



NEWSLETTER

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

March 2020

Almond Industry Position Report

February 2020

	<u>Million Lbs</u>
Carry-in August 1, 2019	318.3
2019 Net Marketable Crop (Received to date).....	<u>2,480.1</u>
Total Supply	2,798.4
Sold Shipped & Not Shipped	
Domestic	724.9
Export	1,337.9
Total Sold	2,062.8
Uncommitted Inventory (Not Sold)	735.6

Position Report

California posted another strong month by moving 201 million pounds which is a new record and a healthy 7.9% more than last year. Year-to-date shipments are almost 5% ahead of last year while total commitments are now over 17% ahead of 2019. Domestic shipments were once again a big driver by shipping a record 64.4 million pounds or 10.2% more than last year. Exports also held strong at 6.9% more than prior year for a record number of 137.4 million pounds. India represented, by far, the bulk of export growth by having an increase of 61.4% compared to the same month last year. India is now up 11% for year to date thus representing one of our healthiest growth markets. Crop receipts appear to have leveled off with 2.53 billion pounds received. As such, total crop size should end up being around 2.55 billion pounds. Based on the figures above and using a crop size 2.55 billion pounds, our industry is roughly 74.2% sold.

The Market

Demand started off strong for the month which was evident by the record new sales figure. Buyers were buying and sellers were selling. This helped stabilize the market prices and increase our industry's sold position. Overall prices have remained stagnant since mid-month as buyers started to pull off during bloom and monitor new crop development. Now with these great numbers, buyers should be coming in to cover but the global Coronavirus crisis is muddying the water. It's hard to build confidence with quarantines, port closures, and all-around economic uncertainty. Certain markets are at much heavier risk than others so exporters are having to constantly monitor the situation. It's a daily battle trying to figure out the proper course of action as we work with our customers during these uncertain times. The positive is that most trade channels remain open and customers are continuing to pull containers from the port, albeit at a slower pace. Hopefully over the next couple weeks, this state of panic begins to wane and officials are able to lift the quarantines and resume back to healthy markets. At that time California is primed to sell off the balance of this crop and based on these numbers, should be able to do so at decent price points. All of this will ultimately rest on early new crop predictions that start being released.

2019 Crop Progress Payment Reminder

Just as a reminder, our next progress payment is scheduled for Friday, April 10th.

Annual Grower Appreciation BBQ

This year's BBQ will be held Friday, May 1st. Make sure to mark your calendars. As of now, we aren't planning on cancelling but if anything changes with Coronavirus, we will let everyone know. The gathering will begin at 11 am with facility tours, visiting, Jack's Wild Smoked Salmon, Joe's Wood Stove Pizza and Hank's Famous Oyster Bar. Lunch will be served at noon. More information to follow.

"Buyer & Seller of Quality California Almonds"