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## REDSUN RAISIN REPORT #6 – 2019 SOUTH AFRICAN RAISIN CROP JUNE 2019

### HIGHLIGHTS FROM THIS REPORT

**Results from the South African 2019 Dried Grape Crop**  
**The South African Crop projected over the next 6 years**  
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### Results from the South African 2019 Dried Grape Crop

The 2019 South African dried grape crop figures are now available as published by Raisins South Africa, the statutory body responsible for administering the regulatory activities of the SA dried grape industry.

|                             |                           |                                      |
|-----------------------------|---------------------------|--------------------------------------|
| <b>Total 2019 crop size</b> | <b>74 830 metric tons</b> |                                      |
| Thompson mediums            | 44 416 metric tons        | 59% of the total crop (2018 – 46%)   |
| Golden mediums              | 11 904 metric tons        | 16% of the total crop (2018 – 32,5%) |
| Golden jumbos               | 2 602 metric tons         |                                      |
| Thompson jumbos             | 4 902 metric tons         |                                      |
| Flames mediums              | 4 600 metric tons         |                                      |
| Flame/dark Jumbos           | 2 435 metric tons         |                                      |
| OR Sultana medium           | 1 592 metric tons         |                                      |
| WP sultanas medium          | 1 060 metric tons         |                                      |
| Currants                    | 1 605 metric tons         | 2,1% of the total crop (2018- 3,3%)  |

In 2010, the South African dried grape crop was 50,628 mt, giving us 47,8% growth rate over the past ten years.

The South African 2018 crop size was 71,072mt. That means that there was a growth of 5,3% over the past year. New plantings are proceeding with vigour and the South African industry is already looking at a 100,000mt crop within the next 6 years.

### The South African Crop over the next 6 years

The new plantings are mainly green seedless grapes of the three main varieties used in South Africa namely,

- Selma Pete (early ripening)
- Sultana (Thompson) traditional and mid-season ripening, remains the majority
- Merbein a late ripening variety

There are also some Flames being planted, which will be produced as mediums or select sizes (not Jumbos). The popularity of a Flame medium is growing. It remains as a slightly cheaper option to the Thompson select.

Unfortunately, there are not many new currant plantings on the way. Farmers feel the zante currant variety is too sensitive to weather conditions to make it a viable crop, when compared to the varieties mentioned previously to make Thompsons or Flame raisins. The currants drop their fruit before ripening very easily in the case of adverse weather conditions, which affects the production yield per hectare.

The land being used for the new plantings come from:

- New virgin land available with water rights (a good target for “Organic”)
- Existing vines replacing old unproductive vines that are 20 years and older.
- Wine grapes being removed due to financial restraints in the Northern Cape wine industry
- Table grape farmers moving towards the diversification of their business to include dried grapes.

### **Political Security for farms in SA**

The establishment cost of a new vineyard is about USD14,000 per hectare. Farmers get about 7mt of raisins off a hectare. Therefore, it is a serious, long term investment. People ask us, about the wisdom of this investment for the farmers in the light of the political instability in South Africa, especially with the stated “expropriation without compensation” process that is now the official policy of the SA Government.

After the results of the 6<sup>th</sup> Democratic elections held in South Africa on the 8<sup>th</sup> May 2019, farmers and the business community in general are more optimistic about the future of South Africa than we have been during the past 6 to 7 years under President Zuma. New President Ramaphosa has a proven track record in good honest business rising from humble mining trade union beginnings, to within the top 20 wealthiest people in South Africa. We wish him every success in the difficult task of putting South Africa back on a growth path moving forward.

Our raisin farmers are proceeding to invest in their future in full confidence that good sense will prevail, and our dried fruit industry will continue to grow with the support of all stakeholders.

### **Chemical Free Raisins**

Redsun continually talks to our farmers about the importance of chemical free raisins. From the statistics provided by Raisins SA, there were 1,461 mt of organic raisins produced in South Africa in 2019.

Our factory is certified “Organic”, but we need the farmers to be certified. With this in mind, Redsun has seen success in their “Chemical Free Thompsons” project. 420mt of Thompson mediums were delivered to us with a proven ZERO chemical residue. For this achievement, Redsun has paid the farmer a premium on the product. To our customer these raisins are not “organic” because there is no certificate from the farmer, but they are chemical free. The additional cost of USD150 per mt for this product, provides for the extra reward to the farmer

and the laboratory costs to test the chemical free status. We are hoping that in a few years, farmers will see the possibility to obtain “organic” status.

### **Drought Relief**

Winter is now moving in. The vine leaves are now changing colour and will fall off in the next few weeks, thanks to the 5°C temperatures. The region is suffering a serious drought, which affects stock farmers within the Kalahari. Redsun has been working with farmer groups in our region arranging for deliveries of the sticks, stalks, capstems and raisin husks removed during our raisin cleaning process. Farmers can use this material for many purposes within the region where there is only red, parched dry sand visible. (photo attached). Nature makes it tough being a farmer!

Raisin farmers are not affected by the drought because the water used in the irrigation of the vines is pumped from the Orange River that flows through the middle of this drought stricken region. The vines are cultivated on both sides of the River.

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31 May 2019  
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Redsun giving drought relief to small scale farmers in Kenhardt (77km from Redsun factory)



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