

THE NUTCAST



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August 2022

HARVEST PREPARATION

Exciting! 2022 Harvest is moving and shaking...literally, shaking!

Contact us with any changes regarding:

1. Sheller/huller choice
2. Lessee/lessor split
3. Payments—if you want to defer payment until later

All payments will be issued according to our schedule unless you tell us differently. Please notify us at:

3242 S. Carpenter Road,
Modesto, 95358

OR

info@valleyharvestnut.com

OR

stop by the office anytime.

VHN Payment Schedule:

Each delivery will be paid 2 weeks after the USDA inspection happens.

Then, payments will be ready on:
December 20, February 20,
April 30, June 30, and
approximately August 25.



Market Report

The 2021 Crop is officially over. Despite the many hurdles to jump over and obstacles to move around, we have **GOOD NEWS!** And, as Paul Harvey used to say, "In a moment...the rest of the story".

Your final 2021 crop prices, with \$0.02 bonus included, is...

- **Nonpareil/B-Hickman/Supareil: \$2.12**
- **Sonora: \$2.06**
- **Independence: \$2.05**
- **Carmel/Monterey/Shasta: \$1.90**
- **Cals: \$1.86**
- **Mission: \$1.85**

Crop 2021 wrote quite a story, and it was a tough year. Often it felt as though we were short on positive words to share in our Nutcast. One of our brokers titled this year the **'Perfect Storm'**.

The export market loaded up on product early in the crop year snagging 'old crop' at lower prices. Unfortunately, export customers purchased in excess, so their warehouses remained full. When overseas customers were ready to purchase again, the shipping containers weren't available. The ports were nothing less than a disaster most of this crop year. And then, when the ports started to ship product, the port

employees voted to strike, closing the ports once again. Additionally, the American dollar made it difficult for overseas customers to 'stock up' on inventory because the exchange rate inflated their cost.

U.S.A. companies purchased almonds only as needed. Domestic customers were inundated by export handlers who were desperate to make a sale. These export-focused handlers offered lower prices because that would earn them cash to pay their expenses and growers. The lowering of prices removed all urgency to purchase and fill warehouses; customers were quite aware that California almonds were readily available when they needed to purchase. Additionally, engorged fuel costs made it undesirable to purchase extra product (even though it seems the opposite could have been expected).

Although we are selling almonds, cash is the real commodity. Since people don't eat twice, they don't need to buy what they chose not to purchase earlier. The lessons of supply and demand are in full swing. This "Perfect Storm" left a larger than normal unsold crop (called the carry-in) which will have to be sold along with the 2022 crop. We have our work cut out for us, but we have faith and the ability to work hard. We are excited to sell the almonds you are about to harvest.

Now you know the rest of the story. "This is Valley Harvest Nut...Good day!"

	Industry 20-21 Crop Shipments	Industry 21-22 Crop Shipment	Industry 2021 Shipments Compared to 2020 Shipments
AUG	193,052,010	207,353,839	7.4%
SEPT	260,972,328	227,644,091	-12.8%
OCT	309,679,737	217,073,702	-29.9%
NOV	263,179,066	220,909,243	-16.1%
DEC	256,895,489	188,806,291	-26.5%
JAN	194,290,285	177,212,395	-8.8%
FEB	234,207,326	199,161,352	-15.0%
MAR	266,650,082	244,984,447	-8.1%
APR	249,909,282	245,238,449	-1.9%
MAY	219,406,386	257,546,418	17.4%
JUN	220,496,445	278,591,691	26.3%
JUL	229,387,923	169,424,252	-26.1%