

THE NUTCAST

Valley Harvest
Nut Co., Inc.



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VHN's Team

Let me introduce you to a few amazing team members that we have a privilege to work with every day.

Jose—production. He is our main supervisor, and this is his 11th season at VHN.

He oversees production and *HE IS GOOD* at his job. He trains each floor crew member, tweaks machinery, and finishes orders before the customer's requested date. When he isn't working, he enjoys tinkering on his cars and also plays on an indoor soccer team.



Tony—incoming. This is his 2nd season at VHN. He oversees USDA sampling, keeps your almonds fumigated until they are processed, and knows exactly where each bin is stored. Outside of work, Tony enjoys fishing and breeding & raising pigs. He adores his five grandchildren.



Rosario—quality control. This is her 11th season at VHN. She tests every sorted bin 3 times to verify that her 10-member team is cleaning to the proper specifications. When USDA inspects this team's work, USDA consistently issues a high grade. When she isn't at VHN, she loves to swim and spend time with her family, including 3 grandbabies.



Market Report

The season is in full swing, and your almonds are pouring into our facility. Last week's excessive heat wave was brutal for your harvesting process and our plant workers. Thankfully, we now have beautiful temperatures; the cooler air is welcomed. (*And we heard a prediction of rain for this weekend.*) The weather is constantly changing.

Speaking of change, let's direct this conversation to what's happening in the almond market. California handlers shipped 10% **MORE** last month over August 2021 (which was a record setting month). This is exciting news because it means **product is moving**. Where did it ship? Spain, China, United Arab Emirates, Turkey, and Morocco all increased their shipments, collectively receiving 60.4 million pounds. Overall, nearly 163 million pounds were exported (15% more than August 2021 & **45% more than July 2022**). Domestic sales fell slightly behind August 2021; 65.5 million pounds shipped which equates to 1.7% less than twelve months ago BUT **14% more than July 2022**. Most of the almonds that shipped during the month of August came from the 2021 crop.

So, what about the 2022 crop? As of August 31, receipts are behind August 2021 by 15%. So far, grower inspection reports from the south show a 0-10% decrease, local central valley receipts are 10-20% behind last year, and, sadly, northern growers are 35-50% under last year's crop. Time will determine if the crop appears short because harvesting is

running late, if the overall crop tonnage is down, or if both concepts are happening simultaneously. Also, moisture is weight. The average moisture for 2021 crop was 4.25%. So far this year, the average moisture is 3.9%. Dry kernels automatically reduce tonnage.

The uncertainty of the crop size concerns both handlers and customers. Handlers are slow to sell new crop nonpareils (*specifically large kernels*) until the majority of the variety has been processed. This hesitation tends to make customers a bit antsy. For now, handlers who have little 2021 crop carry-in have a **BIT** more control in the driver-seat regarding 2022 crop prices.

Current sales show prices are all over the board. Handlers who have a large carry-in need to offer softened prices, while handlers who are moving mostly new crop can price almonds about 10 cents higher. We are thrilled to state that Valley Harvest Nut has less than four percent remaining to sell of the 2021 crop. *This means we get to sit in the driver seat!*

We feel blessed. Our growers trustingly rely on us to work diligently on their behalf promoting their almond harvest, our employees are faithful to produce high quality products, and our customers crave Valley Harvest Nut almonds in their products. We are blessed and we thank each of you for giving us the opportunity to serve you.

Fun Days Ahead

If you are looking to create crazy memories, here is a list of fun days:

- Sept 16: National Guacamole Day
- Sept 19: Talk Like a Pirate Day
- Sept 22: National Ice Cream Cone Day
- Sept 25: National Lobster Day
- Sept 25: Janine's Birthday
- Sept 26: National Pancake Day
- Sept 29: National Coffee Day
- Sept 30: National Chewing Gum Day

- Oct 1: National Homemade Cookie Day
- Oct 4: National Eat Fruit at Work Day
- Oct 7: National Chocolate Covered Pretzel Day
- Oct 12: National Farmer's Day
- Oct 17: National Boss's Day
- Oct 20: National Chicken and Waffles Day
- Oct 22: National Nut Day**
- Oct 24: National Bologna Day
- Oct 30: National Candy Corn Day

You can find MORE fun days on this website:
<https://nationaldaycalendar.com>