

California Walnut Board

101 Parkshore Drive, Suite 250

Folsom, CA 95630-4726

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An Equal Opportunity Employer and Provider

MONTHLY MANAGEMENT REPORT

Thursday, April 11, 2013

March Shipments

Inshell (1000 pounds)

	<u>2011/12 Marketing Year</u>		<u>2012/13 Marketing Year</u>	
		9/1/2011 to		9/1/2012 to
	<u>March 2012</u>	<u>3/31/2012</u>	<u>March 2013</u>	<u>3/31/2013</u>
Domestic	948	16,097	2,359	16,873
Export	<u>3,440</u>	<u>221,068</u>	<u>15,153</u>	<u>281,066</u>
Total	4,388	237,166	17,513	297,939

Shelled (1000 pounds)

	<u>2011/12 Marketing Year</u>		<u>2012/13 Marketing Year</u>	
		9/1/2011 to		9/1/2012 to
	<u>March 2012</u>	<u>3/31/2012</u>	<u>March 2013</u>	<u>3/31/2013</u>
Domestic	11,862	100,002	10,564	97,026
Export	<u>12,242</u>	<u>92,330</u>	<u>11,731</u>	<u>97,769</u>
Total	24,104	192,332	22,295	194,795

Inshell Equivalent Tonnage*

	<u>2011/12 Marketing Year</u>		<u>2012/13 Marketing Year</u>	
		9/1/2011 to		9/1/2012 to
	<u>March 2012</u>	<u>3/31/2012</u>	<u>March 2013</u>	<u>3/31/2013</u>
Domestic	14,077	122,730	13,049	117,454
Export	<u>15,759</u>	<u>216,417</u>	<u>20,758</u>	<u>250,386</u>
Total	29,836	339,147	33,807	367,840

Walnut receipts as reported by handlers as of March 31, 2013 = 494,758 tons

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



Marriott Hotel
11211 Point East Drive
Rancho Cordova, CA 95742
(916) 638-1100

SCHEDULE OF EVENTS

California Walnut Board / California Walnut Commission Annual Spring Meeting

Thursday, June 6, 2013

	<u><i>Time</i></u>	<u><i>Location</i></u>
<i>Continental Breakfast</i>	7:00-9:00 a.m.	Room TBD
<i>Joint California Walnut Board / California Walnut Commission Meeting</i>	9:30 a.m.	Room TBD
<i>Luncheon</i>	11:30 p.m.	Trellis

**Registration Form Available at www.walnuts.org
Please call the California Walnut Board/California Walnut Commission
at (916) 932-7070 with any questions.**

Meeting times and room assignments are tentative and subject to change.
All meetings will be held at the Marriott Hotel.
All industry members are invited to attend.

WALNUT SHIPMENTS BY COUNTRY OF DESTINATION - YEAR TO DATE
09/01/2012 - 03/31/2013

	<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>
North America						
USA	16,097,432	16,872,777	4.82%	100,001,947	97,025,649	-2.98%
Canada	1,826,430	2,102,416	15.11%	9,413,022	10,083,231	7.12%
Mexico	325,128	202,730	-37.65%	38,500	63,500	64.94%
Sub-Total	18,248,990	19,177,923	5.09%	109,453,469	107,172,380	-2.08%
Central & South America						
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	220,525	-56.68%
Venezuela	1,146,559	1,208,048	5.36%	168,000	245,400	46.07%
Sub-Total	2,840,011	1,809,005	-36.30%	803,840	465,925	-42.04%
Europe						
Austria	0	0	0.00%	462,300	418,200	-9.54%
France	88,184	44,092	-50.00%	42,000	84,328	100.78%
Germany	11,855,671	7,820,833	-34.03%	13,976,123	16,002,347	14.50%
Greece	0	0	0.00%	79,000	235,480	198.08%
Italy	27,013,829	24,791,845	-8.23%	1,298,099	1,856,835	43.04%
Netherlands	2,702,288	2,728,799	0.98%	1,593,080	1,133,850	-28.83%
Norway	0	0	0.00%	95,852	84,000	-12.36%
Portugal	216,050	0	-100.00%	126,000	0	-100.00%
Spain	18,432,945	13,629,520	-26.06%	9,413,909	6,516,384	-30.78%
Sweden	180,796	0	-100.00%	858,095	688,609	-19.75%
Switzerland	97,223	0	-100.00%	441,780	433,020	-1.98%
U.K.	352,736	132,184	-62.53%	2,692,682	1,819,084	-32.44%
Sub-Total	60,939,722	49,147,273	-19.35%	31,078,920	29,272,137	-5.81%
Middle East/Africa						
Algeria	132,274	529,104	300.01%	453,348	251,100	-44.61%
Egypt	1,116,236	1,119,559	0.30%	194,134	579,208	198.35%
Israel	712,118	633,730	-11.01%	5,319,603	4,905,872	-7.78%
Jordan	484,940	44,092	-90.91%	360,580	318,250	-11.74%
Lebanon	1,210,288	0	-100.00%	61,650	0	-100.00%
Morocco	1,919,543	2,505,315	30.52%	0	0	0.00%
Saudi Arabia	179,000	176,092	-1.62%	446,614	963,727	115.79%
Turkey	46,409,859	38,604,584	-16.82%	129,600	133,760	3.21%
U.A.E.	13,379,229	6,111,908	-54.32%	1,077,907	1,355,133	25.72%
Sub-Total	65,543,487	49,724,384	-24.14%	8,043,436	8,507,050	5.76%
Asia / Pacific Rim						
Australia	62,360	99,069	58.87%	6,107,839	5,588,220	-8.51%
China	30,319,902	45,622,976	50.47%	2,318,750	2,899,994	25.07%
Hong Kong	51,426,617	101,792,015	97.94%	792,408	2,512,975	217.13%
India	0	44,092	0.00%	0	0	0.00%
Japan	87,100	0	-100.00%	13,216,722	15,646,470	18.38%
Korea	776,623	1,937,566	149.49%	15,339,285	15,212,358	-0.83%
Malaysia	0	2,097	0.00%	471,925	609,560	29.16%
New Zealand	0	0	0.00%	477,975	455,100	-4.79%
Philippines	0	0	0.00%	230,245	164,600	-28.51%
Singapore	0	63,092	0.00%	402,963	433,358	7.54%
Taiwan	48,280	192,904	299.55%	2,828,250	4,551,847	60.94%
Thailand	0	2,603,138	0.00%	166,458	355,040	113.29%
Vietnam	5,636,117	24,837,721	340.69%	0	44,090	0.00%
Sub-Total	88,356,999	177,194,670	100.54%	42,352,820	48,473,612	14.45%
Other	1,236,717	885,514	-28.40%	599,452	903,519	50.72%
GRAND TOTAL	237,165,926	297,938,769	25.62%	192,331,937	194,794,623	1.28%
Domestic Total	16,097,432	16,872,777	4.82%	100,001,947	97,025,649	-2.98%
Export Total	221,068,494	281,065,992	27.14%	92,329,990	97,768,974	5.89%

WALNUT SHIPMENTS BY COUNTRY OF DESTINATION
March 2012 / March 2013

	<u>Inshell Pounds</u>			<u>Shelled Pounds</u>		
	<u>March 2012</u>	<u>March 2013</u>	<u>% Change vs. Prior Year</u>	<u>March 2012</u>	<u>March 2013</u>	<u>% Change vs. Prior Year</u>
North America						
USA	948,447	2,359,336	148.76%	11,861,784	10,563,875	-10.94%
Canada	28,560	30,310	6.13%	1,006,120	964,810	-4.11%
Mexico	0	0	0.00%	20,000	0	-100.00%
Sub-Total	977,007	2,389,646	144.59%	12,887,904	11,528,685	-10.55%
Central & South America						
Brazil	0	0	0.00%	0	0	0.00%
Chile	0	0	0.00%	0	0	0.00%
Ecuador	0	0	0.00%	0	31,000	0.00%
Venezuela	0	0	0.00%	0	0	0.00%
Sub-Total	0	0	0.00%	0	31,000	0.00%
Europe						
Austria	0	0	0.00%	126,300	41,400	-67.22%
France	0	0	0.00%	42,000	0	-100.00%
Germany	44,092	44,092	0.00%	1,644,565	2,277,299	38.47%
Greece	0	0	0.00%	0	0	0.00%
Italy	0	181,880	0.00%	21,560	209,842	873.29%
Netherlands	0	0	0.00%	20,000	281,593	1307.97%
Norway	0	0	0.00%	0	0	0.00%
Portugal	0	0	0.00%	42,000	0	-100.00%
Spain	-92	394,532	-428939.13%	1,126,462	727,198	-35.44%
Sweden	0	0	0.00%	125,825	42,045	-66.58%
Switzerland	0	0	0.00%	42,000	84,000	100.00%
U.K.	0	0	0.00%	210,000	334,576	59.32%
Sub-Total	44,000	620,504	1310.24%	3,400,712	3,997,953	17.56%
Middle East/Africa						
Algeria	0	0	0.00%	0	0	0.00%
Egypt	84,050	89,092	6.00%	19,734	0	-100.00%
Israel	0	0	0.00%	276,988	374,985	35.38%
Jordan	0	0	0.00%	25,000	168,000	572.00%
Lebanon	0	0	0.00%	0	0	0.00%
Morocco	214,626	131,174	-38.88%	0	0	0.00%
Saudi Arabia	0	0	0.00%	73,920	210,492	184.76%
Turkey	98,529	1,028,287	943.64%	0	0	0.00%
U.A.E.	0	335,504	0.00%	0	331,388	0.00%
Sub-Total	397,205	1,584,057	298.80%	395,642	1,084,865	174.20%
Asia / Pacific Rim						
Australia	10,000	0	-100.00%	932,790	741,100	-20.55%
China	1,561,497	2,550,065	63.31%	668,750	613,957	-8.19%
Hong Kong	1,398,656	7,149,968	411.20%	147,250	120,885	-17.90%
India	0	0	0.00%	0	0	0.00%
Japan	0	0	0.00%	2,554,510	1,965,446	-23.06%
Korea	0	0	0.00%	2,182,384	1,363,217	-37.54%
Malaysia	0	0	0.00%	74,425	25,000	-66.41%
New Zealand	0	0	0.00%	81,500	71,000	-12.88%
Philippines	0	0	0.00%	70,175	0	-100.00%
Singapore	0	0	0.00%	183,247	25,000	-86.36%
Taiwan	0	88,184	0.00%	357,590	529,082	47.96%
Thailand	0	198,230	0.00%	82,768	0	-100.00%
Vietnam	0	2,867,503	0.00%	0	42,000	0.00%
Sub-Total	2,970,153	12,853,950	332.77%	7,335,389	5,496,687	-25.07%
Other	0	64,446	0.00%	84,000	156,145	85.89%
GRAND TOTAL	4,388,365	17,512,603	299.07%	24,103,647	22,295,335	-7.50%
Domestic Total	948,447	2,359,336	148.76%	11,861,784	10,563,875	-10.94%
Export Total	3,439,918	15,153,267	340.51%	12,241,863	11,731,460	-4.17%