

THE NUTCAST



(209) 538-7766 * 3242 S. Carpenter Road, Modesto, CA 95358

November 2019

Nativity

Open House

Toni invites you to view her 800+ reasons for the Christmas season. Enclosed is a flyer for you, and you are welcome to invite friends and family. Stop by for some refreshments and the opportunity to view baby Jesus from different countries, in many colors, made from hundreds of textures, laying next to Mary and Joseph. It's amazing.



HARVEST

Almond harvest in the Central Valley is almost complete. We anticipate receiving all your almonds by Thanksgiving...just in time to give **THANKS** for another season.



Next Progress
Payment:
December 20

MARKET REPORT

Most of your 2019 crop has been received at our facility. All growers have completed their harvests, but some hullers are still running; therefore, the total incoming weight is still not known exactly. According to the Almond Board Position Report for October activity, crop receipts to date are up 2.36% from last year. Total acres producing are up 17% from last year, which means each field produced fewer almonds than last year. As of today, our Valley Harvest Nut growers on the average are down 16% from last year's harvest. The "talk" is that this 2019 harvest could be down 20% overall. It will take another two months or more to know the exact incoming for 2019. We will keep you informed as the information is available.

With the crop size down, we are seeing pricing increase slowly, especially in the manufactured product – slicing, dicing, blanched, almond butter, etc. For whole almonds, the prices have remained a bit more steady. The Almond Board Position Report indicates that export shipping is up considerably from last year, even with the tariff challenges. Of course, Valley Harvest Nut chooses to ship domestically and

we push the sales of manufactured items. Our shipments are also up from last year even though the total incoming is down. Another difference from Valley Harvest Nut and the overall industry is that we choose to contract less sales in advance. The positive of that philosophy is that as prices increase, we are not "locked in" to lower pricing and can remain fluid with the market. In our 25 years of history, this decision has proved to be a benefit to our growers.



As Thanksgiving nears, we want to say **THANK YOU** to our growers for your continued trust in Valley Harvest Nut. Our prayer is that you give thanks for **endless blessings** and that you **enjoy your loved ones... family and friends**. Take the time to call the ones who can't be with you. Love and hug on the ones close by. Time is precious and goes by too quickly.



2020 CROP YEAR



We know as growers, you are already preparing for your next crop. The water is out of the canals, many are fertilizing, winter shaking of dummies are scheduled for removal and pruning has started. Some say they can already see the bud set for next year – as usual, most say it looks good! It implores us to pray for rain. This Indian summer has been delightful, but we need the rain and cold weather! It should be coming!