

California Walnut Board

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An Equal Opportunity Employer and Provider

MONTHLY MANAGEMENT REPORT
Tuesday, June 12, 2012
May 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>May 2011</u>	<u>5/31/2011</u>	<u>May 2012</u>	<u>5/31/2012</u>
Domestic	149	17,126	45	16,532
Export	<u>843</u>	<u>262,347</u>	<u>2,585</u>	<u>225,596</u>
Total	992	279,473	2,629	242,128

Shelled (1000 pounds)

	<u>2010/11 Marketing Year</u>		<u>2011/12 Marketing Year</u>	
		9/1/2010 to		9/1/2011 to
	<u>May 2011</u>	<u>5/31/2011</u>	<u>May 2012</u>	<u>5/31/2012</u>
Domestic	12,273	130,283	10,103	121,525
Export	<u>9,098</u>	<u>130,463</u>	<u>8,128</u>	<u>110,025</u>
Total	21,371	260,746	18,231	231,550

Inshell Equivalent Tonnage*

	<u>2010/11 Marketing Year</u>		<u>2011/12 Marketing Year</u>	
		9/1/2010 to		9/1/2011 to
	<u>May 2011</u>	<u>5/31/2011</u>	<u>May 2012</u>	<u>5/31/2012</u>
Domestic	14,053	156,949	11,451	145,738
Export	<u>10,784</u>	<u>279,765</u>	<u>10,487</u>	<u>237,261</u>
Total	24,837	436,714	21,938	382,999

Walnut receipts as reported by handlers as of May 31, 2012 = 457,514 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 - 05/31/2012

	<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	17,126,353	16,531,965	-3.47%	130,282,979	121,525,232	-6.72%
Canada	2,661,639	1,922,190	-27.78%	11,540,546	12,059,669	4.50%
Mexico	109,192	325,128	197.76%	73,000	51,000	-30.14%
Sub-Total	19,897,184	18,779,283	-5.62%	141,896,525	133,635,901	-5.82%
Central & South America						
Brazil	440,920	523,692	18.77%	292,900	126,740	-56.73%
Chile	128,142	1,132,912	784.11%	0	0	0.00%
Ecuador	268,999	301,400	12.05%	573,381	567,100	-1.10%
Venezuela	782,237	1,146,559	46.57%	168,000	168,000	0.00%
Sub-Total	1,620,298	3,104,563	91.60%	1,034,281	861,840	-16.67%
Europe						
Austria	0	0	0.00%	970,400	503,700	-48.09%
France	308,460	88,184	-71.41%	339,488	42,000	-87.63%
Germany	17,659,409	11,855,671	-32.86%	24,048,716	16,723,169	-30.46%
Greece	154,322	0	-100.00%	528,650	79,000	-85.06%
Italy	34,267,803	27,288,028	-20.37%	2,596,115	1,298,099	-50.00%
Netherlands	5,072,171	2,702,288	-46.72%	3,636,682	1,828,450	-49.72%
Norway	0	0	0.00%	239,538	177,852	-25.75%
Portugal	207,875	216,050	3.93%	126,020	126,000	-0.02%
Spain	20,801,457	18,186,201	-12.57%	10,366,965	11,131,901	7.38%
Sweden	159,082	180,796	13.65%	989,731	984,200	-0.56%
Switzerland	63,933	97,223	52.07%	672,000	525,780	-21.76%
U.K.	310,849	485,012	56.03%	4,146,571	2,936,932	-29.17%
Sub-Total	79,005,361	61,099,453	-22.66%	48,660,876	36,357,083	-25.28%
Middle East/Africa						
Algeria	441,838	132,274	-70.06%	604,016	579,348	-4.08%
Egypt	687,351	1,116,236	62.40%	556,960	194,134	-65.14%
Israel	1,449,646	712,118	-50.88%	6,756,356	5,638,078	-16.55%
Jordan	980,644	484,940	-50.55%	1,839,000	360,580	-80.39%
Lebanon	309,460	1,210,288	291.10%	99,000	61,650	-37.73%
Morocco	4,302,471	2,437,686	-43.34%	0	0	0.00%
Saudi Arabia	132,092	443,460	235.72%	459,780	468,614	1.92%
Turkey	55,207,468	47,035,359	-14.80%	599,493	129,600	-78.38%
U.A.E.	11,900,153	13,974,842	17.43%	2,391,796	1,263,441	-47.18%
Sub-Total	75,411,123	67,547,203	-10.43%	13,306,401	8,695,445	-34.65%
Asia / Pacific Rim						
Australia	195,342	62,360	-68.08%	7,411,136	7,861,607	6.08%
China	38,769,784	32,201,373	-16.94%	6,498,041	2,952,200	-54.57%
Hong Kong	59,031,845	51,416,585	-12.90%	2,637,743	903,408	-65.75%
India	176,368	0	-100.00%	0	0	0.00%
Japan	0	87,100	0.00%	15,879,012	16,316,758	2.76%
Korea	853,711	776,623	-9.03%	16,017,318	17,953,780	12.09%
Malaysia	0	0	0.00%	480,146	471,925	-1.71%
New Zealand	0	0	0.00%	687,505	634,450	-7.72%
Philippines	22,500	0	-100.00%	304,505	268,740	-11.75%
Singapore	0	0	0.00%	524,338	558,455	6.51%
Taiwan	1,488	48,280	3144.62%	4,328,898	3,251,000	-24.90%
Vietnam	3,422,670	5,636,117	64.67%	0	0	0.00%
Sub-Total	102,473,708	90,228,438	-11.95%	54,768,642	51,172,323	-6.57%
Other	1,065,596	1,369,017	28.47%	1,079,207	827,635	-23.31%
GRAND TOTAL	279,473,270	242,127,957	-13.36%	260,745,932	231,550,227	-11.20%
Domestic Total	17,126,353	16,531,965	-3.47%	130,282,979	121,525,232	-6.72%
Export Total	262,346,917	225,595,992	-14.01%	130,462,953	110,024,995	-15.67%

WALNUT SHIPMENTS BY COUNTRY OF DESTINATION
May 2011 / May 2012

	<u>Inshell Pounds</u>			<u>Shelled Pounds</u>		
	<u>May 2011</u>	<u>May 2012</u>	<u>% Change vs. Prior Year</u>	<u>May 2011</u>	<u>May 2012</u>	<u>% Change vs. Prior Year</u>
North America						
USA	149,352	44,500	-70.20%	12,272,732	10,102,947	-17.68%
Canada	16,000	68,880	330.50%	1,135,045	1,503,925	32.50%
Mexico	0	0	0.00%	10,000	12,500	25.00%
Sub-Total	165,352	113,380	-31.43%	13,417,777	11,619,372	-13.40%
Central & South America						
Brazil	0	0	0.00%	0	0	0.00%
Chile	0	132,276	0.00%	0	0	0.00%
Ecuador	0	0	0.00%	57,375	0	-100.00%
Venezuela	0	0	0.00%	0	0	0.00%
Sub-Total	0	132,276	0.00%	57,375	0	-100.00%
Europe						
Austria	0	0	0.00%	124,800	0	-100.00%
France	0	0	0.00%	0	0	0.00%
Germany	0	0	0.00%	1,489,814	1,569,706	5.36%
Greece	0	0	0.00%	0	0	0.00%
Italy	44,000	0	-100.00%	0	0	0.00%
Netherlands	0	0	0.00%	209,968	121,200	-42.28%
Norway	0	0	0.00%	0	0	0.00%
Portugal	0	0	0.00%	0	0	0.00%
Spain	0	-290,836	0.00%	1,052,922	577,998	-45.11%
Sweden	0	0	0.00%	67,954	84,063	23.71%
Switzerland	0	0	0.00%	0	42,000	0.00%
U.K.	0	132,276	0.00%	337,350	126,000	-62.65%
Sub-Total	44,000	-158,560	-460.36%	3,282,808	2,520,967	-23.21%
Middle East/Africa						
Algeria	0	0	0.00%	42,000	0	-100.00%
Egypt	0	0	0.00%	0	0	0.00%
Israel	0	0	0.00%	192,000	151,000	-21.35%
Jordan	0	0	0.00%	84,000	0	-100.00%
Lebanon	0	0	0.00%	0	0	0.00%
Morocco	117,396	298,949	154.65%	0	0	0.00%
Saudi Arabia	0	264,460	0.00%	0	0	0.00%
Turkey	354,071	430,000	21.44%	0	0	0.00%
U.A.E.	135,000	-44,092	-132.66%	65,400	143,534	119.47%
Sub-Total	606,467	949,317	56.53%	383,400	294,534	-23.18%
Asia / Pacific Rim						
Australia	0	0	0.00%	612,050	611,900	-0.02%
China	88,000	843,382	858.39%	41,400	145,450	251.33%
Hong Kong	0	793,727	0.00%	114,460	69,000	-39.72%
India	0	0	0.00%	0	0	0.00%
Japan	0	0	0.00%	1,519,493	1,336,001	-12.08%
Korea	0	0	0.00%	1,545,558	1,312,750	-15.06%
Malaysia	0	0	0.00%	47,792	0	-100.00%
New Zealand	0	0	0.00%	111,020	54,000	-51.36%
Philippines	0	0	0.00%	0	38,495	0.00%
Singapore	0	0	0.00%	45,000	73,000	62.22%
Taiwan	0	0	0.00%	153,450	128,750	-16.10%
Vietnam	88,184	0	-100.00%	0	0	0.00%
Sub-Total	176,184	1,637,109	829.20%	4,190,223	3,769,346	-10.04%
Other	0	-44,092	0.00%	39,440	26,725	-32.24%
GRAND TOTAL	992,003	2,629,430	165.06%	21,371,023	18,230,944	-14.69%
Domestic Total	149,352	44,500	-70.20%	12,272,732	10,102,947	-17.68%
Export Total	842,651	2,584,930	206.76%	9,098,291	8,127,997	-10.66%