



NEWSLETTER NUUSBRIEF

To our valued suppliers,

April 2018

Just a quick update on the macadamia market place. Our sales have gone well and we are currently committed above our initial offer price made in March both on exchange Rate and our Dollar sales prices. As per usual this upside will be passed onto the growers in the profit share/agterskot. Although there is a way to go in the season we are highly optimistic that we will again deliver an excellent return to our grower base for the 2018 season.

The kernel markets are extremely buoyant with particularly strong demand from the USA. The really encouraging aspect is that there are a number of new customers developing and new products being established with macadamias, despite the current record prices. If we can continue to support these projects and keep customers supplied in a professional manner we are optimistic the current prices can be maintained despite the growing world crop.

We have also recently released our nut in shell prices for the 2018 season. China remains a difficult market to predict due to the increased size of their domestic crop which is generally of poor quality. The result is Chinese buyers looking to source better quality inshell from South Africa. The ongoing trade war between the USA and China could also have an effect as the “grey channel” is being clamped down on as it was in 2015. However, there is no doubt at a fundamental consumer level the demand remains strong and the Chinese market should remain resilient despite these challenges.

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Our upgraded Mpumalanga (White River), Limpopo (Levubu) and Natal (Ramsgate) facilities are up and running despite some minor teething problems that can be expected with projects of this size.

We are immensely proud of the teams at these factories. Both as a company and as a grower supplying these factories we can honestly feel blessed to have such great professionals on board.

We are entering a busy time of year regarding deliveries and we please ask you to work with the factory managers and grower liaisons regarding delivery slots. It can put the factories under strain if deliveries are made without booking them in advance. This way factories can run optimally and ensure better returns to the farmer.

Please remember Green Farms Nut Co is here to service you as growers. It is our job to deliver excellent prices and service. So it is critical that we get your feedback if we have done something well or there is an aspect of something we could have done better. Please pass on your comments to us- we value grower input highly!

Wishing you an excellent 2018 season!

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