

# **PURCHASING GUIDELINES FOR BLACK WALNUTS – IMPROVED VARIETIES 2025**

These guidelines are intended to help buyers and sellers of nuts harvested from managed orchards of improved varieties of American eastern Black Walnut trees (*juglans nigra*). Value is based upon Quality and Yield. One year the high price paid was \$.95 per pound (\$.025 per each of 38.2% yield), although the average was a little less since most good nuts yield closer to 30%.

## **DELIVERY**

1. All nuts must be from **specific named varieties**, and should be separated by variety and orchard location. If varieties are commingled, larger testing samples may be needed to accurately measure average yield, and price may be less due to variation.
2. All nuts should be **delivered clean and dry**. Moisture of kernel sample must be no greater than 4.5% based upon either oven test or validated meter test. If nuts are delivered with greater moisture, an adjustment of 1% of the delivered weight will be deducted for each 1% moisture dried out of the sample in arriving at final delivered weight for payment. This adjustment is to compensate for the moisture that must be removed before processing. In order to hull and clean the nuts, buyer may provide that service and charge separately, or may lease the hulling machine to the seller.

## **SAMPLING**

Samples will be drawn from each variety, approximately 1 pound (25-30 nuts) per 1,000 pounds from different points within the load (in bags or bulk, maximum 10 samples). After mixing all samples together, two (2) samples of approximately 1 pound each will be taken for testing. Lots of less than 1,000 pounds may have only 1 sample tested, at buyer's discretion.

## **TESTING**

Each sample will be dried (if not already delivered dry) and hand-cracked using an appropriate cracker, then all nutmeats removed and separated into 3 grades:

- 1) Fancy – light brown to tan in color, full meated;
- 2) Choice – dark brown to nearly black, but full meated; or light with spots.
- 3) Reject – dark, shriveled, light weight material that will not produce finished nutmeats for sale.

The sample evaluation will report the percentage of total in-shell weight for each grade, which will be the basis for payment.

## **PAYMENT – More \$\$ for Better Nuts**

Price per pound of delivered nuts will be based upon the nutmeat grade and yield. Moisture will be considered in adjusting the purchase weight (not the price). If the buyer provides hulling or drying, a fee for that could be stated separately and deducted.

For example, the price for **good quality nuts** yielding 30% could be **\$.78 per pound**. Here's how: a quote of \$.026 per 1% yield of Fancy kernel, on a load testing 30% average hand-test yield, all fancy grade good quality, and if all nuts were cleaned with moisture 4.5%.

**If the nut quality is particularly desirable** (especially in flavor, aroma, color, and consistency) the quoted price could be higher, perhaps \$.028 per 1% yield or **\$.84 per pound** or more with higher yield. **Quality and Yield are the key factors determining nut value.**

For further information, contact Hammons Products Company – 417-276-5181