

**California Walnut Board**

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*An Equal Opportunity Employer and Provider*


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**MONTHLY MANAGEMENT REPORT**

Friday, March 08, 2013

February Shipments

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**Inshell (1000 pounds)**

	<u>2011/12 Marketing Year</u>		<u>2012/13 Marketing Year</u>	
	9/1/2011 to		9/1/2012 to	
	<u>February 2012</u>	<u>2/29/2012</u>	<u>February 2013</u>	<u>2/28/2013</u>
Domestic	1,426	15,149	1,308	14,513
Export	<u>5,438</u>	<u>217,629</u>	<u>31,115</u>	<u>265,739</u>
<b>Total</b>	<b>6,864</b>	<b>232,778</b>	<b>32,422</b>	<b>280,253</b>

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**Shelled (1000 pounds)**

	<u>2011/12 Marketing Year</u>		<u>2012/13 Marketing Year</u>	
	9/1/2011 to		9/1/2012 to	
	<u>February 2012</u>	<u>2/29/2012</u>	<u>February 2013</u>	<u>2/28/2013</u>
Domestic	11,062	88,140	9,639	86,462
Export	<u>11,330</u>	<u>80,088</u>	<u>12,594</u>	<u>86,038</u>
<b>Total</b>	<b>22,392</b>	<b>168,228</b>	<b>22,232</b>	<b>172,499</b>

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**Inshell Equivalent Tonnage\***

	<u>2011/12 Marketing Year</u>		<u>2012/13 Marketing Year</u>	
	9/1/2011 to		9/1/2012 to	
	<u>February 2012</u>	<u>2/29/2012</u>	<u>February 2013</u>	<u>2/28/2013</u>
Domestic	13,399	108,653	11,484	104,405
Export	<u>15,712</u>	<u>200,658</u>	<u>29,707</u>	<u>229,541</u>
<b>Total</b>	<b>29,111</b>	<b>309,311</b>	<b>41,191</b>	<b>333,946</b>

Walnut receipts as reported by handlers as of February 28, 2013 = 494,481 tons

\*2011/12 shellout rate 43.6 -- 2012/13 shellout rate 44.5

**WALNUT SHIPMENTS BY COUNTRY OF DESTINATION - YEAR TO DATE**  
**09/01/2012 - 02/28/2013**

	<u>Inshell Pounds</u>			<u>Shelled Pounds</u>		
	<u>2011/12</u>	<u>2012/13</u>	<u>% Change vs. Prior Year</u>	<u>2011/12</u>	<u>2012/13</u>	<u>% Change vs. Prior Year</u>
<b>North America</b>						
USA	15,148,985	14,513,441	-4.20%	88,140,163	86,461,774	-1.90%
Canada	1,797,870	2,072,106	15.25%	8,406,902	9,118,421	8.46%
Mexico	325,128	202,730	-37.65%	18,500	63,500	243.24%
<b>Sub-Total</b>	<b>17,271,983</b>	<b>16,788,277</b>	<b>-2.80%</b>	<b>96,565,565</b>	<b>95,643,695</b>	<b>-0.95%</b>
<b>Central &amp; South America</b>						
Brazil	523,692	176,368	-66.32%	126,740	0	-100.00%
Chile	868,360	308,644	-64.46%	0	0	0.00%
Ecuador	301,400	115,945	-61.53%	509,100	189,525	-62.77%
Venezuela	1,146,559	1,208,048	5.36%	168,000	245,400	46.07%
<b>Sub-Total</b>	<b>2,840,011</b>	<b>1,809,005</b>	<b>-36.30%</b>	<b>803,840</b>	<b>434,925</b>	<b>-45.89%</b>
<b>Europe</b>						
Austria	0	0	0.00%	336,000	376,800	12.14%
France	88,184	44,092	-50.00%	0	84,328	0.00%
Germany	11,811,579	7,776,741	-34.16%	12,331,558	13,725,048	11.30%
Greece	0	0	0.00%	79,000	235,480	198.08%
Italy	27,013,829	24,609,965	-8.90%	1,276,539	1,646,993	29.02%
Netherlands	2,702,288	2,728,799	0.98%	1,573,080	852,257	-45.82%
Norway	0	0	0.00%	95,852	84,000	-12.36%
Portugal	216,050	0	-100.00%	84,000	0	-100.00%
Spain	18,433,037	13,234,988	-28.20%	8,287,447	5,789,186	-30.15%
Sweden	180,796	0	-100.00%	732,270	646,564	-11.70%
Switzerland	97,223	0	-100.00%	399,780	349,020	-12.70%
U.K.	352,736	132,184	-62.53%	2,482,682	1,484,508	-40.21%
<b>Sub-Total</b>	<b>60,895,722</b>	<b>48,526,769</b>	<b>-20.31%</b>	<b>27,678,208</b>	<b>25,274,184</b>	<b>-8.69%</b>
<b>Middle East/Africa</b>						
Algeria	132,274	529,104	300.01%	453,348	251,100	-44.61%
Egypt	1,032,186	1,030,467	-0.17%	174,400	579,208	232.11%
Israel	712,118	633,730	-11.01%	5,042,615	4,530,887	-10.15%
Jordan	484,940	44,092	-90.91%	335,580	150,250	-55.23%
Lebanon	1,210,288	0	-100.00%	61,650	0	-100.00%
Morocco	1,704,917	2,374,141	39.25%	0	0	0.00%
Saudi Arabia	179,000	176,092	-1.62%	372,694	753,235	102.11%
Turkey	46,311,330	37,576,297	-18.86%	129,600	133,760	3.21%
U.A.E.	13,379,229	5,776,404	-56.83%	1,077,907	1,023,745	-5.02%
<b>Sub-Total</b>	<b>65,146,282</b>	<b>48,140,327</b>	<b>-26.10%</b>	<b>7,647,794</b>	<b>7,422,185</b>	<b>-2.95%</b>
<b>Asia / Pacific Rim</b>						
Australia	52,360	99,069	89.21%	5,175,049	4,847,120	-6.34%
China	28,758,405	43,072,911	49.78%	1,650,000	2,286,037	38.55%
Hong Kong	50,027,961	94,468,435	88.83%	645,158	2,392,090	270.78%
India	0	44,092	0.00%	0	0	0.00%
Japan	87,100	0	-100.00%	10,662,212	13,681,024	28.31%
Korea	776,623	1,937,566	149.49%	13,156,901	13,849,141	5.26%
Malaysia	0	2,097	0.00%	397,500	584,560	47.06%
New Zealand	0	0	0.00%	396,475	384,100	-3.12%
Philippines	0	0	0.00%	160,070	164,600	2.83%
Singapore	0	63,092	0.00%	219,716	408,358	85.86%
Taiwan	48,280	104,720	116.90%	2,470,660	4,022,765	62.82%
Vietnam	5,636,117	21,970,218	289.81%	0	2,090	0.00%
<b>Sub-Total</b>	<b>85,386,846</b>	<b>161,762,200</b>	<b>89.45%</b>	<b>34,933,741</b>	<b>42,621,885</b>	<b>22.01%</b>
Other	1,236,717	3,225,976	160.85%	599,142	1,102,414	84.00%
<b>GRAND TOTAL</b>	<b>232,777,561</b>	<b>280,252,554</b>	<b>20.40%</b>	<b>168,228,290</b>	<b>172,499,288</b>	<b>2.54%</b>
<b>Domestic Total</b>	<b>15,148,985</b>	<b>14,513,441</b>	<b>-4.20%</b>	<b>88,140,163</b>	<b>86,461,774</b>	<b>-1.90%</b>
<b>Export Total</b>	<b>217,628,576</b>	<b>265,739,113</b>	<b>22.11%</b>	<b>80,088,127</b>	<b>86,037,514</b>	<b>7.43%</b>

**WALNUT SHIPMENTS BY COUNTRY OF DESTINATION**  
February 2012 / February 2013

	<u>Inshell Pounds</u>			<u>Shelled Pounds</u>		
	<u>February 2012</u>	<u>February 2013</u>	<u>% Change vs. Prior Year</u>	<u>February 2012</u>	<u>February 2013</u>	<u>% Change vs. Prior Year</u>
<b>North America</b>						
USA	1,425,971	1,307,613	-8.30%	11,062,262	9,638,706	-12.87%
Canada	23,520	72,580	208.59%	1,765,541	1,183,041	-32.99%
Mexico	0	0	0.00%	0	0	0.00%
<b>Sub-Total</b>	<b>1,449,491</b>	<b>1,380,193</b>	<b>-4.78%</b>	<b>12,827,803</b>	<b>10,821,747</b>	<b>-15.64%</b>
<b>Central &amp; South America</b>						
Brazil	0	0	0.00%	0	0	0.00%
Chile	270,268	0	-100.00%	0	0	0.00%
Ecuador	0	20,767	0.00%	95,450	28,225	-70.43%
Venezuela	0	0	0.00%	0	0	0.00%
<b>Sub-Total</b>	<b>270,268</b>	<b>20,767</b>	<b>-92.32%</b>	<b>95,450</b>	<b>28,225</b>	<b>-70.43%</b>
<b>Europe</b>						
Austria	0	0	0.00%	42,000	0	-100.00%
France	0	0	0.00%	0	42,328	0.00%
Germany	132,276	110,230	-16.67%	1,887,936	2,395,543	26.89%
Greece	0	0	0.00%	0	0	0.00%
Italy	220,500	132,228	-40.03%	106,580	184,287	72.91%
Netherlands	0	0	0.00%	109,200	148,328	35.83%
Norway	0	0	0.00%	42,000	0	-100.00%
Portugal	0	0	0.00%	0	0	0.00%
Spain	-110,230	749,556	0.00%	377,556	664,440	75.98%
Sweden	0	0	0.00%	108,012	84,051	-22.18%
Switzerland	0	0	0.00%	42,000	42,000	0.00%
U.K.	0	0	0.00%	252,000	189,138	-24.95%
<b>Sub-Total</b>	<b>242,546</b>	<b>992,014</b>	<b>309.00%</b>	<b>2,967,284</b>	<b>3,750,115</b>	<b>26.38%</b>
<b>Middle East/Africa</b>						
Algeria	0	0	0.00%	117,348	0	-100.00%
Egypt	308,276	132,276	-57.09%	22,000	43,362	97.10%
Israel	0	44,092	0.00%	441,465	522,175	18.28%
Jordan	0	44,092	0.00%	0	126,000	0.00%
Lebanon	0	0	0.00%	0	0	0.00%
Morocco	353,774	396,828	12.17%	0	0	0.00%
Saudi Arabia	0	88,000	0.00%	36,960	264,417	615.41%
Turkey	787,766	1,535,540	94.92%	0	0	0.00%
U.A.E.	88,120	530,468	501.98%	116,600	163,438	40.17%
<b>Sub-Total</b>	<b>1,537,936</b>	<b>2,771,296</b>	<b>80.20%</b>	<b>734,373</b>	<b>1,119,392</b>	<b>52.43%</b>
<b>Asia / Pacific Rim</b>						
Australia	22,046	44,000	99.58%	771,728	535,928	-30.55%
China	2,452,954	1,667,786	-32.01%	300,750	261,900	-12.92%
Hong Kong	886,764	17,526,824	1876.49%	92,685	368,720	297.82%
India	0	0	0.00%	0	0	0.00%
Japan	0	0	0.00%	2,417,264	2,544,925	5.28%
Korea	0	0	0.00%	1,690,255	2,006,991	18.74%
Malaysia	0	0	0.00%	0	43,210	0.00%
New Zealand	0	0	0.00%	25,900	56,050	116.41%
Philippines	0	0	0.00%	46,250	9,150	-80.22%
Singapore	0	0	0.00%	25,000	54,700	118.80%
Taiwan	1,929	0	-100.00%	327,650	361,650	10.38%
Vietnam	0	6,003,392	0.00%	0	0	0.00%
<b>Sub-Total</b>	<b>3,363,693</b>	<b>25,242,002</b>	<b>650.43%</b>	<b>5,697,482</b>	<b>6,243,224</b>	<b>9.58%</b>
Other	0	2,015,850	0.00%	69,730	269,526	286.53%
<b>GRAND TOTAL</b>	<b>6,863,934</b>	<b>32,422,122</b>	<b>372.35%</b>	<b>22,392,122</b>	<b>22,232,229</b>	<b>-0.71%</b>
<b>Domestic Total</b>	<b>1,425,971</b>	<b>1,307,613</b>	<b>-8.30%</b>	<b>11,062,262</b>	<b>9,638,706</b>	<b>-12.87%</b>
<b>Export Total</b>	<b>5,437,963</b>	<b>31,114,509</b>	<b>472.17%</b>	<b>11,329,860</b>	<b>12,593,523</b>	<b>11.15%</b>