

California Walnut Board

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An Equal Opportunity Employer and Provider

MONTHLY MANAGEMENT REPORT

Monday, March 12, 2012

February 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>February 2011</u>	<u>2/28/2011</u>	<u>February 2012</u>	<u>2/29/2012</u>
Domestic	737	15,411	1,426	15,194
Export	<u>13,223</u>	<u>249,983</u>	<u>5,437</u>	<u>217,958</u>
Total	13,961	265,395	6,863	233,151

Shelled (1000 pounds)

	<u>2010/11 Marketing Year</u>		<u>2011/12 Marketing Year</u>	
		9/1/2010 to		9/1/2011 to
	<u>February 2011</u>	<u>2/28/2011</u>	<u>February 2012</u>	<u>2/29/2012</u>
Domestic	10,273	92,189	11,064	88,142
Export	<u>15,523</u>	<u>91,880</u>	<u>11,331</u>	<u>80,089</u>
Total	25,796	184,068	22,395	168,231

Inshell Equivalent Tonnage*

	<u>2010/11 Marketing Year</u>		<u>2011/12 Marketing Year</u>	
		9/1/2010 to		9/1/2011 to
	<u>February 2011</u>	<u>2/28/2011</u>	<u>February 2012</u>	<u>2/29/2012</u>
Domestic	12,070	112,704	13,229	107,305
Export	<u>24,291</u>	<u>229,638</u>	<u>15,536</u>	<u>199,577</u>
Total	36,361	342,342	28,765	306,882

Walnut receipts as reported by handlers as of February 29, 2012 = 457,331 tons

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

WALNUT SHIPMENTS BY COUNTRY OF DESTINATION - YEAR TO DATE
09/01/2011 - 02/29/2012

	<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	15,411,220	15,193,577	-1.41%	92,188,670	88,141,703	-4.39%
Canada	2,588,399	1,797,870	-30.54%	7,864,367	8,406,902	6.90%
Mexico	109,192	325,128	197.76%	63,000	18,500	-70.63%
Sub-Total	18,108,811	17,316,575	-4.37%	100,116,037	96,567,105	-3.54%
Central & South America						
Brazil	440,920	523,692	18.77%	163,000	126,740	-22.25%
Chile	128,142	868,360	577.65%	0	0	0.00%
Ecuador	278,999	301,400	8.03%	504,100	509,100	0.99%
Venezuela	572,412	1,129,289	97.29%	168,000	168,000	0.00%
Sub-Total	1,420,473	2,822,741	98.72%	835,100	803,840	-3.74%
Europe						
Austria	0	0	0.00%	635,600	336,000	-47.14%
France	308,460	88,184	-71.41%	295,688	0	-100.00%
Germany	17,571,225	11,811,579	-32.78%	16,460,817	12,331,558	-25.09%
Greece	154,322	0	-100.00%	437,675	79,000	-81.95%
Italy	34,047,483	27,288,414	-19.85%	2,318,615	1,276,539	-44.94%
Netherlands	5,028,079	2,702,288	-46.26%	2,775,960	1,573,080	-43.33%
Norway	0	0	0.00%	161,428	95,852	-40.62%
Portugal	207,875	0	-100.00%	84,020	0	-100.00%
Spain	20,405,643	18,433,037	-9.67%	7,235,337	8,287,447	14.54%
Sweden	159,082	180,796	13.65%	755,350	732,270	-3.06%
Switzerland	63,933	97,223	52.07%	462,000	399,780	-13.47%
U.K.	266,757	352,736	32.23%	2,648,561	2,482,682	-6.26%
Sub-Total	78,212,859	60,954,257	-22.07%	34,271,051	27,594,208	-19.48%
Middle East/Africa						
Algeria	441,838	132,274	-70.06%	168,000	453,348	169.85%
Egypt	603,742	1,032,186	70.96%	556,960	174,400	-68.69%
Israel	1,449,646	712,118	-50.88%	5,204,228	5,043,330	-3.09%
Jordan	892,644	484,940	-45.67%	1,671,000	335,580	-79.92%
Lebanon	309,460	1,210,288	291.10%	99,000	61,650	-37.73%
Morocco	3,922,820	1,659,927	-57.69%	0	0	0.00%
Saudi Arabia	132,092	179,000	35.51%	293,460	372,694	27.00%
Turkey	51,740,998	46,638,908	-9.86%	325,220	129,600	-60.15%
U.A.E.	10,168,820	14,022,026	37.89%	2,068,336	1,077,907	-47.89%
Sub-Total	69,662,060	66,071,667	-5.15%	10,386,204	7,648,509	-26.36%
Asia / Pacific Rim						
Australia	80,025	52,360	-34.57%	5,141,775	5,175,049	0.65%
China	36,727,961	29,398,202	-19.96%	4,809,651	1,650,000	-65.69%
Hong Kong	55,773,378	48,621,147	-12.82%	1,891,475	645,158	-65.89%
India	176,368	0	-100.00%	0	0	0.00%
Japan	0	87,100	0.00%	9,931,889	10,662,212	7.35%
Korea	853,711	776,623	-9.03%	11,191,137	13,156,901	17.57%
Malaysia	0	0	0.00%	344,604	397,500	15.35%
New Zealand	0	0	0.00%	387,815	396,475	2.23%
Philippines	22,500	0	-100.00%	202,005	160,070	-20.76%
Singapore	0	0	0.00%	345,682	219,716	-36.44%
Taiwan	1,488	48,280	3144.62%	3,241,352	2,470,660	-23.78%
Vietnam	3,289,486	5,549,557	68.71%	0	0	0.00%
Sub-Total	96,924,917	84,533,269	-12.78%	37,487,385	34,933,741	-6.81%
Other	1,065,596	1,452,767	36.33%	972,437	683,142	-29.75%
GRAND TOTAL	265,394,716	233,151,276	-12.15%	184,068,214	168,230,545	-8.60%
Domestic Total	15,411,220	15,193,577	-1.41%	92,188,670	88,141,703	-4.39%
Export Total	249,983,496	217,957,699	-12.81%	91,879,544	80,088,842	-12.83%

WALNUT SHIPMENTS BY COUNTRY OF DESTINATION
February 2011 / February 2012

	<u>Inshell Pounds</u>			<u>Shelled Pounds</u>		
	<u>Feb 2011</u>	<u>Feb 2012</u>	<u>% Change vs. Prior Year</u>	<u>Feb 2011</u>	<u>Feb 2012</u>	<u>% Change vs. Prior Year</u>
North America						
USA	737,493	1,425,971	93.35%	10,273,460	11,064,302	7.70%
Canada	40,712	23,520	-42.23%	1,008,793	1,765,541	75.02%
Mexico	0	0	0.00%	42,000	0	-100.00%
Sub-Total	778,205	1,449,491	86.26%	11,324,253	12,829,843	13.30%
Central & South America						
Brazil	0	0	0.00%	0	0	0.00%
Chile	0	270,268	0.00%	0	0	0.00%
Ecuador	0	0	0.00%	42,000	95,450	127.26%
Venezuela	0	0	0.00%	0	0	0.00%
Sub-Total	0	270,268	0.00%	42,000	95,450	127.26%
Europe						
Austria	0	0	0.00%	42,000	42,000	0.00%
France	0	0	0.00%	41,888	0	-100.00%
Germany	44,092	132,276	200.00%	3,538,290	1,887,936	-46.64%
Greece	0	0	0.00%	67,000	0	-100.00%
Italy	254,892	220,500	-13.49%	376,940	106,580	-71.72%
Netherlands	220,460	0	-100.00%	360,220	109,200	-69.69%
Norway	0	0	0.00%	38,500	42,000	9.09%
Portugal	0	0	0.00%	42,020	0	-100.00%
Spain	352,780	-110,230	-131.25%	545,648	377,556	-30.81%
Sweden	0	0	0.00%	93,869	108,012	15.07%
Switzerland	0	0	0.00%	126,000	42,000	-66.67%
U.K.	0	0	0.00%	561,378	252,000	-55.11%
Sub-Total	872,224	242,546	-72.19%	5,833,753	2,967,284	-49.14%
Middle East/Africa						
Algeria	44,092	0	-100.00%	0	117,348	0.00%
Egypt	0	308,276	0.00%	36,960	22,000	-40.48%
Israel	20,000	0	-100.00%	1,715,000	442,180	-74.22%
Jordan	270,000	0	-100.00%	199,500	0	-100.00%
Lebanon	0	0	0.00%	0	0	0.00%
Morocco	219,174	352,784	60.96%	0	0	0.00%
Saudi Arabia	0	0	0.00%	0	36,960	0.00%
Turkey	4,912,852	787,766	-83.97%	0	0	0.00%
U.A.E.	132,276	88,120	-33.38%	225,200	116,600	-48.22%
Sub-Total	5,598,394	1,536,946	-72.55%	2,176,660	735,088	-66.23%
Asia / Pacific Rim						
Australia	0	22,046	0.00%	807,986	771,728	-4.49%
China	3,922,570	2,452,954	-37.47%	669,250	300,750	-55.06%
Hong Kong	2,612,764	886,764	-66.06%	530,870	92,685	-82.54%
India	0	0	0.00%	0	0	0.00%
Japan	0	0	0.00%	2,096,735	2,417,264	15.29%
Korea	0	0	0.00%	1,500,552	1,690,255	12.64%
Malaysia	0	0	0.00%	5,775	0	-100.00%
New Zealand	0	0	0.00%	42,000	25,900	-38.33%
Philippines	0	0	0.00%	43,320	46,250	6.76%
Singapore	0	0	0.00%	73,166	25,000	-65.83%
Taiwan	0	1,929	0.00%	451,450	327,650	-27.42%
Vietnam	88,736	0	-100.00%	0	0	0.00%
Sub-Total	6,624,070	3,363,693	-49.22%	6,221,104	5,697,482	-8.42%
Other	88,000	0	-100.00%	198,360	69,730	-64.85%
GRAND TOTAL	13,960,893	6,862,944	-50.84%	25,796,130	22,394,877	-13.19%
Domestic Total	737,493	1,425,971	93.35%	10,273,460	11,064,302	7.70%
Export Total	13,223,400	5,436,973	-58.88%	15,522,670	11,330,575	-27.01%