

## Walnut Marketing Board

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### MONTHLY MANAGEMENT REPORT

Monday, January 15, 2007

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#### December Shipments

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##### Inshell (1000 pounds)

	<u>2005/06 Marketing Year</u>		<u>2006/07 Marketing Year</u>	
		8/1/2005 to		8/1/2006 to
	<u>December 2005</u>	<u>12/31/2005</u>	<u>December 2006</u>	<u>12/31/2006</u>
Domestic	1,252	24,009	1,125	19,512
Export	<u>3,798</u>	<u>95,836</u>	<u>4,351</u>	<u>88,425</u>
<b>Total</b>	<b>5,050</b>	<b>119,844</b>	<b>5,475</b>	<b>107,937</b>

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##### Shelled (1000 pounds)

	<u>2005/06 Marketing Year</u>		<u>2006/07 Marketing Year</u>	
		8/1/2005 to		8/1/2006 to
	<u>December 2005</u>	<u>12/31/2005</u>	<u>December 2006</u>	<u>12/31/2006</u>
Domestic	11,255	83,131	12,606	82,427
Export	<u>8,766</u>	<u>43,620</u>	<u>10,717</u>	<u>39,823</u>
<b>Total</b>	<b>20,021</b>	<b>126,751</b>	<b>23,323</b>	<b>122,249</b>

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##### Inshell Equivalent Tonnage\*

	<u>2005/06 Marketing Year</u>		<u>2006/07 Marketing Year</u>	
		8/1/2005 to		8/1/2006 to
	<u>December 2005</u>	<u>12/31/2005</u>	<u>December 2006</u>	<u>12/31/2006</u>
Domestic	14,453	114,131	15,255	105,824
Export	<u>12,668</u>	<u>101,505</u>	<u>14,667</u>	<u>90,626</u>
<b>Total</b>	<b>27,121</b>	<b>215,636</b>	<b>29,921</b>	<b>196,450</b>

\*2005/06 shellout rate 40.7 -- 2006/07 shellout rate 42.9

**Carmel Valley Ranch**

One Old Ranch Road  
Carmel, CA 93923  
(831) 625-9500

## ***SCHEDULE OF EVENTS***

### ***Walnut Marketing Board & California Walnut Commission Winter Meeting - February 22 & 23, 2007***

#### **Thursday, February 22, 2007**

	<b><u>Time</u></b>	<b><u>Location</u></b>
<i>Golf (reservations required)</i>	<i>first tee time 10:50 a.m.</i>	<i>Quail Lodge</i>
<i>Reception</i>	<i>6:00 p.m.</i>	<i>Golf Clubhouse</i>
<i>Dinner</i>	<i>7:00 p.m.</i>	<i>Golf Clubhouse</i>

#### **Friday, February 23, 2007**

<i>Continental Breakfast</i>	<i>7:15 am - 9:30 a.m.</i>	<i>Courtyard</i>
<i>Walnut Marketing Board Meeting</i>	<i>10:00 a.m.</i>	<i>Ballroom</i>
<i>Luncheon</i>	<i>11:30 a.m.</i>	<i>Courtyard</i>
<i>CWC Executive Committee Meeting</i>	<i>12:30 p.m.</i>	<i>Ballroom</i>

*Note: Meeting schedule and room assignments are subject to change.  
Registration forms are available – call us at (916) 922-5888.*

**WALNUT SHIPMENTS BY COUNTRY OF DESTINATION**  
**08/01/2006 - 12/31/2006**

	<u>Inshell Pounds</u>		<u>Shelled Pounds</u>	
	<u>2005/06</u>	<u>2006/07</u>	<u>2005/06</u>	<u>2006/07</u>
<b>North America</b>				
USA	24,008,536	19,511,886	83,131,084	82,426,631
Canada	2,798,122	3,028,140	5,328,807	4,819,459
Mexico	421,552	439,852	371,270	178,040
<b>Sub-Total</b>	<b>27,228,210</b>	<b>22,979,878</b>	<b>88,831,161</b>	<b>87,424,130</b>
<b>Central &amp; South America</b>				
Brazil	1,484,662	608,457	187,350	132,725
Chile	804,746	1,481,904	78,640	24,375
Ecuador	329,218	295,141	286,586	307,555
Panama	24,800	0	0	0
Venezuela	1,942,430	1,190,290	143,657	297,000
<b>Sub-Total</b>	<b>4,585,856</b>	<b>3,575,792</b>	<b>696,233</b>	<b>761,655</b>
<b>Europe</b>				
Belgium	204,366	599,651	0	0
Denmark	33,378	68,343	0	0
France	132,276	215,059	67,000	123,682
Germany	21,772,154	20,207,836	8,133,271	5,940,200
Greece	404,788	380,514	465,520	266,820
Italy	26,080,541	22,317,462	1,173,685	856,702
Netherlands	5,152,082	5,759,761	145,361	187,635
Portugal	88,184	85,980	0	0
Spain	27,991,217	22,218,434	4,688,988	4,081,035
U.K.	1,159,030	1,050,024	130,058	300,252
<b>Sub-Total</b>	<b>83,018,016</b>	<b>72,903,064</b>	<b>14,803,883</b>	<b>11,756,326</b>
<b>Other Europe</b>				
Austria	0	0	633,700	622,400
Canary Is.	0	0	0	51,800
Malta	193,729	213,844	10,250	22,250
Norway	301,038	304,013	212,222	190,571
Sweden	870,971	367,282	380,502	403,198
Switzerland	237,656	203,705	114,000	151,000
<b>Sub-Total</b>	<b>1,603,394</b>	<b>1,088,844</b>	<b>1,350,674</b>	<b>1,441,219</b>
<b>Middle East/Africa</b>				
Egypt	264,552	0	0	0
Israel	264,552	789,247	3,736,575	3,486,487
Saudi Arabia	132,000	132,123	0	0
Turkey	388,010	2,518,981	12,500	0
U.A.E.	132,184	308,000	23,500	126,824
<b>Sub-Total</b>	<b>1,181,298</b>	<b>3,748,351</b>	<b>3,772,575</b>	<b>3,613,311</b>

**WALNUT SHIPMENTS BY COUNTRY OF DESTINATION**  
**08/01/2006 - 12/31/2006**

	<u>Inshell Pounds</u>		<u>Shelled Pounds</u>	
	<u>2005/06</u>	<u>2006/07</u>	<u>2005/06</u>	<u>2006/07</u>
<b>Pacific Rim</b>				
Australia	51,547	55,696	2,996,903	3,319,046
China	1,250,275	222,276	1,370,992	1,220,475
Hong Kong	178,184	1,512,497	47,300	95,407
Japan	80,000	144,250	8,060,477	6,342,494
Korea	0	820,032	3,416,846	4,793,413
Philippines	1,440	15,000	119,080	112,600
Singapore	0	0	34,947	87,866
Taiwan	0	0	1,126,980	948,411
<b>Sub-Total</b>	<b>1,561,446</b>	<b>2,769,751</b>	<b>17,173,525</b>	<b>16,919,712</b>
Other	666,228	871,260	122,823	332,820
<b>GRAND TOTAL</b>	<b>119,844,448</b>	<b>107,936,940</b>	<b>126,750,874</b>	<b>122,249,173</b>
<b>Domestic Total</b>	<b>24,008,536</b>	<b>19,511,886</b>	<b>83,131,084</b>	<b>82,426,631</b>
<b>Export Total</b>	<b>95,835,912</b>	<b>88,425,054</b>	<b>43,619,790</b>	<b>39,822,542</b>