



PANOCHÉ CREEK  
PACKING, INC.

# IN A NUTSHELL

Predictions and Trends for the California Almond Market

July 2008

## 2007 Crop Final Pool Prices:

Below are our final values for your 2007 pool almonds. As the crops get bigger it seems our publishing of the final prices comes later, which is something I regret. While we are still early, when measured by the industry as a whole, I can remember when we were able to pack and ship our entire annual volume in 6-8 months. That left the other 4-6 months for me to drive around and visit our growers. Oh, how times change!

<u>Variety</u>	<u>Base Rate</u>	<u>Average w/all Premiums</u>
Nonpareil	\$2.02	\$2.11
Sonora	\$1.93	\$1.94
Carmel & Monterey	\$1.71	\$1.72
Others	\$1.55	\$1.57
Mixed and Mission	\$1.52	\$1.53

Payments will be mailed on August 15th.

## Market Update:

The NASS crop estimate of **1.5 BILLION pounds** on June 30 may have caused some jitters in the market. However, the June shipping numbers were 25% ahead of June 2007 which reinvigorated those who may have been a bit nervous. Shipping logistics have been a real concern as space on boats headed to Spain, Italy and Greece (southern Mediterranean ports) has been very, very hard to get. These countries represent some of our largest export buyers. Ironically, the ABC shipping numbers don't seem to document the heartache we are going through for these same destinations.....weird.

Prices today are about the same as they were 12 months ago, on average. Most people we talk to see another year of increased demand given current price levels and the fact that all other tree nuts are priced higher than almonds. Sounds good to me!

“ALMOND MARKETING NONPAREIL”

## WORLD ALMOND SUPPLY

	2000	2001	2002	2003	2004	2005	2006	2007	2008*
Calif. Carry-in	174	107	79	162	149	137	112	134	220
Calif. Crop	697	824	1082	1032	997	911	1109	1381	1500
Australia							35	59	59
Spain	100	90	150	60	35	100	130	83	95
Others	90	80	75	90	90	125	110	200	200
Totals	1061	1101	1386	1344	1271	1273	1496	1857	2074

\* Estimates

## Farming News: by Barry Watts

### Almond Quality

What we do in our orchards during June and July has a significant impact on our almond quality for the season. During this time we are able to control our worm and ant damage. “Inedible kernel” is made up of many types of damaged almonds but growers have the most control over worm and ant damage.

**Ant Damage** – Many different types of ants exist in our orchards. Identifying whether you have the Pavement Ant or Southern Fire Ant will be the key to minimizing damage. One way to identify which types of ants are present is to leave pieces of hotdog in a perforated container (to make sure other pests don’t eat the bait) in several areas of the orchard. Consumption of the bait will indicate a presence of damaging ants and the speed of consumption will indicate the quantity of damaging ants. Remember, the presence of damaging ants can greatly affect your quality as the ant only needs to start eating an almond to have it scored as inedible. Controlling damaging ants has become easier and less expensive in recent times. We have several chemical options that are easy to apply. Ant baits are a great option as they are applied quickly and are relatively cheap (as opposed to the cost of damage). Contact insecticide applications can sometimes be applied with your cleanup herbicide spray right before harvest. While contact insecticides work immediately, baits tend to need more time to work as they are insect growth regulators. Consult your Pest Control Advisor for a recommendation that will work best for your orchard.

**Worm Damage** – Navel Orange Worm (NOW) and Peach Twig Borer (PTB) are the primary worm pests that affect almond quality. At hull-split (or just prior to hull-split) is when both of these worms start presenting a danger to our almonds. NOW is the biggest problem in most growing regions. By now, you or your PCA have a good idea of the NOW biofix. It is just as important to have Black egg traps baited with almond presscake treated with almond oil in several locations in the orchard. Trapping NOW eggs will tell you exactly when your orchard needs to be sprayed. Remember to trap as high as possible as this is where almonds begin to split first and will compete with your bait for attraction. Using Biofix dates is a great back-up to actual trapping. Controlling NOW at hull-split is not the easiest task. Timing and chemical efficacy are critical. Discuss with your PCA the different chemical options available as every orchard has different requirements. Some orchards have such severe pressure that three or more sprays are needed. Choosing the most effective chemistry for each time is very important.