

THE NUTCAST

Valley Harvest
Nut Co., Inc.



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September 2017

**THANK
YOU!**

We are honored that 200 of you attended our "Grower Picnic" this year; we enjoyed the fellowship with each of you. The strumming of the guitar music, the oversized huge hamburgers, the presentation by USDA, the almond ice cream sundaes, and your presence made for a wonderful evening. Leaving with your grower gift and check topped off the evening! Thank you for coming. *Our next grower dinner will be in 2019 when we will celebrate Valley Harvest Nut's 25th Anniversary!*

MARKET REPORT

The Almond Board Position Report issued this week reflects August shipments which were still mostly the 2016 crop with minimal 2017 crop shipments. However, it is noteworthy to say that August shipments exceeded last year. It is also interesting to note that presales are greater than they were last year. That creates a small frenzy to buyers that almonds are moving and may be somewhat limited in supply. Therefore, prices increased about ten cents. Even with that said, the current selling season is a bit slow – buyers feel the hold-out will be to their advantage. Smaller buyers are willing to pay the elevated price, but the "big guys" are not. Valley Harvest Nut is seeing steady, smaller sales this month. The big push will come after the September shipping num-

bers are released in October – then we will have a better idea on the 2017 crop size, the Christmas buying will be in full swing and we will see a more realistic idea of price levels.

It is also interesting to note that of all competing nuts, the almond is the lowest price. We personally purchase a mixed nut item that previously consisted predominantly of cashews. A recent purchase of the same item was predominantly almonds! Keep those almonds moving!



2017 Harvest

The 2017 harvest season is upon us! Most of you are already harvesting your second varieties. Our processing plant runs about two weeks behind your field activity – so nonpareils are still being delivered from shellers with some other varieties beginning to trickle in. Nonpareil per acre yield appears to be up for some but down for others! Two factors have affected the current harvest:

1. Temperature: The above 100+ temperatures have dried the almonds to a lower moisture count and stunted some of the kernel size.
2. Insect: There is an excessive worm count this year – so much higher than any recent harvest. USDA test results for Valley Harvest Nut growers show few deliveries that make the .02 cleaning bonus. If you receive a 2-cent cleaning bonus, you may want to extend an extra 'thank you' to your field rep and sheller. We have seen worm count from our growers between 2%-16%! We have heard of some USDA counts as high as 21% and 26%. It will take much mechanical and hand sorting to remove it all! When it ships to the buyer, USDA allows only a maximum of 1%. Valley Harvest Nut has LOTS of work to do this year but we are up for the challenge!



**Incoming Payment:
2 weeks after USDA**