

## WEERVOORUITSIGTE – MEDIUMTERMYN

Bladsy

**02**

Deur: Johan van den Berg,  
onafhanklike landbouweerkundige

## 'N TERUGBLIK

OP GEDROOGDEVrugTE SE PRESTASIE  
OOR DIE AFGELOPE DEKADE

Bladsy

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# Navorsing & Ontwikkeling





# Mediumtermynweervoorsigte vir die rosyntjie gebiede van die Noord-Kaap asook Weskus

*Deur: Johan van den Berg, onafhanklike landbouweerkundige*

## 1. El Nino

Vanaf Mei 2023 het 'n El Nino-verskynsel begin ontwikkel en was dit teen middel September 2023 alreeds redelik sterk ontwikkel. Die piek verwarming van see-oppervlakte temperature in die Stille Oseaan behoort teen Desember 2023 bereik te word maar El Nino-toestande sal voortduur tot in Maart of April 2024.

El Nino gaan een van die belangrikste dryfvere wees van die weer en klimaat in Suidelike Afrika maar ook 'n groot invloed uitoefen op globale toestande.

Wat is die verdere vooruitsigte wat verwag kan word?

## 2. Reënval

Daar is dikwels reën wat voorkom oor Suid-Afrika en ook oor die Noord-Kaap maar in 'n mindere mate vir die Weskus, rondom September tot November tydens sterk El Nino-verskynsels wat redelik vroeg ontwikkel. Die 2023/24 El Nino het dan ook redelik versterk in Augustus wat 'n sterk sein uitstuur vir reën vir die lente en vroeë somer, maar dit lyk nie na oormaat reën nie maar eerder in die vorm van kortstondige donderstorms. In Figuur 1 kan die waarskynlikheid om ten minste die mediaanreënval te kry vir die periode vanaf 1 September tot 30 November, gesien word.





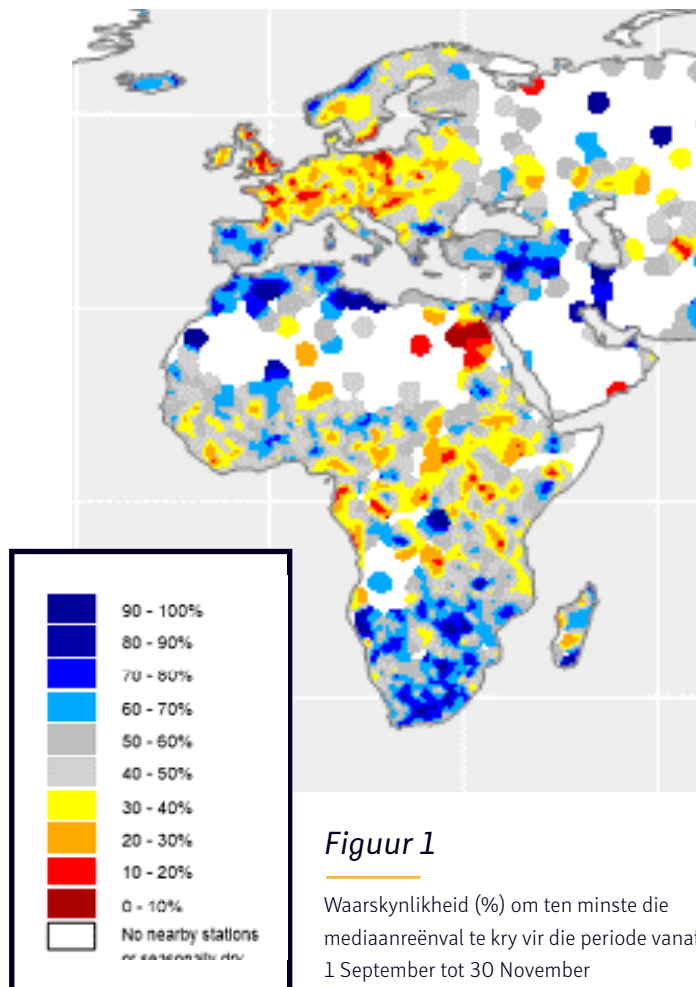
## Interpretasie:

- Byvoorbeeld blou (70–80%) beteken dat in 7 tot 8 uit 10 soortgelyke jare in die verlede het ten minste die mediaan (gemiddelde) reënval voorgekom.
- Rooi (10–20%) beteken dat in slegs 1 tot 2 uit 10 soortgelyke jare in die verlede daar ten minste die mediaan reënval gemeet is.

Gegewe die inligting in Figuur 1, is daar dus 'n bogemiddelde kans vir ten minste die mediaan reënval. Die Weskusgedeeltes is nader aan 'n 50%/50% waarskynlikheid (Figuur 1, grys) terwyl die Noord-Kaap nader aan 'n 60% tot 80% waarskynlikheid is.

Neem egter in ag dat die mediaanreënval vir beide die Noord-Kaap en Weskus minder as 25mm is vir die September tot November periode.

Die kanse vir reën neem egter skerp af vanaf die laaste deel van November tot Maart met die teenwoordigheid van El Nino.



**Figuur 1**

Waarskynlikheid (%) om ten minste die mediaanreënval te kry vir die periode vanaf 1 September tot 30 November

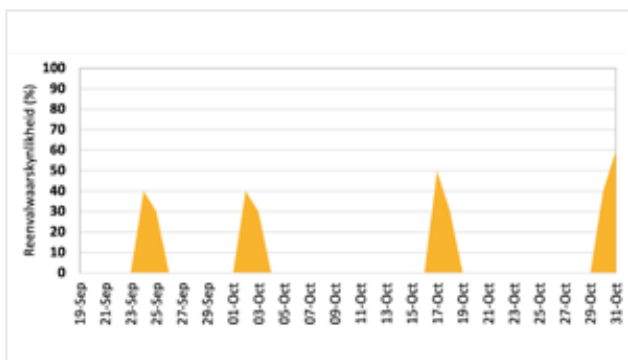


**VIR MEER INLIGTING**

Besoek [www.LongPaddock.qld.gov.au](http://www.LongPaddock.qld.gov.au)



Korttermynvoorspellings begin ook aantoon dat tropiese vog suidwaarts oor Botswana sowel as Namibië begin beweeg wat ligte reën kan begin veroorsaak oor die Noord-Kaap. In Figuur 2 is die waarskynlikhede aangetoon met moontlike datums vir reën alhoewel dit baie kan varieer. Dit toon egter dat daar wel 'n kans is vir reën, maar sal waarskynlik baie lig wees alhoewel daar kleiner kolle en strepe kan wees waar meer reën gaan voorkom.



**Figuur 2**

Waarskynlikheid (%) vir reën vir die Upington omgewing tot 31 Oktober 2023

Wat die Weskusgebiede betref, lyk dit asof die baie goeie reënvalseisoen wat tot op hede ervaar is, besig is om tot 'n einde te kom. Slegs ligte reënneerslae van minder as 5mm kan nog voorkom rondom 25 en 30 September asook in die laaste week van Oktober.

### 3. Hael en wind

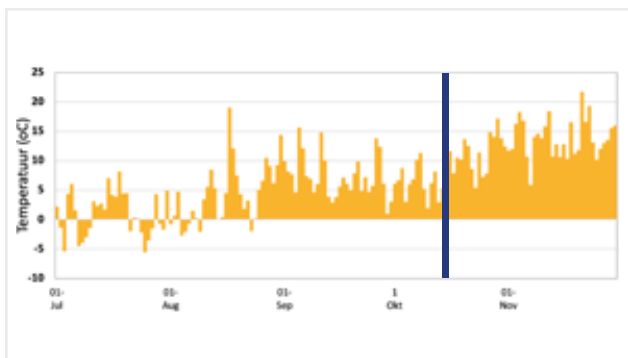
Daar is vanjaar 'n bogemiddelde kans vir hael en sterk winde in veral die periode tot November. Tropiese vog begin suidwaarts oor Namibië en Botswana beweeg maar daarmee saam gaan swak frontale stelsels uit die suidweste sorg dat veral die bo-lug redelik koud gaan bly. Hierdie kombinasie veroorsaak dikwels gunstige toestande vir die voorkoms van hael. Dit is dus veral die Noord-Kaap wat onderhewig kan wees aan 'n verhoogde risiko.

Omdat daar sterk temperatuurgradiënte gaan wees, gaan dit ook die voorkoms van stormagtige toestande en sterk winde verhoog. Dus is daar 'n groter as normale risiko vir stormagtige toestande in veral die volgende maande.

### 4. Ryp en koue toestande

El Nino-verskynsels is dikwels verantwoordelik vir die verhoogde frekwensie van kouefronte, maar ook frontale stelsels wat verder Noord asook later in die seisoen voorkom. As die 2015/16-El Nino verskynsel as voorbeeld geneem word, kan gesien word dat daar tot middel Oktober 2016 temperature benede 5°C voorgekom het wat rypskades kon veroorsaak in die Upington-omgewing (Figuur 3, vertikale blou kolom).





**Figuur 3**

Gemete minimumtemperatuur (°C) by Uppington tydens die 2016 El Niño-verskynsel

As korttermynvoorspellings beskou word vir die periode tot einde Oktober, lyk dit nie asof daar baie baie lae temperature nog behoort voor te kom nie maar kan kouefronte wat inbeweeg soos rondom 21 September, 29 September, 4 Oktober, 7 Oktober en 12 Oktober, weer kouer lug invoer oor die binneland. Die effek van frontale stelsels gaan meer oor die suidelike dele van die land gaan wees en nie 'n groot impak op die meer noordelike binneland uitoefen nie.

Oor die Weskusgebiede lyk dit ook nie asof dieselfde lae temperature nog gaan voorkom soos wat dit die geval was tot middel September nie en behoort minimumtemperatuur vanaf die einde van September nie meer onder 10°C te daal nie.

## 5. Warm toestande en hitte-golwe

Langtermyn-tendense toon 'n sterker wordende neiging dat baie hoë temperature in veral Oktober kan begin voorkom. Dit is veral in die laaste deel van Oktober waar dit 'n sterk neiging na baie warm toestande het en wat skadelik vir produksie kan wees.

Wat die huidige seisoen betref, toon korttermynvoorspellings aan dat baie warm toestande oor korter periodes kan voorkom soos vanaf 28 September tot 2 Oktober oor veral die Noord-Kaap voordat koeler lug inbeweeg as gevolg van frontale stelsels.

Vanaf ongeveer 10 Oktober kan konstante warm toestande van tussen 30°C en 35°C voorkom. Heelwat bewolkte toestande en die moontlikheid van ligte reën kan egter verhoed dat ekstreme hoë temperature vir lang periodes gaan voorkom. Baie warm en hitte-golftoestande kan egter verwag word vanaf laat November tot Maart.

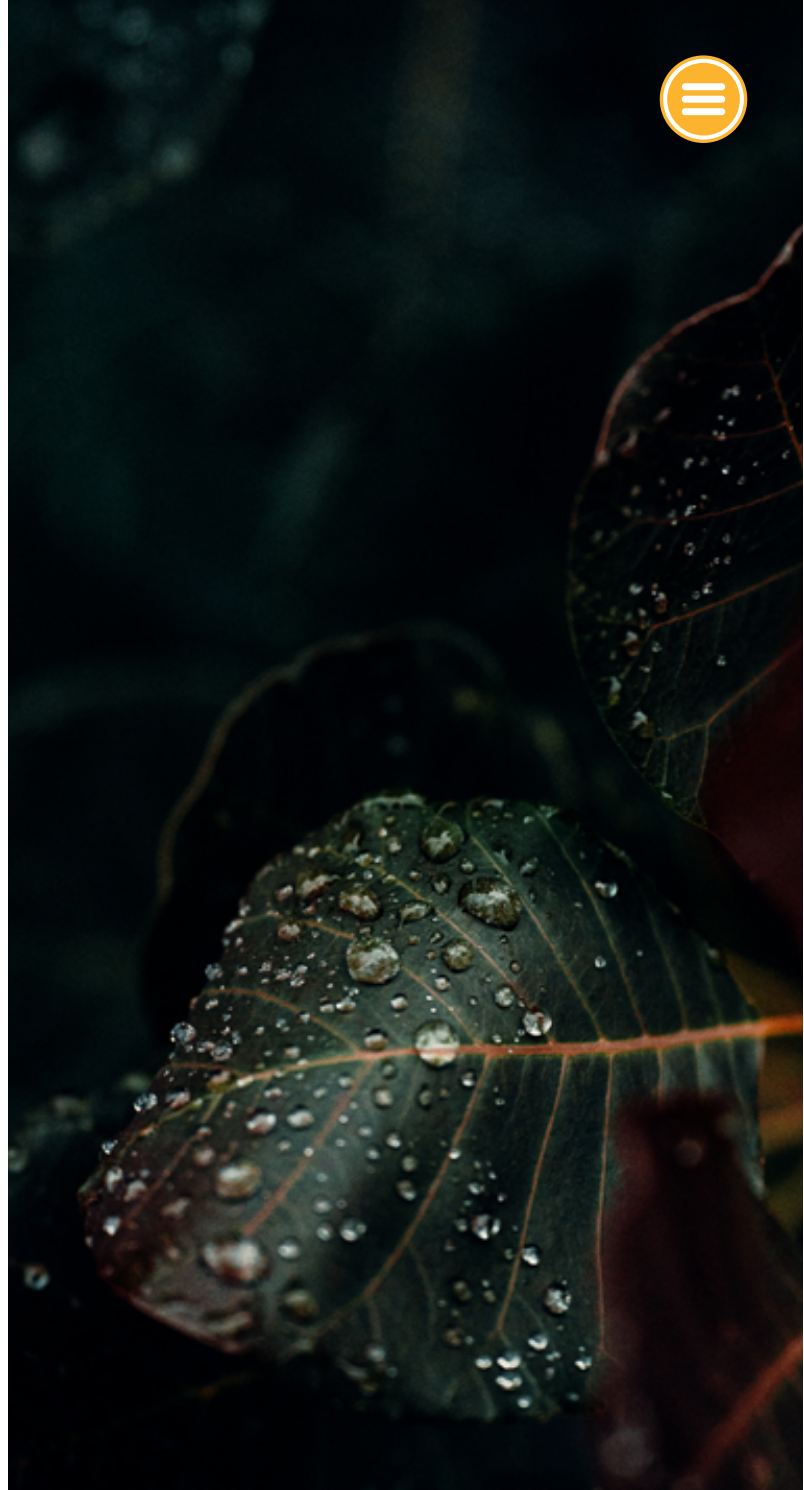
Wat die Weskusgebiede betref, gaan veral maksimumtemperature meer matig wees onder 30°C vir die grootste deel tot einde Oktober. Daar kan egter kortstondige baie warm periodes wees soos vanaf 27 September tot 2 Oktober met maksimumtemperature tot 34°C.



## 6. Opsomming

Na 'n baie lang en koue winter is daar nou tekens dat somertoestande vinnig kan begin intree.

- Ligte reën is moontlik tot einde Oktober of selfs begin November oor die Noord-Kaap as gevolg van die eerste tropiese vog wat oor Namibië en Botswana suidwaarts begin beweeg.
- Aanduidings is dat kouefronte begin verswak en baie min verdere reën oor die Weskus gaan veroorsaak.
- Daar is 'n groter as normale risiko vir hael en stormagtige toestande vir veral Oktober en November met die verhoogde kans vir reën oor die Noord-Kaap.
- Frontale stelsels gaan voorkom wat veral die suidelike dele van die land gaan beïnvloed rondom 21 September, 29 en 30 September, 4 Oktober, 7 Oktober sowel as 12 Oktober.
- Die kanse vir swaar ryp oor die Noord-Kaap verklein vinnig maar tydens vorige El Nino-verskynsels soos in 2016, het daar nog minimumtemperature benede 5°C voorgekom tot middel Oktober in die Upington-omgewing. Met vogtiger toestande kan dit vanjaar die risiko vir verdere ryp ook verminder.
- Maksimumtemperature gaan veral in Oktober vinnig styg maar tans lyk dit nie na hittegolfteostande nie.





# Highlights of the second Annual Raisins South Africa Symposium

By: Dr Andries Daniels,  
Raisins SA

*Go big or go home!!! That was exactly what this year's second Annual Raisins South Africa Symposium sponsored by Nedbank was all about.*

With a big tent rising on the large open space of the Malkoppan Guest farm in Lamberts Bay, it sure was something to have experienced. What would seemingly look like a very daring move to have an open-air event on the first day of spring in a Western Cape beach town, when the winter rains have barely subsided, turned out to be a very refreshing experience from the usual enclosed occasions.

When guests arrived, they were greeted by banner upon banner of either blue (Raisins SA) or green (Nedbank) and registered with Mrs Madene Conradie. Mrs Conradie is the Information and Communications Manager of Raisins SA and organised the event together with Ms Marlizé Botha, Business Manager at Nedbank.

After registration guests could enjoy a nice warm mug of real 'boeretros' – served the traditional way – out of a big aluminium kettle. After lots of handshakes and “hi-hoe-gaan-dit's” everybody was welcomed by Pieter van Baalen, who also opened the event with scripture and prayer.





The first part of the programme termed Business Outlook then commenced with the Raisins SA Annual General Meeting for Ward 4 that was chaired by Burger de Vos. During this meeting Van Zyl Vorster was confirmed as being re-elected as board member of Raisins SA for the ward. Isaac Matshego of the Nedbank Group Economic Unit then gave an economic overview of South Africa. He highlighted the damaging effects of loadshedding and the inefficient rail network, that has burdened the road infrastructure negatively, impacted the import and export of commodities - especially in the past year.

Luckily with the shift away from our current dependence on an unreliable single entity for power supply, towards renewable energy sources, things are starting to look better. This in combination with a downward inflation forecast creates a glimmer of hope for what lays ahead for our SA economy.

When it came to the Marketing section of the programme, Raisins SA CEO Ferdie Botha presented the industry statistics and market overview as well as a talk related to his PhD studies that is looking at the governance structures in the SA raisin value chain based on transaction attributes, cost analysis and the need for vertical integration. During this session, Dr Erika Moelich from Stellenbosch University presented the taste wheel developed for raisins that can be used internationally to describe attributes.

The bulk of the program then focussed on research either co-funded by Raisins SA with external industry partners such as the Agricultural Research Council (ARC), Provar, Stellenbosch University (SU) and Pathsol, or funded in full internally or by independent companies such as Villa. The talk on residue levels research presented by Ms Elandri Jordaan of Villa was also very big given the great losses that the industry experienced due to rejections. The USA is a key market for the industry and the use of penconazole is by no means permitted for this market. Her talk gave some perspective on the residue levels of this compared to others. Various other talks were presented under themes such as optimisation of vineyard practices, pests and diseases, drying practices, and natural resource development by bigwigs in the research arena such as Professor Gerhard Pietersen and Dr Elleunorah Allsopp. Professor Gerhard Pietersen's talk on the Grapevine Leaf Roll Associated Virus-3 (GLRaV-3) linked in very nicely with the one by Abraham Vermeulen of SAPO on 'clean' (virus free) plant material.

## NAVORSING & ONTWIKKELING

Other presentations of note were the ones given by Lucians Fredericks of Raisins SA on harvest estimates and Johan van den Berg on weather expectations for the current season (2023/24). These especially laid near to everybody present's hearts after the previous three seasons were characterised by extreme weather events, ranging from above average rainfall, drought, flooding, late frost, and heat wave conditions that had a detrimental effect on the quantity and quality of raisins that were produced.

The program for the day was ended off by some very nice live music and the most amazing, flavourful and delicious dishes at Muisbosskerm restaurant, situated just across the venue where the Symposium was held. The jury is out on where, to what has become a very successful annual event, will be held next year. All I know is that you will not want to miss out on getting such highly scientific research presented to you in such a digestible way with live interactions anywhere else. So be there.



[Read the event information booklet here](#)





# Trialling N-Drip as an energy-efficient drip irrigation technology

*By: Stefan Jordaan, Raisins SA*

*Water sources are in distress globally due to climate change, population growth, pollution, and inefficient agricultural practices.*

The Orange River is no different. Historically, the River has had an abundant supply of water, which has enabled the majority of farmers along its shores to use flood irrigation. However, farmers need to plan for the future where the allocated volume of water per hectare can be lowered due to water not being as abundant or as readily available as before.

Flood irrigation is still the primary irrigation method used for around 14 000 hectares of raisin grape vineyards along the Orange River, which account for more than 60% of all vineyards in the area.

## *Disadvantages of flood irrigation*

Some of the disadvantages of flood irrigation include the following:

Flood irrigation lacks precise control over the amount and timing of water application. This can make it challenging to adjust irrigation practices based on crop needs, weather conditions, or soil moisture levels. Plants are, therefore, either over-irrigated or under-irrigated. Water is only readily-available through capacity-constrained canal systems, so farmers have to irrigate their crops at specific times of the day. In warmer months, plants' top roots dry out easily, while the buffer zones (deeper roots) stay mostly wet. As this is not ideal for crops' optimal growth, farmers need more efficient (and cost-effective) irrigation methods.

The combined effect of sediment, nutrients, and agrochemicals in run-off water can lead to a decline in water quality downstream.

In the long term, flood irrigation can lead to nutrient leaching and soil degradation.

## *Challenges motivating alternative irrigation technologies*

### **Availability of electricity**

While South Africa grapples with its energy crisis, electricity supplied through the national electricity grid will not be a reliable resource for farmers to convert their flood irrigation systems to pressured irrigation systems.





Although flood irrigation may seem like the “safer” option for now (as it can operate despite load shedding), there are realistic alternatives to consider.

### **Geographical position and infrastructure of farms**

Most of the flood-irrigated farms in the Orange River region face unique challenges:

- Many flood-irrigated farms operate on small plots of land (consisting of alluvial soils and located on small islands in the Orange River).
- These farms require small-scale facilities as they do not have the space for large irrigation infrastructures.
- Accessibility also remains a challenge due to their locations on the banks of the River.
- Even without considering load shedding, most of these farms do not have electricity infrastructure that extends to farming blocks. Houses, drying facilities and farming blocks are located in separate areas of the farm: blocks are positioned closer to the river, while houses and other buildings are normally built on higher ground (away from flood-risk areas).

### *A likely solution*

#### **A low-pressure, low-flow system**

In 2022, N-Drip, in collaboration with PepsiCo International, approached Raisins South Africa to conduct a research trial of its proprietary drip irrigation technology in the Lower Orange River Basin. The trial, which is being conducted at the Vine Academy and Model Farm in Kakamas, focusses on piloting a more water-efficient irrigation technique for raisin grape vineyards.

N-Drip is the first micro-irrigation solution powered by gravity alone (i.e., a low-pressure, low-flow system).

### **Benefits of the N-Drip system**

The N-Drip system has several advantages:

- It’s an affordable investment as the capital outlay is low.
- The system operates solely on gravity, requiring no energy input.
- It’s highly efficient in its water use by slowly releasing water to the roots of the crops.
- As a high-precision irrigation system, it waters crops’ plants (not weeds around the plants). This means farmers can use less herbicides to control weeds effectively.
- Irrigation amounts due to seasonal or other environmental changes can be adjusted by increasing or reducing the length of an irrigation cycle.
- The irrigation pipeline includes IoT[ii] probes that monitor irrigation and nutrient levels at different parts of the blocks. Farm managers can use a mobile app to monitor crops virtually and communicate with N-Drip’s
- N-Drip can reduce a farm’s carbon footprint (by using less water, electricity, herbicides and fertiliser) while producing better quality crops.
- It’s a regenerative farming practice that promotes soil health, which is crucial in the heavy, clay-type soils of the region.

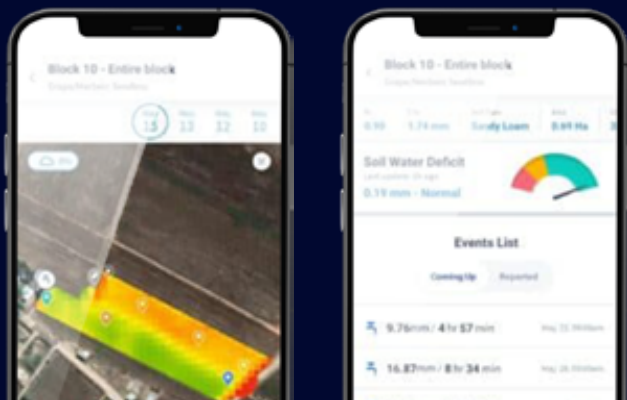


N-Drip is especially useful to small-scale farmers as it gives them access to drip irrigation systems without incurring the capital (setup costs) or operational (ongoing, running costs) expenses needed by an electricity infrastructure.

N-Drip also addresses the negative impacts of flood irrigation, such as soil desalination, deteriorating water quality (due to drainage flowing back into rivers), fertiliser/herbicide wastage (due to them being scattered around crops' bases), and the risk of oxygen shortage in root zones due to over-irrigation. Farm managers can add fertiliser to the N-Drip system for a more targeted dosage to plants' root systems.

### The App

The N-Drip mobile app includes dashboards that show how the IoT-probes monitor different parts of the blocks to ensure optimal irrigation conditions. See below screenshots from the App.



### Maintenance

Existing irrigation systems consist mostly of micro dripper systems, and often use high-pressure filter systems to separate debris and other contaminants from the water supply.

Because low-pressure irrigation systems are more likely to get clogged up with debris settling in their pipes than high-pressure systems, the N-Drip system requires farm managers to:

1. Stimulate sedimentation with peroxide and hydrochloric acid (HCL) during each irrigation cycle. The chemical compounds are added to a dosage canister that is suspended in the water tank or dam.
2. Clear the irrigation pipes and drippers by rinsing them frequently\* and removing weeds around the drippers' openings.  
(\*the frequency will depend on the quality of water).

### The research trial

For a perennial crop like raisin grapes whose harvest quality is determined in the flowering period (in the case of raisin grapes, it is 15 months before the harvesting period), it was essential to start the N-Drip trial 15-24 months before the crop's harvesting period and to run the trial until the end of the harvesting period.



The N-Drip research trial in Kakamas includes both young vines (starting from one year of age) and older vines (up to ten years old) as long as the vines have established root systems. The trial's objective is to convert a vineyard's flood irrigation to N-Drip's low-pressure, low-flow system without compromising the crop's yield and quality. Additionally, the trial has a control group for each block that continues to use flood irrigation, enabling the research team to compare the results of the two types of irrigation systems over time.

Before the trial started, an international, high-skilled team from N-Drip analysed the crop's soil composition, water quality, and irrigation requirements. This was done to establish a baseline for the trial and to ensure that the N-Drip system is calibrated and installed correctly.

The research team reviews the crops' irrigation statistics in real time. The N-Drip dashboard uses data from various sources (including onsite flow meters, irrigation probes, and weather data) to analyse and report on whether irrigation is evenly distributed throughout the crop. N-Drip's technical team may suggest necessary alterations to the system via a local WhatsApp group and has weekly virtual meetings with the local management. N-Drip has an agent in Eswatini who also regularly visits the trial.

The project is well-resourced to ensure that it provides scientifically validated feedback by the end of the trial.

N-Drip provides similar support as described in this section to irrigation farmers who would like to try out the N-Drip system on their farms.

## The results

One of the key research objectives of the trial is to determine N-Drip's overall effectiveness over multiple seasons. During the first season of the project, the initial crop was of good quality, and no significant differences were observed. The project is, however, still in its early phase and the research team recognises that multiple factors can affect crop performance. Research findings are expected to become more comparable for the upcoming season (2023/24).

The trial represents a positive step forward in proactively addressing our country's future water needs. N-drip could be an alternative to flood irrigation that will impact irrigation farming globally.





# Besoek aan Australië

*Deur: Ghian du Toit, FruitFly Africa*

*FruitFly Africa se kwaliteitskontrole offisier, Hilton Asia, het in Augustus 2023 besoek afdelê aan twee Steriele Insek Tegniek (SIT)-aanlegte in Australië (Perth en Adelaide).*

Dit is moontlik gemaak deur SANDIA National Laboratories, 'n instansie wat deur die Verenigde State van Amerika se energie departement getaak is om te kyk na veiliger bestralingstegnologieë. Ander rolspelers wie dit meegemaak het, was die National Institute for Communicable Diseases (Johannesburg), Xsit (Citrusdal), River Bioscience (Gqeberha), die South African Sugarcane Research Institute (SASRI), die Landbou Navorsingsraad (LNR) en iThemba Labs (Eerste rivier).



Die tegniese span met hulle besoek aan Australië.  
Hilton Asia word aangedui met 'n pyltjie.

Hulle het eerstehandse kennis opgedoen oor massa produksie van Queensland vrugte vlieg (*Bactrocera tryoni*), 'n kwarantyn pes vir vrugte- en groenteprodusente in Suid-Australië. Hulle het ook na X-straal masjiene gekyk wat gebruik word om vrugtevlies papies mee te bestraal, sodat dit steriel kan raak voor vrylating. X-straal masjiene is 'n baie veiliger opsie van bestraling in vergelyking met tradisionele bestralingsbronne en begin meer kommersieel beskikbaar raak.

## Nuwe gesigte

Die volgende nuwe personelede het by die Uppington kantoor aangesluit:



**Mariaan Barnard**

Administratiewe klerk



**Rassie Mans**

Moniteerder (Witklip, Keimoes, Friersdale, Kakamas, Marchand, Augrabies, Cilliers, Blucuso, Eksteenskui en Alheit)  
Eclosion-beampte (Kakamas)

*Baie welkom julle!*

Sien uit na die bydrae wat julle gaan lewer.





# Marktoegang, -intelligensie & -ontwikkeling



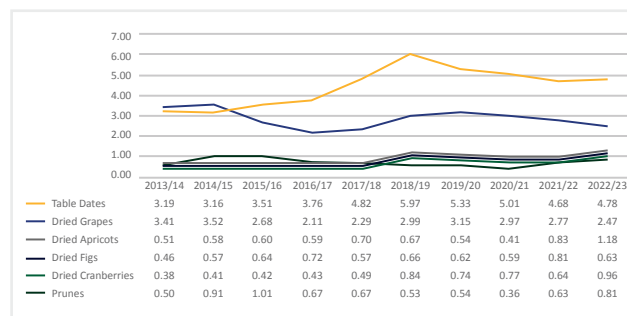
# 'n Terugblik op gedroogdevrugte se prestasie oor die afgelope dekade

Deur: Ferdie Botha, Raisins SA

*Gedroogde vrugte het 'n oud en historiese verbruik, wat terugdateer na vier millennia vC. Dit is 'n produk wat sterk gekoppel is aan tradisies en kulturele verbruik.*

Vandag is droëvrugteverbruik wydverspreid. Byna die helfte van die gedroogde vrugte wat verkoop word, is rosyne.

Die totale waarde van die droëvrugtevoorraad, as geheel, word beraam op \$11 miljard in 2022/23, met 'n gemiddelde jaarlikse groei koers van \$0,3 miljard oor die vorige dekade. Die mees konstante toenames (opwaartse kurwe) in gedroogde vrugte is in “sweetened dried cranberries” en tafel dadels waargeneem. Gedroogde druive het 'n hoogtepunt in 2019/20, waarnaas dit sywaarts en mettertyd begin daal het oor die afgelope drie jaar en die jaarlikse waarde beloop ongeveer \$2.5 miljard (sien Fig 1 hieronder). Dus het 'n groter aanbod van rosyne internasionaal afwaartse druk op die gemiddelde eenheidsprys gehad.



**Figuur 1**

Gedroogdevrugte totale waarde bemark  
(in miljard VSA Dollars)

Bron: INC 2022/23



## Wêreldproduksie

Die wêreldproduksie van gedroogdevrugte het die afgelope dekade 'n positiewe tendens getoon en die drempel van 3 miljoen ton oorskrei, sedert 2017. Die totaal vir 2022/23 was net meer as 3,1 miljoen ton se gedroogdevrugte wat bemark is.

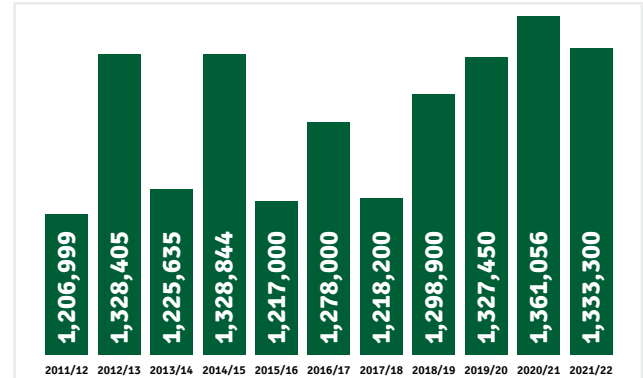
Gedroogde druive (rosyne, Sultanas en korente) was weer die top gedroogde vrugte per volume, met 1,3 miljoen ton (of 42% van die totale vrugte bemark) in 2022/23.

Met 'n totaal van byna 1,2 miljoen metrieke ton het tafeldadels 37% van alle droëvrugteproduksie uitgemaak en dus in die tweede plek ten opsigte van volumes bemark. Dadels was ook die produk wat die vinnigste gegroei het oor die afgelope dekade, met 'n gemiddelde jaarlikse toename van 5% tussen 2013/14 en 2022/23.

Die res van die wêreldproduksie (21%) het bestaan uit versoete gedroogde "cranberries" (6%), pruimedante (6%), gedroogde appelkose (5%) en vye (4%). Gedroogde "cranberries" het ook die afgelope dekade aansienlike groei beleef, wat gemiddeld met 4% per jaar toegeneem het.

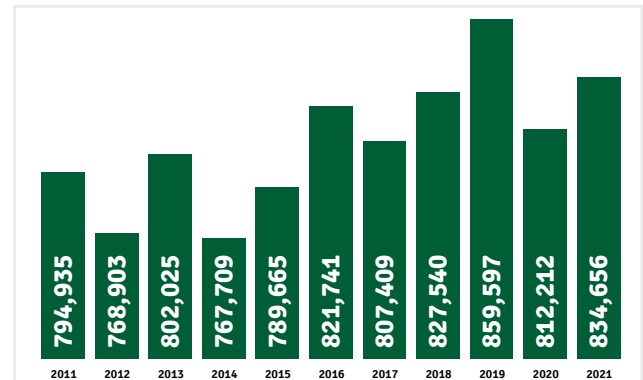
In 2022/23 het die wêreldwye produksie van gedroogde druive (rosyne, Sultanas en korente) met 6% gedaal tot 1,3 miljoen metrieke ton, goed binne die gemiddelde vir die afgelope dekade. Fig 2 toon die jaarlikse produksie van rosyne, wat verder uitbeeld dat daar 'n opwaartse neiging waargeneem kan word aan die aanbod kant.

Fig 3 toon verder dat sedert 2016 dat daar 'n groeiende tendens bestaan in volumes uitvoer.



Figuur 2

Wêreld rosyne produksie (2011-22)  
Bron: INC 2022/23



Figuur 3

Wêreld rosyne uitvoer (2011-2022)  
Bron: INC 2022/23



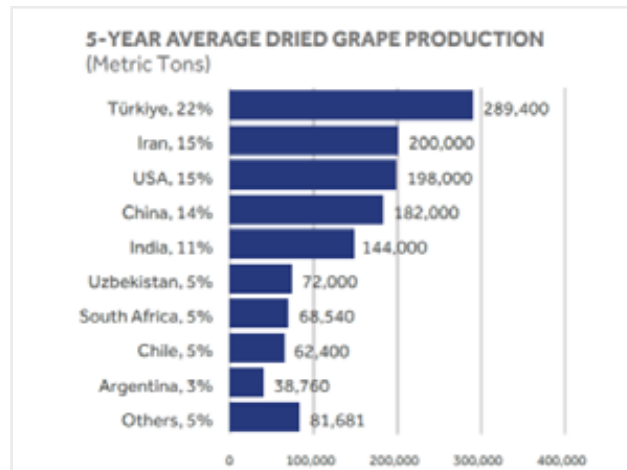
Die grootste produksiegebied (sien Fig 4) vir rosyneproduksie is Türkiye, en verteenwoordig 24% van die werld se totale produksie, gevolg deur China (14%), Iran (14%), die VSA (13%) en Indië (11%). Die volgende produserende lande wissel tussen 5% tot 3% van werldproduksie en sluit die volgende oorspronge in: Oesbekistan, Suid-Afrika, Chili en Argentinië.

Werlduitvoere (sien Fig 5) het in 2021 834 656 ton beloop (Januarie-Desember). Türkiye bly die grootste uitvoerder en is verantwoordelik vir 31% van die werldwye se totale uitvoere, gevolg deur Iran (12%), die VSA (9%) en Suid-Afrika (8%).

Die Europese Unie en die Verenigde Koninkryk was verantwoordelik vir 76% van Turkse uitvoere, met die VK (25%) wat die voortou neem, gevolg deur Duitsland (14%) en Nederland (10%).

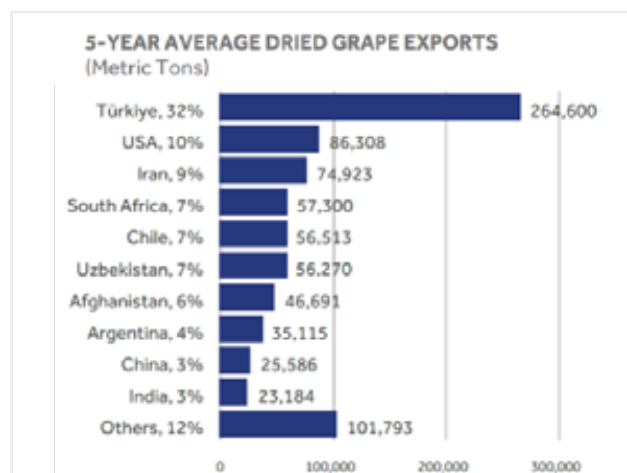
Iran se belangrikste bestemmings was die Europese Unie en die VK (24%), gevolg deur Türkiye (23%). Die belangrikste markte vir die VSA was Japan (32%), Kanada (12%) en die EU en VK (12%). Die EU en VK was ook verantwoordelik vir 66% van Suid-Afrika se uitvoere.

Met 'n verwagte groei in die Suid-Afrikaanse oes na ongeveer 100 000 ton, sal dit bydra dat ons opskuif in terme van die werld rangorde tot in die 6de en 2de plek onderskeidelik ten opsigte van werldproduksie en werlduitvoere. Dit sal SA as 'n prominente oorsprong van rosyne vestig. Die voorgenoemde neem verder in ag dat die VSA 'n kleiner rol sal speel, met verlaagde produksievolumes.



**Figuur 4**

Vyf jaar produksie gemiddeld  
Bron: INC 2022/23



**Figuur 5**

Vyf jaar uitvoer gemiddeld  
Bron: INC 2022/23

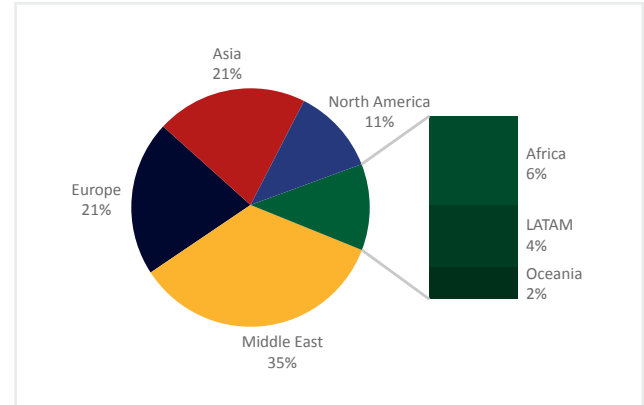




## Wêreldverbruik

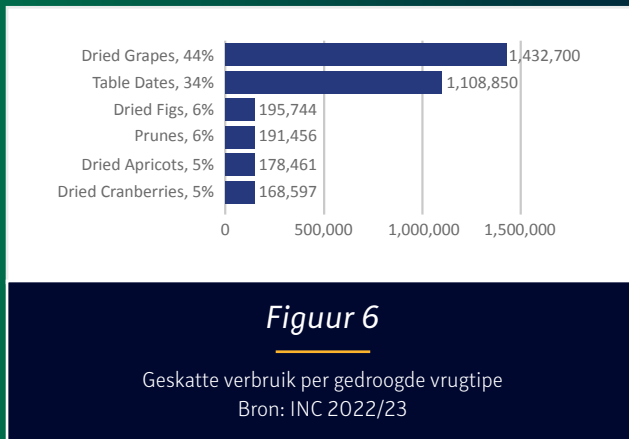
Verbruik van gedroogdevrugte, bestaan hoofsaaklik uit gedroogde druive (in die eerste plek) in terme van hoeveelheid verbruik en is verantwoordelik vir 44%, met dadels in die tweede plek wat 34% van die wêreldtotaal (2021) verteenwoordig. Die grootste verbruikers van gedroogde vrugte is die Midde-Ooste (35%), gevolg deur Europa (21%), Asië (21%) en Noord-Amerika (11%).

Die verbruik van gedroogdevrugte het stagneer in hoë-inkomste-ekonomieë oor die afgelope dekade, maar het teen 'n gemiddelde koers van 50,100 ton per jaar in middelinkomste-ekonomieë gegroei. Dus is die verbruik van gedroogdevrugte nou soortgelyk aan dié van hoë-inkomste lande.



**Figuur 7**

Geskatte wêreldverbruik van gedroogde vrugte, per streek (2021)  
Bron: INC 2022/23



**Figuur 6**

Geskatte verbruik per gedroogde vrugtype  
Bron: INC 2022/23





## Ter afsluiting

Alhoewel gedroogdevrugte verbruik toegeneem het, het die groeiende aanbod van rosyne pryspunte onder druk geplaas die afgelope drie tot vier jaar.

Die fokus van die verbruiker, veral in hoër inkomste en middel-inkomste lande, na leefstyle wat toenemend die fokus plaas op gesondheid en gerieflikheid lei daartoe dat gedroogdevrugte, spesifiek rosyne, goed geposisioneer is om voordeel hieruit te trek.

Tot op hede kon die kolletiewe gedroogdevrugte bedryf nog nie daarin slaag om werklik die voordele wat veral rosyne inhou goed te kommunikeer aan die verbruiker nie. Met voordele soos verbeterde dieetkwaliteit, deur 'n hoër inname van vesel, vitamieene A, E, C en K, kalsium, fosfor, magnesium en kalium. Rosyne is 'n relatiewe goedkoop produk, divers in terme van aanwending, 'n natuurlike nie-bederfbare produk en bied gesondheidsvoordele reeds genoem. Dit is veral in die VK mark, waar daar gedurig media verskynsels voorkom wat gedroogdevrugte (en rosyne) in 'n slegte lig plaas.

Alhoewel produksie-uitdagings jaarliks produsente in die gesigstaar, is aksie nodig om internasionale veldtogte van stapel te stuur en sodoende die verbruiker beter in te lig en vraag van ons produk te vergroot. Hier kan die internasionale rosynebedryf leer by ander soos byvoorbeeld Avakodos.

Ons het 'n besondere produk en dit is veral die VK wat deurslaggewend kan wees, sou ons regkry dat die mark net so streng kyk na residue as ander EU lande soos Duitsland.



### NEEM KENNIS

**Sien artikel oor hoekom neute en gedroogde vrugte as versnapering gesondsvordele inhou:**

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# Die Internasionale Neut en Droëvrugte konferensie (INC) – Londen

Deur: Ferdie Botha, Raisins SA

*Die 40ste Wêreld Neut- en Droëvrugtekongres, 'n sleutel gebeurtenis in die landbousektor, International Nut and Dried Fruit Council (INC), het van 22-24 Mei 2023 in Londen plaasgevind.*

Soos bespreek deur bedryfsleiers tydens die “roundtables”, is globale droëvrugteproduksie in 2023/24 voorspel op 3,2 miljoen MT, 7% hoër as in 2022/23, aangesien produksie na verwagting vir dadels (22%), pruimedante (21%) en gedroogde vye (14%) sal toeneem. Die behoefte om wêreldwyd vraag te skep deur innoverende nuwe produkkonsepte was 'n tema regdeur die kongres, met Gen Z as 'n belangrike dryfveer vir markontwikkeling.

In ooreenstemming met die herhalende kongrestema van Gen Z, het die hoofspreekster Virginia Stagni, besigheidsontwikkelingsbestuurder en talentdirekteur by die Financial Times, maniere bespreek waarop besighede met jonger geslagte kan skakel, beide as verbruikers en professionele persone in die bedryf.

Die Volhoubaarheidseminaar het gasspreker dr. Rachael Garrett, Moran-professor in bewaring en ontwikkeling aan die Universiteit van Cambridge, gehad wat aangevoer het dat die neut- en droëvrugtebedryf uniek gereed is om homself as 'n volhoubare landbousektor te posisioneer. Hierdie is 'n vinnig groeiende tendens waar die onderwerp sterk voorkom en waar bedrywe hulself dienooreenkomstig sal moet posisioneer.

Die konferensie is afgesluit deur 'n finale sessie getiteld Global Campaign Strategies, waar sprekers vanuit verskeie bedryfsverenigings, hul inisiatiewe aangebied het om die verbruik van neut- en gedroogde vrugte in verskillende dele van die wêreld te bevorder. Raisins SA in samewerking met die droëvrugte alliansie (DFA) – sien artikel – het sy aanbieding ook hier gedoen.



# Rosyne 'roundtable' gesprekke

*Geskatte globale rosyntjie produksie is effens laer (-5%) teenoor die vorige jaar.*

Ongunstige weerstoestande het gewasse in die meeste produserende lande tot verskillende vlakke beïnvloed, met die uitsondering dat dit die VSA en China is wat gunstige weerstoestande ervaar. Algehele globale aanbod sal na verwagting in balans wees met effens laer oordragvoorraad.

Die onderstaande tabel toon die amptelike statistiek gepubliseer deur die INC. Wêreldverbruik word nagenoeg beraam op 1.25m ton rosyne, met produksie vir 2022/23 wat dit oorskrei met 50 000 ton. Die balans tussen produksie, voorraad en wêreld vraag na ons produk benodig innoverende denke om vraag te stimuleer. Dit is veral op die groeiende sektor van 'snacking' waar goeie geleentheid vir rosyne bestaan om te groei.

COUNTRY	2022/2023				2023/2024 (FORECAST)			
	BEG.STOCK	PRODUCTION	TOTAL SUPPLY	ENDING STOCK	BEG.STOCK	PRODUCTION	TOTAL SUPPLY	ENDING STOCK
TURKIYE	50 000	320 000	370 000	55 000	55 000	210 000	265 000	50 000
CHINA	3 000	180 000	183 000	30 000	30 000	180 000	210 000	30 000
USA	20 000	180 000	200 000	10 000	10 000	180 000	190 000	10 000
IRAN	56 000	170 000	226 000	65 000	65 000	160 000	225 000	60 000
INDIA	0	145 000	145 000	7 000	7 000	140 000	147 000	2 000
SOUTH AFRICA	7 430	57 219	64 649	6 000	6 000	73 000	79 000	6 000
UZBEKISTAN	0	70 000	70 000	0	0	50 000	50 000	0
CHILE	4 000	50 000	54 000	0	0	55 000	55 000	0
AFGHANISTAN	500	22 000	22 500	0	0	35 000	35 000	0
ARGENTINA	0	28 000	28 000	0	0	28 000	28 000	0
GREECE	2 500	21 000	23 500	5 000	5 000	15 000	20 000	2 000
AUSTRALIA	1 500	15 000	16 500	0	0	8 000	8 000	0
OTHERS	0	20 000	20 000	0	0	20 400	20 400	0
<b>WORLD TOTAL</b>	<b>144 930</b>	<b>1 278 219</b>	<b>1 423 149</b>	<b>178 000</b>	<b>178 000</b>	<b>1 154 400</b>	<b>1 332 400</b>	<b>160 000</b>
<b>WORLD CONSUMPTION (T.SUPPLY-END. STOCK)</b>								<b>1 245 149</b>





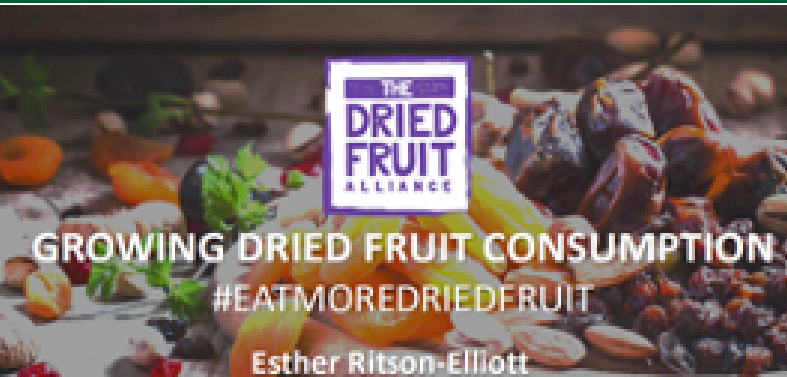
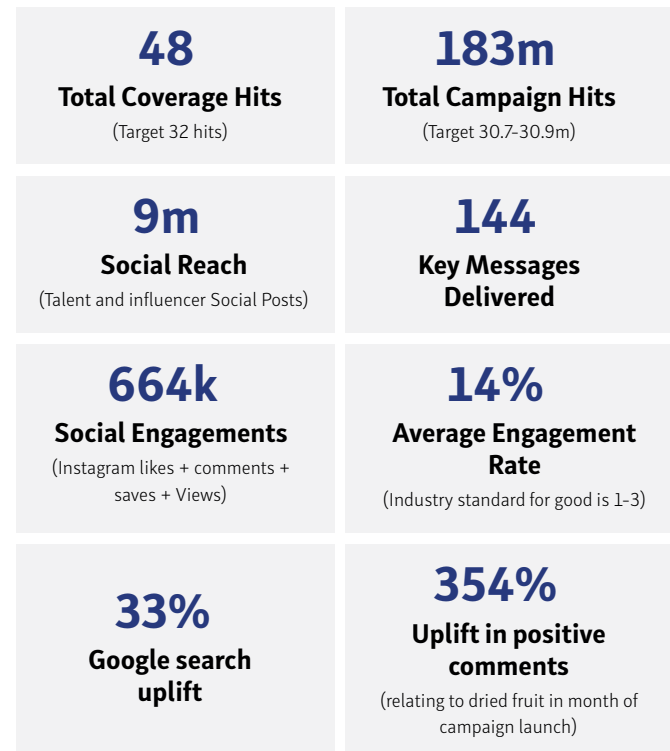
# Droëvrugte alliansie (DFA) – INC konferensie

Oor die afgelope drie jaar was Raisins SA suksesvol om 50 000 euro, of ongeveer R3m se bydraes vanaf die INC te ontvang.

Hierdie was in vennootskap met ander alliansie vennote om 'n daadwerklike poging aan te wend om vraag na ons produk te stimuleer. Die R3m is verder gehefboom deur bydraes van ander produksiegebiede soos SA, Turkye, VSA en Australië wat dus gesamentlik 'n addisionele R3m oor dieselfde periode bewillig het.

'n Aanbieding was gedoen in die verband, tydens die konferensie, wat die fokus van die veldtog gedeel het sowel as die resultate daarvan. Die aanbieding is gedoen deur Esther Ritson-Elliott by die konferensie, getiteld “Growing dried fruit consumption” #eatmoredriedfruit.

Die onderstaande figuur som kortliks die resultate van die 2023 veldtog op. 'n Verskeidenheid van kommunikasiekanale word aangewend wat insluit navorsing, advertensie plasing, aanwend van sogenaamde ‘influencers’, sosiale- en handelsmedia.





*Ons gee hiermee erkenning aan die volgende betrokke partye vir hul finansiële ondersteuning, maar ook tyd wat investeer word om die vraag na gedroogde vrugte bevorder. In besonder aan die uitvoerende span van DFA, 'n groot woord van waardering.*



INTERNATIONAL SULTANA  
CONFERENCE



*Erkenning as bron: INC*





# Transaksie kenmerke, koste analise en die behoefte vir vertikale integrasie in die Suid-Afrikaanse rosyntjiebedryf

Deur: Ferdie Botha, Prof Jan Swanepoel, Dr Mandla Diko en Dr Daan Louw

*Die wêreld landbou-sektor is die enkel grootste ekonomiese sektor wanneer ons na die gebruik van ons natuurlike hulpbronne en gemeenskappe verwys.*

Dit word beraam dat 60% van alle natuurlike hulpbronne en 40% van alle huishoudings op een of ander manier verwant is tot die sektor.

Daar is toenemende navorsing op sogenaamde 'volhoubare prestasie' – dit het sterk ontwikkel oor die afgelope twee dekades en plaas landbouwaarde-kettings sentraal tot die gesprek. In die konteks word volhoubaarheid gedefinieer as die inter-afhanklikheid van 1) ekonomiese aktiwiteite, 2) ons omgewing (natuurlike hulpbronne – grond, water, klimaat) en laastens die sosiale omgewing (ons gemeenskappe).





In die moderne era word daar toenemend klem gelê op oor hoe besighede presteer in terme van 'n sogenaamde "Triple Bottom Line" (TBL)". Dus word sukses van ondernemings nie meer beperk tot die enkel lyn van wins nie, maar word dit uitgebrei om ook sosiale verantwoordelikheid en omgewingsaanspreeklikheid te meet.

In strategiese bestuursliteratuur, word die wyse waarby rolspelers in die waardeketting met mekaar besigheid doen oorweeg as 'n belangrike strategie om volhoubaarheid te verbeter. Dit handel hier oor hoe koste-effektief die huidige handelinge is en tot watter mate eie belange (korttermyn) sevier teenoor gemeenskaplike doelstellings (langtermyn).

### *Navorsingsprobleem*

'n Voorbeeld van 'n praktiese koördineringsfout vir die bedryf, is die oor- of onderproduksie van Goue-rosyne wat na beraming die bedryf ongeveer R300m-R400m kan beloop oor 'n spesifieke periode. Dus toon die data dat die pryssein van Goues oneffektief is om rigting te gee aan produksie (oor die langtermyn). 'n Te hoë pryspunt aangekondig lei tot oorproduksie, wat druk plaas op die SA pryspunt, a.g.v. 'n ooraanbod. Die impak van so 'koördineringsfout' is nie net beperk tot die huidige bemarkingsjaar nie, maar kan ook 'n oorspoel effek vir komende jare inhou.

### *Navorsingsdoelwit*

In die konteks hierbo, is die doelwit van hierdie navorsing om die mees prominente wyse waarop rosyneprodusente en verpakkers met mekaar handel te ondersoek (sogenaamde 'governance' struktuur) en te bepaal of vorme van hoër vertikale integrasie (nouer samewerking) kon bydra tot die vermindering van duursame 'koördineringsfoute' wat in die bedryf bestaan.

### *Data en metode*

Die projek het 40 kundiges ingesluit, wat gehelp het om die 116 standaard volhoubaarheidsindikatore te verminder na slegs 12. Hierdie aanbevole indikatore is ingesluit in 'n vraelys wat in die vorm van 'n persoonlike onderhoud met 177 rosyne produsente aangevoer was. Die vraelys het ook gebruik gemaak van 'proxies' wat ons in staat stel om transaksie karaktereenskappe en kostes van transaksies te beraam. Uit die data ingesamel is 'n indeks bereken wat deelnemers se volhoubare prestasie bepaal het as individu en as kollektief. Twee raamwerke is aangewend om bestuurstrukture en moontlike aanbevelings vir vertikale integrasie te kan maak, naamlik Mahoney (1996) en Peterson (2000) se onderskeidelike raamwerke.





Resultate

Daar was basies drie bestuurswyses te vinde uit die data. Die grootste en mees algemene is die 'spot' mark (66%), dan 'n risikodelingsmodel (33%) en produsente wat vertikaal geïntegreerd is in terme van produksie en bemarking (slegs 3%).

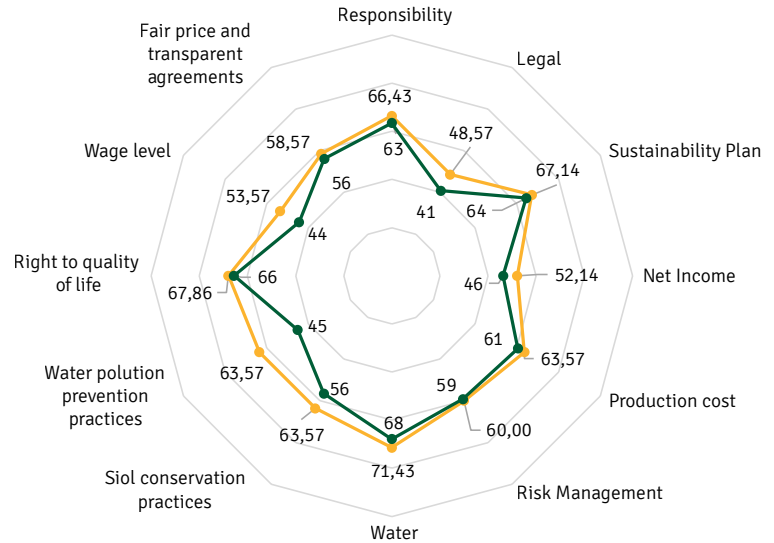
**Tabel 1: Bestuurswyse van transaksies tussen produsente en verpackers**

Bestuurswyse van transaksies	Aantal produsente	% van produsente
Spot mark	112	63%
Risikodeling	59	33%
Vertikeel geïntegreerd	6	3%
Kontrak	0	0%
Ander	0	0%
TOTAAL	177	100%

'n Indeks vir volhoubare prestasie is bereken uit die data en 'n opsomming word deurgegee in Tabel 2 hieronder. Die eerste groep verteenwoordig ongeveer 72% met die tweede groep wat 28% verteenwoordig van die totale steekproefgrootte. Met gebruik van die Food and Agricultural (FAO) se klassifikasie van volhoubare prestasie en die gebruik van die resultate uit die berekende indeks, word die eerste groep geklassifiseer as lae tot gemiddelde- en die tweede groep as bogemiddeld.

Kort beskrywing	Aantal produsente	% van steekproef
Laag tot gemiddeld volhoubare prestasievlakke	122	71.76%
Bogemiddeld tot hoë volhoubare prestasievlakke	48	28.24%
Totaal	170	100%

Figuur 2 hieronder toon die 12 veranderlikes waaruit die indeks bereken word, met die onderskeie prestasie van elk van die twee groepe.

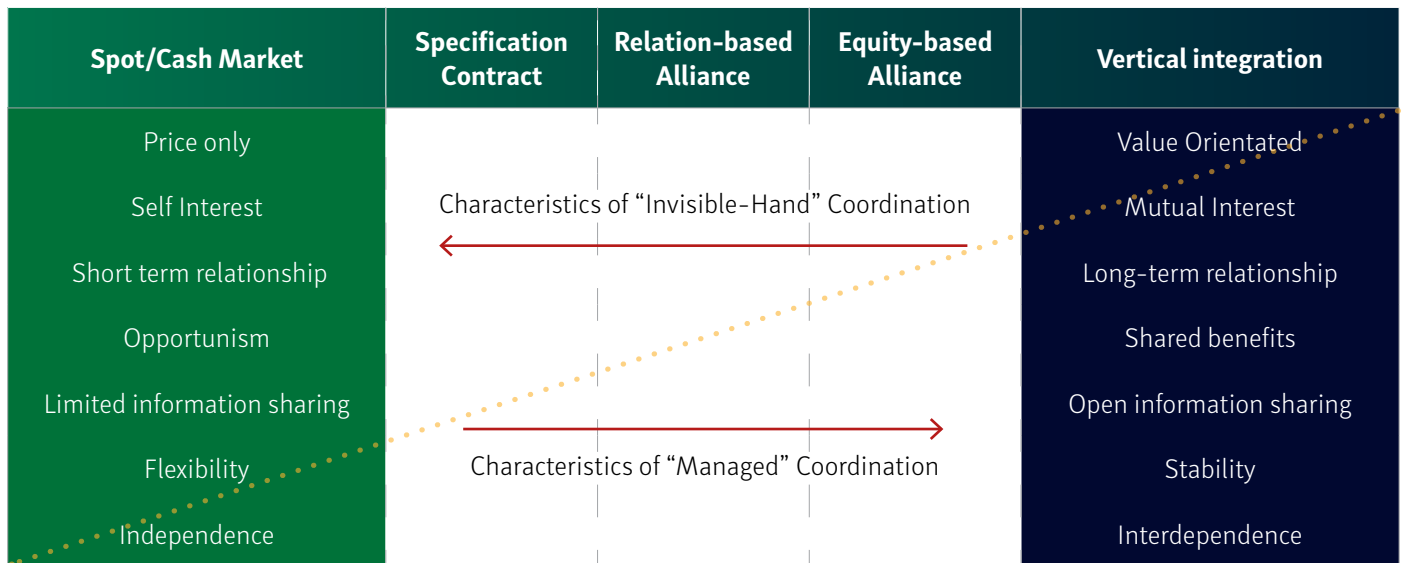




### Gevolgtrekking en aanbevelings

Die gevolgtrekking uit die studie is dat die ‘spot’ mark ongeveer twee derdes van die transaksies uit die steekproef verteenwoordig het. ’n ‘Spot’ mark word gekenmerk deur die volgende karaktereienskappe:

1. Prys is die enkel belangrikste faktor;
2. Eie belange is in die orde van die dag;
3. Korttermyn uitkyk;
4. Opportunisme, waar is my beste geleentheid in die dryf;
5. Beperkte vloei van inligting bestaan;
6. Buigbaarheid, sal vinnig skuif na ’n ander koper of produk;
7. Funksioneer onafhanklik.



**Figuur 3: opsomming van die verskeie transaksies**



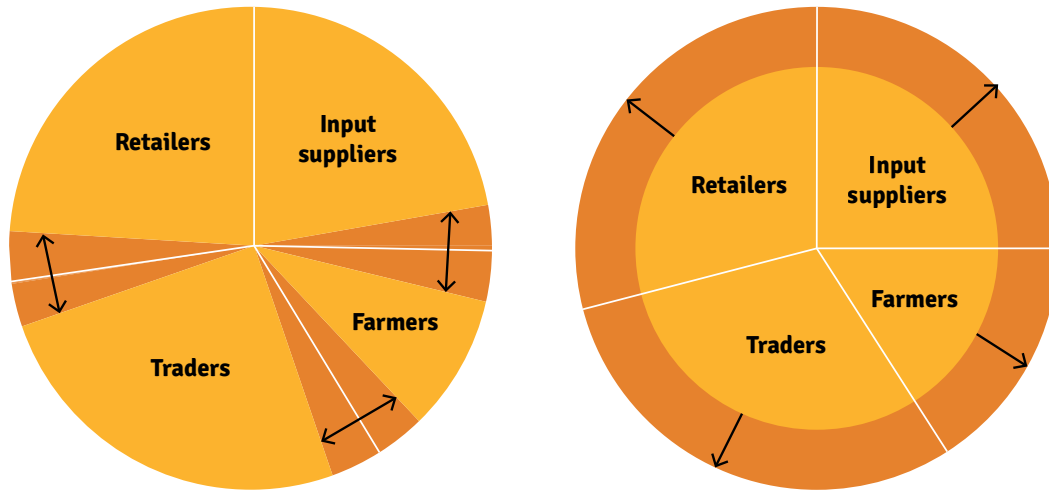
Daar word bevind dat die volgende transaksiekostes weens koördineringsfoute plaasvind, dit word opgesom as:

1. Weens gebrek aan deursigtige inligting, bestaan daar onsekerheid en dus hoë-koste om inligting te bekom;
2. Die groot bewegings in volumes in produk het wesenlike kostes vir die bedryf tot gevolg;
3. Die 'spot' mark is korttermyn geörienteerd en strook nie noodwendig met langtermyn volhoubaarheid nie;
4. Gradering se kredietwaardigheid word bevaagteken en bring geweldige koste mee.

Die resultate het getoon dat die produsente wie 'n sterk verhouding en vertrou het in hul verpakker, beter presteer. Dus is die samewerking meer langtermyn geörienteerd en beweeg weg van 'n korttermyn uitkyk waar ek die beste prys vandag kan kry.

Gevolgtlik is die benadering ingestel oor hoe ons die spreekwoordelike "koek" saam groei teenoor 'n benadering waar ons veg oor wie kry watter marge (deel) van die prys, soos uitgebeeld in Figuur 4 hieronder.

**"Growing your own SLICE"**  **"Growing the PIE"**



**Figuur 4 – “growing your own slice” vs “growing the pie”**



# We're stronger together:

## how partnerships can drive growth in our sector

*By: Gillian Gernetzky on behalf of Nedbank Commercial Banking*

*South Africa's agricultural industry is one of the few that have thrived since the Covid pandemic because of high crop prices and demand, and high export activity, with agricultural exports reaching a new record of \$12.8 billion (R234-billion) in 2022.*

But relentless Eskom blackouts, higher input costs, poor infrastructure, service delivery failures and geopolitical tensions are pushing the sector to the brink.

Agricultural output fell by a substantial 12.3% in the first quarter of 2023, according to Stats SA, and the latest Agbiz/IDC Agribusiness Confidence Index has, for the past two quarters, recorded the lowest reading since the second quarter of 2020. Added to this, many wine, table grape and raisin farms – particularly in the Orange River region – experienced unfavourable climatic conditions this growing season, resulting in a drop in production estimated at between 20 and 30%.

While many of these challenges are out of the sector's hands and require a sincere commitment by government to rebuild the economy and a systematic approach to achieve this, players in the sector need to find approaches to manage the complexities within their control. Daneel Rossouw, Head of Sales for Agriculture at Nedbank Commercial Banking, says that one of these is to seek out the right partnerships to support them and help them grow.

“Selecting the right financial partner is particularly important in helping agribusiness owners navigate the ups and downs of this challenging environment and support their long-term growth aspirations. At Nedbank, our agricultural specialists have a deep passion for the sector and, by taking a long-term view and applying a relational, client-centred approach, we gain a full understanding of the unique risk drivers and mitigation strategies of each agribusiness. By combining this with client-specific pain points and needs, we design sustainability-focused solutions that are underpinned by Nedbank's overarching purpose to not only be good with money, but to do good with it as well,” he says.



Rossouw adds that Nedbank is deeply committed to contributing to a competitive and climate-resilient agricultural sector, which is why they are among the market leaders in financing sustainable solutions across the entire agriculture value chain.



*Many of the climate shocks that farmers face can be mitigated by climate-smart strategies like ensuring soil health, water management and improved crop diversity, and incorporating them ensures that clients make a meaningful impact on the economy and environment while remaining competitive and resilient.*



By thinking bigger, our teams of experts in the Northern and Western Cape – led by regional agricultural managers, Thuso Mokwa and Danielle Durr respectively – offer innovative solutions that support your agribusiness towards a growing, sustainable, and inclusive future, whether you're looking to grow your agribusiness sustainably or for a flexible, resilient financial partner.



### Western Cape Team

L to R: Dawie Fourie (Area Manager), Petri Maass (Business Manager) and Johan van Zyl (Business Manager)



### Northern Cape Team

L to R: Pieter Botha (Area Manager), Pieter van Baalen (Business Manager) and Marlize Botha (Business Manager)



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visit [nedbank.co.za/agriculture](https://nedbank.co.za/agriculture).

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# BRICS Trade Fair at Gallagher, Midrand

Article by: Vivian Job  
Vine Academy and Model Farm

*BRICS is a grouping of the world economies of Brazil, Russia, India, China, and South Africa formed by the 2010 addition of South Africa to the predecessor BRIC.*



From 19–23 August 2023 a trade fair was held at Gallagher Convention Centre, with the theme “*BRICS and Africa*”.

The exhibition served as a platform for showcasing products and services from the various BRICS countries and business to business interaction, aimed at increasing intra-BRICS trade and investment.

BRICS co-operation provides benefits for South Africa through research and innovation, energy health and education co-operation, financing for infrastructure development, capacity building, research education and upskilling, trade, investment, and tourism opportunities.

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## *Why does BRICS matter to the younger generation and local entrepreneurs?*

This is more than just about economics. There is a shift happening that will bring about change in the education systems, culture, monetary strategies and level the playing field in the 4th Industrial Revolution.

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We as Raisins South Africa had a booth at the trade fair, which created the platform for engagements with various countries. We had a wonderful experience, engaging with delegates from China, Algeria, Egypt, Kenya, Nigeria, Bangladesh, Zambia, and mostly small business owners provincially.



**Figure 1**

The government industry from China

Due to our excellent engagement skills, we received gifts from the delegates from China. We believe that whatever you do, stand out. Authentically and with professionalism.

All the different masterminds that gathered up in one set up were just so unbelievably amazing. The centre vibrated with optimism and enthusiasm. Having the opportunity to showcase our product and teach people the health benefits that raisins have was incredible. Most people did not know that there is a variety when it comes to raisins. The product was very mind intriguing because many exhibitors were surprised as to what Raisins can be used for.

We ended our last day off on a positive note, and had wonderful discussions and shared ideas with Mr Donovan Nadison staying in New York – he is also on the board of the Gautrain Management Agency.



*It was a great experience, and we believe a professional, positive energy was left with everyone who engaged with us.*



**Figure 2**

Gifts received from the delegates from China



# Transformasie





# Vine Academy and Model Farm – first quarter update

Article by: Jancke Beer,  
Vine Academy and Model Farm

*And just like that, we are almost at the end of the first term!*

Surely the saying “time flies when you are having fun” applies to our first intake of students for 2023. A lot has been going on between the chaotic loadshedding schedules and the hustle of everyday life, so we find it as a breath of fresh air to find time to take a break and reflect on what has been going on these past few months. With hostel renovations done, the cafeteria nearly completed and our students using their personal protection equipment (PPE) for practical.



*We sure appreciate the bursaries that have been awarded to them and all the sponsors who have become a part of this most amazing, life changing experience for everybody involved.*



**Figure 1**

Vine measurement



**Figure 2**

Soil sampling





### Figure 3

Vleg

The last couple of weeks our students spent most of their time in the vineyards, physically learning how to prune and 'vleg', how to take soil samples as well as measuring vines to determine overall growth capacity. They were guided by our award-winning viticultural experts, such as Dr Andries Daniels and Mr Stefan Jordaan as well as the Junior Agriculturist at Raisins SA, Lucian Fredericks and Ilse Grobbelaar.

The students were also included in the planting of an exclusive raisin grape cultivar evaluation block. These were planted as 'langbeen stokke' that is also a first for raisin grapes and will be evaluated on five different rootstocks.

Due to the days becoming warmer and longer, their schedule has changed, and they are now doing their practical in the morning, when it is a little bit cooler and having theoretical classes in the afternoon.

The students' embrace of how things work in the agricultural sector, especially viticulture and their thirst for knowledge has been spectacular. They are very interactive in class and ask a lot of questions that makes for interesting debates. This has made the lecturers, including Raisins SA's own CEO Mr Ferdie Botha, even more enthusiastic about teaching them and transferring his sound knowledge of economics, research, and management in agriculture over to them.

Registrations for next year's intake is now open and saying that we are looking forward to welcoming the future generation of agricultural experts to the Vine Academy and Model Farm in Kakamas, would be an understatement.

**An open day is planned for 13 October where all that we have to offer will be showcased to potential applicants, their parents and whoever wants to get involved.**



### Figure 4

Standard Bank handing over textbooks sponsored to the Academy.

# Pabellelo High School Choir

By: Arthur Phillipus, Eksteenskul

*Raisins SA prides itself with bringing about change in the lives of young people, by lending a helping hand in whichever way possible.*

It was no different when the opportunity to sponsor Pabellelo High School Choir came about.

The Pabellelo High School choir showed their gratitude through song at the official opening of the Vine Academy and Model Farm in Kakamas, where they received well wishes as they were getting ready to go and represent the Northern Cape Province at the ABC Motsepe South African Schools Choral Eisteddfod.



The competition took place from the 27th–30th of June 2023 at Rhema Bible Church, Johannesburg. The choir, under the guidance of award-winning conductor Kenalemodise Isaac Ramedi, placed 6th overall, with the Male and Female choirs placing within the top 5 respectively and within the top 10 for the Solo/Duet acts. The choir was named Best Provincial Choir out of the 9 provinces at the competition.

“  
*Dreams are just but dreams unless decisive action is taken*  
”

The transformation team is passionate about paying it forward and playing their role in transforming the lives of tomorrow's leaders.



# Mandela Day

By: Filomaine Schwartz, Eksteenskuil



*What counts in life is not the mere fact that we have lived. It is what difference we have made to the lives of others that will determine the significance of the life we lead.*  
- Nelson Mandela



On the 18th of July 2023, the Raisins SA transformation team, together with Eksteenskuil farmers, came together to pay it forward by combining their resources to provide a warm meal to the community of Lenertsville. All the Eksteenskuil farmers came out to lend a helping hand with the preparations and distribution.

The community came out in numbers and thanked the sponsors, Bray's Spar Keimoes, Raisins SA and Eksteenskuil Co-Operative, who generously donated food and resources to provide to the people of Lenertsville.



The purpose of this day was to mark the birthday of the late president Nelson Mandela, who was the first black democratic elected president in South Africa, by bringing smiles to the underprivileged people. This was part of honoring the legacy and values of the South African struggle icon president Mandela. Nelson Mandela is known by his act of love and humanity to everyone.

Mandela Day is a reminder to all of us to give back to those that are not as privileged and to try and make a significant change in the lives of others and that is how we play our role in changing the future.





# Singapore FHA Food and Beverage Expo report

*By: Simone Oliphant, Raisins SA*

*The High Commissioner in Singapore invited the Northern Cape Premier Dr Zamani Saul to the Singapore FHA Food and Beverage EXPO.*

The invitation was extended to the Department of Agriculture, Environmental Affairs, Land Reform and Rural Development (DALRRD), as it was the most relevant department for the event.

The province was invited to showcase the following commodities: citrus, wine, pecan nut, dried fruit, table grapes, and rooibos tea. DALRRD, through Raisins SA, invited producers involved in the production of these commodities. Three farmers and representatives of Raisins SA were taken along with their produce to the expo. Selected farmers were black smallholders with potential to supply to international markets. The main reason for participating in the event was to market agricultural products from the province. The event was also used to give exposure to SME in agriculture.

The expo opened officially on the 25th of April 2023, and ended on 28 April 2023. Five commodities were on display with farmers and officials interacting with people visiting the stall. On the first day of the expo, the Premier, the High Commissioner, the MECs for the DALRRD, Tourism and Health visited the stall. The stall was also visited by various stakeholders and representatives of relevant businesses and institutions.

DALRRD thanked Raisins SA for accepting the invitation to participate, and their role in identifying and organizing smallholder producers and their produce for participation in the expo.



# Inligting & Kommunikasie





# Gala

## GELEENTHEID 2023

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*Op 21 September 2023 het Raisins SA ons jaarlikse gala gehou by die Vine Academy and Model Farm in Kakamas.*

Dit is 'n glansgeleentheid waar die toonaangewers en bydraers tot die industrie erkenning kry vir hul positiewe insette tot die rosynebedryf. Hierdie geleentheid word jaarliks 100% befonds deur borge, sonder wie die aand nie moontlik sal wees nie.



# Baie dankie aan ons borge

## Platinum



## Goud



## Silver



## Brons



## Bydraer



Hierdie jaar, was daar ook addisionele borge betrek vir verskeie kategorieë, om die pryse aan te vul. Baie dankie aan die volgende borge:

### *Vroueprodusent van die jaar:*

- Willie Burger Groep – 5 aande by Clarens Protea Hotel – ontbyt en aandete ingesluit
- The Square, Clarens – middagete
- Deodet de Coning Photography – fotosessie

### *Jong produsent van die jaar:*

- NC Famous Lodges – 3 aande by Letsatsi Lifestyle Lodge – ontbyt en aandete ingesluit
- Malkoppan Gasteplaas – 2 aande gratis staanplek by kampterrein
- Die Keldery – middagete
- Muisbosskerm – aandete

### *Industrie bydraer:*

- ALS Groep – Kalahari jagaweek vir vyf persone

### *Industriëleier:*

- Nexus – Namibië woestynreis



## Die winners

van die verskeie kategorieë was as volg:



### *HMO landboustudent*

Requalmé le Roux en Niklaas Thirion



### *Raisins SA tegniese student*

Palesa Maseko



### *Raisins SA finansiële student*

Hope Quma



### *Plaaswerker van die jaar*

Samson Mekwe



### *Vroueprodusent*

Santa Hanekom



### *Bedryfsinnoveerder*

Herman Heunis en Jaco Smit



### *Jongprodusent*

Jan-Philip Botha



### *Opkomende produsent*

Koos Smith



### *Bydraer tot die industrie*

Gog van der Colff





### Bedryfsleier

Oseiland Boerdery



Weereens baie dankie aan ons borge  
wie die aand moontlik gemaak het!  
Ons is alreeds opgewonde vir  
volgende jaar se gala!



Kyk gerus na elkeen se kort video op ons  
Facebook blad



Raisins SA



### BAIE DANKIE!

MARCIEL SE REIS EN VERBLYF WAS DEUR  
UPINGTON TOYOTA EN GAZELLE ESTATE  
GEBORG.

OWK HET DIE VONKELWYN OP DIE  
TAFELS GEBORG.



### Die FNB span

Dawie Maree, Hendrik Coetzee, Ischaan van Wyk,  
Francois Human en René Fourie





# Raisins SA bied sy Algemene Jaarvergadering aan

Deur: Ferdie Botha, Raisins SA



**NEDBANK**

*Die hoofgeleentheid van die Algemene Jaarvergadering, wat vanaf 2022 jaarliks saam met die Simposium aangebied word, het plaasgevind in Lambertsbaai, teen die Weskus (Wyk 4).*

Die ander 3 wyke het plaasgevind op 7 (Wyk 1) en 19 September 2023 (Wyk 2 en 3), te Groblershoop, Keimoes en Kakamas.

Daar is kortliks verwys na Raisins SA se visie wat “n volhoubare en kompeterende SA rosyne bedryf” betref. Daar word klem gelê op die belangrikheid van roumateriaal sekuriteit en dat dit alleenlik bepaal word die vermoë van ons produsente om winsgewend te produseer.

Oor die afgelope twee tot drie jaar is die bedryf onder druk, weens ongierige weerstoestande, wat tot grootskaalse verliese gelei het wat beraam word vir 2023 op R750 miljoen to R1 miljard. Die noodfonds van IDC het verligting gebring en nagenoeg 5 000 werksgeleenthede help spaar.

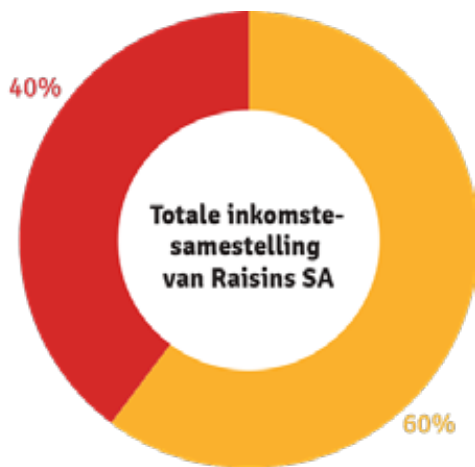


Raisins SA se werksaamhede word toegespits op die volgende 5 portefeuljies, naamlik administratief, marktoegang en -ontwikkeling, navorsing en ontwikkeling, transformasie en inligting en kommunikasie. Raisins SA is ook van voorneme om stelselmatig 'n landboukundige funksie by te voeg, wat onafhanklik dienste kan lewer aan instansies.



Raisins SA poog deurentyd om nuwe kultivars (of tegnologie) te ondersoek, marktoegang te verseker vir ons produk en om verdere markte te ontwikkel. Dit is belangrik om deur ons aktiwiteite by te dra tot die winsgewendheid van die produsent, deur te soek na hoër presterende kultivars (bo- en onderstok, plantverbetering en vermeerdering te bevorder met die hoofdoel om volume en kwaliteit te verbeter. Verder is die markaksies gemik om te verseker dat volume produk suksesvol bemark kan word teen die nodige pryspunt, weereens om winsgewendheid op plaasvlak te bevorder.

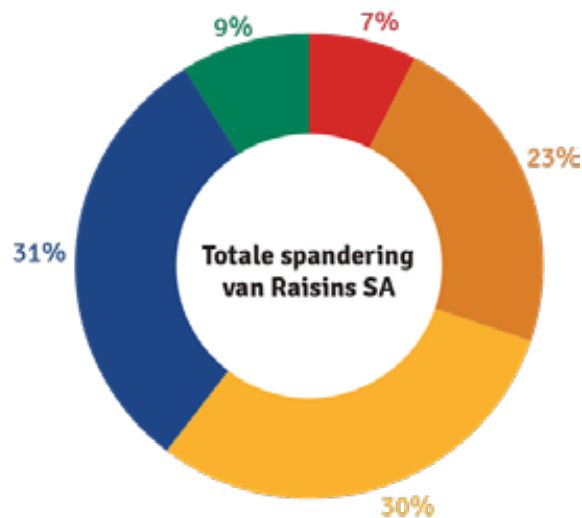
Tydens die verrigtinge is die finansies van Raisins SA voorgehou, met 'n totale inkomste van ongeveer R22m vir die 2022 finansiële jaar, met ander bronne wat 40% bygedra het tot die totale inkomste.



- Statutêre fondse
- Vrywillige fondse



Die volgende gee 'n opsomming van portefeulje spanderings as 'n persentasie van totale uitgawes.



- Administratief
- Navorsing en Ontwikkeling
- Markintelligensie, -toegang en -ontwikkeling
- Transformasie
- Inligting en Kommunikasie



Van Zyl Vorster

By die vergadering is Van Zyl Vorster herverkies as Wyk 4 se direksielid. Verder is die volgende gekoöpteerde direkteure aangewys, hulle is:



Earl Loxton



Anthony Mac Minn



Gog van der Colff



Nico Koch



Ons spreek ons dank uit teenoor ons borg vir die 4 geleenthede. 'n Groot dankie aan Nedbank vir jul bereidwilligheid om hier hande te vat en betrokke te raak.



Die 2022 jaarverslag is beskikbaar by Raisins SA se kantoor (Groenpuntweg 9, Keidebees, Upington), of e-pos [madenec@raisinsa.co.za](mailto:madenec@raisinsa.co.za) vir 'n elektroniese weergawe.



Stuur epos





Key objectives are to reflect on the past season, highlight important factors to consider in preparation for the coming season, and share new or relevant production/ industry related information.



*This year, SATI and Raisins South Africa (RSA) collaborated to host producer days in the Orange River (Kakamas) and Olifants River (Vredendal) regions.*



The speaker line up and content catered to both table-grape and raisin production for these two regions that produce the largest percentage of raisins in SA.

# Producer information days

*By: Mecie Petersen and Tarryn Wettergreen, SATI*

*SATI producer days provide a platform for vital in-person interaction with producers in each of the five table-grape growing regions in SA.*

Taking the form of a roadshow, SATI producer days comprise a series of presentations delivered face to face across the country.







## *Excerpts from the Orange River and Olifants River presentations on 1 – 2 August 2022:*

### **Input costs and your business model – Dr Daan Louw, Optimal Agricultural Business Systems (OABS):**

This presentation focused on aligning input costs and on-farm practices with commercial decisions. Long-term sustainability of the industry will be determined by understanding market factors to adopt a demand-based approach rather than the supply-based approach that has historically dominated the fresh produce export market in SA.

An increasingly competitive global landscape requires growers to continually monitor factors like exchange rates, competing southern hemisphere production (Chile and Peru), and global phenomena that may impact export capacity of SA.

### **Factors affecting seasonal bunch and berry weight fluctuations – Dr Albert Strever, Stellenbosch University:**

Given the contra-seasonal weather patterns experienced in the Orange River Region and their impact on the harvest, this presentation was extremely relevant. Discussions focused on understanding factors that contribute to weaning and explored practices that can be applied to avoid seasonal bunch and berry weight fluctuations.

A key insight was that cool weather during flowering time produces fewer cells, resulting in less sugar accumulation – and combined, these factors can have a significant impact on berry weight.

### **Other topics presented:**

- Benefits of using certified planting material (Rachel Kriel).
- Guidelines for installation of netting structures (Koos Bouwer)
- The role of our weather stations as part of the Metos project (Ebene Oranje-Swarts)
- Measuring of carbohydrates for better crop reserves (Elmi Lötze)
- The use of a grape-sizing tool for planning purposes (Liaan Janse van Vuuren).

Presentations at all three road shows included an update from CEO's AJ Griesel (SATI) and Ferdie Botha (Raisins SA), on activities undertaken at respective organisations.

Dawie Moelich shared an update on the SATI cold chain project, which confirmed that monitoring the pulp temperature of grapes in real-time assists in identifying cold chain “choke” points (e.g. where fruit stands longer than it should due to logistical challenges). This provides practical pointers on where operational improvements can be made.

Overall, the 2022/23 producer days were a great success. We value this annual opportunity to engage directly with producers, share project updates and learn about their experiences. The relationships built with industry partners and guest speakers strengthen collaboration, for a wider range of relevant information to be provided to industry.

*Key take-aways from the interactions this year*

- Compromise on quality is not an option. Delivering top spec grapes is crucial for SA to retain its preferential market access in traditional markets (EU and the UK).
- On-farm practices must be matched with input costs and market factors to facilitate the long-term sustainability of both industries. In alignment with the sentiments expressed, SATI's key focus areas for the coming season include continued engagement with government and related parties on matters concerning the ports, logistics and energy supply; engagement with EU and UK retailers regarding compliance costs and audits, and market development efforts to retain preferential access for SA in traditional markets while focusing on increasing access in developing markets.



**INFO:**

For more detail on the presentations

**VISIT OUR WEBSITE OR SEND AN EMAIL**



# PRODUCER INFORMATION DAYS

Kakamas & Vredendal

## THANK YOU TO THE SPONSORS





# Droogbaanoudits 2024

Deur: Madene Conradie, Raisins SA

*Droogbaanoudits is sedert 2018 in werking gestel, om voedselveiligheid en naspourbaarheid in die bedryf te bevorder. Dit word behartig deur PPECB.*

Dit is u as produsent se verantwoordelikheid om op te volg met u verpakker rakende die oudit en seker te maak dat al u papierwerk in plek is. Indien u geoudit moet word, maar dit gebeur nie, bestaan die moontlikheid dat u produk nie uitgevoer kan word nie.

## Ouditkoste vir 2024 beloop:

R1924,02 + BTW, tot 30 April 2024, mits die oudit deur u verpakker geboek word.

*In 2024 moet die volgende produsente geoudit word:*



**behaal in 2021**



**behaal in 2022**



**behaal in 2023**



Let asseblief daarop dat die volgende dokumentasie alreeds teen 10 Desember 2023 in plek moet wees:

1. Watertoets se uitslag (met ouditdatum, nie ouer as 12 maande nie)
2. Droogbaanregistrasie
3. PUC registrasie
4. Agrihub season sign off gedoen
5. Client contact sheet voltooi en by u verpakker wees

**Indien u op 'n ander produsent se droogbaan droog, let asseblief op die volgende:**

Slegs produsente wie nie droogbaanfasiliteite het nie, mag aansoek doen vir toestemming om 'n ander produsent se gesertifiseerde droogbaan te gebruik.

Die aansoek moet deur die verpakker gaan, en die volgende dokumentasie word benodig:

**Die produsent:**

- bewys van PUC registrasie
- verklaring dat u geen droogfasiliteite het nie
- aanduiding gee van wie se droogfasiliteite gebruik gemaak gaan word
- geskrewe versoek om die betrokke party se droogbaanfasiliteite te gebruik

**Die eienaar van die droogbaan wat gebruik gaan word, moet die volgende verskaf:**

- Afskrif van SAGAP droogbaansertifikaat
- Verklaring dat die produsent wie sy droogbaan wil gebruik, nie sy/haar eie droogfasiliteite het nie
- Geskrewe toestemming dat die aansoeker sy/haar droogbaan mag gebruik
- Die produsent moet verseker dat sy/haar droogbaanfasiliteite ten alle tye voldoen aan die standaard en vereistes.

Alle aansoeke om droogbane te deel moet voor die droogseisoen plaasvind en geen laat aansoeke sal aanvaar word nie.

Unannounced oudits mag voorkom by produsente wie 'n droogbaanooreenkoms het.





### Appèl prosedure:

- Slegs droogbaaneienaars mag appèl aanteken op die gradering van hul droogbaan.
- The produsent moet die appèl indien by sy/haar betrokke verpakker, binne 5 werksdae na die oudit plaasgevind het.
- Die aansoek om appèl moet deur die volgende dokumente gestaaf word: afskrif van die client contact sheet, oudit verslag en checklist.
- Die verpakker dien die appèl in by PPECB.
- PPECB sal die verpakker binne 10 werksdae na die appèl ontvang is, inlig oor die uitkoms.



*Baie sterkte met die seisoen  
wat voorlê!*



**Vir meer inligting, skakel met u verpakker,  
of kontak Madene**





*This is a delicious sweet and savoury dish that is perfect as a starter snack or part of a Greek mezze spread. Serve with other dips and spreads, bread or breadsticks.*

**Salsa:**

- 1 Tbs butter
- 1 Tbsp rosemary leaves stripped from the stalk
- 1/3 cup golden sultanas
- 1 strip of lemon peel
- 1 small stalk of rosemary
- ¼ cup honey
- 2 pinches Aleppo pepper (or a pinch of dried chilli flakes and smoked paprika), optional
- 1/3 cup, chopped roasted pecans
- 1 tsp fresh lemon juice

**Fried halloumi:**

- 250gms halloumi cheese
- Olive oil for frying (approx. 3 Tbsp)
- Lemon wedges to serve

# Fried halloumi with a warm sultana and pecan salsa

*By: Sam Linsell, Drizzle and Dip*

**Instructions:**

- To make the sultana and pecan salsa heat the butter in a small frying pan. Once frothy, fry the rosemary leaves for a minute until sizzling. Drain the butter and rosemary through a small fine sieve and se the leaves aside.
- Return the butter to the pan and add the sultanas, strip of lemon peel, small piece of rosemary and pan fry for a minute or so in the browned butter.
- Add the honey and Aleppo pepper (or chili and smoked paprika) and bring that to a bubble. Once bubbling remove the lemon rind and rosemary and add the roasted pecans and teaspoon of lemon juice.
- Put the halloumi cheese on kitchen paper and pat dry. Heat a nonstick frying pan and add a good splash of olive oil (about 3 tablespoons).
- Cut the halloumi into thick strips. Fry over a medium heat until golden brown on each side.
- Serve of a plate topped with the warm honey salsa and lemon wedges on the side



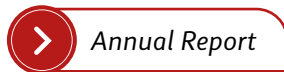
# Borge betrokkenheid by Raisins SA 2024

Deur: Madene Conradie, Raisins SA

*Raisins SA se hoofinkomste bestaan uit die statutêre heffing wat vanaf produsente verhaal word.*

In 2022, was 40% van ons totale inkomste verkry vanaf addisionele befondsing

**SIEN ONS ALGEMENE JAARVERSLAG HIER:**



Eerstens, wil ons vir al ons borge hartlik dankie sê vir die bydraes wat julle maak en die insette wat julle jaarliks tot die industrie lewer. Julle maak ons hande sterk, en maak dit werklik moontlik om inligtingsdae teen geen koste vir ons produsente aan te bied, asook om inligting te versprei.



**Daar is twee opsies om betrokke te raak as 'n borg by Raisins SA, naamlik:**

1. GALA borg (kostegids, gala, landboupraatjie)
2. CLA – Collaborating • Learning • Adapting (simposium, industrie statistieke publikasie, velddae)

Beide borgskappe gee op verskeie Raisins SA funksies/ platvorms blootstelling aan die borge, en borge kan besluit by watter een van die opsies hulle betrokke wil raak (ook welkom op by albei betrokke te raak!).

## UITEENSETTING VAN BEIDE BORGSKAPPE

### Raisins SA Sponsorship Proposal



### Raisins SA CLA Sponsorship Proposal



**Kontak asseblief vir [madenec@raisinsa.co.za](mailto:madenec@raisinsa.co.za) vir enige navrae in verband met betrokkenheid by Raisins SA.**

Borgskappe vir die gala moet asseblief teen 1 Maart 2024 bevestig wees, en borgskappe vir die CLA opsie teen 1 Junie 2024.

**ONS SIEN UIT OM (WEER) SAAM MET U  
TE WERK IN 2024!**





# Kantoornuus

## Dr Andries Daniels

Dr Daniels het 17 April 2023 aangesluit by die Raisins SA span, as Navorsing en Ontwikkeling Bestuurder.

Dr Daniels het vier grade verwerf vanaf Stellenbosch Universiteit, onder meer 'n doktorsgraad in wingerdboukunde. Ons sien uit vir die positiewe impak wat hy in ons span en die bedryf gaan hê!



*Met 'n swaar hart groet ons vir Ilse-Mari Grobbelaar.*

Ilse het vanaf Februarie 2022 as junior wingerdboukundige saam met die R&D span gewerk, en werklik 'n positiewe bydrae tot die span gelewer. Ons wens haar alle voorspoed toe met haar aanstelling as Assistent Kwaliteit Bestuurder by Graaff-Fruit.



*Belangrik*


**LET ASSEBLIEF DAAROP DAT  
RAISINS SA SE KANTOOR SAL SLUIT  
VIR DIE FEESEISOEN VANAF  
22 DESEMBER 2023 TOT 2 JANUARIE 2024**



# Kalender

## Oktober 2023

\*Tentatiewe datums wat steeds kan verander


October 2023							
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	
1	2	3	4	5	6	7	
				FRUCOM	FRUCOM	ARUGA	
8	9	10	11	12	13	14	
ARUGA	ARUGA	Jaridie van 21st ARUGA Stale beim K&E	ARUGA	Eel Lofon SULTANA KONFERENSIE	Agri SA kongres SULTANA KONFERENSIE	SULTANA KONFERENSIE	
15	16	17	18	19	20	21	
			HMO LOWERBESTUUR	Roopad EV Transcom 60F00 WV 60F00	Tegniese komitee 60F00		
22	23	24	25	26	27	28	
			Lowerbestuur - Vredendal DWFO OL	WV 60F00 TK			
29	30	31	1	2	3	4	
		Industry Stats uitgee					
5	6	Notes					



# Kalender

## November 2023

\*Tentatiewe datums wat steeds kan verander

November 2023							
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	
29	30	31	1 Landboupraaije	2	3 Hoofsaam	4	
5	6	7	8	9 R&B/Raisins SA Landboupraaije	10 DWPO OR	11	
12	13	14 RSAMP @09:00	15 HMO BEGRIBELS VAN SEMESTRO - UCHTEL VAN SCHALKWIT	16 Landboupraaije F	17 Drefan Jandaan D	18	
19	20	21 SAPO @14:30	22	23 WVY @08:30 FA @11:00 AV	24	25	
26 10de Internasionale tafeldruif simposium	27 10de Internasionale tafeldruif simposium	28 10de Internasionale tafeldruif simposium	29 HMO OESKATTING 10de Internasionale tafeldruif simposium	30 10de Internasionale tafeldruif simposium	1 Direkiewegadering 10de Internasionale tafeldruif simposium	2	
3	4	Notes					



# Kalender

## Desember 2023

\*Tentatiewe datums wat steeds kan verander

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
26	27	28	29	30	1 Dinsdagsvagaardag	2 Saterdag Sjak Englebriek
3	4	5	6	7	8	9
10	11	12	13 Skole-dag K4 Nuusbrief #4	14 Kantoorvagaardag & afsluiting	15	16 Gedingsdag
17 Jaco Malan	18 De Wet Theron	19	20	21	22	23
24 Kersdag	25 Kersdag	26 Wewilensdagsdag	27	28	29	30 Nieuwejaar
31	1	Notes				





# Raisins

South Africa

## Databasis

Vir 'n bedryf om optimaal te funksioneer, is dit van kardinale belang dat alle lede so goed ingelig moontlik is.

Verskeie platvorms word gebruik om inligting te versprei, met die twee vernaamste metodes e-pos en WhatsApp groepe.

Indien u slegs e-posse ontvang en ook op 'n WhatsApp groep wil wees, of omgekeerd, kontak asseblief vir

> *Madene epos*

> *079 862 9752*



### NOTA

Indien u kontakbesonderhede verander, of indien u miskien weet van 'n rosyneprodusent wie nie inligting ontvang nie, sal dit hoog op prys gestel indien u die inligting aan Raisins SA kan deurgee.



# Kontak ons

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