

**California Walnut Board**

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An Equal Opportunity Employer and Provider

**REVISED****MONTHLY MANAGEMENT REPORT**

Wednesday, October 3, 2018

**August Shipments****Inshell (1000 pounds)**

	<u>2016/17 Marketing Year</u>		<u>2017/18 Marketing Year</u>	
	<u>August 2017</u>	9/1/2016 to <u>8/31/2017</u>	<u>August 2018</u>	9/1/2017 to <u>8/31/2018</u>
Domestic	1,138	15,267	2,042	21,859
Export	<u>38</u>	<u>379,138</u>	<u>640</u>	<u>281,142</u>
<b>Total</b>	<b>1,175</b>	<b>394,405</b>	<b>2,682</b>	<b>303,001</b>

**Shelled (1000 pounds)**

	<u>2016/17 Marketing Year</u>		<u>2017/18 Marketing Year</u>	
	<u>August 2017</u>	9/1/2016 to <u>8/31/2017</u>	<u>August 2018</u>	9/1/2017 to <u>8/31/2018</u>
Domestic	16,900	189,626	14,751	176,236
Export	<u>6,529</u>	<u>246,952</u>	<u>8,240</u>	<u>236,787</u>
<b>Total</b>	<b>23,428</b>	<b>436,578</b>	<b>22,990</b>	<b>413,023</b>

**Inshell Equivalent Tonnage\***

	<u>2016/17 Marketing Year</u>		<u>2017/18 Marketing Year</u>	
	<u>August 2017</u>	9/1/2016 to <u>8/31/2017</u>	<u>August 2018</u>	9/1/2017 to <u>8/31/2018</u>
Domestic	19,730	222,629	17,745	210,744
Export	<u>7,421</u>	<u>469,560</u>	<u>9,662</u>	<u>409,037</u>
<b>Total</b>	<b>27,150</b>	<b>692,189</b>	<b>27,407</b>	<b>619,781</b>

Final walnut receipts for 2017/2018 crop as reported by handlers on the  
December 31, 2017 Crop Acquisition Report = 627,798 tons

\*2016/17 shellout rate 44.1 -- 2017/18 shellout rate 44.1

**WALNUT SHIPMENTS BY COUNTRY OF DESTINATION - YEAR TO DATE**  
**09/01/2017 - 08/31/2018**  
**REVISED**

	<u>Inshell Pounds</u>			<u>Shelled Pounds</u>		
	<u>2016/17</u>	<u>2017/18</u>	<u>% Change vs. Prior Year</u>	<u>2016/17</u>	<u>2017/18</u>	<u>% Change vs. Prior Year</u>
<b>North America</b>						
USA	15,266,751	21,858,691	43.18%	189,626,427	176,236,316	-7.06%
Canada	2,364,684	2,847,829	20.43%	16,204,800	17,500,636	8.00%
Mexico	313,644	88,184	-71.88%	159,420	188,850	18.46%
<b>Sub-Total</b>	<b>17,945,079</b>	<b>24,794,704</b>	<b>38.17%</b>	<b>205,990,647</b>	<b>193,925,802</b>	<b>-5.86%</b>
<b>Central &amp; South America</b>						
Chile	264,552	0	-100.00%	33,000	0	-100.00%
Ecuador	37,065	92,968	150.82%	104,100	114,000	9.51%
Venezuela	0	0	0.00%	0	0	0.00%
<b>Sub-Total</b>	<b>301,617</b>	<b>92,968</b>	<b>-69.18%</b>	<b>137,100</b>	<b>114,000</b>	<b>-16.85%</b>
<b>Europe</b>						
Austria	0	0	0.00%	1,191,450	1,060,775	-10.97%
Belgium	529,104	617,012	16.61%	1,098,960	2,226,000	102.56%
France	44,092	44,092	0.00%	721,500	561,420	-22.19%
Germany	14,369,314	11,895,920	-17.21%	49,135,519	53,649,620	9.19%
Greece	103,286	1,255,300	1115.36%	738,725	148,950	-79.84%
Italy	53,441,211	43,977,637	-17.71%	4,310,207	3,973,913	-7.80%
Netherlands	3,459,271	3,595,314	3.93%	7,642,508	10,167,904	33.04%
Norway	0	112,434	0.00%	462,757	862,403	86.36%
Spain	22,641,170	19,088,429	-15.69%	21,573,872	21,833,905	1.21%
Sweden	0	0	0.00%	1,606,691	1,333,613	-17.00%
Switzerland	0	0	0.00%	1,084,475	1,040,730	-4.03%
U.K.	234,852	1,310,205	457.89%	10,810,034	8,689,019	-19.62%
<b>Sub-Total</b>	<b>94,822,300</b>	<b>81,896,343</b>	<b>-13.63%</b>	<b>100,376,698</b>	<b>105,548,252</b>	<b>5.15%</b>
<b>Middle East/Africa</b>						
Algeria	1,500,968	2,487,740	65.74%	1,104,014	0	-100.00%
Egypt	706,856	1,243,822	75.97%	637,270	554,842	-12.93%
Iraq	750,383	0	-100.00%	1,142,331	0	-100.00%
Israel	1,539,727	590,606	-61.64%	11,080,416	9,300,140	-16.07%
Jordan	1,668,347	484,315	-70.97%	3,228,483	1,302,020	-59.67%
Kuwait	152,276	88,184	-42.09%	940,526	851,714	-9.44%
Lebanon	2,946,979	4,271,612	44.95%	0	0	0.00%
Morocco	6,171,615	6,662,111	7.95%	0	0	0.00%
Pakistan	2,720,376	3,050,001	12.12%	81,052	0	-100.00%
Saudi Arabia	1,412,496	529,490	-62.51%	5,073,454	1,270,707	-74.95%
Tunisia	644,404	2,291,407	255.59%	170,548	0	-100.00%
Turkey	120,011,634	80,311,536	-33.08%	1,556,144	1,124,866	-27.71%
U.A.E.	24,146,263	28,210,705	16.83%	8,191,101	3,863,876	-52.83%
<b>Sub-Total</b>	<b>164,372,324</b>	<b>130,221,529</b>	<b>-20.78%</b>	<b>33,205,339</b>	<b>18,268,165</b>	<b>-44.98%</b>
<b>Asia / Pacific Rim</b>						
Australia	66,046	30,267	-54.17%	9,465,255	9,735,552	2.86%
China	7,084,355	9,408,339	32.80%	4,722,130	3,574,940	-24.29%
Hong Kong	32,924,264	10,346,030	-68.58%	2,630,882	1,602,744	-39.08%
India	31,570,098	23,078,951	-26.90%	63,855	0	-100.00%
Japan	0	0	0.00%	34,797,359	40,122,230	15.30%
Korea	1,150,766	1,340,012	16.45%	27,860,057	26,555,493	-4.68%
Malaysia	0	0	0.00%	1,121,343	912,632	-18.61%
New Zealand	0	0	0.00%	1,713,691	1,191,171	-30.49%
Philippines	0	0	0.00%	374,000	424,000	13.37%
Singapore	0	88,184	0.00%	1,051,046	1,316,271	25.23%
Taiwan	259,472	358,254	38.07%	6,466,301	5,509,377	-14.80%
Thailand	353,101	0	-100.00%	2,486,492	539,588	-78.30%
Vietnam	41,262,996	18,332,047	-55.57%	664,400	124,655	-81.24%
<b>Sub-Total</b>	<b>114,671,098</b>	<b>62,982,084</b>	<b>-45.08%</b>	<b>93,416,811</b>	<b>91,608,653</b>	<b>-1.94%</b>
Other	2,292,202	3,013,470	31.47%	3,451,686	3,558,072	3.08%
<b>GRAND TOTAL</b>	<b>394,404,620</b>	<b>303,001,098</b>	<b>-23.18%</b>	<b>436,578,281</b>	<b>413,022,944</b>	<b>-5.40%</b>
<b>Domestic Total</b>	<b>15,266,751</b>	<b>21,858,691</b>	<b>43.18%</b>	<b>189,626,427</b>	<b>176,236,316</b>	<b>-7.06%</b>
<b>Export Total</b>	<b>379,137,869</b>	<b>281,142,407</b>	<b>-25.85%</b>	<b>246,951,854</b>	<b>236,786,628</b>	<b>-4.12%</b>

**WALNUT SHIPMENTS BY COUNTRY OF DESTINATION**

August 2017 / August 2018

REVISED

	<u>Inshell Pounds</u>			<u>Shelled Pounds</u>		
	<u>August 2017</u>	<u>August 2018</u>	<u>% Change vs. Prior Year</u>	<u>August 2017</u>	<u>August 2018</u>	<u>% Change vs. Prior Year</u>
<b>North America</b>						
USA	1,137,823	2,042,386	79.50%	16,899,676	14,750,574	-12.72%
Canada	22,950	28,200	22.88%	1,582,184	1,638,956	3.59%
Mexico	0	0	0.00%	11,010	22,000	99.82%
<b>Sub-Total</b>	<b>1,160,773</b>	<b>2,070,586</b>	<b>78.38%</b>	<b>18,492,870</b>	<b>16,411,530</b>	<b>-11.25%</b>
<b>Central &amp; South America</b>						
Chile	0	0	0.00%	0	0	0.00%
Ecuador	0	0	0.00%	3,500	0	-100.00%
Venezuela	0	0	0.00%	0	0	0.00%
<b>Sub-Total</b>	<b>0</b>	<b>0</b>	<b>0.00%</b>	<b>3,500</b>	<b>0</b>	<b>-100.00%</b>
<b>Europe</b>						
Austria	0	0	0.00%	38,450	42,000	9.23%
Belgium	0	0	0.00%	110,460	168,000	52.09%
France	0	0	0.00%	0	0	0.00%
Germany	0	0	0.00%	673,020	576,074	-14.40%
Greece	0	0	0.00%	0	0	0.00%
Italy	0	0	0.00%	0	0	0.00%
Netherlands	0	0	0.00%	350,525	208,000	-40.66%
Norway	0	0	0.00%	0	0	0.00%
Spain	14,700	88,000	498.64%	92,150	842,719	814.51%
Sweden	0	0	0.00%	42,030	84,000	99.86%
Switzerland	0	0	0.00%	0	42,000	0.00%
U.K.	0	0	0.00%	512,310	808,655	57.84%
<b>Sub-Total</b>	<b>14,700</b>	<b>88,000</b>	<b>498.64%</b>	<b>1,818,945</b>	<b>2,771,448</b>	<b>52.37%</b>
<b>Middle East/Africa</b>						
Algeria	0	130,420	0.00%	0	0	0.00%
Egypt	0	0	0.00%	0	0	0.00%
Iraq	0	0	0.00%	0	0	0.00%
Israel	0	0	0.00%	42,000	109,215	160.04%
Jordan	0	0	0.00%	0	0	0.00%
Kuwait	0	0	0.00%	42,108	0	-100.00%
Lebanon	0	0	0.00%	0	0	0.00%
Morocco	0	0	0.00%	0	0	0.00%
Pakistan	0	135,582	0.00%	0	0	0.00%
Saudi Arabia	0	0	0.00%	0	17,600	0.00%
Tunisia	0	0	0.00%	0	0	0.00%
Turkey	0	45,194	0.00%	225,150	0	-100.00%
U.A.E.	0	0	0.00%	0	271,576	0.00%
<b>Sub-Total</b>	<b>0</b>	<b>311,196</b>	<b>0.00%</b>	<b>309,258</b>	<b>398,391</b>	<b>28.82%</b>
<b>Asia / Pacific Rim</b>						
Australia	0	0	0.00%	519,025	745,878	43.71%
China	0	169,756	0.00%	105,625	101,310	-4.09%
Hong Kong	0	0	0.00%	139,744	81,490	-41.69%
India	0	0	0.00%	0	0	0.00%
Japan	0	0	0.00%	1,026,306	1,009,936	-1.60%
Korea	0	0	0.00%	660,682	840,855	27.27%
Malaysia	0	0	0.00%	72,296	46,825	-35.23%
New Zealand	0	0	0.00%	49,500	64,500	30.30%
Philippines	0	0	0.00%	0	67,000	0.00%
Singapore	0	0	0.00%	72,000	80,950	12.43%
Taiwan	0	0	0.00%	39,226	25,650	-34.61%
Thailand	0	0	0.00%	0	41,950	0.00%
Vietnam	0	0	0.00%	0	23,875	0.00%
<b>Sub-Total</b>	<b>0</b>	<b>169,756</b>	<b>0.00%</b>	<b>2,684,404</b>	<b>3,130,219</b>	<b>16.61%</b>
Other	0	42,611	0.00%	119,200	278,720	133.83%
<b>GRAND TOTAL</b>	<b>1,175,473</b>	<b>2,682,149</b>	<b>128.18%</b>	<b>23,428,177</b>	<b>22,990,308</b>	<b>-1.87%</b>
<b>Domestic Total</b>	<b>1,137,823</b>	<b>2,042,386</b>	<b>79.50%</b>	<b>16,899,676</b>	<b>14,750,574</b>	<b>-12.72%</b>
<b>Export Total</b>	<b>37,650</b>	<b>639,763</b>	<b>1599.24%</b>	<b>6,528,501</b>	<b>8,239,734</b>	<b>26.21%</b>