

California Walnut Board

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An Equal Opportunity Employer and Provider

MONTHLY MANAGEMENT REPORT
Wednesday, April 11, 2012
March Shipments

Inshell (1000 pounds)

	<u>2010/11 Marketing Year</u>		<u>2011/12 Marketing Year</u>	
	<u>March 2011</u>	<u>9/1/2010 to 3/31/2011</u>	<u>March 2012</u>	<u>9/1/2011 to 3/31/2012</u>
Domestic	751	16,162	948	16,097
Export	<u>7,824</u>	<u>257,808</u>	<u>5,119</u>	<u>223,156</u>
Total	8,575	273,970	6,067	239,253

Shelled (1000 pounds)

	<u>2010/11 Marketing Year</u>		<u>2011/12 Marketing Year</u>	
	<u>March 2011</u>	<u>9/1/2010 to 3/31/2011</u>	<u>March 2012</u>	<u>9/1/2011 to 3/31/2012</u>
Domestic	12,684	104,873	11,844	99,984
Export	<u>16,013</u>	<u>107,892</u>	<u>12,242</u>	<u>92,330</u>
Total	28,697	212,765	24,086	192,314

Inshell Equivalent Tonnage*

	<u>2010/11 Marketing Year</u>		<u>2011/12 Marketing Year</u>	
	<u>March 2011</u>	<u>9/1/2010 to 3/31/2011</u>	<u>March 2012</u>	<u>9/1/2011 to 3/31/2012</u>
Domestic	14,822	127,526	13,873	121,153
Export	<u>22,150</u>	<u>251,788</u>	<u>16,408</u>	<u>216,024</u>
Total	36,972	379,314	30,280	337,177

Walnut receipts as reported by handlers as of March 31, 2012 = 457,350 tons

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



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

SCHEDULE OF EVENTS

California Walnut Board / California Walnut Commission Annual Spring Meeting

Thursday, June 7, 2012

	<u><i>Time</i></u>	<u><i>Location</i></u>
<i>CWB Grades & Standards Committee Meeting</i>	8:00 a.m.	Room TBD
<i>Continental Breakfast</i>	7:30-9:30 a.m.	Junior Ballroom
<i>Joint California Walnut Board / California Walnut Commission Meeting</i>	10:00 a.m.	SF/Sacramento Rooms
<i>Luncheon</i>	12:30 p.m.	Trellis

**Registration Form Available at www.walnuts.org
Please call the California Walnut Board/California Walnut Commission
at (916) 932-7070 with any questions.**

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
09/01/2011 - 03/31/2012

	<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	16,162,115	16,097,432	-0.40%	104,872,726	99,984,461	-4.66%
Canada	2,617,079	1,826,430	-30.21%	9,106,352	9,413,022	3.37%
Mexico	109,192	325,128	197.76%	63,000	38,500	-38.89%
Sub-Total	18,888,386	18,248,990	-3.39%	114,042,078	109,435,983	-4.04%
Central & South America						
Brazil	440,920	523,692	18.77%	230,400	126,740	-44.99%
Chile	128,142	868,360	577.65%	0	0	0.00%
Ecuador	268,999	301,400	12.05%	482,306	509,100	5.56%
Venezuela	782,237	1,146,559	46.57%	168,000	168,000	0.00%
Sub-Total	1,620,298	2,840,011	75.28%	880,706	803,840	-8.73%
Europe						
Austria	0	0	0.00%	803,600	462,300	-42.47%
France	308,460	88,184	-71.41%	339,488	42,000	-87.63%
Germany	17,659,409	11,855,671	-32.86%	19,759,156	13,976,123	-29.27%
Greece	154,322	0	-100.00%	528,650	79,000	-85.06%
Italy	34,135,619	27,288,028	-20.06%	2,444,615	1,298,099	-46.90%
Netherlands	5,028,079	2,702,288	-46.26%	3,108,703	1,593,080	-48.75%
Norway	0	0	0.00%	161,428	95,852	-40.62%
Portugal	207,875	0	-100.00%	126,020	42,000	-66.67%
Spain	20,669,273	18,432,945	-10.82%	8,505,777	9,413,909	10.68%
Sweden	159,082	180,796	13.65%	879,377	858,095	-2.42%
Switzerland	63,933	97,223	52.07%	588,000	441,780	-24.87%
U.K.	266,757	352,736	32.23%	3,402,921	2,692,682	-20.87%
Sub-Total	78,652,809	60,997,871	-22.45%	40,647,735	30,994,920	-23.75%
Middle East/Africa						
Algeria	441,838	132,274	-70.06%	210,000	453,348	115.88%
Egypt	647,834	1,116,236	72.30%	556,960	194,134	-65.14%
Israel	1,449,646	712,118	-50.88%	6,022,676	5,319,603	-11.67%
Jordan	980,644	484,940	-50.55%	1,755,000	360,580	-79.45%
Lebanon	309,460	1,210,288	291.10%	99,000	61,650	-37.73%
Morocco	4,055,096	1,919,543	-52.66%	0	0	0.00%
Saudi Arabia	132,092	179,000	35.51%	376,620	446,614	18.58%
Turkey	52,871,798	46,930,053	-11.24%	325,220	129,600	-60.15%
U.A.E.	11,274,153	14,019,026	24.35%	2,110,336	1,077,907	-48.92%
Sub-Total	72,162,561	66,703,478	-7.56%	11,455,812	8,043,436	-29.79%
Asia / Pacific Rim						
Australia	124,117	62,360	-49.76%	6,089,811	6,107,839	0.30%
China	38,637,692	31,175,658	-19.31%	6,193,391	2,318,750	-62.56%
Hong Kong	58,474,791	51,224,146	-12.40%	2,137,633	792,408	-62.93%
India	176,368	0	-100.00%	0	0	0.00%
Japan	0	87,100	0.00%	12,154,989	13,216,722	8.73%
Korea	853,711	776,623	-9.03%	12,723,221	15,339,285	20.56%
Malaysia	0	0	0.00%	344,604	471,925	36.95%
New Zealand	0	0	0.00%	525,985	477,975	-9.13%
Philippines	22,500	0	-100.00%	279,505	230,245	-17.62%
Singapore	0	0	0.00%	417,922	402,963	-3.58%
Taiwan	1,488	48,280	3144.62%	3,880,152	2,828,250	-27.11%
Vietnam	3,289,486	5,636,117	71.34%	0	0	0.00%
Sub-Total	101,580,153	89,010,284	-12.37%	44,747,213	42,186,362	-5.72%
Other	1,065,596	1,452,767	36.33%	991,657	849,910	-14.29%
GRAND TOTAL	273,969,803	239,253,401	-12.67%	212,765,201	192,314,451	-9.61%
Domestic Total	16,162,115	16,097,432	-0.40%	104,872,726	99,984,461	-4.66%
Export Total	257,807,688	223,155,969	-13.44%	107,892,475	92,329,990	-14.42%

WALNUT SHIPMENTS BY COUNTRY OF DESTINATION
March 2011 / March 2012

	<u>Inshell Pounds</u>			<u>Shelled Pounds</u>		
	<u>March 2011</u>	<u>March 2012</u>	<u>% Change vs. Prior Year</u>	<u>March 2011</u>	<u>March 2012</u>	<u>% Change vs. Prior Year</u>
North America						
USA	750,895	948,447	26.31%	12,684,056	11,844,298	-6.62%
Canada	28,680	28,560	-0.42%	1,241,985	1,006,120	-18.99%
Mexico	0	0	0.00%	0	20,000	0.00%
Sub-Total	779,575	977,007	25.33%	13,926,041	12,870,418	-7.58%
Central & South America						
Brazil	0	0	0.00%	67,400	0	-100.00%
Chile	0	0	0.00%	0	0	0.00%
Ecuador	-10,000	0	-100.00%	-21,794	0	-100.00%
Venezuela	209,825	0	-100.00%	0	0	0.00%
Sub-Total	199,825	0	-100.00%	45,606	0	-100.00%
Europe						
Austria	0	0	0.00%	168,000	126,300	-24.82%
France	0	0	0.00%	43,800	42,000	-4.11%
Germany	88,184	44,092	-50.00%	3,298,339	1,644,565	-50.14%
Greece	0	0	0.00%	90,975	0	-100.00%
Italy	88,136	0	-100.00%	126,000	21,560	-82.89%
Netherlands	0	0	0.00%	332,743	20,000	-93.99%
Norway	0	0	0.00%	0	0	0.00%
Portugal	0	0	0.00%	42,000	42,000	0.00%
Spain	263,630	-92	-100.03%	1,270,440	1,126,462	-11.33%
Sweden	0	0	0.00%	124,027	125,825	1.45%
Switzerland	0	0	0.00%	126,000	42,000	-66.67%
U.K.	0	0	0.00%	754,360	210,000	-72.16%
Sub-Total	439,950	44,000	-90.00%	6,376,684	3,400,712	-46.67%
Middle East/Africa						
Algeria	0	0	0.00%	42,000	0	-100.00%
Egypt	44,092	84,050	90.62%	0	19,734	0.00%
Israel	0	0	0.00%	818,448	276,988	-66.16%
Jordan	88,000	0	-100.00%	84,000	25,000	-70.24%
Lebanon	0	0	0.00%	0	0	0.00%
Morocco	132,276	214,626	62.26%	0	0	0.00%
Saudi Arabia	0	0	0.00%	83,160	73,920	-11.11%
Turkey	1,130,800	618,723	-45.28%	0	0	0.00%
U.A.E.	1,105,333	0	-100.00%	42,000	0	-100.00%
Sub-Total	2,500,501	917,399	-63.31%	1,069,608	395,642	-63.01%
Asia / Pacific Rim						
Australia	44,092	10,000	-77.32%	948,036	932,790	-1.61%
China	1,909,731	1,777,456	-6.93%	1,383,740	668,750	-51.67%
Hong Kong	2,701,413	2,341,144	-13.34%	246,158	147,250	-40.18%
India	0	0	0.00%	0	0	0.00%
Japan	0	0	0.00%	2,223,100	2,554,510	14.91%
Korea	0	0	0.00%	1,532,084	2,182,384	42.45%
Malaysia	0	0	0.00%	0	74,425	0.00%
New Zealand	0	0	0.00%	138,170	81,500	-41.01%
Philippines	0	0	0.00%	77,500	70,175	-9.45%
Singapore	0	0	0.00%	72,240	183,247	153.66%
Taiwan	0	0	0.00%	638,800	357,590	-44.02%
Vietnam	0	0	0.00%	0	0	0.00%
Sub-Total	4,655,236	4,128,600	-11.31%	7,259,828	7,252,621	-0.10%
Other	0	0	0.00%	19,220	166,768	767.68%
GRAND TOTAL	8,575,087	6,067,006	-29.25%	28,696,987	24,086,161	-16.07%
Domestic Total	750,895	948,447	26.31%	12,684,056	11,844,298	-6.62%
Export Total	7,824,192	5,118,559	-34.58%	16,012,931	12,241,863	-23.55%