

April 27th, 2020

Almonds, Raisins & More



Coronavirus & PPE

Although the Coronavirus may be affecting some industries more than others, we have seen demand for dried fruits and tree nuts to be stabilizing after an initial sales bump for many edible consumer items due to citizens across the world preparing for extended periods at home.

Read my latest interview in [Mundus Agri, HERE](#).

We have also partnered with our import and export networks to facilitate the delivery of a number of Personal Protective Equipment (PPE) products which are both CE and / or FDA registered.

At this time, the market for PPE is quite volatile with the only available products being produced upon order. Our sellers have no inventory in stock at this stage of the pandemic and all new customers / orders will be considered on a case-by-case basis to ensure lead times.

You can view / download our current [PPE catalog HERE](#).

Almonds

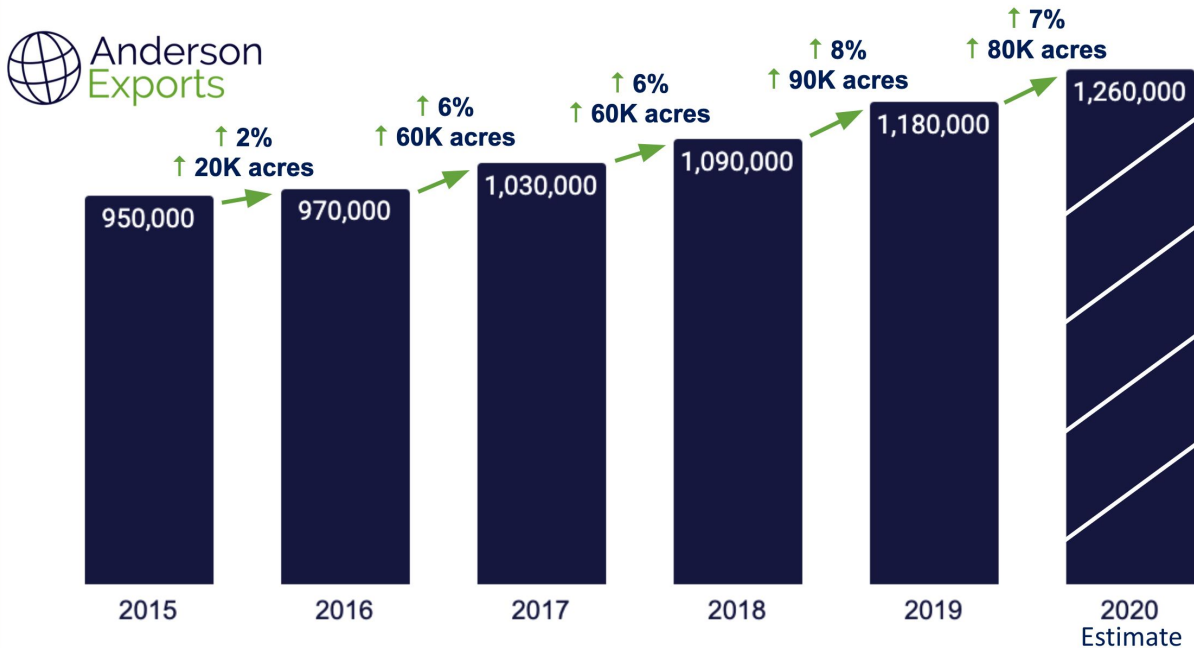
The 2019 NASS California Almond Acreage Report was released this past Thursday and showed a 8% increase in California's bearing almond acreage between 2018 (1,090,000 acres) and 2019 (1,180,000 acres). Just five counties in California account for 72 percent of the total bearing acreage (Kern, Fresno, Stanislaus, Merced, and Madera).

Last year's NASS estimate for 2019 bearing acreage was 1,170,000 with the 2019 actual bearing acreage just shy of this estimate at 1,180,000 bearing acres.

Almonds Cont'd

California's bearing almond acreage continues steady rise, increasing to 1,180,000 acres in 2019

California Almond Acreage (Bearing)



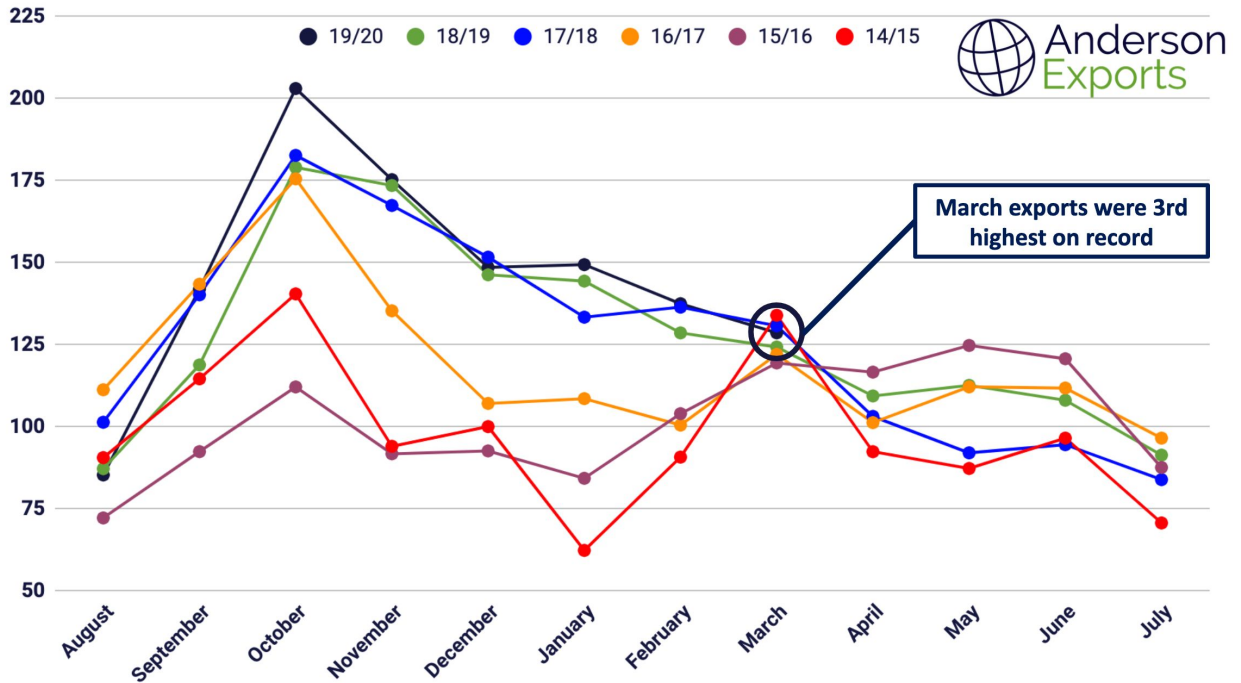
You can read the full [NASS report HERE](#).

March exports of California Almonds were the 3rd highest on record for the month. March typically sees a bump in sales over the adjacent months. This year you see a steady decline from the highs of October and November. So many records were set this marketing year for total monthly export shipments that some packers are now well sold or even completely contracted for the remainder of the spring / summer.

Almonds Cont'd

Monthly California Almond Export Shipments

Exports By Marketing Year (MM lbs.)



Despite the record monthly shipments in the 2019 / 2020 marketing year, there is still enough inventory to keep prices stable for the foreseeable future. Recent price stability could be attributed to an almost 12% increase in crop receipts to date (2019 / 2020) vs this time last year (2018 / 2019). The extra total production this year helps to offset larger price increases that could be expected from lower uncommitted inventory after the numerous record monthly export shipments for the 2019 / 2020 marketing year.

Our most popular almond varieties are Nonpareil, Independence, Butte/Padre, and Carmel types with the most popular grades of Supreme, Extra, Standard 5%, and more.

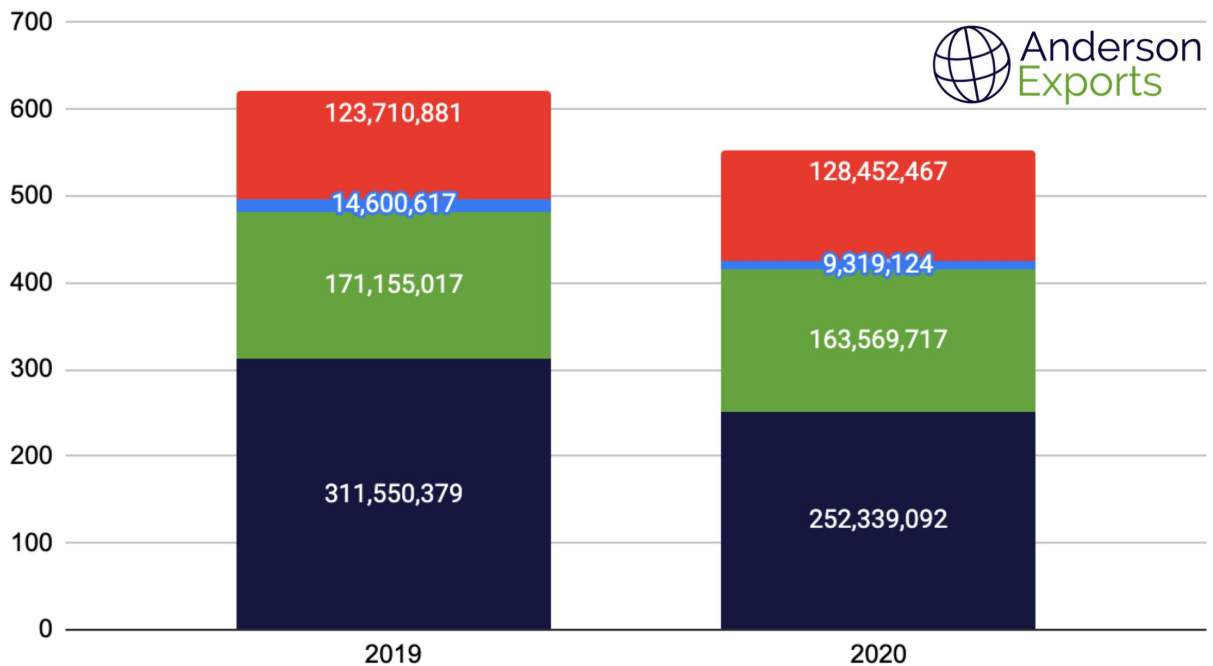
Walnuts

The March 2020 Walnut Shipment Report was released and trends are beginning to emerge showing some measurable effects of the COVID-19 pandemic. At the end of March 2020 total year-to-date (YTD) export shipments of California in-shell walnuts were down -19% vs this time last year while total YTD export shipments of shelled walnuts were down just -5%. For the month of March 2020 total in-shell export shipments were down -45% vs March 2019, whereas total shelled export shipments for March 2020 were down -13%.

U.S. Walnut Exports - Total Shipments YTD

Total Walnut Shipments (MM Lbs.) - YTD March 2020

■ Domestic Shelled ■ Domestic In-shell ■ Export Shelled ■ Export In-Shell



As can be seen from the graphic, exports account for a very significant amount of the total walnut shipments from California and total YTD shipments are down from this time last year for all California walnut products.

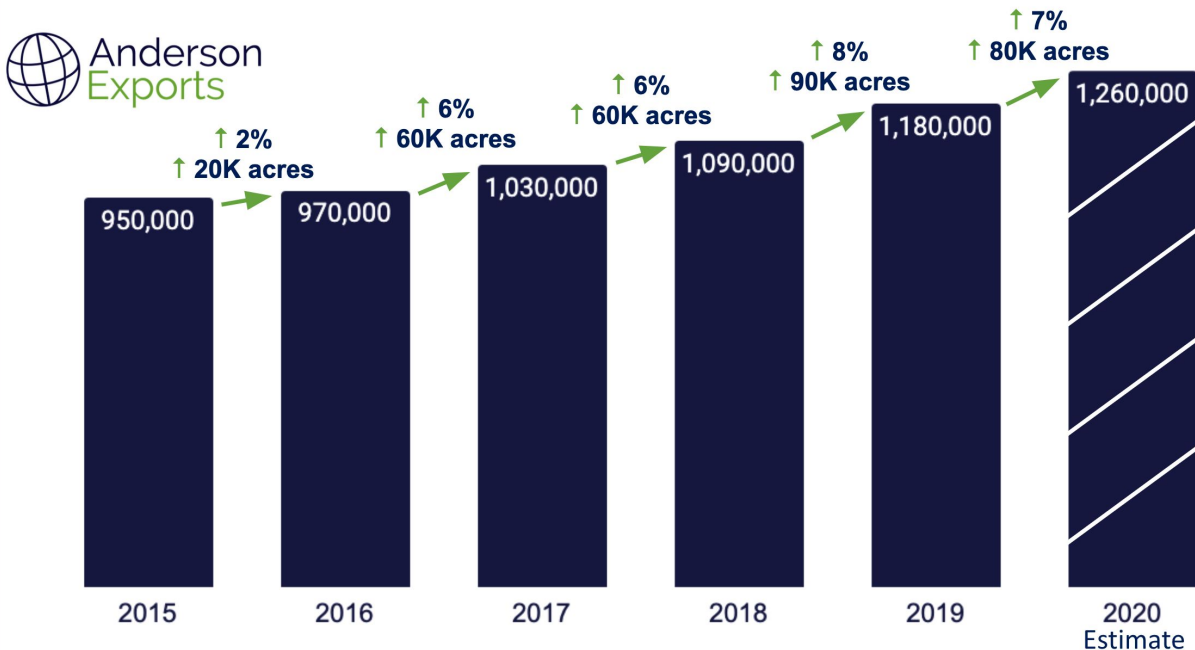
We work with the best California walnut packers to supply our customers with Jumbo and Jumbo / Large (J/L) in-shell Chandler, Howard, Hartley, Vina, Tulare, Serr and other varieties. We also provide bleached in-shell walnuts in addition to California shelled product including Chandler and non-Chandler Light Halves & Pieces (LHP) 20%, 40%, 80% and higher based on customer requirements. We also supply Combo Halves and Pieces (CHP) and Light Sorted Pieces (LSP).

Raisins

The NASS California Grape Acreage Report, 2019 Summary was released this past week and California raisin bearing acreage is down 2%, some 3,000 total acres. This continues a trend of decreasing raisin bearing acreage in California. This is largely due to the voracious planting of Almond orchards year after year in California's central valley. The rate at which California is losing raisin acreage has slowed in recent years, helping to keep the supply and also prices for California raisins relatively stable.

California's bearing almond acreage continues steady rise, increasing to 1,180,000 acres in 2019

California Almond Acreage (Bearing)



We supply all major bulk California raisins including dried-on-the-vine (DOV) and tray-dried Natural Thompson Seedless Selects, Selma Petes, Flames, Goldens, and other varieties in Jumbo, Select, and Midget sizes and welcome your inquiries. We also supply Selma Pete DOV Double-Run Supreme raisins to Japan and elsewhere which are processed twice to achieve exceptionally low stem and capstem counts. We offer multiple packaging options including custom boxes with client branding, supplier branded boxes, and blank unbranded boxes.

April 27th, 2020

Almonds, Raisins & More



Pistachios

US pistachio prices have been stable in recent weeks with many suppliers comfortably sold. As with most California tree nut products, shipments of pistachios are not likely to be affected by the Coronavirus related disruptions. It remains to be seen what will come from, and after, the USA / China Phase 1 trade deal. China is already a large buyer of California Pistachios and it is unclear if this consumption will remain steady or increase.

We supply raw in-shell pistachios and raw pistachio kernels of all sizes, grades and styles. We also supply roasted Extra No. 1 pistachios and welcome your inquiries.

Soybeans & Sugar

Demand for US and Brazilian soybeans from the APEC region has been high. Both US and Brazilian soybean production has generated healthy crops with good quality. We expect brisk sales to continue as China's hog herds recover from the culling this past year due to African Swine Fever. Protein production requires large amounts of feed in addition to the global oilseed industry's appetite for soy and it is a sellers' market.

We supply GMO and Non-GMO Soybeans and Soybean Meal of all sizes, grades and styles.

From January through March 2020, Brazil has seen good rainfalls which have alleviated concerns that dry conditions across the sugarcane growing regions this past fall would adversely affect production. For the marketing year of 2020 and 2021 we expect to see large disruptions for Brazilian sugar and ethanol. Some believe the price war between Saudi Arabia and Russia will negatively impact the ethanol industry which will divert production away from ethanol to sugar production.

We provide sugar from sources in Brazil, Peru, and Thailand.

Pecans

US Pecan sales saw a slight rise and have recently found stability in pricing. Weather has been favorable for the bloom for New Crop, although it is still too early to tell how this will ultimately affect total production this fall.

We supply Fancy Junior Mammoth Halves (FJMH), Fancy Mammoth Halves, Fancy Pieces, and other sizes / types for all major U.S. pecan varieties.

April 27th, 2020

Almonds, Raisins & More



Sunflower

US sunflower seeds are in short supply due drastic weather events in the fall of 2019. Buyers who secured their forward contracts early have an advantage over those who are able to find spot offers in the current market as prices have risen over the past months.

We supply In-shell sunflower as well as hulled sunflower kernel available in premium and industrial grades for all major sizes. Packaging options include 10 KG, 25 lb, and 50 lb bags.

Cranberries

The US and Canada have seen cranberry prices come down slightly since the highest demand periods of Thanksgiving and Christmas. Many buyers are working through their current stocks and only buying as needed for fear of currency issues related to COVID-19.

We supply Conventional and Organic Whole or Sliced Sweetened Dried Cranberries (SDCs) packed in bulk cases as well as Organic Apple Juice Sweetened varieties. We also work with quarter inch diced and other diced cranberry products available as per client requirement. In addition, we supply 50 Brix and 65 Brix cranberry concentrate shipped in bulk 55 gallon drums.

Blueberries

We are looking at a potentially record crop in the Pacific Northwest as weather has been favorable. Weather has also been favorable in the Northeastern US which should yield a healthy blueberry crop for 2020 / 2021.

We supply organic wild, cultivated and conventional cultivated dried blueberries as well as infused blueberry products.

April 27th, 2020

Almonds, Raisins & More



About

Anderson Exports is a bulk ingredients sourcing agency specializing in supplying the best ingredients from California and South Africa. Our newsletter delivers actionable market intelligence to inform our clients' purchasing decisions.

Products

Dried Fruits



Raisins



Cranberries



Blueberries ... And more

Prunes
Apricots
Cherries

Nuts



Walnuts



Almonds



Pecans

... And more

Cashews
Hazelnuts
Pistachios

Seeds & Pulses



Sunflower



Red Beans



Lentils

... And more

Popcorn
White Beans
Pumpkin Seeds

Anderson Exports Team

Erik Anderson



+1 406.471.2713

WhatsApp // WeChat

erik@andersonexports.com

www.andersonexports.com