

California Walnut Board

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An Equal Opportunity Employer and Provider

MONTHLY MANAGEMENT REPORT
Monday, December 12, 2011
November 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>November 2010</u>	<u>11/30/2010</u>	<u>November 2011</u>	<u>11/30/2011</u>
Domestic	4,352	11,897	3,904	10,442
Export	<u>75,846</u>	<u>170,492</u>	<u>77,518</u>	<u>172,146</u>
Total	80,198	182,389	81,422	182,589

Shelled (1000 pounds)

	<u>2010/11 Marketing Year</u>		<u>2011/12 Marketing Year</u>	
		9/1/2010 to		9/1/2011 to
	<u>November 2010</u>	<u>11/30/2010</u>	<u>November 2011</u>	<u>11/30/2011</u>
Domestic	21,608	57,827	20,505	54,122
Export	<u>23,210</u>	<u>41,409</u>	<u>19,300</u>	<u>35,524</u>
Total	44,819	99,236	39,805	89,645

Inshell Equivalent Tonnage*

	<u>2010/11 Marketing Year</u>		<u>2011/12 Marketing Year</u>	
		9/1/2010 to		9/1/2011 to
	<u>November 2010</u>	<u>11/30/2010</u>	<u>November 2011</u>	<u>11/30/2011</u>
Domestic	26,787	71,811	25,148	66,445
Export	<u>64,358</u>	<u>132,409</u>	<u>60,591</u>	<u>126,258</u>
Total	91,145	204,219	85,739	192,703

Walnut receipts as reported by handlers as of November 30, 2011 = 435,780 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 - 11/30/2011

	<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	11,897,356	10,442,324	-12.23%	57,826,819	54,121,531	-6.41%
Canada	2,325,807	1,559,550	-32.95%	4,305,384	3,916,335	-9.04%
Mexico	109,192	325,128	197.76%	0	6,000	0.00%
Sub-Total	14,332,355	12,327,002	-13.99%	62,132,203	58,043,866	-6.58%
Central & South America						
Brazil	440,920	523,692	18.77%	47,000	37,400	-20.43%
Chile	128,142	208,000	62.32%	0	0	0.00%
Ecuador	269,799	261,400	-3.11%	350,400	266,840	-23.85%
Venezuela	572,412	1,129,289	97.29%	126,000	168,000	33.33%
Sub-Total	1,411,273	2,122,381	50.39%	523,400	472,240	-9.77%
Europe						
Austria	0	0	0.00%	277,000	192,000	-30.69%
France	264,460	0	-100.00%	84,000	0	-100.00%
Germany	17,133,612	11,448,043	-33.18%	6,693,119	6,026,233	-9.96%
Greece	154,322	0	-100.00%	177,000	42,000	-76.27%
Italy	30,484,158	24,694,101	-18.99%	850,320	777,473	-8.57%
Netherlands	3,484,859	2,173,184	-37.64%	1,115,859	892,012	-20.06%
Norway	0	0	0.00%	122,928	42,000	-65.83%
Portugal	207,875	0	-100.00%	42,000	0	-100.00%
Spain	17,675,153	16,296,821	-7.80%	4,335,568	4,811,444	10.98%
Sweden	159,082	153,284	-3.64%	464,329	345,907	-25.50%
Switzerland	63,933	97,223	52.07%	84,000	148,200	76.43%
U.K.	266,757	352,736	32.23%	1,111,243	1,502,826	35.24%
Sub-Total	69,894,211	55,215,392	-21.00%	15,357,366	14,780,095	-3.76%
Middle East/Africa						
Algeria	397,746	132,274	-66.74%	84,000	126,000	50.00%
Egypt	0	132,184	0.00%	295,533	64,000	-78.34%
Israel	264,552	403,842	52.65%	1,612,078	1,728,900	7.25%
Jordan	354,460	484,940	36.81%	630,500	125,580	-80.08%
Lebanon	309,460	132,276	-57.26%	50,500	61,650	22.08%
Morocco	1,217,207	910,315	-25.21%	0	0	0.00%
Saudi Arabia	44,000	135,000	206.82%	210,300	66,300	-68.47%
Turkey	23,390,755	33,109,435	41.55%	232,000	22,000	-90.52%
U.A.E.	6,787,744	8,457,046	24.59%	1,114,484	531,108	-52.34%
Sub-Total	32,765,924	43,897,312	33.97%	4,229,395	2,725,538	-35.56%
Asia / Pacific Rim						
Australia	35,025	30,314	-13.45%	2,719,671	2,629,216	-3.33%
China	19,534,465	21,194,685	8.50%	2,361,043	474,000	-79.92%
Hong Kong	40,892,123	41,740,025	2.07%	802,125	281,973	-64.85%
India	0	0	0.00%	0	0	0.00%
Japan	0	0	0.00%	3,186,322	3,028,888	-4.94%
Korea	444,492	131,186	-70.49%	5,100,554	4,939,614	-3.16%
Malaysia	0	0	0.00%	222,144	268,500	20.87%
New Zealand	0	0	0.00%	168,020	247,825	47.50%
Philippines	22,500	0	-100.00%	122,385	98,125	-19.82%
Singapore	0	0	0.00%	203,516	66,041	-67.55%
Taiwan	0	46,351	0.00%	1,590,622	1,205,000	-24.24%
Vietnam	2,277,559	5,064,545	122.37%	0	0	0.00%
Sub-Total	63,206,164	68,207,106	7.91%	16,476,402	13,239,182	-19.65%
Other	779,550	819,604	5.14%	516,909	384,123	-25.69%
GRAND TOTAL	182,389,477	182,588,797	0.11%	99,235,675	89,645,044	-9.66%
Domestic Total	11,897,356	10,442,324	-12.23%	57,826,819	54,121,531	-6.41%
Export Total	170,492,121	172,146,473	0.97%	41,408,856	35,523,513	-14.21%

WALNUT SHIPMENTS BY COUNTRY OF DESTINATION
November 2010 / November 2011

	<u>Inshell Pounds</u>			<u>Shelled Pounds</u>		
	<u>Nov. 2010</u>	<u>Nov. 2011</u>	<u>% Change vs. Prior Year</u>	<u>Nov. 2010</u>	<u>Nov. 2011</u>	<u>% Change vs. Prior Year</u>
North America						
USA	4,351,844	3,904,001	-10.29%	21,608,385	20,505,252	-5.11%
Canada	1,405,830	962,880	-31.51%	1,773,849	2,075,005	16.98%
Mexico	109,192	236,944	117.00%	0	0	0.00%
Sub-Total	5,866,866	5,103,825	-13.01%	23,382,234	22,580,257	-3.43%
Central & South America						
Brazil	0	0	0.00%	0	37,400	0.00%
Chile	128,142	208,000	62.32%	0	0	0.00%
Ecuador	95,511	80,000	-16.24%	202,250	83,940	-58.50%
Venezuela	219,676	526,277	139.57%	0	42,000	0.00%
Sub-Total	443,329	814,277	83.67%	202,250	163,340	-19.24%
Europe						
Austria	0	0	0.00%	151,000	0	-100.00%
France	176,276	0	-100.00%	84,000	0	-100.00%
Germany	2,285,638	2,060,691	-9.84%	3,523,136	3,394,428	-3.65%
Greece	22,046	0	-100.00%	177,000	0	-100.00%
Italy	9,065,530	10,748,122	18.56%	414,001	418,858	1.17%
Netherlands	1,135,491	220,460	-80.58%	620,063	487,747	-21.34%
Norway	0	0	0.00%	122,928	0	-100.00%
Portugal	35,035	0	-100.00%	0	0	0.00%
Spain	4,966,295	4,936,774	-0.59%	2,069,743	2,658,447	28.44%
Sweden	0	110,184	0.00%	261,388	110,324	-57.79%
Switzerland	0	97,223	0.00%	0	42,000	0.00%
U.K.	0	44,092	0.00%	608,538	504,840	-17.04%
Sub-Total	17,686,311	18,217,546	3.00%	8,031,797	7,616,644	-5.17%
Middle East/Africa						
Algeria	308,460	132,274	-57.12%	84,000	126,000	50.00%
Egypt	0	132,184	0.00%	253,646	64,000	-74.77%
Israel	220,460	138,184	-37.32%	993,500	874,775	-11.95%
Jordan	310,368	309,675	-0.22%	630,500	125,580	-80.08%
Lebanon	198,322	110,230	-44.42%	26,250	61,650	134.86%
Morocco	558,032	651,367	16.73%	0	0	0.00%
Saudi Arabia	0	135,000	0.00%	210,300	66,300	-68.47%
Turkey	15,697,451	16,961,805	8.05%	232,000	22,000	-90.52%
U.A.E.	4,892,900	6,068,478	24.03%	825,234	531,108	-35.64%
Sub-Total	22,185,993	24,639,197	11.06%	3,255,430	1,871,413	-42.51%
Asia / Pacific Rim						
Australia	0	4,134	0.00%	1,266,825	1,145,241	-9.60%
China	9,884,187	8,872,055	-10.24%	1,611,743	330,000	-79.53%
Hong Kong	22,899,882	21,036,355	-8.14%	614,220	222,608	-63.76%
India	0	0	0.00%	0	0	0.00%
Japan	0	0	0.00%	1,902,602	1,492,770	-21.54%
Korea	444,492	131,186	-70.49%	2,670,301	2,776,403	3.97%
Malaysia	0	0	0.00%	93,750	268,500	186.40%
New Zealand	0	0	0.00%	69,520	132,300	90.30%
Philippines	0	0	0.00%	64,885	50,000	-22.94%
Singapore	0	0	0.00%	153,816	41,692	-72.89%
Taiwan	0	46,351	0.00%	1,123,112	919,500	-18.13%
Vietnam	706,388	2,380,004	236.93%	0	0	0.00%
Sub-Total	33,934,949	32,470,085	-4.32%	9,570,774	7,379,014	-22.90%
Other	80,230	177,374	121.08%	376,060	194,362	-48.32%
GRAND TOTAL	80,197,678	81,422,304	1.53%	44,818,545	39,805,030	-11.19%
Domestic Total	4,351,844	3,904,001	-10.29%	21,608,385	20,505,252	-5.11%
Export Total	75,845,834	77,518,303	2.21%	23,210,160	19,299,778	-16.85%