

**California Walnut Board**

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*An Equal Opportunity Employer and Provider*


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**MONTHLY MANAGEMENT REPORT**
**Thursday, November 12, 2015**
**October Shipments**


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**Inshell (1000 pounds)**

	<u>2014/15 Marketing Year</u>		<u>2015/16 Marketing Year</u>	
	9/1/2014 to		9/1/2015 to	
	<u>October 2014</u>	<u>10/31/2014</u>	<u>October 2015</u>	<u>10/31/2015</u>
Domestic	4,694	5,479	4,963	5,574
Export	<u>100,481</u>	<u>110,705</u>	<u>94,441</u>	<u>106,971</u>
<b>Total</b>	<b>105,175</b>	<b>116,184</b>	<b>99,403</b>	<b>112,545</b>

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**Shelled (1000 pounds)**

	<u>2014/15 Marketing Year</u>		<u>2015/16 Marketing Year</u>	
	9/1/2014 to		9/1/2015 to	
	<u>October 2014</u>	<u>10/31/2014</u>	<u>October 2015</u>	<u>10/31/2015</u>
Domestic	19,756	31,951	17,164	32,133
Export	<u>22,179</u>	<u>28,633</u>	<u>22,033</u>	<u>29,696</u>
<b>Total</b>	<b>41,935</b>	<b>60,584</b>	<b>39,197</b>	<b>61,829</b>

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**Inshell Equivalent Tonnage\***

	<u>2014/15 Marketing Year</u>		<u>2015/16 Marketing Year</u>	
	9/1/2014 to		9/1/2015 to	
	<u>October 2014</u>	<u>10/31/2014</u>	<u>October 2015</u>	<u>10/31/2015</u>
Domestic	24,645	38,802	21,941	39,219
Export	<u>75,273</u>	<u>87,669</u>	<u>72,201</u>	<u>87,155</u>
<b>Total</b>	<b>99,918</b>	<b>126,471</b>	<b>94,143</b>	<b>126,374</b>

Walnut receipts as reported by handlers as of October 31, 2015 = 545,082 tons

\*2014/15 shellout rate 44.3 -- 2015/16 shellout rate 44.1

**WALNUT SHIPMENTS BY COUNTRY OF DESTINATION - YEAR TO DATE**  
**09/01/2015 - 10/31/2015**

	<u>Inshell Pounds</u>			<u>Shelled Pounds</u>		
	<u>2014/15</u>	<u>2015/16</u>	<u>% Change vs. Prior Year</u>	<u>2014/15</u>	<u>2015/16</u>	<u>% Change vs. Prior Year</u>
<b>North America</b>						
USA	5,478,897	5,574,061	1.74%	31,951,127	32,132,979	0.57%
Canada	731,180	1,276,204	74.54%	3,371,506	3,453,134	2.42%
Mexico	173,835	180,000	3.55%	13,000	43,000	230.77%
<b>Sub-Total</b>	<b>6,383,912</b>	<b>7,030,265</b>	<b>10.12%</b>	<b>35,335,633</b>	<b>35,629,113</b>	<b>0.83%</b>
<b>Central &amp; South America</b>						
Chile	262,606	44,000	-83.24%	0	0	0.00%
Ecuador	92,023	134,346	45.99%	145,700	106,450	-26.94%
Venezuela	345,368	573,204	65.97%	84,000	0	-100.00%
<b>Sub-Total</b>	<b>699,997</b>	<b>751,550</b>	<b>7.36%</b>	<b>229,700</b>	<b>106,450</b>	<b>-53.66%</b>
<b>Europe</b>						
Austria	0	0	0.00%	91,475	163,525	78.76%
Belgium	793,656	66,138	-91.67%	0	126,000	0.00%
France	44,092	88,184	100.00%	0	79,000	0.00%
Germany	8,625,656	9,856,594	14.27%	5,225,390	7,213,014	38.04%
Italy	24,685,206	20,602,430	-16.54%	431,072	437,032	1.38%
Netherlands	1,926,579	1,399,259	-27.37%	354,766	937,468	164.25%
Spain	12,118,619	10,420,775	-14.01%	3,126,167	4,085,885	30.70%
Sweden	24	0	-100.00%	42,228	425,633	907.94%
Switzerland	0	0	0.00%	0	87,000	0.00%
U.K.	352,736	308,644	-12.50%	568,236	1,014,220	78.49%
<b>Sub-Total</b>	<b>48,546,568</b>	<b>42,742,024</b>	<b>-11.96%</b>	<b>9,839,334</b>	<b>14,568,777</b>	<b>48.07%</b>
<b>Middle East/Africa</b>						
Algeria	697,380	438,208	-37.16%	0	120,960	0.00%
Egypt	11,023	121,460	1001.88%	52,998	111,320	110.05%
Israel	352,552	132,184	-62.51%	1,168,703	1,056,380	-9.61%
Jordan	0	0	0.00%	0	107,600	0.00%
Kuwait	0	21,385	0.00%	82,328	107,928	31.10%
Lebanon	88,184	109,789	24.50%	41,800	21,340	-48.95%
Morocco	174,512	264,552	51.60%	0	0	0.00%
Saudi Arabia	88,184	220,276	149.79%	41,887	160,820	283.94%
Turkey	14,678,336	30,280,488	106.29%	0	25,000	0.00%
U.A.E.	2,076,420	2,078,760	0.11%	460,683	686,291	48.97%
<b>Sub-Total</b>	<b>18,166,591</b>	<b>33,667,102</b>	<b>85.32%</b>	<b>1,848,399</b>	<b>2,397,639</b>	<b>29.71%</b>
<b>Asia / Pacific Rim</b>						
Australia	0	0	0.00%	1,847,810	1,725,040	-6.64%
China	6,249,028	2,678,352	-57.14%	75,000	231,740	208.99%
Hong Kong	20,961,304	12,579,852	-39.99%	152,500	296,937	94.71%
India	177,092	3,255,538	1738.33%	0	0	0.00%
Japan	0	0	0.00%	5,629,861	2,663,143	-52.70%
Korea	0	0	0.00%	4,237,335	1,925,233	-54.57%
Malaysia	0	0	0.00%	55,000	237,650	332.09%
New Zealand	0	0	0.00%	160,600	230,160	43.31%
Singapore	0	22,000	0.00%	89,950	79,569	-11.54%
Taiwan	79,092	0	-100.00%	793,925	735,463	-7.36%
Thailand	440,920	87,192	-80.22%	130,951	20,645	-84.23%
Vietnam	13,811,340	9,250,071	-33.03%	0	253,165	0.00%
<b>Sub-Total</b>	<b>41,718,776</b>	<b>27,873,005</b>	<b>-33.19%</b>	<b>13,172,932</b>	<b>8,398,745</b>	<b>-36.24%</b>
Other	667,995	480,927	-28.00%	157,841	728,612	361.61%
<b>GRAND TOTAL</b>	<b>116,183,839</b>	<b>112,544,873</b>	<b>-3.13%</b>	<b>60,583,839</b>	<b>61,829,336</b>	<b>2.06%</b>
<b>Domestic Total</b>	<b>5,478,897</b>	<b>5,574,061</b>	<b>1.74%</b>	<b>31,951,127</b>	<b>32,132,979</b>	<b>0.57%</b>
<b>Export Total</b>	<b>110,704,942</b>	<b>106,970,812</b>	<b>-3.37%</b>	<b>28,632,712</b>	<b>29,696,357</b>	<b>3.71%</b>

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

	<u>Inshell Pounds</u>			<u>Shelled Pounds</u>		
	<u>October 2014</u>	<u>October 2015</u>	<u>% Change vs. Prior Year</u>	<u>October 2014</u>	<u>October 2015</u>	<u>% Change vs. Prior Year</u>
<b>North America</b>						
USA	4,693,976	4,962,533	5.72%	19,755,996	17,163,906	-13.12%
Canada	618,130	1,078,020	74.40%	2,114,372	1,927,086	-8.86%
Mexico	173,835	180,000	3.55%	13,000	43,000	230.77%
<b>Sub-Total</b>	<b>5,485,941</b>	<b>6,220,553</b>	<b>13.39%</b>	<b>21,883,368</b>	<b>19,133,992</b>	<b>-12.56%</b>
<b>Central &amp; South America</b>						
Chile	262,606	44,000	-83.24%	0	0	0.00%
Ecuador	92,023	127,732	38.80%	145,700	68,850	-52.75%
Venezuela	345,368	573,204	65.97%	84,000	0	-100.00%
<b>Sub-Total</b>	<b>699,997</b>	<b>744,936</b>	<b>6.42%</b>	<b>229,700</b>	<b>68,850</b>	<b>-70.03%</b>
<b>Europe</b>						
Austria	0	0	0.00%	84,000	42,000	-50.00%
Belgium	705,472	66,138	-90.63%	0	126,000	0.00%
France	44,092	88,184	100.00%	0	79,000	0.00%
Germany	8,096,552	7,352,169	-9.19%	4,284,640	6,656,789	55.36%
Italy	22,877,214	18,840,347	-17.65%	431,072	437,032	1.38%
Netherlands	1,926,579	1,399,259	-27.37%	354,766	806,568	127.35%
Spain	10,663,574	8,502,424	-20.27%	2,512,267	2,879,085	14.60%
Sweden	24	0	-100.00%	177	215,603	121709.60%
Switzerland	0	0	0.00%	0	87,000	0.00%
U.K.	352,736	308,644	-12.50%	358,236	720,587	101.15%
<b>Sub-Total</b>	<b>44,666,243</b>	<b>36,557,165</b>	<b>-18.15%</b>	<b>8,025,158</b>	<b>12,049,664</b>	<b>50.15%</b>
<b>Middle East/Africa</b>						
Algeria	617,380	173,104	-71.96%	0	0	0.00%
Egypt	11,023	121,460	1001.88%	52,998	111,320	110.05%
Israel	352,552	132,184	-62.51%	1,126,703	866,630	-23.08%
Jordan	0	0	0.00%	0	107,600	0.00%
Kuwait	0	21,385	0.00%	82,328	107,928	31.10%
Lebanon	88,184	109,789	24.50%	41,800	21,340	-48.95%
Morocco	174,512	264,552	51.60%	0	0	0.00%
Saudi Arabia	88,184	220,276	149.79%	41,887	36,960	-11.76%
Turkey	13,797,248	26,772,159	94.04%	0	25,000	0.00%
U.A.E.	1,992,420	1,945,024	-2.38%	460,683	651,091	41.33%
<b>Sub-Total</b>	<b>17,121,503</b>	<b>29,759,933</b>	<b>73.82%</b>	<b>1,806,399</b>	<b>1,927,869</b>	<b>6.72%</b>
<b>Asia / Pacific Rim</b>						
Australia	0	0	0.00%	1,290,810	977,900	-24.24%
China	5,852,200	2,369,818	-59.51%	75,000	107,000	42.67%
Hong Kong	18,413,436	11,649,173	-36.74%	152,500	271,322	77.92%
India	177,092	3,044,944	1619.41%	0	0	0.00%
Japan	0	0	0.00%	4,331,009	1,750,208	-59.59%
Korea	0	0	0.00%	3,057,127	1,171,726	-61.67%
Malaysia	0	0	0.00%	55,000	172,000	212.73%
New Zealand	0	0	0.00%	110,050	132,000	19.95%
Singapore	0	22,000	0.00%	75,550	49,569	-34.39%
Taiwan	79,092	0	-100.00%	668,475	590,335	-11.69%
Thailand	440,920	87,192	-80.22%	47,825	0	-100.00%
Vietnam	11,742,748	8,530,597	-27.35%	0	253,165	0.00%
<b>Sub-Total</b>	<b>36,705,488</b>	<b>25,703,724</b>	<b>-29.97%</b>	<b>9,863,346</b>	<b>5,475,225</b>	<b>-44.49%</b>
Other	495,719	416,835	-15.91%	126,841	541,437	326.86%
<b>GRAND TOTAL</b>	<b>105,174,891</b>	<b>99,403,146</b>	<b>-5.49%</b>	<b>41,934,812</b>	<b>39,197,037</b>	<b>-6.53%</b>
<b>Domestic Total</b>	<b>4,693,976</b>	<b>4,962,533</b>	<b>5.72%</b>	<b>19,755,996</b>	<b>17,163,906</b>	<b>-13.12%</b>
<b>Export Total</b>	<b>100,480,915</b>	<b>94,440,613</b>	<b>-6.01%</b>	<b>22,178,816</b>	<b>22,033,131</b>	<b>-0.66%</b>