

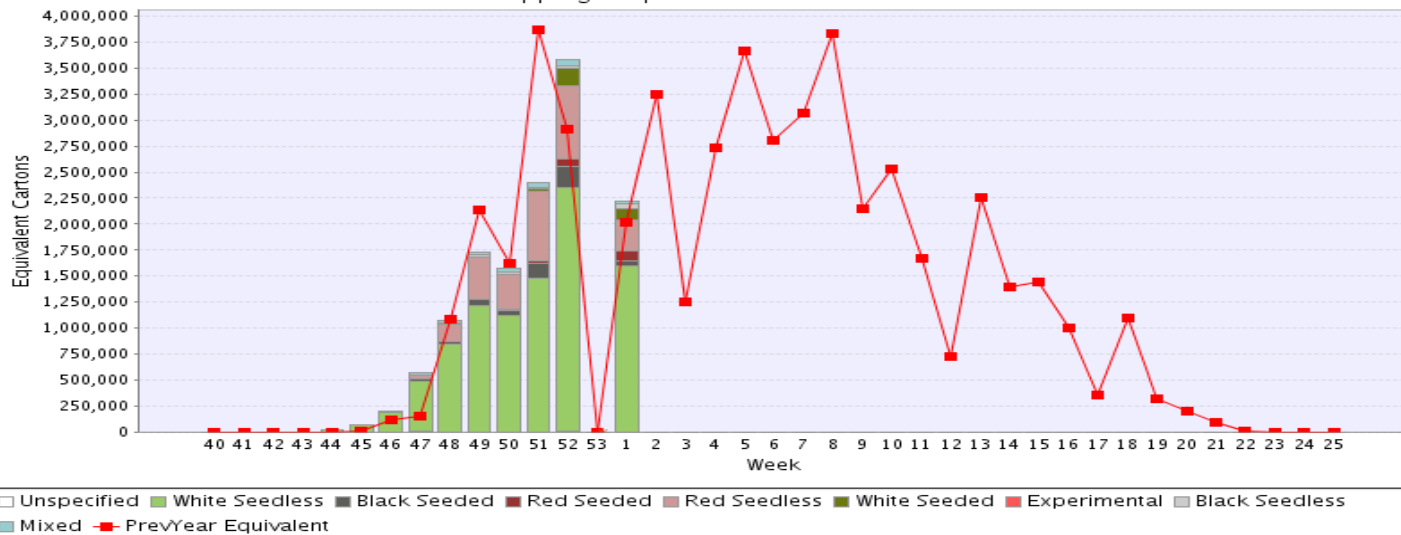
**SOUTH AFRICAN TABLE GRAPE INDUSTRY  
TRADE NEWSLETTER - ISSUE 3: 13<sup>th</sup> JANUARY 2009**

**SHIPPING VOLUMES 2008/2009**

(All Varieties)



Shipping Graph Season 2008-2009



*Please Note:*

*The shipped volumes indicated on the above graph are subject to change without notice*

**REGIONAL REPORT**

**NORTHERN PROVINCE**

The Northern table grape producers are almost finished with the harvesting of Red Globe. Some producers have also already started to harvest Crimson Seedless. Weather conditions have been good during the past 2 weeks with temperatures being in the high 30°C range for the last 5 days. Quality is good.

**ORANGE RIVER**

Thus far night temperatures have been somewhat lower than usual, as it the case for this region. This would result in packing being completed only in Week 4, with the total volume probably being down 10% on the original forecast. Thompson Seedless is currently being packed with good quality.

**OLIPHANTS RIVER**

Packing is progressing well with Flame Seedless almost complete. Thompson Seedless and Sunred Seedless will be packed within the coming week. Weather conditions are relatively cool when compared to other seasons.

**BERG RIVER**

Early varieties from this region are ripening between 10-21 days later than normal. Piketberg experienced good weather conditions. Prime is also being packed. Flame Seedless, Sugraone, Victoria and Dan ben Hannah will be packed in the coming weeks. Heat wave conditions in December negatively affected the bunch mass of Prime and Victoria in the Saron region. This was followed by a wet period that further affected these two varieties. Dan ben Hannah which is usually packed in Week 1, will only be packed from Week 3 onwards. Paarl and surrounds are harvesting Prime at this stage. Throughout the region it is expected that a bottleneck will occur in the ripening and harvest of mid- and late season varieties (weeks 4 to 6).

**HEX RIVER VALLEY**

The region is also 10-14 days late. Prime and Flame Seedless are packed in small quantities. Volumes will probably only start to pick up from Week 4 onwards.



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**CROP ESTIMATE**

As the season progresses it has become clear that the South African table grape industry will need to adjust the seasonal estimate down to **46 to 49 million** cartons (4.5kg equivalents). The expectation is that all production regions will pack marginally less than initially anticipated.

Notwithstanding this reduction in overall volumes, total shipments to-date are on a par with last season; with more product destined for the Continent and less for the UK. Indications are that the UK market is strengthening, which might attract product originally destined for the Continent.

Prices, while still at a discount vis-à-vis last season, appear stable. As carry-over stocks from various origins are depleted there is an expectation of further price stability and even a strengthening of prices. It also appears that the global economic crisis is playing second fiddle to normal supply-and-demand realities.

**NEW APPOINTMENT AT SATI**

**Welcome Mr Bowes**



Phil Bowes grew up on a farm in the Eastern Cape and was educated in agriculture, business and finance. In 1998 he co-founded a BEE partnership in input supply in East London, which he co-managed for four years, and ceded to his partner, who is still successful today. He joined Land O'Lakes, a US Co-op, for whom he managed USAID funded initiatives in five Southern Africa countries, emphasizing development and testing of effective AgriBEE financing and business models.

As Land O'Lakes regional manager, Phil facilitated financial and technical support to industry associations such as Milk Producers Organization of SA (MPOSA), EMPRENDA Alliance (Mozambican oilseed value chain stakeholders) and PROAGRO (Angolan high value crop chain stakeholders). He has, amongst other contributions, served as advisor to SADCNet, (association of the top 40 business schools in Africa) and, in Kenya, co-written SA lessons based business plan training materials for USAID programs, as part of a four year working group initiative.

Phil will lead the transformation portfolio at SATI, starting January 7<sup>th</sup>. SATI, in his view faces exciting new growth and market opportunities for its members through a well developed transformation strategy. Phil can be e-mailed at [phil@satgi.co.za](mailto:phil@satgi.co.za).



**Fruit Logistica** will be taking place from the 4<sup>th</sup>-6<sup>th</sup> February 2008. South Africa will once again have a National Pavilion at the show. This year specific meetings rooms have been designated for specific fruit kinds. There is a Table Grape Meeting Room should you need to meet SA grape producers and exporters, or if you need any information regarding the grape industry.

For further information, please contact Rhomona Gouden - [rhomona@satgi.co.za](mailto:rhomona@satgi.co.za)

**SATI Website - Offline**

The SATI Website is still currently being upgraded to ensure that you receive timeous, up to date information, statistics and loads more. SATI apologizes for the inconvenience. Should you require any information relating to the website over the next two weeks please contact **Sifiso Ntombela** at [sifiso@satgi.co.za](mailto:sifiso@satgi.co.za) or +27 21 872 1438

*SATI wishes you  
Happy New Year and a  
Prosperous 2009  
May 2009 be a year filled  
with blessings and growth  
for all industry role players.*



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