

California Walnut Board

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An Equal Opportunity Employer and Provider

MONTHLY MANAGEMENT REPORT
Wednesday, June 12, 2013
May 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>May 2012</u>	<u>5/31/2012</u>	<u>May 2013</u>	<u>5/31/2013</u>
Domestic	87	16,752	539	17,900
Export	<u>2,585</u>	<u>225,187</u>	<u>822</u>	<u>286,294</u>
Total	2,671	241,939	1,361	304,194

Shelled (1000 pounds)

	<u>2011/12 Marketing Year</u>		<u>2012/13 Marketing Year</u>	
	9/1/2011 to		9/1/2012 to	
	<u>May 2012</u>	<u>5/31/2012</u>	<u>May 2013</u>	<u>5/31/2013</u>
Domestic	10,186	121,608	12,592	121,995
Export	<u>8,128</u>	<u>110,025</u>	<u>13,434</u>	<u>121,817</u>
Total	18,314	231,633	26,026	243,812

Inshell Equivalent Tonnage*

	<u>2011/12 Marketing Year</u>		<u>2012/13 Marketing Year</u>	
	9/1/2011 to		9/1/2012 to	
	<u>May 2012</u>	<u>5/31/2012</u>	<u>May 2013</u>	<u>5/31/2013</u>
Domestic	11,725	147,835	14,418	146,023
Export	<u>10,614</u>	<u>238,769</u>	<u>15,505</u>	<u>280,020</u>
Total	22,338	386,604	29,923	426,043

Walnut receipts as reported by handlers as of May 31, 2013 = 495,044 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 - 05/31/2013

	<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	16,751,521	17,899,883	6.86%	121,608,347	121,995,056	0.32%
Canada	1,922,190	2,241,176	16.59%	12,059,669	12,259,394	1.66%
Mexico	325,128	202,730	-37.65%	51,000	72,300	41.76%
Sub-Total	18,998,839	20,343,789	7.08%	133,719,016	134,326,750	0.45%
Central & South America						
Brazil	523,692	176,368	-66.32%	126,740	0	-100.00%
Chile	1,132,912	308,644	-72.76%	0	0	0.00%
Ecuador	301,400	144,695	-51.99%	567,100	291,900	-48.53%
Venezuela	1,146,559	1,208,048	5.36%	168,000	285,400	69.88%
Sub-Total	3,104,563	1,837,755	-40.80%	861,840	577,300	-33.02%
Europe						
Austria	0	0	0.00%	503,700	505,075	0.27%
France	88,184	44,092	-50.00%	42,000	126,328	200.78%
Germany	11,855,671	7,864,925	-33.66%	16,723,169	19,041,283	13.86%
Greece	0	0	0.00%	79,000	277,480	251.24%
Italy	27,013,829	24,879,735	-7.90%	1,298,099	2,213,271	70.50%
Netherlands	2,702,288	2,816,983	4.24%	1,828,450	1,909,302	4.42%
Norway	0	0	0.00%	177,852	122,500	-31.12%
Portugal	216,050	0	-100.00%	126,000	22,000	-82.54%
Spain	18,186,201	13,753,726	-24.37%	11,131,901	8,058,461	-27.61%
Sweden	180,796	22,000	-87.83%	984,200	898,705	-8.69%
Switzerland	97,223	0	-100.00%	525,780	643,043	22.30%
U.K.	485,012	264,460	-45.47%	2,936,932	2,156,044	-26.59%
Sub-Total	60,825,254	49,645,921	-18.38%	36,357,083	35,973,492	-1.06%
Middle East/Africa						
Algeria	132,274	529,104	300.01%	579,348	419,100	-27.66%
Egypt	1,116,236	1,119,559	0.30%	194,134	579,208	198.35%
Israel	712,118	633,730	-11.01%	5,638,078	5,899,572	4.64%
Jordan	484,940	44,092	-90.91%	360,580	704,800	95.46%
Lebanon	1,210,288	0	-100.00%	61,650	0	-100.00%
Morocco	2,437,686	2,501,219	2.61%	0	0	0.00%
Saudi Arabia	443,460	176,092	-60.29%	468,614	1,020,531	117.78%
Turkey	47,035,359	38,870,860	-17.36%	129,600	133,760	3.21%
U.A.E.	13,335,045	6,376,368	-52.18%	1,263,441	1,611,393	27.54%
Sub-Total	66,907,406	50,251,024	-24.89%	8,695,445	10,368,364	19.24%
Asia / Pacific Rim						
Australia	62,360	99,069	58.87%	7,861,607	6,749,348	-14.15%
China	31,561,576	45,843,252	45.25%	2,952,200	3,683,924	24.79%
Hong Kong	52,561,544	104,628,096	99.06%	903,408	3,326,075	268.17%
India	0	44,092	0.00%	0	0	0.00%
Japan	87,100	0	-100.00%	16,316,758	19,319,493	18.40%
Korea	776,623	1,937,566	149.49%	17,953,780	17,778,929	-0.97%
Malaysia	0	2,097	0.00%	496,925	651,560	31.12%
New Zealand	0	0	0.00%	634,450	666,550	5.06%
Philippines	0	0	0.00%	268,740	234,600	-12.70%
Singapore	0	63,092	0.00%	558,455	565,608	1.28%
Taiwan	48,280	192,904	299.55%	3,251,000	4,905,267	50.88%
Thailand	87,300	2,666,740	2954.68%	193,183	1,325,277	586.02%
Vietnam	5,636,117	25,720,758	356.36%	0	2,231,865	0.00%
Sub-Total	90,820,900	181,197,666	99.51%	51,390,506	61,438,496	19.55%
Other	1,281,717	917,514	-28.42%	609,452	1,127,943	85.07%
GRAND TOTAL	241,938,679	304,193,669	25.73%	231,633,342	243,812,345	5.26%
Domestic Total	16,751,521	17,899,883	6.86%	121,608,347	121,995,056	0.32%
Export Total	225,187,158	286,293,786	27.14%	110,024,995	121,817,289	10.72%

WALNUT SHIPMENTS BY COUNTRY OF DESTINATION
May 2012 / May 2013

	<u>Inshell Pounds</u>			<u>Shelled Pounds</u>		
	<u>May 2012</u>	<u>May 2013</u>	<u>% Change vs. Prior Year</u>	<u>May 2012</u>	<u>May 2013</u>	<u>% Change vs. Prior Year</u>
North America						
USA	86,500	539,045	523.17%	10,186,062	12,592,137	23.62%
Canada	68,880	62,380	-9.44%	1,503,925	1,080,610	-28.15%
Mexico	0	0	0.00%	12,500	0	-100.00%
Sub-Total	155,380	601,425	287.07%	11,702,487	13,672,747	16.84%
Central & South America						
Brazil	0	0	0.00%	0	0	0.00%
Chile	132,276	0	-100.00%	0	0	0.00%
Ecuador	0	17,500	0.00%	0	23,750	0.00%
Venezuela	0	0	0.00%	0	40,000	0.00%
Sub-Total	132,276	17,500	-86.77%	0	63,750	0.00%
Europe						
Austria	0	0	0.00%	0	45,475	0.00%
France	0	0	0.00%	0	0	0.00%
Germany	0	44,092	0.00%	1,569,706	2,030,362	29.35%
Greece	0	0	0.00%	0	0	0.00%
Italy	0	0	0.00%	0	144,488	0.00%
Netherlands	0	44,092	0.00%	121,200	329,242	171.65%
Norway	0	0	0.00%	0	0	0.00%
Portugal	0	0	0.00%	0	22,000	0.00%
Spain	-290,836	148,776	151.15%	577,998	686,058	18.70%
Sweden	0	22,000	0.00%	84,063	84,096	0.04%
Switzerland	0	0	0.00%	42,000	83,975	99.94%
U.K.	132,276	0	-100.00%	126,000	252,303	100.24%
Sub-Total	-158,560	258,960	263.32%	2,520,967	3,677,999	45.90%
Middle East/Africa						
Algeria	0	0	0.00%	0	42,000	0.00%
Egypt	0	0	0.00%	0	0	0.00%
Israel	0	0	0.00%	151,000	555,700	268.01%
Jordan	0	0	0.00%	0	48,000	0.00%
Lebanon	0	0	0.00%	0	0	0.00%
Morocco	298,949	0	-100.00%	0	0	0.00%
Saudi Arabia	264,460	0	-100.00%	0	0	0.00%
Turkey	430,000	0	-100.00%	0	0	0.00%
U.A.E.	-44,092	0	0.00%	143,534	75,240	-47.58%
Sub-Total	949,317	0	-100.00%	294,534	720,940	144.77%
Asia / Pacific Rim						
Australia	0	0	0.00%	611,900	475,200	-22.34%
China	843,382	0	-100.00%	145,450	325,380	123.71%
Hong Kong	793,727	397,150	-49.96%	69,000	813,100	1078.41%
India	0	0	0.00%	0	0	0.00%
Japan	0	0	0.00%	1,336,001	1,936,340	44.94%
Korea	0	0	0.00%	1,312,750	1,141,675	-13.03%
Malaysia	0	0	0.00%	0	0	0.00%
New Zealand	0	0	0.00%	54,000	113,400	110.00%
Philippines	0	0	0.00%	38,495	45,000	16.90%
Singapore	0	0	0.00%	73,000	26,750	-63.36%
Taiwan	0	0	0.00%	128,750	99,620	-22.63%
Thailand	0	41,556	0.00%	26,725	627,915	2249.54%
Vietnam	0	44,650	0.00%	0	2,187,775	0.00%
Sub-Total	1,637,109	483,356	-70.48%	3,796,071	7,792,155	105.27%
Other	-44,092	0	0.00%	0	98,192	0.00%
GRAND TOTAL	2,671,430	1,361,241	-49.04%	18,314,059	26,025,783	42.11%
Domestic Total	86,500	539,045	523.17%	10,186,062	12,592,137	23.62%
Export Total	2,584,930	822,196	-68.19%	8,127,997	13,433,646	65.28%