

U. S. Pecan Council



A Domestic and Global Voice for the U. S. Pecan Industry



SEPGA Conference, Biloxi, MS – February 22, 2014

USPC Board of Directors

East Region



Gary Underwood - AL
Grower Member

Position Currently Vacant
Sheller Member



Larry Willson - GA
Grower/Sheller Member

Central Region



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Grower Member



Dan York - AR
Sheller Member



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Grower/Sheller Member

West Region



Louie Salopek - NM
Grower Member



Helen Watts - NM
Sheller Member



Bruce Caris - AZ
Grower/Sheller Member

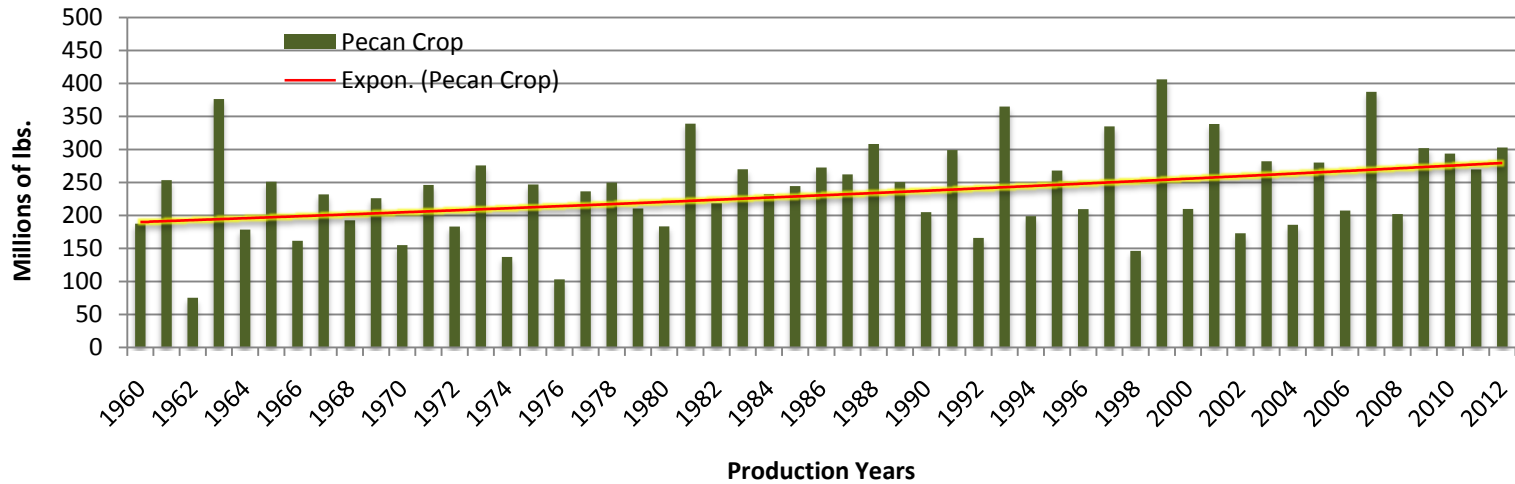


❧ *“In the end, as a leader, you are always going to get a combination of two things: what you create and what you allow.”*

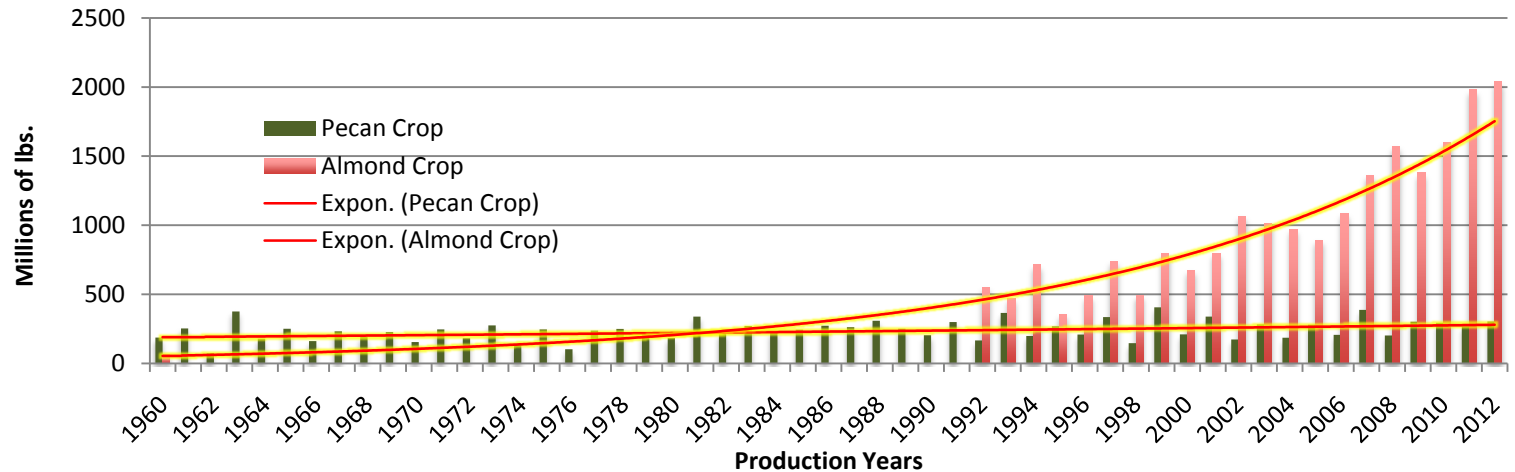
❧ Excerpt From: Dr. Henry Cloud. “Boundaries for Leaders (Enhanced Edition).” iBooks.
<https://itun.es/us/7ulJK.l>

50 Year Crop History

U. S. Pecan Crop 1960 thru 2012 with Exponential Trend Line

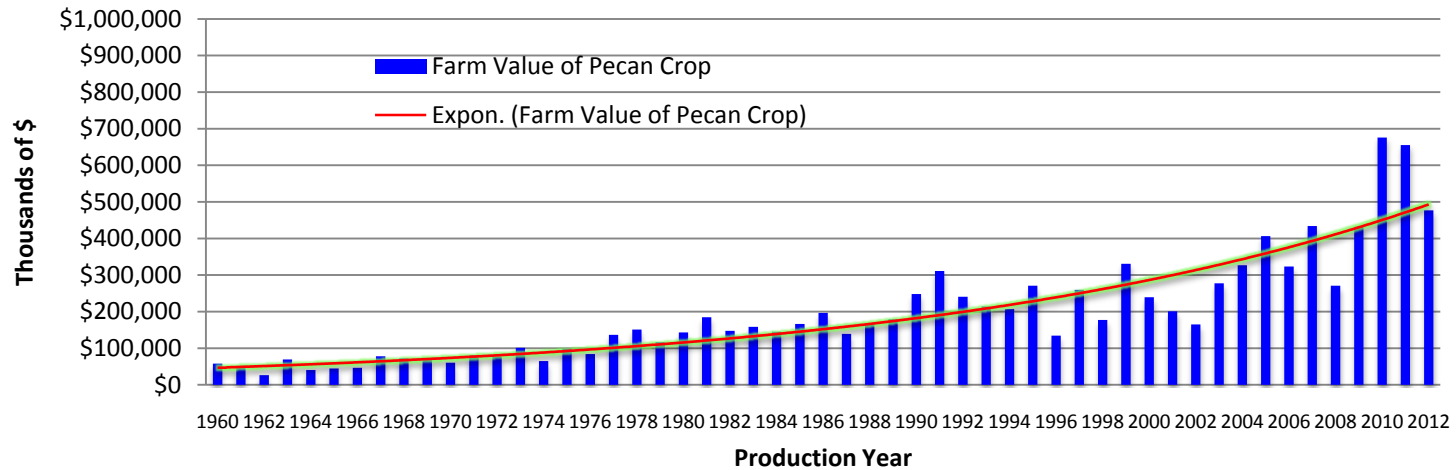


U. S. Pecan Crop and California Almond Crop 1960 thru 2012 with Exponential Trend Line

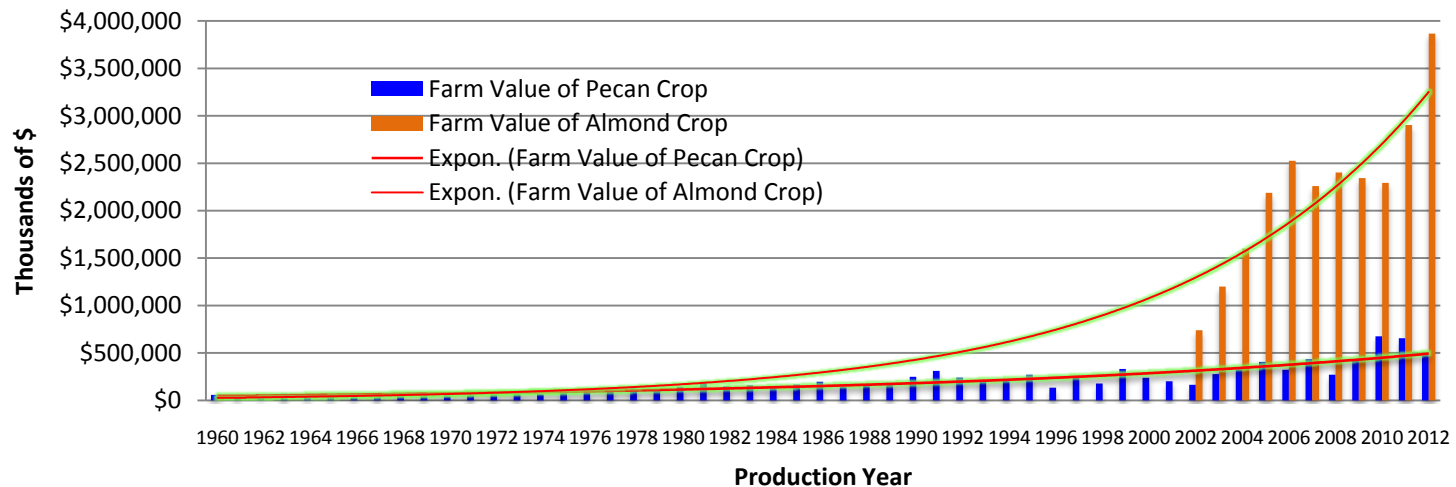


50 Year History of Farm Value

Farm Value of Pecan Crop 1960 thru 2012



Farm Value of Pecan and Almond Crops 1960 thru 2012



Authorized Tools under a Federal Marketing Order (Agricultural Marketing Agreement Act of 1937)

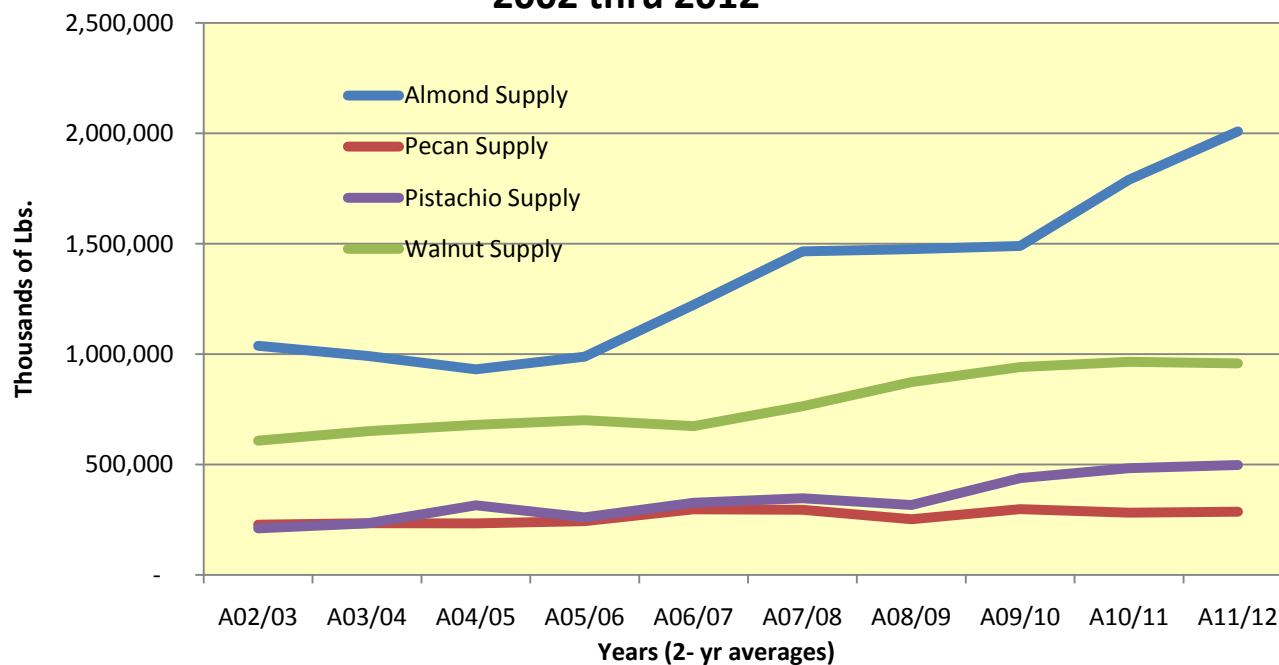


- **Market Research**
 - Trade
 - Consumer
 - Product Development
- **Volume Control**
 - Reserve Pool
 - Size Restrictions
- **Container and Pack Requirements**
 - Size
 - Capacity
 - Weight
 - Dimensions
 - Pack
- **Production Research**
- **Minimum Standards**
 - Size
 - Quality
 - Grade
 - Maturity
- **Mandatory Inspection**
- **Market Promotion, Including Paid Advertising**
- **Collect and Publish Market Data for Growers and Handlers**
- **Regulation of Imports**

Comparison of U. S. Tree Nut Supply 2002 thru 2012



**Comparison of U. S. Tree Nut Supply
2002 thru 2012**



Possible Price Scenarios



Percentage Increase for Two-Year Average Supply and Price Since 2002

	% Supply Increase	% Price Increase
Almonds	94%	73%
Walnuts	58%	149%
Pistachios	136%	72%

If Pecans Replicate Supply and Price of Almonds, Walnuts, or Pistachios Over Same Period of Time

Pecans	Average 11/12 Supply	Average 11/12 Price for all Pecans Inshell	Large Inshell Nut for Export	Inshell Native	Today's Price per point
		IF (Per lb.)	IF (Per lb.)	IF (Per lb.)	IF (Per point)
	86,250	\$1.98	\$3.00	\$1.00	\$3.50
		THEN	THEN	THEN	THEN
		↓	↓	↓	↓
Match Performance of:	Matched Supply	Matched Price	Matched Price	Matched Price	Matched Price
		(Per lb.)	(Per lb.)	(Per lb.)	(Per point)
Almonds	54,245	\$3.42	\$5.19	\$1.73	\$6.05
Walnuts	51,032	\$4.93	\$7.47	\$2.49	\$8.71
Pistachios	74,926	\$3.41	\$5.17	\$1.72	\$6.03

Assumptions:

(1) To smooth out deviations, two-year average supply and price utilized

(2) USDA published figures utilized for supply and price

Two roads diverged in a yellow wood....

....

*I took the one less traveled by
And that has made all the difference.*

Robert Frost



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