

**California Walnut Board**

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*An Equal Opportunity Employer and Provider*


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**MONTHLY MANAGEMENT REPORT**
**Wednesday, February 11, 2015**
**January Shipments**


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**Inshell (1000 pounds)**

	<u>2013/14 Marketing Year</u>		<u>2014/15 Marketing Year</u>	
	<u>January 2014</u>	<u>9/1/2013 to 1/31/2014</u>	<u>January 2015</u>	<u>9/1/2014 to 1/31/2015</u>
Domestic	1,941	13,439	1,564	11,300
Export	<u>21,096</u>	<u>255,005</u>	<u>10,895</u>	<u>197,350</u>
<b>Total</b>	<b>23,037</b>	<b>268,443</b>	<b>12,460</b>	<b>208,650</b>

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**Shelled (1000 pounds)**

	<u>2013/14 Marketing Year</u>		<u>2014/15 Marketing Year</u>	
	<u>January 2014</u>	<u>9/1/2013 to 1/31/2014</u>	<u>January 2015</u>	<u>9/1/2014 to 1/31/2015</u>
Domestic	11,149	76,717	10,137	73,555
Export	<u>14,733</u>	<u>73,518</u>	<u>12,742</u>	<u>80,696</u>
<b>Total</b>	<b>25,882</b>	<b>150,235</b>	<b>22,880</b>	<b>154,251</b>

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**Inshell Equivalent Tonnage\***

	<u>2013/14 Marketing Year</u>		<u>2014/15 Marketing Year</u>	
	<u>January 2014</u>	<u>9/1/2013 to 1/31/2014</u>	<u>January 2015</u>	<u>9/1/2014 to 1/31/2015</u>
Domestic	13,497	92,918	12,276	89,046
Export	<u>27,102</u>	<u>210,107</u>	<u>19,895</u>	<u>190,167</u>
<b>Total</b>	<b>40,599</b>	<b>303,026</b>	<b>32,170</b>	<b>279,213</b>

Walnut receipts as reported by handlers as of January 31, 2015 = 561,558 tons

\*2013/14 shellout rate 44.5 -- 2014/15 shellout rate 44.1

**WALNUT SHIPMENTS BY COUNTRY OF DESTINATION - YEAR TO DATE**  
**09/01/2014 - 01/31/2015**

	<u>Inshell Pounds</u>			<u>Shelled Pounds</u>		
	<u>2013/14</u>	<u>2014/15</u>	<u>% Change vs. Prior Year</u>	<u>2013/14</u>	<u>2014/15</u>	<u>% Change vs. Prior Year</u>
<b>North America</b>						
USA	13,438,524	11,299,752	-15.92%	76,717,320	73,555,124	-4.12%
Canada	1,660,014	1,529,604	-7.86%	7,877,779	7,407,635	-5.97%
Mexico	357,919	257,835	-27.96%	13,800	28,400	105.80%
<b>Sub-Total</b>	<b>15,456,457</b>	<b>13,087,191</b>	<b>-15.33%</b>	<b>84,608,899</b>	<b>80,991,159</b>	<b>-4.28%</b>
<b>Central &amp; South America</b>						
Brazil	485,288	220,460	-54.57%	0	0	0.00%
Chile	741,564	962,455	29.79%	0	30,000	0.00%
Ecuador	118,221	143,023	20.98%	188,775	367,550	94.70%
Venezuela	652,787	345,368	-47.09%	0	255,900	0.00%
<b>Sub-Total</b>	<b>1,997,860</b>	<b>1,671,306</b>	<b>-16.35%</b>	<b>188,775</b>	<b>653,450</b>	<b>246.15%</b>
<b>Europe</b>						
Austria	0	0	0.00%	404,700	451,945	11.67%
France	1,080,418	132,276	-87.76%	0	0	0.00%
Germany	11,601,201	9,110,800	-21.47%	11,795,183	17,844,093	51.28%
Greece	573,196	0	-100.00%	680,000	0	-100.00%
Italy	33,595,613	31,919,140	-4.99%	1,361,389	1,250,402	-8.15%
Netherlands	2,968,109	2,731,809	-7.96%	1,674,931	1,415,203	-15.51%
Norway	0	0	0.00%	85,578	86,092	0.60%
Portugal	0	0	0.00%	21,560	0	-100.00%
Spain	17,479,447	16,441,115	-5.94%	6,150,606	6,684,601	8.68%
Sweden	0	44,116	0.00%	603,585	487,806	-19.18%
Switzerland	0	0	0.00%	223,020	253,000	13.44%
U.K.	390,249	389,784	-0.12%	769,384	1,213,311	57.70%
<b>Sub-Total</b>	<b>67,688,233</b>	<b>60,769,040</b>	<b>-10.22%</b>	<b>23,769,936</b>	<b>29,686,453</b>	<b>24.89%</b>
<b>Middle East/Africa</b>						
Algeria	792,664	741,472	-6.46%	250,000	252,000	0.80%
Egypt	486,104	629,139	29.42%	316,999	527,581	66.43%
Israel	2,293,307	772,202	-66.33%	4,073,830	3,549,378	-12.87%
Jordan	44,092	221,012	401.25%	236,000	626,960	165.66%
Kuwait	132,278	22,046	-83.33%	168,568	281,868	67.21%
Morocco	3,168,415	967,286	-69.47%	0	0	0.00%
Saudi Arabia	308,736	520,745	68.67%	656,474	950,094	44.73%
Turkey	48,429,517	42,161,609	-12.94%	68,100	46,560	-31.63%
U.A.E.	10,776,664	6,186,824	-42.59%	2,498,247	1,649,233	-33.98%
<b>Sub-Total</b>	<b>66,431,777</b>	<b>52,222,335</b>	<b>-21.39%</b>	<b>8,268,218</b>	<b>7,883,674</b>	<b>-4.65%</b>
<b>Asia / Pacific Rim</b>						
Australia	56,768	0	-100.00%	3,998,753	3,795,400	-5.09%
China	15,688,721	12,860,515	-18.03%	910,892	769,800	-15.49%
Hong Kong	69,138,505	38,568,261	-44.22%	2,281,363	785,611	-65.56%
India	221,368	1,530,621	591.44%	0	33,520	0.00%
Japan	0	0	0.00%	9,654,146	11,915,833	23.43%
Korea	858,897	986,567	14.86%	10,944,746	12,398,136	13.28%
Malaysia	0	0	0.00%	321,392	163,093	-49.25%
New Zealand	0	0	0.00%	459,308	410,200	-10.69%
Philippines	0	0	0.00%	169,100	185,250	9.55%
Singapore	0	0	0.00%	509,080	277,669	-45.46%
Taiwan	81,374	101,138	24.29%	2,767,445	3,499,134	26.44%
Thailand	5,510,151	881,840	-84.00%	727,380	151,801	-79.13%
Vietnam	24,487,678	23,345,403	-4.66%	331,650	0	-100.00%
<b>Sub-Total</b>	<b>116,043,462</b>	<b>78,274,345</b>	<b>-32.55%</b>	<b>33,075,255</b>	<b>34,385,447</b>	<b>3.96%</b>
Other	825,607	2,625,317	217.99%	324,410	650,835	100.62%
<b>GRAND TOTAL</b>	<b>268,443,396</b>	<b>208,649,534</b>	<b>-22.27%</b>	<b>150,235,493</b>	<b>154,251,018</b>	<b>2.67%</b>
<b>Domestic Total</b>	<b>13,438,524</b>	<b>11,299,752</b>	<b>-15.92%</b>	<b>76,717,320</b>	<b>73,555,124</b>	<b>-4.12%</b>
<b>Export Total</b>	<b>255,004,872</b>	<b>197,349,782</b>	<b>-22.61%</b>	<b>73,518,173</b>	<b>80,695,894</b>	<b>9.76%</b>

**WALNUT SHIPMENTS BY COUNTRY OF DESTINATION**  
January 2014 / January 2015

	<u>Inshell Pounds</u>			<u>Shelled Pounds</u>		
	<u>January 2014</u>	<u>January 2015</u>	<u>% Change vs. Prior Year</u>	<u>January 2014</u>	<u>January 2015</u>	<u>% Change vs. Prior Year</u>
<b>North America</b>						
USA	1,940,562	1,564,498	-19.38%	11,148,806	10,137,229	-9.07%
Canada	0	7,400	0.00%	1,188,487	1,057,958	-10.98%
Mexico	0	42,000	0.00%	0	15,400	0.00%
<b>Sub-Total</b>	<b>1,940,562</b>	<b>1,613,898</b>	<b>-16.83%</b>	<b>12,337,293</b>	<b>11,210,587</b>	<b>-9.13%</b>
<b>Central &amp; South America</b>						
Brazil	0	0	0.00%	0	-29,700	0.00%
Chile	0	0	0.00%	0	0	0.00%
Ecuador	0	0	0.00%	22,000	0	-100.00%
Venezuela	0	0	0.00%	0	0	0.00%
<b>Sub-Total</b>	<b>0</b>	<b>0</b>	<b>0.00%</b>	<b>22,000</b>	<b>-29,700</b>	<b>-235.00%</b>
<b>Europe</b>						
Austria	0	0	0.00%	83,400	208,720	150.26%
France	308,864	0	-100.00%	0	0	0.00%
Germany	132,276	176,412	33.37%	2,484,794	2,946,615	18.59%
Greece	0	0	0.00%	680,000	0	-100.00%
Italy	1,859,114	1,455,216	-21.73%	233,823	129,731	-44.52%
Netherlands	529,104	220,460	-58.33%	270,280	167,820	-37.91%
Norway	0	0	0.00%	0	22,046	0.00%
Portugal	0	0	0.00%	0	0	0.00%
Spain	1,364,049	926,226	-32.10%	761,164	899,368	18.16%
Sweden	0	0	0.00%	158,113	109,063	-31.02%
Switzerland	0	0	0.00%	0	42,000	0.00%
U.K.	0	-6,000	0.00%	133,320	216,508	62.40%
<b>Sub-Total</b>	<b>4,193,407</b>	<b>2,772,314</b>	<b>-33.89%</b>	<b>4,804,894</b>	<b>4,741,871</b>	<b>-1.31%</b>
<b>Middle East/Africa</b>						
Algeria	88,000	0	-100.00%	84,000	84,000	0.00%
Egypt	397,920	220,736	-44.53%	147,555	84,787	-42.54%
Israel	574,012	287,374	-49.94%	1,027,771	564,972	-45.03%
Jordan	0	132,276	0.00%	0	288,960	0.00%
Kuwait	88,186	0	-100.00%	20,000	45,430	127.15%
Morocco	925,143	440,920	-52.34%	0	0	0.00%
Saudi Arabia	44,368	174,990	294.41%	101,420	121,220	19.52%
Turkey	7,201,542	3,647,903	-49.35%	45,000	0	-100.00%
U.A.E.	352,460	620,184	75.96%	529,852	62,480	-88.21%
<b>Sub-Total</b>	<b>9,671,631</b>	<b>5,524,383</b>	<b>-42.88%</b>	<b>1,955,598</b>	<b>1,251,849</b>	<b>-35.99%</b>
<b>Asia / Pacific Rim</b>						
Australia	0	0	0.00%	634,250	340,025	-46.39%
China	573,104	440,920	-23.06%	452,100	113,700	-74.85%
Hong Kong	3,749,993	549,404	-85.35%	402,020	139,885	-65.20%
India	89,092	130,979	47.02%	0	0	0.00%
Japan	0	0	0.00%	1,795,823	1,611,360	-10.27%
Korea	192,904	628,183	225.65%	2,578,128	2,910,068	12.88%
Malaysia	0	0	0.00%	58,350	0	-100.00%
New Zealand	0	0	0.00%	72,000	25,000	-65.28%
Philippines	0	0	0.00%	2,250	12,500	455.56%
Singapore	0	0	0.00%	46,500	40,000	-13.98%
Taiwan	13,227	0	-100.00%	411,475	338,740	-17.68%
Thailand	793,657	176,368	-77.78%	225,595	0	-100.00%
Vietnam	1,801,506	579,204	-67.85%	42,000	0	-100.00%
<b>Sub-Total</b>	<b>7,213,483</b>	<b>2,505,058</b>	<b>-65.27%</b>	<b>6,720,491</b>	<b>5,531,278</b>	<b>-17.70%</b>
Other	17,637	44,092	150.00%	41,800	173,658	315.45%
<b>GRAND TOTAL</b>	<b>23,036,720</b>	<b>12,459,745</b>	<b>-45.91%</b>	<b>25,882,076</b>	<b>22,879,543</b>	<b>-11.60%</b>
<b>Domestic Total</b>	<b>1,940,562</b>	<b>1,564,498</b>	<b>-19.38%</b>	<b>11,148,806</b>	<b>10,137,229</b>	<b>-9.07%</b>
<b>Export Total</b>	<b>21,096,158</b>	<b>10,895,247</b>	<b>-48.35%</b>	<b>14,733,270</b>	<b>12,742,314</b>	<b>-13.51%</b>