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REDSUN RAISIN REPORT #11 – 2020

SOUTH AFRICAN RAISIN CROP SEPTEMBER 2020

- **Highlights of this report**
- **Spring has arrived in South Africa**
- **Where is this growth in raisin volumes coming from?**
- **SA Sultanas – the new brand from South Africa**
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Spring has arrived in South Africa.

Farmers are reporting excellent budding of the vines. That means that there are many fertile buds coming into leaf, and the new growth is evenly spaced and plentiful over the vine plant. Some farmers are talking about needing to thin out the number of bunches of grapes after fruit set. The purpose of thinning is to restrict to production of fruit per hectare to 24-28 mt of grapes. (6-7 mt of raisins per ha). The advantages are

1. Better quality grapes with more sugar development, and
2. Less stress on the vine, which will result in the same or similar performance from next year's crop, provided the weather is correct.



1 Young grape vines budding at Augrabies Sept20

The main contributing factor to this good news is the cold weather experienced in the growing area from mid May to mid June 2020. That enabled the plants to go into a state of deep rest. There has been no rain in the lower Orange river basin. Good rains have fallen in the Vredendal (Western Province) region.

There is a long time between now and February 2021. However, the industry is talking about yet another record raisin crop. The biggest crop from SA to date was 2020 with 85,080mt. They are guessing 90,000 mt is possible for 2021.

Where is this growth in raisin volumes coming from?

The underlying cause is the confidence that the farmers have in the SA raisin industry. They see

1. strong constructive leadership from the Raisins SA, the statutory raisin co-ordinating body,
2. financially stable processors and marketers in the industry, willing to buy good volumes of raisins at competitive prices from the 690 raisin farmers in SA,
3. the SA wine industry in the Northern Cape is experiencing very difficult trading conditions, which has resulted in farmers replanting their vines from wine grapes to drying grapes.

The growth we are experiencing is predicted to continue for the next few years. 2025 should see 100,000mt from South Africa.

SA Sultanas – the new brand from South Africa

With the growth in grape production, comes the additional need to create approved raisin sun drying facilities on the farms. The faster turnover of grapes on the drying facility becomes attractive, and therefore, the SA industry is anticipating a higher production volume of sultanas in addition to Thompson variety. Sultanas (dried lyed grapes) take about 5 days to dry from grapes to 13% moisture, while a Thompson raisin takes roughly 20 days to dry to the same level.

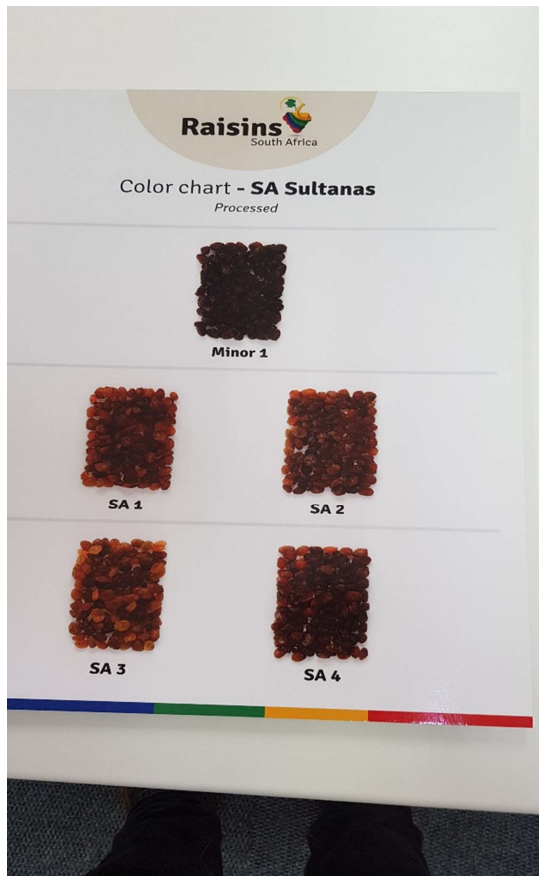
South African WP sultanas were sun dried lyed grapes. The quality was not very good, because the WP sultanas were often variegated in colour, damaged and sticky. 2020 is the last crop that will carry this name for a variety of sultanas.

Effective from 2021 crop, the sun dried lyed sultanas from South Africa will be known as “**SA Sultanas**”. With SA sultanas, the quality will be governed by guide lines published by Raisins SA which will improve the image of this product considerably. Attached is a colour chart for SA Sultanas.

We look forward to developing this product with our farmers at Redsun. We intend to supply a good quality sultana to our customers. Pricing should be more competitive than the Thompson medium.

Production of the WP sultanas has developed as follows;

Crop year	Weight produced	% of SA crop
2018	776 mt	1%
2019	1059 mt	1,5%
2020	3341 mt	4%



2 Colour chart for grading SA Sultanas

COVID 19

The virus continues to make its presence felt. For the past two weeks, Redsun has not seen any exceptional absenteeism from our staff. There is a consistent percentage of people who do not report for work due to various reasons including illness. All within normal levels.

The protocols remain enforced on our property. It seems that the farmers have now grown tired of the strict enforcement as prescribed by the Government rule. When visiting farms as we do, Redsun personnel need to exercise care.

All logistics, laboratory supplies are all operating normally. Sea freight to South America and Far East is seriously affected by shipping companies getting their schedules back to efficient levels. We do apologise for the delays caused.

Varieties of raisins available at Redsun - 2020 crop

Redsun has the following varieties of 2020 crop available;

Golden medium choice
 Golden bold choice
 Currants choice
 OR sultanas medium choice
 Thompson midget choice
 WP Sultana bold choice

Thompsons mediums are sold out. We have been approached by 4 of the other SA processors to ask if they can buy Thompson mediums from Redsun because they are out of stock. We cannot assist them because Redsun is in a similar situation. However, the "sold out" sign seems to be the trend in SA.

The first Thompson mediums from the 2021 crop will be available at the end of February beginning of March 2021.

Redsun will continue packing raisins to December 16th when we will shut the factory for the summer break. We will start processing again on January 7th 2021.

How are the South African raisin sales going as at 31 August 2020.

The SA 2020 raisin crop was 85,080 mt. In addition, there is rumoured to have been 20,000mt “carryover” stock mainly of Thompson medium variety.

Total sales to date are as follows;

Region	Sales at 31 August 2020	% of total
Africa (excluding SA)	4,761 mt	10,6%
Europe	22,834 mt	51%
Far East and Asia	375 mt	1%
Middle East	303 mt	0,6%
Oceania	772 mt	1,7%
Russian Federation	95 mt	0,2%
South Africa domestic	4,991 mt	11%
United Kingdom	3,807 mt	8,5%
USA and Canada	6,975 mt	15,5%
TOTAL	44,913 mt	100%

Another new record at Redsun

On 24th September 2020, Redsun despatched our 10,000th mt of raisins from our factory for the 2020 year, on its way to New York. Our previous “best” was 9,630mt which was despatched for the year 2018.



3 Dispatching our 10,000mt from our factory for 2020.

- **Peter Kuilman - peter@redsun.co.za**