

California Walnut Board

101 Parkshore Drive, Suite 250

Folsom, CA 95630-4726

Telephone (916) 932-7070

FAX (916) 932-7071

info@walnuts.org

An Equal Opportunity Employer and Provider

MONTHLY MANAGEMENT REPORT

Friday, March 10, 2017

February Shipments

Inshell (1000 pounds)

	<u>2015/16 Marketing Year</u>		<u>2016/17 Marketing Year</u>	
		9/1/2015 to		9/1/2016 to
	<u>February 2016</u>	<u>2/29/2016</u>	<u>February 2017</u>	<u>2/28/2017</u>
Domestic	638	11,706	1,223	11,462
Export	<u>19,861</u>	<u>256,620</u>	<u>17,788</u>	<u>355,552</u>
Total	20,499	268,325	19,011	367,014

Shelled (1000 pounds)

	<u>2015/16 Marketing Year</u>		<u>2016/17 Marketing Year</u>	
		9/1/2015 to		9/1/2016 to
	<u>February 2016</u>	<u>2/29/2016</u>	<u>February 2017</u>	<u>2/28/2017</u>
Domestic	12,503	82,033	12,099	98,997
Export	<u>22,886</u>	<u>124,500</u>	<u>24,524</u>	<u>150,240</u>
Total	35,389	206,533	36,623	249,237

Inshell Equivalent Tonnage*

	<u>2015/16 Marketing Year</u>		<u>2016/17 Marketing Year</u>	
		9/1/2015 to		9/1/2016 to
	<u>February 2016</u>	<u>2/29/2016</u>	<u>February 2017</u>	<u>2/28/2017</u>
Domestic	14,723	100,361	14,361	118,228
Export	<u>36,297</u>	<u>271,743</u>	<u>36,762</u>	<u>348,503</u>
Total	51,020	372,104	51,123	466,731

Walnut receipts as reported by handlers as of February 28, 2017 = 679,225 tons

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

WALNUT SHIPMENTS BY COUNTRY OF DESTINATION - YEAR TO DATE
09/01/2016 - 02/28/2017

	<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>
North America						
USA	11,705,543	11,462,056	-2.08%	82,033,419	98,997,395	20.68%
Canada	2,106,581	1,971,512	-6.41%	9,591,368	8,835,531	-7.88%
Mexico	245,435	313,644	27.79%	152,400	44,000	-71.13%
Sub-Total	14,057,559	13,747,212	-2.21%	91,777,187	107,876,926	17.54%
Central & South America						
Chile	264,460	220,460	-16.64%	0	33,000	0.00%
Ecuador	140,964	37,065	-73.71%	169,725	81,600	-51.92%
Venezuela	573,204	0	-100.00%	0	0	0.00%
Sub-Total	978,628	257,525	-73.69%	169,725	114,600	-32.48%
Europe						
Austria	0	0	0.00%	930,310	440,400	-52.66%
Belgium	110,230	529,104	380.00%	252,000	400,500	58.93%
France	132,276	44,092	-66.67%	343,000	335,550	-2.17%
Germany	12,340,856	14,231,747	15.32%	27,745,279	33,580,453	21.03%
Greece	0	103,286	0.00%	335,623	519,725	54.85%
Italy	35,102,336	52,640,947	49.96%	2,215,129	3,377,785	52.49%
Netherlands	1,708,179	2,787,419	63.18%	4,350,190	3,945,802	-9.30%
Norway	0	0	0.00%	405,293	393,882	-2.82%
Spain	17,733,898	21,448,211	20.94%	10,681,960	13,603,426	27.35%
Sweden	0	0	0.00%	1,729,833	893,128	-48.37%
Switzerland	0	0	0.00%	339,000	636,400	87.73%
U.K.	401,644	220,372	-45.13%	3,792,240	5,926,748	56.29%
Sub-Total	67,529,419	92,005,178	36.24%	53,119,857	64,053,799	20.58%
Middle East/Africa						
Algeria	526,668	1,500,968	184.99%	372,120	1,020,014	174.11%
Egypt	1,312,404	574,304	-56.24%	1,264,150	594,150	-53.00%
Iraq	441,012	662,584	50.24%	927,498	764,331	-17.59%
Israel	1,044,037	1,495,727	43.26%	6,632,392	6,465,504	-2.52%
Jordan	220,000	1,293,109	487.78%	1,978,638	2,688,713	35.89%
Kuwait	129,124	152,276	17.93%	445,173	651,297	46.30%
Lebanon	1,099,649	2,814,703	155.96%	98,340	0	-100.00%
Morocco	2,117,692	5,598,411	164.36%	0	220,460	0.00%
Saudi Arabia	374,322	1,279,036	241.69%	2,190,014	4,308,154	96.72%
Turkey	80,833,661	114,356,913	41.47%	899,690	635,630	-29.35%
U.A.E.	7,893,053	21,097,420	167.29%	4,181,968	6,041,775	44.47%
Sub-Total	95,991,622	150,825,451	57.12%	18,989,983	23,390,028	23.17%
Asia / Pacific Rim						
Australia	40,000	22,046	-44.89%	4,446,065	4,642,105	4.41%
China	8,153,428	6,662,015	-18.29%	1,296,110	3,023,199	133.25%
Hong Kong	37,951,934	31,559,775	-16.84%	1,051,360	1,664,123	58.28%
India	7,419,509	26,823,230	261.52%	10,010	63,855	537.91%
Japan	0	0	0.00%	13,480,032	16,728,868	24.10%
Korea	975,720	1,150,766	17.94%	11,481,223	17,233,392	50.10%
Malaysia	0	0	0.00%	566,539	698,682	23.32%
New Zealand	0	0	0.00%	670,786	665,007	-0.86%
Philippines	0	0	0.00%	196,800	202,500	2.90%
Singapore	22,000	0	-100.00%	433,354	555,325	28.15%
Taiwan	97,347	258,921	165.98%	4,455,078	3,788,597	-14.96%
Thailand	2,156,162	353,101	-83.62%	2,460,725	1,724,624	-29.91%
Vietnam	31,967,097	38,269,619	19.72%	651,666	538,400	-17.38%
Sub-Total	88,783,197	105,099,473	18.38%	41,199,748	51,528,677	25.07%
Other	984,826	5,079,202	415.75%	1,276,814	2,273,183	78.04%
GRAND TOTAL	268,325,251	367,014,041	36.78%	206,533,314	249,237,213	20.68%
Domestic Total	11,705,543	11,462,056	-2.08%	82,033,419	98,997,395	20.68%
Export Total	256,619,708	355,551,985	38.55%	124,499,895	150,239,818	20.67%

WALNUT SHIPMENTS BY COUNTRY OF DESTINATION
February 2016 / February 2017

	<u>Inshell Pounds</u>			<u>Shelled Pounds</u>		
	<u>February 2016</u>	<u>February 2017</u>	<u>% Change vs. Prior Year</u>	<u>February 2016</u>	<u>February 2017</u>	<u>% Change vs. Prior Year</u>
North America						
USA	637,845	1,223,212	91.77%	12,502,688	12,099,246	-3.23%
Canada	42,500	24,300	-42.82%	1,464,648	1,107,930	-24.36%
Mexico	0	40,000	0.00%	22,000	0	-100.00%
Sub-Total	680,345	1,287,512	89.24%	13,989,336	13,207,176	-5.59%
Central & South America						
Chile	0	0	0.00%	0	0	0.00%
Ecuador	6,618	0	-100.00%	37,600	0	-100.00%
Venezuela	0	0	0.00%	0	0	0.00%
Sub-Total	6,618	0	-100.00%	37,600	0	-100.00%
Europe						
Austria	0	0	0.00%	210,000	168,000	-20.00%
Belgium	0	0	0.00%	0	0	0.00%
France	0	0	0.00%	42,000	84,000	100.00%
Germany	252,869	44,092	-82.56%	3,668,020	5,812,708	58.47%
Greece	0	0	0.00%	25,000	133,750	435.00%
Italy	537,859	786,318	46.19%	371,132	521,935	40.63%
Netherlands	44,092	215,500	388.75%	1,130,320	587,838	-47.99%
Norway	0	0	0.00%	0	0	0.00%
Spain	1,048,730	945,817	-9.81%	1,894,806	1,153,367	-39.13%
Sweden	0	0	0.00%	282,067	109,018	-61.35%
Switzerland	0	0	0.00%	84,000	168,000	100.00%
U.K.	0	0	0.00%	649,246	1,486,608	128.97%
Sub-Total	1,883,550	1,991,727	5.74%	8,356,591	10,225,224	22.36%
Middle East/Africa						
Algeria	0	44,092	0.00%	251,160	84,000	-66.56%
Egypt	353,288	0	-100.00%	412,690	174,940	-57.61%
Iraq	0	44,000	0.00%	254,000	84,000	-66.93%
Israel	140,837	110,046	-21.86%	1,249,980	1,648,950	31.92%
Jordan	44,000	88,460	101.05%	359,420	426,475	18.66%
Kuwait	0	44,092	0.00%	84,302	64,020	-24.06%
Lebanon	265,104	0	-100.00%	0	0	0.00%
Morocco	484,920	573,204	18.21%	0	0	0.00%
Saudi Arabia	44,000	176,368	300.84%	620,298	907,476	46.30%
Turkey	6,650,781	1,587,706	-76.13%	85,428	126,000	47.49%
U.A.E.	1,187,128	2,028,936	70.91%	746,656	627,403	-15.97%
Sub-Total	9,170,058	4,696,904	-48.78%	4,063,934	4,143,264	1.95%
Asia / Pacific Rim						
Australia	40,000	0	-100.00%	537,830	935,960	74.03%
China	837,808	616,828	-26.38%	317,400	490,000	54.38%
Hong Kong	4,317,700	2,649,259	-38.64%	154,063	349,400	126.79%
India	395,727	5,668,190	1332.35%	0	11,000	0.00%
Japan	0	0	0.00%	2,980,167	3,630,797	21.83%
Korea	0	0	0.00%	3,237,563	2,239,075	-30.84%
Malaysia	0	0	0.00%	68,850	63,550	-7.70%
New Zealand	0	0	0.00%	132,800	47,130	-64.51%
Philippines	0	0	0.00%	0	0	0.00%
Singapore	0	0	0.00%	71,100	31,585	-55.58%
Taiwan	22,046	0	-100.00%	1,124,700	745,398	-33.72%
Thailand	173,998	0	-100.00%	0	133,500	0.00%
Vietnam	2,916,695	1,348,749	-53.76%	84,150	0	-100.00%
Sub-Total	8,703,974	10,283,026	18.14%	8,708,623	8,677,395	-0.36%
Other	54,013	752,208	1292.64%	232,978	369,812	58.73%
GRAND TOTAL	20,498,558	19,011,377	-7.26%	35,389,062	36,622,871	3.49%
Domestic Total	637,845	1,223,212	91.77%	12,502,688	12,099,246	-3.23%
Export Total	19,860,713	17,788,165	-10.44%	22,886,374	24,523,625	7.15%