

THE NUTCAST

Valley Harvest
Nut Co., Inc.



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January 2019

New Year's Resolution

- ◆ Never again take sleeping pills & laxatives on the same night.
- ◆ Overcome my OCD. Overcome my OCD. Overcome my OCD.
- ◆ To be more assertive. Is that OK?
- ◆ **EXERCISE** (*my right to eat*)
MORE (*tacos*)
- ◆ Make a handful of people believe I'm normal before blindsiding them with my actual personality.
- ◆ Spend less than \$1825 for coffee at Starbucks this year.
- ◆ Lower my bills by digging a hole to put them in.
- ◆ Save some money for a rainy day. That way I can shop online instead of having to go to an actual store.



MARKET REPORT

The almond industry shipped 199.6 million pounds in December 2018. That is only 2.4% behind the 204.5 million pounds that shipped December 2017, but ahead of the 150 million pounds usually shipped in the Christmas month.

Valley Harvest Nut shipped 506,500 pounds in December. In 19 workdays, we loaded 89 trucks with 274 pallets each with an average of 1,900 pounds of almonds. We filled approximately 5,680 50-pound boxes and just under 8,900 25-pound boxes. We were busy!!!

Overall, the shipment numbers for the 2018 crop are at 1.007 million pounds. This is 3% down from last year at this time. Although the numbers are smaller, the deficit has closed from beginning of the season when shipments were running about 10% behind due to the late crop. We are catching up.

The strong shipment numbers confirm a strong market. Prices increased early last month and should remain about the same. Large Nonpariels are hard to find, but handlers have many medium-sized NPs to sell. Prices will reflect the quantity on hand.

Standards are selling to customers at around \$2.70/pound. Interestingly, mission-type and California-type are selling to customers about the same price.

Most in the industry agree that the 2018 crop receipts will not reach the projected 2.45 billion pounds. This should mean that the carry-over into next season should be low. We desire to sell every almond you delivered to Valley Harvest before the 2019 crop arrives.



The next 'natural' price moment should be during bloom. We hear that the bud set looks good. The weather during the bloom will control the movement in pricing. Some in the industry call this time 'weather pricing'.

In summary, the market is strong and shipments are good. We will continue to sell your almonds for the best price possible.

For this, we are thankful.

MFP – Market Facilitation Program

Per the Almond Board: U.S. Department of Agriculture Secretary Sonny Perdue announced Jan. 8 that the USDA will extend the Jan. 15 deadline for submitting applications for trade-relief payments due to the partial government shutdown.

The shutdown began on Dec. 22, but the Farm Service Agency (FSA) offices remained open, using existing funds, until Dec. 28. **The extension for submitting applications will be for a period equal to the number of business days FSA offices were closed once the government shutdown ends.**

Still, the Almond Board of California is continuing to encourage you to submit your application as soon as possible. Applications can be submitted online at Farmers.gov, but there will be no reviews until FSA offices reopen.

Please note that applications do not need to be final by the deadline date but must be signed and submitted by the deadline. Supporting documentation can be added to the application until May 1, 2019. For more information about the program, visit Farmers.gov/MFP.