

Progress in gaining access to new markets and retaining & optimising markets



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Subtrop Marketing Symposium
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Gain

Retain

Optimise







Applications to access new markets



- USA
- China
- Japan
- India
- Taiwan
- Thailand
- South Korea
- Israel
- Vietnam
- Mexico



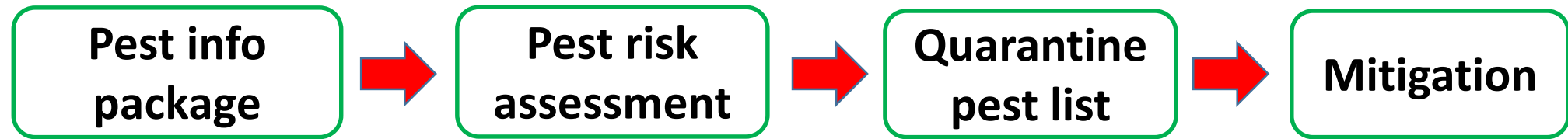
- USA
- China
- Japan
- Thailand
- Vietnam



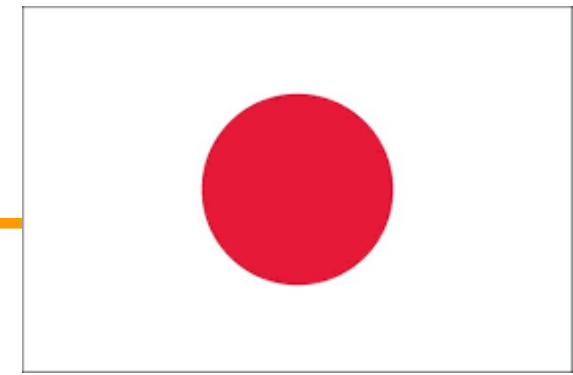
- India
- China
- South Korea
- Vietnam



Applications to access new markets



Avocado



Japan

2016: MAFF insists on phytosanitary treatment for *Bactrocera dorsalis*.

Published information on cold treatment provided by SAAGA

2017: MAFF requests replications of one aspect of the research.

SAAGA commissioned research and provided information.

2018: February: DAFF sends requested info to MAFF.

November: MAFF responds- clarification required.

2019: May: SAAGA provides info to DAFF which is sent to MAFF.

September: MAFF accepts cold treatment of 2 °C for 19 d

Waiting for MAFF to revert on draft import requirements and possibly an inspection visit to SA.

Avocado



India

2017: July: India completed avocado PRA.

September: DAFF provides comments on pest list.

2018: April: India responds to DAFF's comments.

June: DAFF provides feedback to Indian counterparts.

2019: May: Response received from India after a Fruit SA visit to India in April 2019.

September: India requested inspection visit to SA, but on very short notice. Visit to take place in early 2020

Avocado



USA

2017: January: SAAGA provided USDA-APHIS with outstanding publications and information on FCM on January 2017.

2018: December: After numerous follow ups, USDA-APHIS provided a response. This included a number of queries on the cold treatment for fruit fly.

2019: April: Response from researcher sent to DAFF (researcher had to do additional trials).

June: DAFF sent response to APHIS.

Nov: Still awaiting response from APHIS.

Avocado

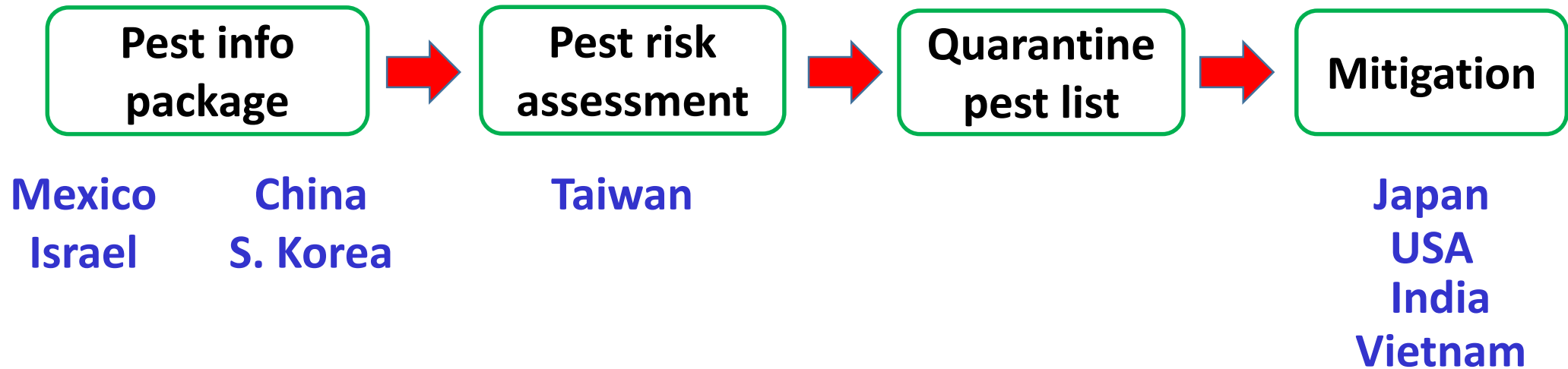


USA

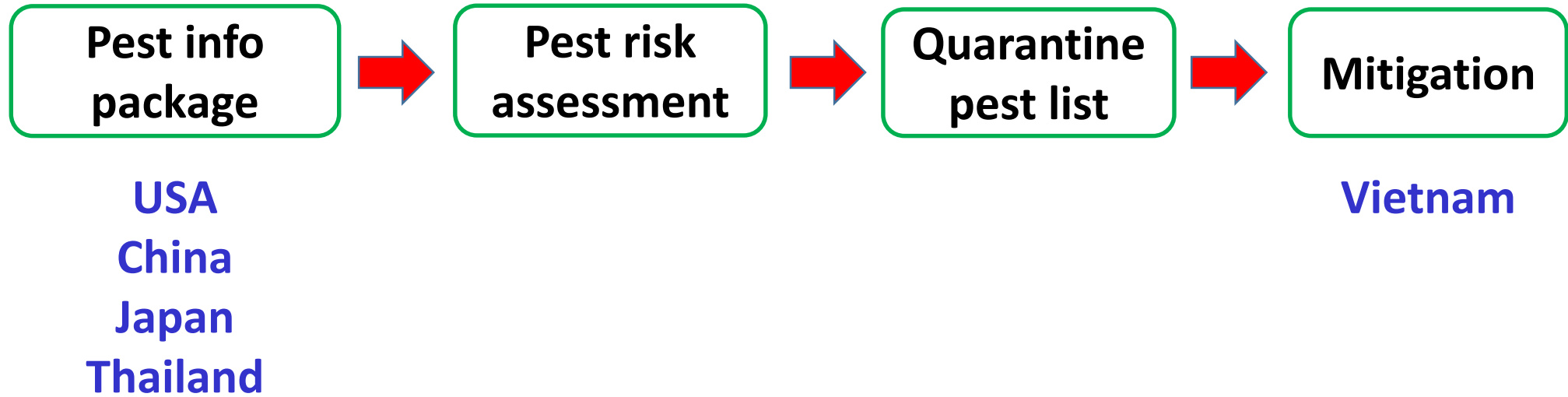
Movement of avocado market access is affected by counter-trade issues:

- **DALRRD (DAFF) and APHIS cannot come to an agreement on import conditions for pork related to Porcine Respiratory & Reproductive Syndrome (PRRS).**
- **Previously, US poultry imports to SA were also an issue**

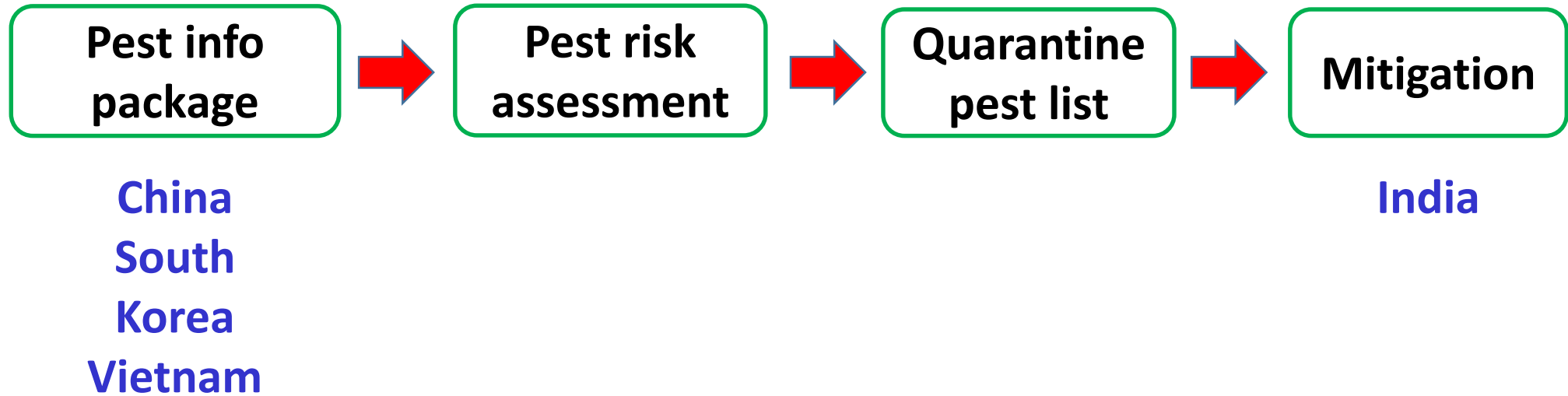
Avocado



Mango



Litchi



Optimisation



Litchi exports to USA

- **First shipment to USA: December 2012.**
- **Quarantine treatment: Irradiation - 400 Gy.**
- **Complex logistics.**
- **2019 Application for cold treatment as an alternative to irradiation made to the USA. This will allow for large sea freight volumes to be shipped.**
- **Nick Gutierrez engaged to facilitate the process with USDA.**

Retaining access to existing markets



EU: New import requirements for mangoes

- **EU legislation published 21 March 2019 requiring measures against non-European fruit flies.**
- **DAFF & Subtrop worked together to draw up a Fruit Fly Management System for implementation from 2019/2020 export season.**
 - **Registration of orchards & packhouses**
 - **Monitoring, orchard sanitation, record keeping**
 - **Verification by DALRRD**
 - **Grading and inspection in packhouse**
 - **End point phytosanitary inspection**
 - **Phytosanitary certification**

Thank you

