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## REDSUN RAISIN REPORT #8 -2021 August SOUTH AFRICAN RAISIN CROP

### HIGHLIGHTS OF THIS REPORT

- Production at Redsun
- Production at South African factories
- Shipping from South Africa
- Organic Raisins
- Golden Sultanas

### Production at Redsun

Our Production at Redsun is progressing according to schedule. As at 1 August 2021, we have despatched 8084mt from our factory from the 2021 crop. That means we are well on target to ensure that our warehouses will be empty to receive the 2022 crop in February next year. Redsun has a processing capacity of 15,000mt per year. Our monthly production is approximately 1,200mt per month.

The South African domestic market is buying 7% of the Redsun volume at present. As at end of July, we have sold 622mt on the domestic market. The balance has been sold to our export customers located in 25 countries around the world.

### Production at South African factories

Production and sales of dried grapes from South African origin is also progressing well. As at end June 2021, South African processors had exported 29,220mt. In addition, 4,283mt has been supplied to the domestic market (13% of total production). The total dried grapes despatched by all SA factories is 33,503 mt which is 3,399 mt more than the same time in 2020. That is 46% of the 2021 crop that has been despatched. There was however a carryover of about 20,000mt into the 2021 year. That gives us a 36% of available crop despatched.

As at end June 2021 destinations of the South African product is shown in the below table, with a comparison to the volume at the same time in 2020. (the red mark shows a reduction in the volume shipped)

Destination 2021	Volume mt 2021 30 June	Percentage of 2021	Difference mt from 2020 at 30 June
Total South Africa	33,503mt	100%	30,164mt
European Union	17,860mt	53%	14,184mt
USA and Canada	4,178mt	12,5%	4,645mt
United Kingdom	3,709mt	11%	2,149mt
Africa (excl SA)	1,735mt	5%	4,279mt
South Africa	4,283mt	13%	3,752mt

## **Shipping from South Africa**

The availability of food grade containers continues to be a challenge to all food exporters from South Africa.

Redsun is maintaining the packing schedule according to our customer call offs. At our factory we pack an average of three loads per day. The food grade containers are ordered as we make the shipping bookings. Then there is an average of

Northwest Continent (Europe)	8 days
USA and Canada	10 days
Far East shipments	12 days

before the food grade container is made available to collect and load. 5 days later the ship sails with the resultant delay.

In addition to these challenges, there was a further problem that occurred on 22 July 2021. The entire container management system of all South African sea ports (Transnet) crashed and was dysfunctional. This prevented the movement of any shipping containers in, or out of any of the ports in South Africa until 2 August. This has caused an additional delay of 11 days.

Fortunately, Redsun has been able to secure sufficient containers and shipping slots to move most of the loads that were delayed. During the period 2 August to 8 August, Redsun has shipped 40 loads. We do apologise for the delay. We are doing everything we can to bring the matter back to "normal".

Redsun has noted with great concern the increased shipping rates charged for shipping from some destinations to our customers. The shipping rates offered to Redsun has only increased slightly with the surcharge of USD 200 per 20" food grade container. We therefore hope that we can continue to offer very competitive shipping rates to our customers into the future.

## **Organic Raisins**

Redsun is encouraging some of our farmers to convert their vines to organic. So far, we are working with 8 farmers. The total of their vineyards comprise 188ha. The total production of these organic blocks will be 940mt for the 2023 crop.

There will be 40ha available for the 2022 crop which should make 200mt of organic raisins available next year.

## **Golden Sultanas**

The South African golden market seems to be unstable at present. Some SA processors have unusually large stocks of goldens at present. The problem seems to arise from the Ramadan festival that has now moved to a date that makes it impossible for the current golden sultana crop to be supplied to the Ramadan festival market. The SA goldens are made during March each year. Ramadan commenced on 13 April 2021. Therefore, the product cannot reach the market in time. The Ramadan festival usually consumes about 8,000mt of SA goldens each year. 2022 will be more challenging, because the Ramadan festival commences 2 April 2022.

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