

California Walnut Board

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An Equal Opportunity Employer and Provider

MONTHLY MANAGEMENT REPORT
Thursday, November 10, 2016
October 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>October 2015</u>	<u>10/31/2015</u>	<u>October 2016</u>	<u>10/31/2016</u>
Domestic	5,086	5,698	3,941	5,288
Export	<u>94,617</u>	<u>107,235</u>	<u>142,567</u>	<u>175,678</u>
Total	99,703	112,933	146,508	180,966

Shelled (1000 pounds)

	<u>2015/16 Marketing Year</u>		<u>2016/17 Marketing Year</u>	
		9/1/2015 to		9/1/2016 to
	<u>October 2015</u>	<u>10/31/2015</u>	<u>October 2016</u>	<u>10/31/2016</u>
Domestic	17,521	32,490	21,030	38,749
Export	<u>22,587</u>	<u>30,250</u>	<u>29,350</u>	<u>40,756</u>
Total	40,108	62,740	50,380	79,504

Inshell Equivalent Tonnage*

	<u>2015/16 Marketing Year</u>		<u>2016/17 Marketing Year</u>	
		9/1/2015 to		9/1/2016 to
	<u>October 2015</u>	<u>10/31/2015</u>	<u>October 2016</u>	<u>10/31/2016</u>
Domestic	22,728	40,279	25,868	46,677
Export	<u>73,330</u>	<u>88,468</u>	<u>104,635</u>	<u>134,152</u>
Total	96,059	128,748	130,504	180,829

Walnut receipts as reported by handlers as of October 31, 2016 = 627,812 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 - 10/31/2016

	<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	5,697,566	5,288,044	-7.19%	32,489,791	38,748,642	19.26%
Canada	1,276,054	1,106,620	-13.28%	3,453,134	2,872,000	-16.83%
Mexico	180,000	145,460	-19.19%	43,000	22,000	-48.84%
Sub-Total	7,153,620	6,540,124	-8.58%	35,985,925	41,642,642	15.72%
Central & South America						
Chile	44,000	44,092	0.21%	0	0	0.00%
Ecuador	134,346	4,565	-96.60%	106,450	37,600	-64.68%
Venezuela	573,204	0	-100.00%	0	0	0.00%
Sub-Total	751,550	48,657	-93.53%	106,450	37,600	-64.68%
Europe						
Austria	0	0	0.00%	163,525	91,400	-44.11%
Belgium	66,138	396,828	500.00%	126,000	358,500	184.52%
France	88,184	44,092	-50.00%	79,000	125,550	58.92%
Germany	9,856,594	11,701,629	18.72%	7,213,014	12,622,075	74.99%
Greece	0	59,194	0.00%	150,523	120,750	-19.78%
Italy	20,822,558	30,048,612	44.31%	437,032	474,342	8.54%
Netherlands	1,399,259	1,682,179	20.22%	937,468	715,480	-23.68%
Norway	0	0	0.00%	162,175	298,080	83.80%
Spain	10,420,863	12,521,284	20.16%	4,129,977	5,432,884	31.55%
Sweden	0	0	0.00%	425,633	464,910	9.23%
Switzerland	0	0	0.00%	87,000	168,000	93.10%
U.K.	308,644	176,276	-42.89%	1,014,220	1,007,385	-0.67%
Sub-Total	42,962,240	56,630,094	31.81%	14,925,567	21,879,356	46.59%
Middle East/Africa						
Algeria	438,208	883,404	101.59%	120,960	222,314	83.79%
Egypt	121,460	221,288	82.19%	111,320	0	-100.00%
Iraq	0	266,208	0.00%	168,000	0	-100.00%
Israel	132,184	395,635	199.31%	1,056,380	1,154,008	9.24%
Jordan	0	923,927	0.00%	107,600	333,700	210.13%
Kuwait	21,385	0	-100.00%	107,928	0	-100.00%
Lebanon	153,881	792,829	415.22%	21,340	0	-100.00%
Morocco	264,552	1,319,178	398.65%	0	0	0.00%
Saudi Arabia	220,276	528,920	140.12%	160,820	499,525	210.61%
Turkey	30,280,488	53,452,533	76.52%	333,644	208,275	-37.58%
U.A.E.	2,078,760	9,935,954	377.98%	686,291	1,247,541	81.78%
Sub-Total	33,711,194	68,719,876	103.85%	2,874,283	3,665,363	27.52%
Asia / Pacific Rim						
Australia	0	22,046	0.00%	1,725,040	1,272,395	-26.24%
China	2,678,352	3,154,218	17.77%	231,740	438,000	89.00%
Hong Kong	12,579,852	13,630,744	8.35%	296,937	218,510	-26.41%
India	3,255,538	5,639,187	73.22%	0	0	0.00%
Japan	0	0	0.00%	2,663,143	3,083,556	15.79%
Korea	0	0	0.00%	1,925,233	4,029,170	109.28%
Malaysia	0	0	0.00%	237,650	184,562	-22.34%
New Zealand	0	0	0.00%	230,160	152,300	-33.83%
Philippines	0	0	0.00%	116,900	65,500	-43.97%
Singapore	22,000	0	-100.00%	79,569	204,210	156.65%
Taiwan	0	74,405	0.00%	735,463	685,465	-6.80%
Thailand	87,192	45,596	-47.71%	20,645	1,130,525	5376.02%
Vietnam	9,250,071	24,368,897	163.45%	385,441	240,000	-37.73%
Sub-Total	27,873,005	46,935,093	68.39%	8,647,921	11,704,193	35.34%
Other	480,927	2,092,052	335.00%	200,106	574,988	187.34%
GRAND TOTAL	112,932,536	180,965,896	60.24%	62,740,252	79,504,142	26.72%
Domestic Total	5,697,566	5,288,044	-7.19%	32,489,791	38,748,642	19.26%
Export Total	107,234,970	175,677,852	63.83%	30,250,461	40,755,500	34.73%

WALNUT SHIPMENTS BY COUNTRY OF DESTINATION
October 2015 / October 2016

	<u>Inshell Pounds</u>			<u>Shelled Pounds</u>		
	<u>October 2015</u>	<u>October 2016</u>	<u>% Change vs. Prior Year</u>	<u>October 2015</u>	<u>October 2016</u>	<u>% Change vs. Prior Year</u>
North America						
USA	5,086,038	3,941,124	-22.51%	17,520,718	21,029,903	20.03%
Canada	1,078,020	1,048,370	-2.75%	1,927,086	1,656,010	-14.07%
Mexico	180,000	101,368	-43.68%	43,000	22,000	-48.84%
Sub-Total	6,344,058	5,090,862	-19.75%	19,490,804	22,707,913	16.51%
Central & South America						
Chile	44,000	44,092	0.21%	0	0	0.00%
Ecuador	127,732	0	-100.00%	68,850	0	-100.00%
Venezuela	573,204	0	-100.00%	0	0	0.00%
Sub-Total	744,936	44,092	-94.08%	68,850	0	-100.00%
Europe						
Austria	0	0	0.00%	42,000	50,000	19.05%
Belgium	66,138	132,276	100.00%	126,000	252,000	100.00%
France	88,184	44,092	-50.00%	79,000	64,000	-18.99%
Germany	7,352,169	8,771,184	19.30%	6,656,789	9,580,225	43.92%
Greece	0	59,194	0.00%	150,523	120,750	-19.78%
Italy	19,060,475	23,126,928	21.33%	437,032	474,342	8.54%
Netherlands	1,399,259	1,506,179	7.64%	806,568	550,180	-31.79%
Norway	0	0	0.00%	42,000	0	-100.00%
Spain	8,502,424	10,161,316	19.51%	2,923,177	3,884,369	32.88%
Sweden	0	0	0.00%	215,603	257,036	19.22%
Switzerland	0	0	0.00%	87,000	168,000	93.10%
U.K.	308,644	176,276	-42.89%	720,587	614,528	-14.72%
Sub-Total	36,777,293	43,977,445	19.58%	12,286,279	16,015,430	30.35%
Middle East/Africa						
Algeria	173,104	883,404	410.33%	0	222,314	0.00%
Egypt	121,460	221,288	82.19%	111,320	0	-100.00%
Iraq	0	266,208	0.00%	168,000	0	-100.00%
Israel	132,184	265,012	100.49%	866,630	991,008	14.35%
Jordan	0	527,927	0.00%	107,600	295,000	174.16%
Kuwait	21,385	0	-100.00%	107,928	0	-100.00%
Lebanon	153,881	792,829	415.22%	21,340	0	-100.00%
Morocco	264,552	1,363,270	415.31%	0	0	0.00%
Saudi Arabia	220,276	528,920	140.12%	36,960	457,527	1137.90%
Turkey	26,772,159	41,925,196	56.60%	333,644	208,275	-37.58%
U.A.E.	1,945,024	9,578,678	392.47%	651,091	1,163,545	78.71%
Sub-Total	29,804,025	56,352,732	89.08%	2,404,513	3,337,669	38.81%
Asia / Pacific Rim						
Australia	0	22,046	0.00%	977,900	954,045	-2.44%
China	2,369,818	2,184,542	-7.82%	107,000	420,000	292.52%
Hong Kong	11,560,989	12,177,091	5.33%	271,322	218,510	-19.46%
India	3,044,944	4,934,082	62.04%	0	0	0.00%
Japan	0	0	0.00%	1,750,208	2,179,747	24.54%
Korea	0	0	0.00%	1,171,726	2,943,715	151.23%
Malaysia	0	0	0.00%	172,000	184,562	7.30%
New Zealand	0	0	0.00%	132,000	129,800	-1.67%
Philippines	0	0	0.00%	91,900	42,000	-54.30%
Singapore	22,000	0	-100.00%	49,569	171,510	246.00%
Taiwan	0	74,405	0.00%	590,335	379,115	-35.78%
Thailand	87,192	45,596	-47.71%	0	222,525	0.00%
Vietnam	8,530,597	19,744,008	131.45%	385,441	126,000	-67.31%
Sub-Total	25,615,540	39,181,770	52.96%	5,699,401	7,971,529	39.87%
Other	416,835	1,860,753	346.40%	158,106	347,278	119.65%
GRAND TOTAL	99,702,687	146,507,654	46.94%	40,107,953	50,379,819	25.61%
Domestic Total	5,086,038	3,941,124	-22.51%	17,520,718	21,029,903	20.03%
Export Total	94,616,649	142,566,530	50.68%	22,587,235	29,349,916	29.94%