

THE NUTCAST

Valley Harvest
Nut Co., Inc.



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Mummy Shake

To help remind growers to break the link between mummy nuts and overwintering navel orangeworm (NOW), the Almond Board of California opened a contest for the best Mummy Shake Video.

CONGRATS

to *The Fields Family, The Holtermann Family and Turlock Unified School District FFA* for creating the winning video and receiving the \$500 Amazon gift card. The video is adorable and should help cement the importance of mummy shaking.

OPEN: You Tube

SEARCH: Almond Board Mummy Shake

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Market Report

We could summarize this report in one sentence. **We have lots of almonds, we are shipping lots of almonds, we have lots remaining, but they are selling as fast as we can get them ready for market.** That's the report in a "nutshell". The only missing piece of information is pricing – it is down, but stable and firming slightly. Selling prices began to firm last month and that maintained all November and now prices are rising a bit more (*'and there was MUCH rejoicing'*). We trust the demand continues.

The 2020 crop is *STILL* coming in and several huller/shellers are working through many stockpiles. We have **NEVER** had a year when the first progress payment on December 20 was issued before all the crop is in! But, **due to COVID-19, 2020 is that year!** We have a few growers waiting for their almonds to be hulled and shelled.

The industry is headed towards the three-billion pound crop as estimated.

**Current industry receipts 2.4 billion
+ 2019 crop carry-in 0.4 billion
= Total Supply 2.8 billion**

The total supply will increase monthly possibly through late spring.

Both the export and the domestic markets are up in the shipping report. India leads the export shipments followed by China – even with tariffs.

COVID-19 continues to create hassle for securing containers, setting them afloat on the waters, and docking imports. The good news...the troubles haven't squelched selling – and almonds are getting overseas somehow which is seen in the increased shipping numbers!

The domestic market (where Valley Harvest excels) is also up. For us, the demand for natural slice is the most popular item and is keeping our employees working extra hours and Saturdays. COVID-19 has affected business among small buyers, but we still have calls for a few boxes at a time. We are grateful for their business and that we can fulfill their almond needs with **YOUR** amazing crops. We continue to strive to do our best to reward you for your farming efforts.

