

BEYOND THE PACKHOUSE: Redefining Performance and Profitability



Mr Willem Aucamp
Minister of Agriculture



Dr Boitshoko Ntshabele
CEO, Citrus Growers Association



Ms Zama Sangweni
Economist, ABSA



Mr Buhlebemvelo Dube
Agricultural Economist, NAMC



Mr Herman van Dyk
Chairman, Berries ZA



Dr Dineo Mazibuko
Executive, Transnet



Mr Norman Nieder-Heitmann
Director, Gossamer Packaging



Mr Pim Hermans
Greefa



Mr Taction Mafatle
PPECB



Dr Ikechukwu Opara
Stellenbosch University



Ms Sabrina Basson
Independent Carbon Project Consultant



Mr Develyn Naidoo
Executive, SARS



Mr Leon Marais
International Trade & Customs Specialist



Mr Hans Zietsman
Technologist, OnePack



Mr Paul Makube
Senior Economist, FNB



Mr Terry Gale
Chairperson, Exporters Western Cape



Mr Sisa Xolo
Senior Analyst, GreenCape



Mr Shaun Lamminga
Research & Development Farmtrace



Dr Francois Knowles
Registrar, APAC



Mr Rory Cole
Founder, FlowPack Systems



Mr Liaan Janse van Vuuren
Aerobotics



Mr Ziv Ben-Ami
CEO - Auroyn Industries



Ambassador Tebogo Seokolo
Deputy Director-General, DIRCO



Mr Andre Myburgh
MD Control Union



Prof Clement Nyirende
University of the Western Cape



Dr Elma Carstens
Citrus Research International



Mr Fred Albrecht
Chief Executive Officer, Logistics Systems Engineering

Conference Sponsors

PLATINUM SPONSOR

GOSSAMER®
PACKAGING MACHINERY

GOLD SPONSOR

GREEFA MED AUTOMATION

HC

BRONZE SPONSOR

bvi 50 YEARS EST 1967
• ENGINEERING • PROCUREMENT • MANAGEMENT

Metaship

EXHIBITORS

SEELEY INTERNATIONAL

figorr
Protecting Perishables

MAF RODA RSA
Visionary engineering

Be sure. testo

FarmTrace
Agricultural ERP Systems

ADAGIN® TECHNOLOGIES

Smart Packhouse Solutions
Roy Couzens
074 649 5774

WACO MODULAR

SYBU DATA

TEGO PLASTICS

UNITEC
We work for your results

10 YEARS OF INNOVATION

BIZERBA

MULTI-WEIGH TECHNOLOGIES

flowpack
Packline Solutions

technoserve Group

LSE Logistics Systems Engineering

MEDIA PARTNERS

HarvestSA

FOOD FOR MZANSI

fruit journal
DIE JOERNAAL VIR DIE VRUGTEBEDRYF IN SUID-AFRIKA

farmer's weekly

Dear Delegates,

It is with great pleasure that we invite you to secure your place at the forthcoming Packhouse Investment & Tariff Summit 2026, a premier gathering of industry leaders, technical experts, policymakers, and investors shaping the future of agricultural exports.

In today's rapidly evolving global trade environment, packhouses have become far more than processing facilities, they are strategic hubs that determine product quality, compliance, market access, and ultimately, profitability. This conference is designed to place you at the centre of these critical conversations.

By attending, you will gain:

Strategic Industry Insight

Engage with leading experts and decision-makers as they unpack the latest developments in export markets, tariff structures, and global trade dynamics affecting South Africa and the broader African region.

Practical, Technical Knowledge

From post-harvest handling and cold chain optimisation to automation and packhouse technologies, the programme delivers actionable insights that can be implemented directly within your operations.

Investment & Growth Opportunities

Explore how strategic investment in infrastructure, technology, and value chain integration can unlock export growth, enhance competitiveness, and drive job creation.

Access to High-Level Networks

Connect with government representatives, export councils, producers, logistics specialists, and international stakeholders—opening doors to partnerships, collaboration, and new market opportunities.

Future-Focused Solutions

Position yourself and your organisation ahead of the curve by understanding emerging trends in compliance, sustainability, and global market requirements.

Set against the backdrop of the Western Cape one of Africa's leading export regions, this summit offers a unique platform to learn, connect, and grow within a high-impact environment.

Whether you are a producer, exporter, packhouse operator, investor, or policy stakeholder, your participation will not only enhance your own strategic positioning but contribute to strengthening the agricultural value chain across the region.

We strongly encourage you to confirm your attendance early to secure your place among industry leaders shaping the future of agriculture.

Overview

South Africa's fruit and fresh produce industry remains globally competitive, underpinned by strong export systems, high-quality standards, and reliable supply chains. However, an increasingly complex global trade environment is reshaping how the sector operates.

Evolving tariffs and shifting trade agreements are making market access less predictable, requiring greater precision in classification, documentation, and export planning. At the same time, stricter compliance standards—particularly in key markets such as the EU and UK—are raising expectations around phytosanitary control, traceability, and sustainability. These pressures are driving new investment requirements.

As the critical link "from orchard to market," packhouses sit at the centre of:

- Export readiness and phytosanitary compliance
- Tariff classification and customs efficiency
- Market access and preferential trade agreements
- Infrastructure investment and modernisation
- Sustainability and traceability requirements
- Automation and technology for optimised performance
- Food safety and compliance (GLOBALG.A.P./BRCGS alignment, recalls, batch tracking)

Packhouses must modernise through automation, digital systems, and enhanced cold chain infrastructure to remain efficient and compliant. Increasingly, they are also expected to demonstrate environmental and social responsibility.



Today, packhouses are no longer just processing facilities—they are strategic hubs critical to export readiness, compliance, and global competitiveness.

This conference aims to provide clarity, strategic insight, and practical guidance on how the packhouse industry can strengthen competitiveness in both established and emerging markets.

Conference Objectives

Africa's Agricultural Export Potential

An in-depth exploration of Africa's capacity to expand its presence in global agricultural markets. Discussions will focus on key growth regions, high-value crops, trade enablers, and the role of infrastructure and policy in unlocking export potential.

Future of South Africa's Citrus Exports

A forward-looking analysis of South Africa's citrus industry, including production trends, emerging markets, regulatory challenges, and strategies to maintain global competitiveness.

Global Citrus Trade Opportunities

Insights into international demand patterns, new and emerging markets, and opportunities for exporters to diversify and strengthen their global footprint in the citrus sector.

Cold Chain Integrity

A critical look at maintaining product quality throughout the supply chain. Topics include temperature control, logistics coordination, risk mitigation, and innovations in cold storage and transportation.

Export Market Access for Fresh Produce

Examination of trade agreements, phytosanitary requirements, tariffs, and non-tariff barriers affecting market entry. Strategies for overcoming challenges and expanding access to key international markets will be discussed.

Automation and Technology

Exploring the role of modern technology in agriculture and logistics, including automation, data analytics, AI, and smart farming practices that enhance efficiency, productivity, and traceability.

Agribusiness Investment & Competitiveness

Discussion on attracting investment into agribusiness, improving value chains, and strengthening competitiveness through innovation, policy support, and sustainable practices.

Global Shipping Trends in Fresh Produce Trade

An overview of evolving shipping dynamics, including freight costs, route optimization, port performance, and the impact of global disruptions on fresh produce logistics.

Shipping Capacity & Container Logistics

Focused insights into container availability, shipping capacity constraints, and solutions to improve efficiency and reliability in transporting perishable goods.

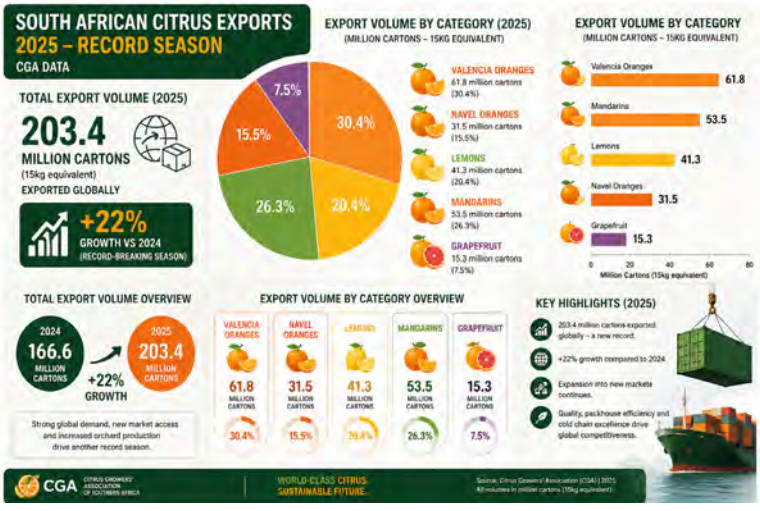
Future of Agricultural Exports

A strategic outlook on the future of agricultural exports, considering climate change, global demand shifts, sustainability, and technological advancements shaping the next decade.

Target Audience

Who Should Attend?

- Packhouse managers and supervisors
- Fresh produce exporters and agri-business owners
- Agricultural engineers and post-harvest specialists
- Food safety and quality assurance professionals
- Agritech companies and solution providers
- Cold chain and logistics service providers
- Government agriculture departments and trade agencies



AGENDA DAY 1
26 November 2026

08:30–09:15	**Registration**
09:15-09:45	**Opening Address** **Overview of the Cape Town Agricultural Export Market: Opportunities, Constraints, and Future Growth** **Speaker:** Mr Terry Gale
09:45-10:15	**Keynote Address** **Global Trade Outlook for Fresh Produce: Tariffs, Shifting Demand & Supply-Chain Risk (EU/US/Asia/Africa)** **Speaker:** Dr Boitshoko Ntshabele
10:15-10:30	**NETWORKING BREAK**
10:30-11:00	**Market Access & Phytosanitary Requirements – Managing sustainable citrus exports.** **Speaker:** Dr Elma Carstens
11:00-11:30	**Logistics & Port Performance: Transnet role in Advancing South Africa's Food Security and Improving Global Trade Competitiveness through Concessions** **Speaker:** Dr Dineo Mazibuko
12:00-12:30	**TBA** **Speaker:** Mr Fred Albrecht
12:30-13:00	**Tariffs & Trade Uncertainty: Interpreting Current Preference Frameworks, Risk Planning, and Alternative Routes to Market. Contingency Planning for Exporters and Packhouses** **Speaker:** Mr Leon Marais
13:00-14:00	**LUNCH**
14:00-14:30	**Industrialisation & Agricultural Transformation** **Speaker:** Ambassador Tebogo Seokolo
14:30-14:45	**Key note address** **Speaker:** Mr Willie Aucamp, Minister of Agriculture
14:45-15:15	**Connecting Every Carriage – Building a unified and integrated Agri Value Chain** **Speaker:** Mr Taction Mafatle
15:15-15:30	**BREAK**
15:30-16:00	**Panel Discussion:** **The Economic Power of Agricultural Exports** • *The Real Economic Impact of Agricultural Exports on South Africa's Growth and Jobs* • *Why Packhouses are Central to Competitiveness, Compliance, and Market access* • *The Gap Between Current Packhouse Capacity and Global Market Demands* • *How Tariffs, Costs, and Inefficiencies Affect the Entire Value Chain* **Panellists:** Mr Buhlebemvelo Dube Agricultural Economist: NAMC Ms Zama Sangweni Economist: ABSA Mr Paul Makube Senior Economist: FNB
16:00-16:30	**From Presorting to a Labor-Free Pack Line:** The Role of Deep Learning in Packhouse Automation **Presenter:** Pim Hermans
16:30-16:45	**TBA** **Speaker:** Mafroda
16:45 -17:10	**Regulatory Frameworks & Compliance** **Speaker:** Dr Francois Knowles

END OF DAY ONE

AGENDA DAY 2
27 November 2026

08:30-09:00	**Sustainable Packhouse Infrastructure Building the Sustainable Packhouse:** Energy, Water & Green Infrastructure **Speaker**: Mr Sisa Xolo
09:00–09:30	**The Green Packhouse: Carbon Markets, ESG & Export Compliance** **Speaker:** Ms Sabrina Basson
09:30–10:00	**Food Safety & Traceability (GLOBALG.A.P./BRCGS Alignment, Recalls, Batch Tracking)** **Speaker:** Mr. Andre Myburg
10:00–10:30	**BREAK**
10:30–11:15	**AI Optimisation Systems Using Real-Time Data, Automated Grading, and Predictive Analytics to Improve Efficiency, Reduce Waste, and Maximise Profitability.** **Speaker:** Mr Rory Cole
11:15–12:45	**Packhouse Automation Grading, Vision Systems, Data Capture)** **Speaker:** Mr Norman Nieder-Heitmann
12:45–14:00	**LUNCH**
	Tech Talks: AI & Automation in Action
14:00–14:20	**Predictive Analytics in Fresh Produce Value Chain to Enhance Decision-Making, Marketability and Competitiveness.** **Speaker:** Dr Ikechukwu Opara - Affiliation: University of the Western Cape.
14:20–14:40	**AI in Postharvest Systems: Artificial intelligence is Transforming Postharvest Systems Through Smarter Sorting, Real-Time Monitoring, and Predictive Decision-Making—Building More Efficient, Resilient, and Profitable Ecosystems.** **Speaker:** Prof Clement Nyirende
14:40–15:00	**Smart Packhouse Solutions Leveraging Innovation and Integrated Systems to Enhance Packhouse Performance, Throughput, and Operational Control.** **Speaker:** Mr Hans Zietsman
15:00–15:15	**BREAK**
15:15–15:35	**Keynote Address: Blueberry Industry Outlook and Challenges** **Speaker:** Mr Herman van Dyk
15:35–15:50	**Data-Driven Supply Chains Connecting Orchard Insights to Packhouse Operations through AI to Enhance Forecasting, Grading, Logistics, and Market Responsiveness.** **Speaker:** Mr. Liaan Janse van Vuuren
15:50–16:15	**From Data Silos to Export Advantage: Building the Decision-Ready Packhouse** **Speaker**: Mr. Shaun Lamminga
16:15–16:45	**Future of Export-Ready Packhouses** **Speaker:** Mr Ziv Ben-Ami
16:45	**Closing Remarks & Vote of Thanks**

Secure Your Conference Accommodation at Ashanti Estate Paarl!







For conference accommodation bookings and enquiries, contact **Mr Ravin** at **Empire Training and Conferencing:**

Call: 082 571 9292 or **Email:** ravinj@empiretraining.co.za