

California Walnut Board

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An Equal Opportunity Employer and Provider

MONTHLY MANAGEMENT REPORT
Monday, August 09, 2010
July Shipments

Inshell (1000 pounds)

| | <u>2008/09 Marketing Year</u> | | <u>2009/10 Marketing Year</u> | |
|--------------|-------------------------------|---------------------------------|-------------------------------|---------------------------------|
| | <u>July 2009</u> | 9/1/2008 to <u>7/31/2009</u> | <u>July 2010</u> | 9/1/2009 to <u>7/31/2010</u> |
| Domestic | 86 | 21,371 | 111 | 19,333 |
| Export | <u>1,280</u> | <u>151,536</u> | <u>582</u> | <u>185,740</u> |
| Total | 1,366 | 172,906 | 692 | 205,073 |

Shelled (1000 pounds)

| | <u>2008/09 Marketing Year</u> | | <u>2009/10 Marketing Year</u> | |
|--------------|-------------------------------|---------------------------------|-------------------------------|---------------------------------|
| | <u>July 2009</u> | 9/1/2008 to <u>7/31/2009</u> | <u>July 2010</u> | 9/1/2009 to <u>7/31/2010</u> |
| Domestic | 13,870 | 142,240 | 12,046 | 166,009 |
| Export | <u>9,302</u> | <u>115,243</u> | <u>4,933</u> | <u>131,915</u> |
| Total | 23,171 | 257,482 | 16,978 | 297,923 |

Inshell Equivalent Tonnage*

| | <u>2008/09 Marketing Year</u> | | <u>2009/10 Marketing Year</u> | |
|--------------|-------------------------------|---------------------------------|-------------------------------|---------------------------------|
| | <u>July 2009</u> | 9/1/2008 to <u>7/31/2009</u> | <u>July 2010</u> | 9/1/2009 to <u>7/31/2010</u> |
| Domestic | 15,284 | 166,993 | 13,869 | 200,044 |
| Export | <u>10,862</u> | <u>202,408</u> | <u>5,948</u> | <u>244,148</u> |
| Total | 26,146 | 369,401 | 19,817 | 444,192 |

*2008/09 shellout rate 45.5 -- 2009/10 shellout rate 43.6



ANNUAL FALL MEETING NOTICE

CALIFORNIA WALNUT BOARD / CALIFORNIA WALNUT COMMISSION

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

SCHEDULE OF EVENTS

Thursday, September 9, 2010

| | |
|---|-----------|
| California Walnut Board - Export Committee Meeting <i>Room TBD</i> | 4:30 p.m. |
| Welcome Reception <i>Trellis</i> | 5:30 p.m. |
| Dinner <i>Room TBD</i> | 7:00 p.m. |

Friday, September 10, 2010

| | |
|--|------------|
| Continental Breakfast <i>Room TBD</i> | 8:00 a.m. |
| California Walnut Board / California Walnut Commission Meeting <i>Los Angeles / San Francisco Ballrooms</i> | 10:00 a.m. |
| Luncheon <i>Room TBD</i> | 12:30 p.m. |

Please call the California Walnut Board/California Walnut Commission at (916) 932-7070 with any questions or to receive a registration form. 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
09/01/2009 - 07/31/2010

| | <u>Inshell Pounds</u> | | | <u>Shelled Pounds</u> | | |
|------------------------------------|-----------------------|--------------------|--------------------------------|-----------------------|--------------------|--------------------------------|
| | <u>2008/09</u> | <u>2009/10</u> | <u>% Change vs. Prior Year</u> | <u>2008/09</u> | <u>2009/10</u> | <u>% Change vs. Prior Year</u> |
| North America | | | | | | |
| USA | 21,370,622 | 19,333,377 | -9.53% | 142,239,694 | 166,008,892 | 16.71% |
| Canada | 2,629,684 | 2,101,287 | -20.09% | 10,363,772 | 12,522,741 | 20.83% |
| Mexico | 424,267 | 233,092 | -45.06% | 164,120 | 428,695 | 161.21% |
| Sub-Total | 24,424,573 | 21,667,756 | -11.29% | 152,767,586 | 178,960,328 | 17.15% |
| Central & South America | | | | | | |
| Brazil | 1,079,314 | 485,012 | -55.06% | 104,945 | 446,726 | 325.68% |
| Chile | 0 | 1,304,746 | 0.00% | 0 | 0 | 0.00% |
| Ecuador | 417,231 | 260,510 | -37.56% | 548,848 | 589,360 | 7.38% |
| Venezuela | 1,681,190 | 1,325,251 | -21.17% | 210,000 | 331,000 | 57.62% |
| Sub-Total | 3,177,735 | 3,375,519 | 6.22% | 863,793 | 1,367,086 | 58.27% |
| Europe | | | | | | |
| Austria | 0 | 0 | 0.00% | 1,138,070 | 1,563,650 | 37.39% |
| France | 537,924 | 154,322 | -71.31% | 137,225 | 289,875 | 111.24% |
| Germany | 16,702,276 | 14,742,997 | -11.73% | 15,197,501 | 18,531,787 | 21.94% |
| Greece | 698,367 | 176,368 | -74.75% | 926,965 | 675,300 | -27.15% |
| Italy | 28,006,720 | 31,715,523 | 13.24% | 2,709,773 | 2,611,416 | -3.63% |
| Latvia | 88,184 | 573,196 | 550.00% | 100,000 | 169,000 | 69.00% |
| Netherlands | 4,678,107 | 4,522,413 | -3.33% | 2,668,768 | 3,442,288 | 28.98% |
| Norway | 334,920 | 298,447 | -10.89% | 516,923 | 365,665 | -29.26% |
| Portugal | 132,276 | 176,368 | 33.33% | 0 | 0 | 0.00% |
| Spain | 21,770,642 | 19,651,130 | -9.74% | 9,449,685 | 11,409,244 | 20.74% |
| Sweden | 569,464 | 131,797 | -76.86% | 885,765 | 712,818 | -19.53% |
| Switzerland | 97,223 | 129,631 | 33.33% | 298,500 | 294,000 | -1.51% |
| U.K. | 665,789 | 1,280,874 | 92.38% | 1,289,845 | 3,436,946 | 166.46% |
| Sub-Total | 74,281,892 | 73,553,066 | -0.98% | 35,319,020 | 43,501,989 | 23.17% |
| Middle East/Africa | | | | | | |
| Algeria | 130,204 | 275,460 | 111.56% | 890,063 | 553,400 | -37.82% |
| Egypt | 1,603,040 | 1,263,839 | -21.16% | 136,306 | 299,362 | 119.62% |
| Israel | 1,359,746 | 1,081,367 | -20.47% | 11,718,836 | 7,264,590 | -38.01% |
| Jordan | 609,012 | 659,144 | 8.23% | 3,798,261 | 1,620,357 | -57.34% |
| Morocco | 1,118,778 | 832,448 | -25.59% | 43,651 | 0 | -100.00% |
| Saudi Arabia | 285,529 | 88,092 | -69.15% | 615,352 | 398,844 | -35.18% |
| Turkey | 31,786,998 | 48,940,217 | 53.96% | 1,868,240 | 1,164,305 | -37.68% |
| U.A.E. | 2,306,185 | 8,025,187 | 247.99% | 1,489,155 | 2,426,857 | 62.97% |
| Sub-Total | 39,199,492 | 61,165,754 | 56.04% | 20,559,864 | 13,727,715 | -33.23% |
| Asia / Pacific Rim | | | | | | |
| Australia | 123,195 | 223,045 | 81.05% | 7,460,852 | 8,533,293 | 14.37% |
| China | 12,538,717 | 14,222,487 | 13.43% | 4,896,025 | 8,106,492 | 65.57% |
| Hong Kong | 15,091,375 | 28,312,611 | 87.61% | 2,058,762 | 2,267,918 | 10.16% |
| India | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| Japan | 123,500 | 220,460 | 78.51% | 12,237,851 | 16,707,632 | 36.52% |
| Korea | 1,777,764 | 1,047,099 | -41.10% | 15,835,745 | 18,278,873 | 15.43% |
| Malaysia | 0 | 0 | 0.00% | 284,818 | 445,161 | 56.30% |
| New Zealand | 0 | 0 | 0.00% | 331,323 | 559,200 | 68.78% |
| Philippines | 17,500 | 15,000 | -14.29% | 251,888 | 299,553 | 18.92% |
| Singapore | 0 | 0 | 0.00% | 362,505 | 519,762 | 43.38% |
| Taiwan | 251,670 | 60,627 | -75.91% | 3,194,471 | 3,580,535 | 12.09% |
| Thailand | 88,000 | 132,000 | 50.00% | 79,319 | 288,750 | 264.04% |
| Sub-Total | 30,011,721 | 44,233,329 | 47.39% | 46,993,559 | 59,587,169 | 26.80% |
| Other | 1,810,821 | 1,077,608 | -40.49% | 978,581 | 779,172 | -20.38% |
| GRAND TOTAL | 172,906,234 | 205,073,032 | 18.60% | 257,482,403 | 297,923,459 | 15.71% |
| Domestic Total | 21,370,622 | 19,333,377 | -9.53% | 142,239,694 | 166,008,892 | 16.71% |
| Export Total | 151,535,612 | 185,739,655 | 22.57% | 115,242,709 | 131,914,567 | 14.47% |

WALNUT SHIPMENTS BY COUNTRY OF DESTINATION
July 2009 / July 2010

| | <u>Inshell Pounds</u> | | | <u>Shelled Pounds</u> | | |
|------------------------------------|-----------------------|----------------|--------------------------------|-----------------------|-------------------|--------------------------------|
| | <u>2009</u> | <u>2010</u> | <u>% Change vs. Prior Year</u> | <u>2009</u> | <u>2010</u> | <u>% Change vs. Prior Year</u> |
| North America | | | | | | |
| USA | 86,387 | 110,542 | 27.96% | 13,869,516 | 12,045,569 | -13.15% |
| Canada | 56,500 | 47,000 | -16.81% | 1,186,632 | 1,098,425 | -7.43% |
| Mexico | 0 | 0 | 0.00% | 35,700 | 0 | -100.00% |
| Sub-Total | 142,887 | 157,542 | 10.26% | 15,091,848 | 13,143,994 | -12.91% |
| Central & South America | | | | | | |
| Brazil | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| Chile | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| Ecuador | 2,500 | 22,500 | 800.00% | 30,000 | 40,900 | 36.33% |
| Venezuela | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| Sub-Total | 2,500 | 22,500 | 800.00% | 30,000 | 40,900 | 36.33% |
| Europe | | | | | | |
| Austria | 0 | 0 | 0.00% | 42,000 | 83,400 | 98.57% |
| France | 44,092 | 0 | -100.00% | 0 | 0 | 0.00% |
| Germany | 0 | 0 | 0.00% | 801,823 | 744,913 | -7.10% |
| Greece | 0 | 0 | 0.00% | 207,500 | 84,000 | -59.52% |
| Italy | 0 | 0 | 0.00% | 0 | 22,000 | 0.00% |
| Latvia | 0 | 0 | 0.00% | 25,000 | 25,000 | 0.00% |
| Netherlands | 88,184 | 0 | -100.00% | 233,135 | 104,328 | -55.25% |
| Norway | 0 | 0 | 0.00% | 11,640 | 44,921 | 285.92% |
| Portugal | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| Spain | 0 | 0 | 0.00% | 704,435 | 451,339 | -35.93% |
| Sweden | 0 | 0 | 0.00% | 92,213 | 38,065 | -58.72% |
| Switzerland | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| U.K. | 176,368 | 0 | -100.00% | 337,400 | 84,000 | -75.10% |
| Sub-Total | 308,644 | 0 | -100.00% | 2,455,146 | 1,681,966 | -31.49% |
| Middle East/Africa | | | | | | |
| Algeria | 0 | 0 | 0.00% | 42000 | 0 | -100.00% |
| Egypt | 0 | -44,092 | 0.00% | 0 | 0 | 0.00% |
| Israel | 0 | 0 | 0.00% | 825,213 | 212,000 | -74.31% |
| Jordan | 0 | 0 | 0.00% | 122,000 | 0 | -100.00% |
| Morocco | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| Saudi Arabia | 0 | 0 | 0.00% | 41,800 | 0 | -100.00% |
| Turkey | 0 | 220,480 | 0.00% | 172,975 | -38,000 | -121.97% |
| U.A.E. | 0 | 336,000 | 0.00% | 62,920 | 0 | -100.00% |
| Sub-Total | 0 | 512,388 | 0.00% | 1,266,908 | 174,000 | -86.27% |
| Asia / Pacific Rim | | | | | | |
| Australia | 19,050 | 0 | -100.00% | 701,729 | 570,100 | -18.76% |
| China | 786,451 | 0 | -100.00% | 277,750 | 173,700 | -37.46% |
| Hong Kong | 106,518 | 0 | -100.00% | 677,157 | 1,080 | -99.84% |
| India | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| Japan | 0 | 0 | 0.00% | 626,379 | 493,660 | -21.19% |
| Korea | 0 | 0 | 0.00% | 1,694,685 | 564,463 | -66.69% |
| Malaysia | 0 | 0 | 0.00% | 0 | 21,225 | 0.00% |
| New Zealand | 0 | 0 | 0.00% | 67,500 | 54,650 | -19.04% |
| Philippines | 0 | 0 | 0.00% | 31,500 | 25,748 | -18.26% |
| Singapore | 0 | 0 | 0.00% | 27,960 | 0 | -100.00% |
| Taiwan | 0 | 0 | 0.00% | 137,460 | 30,000 | -78.18% |
| Thailand | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| Sub-Total | 912,019 | 0 | -100.00% | 4,242,120 | 1,934,626 | -54.39% |
| Other | 0 | 0 | 0.00% | 85,374 | 2,700 | -96.84% |
| GRAND TOTAL | 1,366,050 | 692,430 | -49.31% | 23,171,396 | 16,978,186 | -26.73% |
| Domestic Total | 86,387 | 110,542 | 27.96% | 13,869,516 | 12,045,569 | -13.15% |
| Export Total | 1,279,663 | 581,888 | -54.53% | 9,301,880 | 4,932,617 | -46.97% |