

**California Walnut Board**

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*An Equal Opportunity Employer and Provider*


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**MONTHLY MANAGEMENT REPORT**
**Wednesday, January 11, 2017**
**December Shipments**


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**Inshell (1000 pounds)**

	<u>2015/16 Marketing Year</u>		<u>2016/17 Marketing Year</u>	
	9/1/2015 to		9/1/2016 to	
	<u>December 2015</u>	<u>12/31/2015</u>	<u>December 2016</u>	<u>12/31/2016</u>
Domestic	2,062	10,570	895	9,545
Export	<u>45,650</u>	<u>219,295</u>	<u>35,682</u>	<u>309,952</u>
<b>Total</b>	<b>47,712</b>	<b>229,865</b>	<b>36,577</b>	<b>319,497</b>

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**Shelled (1000 pounds)**

	<u>2015/16 Marketing Year</u>		<u>2016/17 Marketing Year</u>	
	9/1/2015 to		9/1/2016 to	
	<u>December 2015</u>	<u>12/31/2015</u>	<u>December 2016</u>	<u>12/31/2016</u>
Domestic	12,140	59,984	15,767	75,023
Export	<u>25,672</u>	<u>81,176</u>	<u>27,172</u>	<u>98,977</u>
<b>Total</b>	<b>37,812</b>	<b>141,160</b>	<b>42,939</b>	<b>174,000</b>

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**Inshell Equivalent Tonnage\***

	<u>2015/16 Marketing Year</u>		<u>2016/17 Marketing Year</u>	
	9/1/2015 to		9/1/2016 to	
	<u>December 2015</u>	<u>12/31/2015</u>	<u>December 2016</u>	<u>12/31/2016</u>
Domestic	15,017	74,391	18,364	90,026
Export	<u>52,401</u>	<u>203,168</u>	<u>48,718</u>	<u>267,450</u>
<b>Total</b>	<b>67,418</b>	<b>277,559</b>	<b>67,083</b>	<b>357,476</b>

Walnut receipts as reported by handlers as of December 31, 2016 = 678,825 tons

\*2015/16 shellout rate 43.4 -- 2016/17 shellout rate 44.0

**Quail Lodge & Golf Club**

8205 Valley Greens Drive  
Carmel, CA 93950  
(831) 624-2888

## ***SCHEDULE OF EVENTS REVISED***

### ***California Walnut Board & California Walnut Commission Winter Meeting – February 16-17, 2017***

#### **Thursday, February 16, 2017**

	<b><u>Time</u></b>	<b><u>Location</u></b>
CWB Grades & Standards Meeting	3:00 p.m.	The Glass House
Reception	6:00 p.m.	Garden & Oak Room
Banquet Dinner – <i>registration required for dinner ticket*</i>	7:00 p.m.	Peninsula Ballroom

#### **Friday, February 17, 2017**

Continental Breakfast	7:30 a.m.	Garden & Oak Room
Joint California Walnut Board / California Walnut Commission Meeting	9:00 a.m.	Peninsula Ballroom
Luncheon	11:30 a.m.	Garden & Oak Room

*Note: Meeting schedule and room assignments are subject to change.*

*\*Meeting Registration forms are available– call us at (916) 932-7070 or visit our website at <http://www.walnuts.org/walnut-industry/meetings-events/>*

**WALNUT SHIPMENTS BY COUNTRY OF DESTINATION - YEAR TO DATE**  
**09/01/2016 - 12/31/2016**

	<u>Inshell Pounds</u>			<u>Shelled Pounds</u>		
	<u>2015/16</u>	<u>2016/17</u>	<u>% Change vs. Prior Year</u>	<u>2015/16</u>	<u>2016/17</u>	<u>% Change vs. Prior Year</u>
<b>North America</b>						
USA	10,569,568	9,545,183	-9.69%	59,984,422	75,022,654	25.07%
Canada	2,019,281	1,923,962	-4.72%	7,081,485	6,490,175	-8.35%
Mexico	225,435	273,644	21.38%	130,400	44,000	-66.26%
<b>Sub-Total</b>	<b>12,814,284</b>	<b>11,742,789</b>	<b>-8.36%</b>	<b>67,196,307</b>	<b>81,556,829</b>	<b>21.37%</b>
<b>Central &amp; South America</b>						
Chile	220,368	220,460	0.04%	0	0	0.00%
Ecuador	134,346	37,065	-72.41%	121,950	59,600	-51.13%
Venezuela	573,204	0	-100.00%	0	0	0.00%
<b>Sub-Total</b>	<b>927,918</b>	<b>257,525</b>	<b>-72.25%</b>	<b>121,950</b>	<b>59,600</b>	<b>-51.13%</b>
<b>Europe</b>						
Austria	0	0	0.00%	546,775	217,400	-60.24%
Belgium	110,230	529,104	380.00%	210,000	358,500	70.71%
France	132,276	44,092	-66.67%	205,000	209,550	2.22%
Germany	11,919,115	14,104,762	18.34%	20,181,433	21,233,938	5.22%
Greece	0	103,286	0.00%	268,623	310,275	15.51%
Italy	32,634,051	48,966,627	50.05%	1,468,065	2,270,347	54.65%
Netherlands	1,619,719	2,444,603	50.93%	2,570,408	2,539,456	-1.20%
Norway	0	0	0.00%	319,887	393,882	23.13%
Spain	15,053,580	18,192,190	20.85%	7,385,497	10,594,243	43.45%
Sweden	0	0	0.00%	1,127,126	700,074	-37.89%
Switzerland	0	0	0.00%	129,000	274,500	112.79%
U.K.	401,644	176,276	-56.11%	2,531,209	2,891,054	14.22%
<b>Sub-Total</b>	<b>61,870,615</b>	<b>84,560,940</b>	<b>36.67%</b>	<b>36,943,023</b>	<b>41,993,219</b>	<b>13.67%</b>
<b>Middle East/Africa</b>						
Algeria	526,668	1,235,956	134.67%	120,960	810,014	569.65%
Egypt	562,288	486,120	-13.55%	474,730	192,140	-59.53%
Iraq	441,012	530,400	20.27%	589,498	637,995	8.23%
Israel	528,832	1,276,147	141.31%	4,102,184	3,802,034	-7.32%
Jordan	132,000	1,204,649	812.61%	1,486,968	1,800,218	21.07%
Kuwait	129,124	108,184	-16.22%	273,623	480,834	75.73%
Lebanon	834,545	2,506,427	200.33%	98,340	0	-100.00%
Morocco	1,059,576	4,142,814	290.99%	0	220,460	0.00%
Saudi Arabia	264,276	926,392	250.54%	1,109,096	2,140,230	92.97%
Turkey	68,539,801	108,244,747	57.93%	706,124	398,406	-43.58%
U.A.E.	5,954,993	17,967,450	201.72%	2,609,600	4,771,022	82.83%
<b>Sub-Total</b>	<b>78,973,115</b>	<b>138,629,286</b>	<b>75.54%</b>	<b>11,571,123</b>	<b>15,253,353</b>	<b>31.82%</b>
<b>Asia / Pacific Rim</b>						
Australia	0	22,046	0.00%	3,326,990	2,665,420	-19.88%
China	7,183,344	5,799,370	-19.27%	951,210	1,839,615	93.40%
Hong Kong	31,817,788	24,060,088	-24.38%	771,257	1,127,243	46.16%
India	6,161,092	13,694,920	122.28%	10,010	15,400	53.85%
Japan	0	0	0.00%	7,004,735	9,392,601	34.09%
Korea	645,579	1,084,628	68.01%	5,879,054	12,362,699	110.28%
Malaysia	0	0	0.00%	423,489	471,152	11.25%
New Zealand	0	0	0.00%	409,875	423,327	3.28%
Philippines	0	0	0.00%	178,800	177,500	-0.73%
Singapore	22,000	0	-100.00%	248,364	430,440	73.31%
Taiwan	49,397	252,871	411.92%	2,712,506	2,652,675	-2.21%
Thailand	1,761,704	353,101	-79.96%	1,936,747	1,549,124	-20.01%
Vietnam	26,707,328	35,242,243	31.96%	567,516	454,400	-19.93%
<b>Sub-Total</b>	<b>74,348,232</b>	<b>80,509,267</b>	<b>8.29%</b>	<b>24,420,553</b>	<b>33,561,596</b>	<b>37.43%</b>
Other	930,813	3,797,154	307.94%	907,286	1,575,470	73.65%
<b>GRAND TOTAL</b>	<b>229,864,977</b>	<b>319,496,961</b>	<b>38.99%</b>	<b>141,160,242</b>	<b>174,000,067</b>	<b>23.26%</b>
<b>Domestic Total</b>	<b>10,569,568</b>	<b>9,545,183</b>	<b>-9.69%</b>	<b>59,984,422</b>	<b>75,022,654</b>	<b>25.07%</b>
<b>Export Total</b>	<b>219,295,409</b>	<b>309,951,778</b>	<b>41.34%</b>	<b>81,175,820</b>	<b>98,977,413</b>	<b>21.93%</b>

**WALNUT SHIPMENTS BY COUNTRY OF DESTINATION**  
December 2015 / December 2016

	<u>Inshell Pounds</u>			<u>Shelled Pounds</u>		
	<u>December 2015</u>	<u>December 2016</u>	<u>% Change vs. Prior Year</u>	<u>December 2015</u>	<u>December 2016</u>	<u>% Change vs. Prior Year</u>
<b>North America</b>						
USA	2,062,133	894,890	-56.60%	12,139,866	15,766,718	29.88%
Canada	415,700	72,000	-82.68%	1,581,141	1,159,600	-26.66%
Mexico	0	0	0.00%	64,000	22,000	-65.63%
<b>Sub-Total</b>	<b>2,477,833</b>	<b>966,890</b>	<b>-60.98%</b>	<b>13,785,007</b>	<b>16,948,318</b>	<b>22.95%</b>
<b>Central &amp; South America</b>						
Chile	88,184	44,092	-50.00%	0	0	0.00%
Ecuador	0	0	0.00%	0	22,000	0.00%
Venezuela	0	0	0.00%	0	0	0.00%
<b>Sub-Total</b>	<b>88,184</b>	<b>44,092</b>	<b>-50.00%</b>	<b>0</b>	<b>22,000</b>	<b>0.00%</b>
<b>Europe</b>						
Austria	0	0	0.00%	114,000	84,000	-26.32%
Belgium	0	0	0.00%	0	0	0.00%
France	44,092	0	-100.00%	0	84,000	0.00%
Germany	1,714,151	1,671,206	-2.51%	5,709,139	5,211,580	-8.72%
Greece	0	44,092	0.00%	1,100	117,000	10536.36%
Italy	3,534,728	5,251,827	48.58%	370,084	735,111	98.63%
Netherlands	0	217,153	0.00%	693,777	1,088,586	56.91%
Norway	0	0	0.00%	157,712	0	-100.00%
Spain	1,677,205	2,013,775	20.07%	1,284,388	2,026,530	57.78%
Sweden	0	0	0.00%	321,227	151,026	-52.98%
Switzerland	0	0	0.00%	0	84,000	0.00%
U.K.	5,000	0	-100.00%	816,263	998,273	22.30%
<b>Sub-Total</b>	<b>6,975,176</b>	<b>9,198,053</b>	<b>31.87%</b>	<b>9,467,690</b>	<b>10,580,106</b>	<b>11.75%</b>
<b>Middle East/Africa</b>						
Algeria	88,460	24,092	-72.77%	0	84,000	0.00%
Egypt	352,644	88,188	-74.99%	258,690	65,560	-74.66%
Iraq	0	176,000	0.00%	84,000	126,985	51.17%
Israel	220,280	527,960	139.68%	1,540,956	1,362,698	-11.57%
Jordan	110,000	60,626	-44.89%	821,320	937,018	14.09%
Kuwait	88,449	44,092	-50.15%	21,637	169,466	683.22%
Lebanon	176,368	657,797	272.97%	42,000	0	-100.00%
Morocco	485,828	1,235,404	154.29%	0	220,460	0.00%
Saudi Arabia	44,000	265,196	502.72%	497,276	747,480	50.31%
Turkey	15,421,762	13,629,957	-11.62%	143,222	168,131	17.39%
U.A.E.	1,895,657	1,894,852	-0.04%	903,061	975,730	8.05%
<b>Sub-Total</b>	<b>18,883,448</b>	<b>18,604,164</b>	<b>-1.48%</b>	<b>4,312,162</b>	<b>4,857,528</b>	<b>12.65%</b>
<b>Asia / Pacific Rim</b>						
Australia	0	0	0.00%	1,076,100	879,705	-18.25%
China	1,498,668	749,564	-49.98%	522,470	664,580	27.20%
Hong Kong	7,767,972	1,608,172	-79.30%	255,750	554,705	116.89%
India	1,191,433	2,762,552	131.87%	0	11,000	0.00%
Japan	0	0	0.00%	2,659,298	3,091,032	16.23%
Korea	611,979	985,022	60.96%	2,250,595	3,543,010	57.43%
Malaysia	0	0	0.00%	94,014	68,600	-27.03%
New Zealand	0	0	0.00%	129,715	107,562	-17.08%
Philippines	0	0	0.00%	25,900	0	-100.00%
Singapore	0	0	0.00%	113,545	130,165	14.64%
Taiwan	10,472	52,359	399.99%	917,302	865,363	-5.66%
Thailand	661,380	0	-100.00%	1,874,102	0	-100.00%
Vietnam	7,405,252	821,953	-88.90%	13,775	168,000	1119.60%
<b>Sub-Total</b>	<b>19,147,156</b>	<b>6,979,622</b>	<b>-63.55%</b>	<b>9,932,566</b>	<b>10,083,722</b>	<b>1.52%</b>
Other	139,973	783,804	459.97%	314,635	447,306	42.17%
<b>GRAND TOTAL</b>	<b>47,711,770</b>	<b>36,576,625</b>	<b>-23.34%</b>	<b>37,812,060</b>	<b>42,938,980</b>	<b>13.56%</b>
<b>Domestic Total</b>	<b>2,062,133</b>	<b>894,890</b>	<b>-56.60%</b>	<b>12,139,866</b>	<b>15,766,718</b>	<b>29.88%</b>
<b>Export Total</b>	<b>45,649,637</b>	<b>35,681,735</b>	<b>-21.84%</b>	<b>25,672,194</b>	<b>27,172,262</b>	<b>5.84%</b>