



MERIDIAN MONITOR

MARKET NEWS AND INDUSTRY INFORMATION FOR MERIDIAN'S VALUED CUSTOMERS

In a nutshell...

- January pistachio shipments up
- Almond market steady
- Pecan market remains firm
- Macadamia harvest begins soon

Pistachio Update

Market remains steady as January shipments showed another increase. As suppliers run out of larger material, they are looking to book smaller sizes to cover.

Iran has raised their prices another 10% and in some cases, California is cheaper.

Demand is increasing for kernels and most packers are behind 30-60 days in meeting orders due to increasing demand.

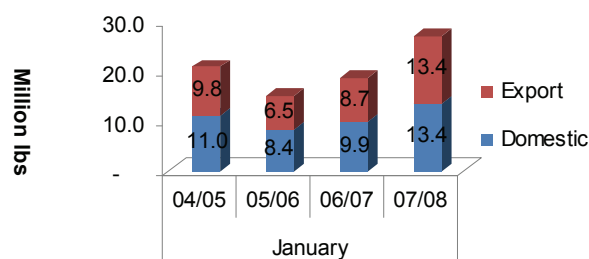
EU Update: The 2007 Iranian crop is confirmed at over 300,000 tons, probably 315,000 tons, but with many small nuts - 28/30 are scarce. Most Fandoghi's are 30/32 and 32/34. Other varieties such as Kalleh Goochi and Ahmas Aghai are also one grade smaller than usual.

Winter has been ideal with much unusual snow and lots of rain. Kerman and Sirjan should have a good crop next year. Rafsanjan (50% of total acreage) has poor budding due to the heavy crop.

EU selling prices have firmed up to \$5,400/5,500 per ton with no trade. Buyers do not believe in the price increase.

As for the U.S. crop, prices remain unchanged with limited trade. The largest processor has taken over the market as they are the main ones to offer anything. Independents have basically withdrawn, so buyers are hesitant to even ask for quotations.

Monthly U.S. Pistachio Shipment Comparison



Almond Update

The market remains steady as buyers are covering hand-to-mouth on current crop. Many are awaiting bloom results prior to contracting new crop business. Some reports of new crop trades at USD \$1.81/lb for BV Std 5% have surfaced but only for 2-4 loads delivering Oct/Nov. Reports on current crop trades for Mar/April/May shipments on BV Std 5% between USD \$1.77-1.80/lb. Nothing confirmed on CAL/Carmel 27/30 but rumors that second hand is offering into EU at USD \$1.95/lb. Certainly no confirmation from California packers on this price as it is agreed overall that a \$1.95/lb level is too low for Carmel 27/30. Little change on bloom; early varieties now at 20-30% with NP starting to push bud. Rain forecasted for the end of the week with off-and-on showers for 4-5 days. Up-to-date reports are available by calling our office.

Pecan Update

Field pricing has been rising as of late, which has translated into a rise in kernel pricing. Market looks to remain firm as domestic demand remains steady and export demand is good as well.

Macadamia Update

New crop will be harvested fairly soon. New crop shipments begin in April/ May, with the first arrivals in early June/July. Sellers are exhausting their stocks of '07 crop material and are starting to contract '08 crop. The market has remained fairly firm recently as sellers sell off their stocks and wait for the new crop. We expect prices to remain around current levels for '08.

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