

The image features two mangoes against a white background. On the left is a whole mango with a large green leaf attached to its stem. On the right is a mango that has been sliced, showing its yellow-orange flesh and a green leaf. The text "SAMGA RESEARCH SYMPOSIUM 2017" is overlaid in the center in a bold, black, sans-serif font.

**SAMGA RESEARCH
SYMPOSIUM 2017**



“WHEN WILL THIS CHAOS END?” J. du Preez 2017



MANGO PRODUCTION

120000

100000

80000

60000

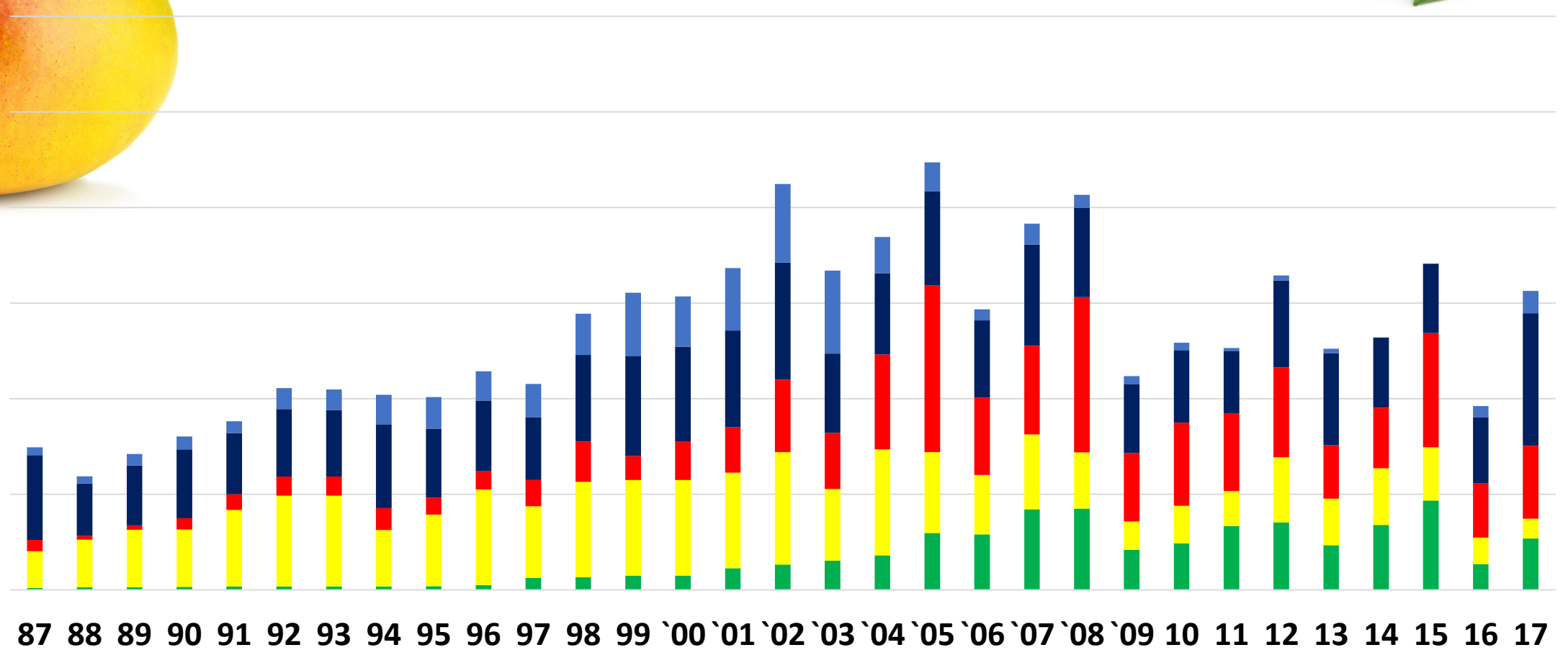
40000

20000

0

87 88 89 90 91 92 93 94 95 96 97 98 99 `00 `01 `02 `03 `04 `05 `06 `07 `08 `09 10 11 12 13 14 15 16 17

■ DRIED ■ ACHAR ■ JUICE ■ LOCAL ■ EXPORT





MANGO PRODUCTION

120000

100000

80000

60000

40000

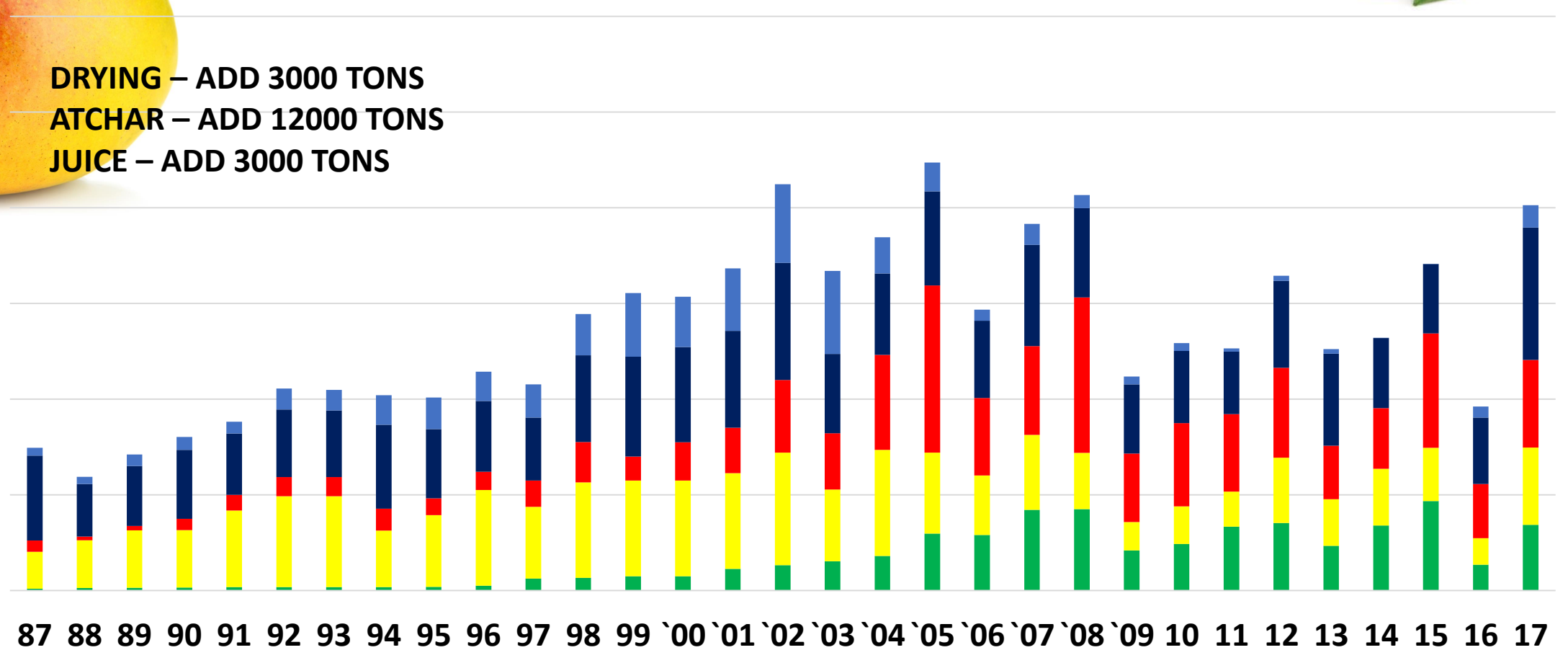
20000

0

DRYING – ADD 3000 TONS
ATCHAR – ADD 12000 TONS
JUICE – ADD 3000 TONS

87 88 89 90 91 92 93 94 95 96 97 98 99 `00 `01 `02 `03 `04 `05 `06 `07 `08 `09 10 11 12 13 14 15 16 17

■ DRIED ■ ACHAR ■ JUICE ■ LOCAL ■ EXPORT





MANGO PRODUCTION

120000

100000

80000

60000

40000

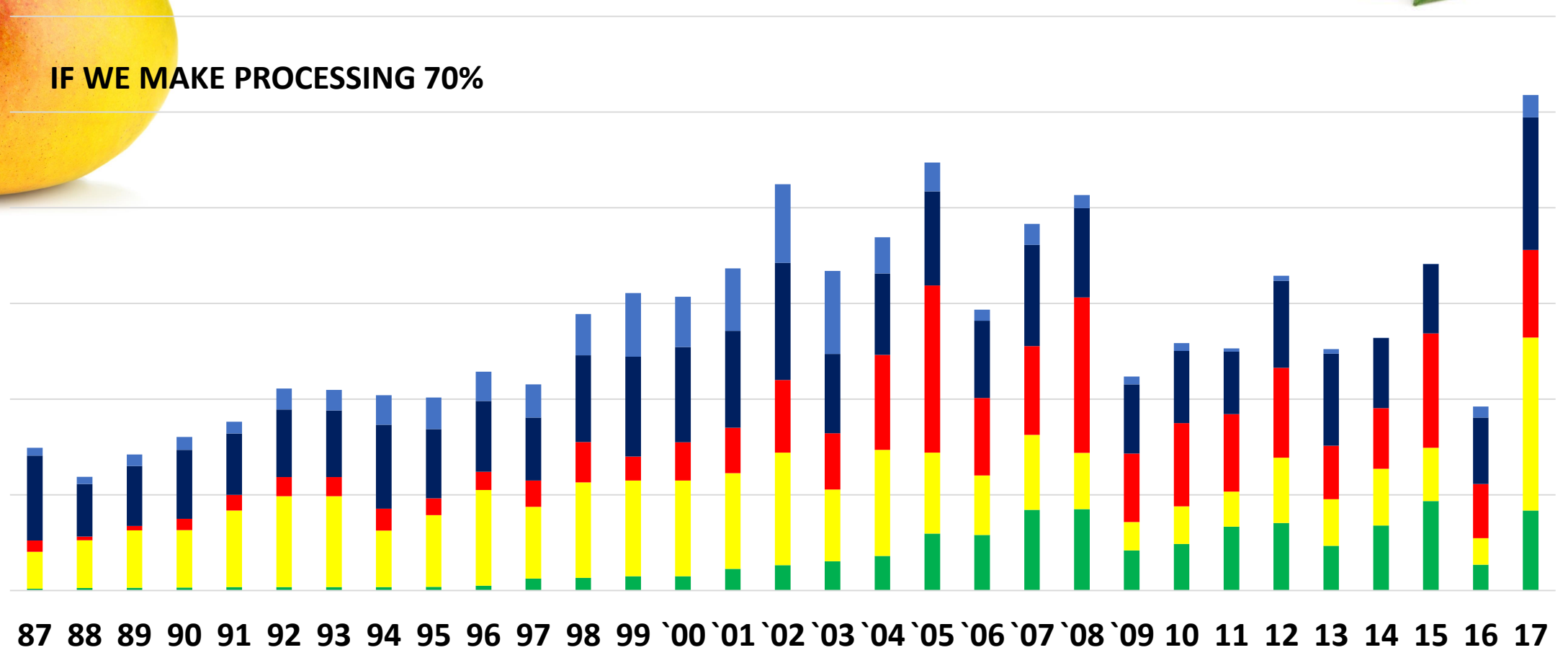
20000

0

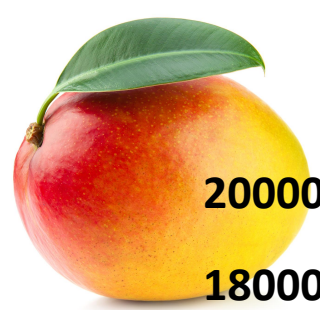
IF WE MAKE PROCESSING 70%

87 88 89 90 91 92 93 94 95 96 97 98 99 `00 `01 `02 `03 `04 `05 `06 `07 `08 `09 10 11 12 13 14 15 16 17

■ DRIED ■ ACHAR ■ JUICE ■ LOCAL ■ EXPORT



DRYING

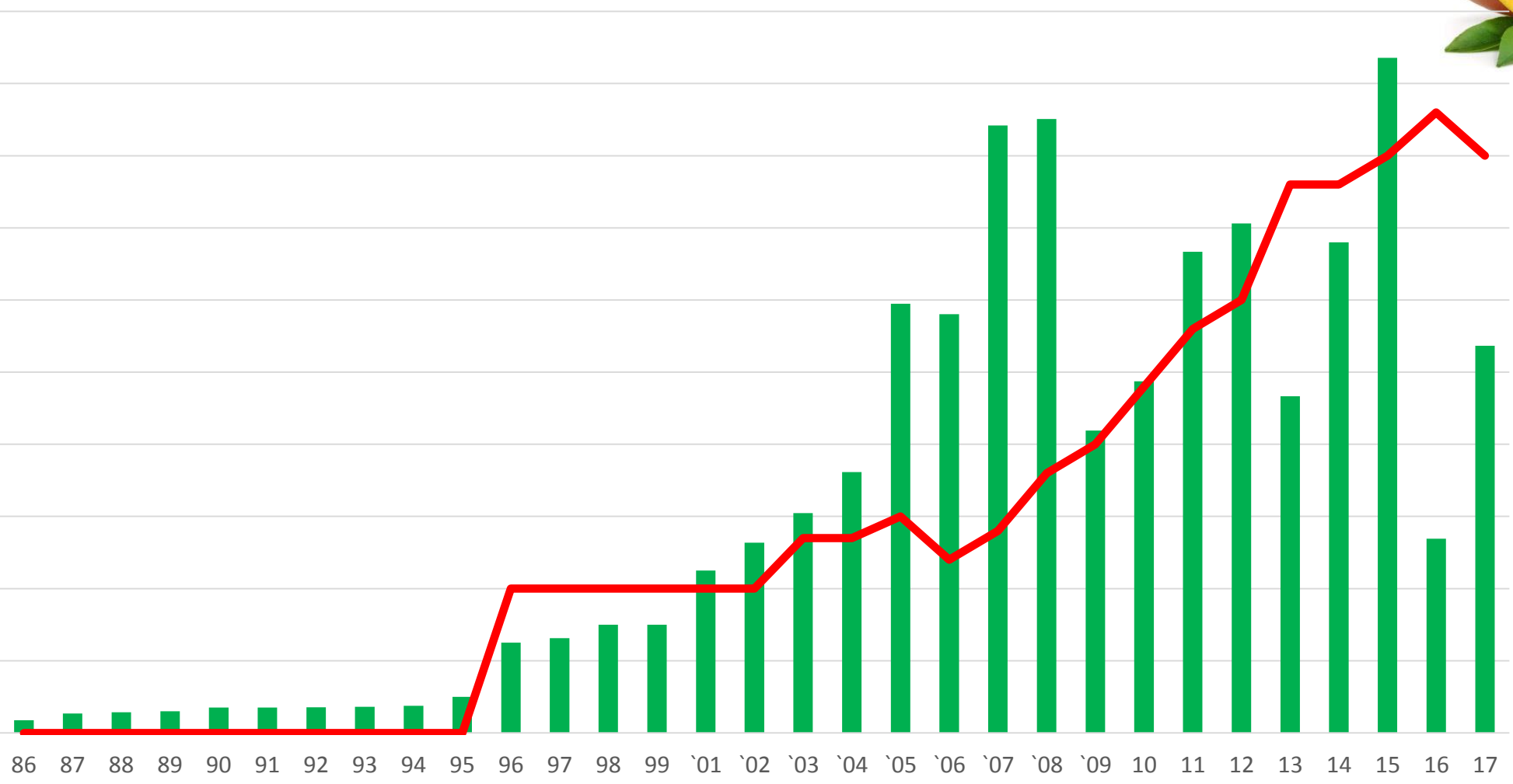


20000
18000
16000
14000
12000
10000
8000
6000
4000
2000
0

5000
4500
4000
3500
3000
2500
2000
1500
1000
500
0

'86 '87 '88 '89 '90 '91 '92 '93 '94 '95 '96 '97 '98 '99 '01 '02 '03 '04 '05 '06 '07 '08 '09 '10 '11 '12 '13 '14 '15 '16 '17

TON PRICE





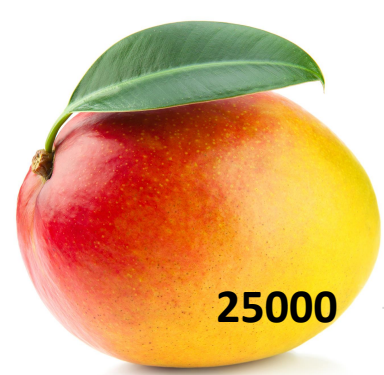
PROBLEM

- **INCORRECT INFO**
- **250-300 TON IN COLD ROOMS**
- **CARRY OVER**
- **NO EU MARKET**
- **TOO EXPENSIVE**
- **LESS INTAKE FROM GROWERS**
- **2018 – PRESSURE ON JUICE**

SOLUTION

- **NEW MARKETS**
- **WORKING TOGETHER**
- **PRICE DROP ON RAW PRODUCT**
- **ATTEND PROCESSING FORUMS**
- **STATUTORY LEVIES**

ATCHAR



25000

2500

20000

2000

15000

1500

10000

1000

5000

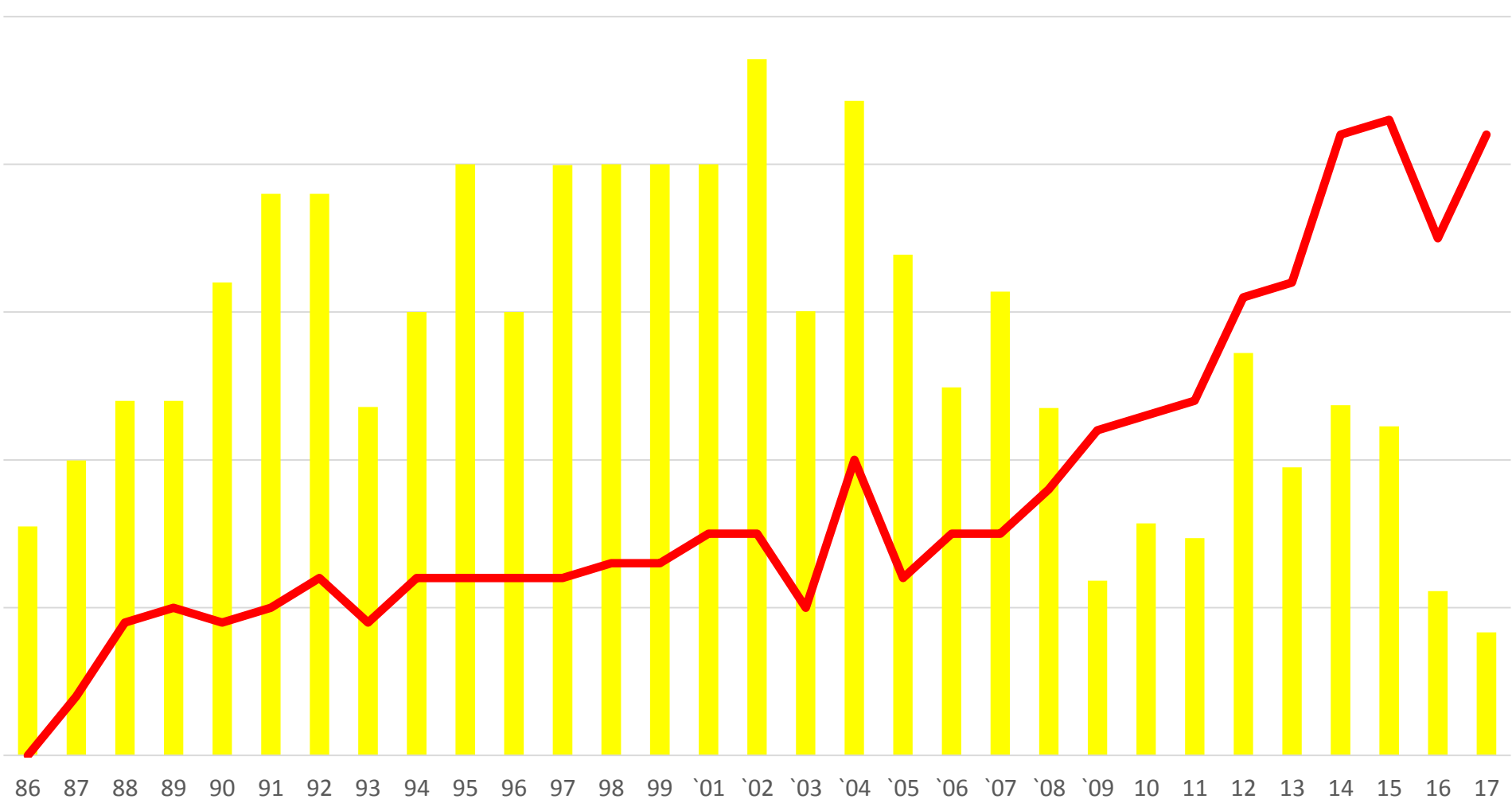
500

0

0

'86 '87 '88 '89 '90 '91 '92 '93 '94 '95 '96 '97 '98 '99 '01 '02 '03 '04 '05 '06 '07 '08 '09 '10 '11 '12 '13 '14 '15 '16 '17

■ TON ■ PRICE





PROBLEM

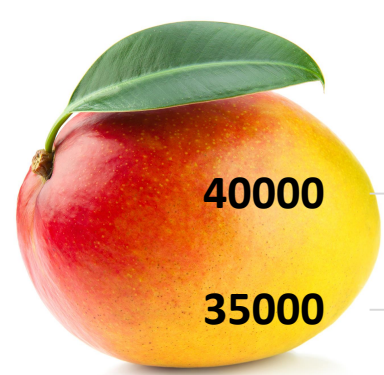
- **INCORRECT INFO**
- **NO INFO**
- **CARRY OVER**
- **INTEGRITY?**



SOLUTION

- **ATTEND PROCESSING FORUMS**
- **STATUTORY LEVIES**

JUICE



40000

35000

30000

25000

20000

15000

10000

5000

0

3000

2500

2000

1500

1000

500

0

'86

'87

'88

'89

'90

'91

'92

'93

'94

'95

'96

'97

'98

'99

'01

'02

'03

'04

'05

'06

'07

'08

'09

'10

'11

'12

'13

'14

'15

'16

'17

■ TON ■ PRICE





PROBLEM

- **INCORRECT INFO**
- **CARRY OVER**
- **SMALL SCALE FARMERS AND SHAREHOLDERS HAVE THE BENEFIT OF DELIVERY**
- **NO PLACE FOR COMMERCIAL GROWERS?**
- **NO OUTLET FOR PRESERVED PULP FROM DRYING PLANTS**

SOLUTION

- **NEW GROWER OWNED FACTORIES**
- **ATTEND PROCESSING FORUMS**
- **STATUTORY LEVIES**



FUTURE

- **MARKET ACCESS**
 - INDIA
 - CHINA
 - MAKE OUR PRODUCT ATTRACTIVE
- **CULTIVARS**
 - NEW CULTIVARS SOONER
 - BRANDING
- **LIMA REGISTRATION**
 - RSA
 - 50ppm EU
- **STATUTORY LEVIES**



“THERE SHOULD BE SPACE FOR EVERYBODY’S FRUIT”