

California Walnut Board

101 Parkshore Drive, Suite 250

Folsom, CA 95630-4726

Telephone (916) 932-7070

FAX (916) 932-7071

info@walnuts.org

An Equal Opportunity Employer and Provider

MONTHLY MANAGEMENT REPORT
Monday, June 13, 2011**May Shipments**

Inshell (1000 pounds)

	<u>2009/10 Marketing Year</u>		<u>2010/11 Marketing Year</u>	
		9/1/2009 to		9/1/2010 to
	<u>May 2010</u>	<u>5/31/2010</u>	<u>May 2011</u>	<u>5/31/2011</u>
Domestic	357	19,108	149	17,126
Export	<u>1,861</u>	<u>183,550</u>	<u>843</u>	<u>266,153</u>
Total	2,219	202,658	992	283,280

Shelled (1000 pounds)

	<u>2009/10 Marketing Year</u>		<u>2010/11 Marketing Year</u>	
		9/1/2009 to		9/1/2010 to
	<u>May 2010</u>	<u>5/31/2010</u>	<u>May 2011</u>	<u>5/31/2011</u>
Domestic	11,985	141,791	12,250	130,261
Export	<u>8,962</u>	<u>114,750</u>	<u>9,098</u>	<u>130,457</u>
Total	20,947	256,541	21,349	260,717

Inshell Equivalent Tonnage*

	<u>2009/10 Marketing Year</u>		<u>2010/11 Marketing Year</u>	
		9/1/2009 to		9/1/2010 to
	<u>May 2010</u>	<u>5/31/2010</u>	<u>May 2011</u>	<u>5/31/2011</u>
Domestic	13,737	169,951	14,156	158,288
Export	<u>11,069</u>	<u>221,582</u>	<u>10,879</u>	<u>283,027</u>
Total	24,805	391,534	25,035	441,315

*2009/10 shellout rate 44.2 -- 2010/11 shellout rate 43.5

WALNUT SHIPMENTS BY COUNTRY OF DESTINATION - YEAR TO DATE
09/01/2010 - 05/31/2011

	<u>Inshell Pounds</u>			<u>Shelled Pounds</u>		
	<u>2009/10</u>	<u>2010/11</u>	<u>% Change vs. Prior Year</u>	<u>2009/10</u>	<u>2010/11</u>	<u>% Change vs. Prior Year</u>
North America						
USA	19,108,424	17,126,353	-10.37%	141,791,010	130,260,709	-8.13%
Canada	2,054,287	2,661,639	29.57%	10,227,286	11,540,546	12.84%
Mexico	233,092	109,192	-53.15%	407,695	73,000	-82.09%
Sub-Total	21,395,803	19,897,184	-7.00%	152,425,991	141,874,255	-6.92%
Central & South America						
Brazil	485,012	440,920	-9.09%	421,016	292,900	-30.43%
Chile	1,304,746	128,142	-90.18%	0	0	0.00%
Ecuador	238,010	268,999	13.02%	524,485	573,381	9.32%
Venezuela	1,325,251	782,237	-40.97%	289,000	168,000	-41.87%
Sub-Total	3,353,019	1,620,298	-51.68%	1,234,501	1,034,281	-16.22%
Europe						
Austria	0	0	0.00%	1,355,450	970,400	-28.41%
France	154,322	308,460	99.88%	163,900	339,488	107.13%
Germany	14,698,905	18,689,727	27.15%	16,032,732	24,048,716	50.00%
Greece	176,368	154,322	-12.50%	591,300	528,650	-10.60%
Italy	31,715,523	34,267,803	8.05%	2,463,176	2,596,115	5.40%
Latvia	573,196	198,054	-65.45%	119,000	91,000	-23.53%
Netherlands	4,522,413	5,072,171	12.16%	3,126,454	3,636,682	16.32%
Norway	298,447	0	-100.00%	223,368	239,538	7.24%
Portugal	176,368	207,875	17.86%	0	126,020	0.00%
Spain	19,651,130	20,801,457	5.85%	10,519,505	10,366,965	-1.45%
Sweden	131,797	159,082	20.70%	632,468	989,731	56.49%
Switzerland	129,631	63,933	-50.68%	294,000	672,000	128.57%
U.K.	1,192,689	310,849	-73.94%	3,184,860	4,146,571	30.20%
Sub-Total	73,420,789	80,233,733	9.28%	38,706,213	48,751,876	25.95%
Middle East/Africa						
Algeria	264,460	441,838	67.07%	483,000	604,016	25.06%
Egypt	1,275,303	687,351	-46.10%	272,934	556,960	104.06%
Israel	1,081,367	1,449,646	34.06%	5,249,337	6,756,356	28.71%
Jordan	659,144	980,644	48.78%	1,096,000	1,839,000	67.79%
Morocco	832,448	4,302,471	416.85%	0	0	0.00%
Saudi Arabia	88,092	132,092	49.95%	398,844	459,780	15.28%
Turkey	47,661,432	57,726,475	21.12%	1,142,305	599,493	-47.52%
U.A.E.	7,644,187	11,772,828	54.01%	2,382,857	2,391,796	0.38%
Sub-Total	59,506,433	77,493,345	30.23%	11,025,277	13,207,401	19.79%
Asia / Pacific Rim						
Australia	198,794	195,342	-1.74%	6,449,789	7,411,136	14.91%
China	14,002,023	38,969,809	178.32%	7,164,192	6,498,041	-9.30%
Hong Kong	28,228,719	59,216,228	109.77%	2,266,838	2,631,460	16.09%
India	0	176,368	0.00%	0	0	0.00%
Japan	220,460	0	-100.00%	14,927,238	15,879,012	6.38%
Korea	1,047,099	853,711	-18.47%	16,287,146	16,017,318	-1.66%
Malaysia	0	0	0.00%	423,936	480,146	13.26%
New Zealand	0	0	0.00%	419,900	687,505	63.73%
Philippines	15,000	22,500	50.00%	253,805	304,505	19.98%
Singapore	0	0	0.00%	458,762	524,338	14.29%
Taiwan	60,627	1,488	-97.55%	3,530,535	4,328,898	22.61%
Thailand	132,000	132,276	0.21%	288,750	66,500	-76.97%
Vietnam	132,276	3,422,670	2487.52%	0	0	0.00%
Sub-Total	44,036,998	102,990,392	133.87%	52,470,891	54,828,859	4.49%
Other	945,332	1,044,726	10.51%	677,972	1,020,707	50.55%
GRAND TOTAL	202,658,374	283,279,678	39.78%	256,540,845	260,717,379	1.63%
Domestic Total	19,108,424	17,126,353	-10.37%	141,791,010	130,260,709	-8.13%
Export Total	183,549,950	266,153,325	45.00%	114,749,835	130,456,670	13.69%

WALNUT SHIPMENTS BY COUNTRY OF DESTINATION
May 2010 / May 2011

	<u>Inshell Pounds</u>			<u>Shelled Pounds</u>		
	<u>May 2010</u>	<u>May 2011</u>	<u>% Change vs. Prior Year</u>	<u>May 2010</u>	<u>May 2011</u>	<u>% Change vs. Prior Year</u>
North America						
USA	357,358	149,352	-58.21%	11,985,198	12,250,462	2.21%
Canada	28,560	16,000	-43.98%	987,069	1,135,045	14.99%
Mexico	0	0	0.00%	0	10,000	0.00%
Sub-Total	385,918	165,352	-57.15%	12,972,267	13,395,507	3.26%
Central & South America						
Brazil	0	0	0.00%	30,000	0	-100.00%
Chile	0	0	0.00%	0	0	0.00%
Ecuador	0	0	0.00%	0	57,375	0.00%
Venezuela	0	0	0.00%	42,000	0	-100.00%
Sub-Total	0	0	0.00%	72,000	57,375	-20.31%
Europe						
Austria	0	0	0.00%	62,400	124,800	100.00%
France	0	0	0.00%	41,400	0	-100.00%
Germany	0	0	0.00%	1,008,242	1,489,814	47.76%
Greece	0	0	0.00%	0	0	0.00%
Italy	88,157	44,000	-50.09%	105,160	0	-100.00%
Latvia	0	0	0.00%	0	0	0.00%
Netherlands	39,800	0	-100.00%	291,778	209,968	-28.04%
Norway	0	0	0.00%	0	0	0.00%
Portugal	0	0	0.00%	0	0	0.00%
Spain	0	0	0.00%	702,240	1,052,922	49.94%
Sweden	0	0	0.00%	49,839	67,954	36.35%
Switzerland	0	0	0.00%	42,000	0	-100.00%
U.K.	0	0	0.00%	148,000	337,350	127.94%
Sub-Total	127,957	44,000	-65.61%	2,451,059	3,282,808	33.93%
Middle East/Africa						
Algeria	0	0	0.00%	0	42,000	0.00%
Egypt	0	0	0.00%	0	0	0.00%
Israel	24,801	0	-100.00%	125,950	192,000	52.44%
Jordan	0	0	0.00%	126,000	84,000	-33.33%
Morocco	0	117,396	0.00%	0	0	0.00%
Saudi Arabia	0	0	0.00%	0	0	0.00%
Turkey	42,200	354,071	739.03%	523,760	0	-100.00%
U.A.E.	443,552	135,000	-69.56%	168,948	65,400	-61.29%
Sub-Total	510,553	606,467	18.79%	944,658	383,400	-59.41%
Asia / Pacific Rim						
Australia	20,000	0	-100.00%	536,229	612,050	14.14%
China	832,443	44,000	-94.71%	1,162,610	41,400	-96.44%
Hong Kong	341,940	44,000	-87.13%	82,500	114,460	38.74%
India	0	0	0.00%	0	0	0.00%
Japan	0	0	0.00%	1,321,079	1,519,493	15.02%
Korea	0	0	0.00%	1,128,585	1,545,558	36.95%
Malaysia	0	0	0.00%	26,000	47,792	83.82%
New Zealand	0	0	0.00%	51,750	111,020	114.53%
Philippines	0	0	0.00%	0	0	0.00%
Singapore	0	0	0.00%	62,200	45,000	-27.65%
Taiwan	0	0	0.00%	88,100	153,450	74.18%
Thailand	0	0	0.00%	0	0	0.00%
Vietnam	0	88,184	0.00%	0	0	0.00%
Sub-Total	1,194,383	176,184	-85.25%	4,459,053	4,190,223	-6.03%
Other	0	0	0.00%	48,003	39,440	-17.84%
GRAND TOTAL	2,218,811	992,003	-55.29%	20,947,040	21,348,753	1.92%
Domestic Total	357,358	149,352	-58.21%	11,985,198	12,250,462	2.21%
Export Total	1,861,453	842,651	-54.73%	8,961,842	9,098,291	1.52%