

California Walnut Board

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An Equal Opportunity Employer and Provider

MONTHLY MANAGEMENT REPORT
Friday, February 10, 2012
January Shipments

Inshell (1000 pounds)

	<u>2010/11 Marketing Year</u>		<u>2011/12 Marketing Year</u>	
		9/1/2010 to		9/1/2011 to
	<u>January 2011</u>	<u>1/31/2011</u>	<u>January 2012</u>	<u>1/31/2012</u>
Domestic	888	14,674	1,119	13,768
Export	<u>22,182</u>	<u>236,760</u>	<u>8,940</u>	<u>212,521</u>
Total	23,070	251,434	10,059	226,288

Shelled (1000 pounds)

	<u>2010/11 Marketing Year</u>		<u>2011/12 Marketing Year</u>	
		9/1/2010 to		9/1/2011 to
	<u>January 2011</u>	<u>1/31/2011</u>	<u>January 2012</u>	<u>1/31/2012</u>
Domestic	9,902	81,915	10,612	76,895
Export	<u>15,927</u>	<u>76,357</u>	<u>15,482</u>	<u>68,549</u>
Total	25,829	158,272	26,093	145,444

Inshell Equivalent Tonnage*

	<u>2010/11 Marketing Year</u>		<u>2011/12 Marketing Year</u>	
		9/1/2010 to		9/1/2011 to
	<u>January 2011</u>	<u>1/31/2011</u>	<u>January 2012</u>	<u>1/31/2012</u>
Domestic	11,722	100,634	12,564	93,869
Export	<u>29,231</u>	<u>205,347</u>	<u>21,983</u>	<u>183,804</u>
Total	40,953	305,981	34,547	277,673

Walnut receipts as reported by handlers as of January 31, 2012 = 442,109 tons

*2010/11 shellout rate 43.9 -- 2011/12 shellout rate 44.2

WALNUT SHIPMENTS BY COUNTRY OF DESTINATION - YEAR TO DATE
09/01/2011 - 01/31/2012

	<u>Inshell Pounds</u>			<u>Shelled Pounds</u>		
	<u>2010/11</u>	<u>2011/12</u>	<u>% Change vs. Prior Year</u>	<u>2010/11</u>	<u>2011/12</u>	<u>% Change vs. Prior Year</u>
North America						
USA	14,673,727	13,767,606	-6.18%	81,915,210	76,895,221	-6.13%
Canada	2,547,687	1,774,350	-30.35%	6,855,574	6,599,761	-3.73%
Mexico	109,192	325,128	197.76%	21,000	18,500	-11.90%
Sub-Total	17,330,606	15,867,084	-8.44%	88,791,784	83,513,482	-5.94%
Central & South America						
Brazil	440,920	523,692	18.77%	163,000	126,740	-22.25%
Chile	128,142	598,092	366.74%	0	0	0.00%
Ecuador	278,999	301,400	8.03%	462,100	413,650	-10.48%
Venezuela	572,412	1,129,289	97.29%	168,000	168,000	0.00%
Sub-Total	1,420,473	2,552,473	79.69%	793,100	708,390	-10.68%
Europe						
Austria	0	0	0.00%	593,600	294,000	-50.47%
France	308,460	88,184	-71.41%	253,800	0	-100.00%
Germany	17,527,133	11,679,303	-33.36%	12,922,527	10,443,622	-19.18%
Greece	154,322	0	-100.00%	370,675	79,000	-78.69%
Italy	33,792,591	27,067,914	-19.90%	1,941,675	1,169,959	-39.74%
Netherlands	4,807,619	2,702,288	-43.79%	2,415,740	1,463,880	-39.40%
Norway	0	0	0.00%	122,928	53,852	-56.19%
Portugal	207,875	0	-100.00%	42,000	0	-100.00%
Spain	20,052,863	18,543,267	-7.53%	6,689,689	7,909,891	18.24%
Sweden	159,082	180,796	13.65%	661,481	624,258	-5.63%
Switzerland	63,933	97,223	52.07%	336,000	357,780	6.48%
U.K.	266,757	352,736	32.23%	2,087,183	2,188,682	4.86%
Sub-Total	77,340,635	60,711,711	-21.50%	28,437,298	24,584,924	-13.55%
Middle East/Africa						
Algeria	397,746	132,274	-66.74%	168,000	336,000	100.00%
Egypt	603,742	723,910	19.90%	520,000	152,400	-70.69%
Israel	1,429,646	712,118	-50.19%	3,489,228	4,475,150	28.26%
Jordan	622,644	484,940	-22.12%	1,471,500	335,580	-77.19%
Lebanon	309,460	1,210,288	291.10%	99,000	61,650	-37.73%
Morocco	3,703,646	1,307,143	-64.71%	0	0	0.00%
Saudi Arabia	132,092	179,000	35.51%	293,460	335,734	14.41%
Turkey	46,828,146	45,851,142	-2.09%	325,220	129,600	-60.15%
U.A.E.	10,036,544	13,933,906	38.83%	1,843,136	961,307	-47.84%
Sub-Total	64,063,666	64,534,721	0.74%	8,209,544	6,787,421	-17.32%
Asia / Pacific Rim						
Australia	80,025	30,314	-62.12%	4,333,789	4,403,321	1.60%
China	32,805,391	26,945,248	-17.86%	4,140,401	1,349,250	-67.41%
Hong Kong	53,160,614	47,734,383	-10.21%	1,360,605	552,473	-59.40%
India	176,368	0	-100.00%	0	0	0.00%
Japan	0	87,100	0.00%	7,835,154	8,244,948	5.23%
Korea	853,711	776,623	-9.03%	9,690,585	11,466,646	18.33%
Malaysia	0	0	0.00%	338,829	397,500	17.32%
New Zealand	0	0	0.00%	345,815	370,575	7.16%
Philippines	22,500	0	-100.00%	158,685	113,820	-28.27%
Singapore	0	0	0.00%	272,516	194,716	-28.55%
Taiwan	1,488	46,351	3014.99%	2,789,902	2,143,010	-23.19%
Vietnam	3,200,750	5,549,557	73.38%	0	0	0.00%
Sub-Total	90,300,847	81,169,576	-10.11%	31,266,281	29,236,259	-6.49%
Other	977,596	1,452,767	48.61%	774,077	613,412	-20.76%
GRAND TOTAL	251,433,823	226,288,332	-10.00%	158,272,084	145,443,888	-8.11%
Domestic Total	14,673,727	13,767,606	-6.18%	81,915,210	76,895,221	-6.13%
Export Total	236,760,096	212,520,726	-10.24%	76,356,874	68,548,667	-10.23%

WALNUT SHIPMENTS BY COUNTRY OF DESTINATION
January 2011 / January 2012

	<u>Inshell Pounds</u>			<u>Shelled Pounds</u>		
	<u>Jan 2011</u>	<u>Jan 2012</u>	<u>% Change vs. Prior Year</u>	<u>Jan 2011</u>	<u>Jan 2012</u>	<u>% Change vs. Prior Year</u>
North America						
USA	887,926	1,119,049	26.03%	9,901,985	10,611,647	7.17%
Canada	92,600	14,000	-84.88%	1,050,146	1,162,826	10.73%
Mexico	-44,000	0	-100.00%	0	12,500	0.00%
Sub-Total	936,526	1,133,049	20.98%	10,952,131	11,786,973	7.62%
Central & South America						
Brazil	0	0	0.00%	0	0	0.00%
Chile	0	132,092	0.00%	0	0	0.00%
Ecuador	0	0	0.00%	0	57,000	0.00%
Venezuela	0	0	0.00%	0	0	0.00%
Sub-Total	0	132,092	0.00%	0	57,000	0.00%
Europe						
Austria	0	0	0.00%	167,400	30,000	-82.08%
France	44,000	0	-100.00%	42,000	0	-100.00%
Germany	217,153	10,800	-95.03%	2,413,907	2,406,388	-0.31%
Greece	0	0	0.00%	127,000	37,000	-70.87%
Italy	597,264	132,320	-77.85%	537,666	201,340	-62.55%
Netherlands	529,104	0	-100.00%	483,898	442,608	-8.53%
Norway	0	0	0.00%	0	0	0.00%
Portugal	0	0	0.00%	0	0	0.00%
Spain	925,967	968,283	4.57%	1,127,888	980,966	-13.03%
Sweden	0	22,000	0.00%	106,605	108,542	1.82%
Switzerland	0	0	0.00%	210,000	0	-100.00%
U.K.	0	0	0.00%	572,510	167,988	-70.66%
Sub-Total	2,313,488	1,133,403	-51.01%	5,788,874	4,374,832	-24.43%
Middle East/Africa						
Algeria	0	0	0.00%	84,000	168,000	100.00%
Egypt	507,058	459,450	-9.39%	149,227	46,400	-68.91%
Israel	108,907	220,184	102.18%	893,250	1,171,750	31.18%
Jordan	88,184	0	-100.00%	336,500	126,000	-62.56%
Lebanon	0	197,920	0.00%	48,500	0	-100.00%
Morocco	834,257	352,736	-57.72%	0	0	0.00%
Saudi Arabia	0	0	0.00%	41,580	83,578	101.01%
Turkey	9,041,711	2,225,061	-75.39%	0	83,600	0.00%
U.A.E.	1,299,636	265,460	-79.57%	293,514	161,196	-45.08%
Sub-Total	11,879,753	3,720,811	-68.68%	1,846,571	1,840,524	-0.33%
Asia / Pacific Rim						
Australia	0	0	0.00%	874,398	999,410	14.30%
China	5,630,672	2,199,705	-60.93%	889,000	376,150	-57.69%
Hong Kong	2,089,224	1,167,796	-44.10%	306,240	114,500	-62.61%
India	0	0	0.00%	0	0	0.00%
Japan	0	87,100	0.00%	2,377,647	2,560,194	7.68%
Korea	0	0	0.00%	1,985,956	3,273,336	64.82%
Malaysia	0	0	0.00%	50,850	27,500	-45.92%
New Zealand	0	0	0.00%	104,020	97,550	-6.22%
Philippines	0	0	0.00%	22,500	0	-100.00%
Singapore	0	0	0.00%	44,000	26,750	-39.20%
Taiwan	0	0	0.00%	413,300	412,260	-0.25%
Vietnam	176,368	396,828	125.00%	0	0	0.00%
Sub-Total	7,896,264	3,851,429	-51.22%	7,067,911	7,887,650	11.60%
Other	44,000	88,184	100.42%	173,768	146,509	-15.69%
GRAND TOTAL	23,070,031	10,058,968	-56.40%	25,829,255	26,093,488	1.02%
Domestic Total	887,926	1,119,049	26.03%	9,901,985	10,611,647	7.17%
Export Total	22,182,105	8,939,919	-59.70%	15,927,270	15,481,841	-2.80%