

## Walnut Marketing Board

1540 River Park Drive, Suite # 203  
Sacramento California 95815-4609  
Telephone (916) 922-5888  
FAX (916) 923-2548  
E-mail: info@walnuts.org  
Web Page: www.walnuts.org



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### MONTHLY MANAGEMENT REPORT

Wednesday, July 12, 2006

#### June Shipments

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##### Inshell (1000 pounds)

|              | <u>2004/05 Marketing Year</u> |                                 | <u>2005/06 Marketing Year</u> |                                 |
|--------------|-------------------------------|---------------------------------|-------------------------------|---------------------------------|
|              | <u>June 2005</u>              | 8/1/2004 to<br><u>6/30/2005</u> | <u>June 2006</u>              | 8/1/2005 to<br><u>6/30/2006</u> |
| Domestic     | -105                          | 21,282                          | 333                           | 25,564                          |
| Export       | <u>1,861</u>                  | <u>111,937</u>                  | <u>1,427</u>                  | <u>108,774</u>                  |
| <b>Total</b> | <b>1,756</b>                  | <b>133,219</b>                  | <b>1,760</b>                  | <b>134,338</b>                  |

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##### Shelled (1000 pounds)

|              | <u>2004/05 Marketing Year</u> |                                 | <u>2005/06 Marketing Year</u> |                                 |
|--------------|-------------------------------|---------------------------------|-------------------------------|---------------------------------|
|              | <u>June 2005</u>              | 8/1/2004 to<br><u>6/30/2005</u> | <u>June 2006</u>              | 8/1/2005 to<br><u>6/30/2006</u> |
| Domestic     | 12,034                        | 148,324                         | 10,909                        | 143,930                         |
| Export       | <u>6,644</u>                  | <u>76,079</u>                   | <u>8,006</u>                  | <u>85,687</u>                   |
| <b>Total</b> | <b>18,679</b>                 | <b>224,402</b>                  | <b>18,914</b>                 | <b>229,617</b>                  |

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##### Inshell Equivalent Tonnage /1

|              | <u>2004/05 Marketing Year</u> |                                 | <u>2005/06 Marketing Year</u> |                                 |
|--------------|-------------------------------|---------------------------------|-------------------------------|---------------------------------|
|              | <u>June 2005</u>              | 8/1/2004 to<br><u>6/30/2005</u> | <u>June 2006</u>              | 8/1/2005 to<br><u>6/30/2006</u> |
| Domestic     | 13,469                        | 177,297                         | 12,423                        | 174,501                         |
| Export       | <u>8,396</u>                  | <u>141,450</u>                  | <u>9,709</u>                  | <u>150,665</u>                  |
| <b>Total</b> | <b>21,865</b>                 | <b>318,747</b>                  | <b>22,132</b>                 | <b>325,166</b>                  |

/1 August 1, 2005 conversion rate 44.5 used for the purpose of comparison.

# ANNUAL FALL MEETING NOTICE OF THE WALNUT MARKETING BOARD AND CALIFORNIA WALNUT COMMISSION

DoubleTree Hotel  
2001 Point West Way  
Sacramento, CA 95815  
(916) 929-8855

## SCHEDULE OF EVENTS

### Thursday, September 7, 2006

|   |           |
|---|-----------|
| Walnut Marketing Board<br>Grades & Standards Committee Meeting<br><i>Room TBD</i> | 2:00 p.m. |
| Walnut Marketing Board<br>Export Committee Meeting<br><i>Room TBD</i>             | 4:00 p.m. |
| Welcome Reception<br><i>Patio</i>   | 5:30 p.m. |
| Barbeque Dinner<br><i>Patio</i>   | 7:00 p.m. |

### Friday, September 8, 2006

|  |                    |
|--|--------------------|
| Continental Breakfast<br><i>Patio</i>  | 8:00 a.m.          |
| Walnut Marketing Board Meeting<br><i>Room TBD</i>                              | 10:00 a.m.         |
| Luncheon<br><i>Room TBD</i>  | 11:30 – 12:30 p.m. |
| California Walnut Commission<br>Executive Committee Meeting<br><i>Room TBD</i> | 12:30 p.m.         |

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

All meetings will be held at the DoubleTree Hotel.

All industry members are invited to attend.

**WALNUT SHIPMENTS BY COUNTRY OF DESTINATION**  
**8/1/2005 - 6/30/2006**

|                                    | <u>Inshell Pounds</u> |                   | <u>Shelled Pounds</u> |                    |
|------------------------------------|-----------------------|-------------------|-----------------------|--------------------|
|                                    | <u>2004/05</u>        | <u>2005/06</u>    | <u>2004/05</u>        | <u>2005/06</u>     |
| <b>North America</b>               |                       |                   |                       |                    |
| USA                                | 21,281,774            | 25,564,232        | 148,323,512           | 143,929,950        |
| Canada                             | 4,125,899             | 3,539,542         | 10,396,225            | 9,884,431          |
| Mexico                             | 707,425               | 421,552           | 622,024               | 718,395            |
| <b>Sub-Total</b>                   | <b>26,115,098</b>     | <b>29,525,326</b> | <b>159,341,761</b>    | <b>154,532,776</b> |
| <b>Central &amp; South America</b> |                       |                   |                       |                    |
| Brazil                             | 1,704,680             | 1,572,846         | 318,675               | 427,000            |
| Chile                              | 757,404               | 1,110,084         | 13,175                | 78,640             |
| Ecuador                            | 361,748               | 352,219           | 372,816               | 508,186            |
| Panama                             | 33,472                | 24,800            | 0                     | 0                  |
| Venezuela                          | 1,250,755             | 1,942,430         | 455,000               | 269,657            |
| <b>Sub-Total</b>                   | <b>4,108,059</b>      | <b>5,002,379</b>  | <b>1,159,666</b>      | <b>1,283,483</b>   |
| <b>Europe</b>                      |                       |                   |                       |                    |
| Belgium                            | 689,213               | 204,366           | 41,880                | 0                  |
| Denmark                            | 187,589               | 33,378            | 0                     | 0                  |
| France                             | 473,989               | 220,460           | 25,000                | 67,000             |
| Germany                            | 25,798,586            | 21,870,397        | 13,229,344            | 16,630,983         |
| Greece                             | 552,142               | 404,788           | 246,840               | 573,020            |
| Italy                              | 25,215,389            | 26,538,738        | 1,106,675             | 1,368,148          |
| Netherlands                        | 5,125,989             | 6,429,152         | 139,025               | 377,231            |
| Portugal                           | 44,092                | 88,184            | 0                     | 0                  |
| Spain                              | 34,541,058            | 30,325,354        | 7,510,116             | 7,942,220          |
| U.K.                               | 2,458,418             | 1,291,306         | 225,194               | 617,290            |
| <b>Sub-Total</b>                   | <b>95,086,465</b>     | <b>87,406,123</b> | <b>22,524,074</b>     | <b>27,575,892</b>  |
| <b>Other Europe</b>                |                       |                   |                       |                    |
| Austria                            | 0                     | 88,184            | 915,700               | 1,404,850          |
| Canary Is.                         | 0                     | 0                 | 0                     | 0                  |
| Malta                              | 187,576               | 210,815           | 7,750                 | 32,335             |
| Norway                             | 306,969               | 301,038           | 554,535               | 504,917            |
| Sweden                             | 618,057               | 870,971           | 379,758               | 792,608            |
| Switzerland                        | 237,656               | 237,656           | 666,430               | 407,500            |
| <b>Sub-Total</b>                   | <b>1,350,258</b>      | <b>1,708,664</b>  | <b>2,524,173</b>      | <b>3,142,210</b>   |
| <b>Middle East/Africa</b>          |                       |                   |                       |                    |
| Egypt                              | 1,062,935             | 735,786           | 41,800                | 13,200             |
| Israel                             | 833,340               | 491,500           | 7,352,132             | 6,170,275          |
| Saudi Arabia                       | 212,206               | 309,092           | 1,852                 | 0                  |
| Turkey                             | 1,780,618             | 4,564,135         | 9,000                 | 12,500             |
| U.A.E.                             | 265,000               | 507,184           | 0                     | 68,000             |
| <b>Sub-Total</b>                   | <b>4,154,099</b>      | <b>6,607,697</b>  | <b>7,404,784</b>      | <b>6,263,975</b>   |

**WALNUT SHIPMENTS BY COUNTRY OF DESTINATION**  
**8/1/2005 - 6/30/2006**

|                       | <u>Inshell Pounds</u>     |                           | <u>Shelled Pounds</u>     |                           |
|-----------------------|---------------------------|---------------------------|---------------------------|---------------------------|
|                       | <u>2004/05</u>            | <u>2005/06</u>            | <u>2004/05</u>            | <u>2005/06</u>            |
| <b>Pacific Rim</b>    |                           |                           |                           |                           |
| Australia             | 259,902                   | 242,109                   | 5,508,170                 | 6,470,038                 |
| China                 | 412,506                   | 1,635,301                 | 1,705,160                 | 3,010,394                 |
| Hong Kong             | 176,372                   | 1,018,928                 | 89,435                    | 102,040                   |
| Japan                 | 217,750                   | 190,000                   | 15,154,872                | 15,218,462                |
| Korea                 | 0                         | 0                         | 6,683,898                 | 9,659,407                 |
| Philippines           | 27,941                    | 1,440                     | 218,840                   | 200,830                   |
| Singapore             | 0                         | 0                         | 113,538                   | 145,790                   |
| Taiwan                | 38,280                    | 0                         | 1,770,260                 | 1,801,380                 |
| <b>Sub-Total</b>      | <b><u>1,132,751</u></b>   | <b><u>3,087,778</u></b>   | <b><u>31,244,173</u></b>  | <b><u>36,608,341</u></b>  |
| Other                 | 1,272,023                 | 1,000,107                 | 203,833                   | 210,328                   |
| <b>GRAND TOTAL</b>    | <b><u>133,218,753</u></b> | <b><u>134,338,074</u></b> | <b><u>224,402,464</u></b> | <b><u>229,617,005</u></b> |
| <b>Domestic Total</b> | <b>21,281,774</b>         | <b>25,564,232</b>         | <b>148,323,512</b>        | <b>143,929,950</b>        |
| <b>Export Total</b>   | <b>111,936,979</b>        | <b>108,773,842</b>        | <b>76,078,952</b>         | <b>85,687,055</b>         |