



AGRICULTURE AND AGRIBUSINESS

Horticulture for Export Markets

3 day course

Classroom, online or in-house

Course overview

An export horticulture business fails on rejection rather than on production, and rejections are usually about residues, documentation or a cold chain break rather than about how the crop grew. This course is built around the requirements of the buyer. Delegates work through market requirements and the protocols that govern access, including maximum residue limits, phytosanitary requirements and the private standards retailers impose beyond the law. Crop production is covered with the spray programme designed backwards from the residue limits of the destination market. Pre harvest intervals are treated as a commercial control. Harvest maturity and handling are addressed for the specific crops exported from the region. Pack house operations follow: reception, grading, sizing, packing and labelling. Cold chain is addressed from field heat removal through to the aircraft or vessel. Traceability and record keeping are covered, since an audit failure closes a market. Certification is addressed. The course closes on rejection investigation and on building a relationship with a buyer.

What you will learn

- Read market protocols, residue limits and private retailer standards
- Design a spray programme backwards from destination residue limits
- Enforce pre harvest intervals as a commercial control
- Harvest at correct maturity and handle to protect quality
- Run pack house grading, sizing, packing and labelling
- Remove field heat and hold the cold chain to the port
- Maintain traceability, pass audits and investigate a rejection

Who should attend

- Export horticulture farm and pack house managers
- Quality assurance and compliance staff
- Agronomists managing spray programmes
- Exporters and market access staff
- Development programme staff linking growers to export markets

Course outline

- 01 Rejected on paperwork, not production
- 02 Market protocols and residue limits
- 03 Private standards beyond the law
- 04 Spray programmes designed from the limit backwards
- 05 Pre harvest intervals and maturity
- 06 Pack house grading, packing and labelling
- 07 Field heat removal and cold chain
- 08 Traceability, certification and rejection investigation

Upcoming dates



Dates	Venue	Format	Fee per delegate
21 to 23 September 2026	Online	Online	R6,500
2 to 4 December 2026	Gaborone, Botswana	Classroom	R14,950
7 to 9 December 2026	Port Louis, Mauritius	Classroom	USD 995
8 to 10 March 2027	Maputo, Mozambique	Classroom	USD 995

Fees and how to register

This 3 day course is **R6,500** per delegate online, **R14,950** in the classroom in South Africa, Botswana, Namibia, Lesotho and Eswatini, and **USD 995** in the classroom elsewhere in Africa. In-house training is quotation on request. Book 2 or more delegates on this course and save 10%.

To register or request an in-house proposal, visit www.afrisciencegroup.com, email info@afriScience.co.za, or WhatsApp us on **+27 63 479 1136**.

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