



# NEWSLETTER

8800 South Minturn Road - Le Grand California 95333 USA  
Office 559-665-8500 FAX 559-665-8588  
[www.minturnnut.com](http://www.minturnnut.com)

**April 2020**

## Almond Industry Position Report

**March 2020**

	<u>Million Lbs</u>
Carry-in August 1, 2019 .....	318.3
2019 Net Marketable Crop ( <i>Received to date</i> ).....	<u>2,482.7</u>
<b>Total Supply</b> .....	<b>2,801.0</b>
<b>Sold Shipped &amp; Not Shipped</b>	
<b>Domestic</b> .....	<b>807.8</b>
<b>Export</b> .....	<b><u>1,429.2</u></b>
<b>Total Sold</b> .....	<b>2,237.0</b>
<b>Uncommitted Inventory (Not Sold)</b> .....	<b>564.0</b>

### Position Report

For the 4<sup>th</sup> consecutive month, California has shipped a record number by moving 208 million pounds which is a solid 12.6% more than last year. Year-to-date shipments are almost 6% ahead of last year while total commitments are roughly 20% ahead of 2019. As expected, domestic shipments soared by posting a record 79.7 million pounds or a whopping 31.2% more than prior year. Much of this uptick can be attributed to the forward movement of shipments from retailers re-stocking from the buying rush as America moved into quarantine mode. Exports had another decent month by being up 3.5% equating to 128.6 million pounds. Nearly all major buying regions, barring China, have experienced healthy upticks in year-to-date shipments. Crop receipts didn't budge much as they sit at 2.53 billion pounds but could come close to 2.55 by the time it's all said and done. Based on the figures above and using a crop size 2.55 billion pounds, our industry is close to 80% sold.

### The Market

After seeing figures like the above, it's hard to believe that the market is struggling as bad as it is but hence the unprecedented times we find ourselves in. Usually a report like this would be met with bullish sentiment but this shipment report came and went without much of a blip. The reason is that while still a fantastic report, it's being fully overlooked by the Covid19 global pandemic. It is impossible to forecast future demand with the current global climate. Yes, we have gained a surge of demand from retail segments but we have lost demand in all of the global service sectors. We have done a fantastic job as an industry building the demand for future large crops but we are being extremely hindered by the current environment and do not have a good gauge as to what the demand curve will look like after the lockdowns pass. On top of that, we are staring ahead into a potential record crop that appears to be materializing in as much as reports from all major growing regions have been extremely positive. As such, prices have come off roughly \$0.75 per pound from the highs experienced in late November. In fact, most of the price deterioration occurred before the pandemic was global just based off the current record crop and new crop outlook. The pandemic has compounded it all. The good news, though is that our industry has shown resilience over the years and time and time again we underestimate global demand. All we can do is hope that the global economy comes roaring back and everyone craves their fix of almonds!

### Annual Grower Appreciation BBQ Cancelled

As mentioned in last weeks progress report letter, our Annual Grower BBQ has been cancelled due to Covid19. Unfortunately, we are having to postpone until next year but you can be rest assured that we will be throwing a bigger and better bash than ever as we also celebrate our 25<sup>th</sup> anniversary.

*"Buyer & Seller of Quality California Almonds"*