



IN A NUTSHELL

Predictions and Trends for the California Almond Market

July 2009

Market update:

Prices and trading activity were firm and promising following the NASS crop estimate. However within a few days of said estimate, the world's almond buyers have gone quiet or at least on vacation. We have multiple growers with unsold almonds but we have been able to trade only 3-4 loads in the past month. In a busy market we might trade 40-50 loads in a single day. The only demand we are seeing doesn't seem to match up with what we have in inventory.

Below in Frank's column you will see the final pool prices for the 2008 seasonal pool. Even after 27 years of going through this exercise, I find it very, very emotionally draining. Most years the profits that we hope to achieve at the beginning of the year are eventually squeezed down so that, when push comes to shove, at the end of the day we can achieve the returns that both you and our team deem to be world class.

I recently was thinking of our pool returns and likening them to Major League Baseball. Wondering to myself, "Will the prices we pay this year be good enough to get into the playoffs? Good enough to get into the World Series? Or even good enough relative to all the other Almond Handlers to WIN the World Series?" Time will tell as most handlers won't publish their final pool numbers for another 2-3 months. In the meantime I rationalize that in our industry our historical pool returns would have gotten us into more World Series games and brought home more World Championships over the past 27 years than any other Handler. I find this very, very gratifying.

Grower's Corner: by Frank Roque

2008 Crop Final Payments

We are happy to announce our final prices for the 2008 Crop Seasonal Pool. Every year is unique and this one was no exception. The challenges that came with the industry's third record crop in a row, a crop totaling over 1.61 billion pounds, were many. Typically when we set our final price we do not have the opportunity to gauge our performance but this year is a bit different. We had a few competitors final prior to us and if their returns are indicative of what the industry does, we have had another very successful year.

| <u>Varieties</u> | <u>Base Price</u> | <u>Avg w/all Premiums</u> | <u>Max w/all Premiums</u> |
|---------------------|-------------------|---------------------------|---------------------------|
| Nonpareil | \$1.79 | \$1.83 | \$2.13 |
| Sonora | \$1.66 | \$1.67 | \$1.69 |
| Carmel and Monterey | \$1.30 | \$1.31 | \$1.33 |
| Wood Colony | \$1.26 | \$1.27 | \$1.29 |
| California | \$1.19 | \$1.20 | \$1.22 |
| Mission and Mixed | \$1.15 | \$1.16 | \$1.18 |

Final pool payments will be mailed on August 14, 2009.

2009 Crop Delivery Payments

The delivery payments for the 2009 Crop Seasonal Pool will be the following:

| | |
|-----------|-------|
| Nonpareil | \$.55 |
| Others | \$.30 |

We are sending out Contract Addendum forms to all pool growers. If you wish to defer your delivery payment until January 2010 please sign and send the Addendum back to Panoche Creek Packing prior to delivering any almonds to us.

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“ALMOND MARKETING NONPAREIL”

Families Protecting the Valley

As we continue to fight for our water, we are seeing many groups surface to represent us as farmers in the fight. It is no secret that Panoche Creek Packing has chosen to support “Families Protecting the Valley” both publicly and financially. We feel they have the history in fighting water battles and the political experience to win the war at hand. There is representation from the entire valley on the Board of Directors, which is chaired by our own Denis Prospero. Alan Autry serves as executive director and will be the spokesman for the group. We look forward to seeing how this organization helps us in our ultimate fight, the WAR FOR WATER!

We urge you to look at their web site, subscribe to their email updates and donate what you can afford to a cause that affects us all. Their website is familiesprotectingthevalley.com

Farming News: by Barry Watts

Good Agricultural Practices During Harvest

The Almond Board of California has developed guidelines for growers to minimize potential microbial hazards during the production and harvesting of almonds. Most of us have read the GAP manual in the past, but it is good to have a refresher course as we begin to harvest our almonds. Many GAPs are detailed in the manual. Those dealing with harvest are very relevant as we begin shaking almonds. The manual covers, in depth, topics like Orchard Floor Management, Cleaning and Sanitation of Harvest Tools, Worker Hygiene Guidelines and Trace-back Procedures. In the back of the manual is a tool to customize your own GAP program. It is complete with forms and examples to help get started. A copy of this manual is available by contacting the Almond Board of California or by visiting:

<http://almondboard.files.cms-plus.com/GAPwithAppendix.pdf>