



NEWSLETTER

8800 South Minturn Road - Le Grand California 95333 USA
Office 559-665-8500 FAX 559-665-8588
www.minturnnut.com

August 2012

Almond Industry Position Report

July 2012

Million Lbs

Carry-in August 1, 2011	254.0
2011 Net Marketable Crop (<i>Received to date</i>).....	<u>1,959.7</u>
Total Supply	2,213.7
Sold Shipped & Not Shipped	
Domestic.....	634.8
Export	<u>1,427.2</u>
Total Sold	2,062.0
Uncommitted Inventory (Not Sold)	(151.7)

Position Report

July shipments of California almonds set another record by shipping 119.7 million pounds compared to 109.6 million pounds last July. Total shipments for 2011-2012 finished at 1,898.2 million pounds for a 13.8% increase over last year's record-breaking year. For this coming 2012-2013 marketing campaign, our industry needs to increase shipments by just 5% to reach the two-billion-pound mark. Most industry sources feel this two-billion-pound mark will be met and even surpassed with the 2012 crop.

2012-2013 Seasonal Pool Delivery Payments

The seasonal pool on-delivery payments for the 2012 crop will be 80-cents per pound for Nonpareil and 68-cents per pound for all other varieties. Delivery payments will be made twice a month as crop is received and graded by USDA through the 15th and the end of the month.

Field Report

As mentioned in past newsletters, quality deliveries begin at the orchard level. Almonds harvested green cause a "basket of problems" with embedded shell being the biggest. Wet or green nuts can cause the shell to become embedded into the almond meat during the cracking process. Buyers have zero tolerance regarding embedded shell. If you have a desire to make inshell, it is important that you do not rush harvest and allow your crop to dry properly. You want to avoid stick-tights. If the delivery has a high percentage of stick-tights, it will not be a good candidate for inshell. Purchasers are continuously reminding suppliers that they have zero tolerance for cross contamination with other nuts or with glass, plastic and metal. It is necessary to check trailers before loading. If you have walnuts or pistachios bordering your orchard(s), be extra careful not to mix them with your almonds. Cooperation in this area helps both the huller/sheller and processor in delivering a higher quality product to the end-user. Good luck with harvest and let's hope for a dry and clean year.

The Market

For the last few weeks, the domestic market was the primary buyer of new crop. Overall, the market has been fairly quiet which has become typical for this time of year. With a sparse amount of last year's crop remaining to be sold and a "five to seven cents per pound" price discrepancy between buyer and seller for new crop, selling is a bit slow. Prices have been nudging up and buying interest appears to be tremendous. The market should come to life around Labor Day.

Reminder: Grower Deferment Payment Schedule Agreements

Deferments are to be in place prior to crop delivery. If you need a deferment form, please call your field representative or contact our office.

"Buyer & Seller of Quality California Almonds"