

California Walnut Board

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An Equal Opportunity Employer and Provider

MONTHLY MANAGEMENT REPORT
Wednesday, January 11, 2012
December Shipments

Inshell (1000 pounds)

	<u>2010/11 Marketing Year</u>		<u>2011/12 Marketing Year</u>	
		9/1/2010 to		9/1/2011 to
	<u>December 2010</u>	<u>12/31/2010</u>	<u>December 2011</u>	<u>12/31/2011</u>
Domestic	1,888	13,786	2,164	12,607
Export	<u>44,086</u>	<u>214,578</u>	<u>30,454</u>	<u>202,812</u>
Total	45,974	228,364	32,618	215,418

Shelled (1000 pounds)

	<u>2010/11 Marketing Year</u>		<u>2011/12 Marketing Year</u>	
		9/1/2010 to		9/1/2011 to
	<u>December 2010</u>	<u>12/31/2010</u>	<u>December 2011</u>	<u>12/31/2011</u>
Domestic	14,186	72,013	11,978	66,099
Export	<u>19,021</u>	<u>60,430</u>	<u>17,501</u>	<u>53,025</u>
Total	33,207	132,443	29,479	119,124

Inshell Equivalent Tonnage*

	<u>2010/11 Marketing Year</u>		<u>2011/12 Marketing Year</u>	
		9/1/2010 to		9/1/2011 to
	<u>December 2010</u>	<u>12/31/2010</u>	<u>December 2011</u>	<u>12/31/2011</u>
Domestic	17,102	88,913	14,632	81,076
Export	<u>43,707</u>	<u>176,115</u>	<u>35,025</u>	<u>161,389</u>
Total	60,809	265,028	49,656	242,465

Walnut receipts as reported by handlers as of December 31, 2011 = 439,798 tons

*2010/11 shellout rate 43.9 -- 2011/12 shellout rate 44.2

**Silverado Resort & Spa**

1600 Atlas Peak Road

Napa, CA 94558

(707) 257-0200

SCHEDULE OF EVENTS

California Walnut Board & California Walnut Commission Winter Meeting – February 16-17, 2012

Thursday, February 16, 2012

	<u>Time</u>	<u>Location</u>
Reception	6:00 p.m.	Room TBD
Banquet Dinner – <i>registration required for dinner ticket*</i>	7:00 p.m.	Room TBD

Friday, February 17, 2012

Continental Breakfast	7:30 – 9:45 a.m.	Room TBD
Joint California Walnut Board / California Walnut Commission Meeting	10:00 a.m.	Room TBD
Luncheon	11:30 a.m.	Room TBD

Note: Meeting schedule and room assignments are subject to change.

**Meeting Registration forms are available– call us at (916) 932-7070 or visit our website at <http://www.walnuts.org/walnuts/index.cfm/industry-resources/upcoming-meetings/>*

WALNUT SHIPMENTS BY COUNTRY OF DESTINATION - YEAR TO DATE
09/01/2011 - 12/31/2011

	<u>Inshell Pounds</u>			<u>Shelled Pounds</u>		
	<u>2010/11</u>	<u>2011/12</u>	<u>% Change vs. Prior Year</u>	<u>2010/11</u>	<u>2011/12</u>	<u>% Change vs. Prior Year</u>
North America						
USA	13,785,801	12,606,504	-8.55%	72,013,225	66,099,349	-8.21%
Canada	2,455,087	1,760,350	-28.30%	5,805,428	5,436,935	-6.35%
Mexico	153,192	325,128	112.24%	21,000	6,000	-71.43%
Sub-Total	16,394,080	14,691,982	-10.38%	77,839,653	71,542,284	-8.09%
Central & South America						
Brazil	440,920	523,692	18.77%	163,000	126,740	-22.25%
Chile	128,142	466,000	263.66%	0	0	0.00%
Ecuador	278,999	301,400	8.03%	462,100	356,650	-22.82%
Venezuela	572,412	1,129,289	97.29%	168,000	168,000	0.00%
Sub-Total	1,420,473	2,420,381	70.39%	793,100	651,390	-17.87%
Europe						
Austria	0	0	0.00%	426,200	264,000	-38.06%
France	264,460	88,184	-66.66%	211,800	0	-100.00%
Germany	17,309,980	11,668,503	-32.59%	10,508,620	8,037,234	-23.52%
Greece	154,322	0	-100.00%	243,675	42,000	-82.76%
Italy	33,195,327	26,891,502	-18.99%	1,404,009	968,619	-31.01%
Netherlands	4,278,515	2,702,288	-36.84%	1,931,842	1,021,272	-47.13%
Norway	0	0	0.00%	122,928	53,852	-56.19%
Portugal	207,875	0	-100.00%	42,000	0	-100.00%
Spain	19,126,896	17,574,984	-8.11%	5,561,801	6,928,925	24.58%
Sweden	159,082	158,796	-0.18%	554,876	515,716	-7.06%
Switzerland	63,933	97,223	52.07%	126,000	357,780	183.95%
U.K.	266,757	352,736	32.23%	1,514,673	2,020,694	33.41%
Sub-Total	75,027,147	59,534,216	-20.65%	22,648,424	20,210,092	-10.77%
Middle East/Africa						
Algeria	397,746	132,274	-66.74%	84,000	168,000	100.00%
Egypt	96,684	264,460	173.53%	370,773	106,000	-71.41%
Israel	1,320,739	491,934	-62.75%	2,595,978	3,303,400	27.25%
Jordan	534,460	484,940	-9.27%	1,135,000	209,580	-81.53%
Lebanon	309,460	1,012,368	227.14%	50,500	61,650	22.08%
Morocco	2,869,389	954,407	-66.74%	0	0	0.00%
Saudi Arabia	132,092	179,000	35.51%	251,880	252,156	0.11%
Turkey	37,786,435	43,069,565	13.98%	325,220	46,000	-85.86%
U.A.E.	8,736,908	13,500,234	54.52%	1,549,622	800,111	-48.37%
Sub-Total	52,183,913	60,089,182	15.15%	6,362,973	4,946,897	-22.25%
Asia / Pacific Rim						
Australia	80,025	30,314	-62.12%	3,459,391	3,403,911	-1.60%
China	27,174,719	24,745,543	-8.94%	3,251,401	973,100	-70.07%
Hong Kong	51,071,390	46,566,587	-8.82%	1,054,365	437,973	-58.46%
India	176,368	0	-100.00%	0	0	0.00%
Japan	0	0	0.00%	5,457,507	5,684,754	4.16%
Korea	853,711	776,623	-9.03%	7,704,629	8,151,310	5.80%
Malaysia	0	0	0.00%	287,979	370,000	28.48%
New Zealand	0	0	0.00%	241,795	273,025	12.92%
Philippines	22,500	0	-100.00%	136,185	113,820	-16.42%
Singapore	0	0	0.00%	228,516	167,966	-26.50%
Taiwan	1,488	46,351	3014.99%	2,376,602	1,730,750	-27.18%
Vietnam	3,024,382	5,152,729	70.37%	0	0	0.00%
Sub-Total	82,404,583	77,318,147	-6.17%	24,198,370	21,306,609	-11.95%
Other	933,596	1,364,583	46.16%	600,309	466,903	-22.22%
GRAND TOTAL	228,363,792	215,418,491	-5.67%	132,442,829	119,124,175	-10.06%
Domestic Total	13,785,801	12,606,504	-8.55%	72,013,225	66,099,349	-8.21%
Export Total	214,577,991	202,811,987	-5.48%	60,429,604	53,024,826	-12.25%

WALNUT SHIPMENTS BY COUNTRY OF DESTINATION
December 2010 / December 2011

	<u>Inshell Pounds</u>			<u>Shelled Pounds</u>		
	<u>Dec 2010</u>	<u>Dec 2011</u>	<u>% Change vs. Prior Year</u>	<u>Dec 2010</u>	<u>Dec 2011</u>	<u>% Change vs. Prior Year</u>
North America						
USA	1,888,445	2,164,180	14.60%	14,186,406	11,977,818	-15.57%
Canada	129,280	200,800	55.32%	1,500,044	1,520,600	1.37%
Mexico	44,000	0	-100.00%	21,000	0	-100.00%
Sub-Total	2,061,725	2,364,980	14.71%	15,707,450	13,498,418	-14.06%
Central & South America						
Brazil	0	0	0.00%	116,000	89,340	-22.98%
Chile	0	258,000	0.00%	0	0	0.00%
Ecuador	9,200	40,000	334.78%	111,700	89,810	-19.60%
Venezuela	0	0	0.00%	42,000	0	-100.00%
Sub-Total	9,200	298,000	3139.13%	269,700	179,150	-33.57%
Europe						
Austria	0	0	0.00%	149,200	72,000	-51.74%
France	0	88,184	0.00%	127,800	0	-100.00%
Germany	176,368	220,460	25.00%	3,815,501	2,011,001	-47.29%
Greece	0	0	0.00%	66,675	0	-100.00%
Italy	2,711,169	2,197,401	-18.95%	553,689	191,146	-65.48%
Netherlands	793,656	529,104	-33.33%	815,983	129,260	-84.16%
Norway	0	0	0.00%	0	11,852	0.00%
Portugal	0	0	0.00%	0	0	0.00%
Spain	1,451,743	1,278,163	-11.96%	1,226,233	2,117,481	72.68%
Sweden	0	5,512	0.00%	90,547	169,809	87.54%
Switzerland	0	0	0.00%	42,000	209,580	399.00%
U.K.	0	0	0.00%	403,430	517,868	28.37%
Sub-Total	5,132,936	4,318,824	-15.86%	7,291,058	5,429,997	-25.53%
Middle East/Africa						
Algeria	0	0	0.00%	0	42,000	0.00%
Egypt	96,684	132,276	36.81%	75,240	42,000	-44.18%
Israel	1,056,187	88,092	-91.66%	983,900	1,574,500	60.03%
Jordan	180,000	0	-100.00%	504,500	84,000	-83.35%
Lebanon	0	880,092	0.00%	0	0	0.00%
Morocco	1,652,182	44,092	-97.33%	0	0	0.00%
Saudi Arabia	88,092	44,000	-50.05%	41,580	185,856	346.98%
Turkey	14,395,680	9,748,342	-32.28%	93,220	24,000	-74.25%
U.A.E.	1,949,164	5,043,188	158.74%	435,138	269,003	-38.18%
Sub-Total	19,417,989	15,980,082	-17.70%	2,133,578	2,221,359	4.11%
Asia / Pacific Rim						
Australia	45,000	0	-100.00%	739,720	774,695	4.73%
China	7,640,254	3,550,858	-53.52%	890,358	499,100	-43.94%
Hong Kong	10,179,267	4,826,562	-52.58%	252,240	156,000	-38.15%
India	176,368	0	-100.00%	0	0	0.00%
Japan	0	0	0.00%	2,271,185	2,655,866	16.94%
Korea	409,219	645,437	57.72%	2,604,075	3,211,696	23.33%
Malaysia	0	0	0.00%	65,835	101,500	54.17%
New Zealand	0	0	0.00%	73,775	25,200	-65.84%
Philippines	0	0	0.00%	13,800	15,695	13.73%
Singapore	0	0	0.00%	25,000	101,925	307.70%
Taiwan	1,488	0	-100.00%	785,980	525,750	-33.11%
Vietnam	746,823	88,184	-88.19%	0	0	0.00%
Sub-Total	19,198,419	9,111,041	-52.54%	7,721,968	8,067,427	4.47%
Other	154,046	544,979	253.78%	83,400	82,780	-0.74%
GRAND TOTAL	45,974,315	32,617,906	-29.05%	33,207,154	29,479,131	-11.23%
Domestic Total	1,888,445	2,164,180	14.60%	14,186,406	11,977,818	-15.57%
Export Total	44,085,870	30,453,726	-30.92%	19,020,748	17,501,313	-7.99%