

# **Pecan Marketing Summary 1987 Crop**

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**For the States of:**

**Florida**

**Mississippi**

**Georgia**

**Oklahoma**

**Louisiana**

**Texas**

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**Federal-State  
Market News Service**

United States Department of Agriculture  
Agricultural Marketing Service  
Fruit and Vegetable Division  
and  
Cooperating State Departments  
of Agriculture



## PREFACE

This publication is a summary on the marketing of the 1987 United States Pecan Crop. The information contained in this report was compiled from market reports issued by Federal-State Market News offices operated cooperatively by the U.S. Department of Agriculture, Agricultural Marketing Service, Fruit and Vegetable Division, the Florida Department of Agriculture and Consumer Services, and the Georgia, Louisiana, Mississippi, Oklahoma, and Texas Departments of Agriculture.

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 P.O. Box 1447  
 Thomasville, Ga. 31799  
 Phone: (912) 228-1208

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Richard DeMenna  
 Local Representative  
 Released: September 1988

## TREE NUT PRODUCTION IN THE UNITED STATES

## PECANS: Production, season average price, and value, by States, 1985, 1986, 1987

Variety & State	Utilized Production			Price per Pound			Value of Utilized Production		
	1985	1986	1987	1985	1986	1987	1985	1986	1987
	1,000 Pounds			Dollars			1,000 Dollars		
<b>Improved Varieties 1/</b>									
Alabama	9,600	9,600	13,750	.570	.880	.420	5,472	8,448	5,775
Arkansas	1,000	900	800	.800	.880	.760	800	792	608
Florida	1,600	3,100	3,100	.700	.672	.720	1,120	2,083	2,232
Georgia	74,000	100,000	100,000	.705	.715	.560	52,170	71,500	56,000
Louisiana	2,000	4,000	2,500	.600	.700	.660	1,200	2,800	1,650
Mississippi	3,500	4,500	8,000	.726	.915	.589	2,541	4,118	4,712
New Mexico	29,000	27,000	25,000	.950	.910	.650	27,550	24,570	16,250
North Carolina	400	1,800	1,200	.750	.700	.650	300	1,260	780
Oklahoma	1,500	1,500	1,000	.850	.965	.793	1,275	1,448	793
South Carolina	900	3,250	2,300	.800	.645	.675	720	2,096	1,553
Texas	29,000	27,000	22,000	.946	.950	.800	27,434	25,650	17,600
United States	152,500	182,650	179,650	.791	.793	.601	120,582	144,765	107,953
<b>Native &amp; Seedling</b>									
Alabama	6,400	6,400	11,250	.440	.670	.330	2,816	4,288	3,713
Arkansas	700	300	500	.600	.610	.380	420	183	190
Florida	1,200	2,400	2,400	.560	.495	.630	672	1,188	1,512
Georgia	9,000	20,000	15,000	.510	.515	.410	4,590	10,300	6,150
Louisiana	13,000	26,000	16,500	.430	.580	.360	5,590	15,080	5,940
Mississippi	3,000	3,000	4,000	.521	.617	.404	1,563	1,851	1,616
North Carolina	600	2,200	800	.500	.500	.450	300	1,100	360
Oklahoma	8,500	13,500	11,000	.530	.590	.380	4,505	7,695	4,180
South Carolina	500	3,250	1,100	.520	.455	.450	260	1,479	495
Texas	49,000	13,000	20,000	.510	.650	.350	24,990	8,450	7,000
United States	91,900	90,050	82,550	.497	.576	.377	45,706	51,614	31,156
<b>All Pecans</b>									
Alabama	16,000	16,000	25,000	.518	.796	.380	8,288	12,736	9,488
Arkansas	1,700	1,200	1,300	.718	.813	.614	1,220	975	798
Florida	2,800	5,500	5,500	.640	.595	.681	1,792	3,271	3,744
Georgia	83,000	120,000	115,000	.684	.682	.540	56,760	81,800	62,150
Louisiana	15,000	30,000	19,000	.453	.596	.399	6,790	17,880	7,590
Mississippi	6,500	7,500	12,000	.631	.796	.527	4,104	5,969	6,328
New Mexico	29,000	27,000	25,000	.950	.910	.650	27,550	24,570	16,250
North Carolina	1,000	4,000	2,000	.600	.590	.570	600	2,360	1,140
Oklahoma	10,000	15,000	12,000	.578	.628	.414	5,780	9,143	4,973
South Carolina	1,400	6,500	3,400	.700	.550	.602	980	3,575	2,048
Texas	78,000	40,000	42,000	.672	.853	.586	52,424	34,100	24,600
United States	244,400	272,700	262,200	.680	.721	.531	166,288	196,379	139,109

1/ Budded, grafted, or topworked varieties

Source: Noncitrus Fruits &amp; Nuts Mid Year Supplement, July 1988

Agricultural Statistics Board NASS, USDA

## TREE NUT PRODUCTION IN THE UNITED STATES

CROP AND STATE	PRODUCTION			PRICE PER UNIT			VALUE OF UTILIZED PRODUCTION		
	1985	1986	1987	1985	1986	1987	1985	1986	1987
	Tons (In-Shell Basis)			Dollars Per Ton			1,000 Dollars		
<b>Filberts</b>									
OREG	24,300	14,900	21,500	677.00	724.00	956.00	16,451	10,788	20,554
WASH	300	200	300	957.00	895.00	1,160.00	287	179	348
TOTAL	24,600	15,150	21,800	680.00	726.00	959.00	16,738	10,967	20,902
<b>Walnuts (English)</b>									
CALIF	219,000	180,000	247,000	798.00	1,080.00	950.00	174,762	194,400	234,650
<b>Macadamia Nuts 1,000 Pounds (In-Shell Basis)</b>									
HAW	42,000	44,000	42,700	.725	.800	.840	30,450	35,200	35,868
<b>Pistachios</b>									
CALIF	27,100	74,900	33,100	1.35	1.06	1.37	36,471	79,501	45,477
<b>Almonds 1/ 1,000 Pounds (Shelled Basis)</b>									
CALIF	465,000	250,000	660,000	.800	1.92	.950	360,640	461,568	615,600

1/ Price and value based on the edible portion of the crop only. Included in production are inedible quantities of no value as follows: 1985-14.3 million pounds, 1986-9.80 million pounds; 1987-11.8 million pounds.

Source: Noncitrus Fruits & Nuts Supplement, July 1988

Agricultural Statistics Board NASS, USDA

**TOTAL PECAN STOCKS IN COLD STORAGE**  
(At End Of Month In Units Of 1,000 Pounds)

	1985		1986		
	Meat	Inshell	Meat	Inshell	
January	24,518	77,610	16,236	112,388	
February	26,677	83,655	21,934	112,383	
March	27,602	77,685	26,457	103,413	
April	30,998	68,605	32,368	81,545	
May	29,156	54,109	35,725	65,317	
June	28,849	45,790	35,763	52,584	
July	27,856	35,301	33,000	38,425	
August	24,171	23,765	29,075	30,527	
September	20,325	13,295	25,257	18,311	
October	15,685	10,546	18,489	17,763	
November	12,818	40,552	19,222	49,839	
December	13,003	90,825	20,195	93,677	
	1987		1988		
	Meat	Inshell	Meat	Inshell	
January	26,615	112,485	26,038	95,931	
February	31,340	110,434	30,121	107,769	
March	34,611	101,033	38,934	96,004	
April	39,009	84,895	38,008	79,604	
May	41,295	68,049	39,782	63,091	
June	41,821	46,961	40,510	47,848	
July	40,934	35,343	35,123	39,295	
August	38,688	24,779	33,622	28,746	(Preliminary)
September	32,445	13,948	*	*	
October	24,504	6,475	*	*	
November	19,882	25,420	*	*	
December	23,168	64,737	*	*	

Data for this report are collected from public and private refrigerated warehouses storing commodities for 30 days or more. Stocks in space owned or leased by the Armed Forces are excluded. Food stocks held under bond are included in the storage data.

\* Unavailable at time of publication

Source: Cold Storage, Agricultural Statistics Board, NASS, USDA

## MARKETING SOUTHEASTERN SECTION ( Florida, Georgia, Mississippi ) PECANS

**PRODUCTION:** According to the United States Department of Agriculture, National Agricultural Statistics Service, the nation's 1987 pecan crop totaled 262.2 million pounds, four percent less than the 1986 crop of 272.7 million pounds, but seven percent more than the 1985 crop of 244.4 million pounds. Improved varieties accounted for sixty-nine percent of the total crop as compared with sixty-seven percent in 1986 and sixty-two percent in 1985. Pecan producers received an average price of 53.1 cents per pound, down 19.0 cents per pound from 1986, and 14.9 cents per pound from 1985. The overall value of pecans was down twenty-nine percent from 1986, and sixteen percent from 1985.

Georgia's 1987 pecan production totaled 115 million pounds, down four percent from 1986, but thirty-nine percent higher than the 1985 crop. Georgia produced forty-four percent of the 1987 national output, the same as in 1986, as compared with thirty-four percent in 1985. Growers received an average price of 54.0 cents per pound as compared with 68.2 cents the previous year and 68.4 cents per pound in 1985. The value of the crop totaled 62.2 million dollars, down twenty-four percent from the previous year, but ten percent above the 1985 value.

Mississippi pecan production in 1987 totaled 12.0 million pounds, the largest crop since 1973 when 22.0 million pounds was produced. Production in 1986 totaled 7.5 million pounds and 6.5 million pounds in 1985. The average price received by producers in 1987 was 52.7 cents per pound. The overall value of the crop totaled 6.32 million dollars.

Florida pecan production in 1987 was 5.5 million pounds, the same as in 1986. Production for the 1985 crop totaled 2.8 million pounds. The average price received by producers in 1987 was 68.1 cents per pound. The overall value of the crop totaled 3.74 million dollars.

**GROWING CONDITIONS AND HARVEST:** Weather conditions during the growing season were generally unfavorable throughout the southeastern production area. The pecan crop got off to a slow start due to a late spring freeze. There was some damage to the crop in several areas but the major production areas were largely unaffected. During the spring months there was more than adequate moisture. Dry weather conditions during the summer months reduced the potential nut size and weight. The more important months of the growing season consisted of extreme weather fluctuations with numerous prolonged periods of dry and hot weather. The month of September, the most critical month for nut size development, was very hot and dry. There were problems in filling out of nuts in most cases due to this hot and dry weather. Weather patterns during October were extremely dry in many areas. The dry weather caused a loss in nut weight and shucks were very late in opening. There were a number of producers unable to second harvest due to a high incidence of stick-tights. Low meat yields and high unit count per pound were common place during the season.

Initial harvesting of the crop began during the week of October 4 in widely scattered areas of South Georgia on various Indian varieties. Very light harvesting of moores and moneymakers also occurred during the week in the North Florida-South Georgia production area. The first offerings in Mississippi were also gathered during the week of October 4 on native pecans in the gulf coast sections of Gulfport and Biloxi. The lack of rainfall for most of October caused the harvest to progress slower than anticipated. The overall crop in the southeast turned out to be about a month late when compared to traditional schedules. Harvesting reached active levels by the first week of November. The second and third weeks of November remained at active levels. By the end of the month industry sources estimated as much as eighty percent of the harvest was complete in the southern portions and as much as fifty percent in the northern portions. By mid December the northern portions of Georgia and Mississippi were the only locations where significant harvesting remained. The final stages of the Georgia harvest dragged on into late January. The final stages of the Mississippi harvest dragged on well until February. Below normal temperatures in the Delta District during October was the primary factor to the late finish. The temperatures slowed development, many nuts were still green in the trees in early December.

**MARKETING:** The first price report on pecans was issued on October 20 for Georgia and Florida. Mississippi prices were first reported a week later. There was wide range in prices paid to growers on most varieties, according to meat yield and unit count per pound for each particular lot. Due to the late season start, producers received a premium on improved varieties. Opening prices on lots averaging around 5,000 pounds were 80-85 cents for good quality stuart's and 30-40 cents for good quality seedlings and natives. Early demand was strong with most supplies moving to inshell users. Prices remained at or near their opening level until late November. Prices weakened due to the seasonal ending of holiday shipping. By late November good quality stuart's were exhausted by most producers. Following the Thanksgiving holiday, price levels on fair quality stuart's declined, eventually bottoming out in late December. Price levels on fair quality stuart's generally ranged from 30-35 cents for the remainder of the season. Following the Thanksgiving holiday, price levels on good quality seedlings and natives bottomed out by the second week of December. Price levels by the third week were slightly higher, marking a slight but steady increase for the remainder of the season. Prices reached a high of 46 cents by late January on direct sales of large lots to end users.

Richard DeMenna, Local Representative, Thomasville, Georgia

**PECAN PRICES PAID TO GROWERS**

Prices paid to growers are for 1987 crop pecans, per pound in-shell, at Southeastern buyers delivery points. Small lots refers to lots of less than 5,000 pounds while Large lots refers to lots of 5,000 pounds or more.

**GEORGIA**

Date	Seedlings				Stuarts			
	Small Lots		Large Lots		Small Lots		Large Lots	
	Good Quality	Fair Quality	Good Quality	Fair Quality	Good Quality	Fair Quality	Good Quality	Fair Quality
Oct 20	-	-	-	-	-	-	-	-
22	-	-	-	-	-	-	-	-
27	.25-.30	-	-	-	-	.50-.60	-	-
29	.25-.30	-	.30-.35	-	-	.50-.60	.80-.85	.50-.60
Nov 3	.30-.35	-	.30-.40	-	-	.50-.60	.80-.85	.50-.61
5	.30-.35	-	.30-.40	-	.80-.85	.55-.65	.80-.90	.60-.65
10	.30-.35	-	.30-.40	-	.75-.85	.55-.60	.80-.90	.60-.65
12	.30-.35	-	.30-.40	-	.75-.85	.55-.60	.80-.90	.60-.70
17	.30-.35	-	.30-.40	-	-	.50-.60	.75-.85	.55-.65
19	.30-.35	.15-.25	.30-.40	-	-	.50-.60	.60-.75	.55-.65
24	.25-.30	.15-.20	.30-.35	-	-	.40-.60	-	.50-.60
26	No Report							
Dec 1	.25-.30	.15-.20	.25-.35	-	-	.40-.45	-	.40-.50
3	.25-.30	.15-.20	.25-.35	-	-	.40-.45	-	.40-.45
8	.25-.30	.15-.20	.25-.32	-	-	.35-.40	-	.35-.44
10	.25-.30	.15-.20	.32-.34	.25-.30	-	.30-.40	-	.34-.44
15	.25-.30	.15-.20	.32-.35	.25-.30	-	.30-.35	-	.35-.46
17	.25-.30	.15-.20	.34-.36	.25-.30	-	.30-.35	-	.35-.44
22	.25-.30	.15-.20	.34-.36	.30-.32	-	.25-.35	-	-
29	.25-.30	.15-.20	.35-.38	.30-.35	-	.25-.35	-	-
31	.25-.30	.10-.20	.36-.38	.30-.35	-	.25-.35	-	-
Jan 5	.25-.30	.10-.20	.36-.40	.30-.37	-	.25-.35	-	-
7	.30-.35	.10-.20	.38-.42	.32-.38	-	.30-.35	-	-
12	.30-.35	.10-.20	.38-.42	.32-.38	-	.30-.35	-	-
14	.30-.35	.10-.20	.38-.42	.32-.38	-	.30-.35	-	-
19	.30-.35	.10-.20	.40-.42	.36-.38	-	.30-.35	-	-
21	.30-.35	.10-.20	.40-.42	.34-.39	-	.30-.35	-	-
26	.25-.35	.10-.20	.38-.42	.34-.39	-	.30-.35	-	-
28	.25-.30	.10-.20	-	-	-	.30-.35	-	-



## PECAN PRICES PAID TO GROWERS - BY STATES CONTINUED

## GEORGIA

## CONTINUED

Date	Moneymakers				Desirables			
	Small Lots		Large Lots		Small Lots		Large Lots	
	Good Quality	Fair Quality	Good Quality	Fair Quality	Good Quality	Fair Quality	Good Quality	Fair Quality
Oct 20	.40-.45	.30-.35	-	-	-	-	-	-
22	.40	.30-.35	-	-	-	-	-	-
27	.40-.45	.30-.35	-	-	-	-	-	-
29	.40-.45	.25-.35	.40-.47	.25-.35	-	-	-	-
Nov 3	.40-.45	.25-.30	.40-.50	-	-	-	-	-
5	.40-.50	.30-.35	.45-.52	-	-	-	1.00	.90
10	.40-.50	.30-.35	-	-	.90-1.00	.80-.90	1.00-1.06	.85-.95
12	-	-	-	-	.90-1.00	.80-.95	1.00-1.10	.85-.95
17	-	-	-	-	.90-1.00	-	.95-1.05	-
19	-	-	-	-	.85-.90	-	.90-1.00	-
24	-	-	-	-	.80-.85	.70-.75	.85-.95	-
Dec 1	-	-	-	-	.60-.75	-	.70-.80	-
3	-	-	-	-	.60-.70	-	.60-.70	-
8	-	-	-	-	-	-	-	-
10	-	-	-	-	-	-	-	-
15	-	-	-	-	-	-	-	-

Date	Schleys			
	Small Lots		Large Lots	
	Good Quality	Fair Quality	Good Quality	Fair Quality
Oct 20	-	-	-	-
22	-	-	-	-
27	-	-	-	-
29	-	-	1.00	-
Nov 3	-	-	1.00	.90-.95
5	-	-	.90-1.00	-
10	.85-.95	-	.90-1.05	-
12	.85-.95	-	.90-1.05	-
17	.85-.95	-	.90-1.00	-
19	.80-.85	-	.85-.95	-
24	-	.70-.75	-	.70-.80
26	No Report			
Dec 1	-	-	.70-.75	-
3	-	-	.60-.65	-
8	-	-	-	-
10	-	-	-	-
15	-	-	-	-

PECAN PRICES PAID TO GROWERS - BY STATES CONTINUED

FLORIDA

Date	Seedlings				Stuarts	
	Small Lots		Large Lots		Good Quality	Fair Quality
	Good Quality	Fair Quality	Good Quality	Fair Quality		
Oct 20	-	-	-	-	-	-
22	.35	.25-.30	-	-	-	-
27	.35	.25-.30	-	-	-	-
29	.35	.25-.30	-	-	-	-
Nov 3	.30-.35	.25	.30-.35	-	-	-
5	.30-.35	-	.30-.35	-	-	-
10	.30-.35	-	.30-.35	-	-	.55-.60
12	.30-.35	-	.30-.40	-	-	.55-.65
17	.30-.35	-	.30-.35	-	-	.50-.60
19	.30-.35	.15-.25	.30-.35	-	-	.50-.60
24	.25-.30	.15-.20	.30-.35	-	-	.40-.50
26	No Report	-	-	-	-	-
Dec 1	.25-.30	.15-.20	.25-.30	-	-	.40-.45
3	.25-.30	.15-.20	.25-.30	-	-	.40-.45
8	.25-.30	.15-.20	.25-.30	-	-	-
10	.25-.30	.15-.20	.32-.34	.25-.30	-	-
15	.25-.30	.15-.20	.32-.34	.25-.30	-	-
17	.25-.30	.15-.20	.34-.36	.25-.30	-	-
22	.25-.30	.15-.20	.34-.36	.30-.32	-	-
29	.25-.30	.15-.20	.35-.38	.30-.35	-	-
31	.25-.30	.10-.20	.36-.38	.30-.35	-	-
Jan 5	.25-.30	.10-.20	.36-.38	.30-.37	-	-
7	.25-.30	.10-.20	.38-.40	.32-.38	-	-
12	.25-.30	.10-.20	.38-.40	.32-.37	-	-
14	.25-.30	.10-.20	.38-.40	.32-.37	-	-
19	.25-.30	.10-.20	.38-.42	.34-.39	-	-
21	.25-.30	.10-.20	.38-.42	.34-.39	-	-
26	.25-.32	.10-.20	.38-.42	.34-.37	-	-
28	.25-.30	.10-.20	-	-	-	-

MISSISSIPPI

Date	Natives				Stuarts			
	Small Lots		Large Lots		Small Lots		Large Lots	
	Good Quality	Fair Quality	Good Quality	Fair Quality	Good Quality	Fair Quality	Good Quality	Fair Quality
Oct 20	-	-	-	-	-	-	-	-
22	-	-	-	-	-	-	-	-
27	.25-.30	-	-	-	-	-	-	-
29	.25-.30	-	-	-	-	-	-	-
Nov 3	.30	-	-	-	-	-	-	-
5	.30-.32	-	-	-	-	-	-	-
10	.30-.32	-	-	-	-	.55-.65	-	-
12	.30-.35	-	.32-.35	-	.75-.85	.55-.65	.90-.95	-
17	.30-.35	-	.30-.35	-	.70-.80	.55-.60	.80-.90	.60-.65
19	.30-.35	-	.30-.35	-	.70-.80	.50-.60	.70-.80	.55-.65
24	.30-.34	-	.30-.35	-	-	.45-.60	-	.50-.60
26	No Report	-	-	-	-	-	-	-
Dec 1	.30	.25	.30-.35	-	-	.35-.45	-	.40-.45
3	.30	.25	.30-.35	-	-	.35-.40	-	.40-.45
8	.25-.30	-	.25-.34	-	-	.30-.35	-	.30-.40
10	.25-.30	-	.25-.34	-	-	.30-.35	-	.30-.40
15	.25-.30	-	.25-.34	-	-	.30-.35	-	.30-.40
17	.25-.30	-	.30-.36	.25-.30	-	.30-.35	-	.30-.40
22	.25-.30	-	.30-.36	.30-.32	-	.30-.35	-	.30-.40
29	.25-.30	-	.35-.40	.30-.35	-	-	-	-
31	.30-.35	-	.35-.42	.30-.35	-	.25-.35	-	-
Jan 5	.30-.35	.10-.20	.35-.42	.30-.38	-	.25-.35	-	-
7	-	-	-	-	-	-	-	-
12	-	-	-	-	-	-	-	-
14	.30-.35	.10-.20	.35-.42	.30-.38	-	.30-.35	-	-
19	.30-.36	.15-.25	.38-.42	.36-.39	-	.30-.38	-	.43-.50
21	.30-.36	.15-.25	.38-.42	.36-.39	-	.36-.38	-	.43-.50
26	.30-.35	.15-.20	.38-.42	.34-.39	-	.30-.38	-	-
29	.30-.35	.10-.20	.38-.42	.34-.39	-	.30-.38	-	-

**PRODUCTION:** According to the Louisiana Agricultural Statistics Service, the 1987 Louisiana pecan crop totaled 19 million pounds, 11 million pounds less than the 1986 crop of 30 million pounds. In 1985 production was 15 million pounds. In 1987 native pecans comprised approximately eighty-seven percent of the total, compared to the 1986 total of eighty-five percent. On the average only about fifteen percent of the Louisiana pecan crop comes from improved varieties. The average price received by producers for Louisiana's 1987 crop was 39.9 cents per pound, 19.7 cents less than the 1986 average price of 59.6 cents per pound. The overall value of the 1987 crop totaled 7.59 million dollars, down sharply from the previous year total of 17.88 million dollars.

**GROWING CONDITIONS AND HARVEST:** Growing conditions were much the same as experienced in other southeastern states. Most of the pecan producing areas of Louisiana experienced dry weather during the summer months which reduced the potential nut size. The month of September, the most critical month for nut size development, was very hot and dry. There were problems of proper nut development. Pecans from many areas of the state tended to be poorly filled and well undersized. Weather patterns during October remained hot and dry. The dry weather delayed shucksplit. There were a number of producers unable to second harvest due to a high incidence of stick-tights.

Initial harvesting began in late September in widely scattered areas of southern Louisiana. The harvest progressed into the south central portion of the state by the second week of October. By late October the harvest progressed into most areas of the state. Harvest activity progressed slowly throughout October as attested by the Louisiana Agricultural Statistics Service. At the end of the month the statistical service estimated the statewide harvest completion rate at ten percent. Harvesting continued at a slow pace until mid November when a weather front brought in rain and cold temperatures. Harvest operations significantly improved following the inclement weather. By the end of the month harvest activities were winding down sharply in the central and southern portions of the state. Active harvesting was the general trend in the northern production areas. At the end of the month the statistical service estimated the statewide harvest completion rate at seventy-four percent. The final stages of the harvest were generally complete by mid December.

**MARKETING:** The first price report on pecans was issued on October 20. Opening prices paid to growers for native pecans on lots in excess of 1,000 pounds of good quality ranged from 30 to 31 cents. Price levels generally ranged from 30 to 35 cents for most of the season. Machine harvested natives generally in excess of 5,000 pounds were first reported on November 3. Opening prices ranged from 35 to 36 cents. Price levels increased throughout the month. Following the Thanksgiving Day Holiday prices began a short decline in price. Price levels rebounded in late December. Prices reached a high of 42 cents in early January on direct sales of large lots to end users.

Richard DeMenna, Louisiana Pecan Reporter, Thomasville, Georgia

**PRICES PAID TO GROWERS DELIVERED TO DOOR OF BUYER**

Date	Natives (Less than 1,000 lbs lots)		Natives (In lots 1,000-5,000 lbs)		Natives Machine harvested lots yielding around 40% meat generally in excess of 5,000 lbs
	Good Quality	Fair Quality	Good Quality	Fair Quality	
	Oct 20	.25	-	.30-.31	
22	.25-.26	-	.30-.31	-	-
27	.25	-	.30-.31	-	-
29	.25	-	.35-.36	-	-
Nov 3	.28-.30	-	.35-.36	-	.35-.36
5	.28-.30	-	.30-.32	-	-
10	.28-.30	-	.30-.32	-	.34-.35
12	.28-.30	-	.30-.32	-	.34-.35
17	.30	-	.30-.33	-	-
19	.28-.30	-	.30-.35	-	.38-.40
24	.30-.35	-	.30-.39	-	.39-.40 1/2
26	No Report	-	-	-	-
Dec 1	.25-.30	-	.30-.35	-	-
3	.25-.30	-	.30-.35	-	.36-.38
8	.25-.30	-	.30-.35	-	.36-.38
10	.25-.30	-	.30-.35	-	.36-.38
15	.25-.30	-	.30-.35	-	.35-.38
17	.25-.30	-	.30-.36	-	.35-.40
22	.25-.30	-	.30-.36	-	.36-.40
29	.25-.30	-	.30-.36	-	.38-.40
31	.25-.30	-	-	-	-
Jan 5	.25-.30	-	.30-.36	-	.35-.39
7	.25-.30	-	.30-.38	-	.38-.40

## MARKETING TEXAS PECANS

**PRODUCTION:** The 1987 Texas pecan crop was estimated at 42 million pounds by the Texas Agricultural Statistics Service. This compared to a 40 million pound crop in 1986 and 78 million pounds in 1985. The 1987 crop was approximately 52% improved varieties (22 million pounds) and 48% natives (20 million pounds). This compared to 67% improved and 33% natives in 1986.

**GROWING CONDITIONS:** Weather conditions were extremely variable in 1987. First bud break was evident in southern and eastern areas in mid to late March and was mostly complete in all areas by mid to late April. A hard freeze in March damaged early budding trees with losses ranging from light to heavy. Overall nut set was fairly good across much of the state except in scattered areas. Crop prospects decreased during the summer as hot, dry conditions and insect damage contributed to a moderate to heavy drop in some orchards. Dry fall conditions caused delayed shuck split. Crop maturity was several weeks later than in 1986.

**HARVEST:** South Texas has the distinction of having the first new crop improved pecans each year. In 1987, first harvest started in this area about mid-September. These improved varieties were harvested at high moisture levels and many had to be dehulled and dried before moving into the premium priced early gift pack and fundraising channels. Some shuck split was evident on early maturing varieties about mid-September in Central and East Texas but harvest generally was several weeks later than normal across much of the state. Maturity of many Texas crops was not normal in 1987 and many people attributed this to the abnormal weather patterns throughout the growing season. Pecans in many sections remained green longer than usual and this was apparently caused by dry and warm weather. The first cool and wet weather needed to enhance nut drop did not move across the state until November 10. Due to poor market prices many native groves were harvested only once and this delayed movement into buying channels. By late December most pecans had been harvested.

**QUALITY:** Due to the diverse growing conditions across Texas, pecan quality was in a full range of poor to good in 1987. Best quality was generally realized from irrigated and well managed groves.

**MARKETING:** The first Texas Pecan Market News Report was released on October 20, 1987 and the final report on January 28, 1988. Prices for all pecans were lower than those received in 1986. Native pecans in lots less than 1,000 pounds ranged in price from 25 to 35 cents per pound and lots of 1,000 pounds to 10,000 pounds including some trucklots brought from 30 to 48 cents per pound. Improved varieties in less than 1,000 pound lots brought from 40 to 90 cents per pound depending on variety, meat color, appearance, unit count and yield. Fair quality improved sold generally from 30 to 50 cents and in some instances had a hard time finding willing buyers. Lots of improved varieties sold in a range of 50 to 1.10 per pound for 1,000 to 10,000 pound lots with best prices realized for the holiday inshell and gift pack trade. Shellers and end users in 1987 were selective and sporadic in buying inventories for their needs. Losses associated with the record high priced crops of 1986 and large competing supplies of other nut meats in 1987 kept major buyers from accumulating inventories early in the marketing season. Fair to poor quality pecans were not in demand and had difficulty finding a buyer in 1987. The value of the 1987 Texas crop was estimated at \$24,600,000.00 by the Texas Agricultural Statistics Service.

Gary Miller, Local Representative, Austin, Texas

## PRICES PAID TO GROWERS DELIVERED TO DOOR OF BUYER

Date	Natives		Improved Varieties		
	Lots less than 1,000 lbs	Lots in excess of 1,000 lbs	(Lots less than 1,000 lbs) Fair Quality	(Lots less than 1,000 lbs) Good Quality	(Lots in excess of 1,000 lbs) Good Quality
<b>1987</b>					
Oct 20	.25	-	.35-.45	.60-.90	-
22	.25	-	.35-.45	.60-.90	-
27	.25	.30-.31	.30-.45	.50-.75	.70-.90
29	.25-.30	.30-.31	.30-.50	.50-.75	.75-.95
Nov 3	.25-.30	.30-.33	.30-.50	.50-.75	.75-.95
5	.25-.30	.30-.33	.30-.50	.50-.75	.75-1.10
10	.25-.30	.30-.35	.30-.50	.50-.75	.75-1.10
17	.30-.35	.32-.38	.30-.35	.40-.75	.75-1.00
19	.30-.35	.33-.38	.30-.35	.40-.70	.75-.95
24	.28-.30	.30-.36	.30-.40	-	.65-.85
Dec 1	.28-.32	.33-.38	.30-.40	.40-.60	.60-.85
3	.28-.32	.33-.38	.30-.40	.40-.60	.55-.80
8	.30	.33-.38	.30-.40	.40-.50	.55-.60
10	.30	.32-.40	.30-.40	-	.55-.75
15	.30-.33	.33-.40	.30	-	.55-.75
17	.30-.35	.35-.42	.30-.35	-	.50-.58
22	.30-.35	.35-.42	.30-.35	-	-
29	.30-.35	.36-.44	.30-.35	-	.40-.60
31	.30-.35	.36-.46	.30-.35	-	-
<b>1988</b>					
Jan 5	.30-.35	.36-.48	.30-.35	-	-
14	.30-.35	.35-.43	.30-.35	-	-
21	.30-.35	.36-.48	-	-	-
28	.30-.35	-	-	-	-

### MARKETING OKLAHOMA PECANS

**PRODUCTION-HARVEST:** Total production of the 1987-88 Oklahoma pecan crop was estimated at 12 million pounds by the Oklahoma Crop and Livestock Reporting Service. Native and seedling production was placed at 11 million pounds while total harvest of improved varieties were estimated at only one million pounds. The harvest was 3 million pounds under that of the previous year but 2 million pounds over that of the 1985 crop. A market that was well under that of recent years may have played a key role in the light harvest.

Once again harvest activities did not get well underway until mid-November in Oklahoma. Favorable weather during the first few weeks enabled producers to harvest the light crop rapidly. By the end of December all but light clean-up type harvesting was completed. Quality and meat yields were above average this year and insect damage was generally light.

**MARKETING:** Virtually all pecans sold in the state traded according to grade (percentage meat yield) this year. Small lots, less than 1,000 pounds opened the season at 25-33 cents, gained five to seven cents by mid-December and closed at that level. Lots over 5,000 pounds usually truckload sales, opened 35-40 cents and closed about ten cents higher at 45-49 cents per pound.

The value of the 1987-88 seedling crop was placed at \$4,180,000. Improved varieties, at only \$793,000 for the year, continue to move mostly to the gift-pack and specialty store trades within the state. Accumulators showed little interest in these varieties this year. The total value of the 1987-88 pecan crop for Oklahoma was placed at \$4,973,000.

Jack Carson, Local Representative, Oklahoma City, Oklahoma

#### PRICES PAID TO GROWERS DELIVERED TO DOOR OF BUYER

Date	Natives		
	(Lots less than 1,000 lbs)	(Lots of 1,000-5,000 lbs)	(Lots in excess of 5,000 lbs)
<b>1987</b>			
Nov 12	.25-.33	.30-.35	-
17	.28-.32	.30-.35	.35-.40
Dec 8	.30-.35	.33-.36	.38-.42
17	.30-.35	.33-.36	.38-.42
22	.32-.36	.35-.38	.38-.43
29	.32-.36	.35-.38	.38-.48
<b>1988</b>			
Jan 5	.32-.36	.35-.38	.38-.48
12	.32-.36	.35-.38	.38-.48
19	.32-.36	.35-.38	.45-.49

**WHOLESALE TERMINAL MARKET PRICES FOR PECANS AND OTHER TREE NUTS**

Prices in the following tables represent sales by primary receivers in less than trucklot quantities on the most active trading day of the week. Prices per pound inshell, unless otherwise stated.

DATE	PECANS - GEORGIA NATURAL-EXTRA LARGE	WALNUTS - CALIFORNIA JUMBO	ALMONDS - CALIFORNIA	FILBERTS - OREGON
<b>ATLANTA</b>				
Nov 2	.95	.86-.89	.78-.80	.88-.90
9	.85-.90	.86-.89	.78-.80	.88-.90
16	.85	.86-.89	.78-.80	.88-.90
23	.85	.86-.89	.78-.80	.88-.90
30	.75-.80	.86-.89	.78-.80	.88-.90
Dec 7	.75-.80	.86-.89	.78-.80	.88-.90
14	.75-.80	.86-.89	.78-.80	.88-.90
21	No Report			
28	.75-.80	.86-.89	.78-.80	.88-.90
Jan 4	.75-.80	.86-.89	.78-.80	.88-.90
11	.75	-	-	-
19	-	-	-	-
<b>BALTIMORE</b>				
Nov 2	1.20	.96	1.10	.96
9	No Report			
16	No Report			
23	1.20	.96	1.10	.94
30	1.20	.96	.96	.96
Dec 7	1.10	.94-.96	.94-.96	.94-.96
14	1.10	.94-.96	.94-.96	.94-.96
21	1.10	.94-.96	.94-.96	.94-.96
28	1.00	-	-	-
<b>BOSTON</b>				
Nov 2	1.20	.88-.90	.80-.85	.85-.90
9	1.20	.88-.90	.80-.85	.85-.90
16	1.20	.88-.90	.80-.85	.85-.90
23	1.20	.88-.90	.80-.85	.85-.90
30	1.20	.88-.90	.80-.85	.85-.90
Dec 7	1.20	.88-.90	.80-.85	.85-.90
14	1.20	.88-.90	.80-.85	.85-.90
21	1.20	.88-.90	.80-.85	.85-.90
28	1.20	.88-.90	.80-.85	.85-.90
Jan 4	1.20	.88-.90	.80-.85	.85-.90

## WHOLESALE TERMINAL MARKET PRICES FOR PECANS AND OTHER TREE NUTS (Continued)

DATE	PECANS - GEORGIA NATURAL-EXTRA LARGE	WALNUTS - CALIFORNIA JUMBO	ALMONDS - CALIFORNIA	FILBERTS - OREGON
<b>CHICAGO</b>				
Nov 2	1.38-1.40	.84-.92	.82-.89	.85-.89
9	1.38-1.40	.84-.92	.82-.89	.85-.89
16	1.35-1.40	.84-.92	.80-.86	.85-.89
23	1.25-1.35	.84-.92	.80-.84	.85-.89
30	1.25-1.35	.84-.92	.80-.84	.87-.92
Dec 7	1.25-1.35	.84-.92	.80-.84	.87-.92
14	1.03-1.10	.84	.80-.84	.87-.92
21	.84-1.05	.84	.78-.84	.87-.92
28	.84-1.05	.84	.78-.84	.87-.92
Jan 4	.84-1.05	.84	.78-.84	.87-.92
<b>CINCINNATI</b>				
Nov 2	-	.89-.90	.78	.90
9	1.10	.88-.92	.90-.92	.88-.92
16	1.10	.88-.92	.90-.92	.88-.92
23	1.10	.88-.92	.90-.92	.88-.92
30	1.05-1.10	.88-.92	.90-.92	.88-.92
Dec 7	1.00	.88-.92	.90-.92	.88-.92
14	1.00	.88-.92	.84-.90	.88-.92
21	.80-.90	.88-.92	.78-.84	.88-.92
28	.80-.90	.88	.78-.84	.88-.90
Jan 4	.70-.90	.88	.78-.84	.88-.90
11	.70-.80	.88	.78-.84	.88-.90
19	.70	.88	.78-.84	.88-.90
<b>DALLAS</b>				
Nov 2	1.25-1.45	.88	.87	.88
9	1.25-1.45	.88	.75-.87	.88
16	1.10-1.45	.88	.75-.87	.88
23	1.10-1.45	.88	.75-.87	.88
30	1.10-1.45	.88	.75-.87	.88
Dec 7	.85-1.10	.88	.78-.87	.88
14	.85-1.10	.88	.78-.87	.88
21	.85-1.10	.88	.78-.87	.88
28	.85-1.10	.88	.78-.87	.88
Jan 4	.85-1.10	.88	.78-.87	.88
11	.85-1.10	.88	.78-.87	.88
19	.85-1.10	.88	.78-.87	.88

## WHOLESALE TERMINAL MARKET PRICES FOR PECANS AND OTHER TREE NUTS (Continued)

DATE	PECANS - GEORGIA NATURAL-EXTRA LARGE	WALNUTS - CALIFORNIA JUMBO	ALMONDS - CALIFORNIA	FILBERTS - OREGON
<b>DETROIT</b>				
Nov 9	1.10-1.12	.80-.84	.72-.76	.88-.90
16	No Report			
23	No Report			
30	1.20-1.30	.84	.76-.80	.90-.94
Dec 7	No Report			
14	1.20-1.30	.84	.76-.80	.90-.94
21	No Report			
28	1.20-1.30	.84	-	.90-.94
<b>LOS ANGELES</b>				
Nov 9	1.03-1.06	.77-.78	.66	.76-.78
16	1.03-1.06	.76-.77	.62-.66	.76-.79
23	1.03-1.06	.76-.77	.62-.66	.76-.79
30	1.03-1.06	.76-.77	.62-.66	.76-.79
Dec 7	No Report			
14	No Report			
21	1.03	.74-.77	.62-.66	.72-.76
28	1.03	.74-.77	.62-.66	.72-.76
Jan 4	1.03	.74-.76	.60-.62	.72-.76
<b>NEW ORLEANS</b>				
Nov 2	-	1.07	-	-
9	.90-1.00	1.03-1.07	-	-
16	-	1.03-1.07	-	-
23	.80	1.03-1.07	-	-
30	1.00	1.01-1.03	-	-
Dec 7	.80-1.00	1.01-1.03	-	-
14	.90-1.10	1.01-1.03	-	-
21	.90-1.10	1.00-1.02	-	-
28	.90-1.10	1.00-1.01	-	-



## WHOLESALE TERMINAL MARKET PRICES FOR PECANS AND OTHER TREE NUTS (Continued)

DATE	PECANS - GEORGIA NATURAL-EXTRA LARGE	WALNUTS - CALIFORNIA JUMBO	ALMONDS - CALIFORNIA	FILBERTS - OREGON
NEW YORK CITY				
Nov 2	1.04-1.10	.93-1.00	.80-.90	-
9	No Report			
16	1.00-1.10	.93- .95	.80	1.02
23	1.00	.93- .95	.80	1.02
30	1.00	.93- .95	.80	1.02
Dec 7	1.00-1.10	.93- .95	.85	1.02
14	.80-1.10	.81- .90	.95-1.00	1.02
21	.80-1.10	.81- .90	.80-1.00	1.02
28	.80-1.10	.81- .90	.80-1.00	1.02
Jan 4	.80-1.10	.85- .90	.78-1.00	1.00
11	.80-1.10	.85- .90	.80	1.00
19	.80-1.10	.85- .90	.80	1.00
PHILADELPHIA				
Nov 2	1.69	.96-1.06	.90-1.04	1.00-1.06
9	1.50	.96-1.06	.90-1.04	1.00-1.06
16	1.50	.96-1.06	.90-1.04	1.00-1.06
23	1.50	.96-1.06	.90-1.04	1.00-1.06
30	1.50	.96-1.06	.90-1.04	1.00-1.06
Dec 7	1.00-1.10	.92- .99	.90- .96	.94-1.00
14	1.00-1.10	.92- .99	.90- .96	.94-1.00
21	1.00-1.10	.92- .99	.90- .96	.94-1.00
28	.92- .96	-	-	-
PITTSBURGH*				
Nov 9	1.20	.90	.80	.90
16	1.20	.90	.95	.90
23	1.20	.90	.80	.90
30	1.20	.90	.80	.90
Dec 7	1.20	.90	.95	.90
14	1.20	.90	.95	.90
21	1.20	.90	.80	.90
28	1.20	.90	.80	.90

\*Prices on pecans are for Alabama

## WHOLESALE TERMINAL MARKET PRICES FOR PECANS AND OTHER TREE NUTS (Continued)

DATE	PECANS - GEORGIA NATURAL-EXTRA LARGE	WALNUTS - CALIFORNIA JUMBO	ALMONDS - CALIFORNIA	FILBERTS - OREGON
<b>SAN FRANCISCO</b>				
Nov 2	-	-	-	-
9	-	-	-	-
16	1.23-1.26	.80-.92	.79-.88	.87-.88
23	1.23-1.26	.80-.92	.79-.88	.87-.88
30	1.23-1.26	.80-.92	.79-.88	.87-.88
Dec 7	No Report†			
14	1.23-1.26	.80-.92	.79-.88	.87-.88
21	1.26	.80-.84	.80	.92
28	No Report†			
Jan 4	No Report†			
11	1.26	.80-.84	.80	.92
<b>ST. LOUIS</b>				
Nov 2	-	.86-.92	.82-.92	.92
9	No Report†			
16	.90-.93	.86-.95	.78-.82	.92
23	.90-.94	.86-.95	.78-.82	.90-.92
30	.90-.92	.86-.95	.76-.82	.90-.92
Dec 7	.88-.92	.86-.95	.74-.82	.90-.92
14	.88-.92	.86-.95	.74-.82	.90-.92
21	.88-.92	.86-.95	.74-.82	.90-.92
Jan 6	-	-	-	-

**EXPORT OF PECANS FROM THE UNITED STATES BY COUNTRY OF DESTINATION  
BY CROP YEAR AUGUST-JULY 1984-1987, IN POUNDS**

COUNTRY OF DESTINATION	1984	1985	1986	1987*
<b>INSHELL</b>				
<b>NORTH AMERICA</b>				
Canada	513,673	612,879	372,577	299,826
Mexico	187,391	156,527	114,639	363,759
<b>CENTRAL AMERICA</b>				
Honduras	2,205	-	-	4,409
Guatemala	4,409	-	-	-
Panama	2,205	2,205	-	-
<b>CARIBBEAN</b>				
Bermuda	-	2,205	-	-
Bahamas	15,432	-	-	4,409
<b>EUROPE</b>				
Sweden	26,455	26,455	28,660	17,637
Norway	2,205	-	-	4,409
Finland	8,818	2,205	28,660	8,818
Denmark	33,069	24,251	-	-
United Kingdom	429,897	518,081	313,053	165,345
Netherlands	374,782	81,570	127,867	251,324
Belgium-Luxembourg	11,023	6,614	13,228	4,409
France	-	-	19,841	8,818
Germany Fed. Rep. of	350,531	310,849	176,368	299,826
Switzerland	-	37,478	136,685	90,389
Spain	-	-	-	220,460
Italy	22,046	-	63,933	218,255
<b>ASIA</b>				
Israel	-	-	-	22,046
Kuwait	-	-	-	11,023
Jordan	-	4,409	-	-
Indonesia	2,205	4,409	-	-
Saudi Arabia	13,228	-	13,228	-
Singapore	4,409	-	2,205	-
Hong Kong	2,205	4,409	13,228	41,887
Japan	11,023	6,614	132,276	52,910
India	11,023	-	-	-
<b>AFRICA</b>				
Rep. South Africa	-	2,205	2,205	2,205
<b>TOTAL WORLD</b>	<b>2,028,234</b>	<b>1,803,365</b>	<b>1,558,653</b>	<b>2,092,164</b>

**EXPORT OF PECANS FROM THE UNITED STATES BY COUNTRY OF DESTINATION  
BY CROP YEAR AUGUST-JULY 1984-1987, IN POUNDS**

COUNTRY OF DESTINATION	1984	1985	1986	1987*
<b>SHELLED</b>				
<b>NORTH AMERICA</b>				
Canada	676,812	897,272	1,342,601	1,137,574
Mexico	44,092	61,729	92,593	421,079
<b>CENTRAL AMERICA</b>				
Panama	6,614	-	4,409	2,205
Costa Rica	-	4,409	-	-
<b>CARIBBEAN</b>				
Bahamas	2,205	2,205	-	-
Bermuda	2,205	-	2,205	2,205
<b>EUROPE</b>				
Ireland	4,409	-	-	-
Norway	24,251	13,228	35,274	-
Sweden	108,025	17,637	41,887	123,458
Finland	6,614	2,205	13,228	-
Denmark	37,478	48,501	30,864	24,251
United Kingdom	22,046	112,435	154,322	293,212
Netherlands	15,432	6,614	41,887	392,419
Belgium-Luxembourg	-	70,547	174,163	39,683
Germany Fed. Rep. of	158,731	90,389	260,143	97,002
Switzerland	83,775	74,956	2,205	63,933
France	24,251	2,205	-	28,660
<b>ASIA</b>				
Lebanon	4,409	-	-	-
Saudi Arabia	-	-	-	8,818
Singapore	-	2,205	-	-
Bahrain	-	-	-	2,205
Hong Kong	-	-	-	6,614
Indonesia	-	-	-	2,205
Japan	99,207	19,841	30,864	198,414
Taiwan	-	-	-	6,614
Korea Rep. of	2,205	-	6,614	2,205
<b>AUSTRALIA &amp; OCEANIA</b>				
Australia	-	-	15,432	46,297
New Zealand	-	-	-	8,818
<b>TOTAL WORLD</b>	1,322,761	1,426,378	2,248,691	2,907,871

**IMPORT OF PECANS INTO THE UNITED STATES BY COUNTRY OF ORIGIN  
BY CROP YEAR AUGUST-JULY 1984-1987, IN POUNDS**

COUNTRY OF ORIGIN	1984	1985	1986	1987
<b>INSHELL</b>				
NORTH AMERICA				
Mexico	-	23,787,634	18,556,118	19,883,287
SOUTH AMERICA				
Brazil	15,432	-	-	-
Peru	-	-	-	-
ASIA				
Israel	-	-	-	8,818
AUSTRALIA & OCEANIA				
Australia	-	-	222,665	-
<b>TOTAL WORLD</b>	<b>15,432</b>	<b>23,787,634</b>	<b>18,778,783</b>	<b>19,892,105</b>

<b>SHELLED</b>				
NORTH AMERICA				
Canada	2,205	46,297	33,069	59,524
Mexico	200,619	831,134	1,415,353	2,874,798
AUSTRALIA & OCEANIA				
Australia	1,651,245	1,353,624	94,798	-
New Zealand	-	-	6,614	2,205
AFRICA				
Rep. South Africa	-	-	44,092	-
<b>TOTAL WORLD</b>	<b>1,854,069</b>	<b>2,231,055</b>	<b>1,593,926</b>	<b>2,936,527</b>

\* 1987 data is preliminary, subject to revision.

Source: USDA, Foreign Agricultural Service