

# THE NUTCAST

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## Almond Board Series "HOW WE GROW"

The Almond Board will begin a "How We Grow" series in their November/December issue of the bi-monthly *How We Grow* magazine. There will be five topics over the next five issues.

**November/December Issue:**  
Irrigation Management

**January/February Issue:**  
The use of sensors to help identify when and where to irrigate.

**March/April Issue:**  
Pest Control  
Weed Management  
Spot spraying

**May/June Issue:**  
Horticultural Management  
Soil Preparation & Mapping  
Yield Predictions

**July/August Issue:**  
Grower interviews answering "How do we keep precision simple, actionable, and friendly?" The ag tech ecosystem and returns on investment.

We are never too old to continue to learn and keep up with the changing times of farming. Be sure to watch for this helpful series.

## Market Report

As we suspected all along, eventually the realism of the turbulent, downhill almond market would catch up to us. It appears that this is the month for the gloom and doom. We will do our best to keep it as positive as we can. Shipping in October was down 30% from one year ago. The greatest decline was in the export market – which isn't surprising given the port issues and lack of enough truck drivers to move product. Domestic shipments (where Valley Harvest is most active) were down almost 12% from one year ago. We shipped a slight 7% more than last year which is very encouraging considering the overall market.

Incoming almond receipts are up for October compared to last year. How can that be with a smaller crop? The dry weather brought on early harvesting and deliveries. The overall receipts should still be less than last year (but not by as much as we earlier anticipated!) – almonds just came in earlier than last year. But bingo – then came the blessing of much needed rain – causing remaining deliveries to slow from last year and most require drying. We also see damage from too much moisture. What we have said in the past is holding true for the 2021 harvest – ***the only consistency in the almond industry is that every almond season will be different!***

Speaking of incoming receipts – the industry is closer to the 2.8 billion pound estimate than

predicted. The early varieties were light, but the later varieties picked up some of the slack moving the industry closer to 2.8 billion. That number won't be documented for a few more months until the late wet harvest is completed and stock piles are all processed. We can report that your handler, Valley Harvest, is closer to last year's tonnage than we first anticipated and we thank you for your deliveries.

Now, what you really want to know – ***how are all of these statistics affecting the price?*** We were doing fine with a slight fluctuation of .10 to .20 cents in September and October. Our anticipation was a grower payment upcharge from last year's prices by 30%. Unfortunately, with the low shipping numbers and quiet buying market, that is no longer holding true. Up through last month fluctuating sales prices were still higher than last year. However, we have seen prices fall dramatically these last two weeks and have lost most of our 30% dream. Manufactured prices did hold strong until last two weeks ago. Those prices are now down .20/lb. Large sized nonpareil almonds, which are down in quantity from last year, are still holding their higher price—a bit of good news. The 'going forward' anticipation is that, with prices lowering, the industry will see buyer interest and confidence increase and get the market moving again. Anytime the market moves well, the price will climb with it. Who knows – maybe that 30% dream will return!

## Rain! Rain! Rain!

It appears that the weather forecasters were right! We have had measurable rain! If your harvest was complete and through the huller/sheller, you are excited that the much needed rain came. The rest of you have mixed feelings of blessing and curse! The Conway dryers have been running nonstop for two weeks now and some of you have already incurred drying costs because of moisture over 6%. If your delivery is received and wet, we will call you for permission before your almonds are dried. While the drying process is an extra cost, it is worthwhile to save your crop. Mold can set in fast – we have already seen that!

## Keith Stapp

As most of you may know, Wayne, our field rep, experienced some medical issues and has slowed down his time in the almond fields. Keith Stapp has joined Wayne and has visited some of you already. You will know he is coming – watch for a giant, 6' 6" tall! You will find him eager to know all about your farming techniques and how he can help you. And, on the side note, you should see him standing next to Toni!

