

Buyers and Custom Shellers in the Western Pecan-Growing Region

Cooperative Extension Service
College of Agriculture and
Home Economics



Guide H-630

Esteban Herrera, Extension Horticulturist

This publication is scheduled to be updated and reissued 2/07.

There were 13 commercial pecan buyers and 9 custom shellers in the Western pecan-growing region as of July 2001 (tables 1 and 2). The Western region includes West Texas, New Mexico, Arizona, and California. In 1999, about 113 million pounds of pecans were produced in the region. Most commercial shellers who traditionally buy from big pecan lots in the region are not involved in custom shelling pecans. However, the number of cracking/shelling operations (table 2) in the area has been increasing to serve small farmers.

Most pecan buyers have similar standards for buying pecans. They prefer to buy pecans that have about 55 percent kernel (meat). Prices improve when pecans yield more than 55 percent meat and decrease when they drop below that mark. Kernels should have the distinctive bright golden color characteristic of the region. However, approximately 4 percent amber color and 4 percent light color usually are acceptable and don't incur a price penalty. Prices drop when there is a larger percentage of off-color kernels.

Some buyers require a nut size of 70 to 75 nuts per pound. They discount the price if the nuts are smaller. Most buyers give more attention to kernel percentage and good golden color than to nut size, which is usually acceptable for 'Western' and 'Wichita', the varieties most often planted in the region.

Kernel moisture also is measured. The accepted standard is about 5 percent, with price penalties usually occurring above 5 percent.

Other characteristics that can affect price include factors related to the nuts' edibility. No

credit is given for inedibles. Pregerminated and shell-split nuts occur mainly in 'Wichita' nuts, but their occurrence varies from year to year. Embryo rot and poorly filled kernels also can occur in pecans. Nuts affected with any of these problems usually are eliminated, bringing kernel percent down and affecting the net return pecan growers receive. Stink bug damage (black spots in kernels) also affects the final grading. When only one spot is present, most pecan buyers eliminate the area on the nut where it occurs. Final kernel percentage also will be affected.

Pecan buyers (shellers) usually take four samples from a truckload (one sample per 10,000 pounds). Each sample is graded for color, kernel percentage, and inedible nut percentage. A four-sample average is calculated before the final grade is given to a sampled lot. The New Mexico Department of Agriculture (NMDA) has offered a pecan grading service to growers. This service has proven valuable when there is a disagreement in the final grades obtained by farmers and buyers.

Table 1. Pecan buyers in the Western pecan-growing region (2001).

ARNOLD BROTHERS** Gary Arnold P.O. Box 450 Fairacres, NM 88033 505-526-6165	HARRELL PECAN*** Marty Harrell and Lewis Williams 275 Industrial Bld. Camilla, GA 31730 1-800-526-8770 912-336-7282 Fax: 912-336-1177	JOHN B. SANFILIPPO & SON INC*** Everardo "Lalo" Soria 2299 Busse Rd. Elk Grove Village, IL 60007 1-800-423-6546 Fax: 847-593-3085	STAHMANN FARMS*** Sally Rovirosa-Stahman Highway 28 P.O. Box 70 San Miguel, NM 88058 505-526-2453
ATKINSON FARMS*** Newell Atkinson 1117 Zuni El Paso, TX 79925 915-778-8738	SAN SABA PECAN** R.D. "Buddy" Adams 2803 West Wallace San Saba, TX 76877 1-800-638-2101 915-372-5727 Fax: 915-372-3571	Phil Azar P.O. Box 13440 El Paso, TX 79913 915-585-7976 Cell: 915-526-2777	YOUNG PECAN COMPANY*** Paul Koenig New Mexico and West Texas Las Cruces, NM 88001 505-526-7740
GLOVER FARMS** Johnny Glover P.O. Box 405 Tularosa, NM 88352 505-585-2489 Fax: 505-585-2817	Phillip Arnold 2301 S. Main St. Las Cruces, NM 88001 505-526-5745 Fax: 505-526-8061	Jeronimo Salazar Mexico Operations Torreon Coahuila, Mexico 011-52-17-27-12-23	Malcom Burdette Mexico 011-52-16-82-0662
GREEN VALLEY PECAN CO.*** Richard S. Walden P.O. Box 7 Sahuarita, AZ 85629 520-879-7429 Fax: 520-791-2853	Gustavo Batista Mexico Operations Calle 2A, PTE No. 1806 Cd. Delicias, Chihuahua, Mexico 011-52-147-44648 011-52-147-44647 Fax: 011-52-147-44645	THE NUT HOUSE** Drew Wilson, owner John Wilson, contact 419 E. Second Roswell, NM 88220 505-622-4300 505-622-4361	Ing. Francisco Javier Paniagua Ave. 14 Pte #305-A Cd. Delicias, Chih. Mexico 011-52-147-40101 011-52-147-40102 011-52-147-40657 011-52-147-40658 Fax: 011-52-147-40657 Cell: 011-52-147-50127
Steve Salopek New Mexico, West Texas, Chihuahua Las Cruces, NM 505-526-6800 Fax: 505-526-2671 Mobile: 505-644-0022	Adam Hajost 13709 N. Loop Clint, TX 79836 915-851-2003 915-533-0790 Fax: 915-581-0554	SEVEN RIVERS INC.** Gil Moutrey P.O. Box 1598 Carlsbad, NM 88220 505-457-2506	Ing. Francisco Javier Paniagua Ave. 14 Pte #305-A Cd. Delicias, Chih. Mexico 011-52-147-40101 011-52-147-40102 011-52-147-40657 011-52-147-40658 Fax: 011-52-147-40657 Cell: 011-52-147-50127
David Spillsbury Cd. Jimenez, Chihuahua, Mexico 011-52-154-22109 Fax: 011-52-154-21508 Cell: 011-52-169-50248	John Ortiz 11-A Leigh Fisher El Paso, TX 79906 1-800-726-2222 915-722-5871 Fax: 915-778-1732	SOUTHWEST NUT COMPANY*** Sam DiGregorio, Chris Spence, Jess Harrell 825 W. Main St. Fabens, TX 79836 915-764-4949 Fax: 915-764-5959	STAHMANN FARMS*** Sally Rovirosa-Stahman Highway 28 P.O. Box 70 San Miguel, NM 88058 505-526-2453
Jorge Noriega B. Mexico Operations Sonora, Mexico 011-52-62-13-2101 Cell: 011-52-62-58-0540		Cd. Juarez, Mexcio 011-52-16-82-14-48 011-52-16-82-25-34	

** small and large lots
***large lots only

Table 2. Custom shellers and crackers in the Western pecan-growing region (2001).

GARDENDALE PECAN*

Rick and Connie Eicher
P.O. Box 826
Gardendale, TX 79758
915-550-7609

ADAM HAJOST**

Adam Hajost
13709 N. Loop
Clint, TX 79836
915-851-2003
915-533-0790

**HAMILTON RANCHES
INC.****

James Hamilton
318881 Road 160
Visalia, CA 93292
559-730-8638

JOHN CLAYSHULTE JR.**

P.O. Box 113
Mesilla, NM 88046
505-523-0067
505-882-3505

LAGOMARSINO FARMS**

Fred and Frank Lagomarsino
P.O. Box 981
Tulare, CA 93275
559-688-6626
Fax: 559-688-3542

NUT CRACKER SUITE**

Sandra Portillo
P.O. Box 2628
Anthony, NM 88021
505-882-3505

**PECOS VALLEY PECANS,
CARC INC.***

Manny Jimenez
902 West Sherry Lane
Carlsbad, NM 88220
505-887-2585

THE NUT HOUSE**

Drew Wilson, owner
John Wilson, contact
419 E. Second
Roswell, NM 88220
505-622-4300
505-622-4361

ROADRUNNER PECANS**

David Salopek
1985 Salopek Road
Las Cruces, NM 88005
505-526-5949

*small lots only
**small and large lots
***large lots only

New Mexico State University is an equal opportunity/affirmative action employer and educator. NMSU and the U.S. Department of Agriculture cooperating.

Revised February 2002

Las Cruces, NM
5C