

"When one door closes, another opens; but we often look so long and so regretfully upon the closed door that we do not see the one which has opened for us." – Alexander Graham Bell

CAN SIDEBAR TALKS YIELD PROGRESS ON DIVERSIFICATION?

South Africa holds the G20 presidency from December 2024 to November 2025 under the theme "Solidarity, Equality, and Sustainability". This is a huge milestone for our young democracy as it is also the first time an African nation has held this position. Among other meetings, a meeting of Foreign Ministers is notable, and this meeting was held in February 2025, with the Leaders' Summit later in the year the closeout. During its presidency South Africa aims to foster a people-centred, development-oriented, and inclusive approach to global challenges. The culmination of SA's presidency is the G20 Leaders' Summit in Johannesburg on November 22 and 23, where we will host the leaders of the G20 countries in SA. The structure of the G20 engagement follows a Finance track, Sherpa track and engagement groups. Last week, under the Finance track, the Ministers of Finance and Central Bank governors met in Durban. Other meetings, including those of agriculture and trade, will follow as part of the Sherpa track.

In response to the July 7 tariff letters issued by the Trump Administration, President Ramaphosa implored business and government departments to focus on market diversification. The diversification of markets implies finding new markets but also improving or deepening existing markets. Opening new markets is a long-term process and, with huge investment in resources, often takes several years, and thus not going to deliver solutions in the short term. For many years, job-creating industries have invested time and effort in building relationships with their markets. It is now up to the government to use diplomatic and political processes for new and expanded agreements.

The hosting of the various G20 presidency meetings offers the opportunity for South Africa to facilitate discussions that could fast-track market diversification and create new options for those industries who already have diversified to a large extent. The G20 can thus be used to initiate trade agreements with a shorter turnaround time. Wandile Sihlobo recently wrote about the state capacity needed to facilitate trade negotiations for expeditious market diversification. Perhaps whilst we consider and strengthen this capacity, we surely are in a position to hold sidebar trade discussions with 18 Ministers and Leaders of the G20 countries as they attend various meetings scheduled as part of the remainder of our G20 presidency.

This approach maximises the opportunity of the G20 whilst not excessively expending the limited resources we have. Such discussions should be limited to specific and targeted areas - especially to those industries who can be impacted by the US tariffs. The focus could be on proposed packaged deals, limited offers and exchanges on a bilateral basis, without falling foul of multilateral trade rules. We have learned since April's tariff turmoil that such possibility exists.

CGA COMMUNICATION PLATFORM SHUTDOWN

Please note that the old CGA Comms Tool and CGA App will be discontinued on 31 July 2025, having been replaced already by the new CGA Website and communication tools. To register on the new platform, please visit <https://www.cga.co.za/user-registration/>. Or contact Albert Coetzee (albert@cga.co.za) for assistance.

CITRUS MARKETING FORUM

The next CMF will take place on Thursday, 31 July, at 10:00am. RSVP and request a link from portia@cga.co.za if you would like to attend.

PACKED AND SHIPPED

End of Week 29 million 15 Kg Cartons	Packed	Packed	Packed	Shipped	Shipped	Original Estimate	Latest Prediction	Final Packed	Vision 260
SOURCE: PPECB/AGRIHUB	2023	2024	2025	2024	2025	2025	2025	2024	2025
Grapefruit	12.5 m	12.9 m	13.5 m	11.7 m	12.4 m	15.3 m	15.0 m	14.4 m	16.8 m
Lemons	32.2 m	29.5 m	34.1 m	25.9 m	32.0 m	32.9 m	36.3 m	34.7 m	41.5 m
Mandarins	25.5 m	25.0 m	30.3 m	19.2 m	25.9 m	44.9 m	47.4 m	41.6 m	43.9 m
Navels	19.2 m	16.7 m	21.8 m	13.0 m	19.3 m	26.1 m	28.2 m	25.1 m	21.7 m
Valencia	14.5 m	12.7 m	16.8 m	7.4 m	11.9 m	52.0 m	53.1 m	48.8 m	58.0 m
Total	103.9 m	96.8 m	116.5 m	77.2 m	101.5 m	171.1 m	180.0 m	164.6 m	181.9 m