

California Walnut Board

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An Equal Opportunity Employer and Provider

MONTHLY MANAGEMENT REPORT

Friday, July 13, 2012

June Shipments

Inshell (1000 pounds)

	<u>2010/11 Marketing Year</u>		<u>2011/12 Marketing Year</u>	
	9/1/2010 to	9/1/2011 to	9/1/2011 to	9/1/2011 to
	<u>June 2011</u>	<u>6/30/2011</u>	<u>June 2012</u>	<u>6/30/2012</u>
Domestic	180	17,306	75	16,649
Export	<u>1,008</u>	<u>263,355</u>	<u>614</u>	<u>226,210</u>
Total	1,188	280,661	689	242,859

Shelled (1000 pounds)

	<u>2010/11 Marketing Year</u>		<u>2011/12 Marketing Year</u>	
	9/1/2010 to	9/1/2011 to	9/1/2011 to	9/1/2011 to
	<u>June 2011</u>	<u>6/30/2011</u>	<u>June 2012</u>	<u>6/30/2012</u>
Domestic	12,064	142,347	10,833	132,447
Export	<u>8,664</u>	<u>139,127</u>	<u>7,961</u>	<u>117,986</u>
Total	20,729	281,475	18,794	250,433

Inshell Equivalent Tonnage*

	<u>2010/11 Marketing Year</u>		<u>2011/12 Marketing Year</u>	
	9/1/2010 to	9/1/2011 to	9/1/2011 to	9/1/2011 to
	<u>June 2011</u>	<u>6/30/2011</u>	<u>June 2012</u>	<u>6/30/2012</u>
Domestic	13,831	170,780	12,293	158,152
Export	<u>10,372</u>	<u>290,137</u>	<u>9,313</u>	<u>246,573</u>
Total	24,203	460,917	21,605	404,725

Walnut receipts as reported by handlers as of June 30, 2012 = 457,515 tons

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



ANNUAL FALL MEETING NOTICE

CALIFORNIA WALNUT BOARD / CALIFORNIA WALNUT COMMISSION

Marriott Hotel
11211 Point East Drive
Rancho Cordova, CA 95742
(916) 638-1100

SCHEDULE OF EVENTS

Thursday, September 13, 2012

California Walnut Board - Export Committee Meeting <i>Sacramento Room</i>	4:30 p.m.
Welcome Reception <i>Trellis</i>	5:30 p.m.
Dinner <i>Rancho Cordova Room</i>	7:00 p.m.

Friday, September 14, 2012

Continental Breakfast <i>Rancho Cordova Room</i>	8:00 a.m.
California Walnut Board / California Walnut Commission Meeting <i>San Francisco/Sacramento Ballroom</i>	10:00 a.m.
Luncheon <i>Room TBD</i>	12:30 p.m.

Registration Form Available at www.walnuts.org
Please call the California Walnut Board/California Walnut Commission
at (916) 932-7070 with any questions.

Meeting times and room assignments are tentative and subject to change.

All meetings will be held at the Marriott Hotel.

All industry members are invited to attend.

WALNUT SHIPMENTS BY COUNTRY OF DESTINATION - YEAR TO DATE
09/01/2011 - 06/30/2012

	<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	17,306,466	16,649,213	-3.80%	142,347,356	132,447,479	-6.95%
Canada	2,679,759	1,928,190	-28.05%	12,526,011	13,247,914	5.76%
Mexico	109,192	325,128	197.76%	73,000	51,000	-30.14%
Sub-Total	20,095,417	18,902,531	-5.94%	154,946,367	145,746,393	-5.94%
Central & South America						
Brazil	440,920	523,692	18.77%	292,900	126,740	-56.73%
Chile	128,142	1,132,912	784.11%	0	0	0.00%
Ecuador	268,999	301,400	12.05%	615,596	574,150	-6.73%
Venezuela	782,237	1,146,559	46.57%	168,000	168,000	0.00%
Sub-Total	1,620,298	3,104,563	91.60%	1,076,496	868,890	-19.29%
Europe						
Austria	0	0	0.00%	1,012,400	503,700	-50.25%
France	308,460	88,184	-71.41%	465,488	42,000	-90.98%
Germany	17,659,409	11,855,671	-32.86%	24,582,256	17,765,571	-27.73%
Greece	154,322	0	-100.00%	528,650	79,000	-85.06%
Italy	34,267,803	27,243,936	-20.50%	2,786,615	1,298,099	-53.42%
Netherlands	5,072,171	2,702,288	-46.72%	3,845,082	2,093,567	-45.55%
Norway	0	0	0.00%	279,538	177,852	-36.38%
Portugal	207,875	216,050	3.93%	126,020	126,000	-0.02%
Spain	20,889,641	18,186,201	-12.94%	11,078,365	11,860,441	7.06%
Sweden	159,082	180,796	13.65%	1,073,776	1,026,200	-4.43%
Switzerland	63,933	97,223	52.07%	714,000	525,849	-26.35%
U.K.	310,849	573,196	84.40%	4,512,551	2,978,932	-33.99%
Sub-Total	79,093,545	61,143,545	-22.69%	51,004,741	38,477,211	-24.56%
Middle East/Africa						
Algeria	441,838	132,274	-70.06%	688,016	579,348	-15.79%
Egypt	707,351	1,116,236	57.81%	556,960	194,134	-65.14%
Israel	1,449,646	712,118	-50.88%	7,131,434	5,968,428	-16.31%
Jordan	980,644	484,940	-50.55%	2,658,650	360,580	-86.44%
Lebanon	309,460	1,210,288	291.10%	99,000	61,650	-37.73%
Morocco	4,302,471	2,437,686	-43.34%	0	0	0.00%
Saudi Arabia	132,092	443,460	235.72%	501,780	468,614	-6.61%
Turkey	55,642,877	46,989,775	-15.55%	723,693	129,600	-82.09%
U.A.E.	12,111,303	13,974,842	15.39%	2,577,256	1,286,435	-50.09%
Sub-Total	76,077,682	67,501,619	-11.27%	14,936,789	9,048,789	-39.42%
Asia / Pacific Rim						
Australia	195,342	62,360	-68.08%	8,208,439	8,714,450	6.16%
China	38,769,784	32,289,373	-16.72%	6,834,541	3,015,200	-55.88%
Hong Kong	59,256,766	51,928,208	-12.37%	2,752,613	1,065,408	-61.29%
India	176,368	0	-100.00%	0	0	0.00%
Japan	0	87,100	0.00%	16,359,367	17,824,017	8.95%
Korea	853,711	776,623	-9.03%	17,625,326	19,333,188	9.69%
Malaysia	0	0	0.00%	480,146	496,925	3.49%
New Zealand	0	0	0.00%	712,505	751,175	5.43%
Philippines	22,500	0	-100.00%	325,325	281,665	-13.42%
Singapore	0	0	0.00%	550,798	558,455	1.39%
Taiwan	1,488	48,280	3144.62%	4,489,648	3,364,250	-25.07%
Vietnam	3,422,670	5,636,117	64.67%	0	0	0.00%
Sub-Total	102,698,629	90,828,061	-11.56%	58,338,708	55,404,733	-5.03%
Other	1,075,596	1,378,717	28.18%	1,171,707	887,405	-24.26%
GRAND TOTAL	280,661,167	242,859,036	-13.47%	281,474,808	250,433,421	-11.03%
Domestic Total	17,306,466	16,649,213	-3.80%	142,347,356	132,447,479	-6.95%
Export Total	263,354,701	226,209,823	-14.10%	139,127,452	117,985,942	-15.20%

WALNUT SHIPMENTS BY COUNTRY OF DESTINATION
June 2011 / June 2012

	<u>Inshell Pounds</u>			<u>Shelled Pounds</u>		
	<u>June 2011</u>	<u>June 2012</u>	<u>% Change vs. Prior Year</u>	<u>June 2011</u>	<u>June 2012</u>	<u>% Change vs. Prior Year</u>
North America						
USA	180,113	75,248	-58.22%	12,064,377	10,833,353	-10.20%
Canada	18,120	6,000	-66.89%	985,465	1,188,245	20.58%
Mexico	0	0	0.00%	0	0	0.00%
Sub-Total	198,233	81,248	-59.01%	13,049,842	12,021,598	-7.88%
Central & South America						
Brazil	0	0	0.00%	0	0	0.00%
Chile	0	0	0.00%	0	0	0.00%
Ecuador	0	0	0.00%	42,215	7,050	-83.30%
Venezuela	0	0	0.00%	0	0	0.00%
Sub-Total	0	0	0.00%	42,215	7,050	-83.30%
Europe						
Austria	0	0	0.00%	42,000	0	-100.00%
France	0	0	0.00%	126,000	0	-100.00%
Germany	0	0	0.00%	533,540	1,042,402	95.37%
Greece	0	0	0.00%	0	0	0.00%
Italy	0	-44,092	0.00%	190,500	0	-100.00%
Netherlands	0	0	0.00%	208,400	265,117	27.22%
Norway	0	0	0.00%	40,000	0	-100.00%
Portugal	0	0	0.00%	0	0	0.00%
Spain	88,184	0	-100.00%	711,400	728,540	2.41%
Sweden	0	0	0.00%	84,045	42,000	-50.03%
Switzerland	0	0	0.00%	42,000	69	-99.84%
U.K.	0	88,184	0.00%	365,980	42,000	-88.52%
Sub-Total	88,184	44,092	-50.00%	2,343,865	2,120,128	-9.55%
Middle East/Africa						
Algeria	0	0	0.00%	84,000	0	-100.00%
Egypt	20,000	0	-100.00%	0	0	0.00%
Israel	0	0	0.00%	375,078	330,350	-11.92%
Jordan	0	0	0.00%	819,650	0	-100.00%
Lebanon	0	0	0.00%	0	0	0.00%
Morocco	0	0	0.00%	0	0	0.00%
Saudi Arabia	0	0	0.00%	42,000	0	-100.00%
Turkey	435,409	-45,584	-110.47%	124,200	0	-100.00%
U.A.E.	211,150	0	-100.00%	185,460	22,994	-87.60%
Sub-Total	666,559	-45,584	-106.84%	1,630,388	353,344	-78.33%
Asia / Pacific Rim						
Australia	0	0	0.00%	797,303	852,843	6.97%
China	0	88,000	0.00%	336,500	63,000	-81.28%
Hong Kong	224,921	511,623	127.47%	114,870	162,000	41.03%
India	0	0	0.00%	0	0	0.00%
Japan	0	0	0.00%	480,355	1,507,259	213.78%
Korea	0	0	0.00%	1,608,008	1,379,408	-14.22%
Malaysia	0	0	0.00%	0	0	0.00%
New Zealand	0	0	0.00%	25,000	116,725	366.90%
Philippines	0	0	0.00%	20,820	12,925	-37.92%
Singapore	0	0	0.00%	26,460	0	-100.00%
Taiwan	0	0	0.00%	160,750	113,250	-29.55%
Vietnam	0	0	0.00%	0	0	0.00%
Sub-Total	224,921	599,623	166.59%	3,570,066	4,207,410	17.85%
Other	10,000	9,700	-3.00%	92,500	84,770	-8.36%
GRAND TOTAL	1,187,897	689,079	-41.99%	20,728,876	18,794,300	-9.33%
Domestic Total	180,113	75,248	-58.22%	12,064,377	10,833,353	-10.20%
Export Total	1,007,784	613,831	-39.09%	8,664,499	7,960,947	-8.12%