

California Walnut Board

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An Equal Opportunity Employer and Provider

MONTHLY MANAGEMENT REPORT

Thursday, June 7, 2018

May Shipments

Inshell (1000 pounds)

	<u>2016/17 Marketing Year</u>		<u>2017/18 Marketing Year</u>	
		9/1/2016 to		9/1/2017 to
	<u>May 2017</u>	<u>5/31/2017</u>	<u>May 2018</u>	<u>5/31/2018</u>
Domestic	207	12,560	104	19,003
Export	<u>1,071</u>	<u>378,051</u>	<u>2,030</u>	<u>275,870</u>
Total	1,278	390,611	2,134	294,873

Shelled (1000 pounds)

	<u>2016/17 Marketing Year</u>		<u>2017/18 Marketing Year</u>	
		9/1/2016 to		9/1/2017 to
	<u>May 2017</u>	<u>5/31/2017</u>	<u>May 2018</u>	<u>5/31/2018</u>
Domestic	14,816	144,249	15,020	133,120
Export	<u>19,463</u>	<u>219,897</u>	<u>20,512</u>	<u>208,217</u>
Total	34,279	364,146	35,533	341,337

Inshell Equivalent Tonnage*

	<u>2016/17 Marketing Year</u>		<u>2017/18 Marketing Year</u>	
		9/1/2016 to		9/1/2017 to
	<u>May 2017</u>	<u>5/31/2017</u>	<u>May 2018</u>	<u>5/31/2018</u>
Domestic	16,902	169,827	17,082	160,432
Export	<u>22,602</u>	<u>438,342</u>	<u>24,272</u>	<u>374,008</u>
Total	39,504	608,169	41,354	534,440

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 - 05/31/2018

	<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>
North America						
USA	12,560,420	19,003,041	51.29%	144,248,681	133,120,275	-7.71%
Canada	2,296,562	2,757,416	20.07%	12,551,901	13,105,438	4.41%
Mexico	313,644	88,184	-71.88%	90,210	144,850	60.57%
Sub-Total	15,170,626	21,848,641	44.02%	156,890,792	146,370,563	-6.71%
Central & South America						
Chile	220,460	0	-100.00%	33,000	0	-100.00%
Ecuador	37,065	92,968	150.82%	81,600	114,000	39.71%
Venezuela	0	0	0.00%	0	0	0.00%
Sub-Total	257,525	92,968	-63.90%	114,600	114,000	-0.52%
Europe						
Austria	0	0	0.00%	960,600	977,375	1.75%
Belgium	529,104	617,012	16.61%	526,500	1,932,000	266.95%
France	44,092	44,092	0.00%	627,250	527,320	-15.93%
Germany	14,369,314	11,631,920	-19.05%	46,377,219	51,563,886	11.18%
Greece	103,286	1,255,300	1115.36%	714,725	148,950	-79.16%
Italy	53,441,211	43,933,545	-17.79%	4,242,787	3,892,230	-8.26%
Netherlands	3,349,041	3,425,560	2.28%	6,115,916	9,042,489	47.85%
Norway	0	112,434	0.00%	462,757	715,203	54.55%
Spain	22,670,562	18,727,954	-17.39%	18,961,491	18,402,171	-2.95%
Sweden	0	0	0.00%	1,254,155	1,141,113	-9.01%
Switzerland	0	0	0.00%	932,975	863,910	-7.40%
U.K.	234,852	1,310,205	457.89%	8,964,084	6,273,654	-30.01%
Sub-Total	94,741,462	81,058,022	-14.44%	90,140,459	95,480,301	5.92%
Middle East/Africa						
Algeria	1,500,968	1,295,312	-13.70%	1,104,014	0	-100.00%
Egypt	706,856	1,200,887	69.89%	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%	9,977,636	8,712,674	-12.68%
Jordan	1,668,347	396,131	-76.26%	3,228,483	1,218,020	-62.27%
Kuwait	152,276	88,184	-42.09%	856,332	748,466	-12.60%
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	2,164,855	-20.42%	81,052	0	-100.00%
Saudi Arabia	1,412,496	485,398	-65.64%	5,073,454	1,213,507	-76.08%
Tunisia	644,404	2,291,407	255.59%	170,548	0	-100.00%
Turkey	119,882,356	80,178,158	-33.12%	1,027,494	1,124,866	9.48%
U.A.E.	24,015,604	27,836,491	15.91%	7,999,337	3,132,884	-60.84%
Sub-Total	164,112,387	127,461,152	-22.33%	31,297,951	16,705,259	-46.63%
Asia / Pacific Rim						
Australia	66,046	30,267	-54.17%	7,614,780	7,567,356	-0.62%
China	7,084,355	9,069,930	28.03%	4,446,185	3,248,950	-26.93%
Hong Kong	32,881,550	10,346,030	-68.54%	2,328,533	1,322,854	-43.19%
India	31,219,475	22,858,399	-26.78%	63,855	0	-100.00%
Japan	0	0	0.00%	30,257,567	35,685,503	17.94%
Korea	1,150,766	1,340,012	16.45%	25,130,453	23,477,318	-6.58%
Malaysia	0	0	0.00%	929,972	762,125	-18.05%
New Zealand	0	0	0.00%	1,393,041	979,661	-29.67%
Philippines	0	0	0.00%	294,500	318,000	7.98%
Singapore	0	88,184	0.00%	897,046	929,648	3.63%
Taiwan	259,472	358,254	38.07%	6,263,675	5,344,427	-14.68%
Thailand	353,101	0	-100.00%	2,404,739	497,638	-79.31%
Vietnam	41,141,932	17,457,679	-57.57%	664,400	100,780	-84.83%
Sub-Total	114,156,697	61,548,755	-46.08%	82,688,746	80,234,260	-2.97%
Other	2,172,264	2,863,770	31.83%	3,013,488	2,432,408	-19.28%
GRAND TOTAL	390,610,961	294,873,308	-24.51%	364,146,036	341,336,791	-6.26%
Domestic Total	12,560,420	19,003,041	51.29%	144,248,681	133,120,275	-7.71%
Export Total	378,050,541	275,870,267	-27.03%	219,897,355	208,216,516	-5.31%

WALNUT SHIPMENTS BY COUNTRY OF DESTINATION
May 2017 / May 2018

	<u>Inshell Pounds</u>			<u>Shelled Pounds</u>		
	<u>May 2017</u>	<u>May 2018</u>	<u>% Change vs. Prior Year</u>	<u>May 2017</u>	<u>May 2018</u>	<u>% Change vs. Prior Year</u>
North America						
USA	207,345	103,569	-50.05%	14,815,982	15,020,415	1.38%
Canada	54,250	4,775	-91.20%	1,241,545	1,117,420	-10.00%
Mexico	0	0	0.00%	11,010	0	-100.00%
Sub-Total	261,595	108,344	-58.58%	16,068,537	16,137,835	0.43%
Central & South America						
Chile	0	0	0.00%	0	0	0.00%
Ecuador	0	0	0.00%	0	0	0.00%
Venezuela	0	0	0.00%	0	0	0.00%
Sub-Total	0	0	0.00%	0	0	0.00%
Europe						
Austria	0	0	0.00%	196,800	123,400	-37.30%
Belgium	0	0	0.00%	42,000	252,000	500.00%
France	0	0	0.00%	165,700	17,050	-89.71%
Germany	0	0	0.00%	3,567,428	5,824,526	63.27%
Greece	0	0	0.00%	42,000	40,900	-2.62%
Italy	44,092	0	-100.00%	162,657	172,400	5.99%
Netherlands	128,969	169,754	31.62%	839,208	1,492,594	77.86%
Norway	0	0	0.00%	24,500	199,125	712.76%
Spain	256,180	0	-100.00%	1,934,201	1,706,652	-11.76%
Sweden	0	0	0.00%	126,021	42,021	-66.66%
Switzerland	0	0	0.00%	148,075	126,000	-14.91%
U.K.	0	52,239	0.00%	1,346,102	602,818	-55.22%
Sub-Total	429,241	221,993	-48.28%	8,594,692	10,599,486	23.33%
Middle East/Africa						
Algeria	0	132,276	0.00%	0	0	0.00%
Egypt	0	44,092	0.00%	21,560	21,560	0.00%
Iraq	0	0	0.00%	0	0	0.00%
Israel	0	0	0.00%	789,620	641,240	-18.79%
Jordan	0	0	0.00%	42,240	204,980	385.27%
Kuwait	0	0	0.00%	42,086	60,323	43.33%
Lebanon	0	0	0.00%	0	0	0.00%
Morocco	0	264,560	0.00%	0	0	0.00%
Pakistan	0	0	0.00%	0	0	0.00%
Saudi Arabia	0	44,110	0.00%	42,020	79,000	88.01%
Tunisia	41,005	44,092	7.53%	0	0	0.00%
Turkey	132,552	661,852	399.31%	262,000	126,000	-51.91%
U.A.E.	133,836	264,830	97.88%	231,764	308,129	32.95%
Sub-Total	307,393	1,455,812	373.60%	1,431,290	1,441,232	0.69%
Asia / Pacific Rim						
Australia	0	0	0.00%	934,675	653,770	-30.05%
China	87,302	0	-100.00%	268,100	415,500	54.98%
Hong Kong	42,108	63,933	51.83%	84,520	103,250	22.16%
India	128,492	261,851	103.79%	0	0	0.00%
Japan	0	0	0.00%	3,877,346	3,736,617	-3.63%
Korea	0	0	0.00%	1,737,002	1,848,930	6.44%
Malaysia	0	0	0.00%	161,240	56,950	-64.68%
New Zealand	0	0	0.00%	252,400	75,000	-70.29%
Philippines	0	0	0.00%	67,000	25,000	-62.69%
Singapore	0	0	0.00%	166,170	64,550	-61.15%
Taiwan	0	0	0.00%	171,998	141,478	-17.74%
Thailand	0	0	0.00%	126,240	38,000	-69.90%
Vietnam	22,046	22,046	0.00%	84,000	0	-100.00%
Sub-Total	279,948	347,830	24.25%	7,930,691	7,159,045	-9.73%
Other	0	0	0.00%	253,520	195,299	-22.97%
GRAND TOTAL	1,278,177	2,133,979	66.95%	34,278,730	35,532,897	3.66%
Domestic Total	207,345	103,569	-50.05%	14,815,982	15,020,415	1.38%
Export Total	1,070,832	2,030,410	89.61%	19,462,748	20,512,482	5.39%