



Keimoes-Upington N14, 2km, Keimoes, Northern Cape, South
 PO Box 767, Keimoes, 8860, South Africa
 Tel: +27 (0)54 337 8660
 Email: info@redsun.co.za www.redsun.co.za



**REDSUN RAISIN REPORT #9 -2022 October
 SOUTH AFRICAN RAISIN CROP**

HIGHLIGHTS OF THIS REPORT

- SIAL Paris**
- South African Raisin Exports**
- Destination of Raisin Sales from South Africa**
- Change in the profile of the jumbo berry count**
- High Humidity during the drying time**
- How do the grape vines look like mid October 2022?**

SIAL Paris

Redsun will not be present at SIAL Paris 2022. Due to some urgent matters to synchronize the new Redsun pecan cracking factory into operation, we cancelled our trip at the last moment.

We do apologize for the inconvenience. The annual visit is always something we enjoy. Should there be any questions you have, please feel free to contact me at anytime in South Africa.

South African Raisin Exports

The most recent figures we have at the moment from Raisins SA provide and interesting birds eye view of the sales from the 2022 South African crop as at 31 August 2022;

Product	Sales End Aug 22 mt	Crop SA 2022 mt	% sold at end Aug22
Thompson medium	20064	47859	42%
Golden medium	10613	10806	98%
Currants	1561	3087	51%
Flame medium	4190	4631	90%
OR Sultana medium	958	772	124%
SA Sultana medium	1650	4631	31%
Mix (bolds jumbos)	4587	4631	99%
Total	43623	77189	57%

We have a few observations that we would like to share with you;

- Information obtained from Raisins SA, which in turn obtains its information from the

seven raisin processors in South Africa.

- The figures include
 - exports and domestic sales
 - loads actually sailed ex the Cape Town harbour and “delivered” domestic sales. They do not include sales on the books of processors not yet delivered or not yet sailed ex Cape Town.
- In the opinion of Redsun Raisins, “Goldens mediums”, “Flame mediums” and “Mixed” (Jumbos and bolds) probably include some volume carried over from the 2022 crop. The volume sold of these items seem disproportionate to the size and availability from the 2022 crop.
- In the opinion of Redsun Raisins, the OR sultanas represent some sales of good quality SA Sultana mediums that qualified for OR Sultanas, or which could be accepted as ORs. The crop size of OR sultanas was very small in 2022 due to the rain conditions during drying.

Destination of Raisin Sales from South Africa

Destination Region	SA crop at end Aug 2021	SA crop at end Aug 2022	Percentage difference
Europe	24757 mt	18168 mt	Lower 27%
USA and Canada	6598 mt	10388 mt	Higher 57%
Domestic Sales SA	5537 mt	5747 mt	Higher 4%
Africa other	2097 mt	3714 mt	Higher 77%
United Kingdom	5004 mt	3066 mt	Lower 39%
Oceania	1306 mt	1402 mt	Higher 7%
Far East Asia	555 mt	576 mt	Higher 4%
Middle East	642 mt	559 mt	Lower 13%
Russia Fed	0 mt	0 mt	No change
Indian Ocean Island	3mt	3mt	No change
Total sales	46499 mt	43623 mt	Lower 6%

Once again these figures are obtained from data obtained from Raisins SA. There are some comments that Redsun Raisins would like to share;

- There has been a substantial drop in the volume of sales to Europe from the 2022 crop. The fact that raisins are sold in USD is a major factor resulting in the cost of raisins to European buyers. Current exchange rate is USD/EUR1,03.
- USA market for SA raisins is very strong in 2022, despite a relatively good crop from California during Aug 22. The relatively cheaper product from SA is driving the market. The problem is the congestion in shipping from SA to New York. There are delays of up to 2 months. Furthermore the shipping cost is now double the cost to New York as we

pay to MEP. Canada is even more expensive.

- Overall, the sales from South Africa are 6% lower than the same time in 2021. It does not seem a lot, however, we wait with keen interest to see if there are any changes in the sales patterns for September and October 2022, leading to the Festive season.

Change in the profile of the jumbo berry count

The traditional berry count for a “jumbo” raisins is between 80-120 berries per 100gr. That was during the days that the uniform standard jumbo raisin was made from either a sultana (green) seedless sultana or a Flame (red) seedless grape.

However, the industry has seen a shift away from the traditional sultana and Flame varieties. Now we see the jumbos being dried from the newer generation grapes that are in demand from the fresh grape industry such as fire star, midnight beauty, and crimson. There are many more examples. These varieties dry to make good quality jumbo raisins. Full of flavour and texture.

These newer varieties, are mostly larger than the traditional Flame and Sultana varieties. That means the berry count of the jumbos is lower. The newer varieties have berry counts of between 60-80 berries per 100gr. Take a look at the enclosed photo next to the ruler for the variety of Fire Star.





Some packers look at this in a positive light, calling the larger jumbos “super jumbos”. That is a correct statement, because they are bigger than the traditional jumbos. However, the majority of the market needs the traditional sizes to fit the profile of their retail packing. Therefore, they cannot accommodate the super jumbos.

Redsun is looking at the possibilities of supplying both sizes. At present, based on our farmer’s infrastructure we have approximately 20% of the traditional 80-120 berry count jumbos from the farms, with the 80% in terms of volume being super jumbos.

We will be discounting the super jumbos at present in order to move the higher volume we have of this size. We must try to increase the volume of 80-120 berry count product we buy from the farms in the future crops.

High Humidity during the drying time

As you know South African raisins are dried during February and March each year. 2022 was a La Niña year, which means there was more rain than average. Attached is a photo of the Orane River that runs through the raisin producing region during March 2022. In the photo, The Ikaia River Lodge is on the other side of the River.

Also attached, is a photo of the Orange River as it appears now (October 2022), after the dry winter months. This is “normal”.



Orange River in October 2022



Orange River in Flood March April 2022

How do the grape vines look like mid October 2022?

There is budding activity going on along the Orange River and in Vredendal. So far, there has been no frost that will cause problems. The “normal” frost danger time period is passed (10th October). However, we are seeing that we can have frost in the growing region of SA until the end of October (eg 2021). So far there is no frost.





There is no one who is willing o estimate the crop of 2023 in South Africa. It is too early.

Peter Kuilman

Mobile +27 83 283 6744

email; peter@redsun.co.za