

Step 2: Identify a Suitable Market in South Africa

The increasing diversity of products in the market place is good news for the customer and provides sellers with greater opportunities to establish a market niche for some horticultural products. This is especially true in South Africa, which has a rapidly growing middle-income group with money to spend on top-quality niche horticultural products. But to exploit this expanded range of market opportunities, the seller must thoroughly understand the complex and dynamic market environment. That understanding can only be acquired through constant contact with the market. Consequently, the producers who are separated from the market by a large geographic distance are at a disadvantage.

In Attachment I of the manual, we have provided details of major companies operating in the fruit and vegetable industry in South Africa. The attachment provides company names, contact details, email addresses and services. These companies are operating in the South African horticulture market and could assist the producers in SADC countries to establish market demand for products, and to develop and service that market.

In identifying a target market to export to, it is of critical importance to establish its food safety and accreditation requirements. All South African food retailers are moving towards insisting on EurepGap and/or Hazard Analysis Critical Control Point (HACCP) accreditation and utilize contracted auditors to perform on-farm inspections. In the case of organic production, each retailer also has specific labeling requirements which should be researched during the deliberation stage of whether and to whom to export. These requirements are specific to buyer, and some buyers can be satisfied without these requirements.

Step 3: Identify an Exporting Agent

In the present marketing context, the primary producer still has certain important responsibilities towards consumers. The producer is the person who carries the financial risk if the product does not comply with market requirements. The producer, although still the owner of the product, cannot fulfill all the functions from production to marketing. The producer will therefore appoint agents to fulfill certain tasks, and these agents will in turn appoint other agents to concentrate on other specialized functions. Some of the agents operating in the supply chain include the following:

- Transport and handling agents;
- Export agents;
- Shipping agents; and
- Marketing agents.

Step 4: Apply for an Import Permit

If the crop to be exported is grown in South Africa, then an import permit is required. In the case of crops not cultivated in South Africa, such as coconut, a Pest Risk Assessment is not required. This can be established by consulting the South African NPPO.

Before importing goods (plant and plant products) each importer should apply for an import permit (see Attachment II) with the NPPO of South Africa. Before the permit is issued, a decision on whether to conduct a Pest Risk Assessment (PRA) based on scientific data is made. The standard import permit application must be submitted at least 60 days prior to the date of arrival of the goods.

The following are the steps to follow when applying for an import permit:

- i) Fill the particulars in the permit application forms. The form can be downloaded from the NDA website, www.nda.agric.za.
- ii) Submit only one signed copy of the completed application form to the following addresses:

The National Department of Agriculture
Directorate Plant Health
Permit Office
Pretoria
Tel: 012 319 6102/6531/6396
Fax: 012 319 6370
Email: JeremiahMA@nda.agric.za

or

Stellenbosch
Tel: 021 809 1617
Fax: 021 887 5096
Email: HaroonA@nda.agric.za

- iii) The completed application form must be submitted at least 60 days before the date of importation
- iv) The completed application form should be accompanied by proof of payment of R60 (bank deposit slip or cashier receipt).

The payment of the permit is to be made as follows:
Payment to the Department of Agriculture's bank account
Bank: Standard Bank
Branch: Arcadia
Branch No: 010845
Account No: 011251735
Account Name: Import of Controlled Goods

OR

Payment in Cash: Department of Agriculture's cashier
Pretoria:
Agricultural Place, 20 Beatrix Street, Arcadia, Pretoria
Block P: Room GF 15

Please note:

- No application will be processed without proof of payment;
- The exporter is responsible for local and foreign bank charges;
- Each import permit will be valid for one year;
- Provide appropriate technical information regarding the consignment goods to facilitate processing of the permit;
- Clearly specify the port of entry and mode of transport;
- If the port of entry is not a designated border post, request the NDA to have an inspector and provide correct date and time;
- The time it takes to issue a permit depends on the product being imported, the source country and the purpose for importing;
- State on the application form whether the permit will be collected or should be mailed to you; and
- If applying on behalf of someone, please ensure that you pay under that person's name or company's name.

Step 5: Assist Exporting Country in Complying to Import Conditions

After receiving the import permit application, the NPPO in South Africa will develop a set of questions relating to issues such as phytosanitary requirements, packaging and transport of the plants. These questions will be sent to the NPPO of the country intending to export into South Africa. After receiving answers from the NPPO of the country intending to export to South Africa, a decision to issue an import permit, mitigation procedures or to undertake a detailed PRA is made.

The decision to issue the import permit is made if there is no threat of introducing new pests that could harm the agricultural sector in South Africa. The decision to undertake a pest risk assessment is made if there is a possibility of introducing new pests. The PRA is a lengthy process that is undertaken to address the likelihood of a pest becoming established in South Africa, the economic consequence of the pest infestation in South

Africa, and to gather available information regarding pathways, probability of detection, and marketing/export consequences of infestation in South Africa.

In the case of a PRA being required, this process is lengthy, since it requires extensive communication and gathering of technical pest risk data between the exporting and importing countries' NPPOs. The timely submission of pest risk data to the South African NPPO from the exporting country's NPPO represents the biggest time delay in finalizing a PRA.

Step 6: Receive an Import Permit with a Set of Conditions

The exporter will receive an import permit with a list of conditions. The conditions will be identical to those that would have been previously sent to the NPPO of the exporting country. Some of the conditions will be phytosanitary, such as that the product should be free from certain viruses, fungi and insects, or will include mitigation procedures to be followed (such as...?). Other conditions might cover inspection procedures and country of origin.

Step 7: Receive a Phytosanitary Certificate

A phytosanitary certificate is a document that shows the origin of the shipment and confirms inspection in the source country by a member of the country NPPO (see attachment III).

The exporter will receive a phytosanitary certificate from the NPPO of the exporting country. This will be issued only if the NPPO is satisfied that the product will not transport pests into the South African environment and the exporter has met all the phytosanitary requirements issued by South Africa. The requirements would have been sent to the NPPO of the exporting country by South Africa as part of the questions prepared when processing the import permit. For the NPPO to ensure that the exporter meets all phytosanitary requirements from South Africa, they will have to undertake field inspections, sampling, laboratory analysis, treatments (under supervision or by registered persons) and final inspection before issuing a certificate.

After final inspection and certification, consignments must be exported within 14 days to ensure the phytosanitary security of the consignment with regards to composition, substitution and re-infestation.

Step 8: Understand Regulations Governing Wooden Packaging Material Entering South Africa

Wood packaging material made of unprocessed raw wood provides a pathway for the introduction and spread of pests such as the Asian Long-horn Beetle and Pine Wood Nematode. To protect trees and forests from the spread of such pests, a number of countries including South Africa and trading blocs have taken regulatory action to control the import of wood packaging.

Member countries, under the guidelines of the IPPC, adopted the International Standards for Phytosanitary Measure 'Guidelines for regulating wood packaging material in the International Trade' (ISPM15) in March 2002. The ISPM15 applies to all wooden packaging, including pallets (either new or repaired) and packing cases.

The following are compliance conditions for wood material entering South Africa:

- i) The packing material from raw wood must bear the mark of country of origin.
- ii) The packing material should have the international certification mark.
- iii) The packing material should only be treated in one of the two methods:
 - Heat treatment (HT) in a kiln to a minimum core temperature of 56°C for a minimum of 30 minutes.
 - Fumigation, using Methyl Bromide (MB)² at 21°C or above and to the dosage rate of 48g/m³.

Step 9: Familiarize with RSA Agric Pest Act (Act No. 36 of 1983)

The application and issuing of an import permit is done in accordance with the terms of the provisions of the Agricultural Pests Act, 1983 (act no. 36 of 1983). The Act provides measures by which agricultural pests may be prevented and combated. The Act is provided as attachment IV of the manual. It is advisable that any exporter intending to export into South Africa understands the Act.

Step 10: Export into RSA: Inspection at the Port of Entry

At the point of entry to South Africa, inspections are carried out by the NPPO. They involve scrutiny of documentation and checks for identity and plant health, on a representative sample, or on all of the plant matter.

At the port of entry, the importer must clear all documents with the South African customs authority before goods are released. High-risk plant material imported into South Africa is placed under post-entry quarantine screening. This is done in accordance with conditions in the import permit or if the plant materials need to be verified for its phytosanitary conditions.

In cases where quarantine is required, the import permit will state the conditions on area and time for quarantine. It is the responsibility of the importer to contact the quarantine station and reserve space. All quarantine costs are covered by the agent importing into South Africa.

For additional information on quarantine, please contact:

The NDA
Sub-directorate Plant Health
National Phytosanitary Matters

² Under the Montreal Protocol on ozone-depleting substances, the deadline for totally phasing out methyl bromide for developing countries is 2015

4. TERMS OF DELIVERY (INCOTERMS 2000), DOCUMENTATION, PROCEDURE AND DUTIES AT PORT OF ENTRY

Exporting requires an enormous amount of thought and attention to detail, especially documentation. If documents are missing or wrongly filled out, the transaction could be void. Below is a list of documents used in export trading, indicating the step-by-step flow of export documents and necessary export incoterms (see below). Not all these documents and terms will be relevant for every export transaction.

Select exporting countries in Africa have a Currency Declaration Form issued by the Reserve Bank to ensure that the accompanying invoice is traceable to the foreign currency and that the money eventually flows to the country of origin. This is the case in South Africa, and this can be established for other SADC countries by consulting any commercial bank.

4.1 Step-by-step flow of documents in export of horticultural products.

In this section we provide details on the flow of documentation when exporting horticultural products by air.

- Step 1: The producer submits a commercial invoice to plant-health inspectors for inspection of produce.
- Step 2: The plant-health inspectors will vet prices, weights declared and issue an export certificate.
- Step 3: The producer sends the documents to his/her agent (here the responsibility of the producer ends), the agent prepares other documents, for example, airway bill and customs entry forms.
- Step 4: The produce is weighed at the airways handling services department and issued the weight.
- Step 5: All documents are verified for final approval.
- Step 6: Agent sends documents to customs officers for verification.
- Step 7: From customs, the agent sends the documents to Air Freight Handling Ltd, which then passes the documents to the airline.
- Step 8: When the consignment arrives at the airport of the destination country, the airline company uses the airway bill to contact the buyer. The airway bill should clearly specify if the product requires refrigeration.
- Step 9: The consignment is sent to customs for clearance. Customs charges a duty on some agricultural products³.
- Step 10: Customs will detain the consignment to conduct tests if specific current phytosanitary risks may be perceived.
- Step 11: Customs gives the client a customs detention slip and a plant health clearance (customs release) form.

³ Consult <http://www.rapidtp.co.za/tariff/chpindx.html> to establish what duties apply to specific agricultural products)

- Step 12: The client then takes all the documents to the Perishable Cargo Triangle (PCT) for endorsement.
- Step 13: The client then takes the customs release form and airways bill to the airline to collect consignment.

4.2 Special Trade Terms in Export Sales (Incoterms)

Incoterms are the terms of sale as agreed upon by the seller and buyer to facilitate the handing over of a consignment and to specify who is responsible for transportation costs up to a designated point. All incoterms are referred to by the recognized three-letter codes and mention the names and place of delivery. The Incoterms are grouped into four categories:

- The first group (E) has only one trade term: Ex Works (EXW).
- The second, F-group, indicates the obligation of the seller to hand over the goods to a carrier free of risk and expenses to the buyer.
- The third, C-group, includes terms that indicate the seller's obligation to bear certain costs after main carriage, which is a critical point in the sales contract: the obligation to bear risks and costs change from one party to the other.
- The fourth, D-group, includes the terms that prescribe that the goods must have arrived at a specified destination.

Incoterms are critical to exporters since these are a critical tool for managing risk, and also represent a cost to the exporters which may impact the feasibility of export

4.2.1. Types of Incoterms

Group E Departure

EXW - Ex Works: When goods are made available to the buyer at the seller's premises for collection with minimum obligation to the seller for transporting the goods to the buyer. At this point, the responsibility of risk is transferred to the buyer, who is obligated to clear the goods for export and pay all costs involved for transportation, including insurance if required.

Group F Main carriage unpaid

FCA - Free Carrier: The seller arranges delivery of the goods cleared for export to the appointed carrier as nominated by the buyer and is responsible for the risk and costs up to the name(d?) point of handover.

FAS - Free Alongside Ship: The seller delivers the goods alongside the vessel at the named port of shipment as nominated by the buyer. The buyer will be responsible for all costs and risk from point onwards.

FOB - Free on Board: The seller is responsible for the clearing and delivering the goods for export on board the vessel to the nominated port of exit. Once the goods have passed over the slip's rail at the port of loading the risk is then transferred to the buyer.

Group C Main carriage paid

CFR - Cost and Freight: The seller is responsible for the cost and freight charges for delivering the goods to the named port of destination and bears all risks up to this point.

CIF - Cost, Insurance and Freight: The seller is responsible for costs, insurance and freight charges for delivering the goods to the named port of destination and bears all the risks.

CPT - Carriage Paid To: The seller undertakes to deliver the goods to their appointed carrier to the named port of destination at the seller's expense. The responsibility of risk is then passed onto the first carrier until the named place of delivery and the cost of the goods are borne by the seller until they arrive at the named place to where carriage has been paid.

CIP - Carriage and Insurance Paid To: The seller undertakes to deliver the goods to their appointed carrier to the named port of destination, including insurance at the seller's expense. The responsibility of risk is then passed onto the first carrier until the named place of delivery and cost of the goods are borne by the seller until they arrive at the named place to where carriage has been paid.

Group D Arrival

DAF - Delivered at Frontier: The seller clears and places the goods for export at the buyer's disposal, unloaded at the named place of destination and bears all risks for transportation up to this point.

DES - Delivered ex Ship: The seller delivers and places the goods at the buyer's disposal, not cleared for imports at the named place of destination and bears the risk until they arrive at the named place of destination.

DEQ - Delivered ex Quay: The seller delivers and places the goods at the buyer's disposal, not cleared for import on the quay side (wharf) at the named place of destination. At this point the responsibility of risk is on the buyer.

DDU - Delivered Duty Unpaid: The seller undertakes to deliver the goods to the buyer's premises unloaded at the place of final destination, and bears all costs excluding any applicable duty and taxes.

DDP - Delivered Duty Free: The seller undertakes to deliver the goods to the buyer's premises unloaded at the place of final destination, and bears all costs including any applicable duty and taxes.

4.2.2. Basic Export Documents

Below is a list of basic export documents. The documentation is either required by the importer to satisfy the country's trade control authorities, or to enable a documentary credit transaction to be implemented.

Many exporters find it more convenient to control the volumes and variety of paperwork and related matters by designing a file folder that has printed on the covers the entire control procedure covering documentation, payment, shipping instructions and so on. The checklist provides for road, air and sea freight.

Checklist of Export Documents

Document	Road Freight	Air Freight	Sea Freight
Invitation to quote	X	X	X
Quote	X	X	X
Pro forma invoice	X	X	X
Order confirmation/ acknowledgement	X	X	X
Bill of lading/ short-form bill of lading	X	X	X
Airway bill		X	
Insurance policy	X	X	X
Commercial invoice	X	X	X
Consular invoice	X	X	X
Certificate of origin	X	X	X
Packing list/ weight note		X	
Specification sheet	X	X	X
Import permit	X	X	X
Phytosanitary certificate	X	X	X
Customs invoice	X	X	X
Documentary credit of payment drafts	X	X	X
CCA1 form	X		
Bill of lading	X	X	X
Vessels manifest			X

4.2.3. Commercial documents

Packing List: An inventory document showing net quantity of goods, number of packages, weight and measurement of consignment.

Pro forma Invoice: This is a form of a quotation by the seller to a potential buyer. It is the same as the commercial invoice except for the word 'Pro forma Invoice.

Certified Invoice: A certified invoice may be an ordinary signed commercial invoice specifically certifying that the goods are in accordance with a specific contract or pro forma, that the goods are, or are not, of a specific country of origin and certifying any statement required by the buyer from the seller.

Commercial Invoice: The following details must appear on a commercial invoice:

- Names and addresses of buyer and seller and date;
- Complete description of goods;
- Unit prices where applicable and final price against shipping terms;
- Terms of settlement;
- Transport mark and number; and
- Weight and quantity of goods; and name of vessel if known and applicable.

4.2.4. Official documents

Import Permit: An import document issued by the NDA for the importation of certain commodities that must be submitted for customs clearance

Phytosanitary Certificate: A document that shows the origin of the shipment and confirms inspection in the source country by the member of the exporting country NPPO.

Customs Invoice: A commercial invoice issued by the seller to a buyer declaring such information as:

- shipper and consignee physical address;
- description of goods;
- quantity and value of consignment; and
- shipping/incoterms.

This is absent if the consignment is not for sale.

CCA1 Form: A formal customs document that must be completed for all products that are not documents non documents that are shipped within the SACU region.

Certificate of Origin: These constitute signed documents evidencing origin of the goods and are normally used by the importer's country to determine the tariff rates. They should contain the description of goods and phytosanitary inspection signature.

4.2.5. Insurance documents

Letter of Insurance: This is usually issued by a broker to provide notice that insurance has been placed pending the production of a policy or a certificate.

Insurance Certificate: These are issued by insurance companies to embrace either open covers or floating policies.

4.2.6. Transport documents

Airway Bill: This is a non-negotiable airline document that covers the transportation of cargo from a designated point of origin to a named final destination, whether it is an international or domestic consignment. It states all details of cargo loaded onboard an aircraft.

Bill of Lading: 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 on to a vessel.

Vessel Manifest: A list drawn up of all consignment to be shipped and signed for by the captain of the vessel/ aircraft.

4.2.7. Financial and financing documents

Letter of Credit: These are particularly important. A letter-of-credit arrangement will be agreed upon in the contract of sale. The buyer instructs a bank in his own country to open a credit with a bank in the seller's country in favor of the seller, specifying the documents which the seller has to deliver to the bank for him to receive payment.

Delivery Order: This is an order on a warehouse instructing it to deliver goods to the bearer or a party named in the order. Banks issue such orders when goods stored in their name are to be delivered to a buyer or are to be reshipped and have to leave a warehouse.

Warehouse Receipt: This is a receipt for goods issued by a warehouse. It is not negotiable and no rights in the goods can be transferred under it. Delivery orders may be issued against the receipt for the goods which relate to it.

Promissory Notes: While not bills of exchange, these are largely subject to the same rules and are used for a somewhat similar purpose, namely the settlement of indebtedness. Instead of being drawn like a bill of exchange by the person expecting to be paid, they are made by the person who owes the money, in favour of the beneficiary.

Sanitary and Phytosanitary Standards

This agreement concerns the application of sanitary and phytosanitary measures - in other words food safety and animal and plant health regulations. The agreement recognises that governments have the right to take sanitary and phytosanitary measures but that they should be applied only to the extent necessary to protect human, animal or plant life or health and should not arbitrarily or unjustifiably discriminate between Members where identical or similar conditions prevail.

Members are encouraged to base their measures on international standards, guidelines and recommendations where they exist. However, Members may maintain or introduce measures which result in higher standards if there is scientific justification or as a consequence of consistent risk decisions based on an appropriate risk assessment. The Agreement spells out procedures and criteria for the assessment of risk and the determination of appropriate levels of sanitary or phytosanitary protection.

It is expected that Members would accept the sanitary and phytosanitary measures of others as equivalent if the exporting country demonstrates to the importing country that its measures achieve the importing country's appropriate level of health protection. The agreement includes provisions on control, inspection and approval procedures.

Technical Barriers to Trade

This agreement seeks to ensure that technical negotiations and standards, as well as testing and certification procedures, do not create unnecessary obstacles to trade. It recognizes that countries have the right to establish protection, at levels they consider appropriate, for example for human, animal or plant life or health or the environment, and should not be prevented from taking measures necessary to ensure those levels of protection are met. The agreement therefore encourages countries to use international standards where these are appropriate, but it does not require them to change their levels of protection as a result of standardization.

It covers processing and production methods related to the characteristics of the product itself. The coverage of conformity assessment procedures is enlarged and the disciplines made more precise. Notification provisions applying to local government and non-governmental bodies are elaborated in more detail than in the Tokyo Round agreement. A Code of Good Practice for the Preparation, Adoption and Application of Standards by standardizing bodies, which is open to acceptance by private sector bodies as well as the public sector, is included as an annex to the agreement.

Annexure II Major South African Industry Players

Compy name	Contact Number	E-mail address	Produce Processor	Logistics & Control	Exporter	Forwarding & Clearing	Transport & Freight Handling
ACCESS FREIGHT INT'L	27 31 451 9200	info@accessgroup.co.za	YES	YES	YES	YES	YES
AFRIFRESH EXPERTERS CC	27 21 794 7360	anton@afirifresh.co.za			YES		
AFRUTA	27 44 877 0971	afruta@iafrica.com			YES		
AFTEX EXPORTERS	27 11 792 3544/47/51	export@aftex.co.za			YES	YES	YES
AGRI MANAGEMENT	27 21 982 3314	agriman@iafrica.com					
AGRILINK	27 11 390 2366-8	wouter@agrifruit.co.za			YES		
AH ENGELBRECHT SNR & SEUNS	27 27 216 1448	studiosur@interfree.it			YES		
ANALYTICAL SERVICES	27 12 804 6825/6	lab@ppecb.com					
ANLIN SHIPPING	27 21 911 1070	webmaster@anlin.co.za			YES		
ASHTON CANNING	27 23 615 1140	info@ashtoncanning.co.za	YES				
AV CONTAINERS	27 21 511 2569	wwc@global.co.za					
BELL SHIPPING	27 21 461 3604	sargeant@bellshipping.co.za			YES		
BENGUELA INTERNATIONAL	27 31 564 5343	info@benguela.co.za			YES		
BERGFLORA	27 21 934 6110-2	info@bergflora.co.za			YES		
BERRY & DONALDSON	27 21 462 4190	caronb@berrydon.co.za			YES		YES
BETKO VARS PRODUKTE	27 28 840 2313	betko@iafrica.com			YES		
BIOTRACE FRUIT EXPORTERS	27 12 252 2387	grant@frutex.co.za		YES	YES		
CAPE FIVE EXPORT SA	27 21 850 4640	infor@capefive.com			YES		
CAPE FRESH & FROZEN	27 21 855 1183				YES		
CAPE VINEYARDS	27 23 349 1585/ 1466	henriette@cape-vineyards.com			YES		
CAPESPAN	27 21 917 2600	info@capespan.co.za					
CAPSELLING SA	27 21 851 5303/5	alain@capselling.co.za			YES		
CARGO LOGISTICS DURBAN	27 31 563 3608	peter@cargologisticsdurban.co.za				YES	
CERES FRUIT JUICES	27 21 860 0000	exports@ceres.co.za	YES		YES		
CITRUS GROWER'S ASSOCIATION	27 31 765 2514	justchad@iafrica.com					
CITRUS SA	27 21 975 7220	ceo@citrussa.co.za					

CLASS A TRADING-7 SEAS	27 21 701 6770	tracev@sevenseasfruit.com			YES		
CLOVER CARGO INT'L	27 21 530 9800	cloverct@iafrica.com				YES	YES
COMMERCIAL GOLD STORAGE	27 21 418 3236	fdowling@comcold.co.za					
CTS CONTRASHIP	27 31 304 1963	nr@yebo.co.za			YES		
DECIDUOUS FRUIT	27 21 870 2913	retha@dfpt.co.za					
DELECTA FRUIT	27 21 930 1181	jonathan@delecta.co.za			YES		
DENMAR ESTATES	27 58 303 2149	sales@denbi.co.za	YES		YES		
DOCKS SHIPPING	27 21 530 5200	gavinw@docks.co.za			YES	YES	YES
DOLE SA	27 21 914 0600	dolecpt@za.dole.com			YES		
EGGBERT EGGS	27 11 845 2066	eggbert@saol.com			YES		
ETLIN	27 21 418 3850	leonor@cpt.etlin.co.za			YES		
EURO-AFRICA	27 11 483 3036	brad@popcorn.co.za			YES		
EYETHU FISHING	27 41 585 5683	heinrich@evethufishing.co.za	YES		YES		
FIELD CREST INT'L	27 31 465 0703/8	info@fieldcrest.co.za			YES		
FOREST FERNS	27 42 280 3876	fferns@telkomsa.net			YES		
FRESH PRODUCE	27 21 674 3202	symo@iafrica.com					
FRESH PRODUCE TERMINALS	27 21 401 8700	ronnie_kingwill@fpt.co.za		YES		YES	
FRESHCO	27 21 531 8303	info@freshco.co.za			YES		
FRESHMARK	27 21 980 7000	freshmark@shoprite.co.za			YES		
FRESHWORLD	27 21 808 7100	kieviet@freshworld.co.za			YES		
FRUIT SA	27 21 674 4049	porchia@fruitsa.co.za					
FRUITAIR EXPORT CC	27 21 552 8240	fiford@fruitair.co.za			YES		
FRUITS UNLIMITED	27 21 872 0437	elrika@fruitsunltd.co.za			YES		
GERBER PACKAGING	27 11 652 0710	philipi@qerber.co.za		YES			
GIANTS CANNING	27 11 623 2929	gians@aqua.co.za	YES				
GOLDEN HARVEST	27 21 531 7213	pkotze@goldenharvest.co.za			YES		
GOLDEN LAY FARMS	27 11 790 4700	goldlay@global.co.za	YES		YES		
GOREEFERS LOGISTICS	27 21 914 2832	capetown@goreefers.com		YES			
GRANOR PASSI	27 15 298 6000	passi@mweb.co.za	YES				
GRAPES (SA TABLE GRAPES)	27 21 870 2954	info@grapesa.co.za					
GREEN MARKETING INT'L	27 21 874 1055	rorv@gmint.co.za			YES		

GRINDROD PCA	27 21 934 6184	douge@rohlig.co.za				YES	YES
HELLMANN WORLDWIDE	27 31 240 7100	fmckenzi@za.hellmann.net		YES	YES	YES	YES
HM FRUIT PROCESSING	27 15 309 0046	alans@hansmerensky.co.za	YES		YES		
HPL SEA FREIGHT SA	27 21 425 0610	shameeq@hplsa.co.za		YES			YES
INDLOVU INT'L CC	27 21 794 8126	indloint@global.co.za			YES		
INTERTRADING LTD	27 11 771 6000	interltd@intertrading.co.za			YES		
IRVIN & JOHNSON LTD	27 21 402 9200	georgew@ij.co.za	YES		YES		
JHB FRESH PRODUCE	27 11 613 2049	choltzkampf@ifpm.co.za					
KAI SHANG AFRICA	27 11 622 5133	hakim@global.co.za			YES		
KAIRALI FLORA	27 11 268 0864	info@kairalisa.com			YES		
KALLOS EXPORTERS	27 21 425 4800	meyer@kallos.co.za			YES		
KAPPA SOLID BOARD	27 21 880 1092	sales@kappa-solidboard.co.za					
KARPUS TRADING	27 11 268 0864	info@kairalisa.com			YES		
KATOPE EXPORTS	27 15 307 8500	jaco@katope.co.za			YES		
KENT FARM DRIED FLOWERS	27 28 572 1611	kent@isat.co.za			YES		
KINGFLORA TRUST	27 42 287 0727	noking@iafrica.com			YES		
KOMATI FRUITS	27 11 455 2563	komati@global.co.za			YES		
LASER PERISHABLE DIVISION	27 11 974 9297	jacques@laserint.co.za		YES		YES	YES
LONA TRADING	27 21 410 6700	info@lona.co.za			YES		
MAERSK SEALAND	27 21 408 6000	cptordexpref@maersk.com					YES
MALACHITE COMMUNICATIONS	27 21 855 5512	info@malachite.co.za					
MARNIC ENTERPRISES	27 21 710 9000	trade@gaertner.co.za			YES		
MEIHUIZEN INT'L	27 21 419 9191	asl@meihuizen.co.za					YES
MELPACK	27 28 841 4380	melpack@melsetter.co.za					
MOL SA	27 21 402 8901	hnaiker@molrsa.infonet.com					YES
MONDIPAK	27 21 507 6700	www.mondipak.com					
MSC LOGISTICS	27 31 360 7811	ibateman@clog.co.za		YES			YES
NAPIER FLORA	27 28 423 3345	napier@netactive.co.za			YES		
NATIONAL DEPT OF AGRIC	27 12 319 7317	dcom@nda.agric.za					
NULAID	27 21 981 1151	prossouw@pnr.co.za			YES		
OCEAN PRINCE MARINE	27 21 511 7777	oceanprince@mweb.co.za			YES		

ODESSEY INT'L IMPORT & EXPORT	27 21 421 7160	odessey@odyint.co.za		YES	YES	YES	YES
ORANGE RIVER EXPORT	27 54 431 6100/6	orex@mweb.co.za			YES		
PALTRACK SYSTEMS	27 21 970 2777	andries_mouton@paltrack.co.za		YES			
PARAGON PRODUCE	27 11 421 2605	lingda@paragonproduce.co.za			YES		
PORT NOLLOTH FISHERIES	27 21 434 4002	sankfin@iafrica.com			YES		
PPECB	27 21 930 1134	ho@ppecb.com					
PREMIER FRUIT EXPORTS	27 31 767 3875	pfe@iafrica.com			YES		
PRIMA FRUIT	27 11 784 3030	prima@globa.co.za			YES		
PROPOTS	27 21 534 4420/9036	mwpropot@iafrica.com			YES		
QUALITRACK	27 21 872 4028	heidi@qualitrack.co.za		YES			
REDFERN	27 21 552 9680	sales@redfern.co.za		YES			
RFF FOODS	27 21 870 4000	phillipsr@rfffoods.com	YES		YES		
ROHLIG-GRINDROD	27 21 418 3218	colleenw@rohlig.co.za				YES	YES
ROOIBERG WINERY	27 23 626 1663	rooiberg@mweb.co.za	YES		YES		
SA FLOWER GROWERS' ASSOC	27 11 692 4237	info@saflower.co.za					
SA MANGO GROWERS ASSOC	27 15 307 3513/2775	samga@mango.co.za					
SA PROTEA PRODUCER'S EXPORTER'S ASS	27 28 284 9745	sappex@hermanus.co.za					
SAFCOR PANALPINA	27 21 550 6500	marys@safcorpanalpina.co.za			YES		
SAFE	27 21 657 4000	anyasafruit@mweb.co.za			YES		
SAFMARINE	27 21 408 6911	safsclefsal@za.safmarine.com					YES
SAFPRO	27 41 582 4706/7	safpro@iafrica.com			YES		
SAFT	27 21 937 3440	safthq@saft.co.za		YES		YES	YES
SAPO	27 21 887 6823	info@saplant.co.za					
SARDA	27 21 551 5077	sardanat@mweb.co.za					
SCHOEMAN BOERDERY	27 13 262 6600/3	lappies@moosriviet.co.za			YES		
SEA HAVEST CORPORATION	27 21 417 7900	info@seaharvest.co.za	YES		YES		
SENSITECH SA CC	27 21 852 5458	sebsitec@iafrica.com	YES	YES			YES
SKY TRADING	27 21 976 9777	sky-sa@mweb.co.za			YES		
SLANGHOEK CELLAR	27 23 344 3026	slanghoek@lando.co.za			YES		

SLICE OF AFRICA	27 82 781 3652	willem@sliceofafrica.co.za			YES		
SOUTHCAPE PRODUCE	27 44 874 5901	s164@pixie.co.za			YES		
SOUTHERN FRUIT GROWERS	27 21 852 4012	sales@southernfruit.co.za			YES		
SOVEREIGN FRUITS	27 21 552 7004	zenobia@sovfruit.co.za			YES		
SPECIAL FRUIT NV.	32 3 315 0773	mail@specialfruit.be			YES		
SPECIAL FRUIT NV.	27 21 853 2627	specialfruitsa@saonline.co.za			YES		
SPECIALISED INT'L FREIGHT	27 31 465 0203/4	sif@iafrica.com				YES	
SQUID PACKERS	27 41 585 3696	squidp@iafrica.com	YES		YES		
STD BANK INT'L DIVISION	27 11 636 1053/4391	ibc@scmb.co.za					
STELLENPAK	27 21 874 2225	koen@stellenpak.co.za					
SUMMERFIELD EXPORTS	27 11 475 7141	sumfield@global.co.za			YES		
SUMMERPRIDE FOODS	27 43 731 1770	russe@sumpride.co.za	YES		YES		
SUNPRIDE	27 21 794 0333	anton@afrifresh.co.za			YES		
SUNPRIX TABLE GRAPES	27 44 272 3905	ofglobe@mweb.co.za			YES		
SUNWORLD INT'L	27 21 870 2921	ijooste@sun-world.com					
SUPREME FRUITS	27 21 552 7032	fynn@supreme-fruits.co.za			YES		
SWEET AFRICA	27 21 914 9811	derick@sweetafrica.co.za			YES		
SWELLENFRUIT PACKING	27 28 512 3440/1	info@swellenfruit.com					
SYNGENTA	27 11 541 4024	johann.brits@syngenta.co.za					
THE COLD LINK NEWSPAPER	27 21 551 5076/7	jasac@iafrica.com					
THOKOMAN FOODS	27 12 811 0501/0402	thokomans@icon.co.za			YES		
TIGER BRANDS INT'L	27 21 970 4100	pietjoubert@tigerbrands.com	YES		YES		
TRISTAN EXPORT	27 21 448 4886	logistics@tristanexport.co.za			YES		
TROPICANA MARKETING INT'L;	27 21 535 0225	vinfo@tmiww.co.za			YES		YES
UNIFRUIT	27 28 840 2209	unifruit@africa.com					
VALLEY EXPORT FRUIT PACKERS	27 15 307 2431	mahuka@pixie.co.za	YES		YES		
VAN DER LANS CAPEFRESH	27 22 921 2445	stiaan@vdlcapefresh.com			YES		
WP FRESH DISTRIBUTORS	27 21 851 3788/9	info@wpfresh.co.za			YES		
XL INT'L	27 28 514 1455	derek@xlinter.co.za			YES		
ZEBRA FRESH FRUIT	27 22 913 2684	info@zebrafruit.co.za			YES		

Annexure III Import Permit Application Form

**IMPORT PERMIT APPLICATION FORM: AANSOEK OM 'N PERMIT VIR DIE INVOER VAN BEHEERDE GOEDERE INGEVOLGE DIE BEPALINGS VAN DIE WET OP LANDBOUPLAE, 1983 (WET No. 36 VAN 1983)
APPLICATION FOR A PERMIT FOR THE IMPORTATION OF CONTROLLED GOODS IN TERMS OF THE PROVISIONS OF THE AGRICULTURAL PESTS ACT, 1983 (ACT No. 36 OF 1983)**

STANDARD APPLICATION/STANDAARD AANSOEK: Moet minstens 30 dae voor die datum van aankoms van die betrokke goedere in Suid-Afr ka ingedien word by:
Must be submitted at least 30 days prior to the date of arrival of the goods concerned in South Africa to:
ANDER AANSOEKE/OTHER APPLICATIONS: Aansoeker sal in kennis gestel word van hanterings prosedure/ Applicant will be notified of handling procedures.

DIREKTEUR: DIREKTORAAT: PLANTGESONDHEID EN GEHALTE, PRIVAATSAK X258, PRETORIA, 0001; OF
DIRECTOR: DIRECTORATE: PLANT HEALTH AND QUALITY, PRIVATE BAG X258, PRETORIA, 0001; OR
FAX: 27 12 319 6370 / E-MAIL JeremiahMA@nda.agric.za / TEL: 27 12 319 6102/6396

Hiermee doen ek, die ondergetekende, aansoek om 'n permit ingevolge artikel 3(1) van die Wet op Landbouplae, 1983 (Wet No. 36 van 1983), om die beheerde goedere waarvan besonderhede hieronder verskyn, in Suid-Afrika in te voer. Ek verklaar hierby dat die betrokke goedere nie geneties-gemanipuleerde organismes bevat nie.

I, the undersigned, hereby apply for a permit in terms of section 3(1) of the Agricultural Pests Act, 1983 (Act No 36 of 1983), to import the controlled goods of which the particulars appear hereunder, into South Africa.

I hereby declare that the goods concerned do not contain any genetically manipulated organisms.

* * Beskrywing van beheerde goedere Description of controlled goods	Naam van variëteit van plante (waar van toepassing) Name of variety of plants (where applicable)	Hoeveelheid (aantal of massa) Quantity (number or mass)	Volle naam en adres van leweransier in die buiteland Full name and address of foreign supplier	Plek van binnekoms Port of entry	Doel waarvoor ingevoer Purpose of which imported

Land van oorsprong/Country of originNaam van firma/applikant/Name of company/applicant

Posadres van applikant/Postal Address of applicant

Kode/Code Telefoon no./Telephone no. Faks no./Fax no.

E-mail address/adres

.....
HANDTEKENING VAN APPLIKANT/SIGNATURE OF APPLICANT

.....
**DRUKSKRIF: NAAM EN VAN VAN APPLIKANT/
PRINTED: NAME AND SURNAME OF APPLICANT**

.....
DATUM/DATE

- * In die geval van 'n plant (insluitend saad), patogeen, insek of uitheemse dier, moet sowel die wetenskaplike as die gewone naam vermeld word.
- * In the case of a plant (including seed), pathogen, insect or exotic animal, the scientific as well as the common name thereof shall be specified.