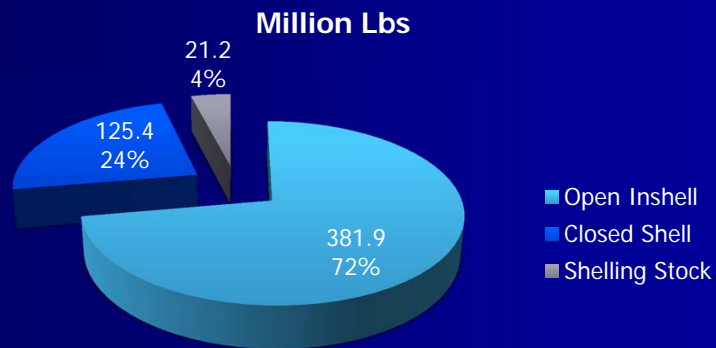




January 2011 Pistachio Shipment Analysis and Market Update

February 24, 2011

2010 Harvest Results Final(Industry)



Crop Receipts to Date

Meridian Nut Growers, February 2011

ACP reports

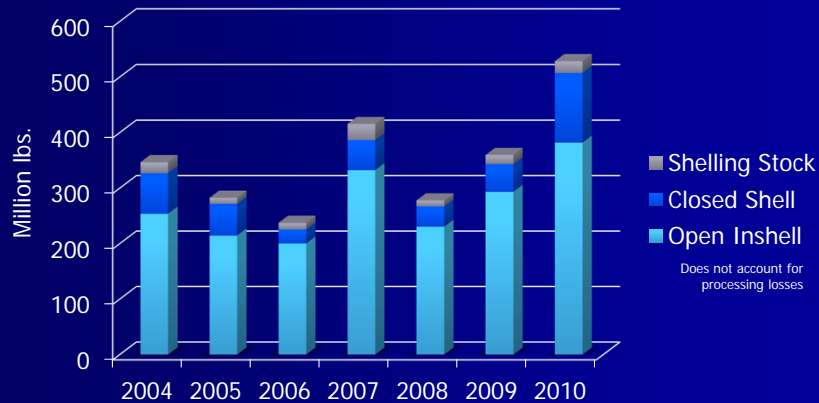
2010 Crop Comments



- Final crop number is 528.5M pounds. Largest on record.
- Closed shell percentage of 24% highest in recent memory.
- Nuts are large in size which may help to explain the increased production.
- Quality remains excellent.

Meridian Nut Growers, February 2011

Annual Production Comparison

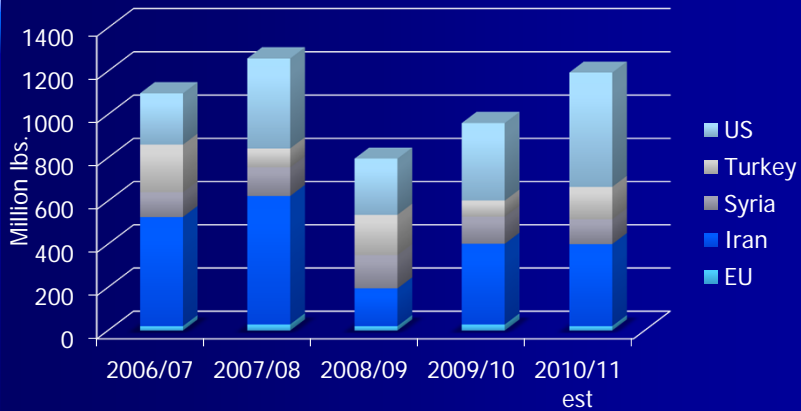


Does not account for processing losses

Meridian Nut Growers, February 2011

ACP/CPC

World Production



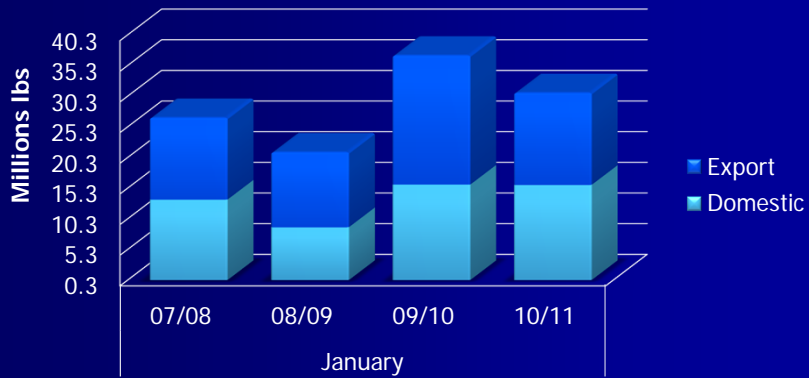
Meridian Nut Growers, February 2011

ACP/CPC/USDA

Export vs. Domestic Shipments for US



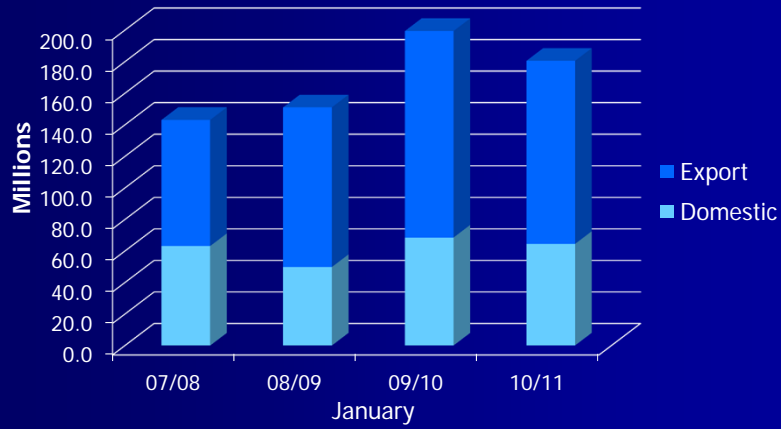
Export vs. Domestic Monthly Shipment



Meridian Nut Growers, February 2011

ACP Reports

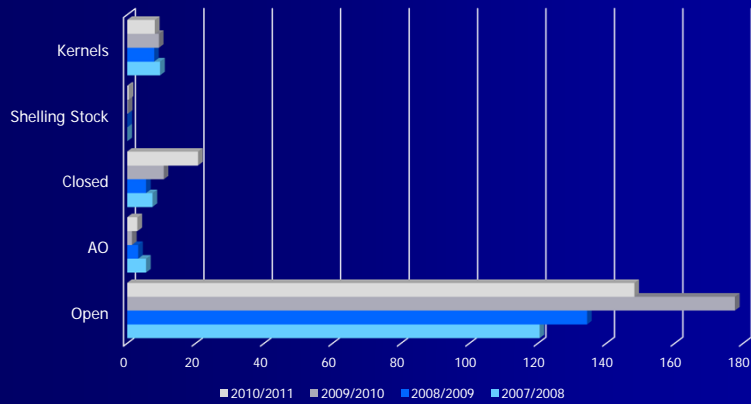
YTD Shipment Comparisons



Meridian Nut Growers, February 2011

ACP Reports

YTD shipments by Category



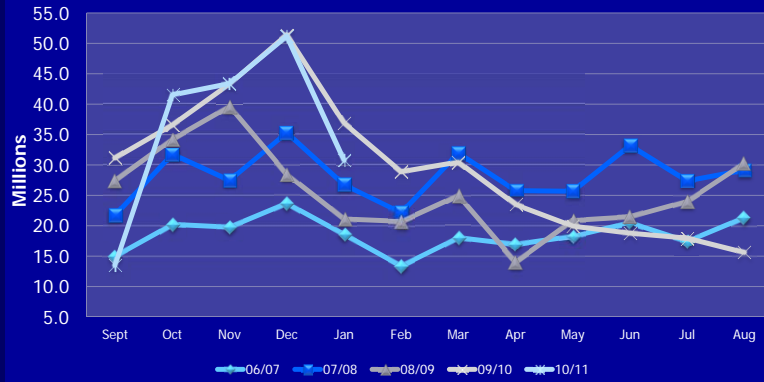
Meridian Nut Growers, February 2011

ACP Reports

Monthly Shipments



Historical Monthly Shipments



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Projected Inventory Analysis

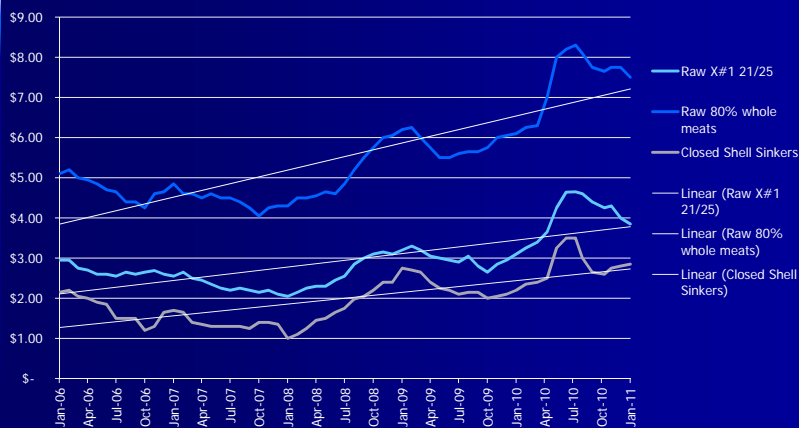


Crop Year	Carry In	Production	Marketable Pounds	Shipments	Carry Out	Comments
2004	14.0	346.8	322.9	244.5	78.4	Adj for loss
2005	78.1	282.3	322.5	193.5	129.0	Adj for loss
2006	129.0	237.4	324.5	223.4	101.1	CPC Adj on CO
2007	98.3	415.6	439.3	318.3	121.0	ACP Adj on CO
2008	120.9	278.0	372.9	307.5	68.4	6% loss
2009	68.4	354.5	393.1	354.5	38.7	7% loss
2010 est	38.7	528.4	538.7*	340.0	198.7	*Est 5% loss

Meridian Nut Growers, February 2011

ACP/CPC

Historical Pricing Trends



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Meridian Nut Growers

Current Situation



- YTD shipments are down about 10% from previous year.
- However we are up 20% from 2008/2009.
- Domestic shipments are even with last year with exports taking a dip.
- Drop in exports was due to decreased shipments to China. With an earlier Chinese New Year date, most product had to ship prior to end of 2010.
- AO and closed shipments are double from previous year.

Meridian Nut Growers, February 2011



Outlook

- Carryout is expected to be in the 190 million range. Keep in mind, industry needs minimum of 80 – 100 million to cover transition from one crop to the next.
- Most processors will have mainly larger sized inshell left to ship.
- Iran appears to be running out of good quality material.
- With increasing labor cost in China, more buyers are looking to naturally open rather than cracking closed shell to cover demand.
- Most processors reluctant to lower prices anymore to stimulate demand especially as we reach our floor pricing.

Meridian Nut Growers, February 2011

Meridian Updates

- Welcome our new staff additions:
 - Kristi Robinson, Sales and Marketing Representative
 - Darren Riggs, Intern
- Jim Zion was elected as Chairman of the American Pistachio Grower (formerly WPA) association at the recent conference
- Expect to see more consumer oriented and aggressive generic campaign from American Pistachio Growers association.
- Horizon Nut will be adding an X-ray machine for foreign material control in our pistachios.

Meridian Nut Growers, February 2011