

**California Walnut Board**

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*An Equal Opportunity Employer and Provider*


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**MONTHLY MANAGEMENT REPORT**
**Wednesday, November 09, 2011**
**October Shipments**


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**Inshell (1000 pounds)**

	<u>2010/11 Marketing Year</u>		<u>2011/12 Marketing Year</u>	
	9/1/2010 to		9/1/2011 to	
	<u>October 2010</u>	<u>10/31/2010</u>	<u>October 2011</u>	<u>10/31/2011</u>
Domestic	6,996	7,546	6,520	6,538
Export	<u>91,854</u>	<u>94,646</u>	<u>89,663</u>	<u>93,101</u>
<b>Total</b>	<b>98,850</b>	<b>102,192</b>	<b>96,183</b>	<b>99,640</b>

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**Shelled (1000 pounds)**

	<u>2010/11 Marketing Year</u>		<u>2011/12 Marketing Year</u>	
	9/1/2010 to		9/1/2011 to	
	<u>October 2010</u>	<u>10/31/2010</u>	<u>October 2011</u>	<u>10/31/2011</u>
Domestic	23,116	36,218	20,225	33,616
Export	<u>14,634</u>	<u>18,199</u>	<u>14,183</u>	<u>16,224</u>
<b>Total</b>	<b>37,750</b>	<b>54,417</b>	<b>34,408</b>	<b>49,840</b>

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**Inshell Equivalent Tonnage\***

	<u>2010/11 Marketing Year</u>		<u>2011/12 Marketing Year</u>	
	9/1/2010 to		9/1/2011 to	
	<u>October 2010</u>	<u>10/31/2010</u>	<u>October 2011</u>	<u>10/31/2011</u>
Domestic	29,827	45,024	26,139	41,297
Export	<u>62,594</u>	<u>68,051</u>	<u>60,875</u>	<u>64,903</u>
<b>Total</b>	<b>92,421</b>	<b>113,074</b>	<b>87,014</b>	<b>106,200</b>

Walnut receipts as reported by handlers as of October 31, 2011 = 367,751 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 - 10/31/2011**

	<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>
<b>North America</b>						
USA	7,545,512	6,538,323	-13.35%	36,218,434	33,616,279	-7.18%
Canada	919,977	596,670	-35.14%	2,531,535	1,841,330	-27.26%
Mexico	0	88,184	0.00%	0	6,000	0.00%
<b>Sub-Total</b>	<b>8,465,489</b>	<b>7,223,177</b>	<b>-14.68%</b>	<b>38,749,969</b>	<b>35,463,609</b>	<b>-8.48%</b>
<b>Central &amp; South America</b>						
Brazil	440,920	523,692	18.77%	47,000	0	-100.00%
Chile	0	0	0.00%	0	0	0.00%
Ecuador	174,288	181,400	4.08%	148,150	182,900	23.46%
Venezuela	352,736	603,012	70.95%	126,000	126,000	0.00%
<b>Sub-Total</b>	<b>967,944</b>	<b>1,308,104</b>	<b>35.14%</b>	<b>321,150</b>	<b>308,900</b>	<b>-3.81%</b>
<b>Europe</b>						
Austria	0	0	0.00%	126,000	192,000	52.38%
France	88,184	0	-100.00%	0	0	0.00%
Germany	14,847,974	9,387,352	-36.78%	3,169,983	2,631,805	-16.98%
Greece	132,276	0	-100.00%	0	42,000	0.00%
Italy	21,418,628	13,945,979	-34.89%	436,319	358,615	-17.81%
Netherlands	2,349,368	1,952,724	-16.88%	495,796	404,265	-18.46%
Norway	0	0	0.00%	0	42,000	0.00%
Portugal	172,840	0	-100.00%	42,000	0	-100.00%
Spain	12,708,858	10,213,655	-19.63%	2,265,825	2,152,997	-4.98%
Sweden	159,082	43,100	-72.91%	202,941	235,583	16.08%
Switzerland	63,933	0	-100.00%	84,000	106,200	26.43%
U.K.	266,757	308,644	15.70%	502,705	997,986	98.52%
<b>Sub-Total</b>	<b>52,207,900</b>	<b>35,851,454</b>	<b>-31.33%</b>	<b>7,325,569</b>	<b>7,163,451</b>	<b>-2.21%</b>
<b>Middle East/Africa</b>						
Algeria	89,286	0	-100.00%	0	0	0.00%
Egypt	0	0	0.00%	41,887	0	-100.00%
Israel	44,092	265,658	502.51%	618,578	854,125	38.08%
Jordan	44,092	175,265	297.50%	0	0	0.00%
Lebanon	111,138	22,046	-80.16%	24,250	0	-100.00%
Morocco	659,175	258,948	-60.72%	0	0	0.00%
Saudi Arabia	44,000	0	-100.00%	0	0	0.00%
Turkey	7,693,304	16,147,630	109.89%	0	0	0.00%
U.A.E.	1,894,844	2,388,568	26.06%	289,250	0	-100.00%
<b>Sub-Total</b>	<b>10,579,931</b>	<b>19,258,115</b>	<b>82.02%</b>	<b>973,965</b>	<b>854,125</b>	<b>-12.30%</b>
<b>Asia / Pacific Rim</b>						
Australia	35,025	26,180	-25.25%	1,452,846	1,483,975	2.14%
China	9,650,278	12,322,630	27.69%	749,300	144,000	-80.78%
Hong Kong	17,992,241	20,323,210	12.96%	187,905	59,365	-68.41%
India	0	0	0.00%	0	0	0.00%
Japan	0	0	0.00%	1,283,720	1,536,118	19.66%
Korea	0	0	0.00%	2,430,253	2,163,211	-10.99%
Malaysia	0	0	0.00%	128,394	0	-100.00%
New Zealand	0	0	0.00%	98,500	115,525	17.28%
Philippines	22,500	0	-100.00%	57,500	48,125	-16.30%
Singapore	0	0	0.00%	49,700	24,349	-51.01%
Taiwan	0	0	0.00%	467,510	285,500	-38.93%
Vietnam	1,571,171	2,684,541	70.86%	0	0	0.00%
<b>Sub-Total</b>	<b>29,271,215</b>	<b>35,356,561</b>	<b>20.79%</b>	<b>6,905,628</b>	<b>5,860,168</b>	<b>-15.14%</b>
Other	699,320	642,230	-8.16%	140,849	189,761	34.73%
<b>GRAND TOTAL</b>	<b>102,191,799</b>	<b>99,639,641</b>	<b>-2.50%</b>	<b>54,417,130</b>	<b>49,840,014</b>	<b>-8.41%</b>
<b>Domestic Total</b>	<b>7,545,512</b>	<b>6,538,323</b>	<b>-13.35%</b>	<b>36,218,434</b>	<b>33,616,279</b>	<b>-7.18%</b>
<b>Export Total</b>	<b>94,646,287</b>	<b>93,101,318</b>	<b>-1.63%</b>	<b>18,198,696</b>	<b>16,223,735</b>	<b>-10.85%</b>

**WALNUT SHIPMENTS BY COUNTRY OF DESTINATION**  
**October 2010 / October 2011**

	<u>Inshell Pounds</u>			<u>Shelled Pounds</u>		
	<u>October 2010</u>	<u>October 2011</u>	<u>% Change vs. Prior Year</u>	<u>October 2010</u>	<u>October 2011</u>	<u>% Change vs. Prior Year</u>
<b>North America</b>						
USA	6,996,487	6,520,350	-6.81%	23,116,229	20,224,767	-12.51%
Canada	794,767	586,970	-26.15%	1,764,680	1,089,210	-38.28%
Mexico	0	88,184	0.00%	0	6,000	0.00%
<b>Sub-Total</b>	<b>7,791,254</b>	<b>7,195,504</b>	<b>-7.65%</b>	<b>24,880,909</b>	<b>21,319,977</b>	<b>-14.31%</b>
<b>Central &amp; South America</b>						
Brazil	440,920	523,692	18.77%	47,000	0	-100.00%
Chile	0	0	0.00%	0	0	0.00%
Ecuador	166,788	181,400	8.76%	148,150	182,900	23.46%
Venezuela	352,736	603,012	70.95%	84,000	126,000	50.00%
<b>Sub-Total</b>	<b>960,444</b>	<b>1,308,104</b>	<b>36.20%</b>	<b>279,150</b>	<b>308,900</b>	<b>10.66%</b>
<b>Europe</b>						
Austria	0	0	0.00%	0	150,000	0.00%
France	88,184	0	-100.00%	0	0	0.00%
Germany	14,847,974	9,387,352	-36.78%	2,493,645	2,305,220	-7.56%
Greece	0	0	0.00%	0	42,000	0.00%
Italy	21,294,619	13,817,994	-35.11%	436,319	358,643	-17.80%
Netherlands	2,349,368	1,952,724	-16.88%	495,796	364,965	-26.39%
Norway	0	0	0.00%	0	42,000	0.00%
Portugal	172,840	0	-100.00%	42,000	0	-100.00%
Spain	12,312,030	10,125,471	-17.76%	1,693,925	1,870,997	10.45%
Sweden	159,082	43,100	-72.91%	202,869	235,566	16.12%
Switzerland	63,933	0	-100.00%	84,000	106,200	26.43%
U.K.	266,757	308,644	15.70%	230,905	840,000	263.79%
<b>Sub-Total</b>	<b>51,554,787</b>	<b>35,635,285</b>	<b>-30.88%</b>	<b>5,679,459</b>	<b>6,315,591</b>	<b>11.20%</b>
<b>Middle East/Africa</b>						
Algeria	89,286	0	-100.00%	0	0	0.00%
Egypt	0	0	0.00%	41,887	0	-100.00%
Israel	44,092	265,658	502.51%	534,578	854,125	59.78%
Jordan	44,092	175,265	297.50%	0	0	0.00%
Lebanon	111,138	22,046	-80.16%	24,250	0	-100.00%
Morocco	659,175	126,672	-80.78%	0	0	0.00%
Saudi Arabia	44,000	0	-100.00%	0	0	0.00%
Turkey	6,635,188	14,214,645	114.23%	0	0	0.00%
U.A.E.	1,894,844	2,388,568	26.06%	289,250	0	-100.00%
<b>Sub-Total</b>	<b>9,521,815</b>	<b>17,192,854</b>	<b>80.56%</b>	<b>889,965</b>	<b>854,125</b>	<b>-4.03%</b>
<b>Asia / Pacific Rim</b>						
Australia	22,000	26,180	19.00%	1,181,346	1,393,175	17.93%
China	9,429,910	12,322,630	30.68%	749,300	144,000	-80.78%
Hong Kong	17,276,873	19,175,924	10.99%	148,305	58,960	-60.24%
India	0	0	0.00%	0	0	0.00%
Japan	0	0	0.00%	1,190,860	1,398,918	17.47%
Korea	0	0	0.00%	1,956,333	1,959,611	0.17%
Malaysia	0	0	0.00%	115,650	0	-100.00%
New Zealand	0	0	0.00%	24,250	115,525	376.39%
Philippines	22,500	0	-100.00%	32,500	48,125	48.08%
Singapore	0	0	0.00%	47,000	22,000	-53.19%
Taiwan	0	0	0.00%	434,510	278,900	-35.81%
Vietnam	1,571,171	2,684,541	70.86%	0	0	0.00%
<b>Sub-Total</b>	<b>28,322,454</b>	<b>34,209,275</b>	<b>20.78%</b>	<b>5,880,054</b>	<b>5,419,214</b>	<b>-7.84%</b>
Other	699,320	642,230	-8.16%	140,849	189,761	34.73%
<b>GRAND TOTAL</b>	<b>98,850,074</b>	<b>96,183,252</b>	<b>-2.70%</b>	<b>37,750,386</b>	<b>34,407,568</b>	<b>-8.86%</b>
<b>Domestic Total</b>	<b>6,996,487</b>	<b>6,520,350</b>	<b>-6.81%</b>	<b>23,116,229</b>	<b>20,224,767</b>	<b>-12.51%</b>
<b>Export Total</b>	<b>91,853,587</b>	<b>89,662,902</b>	<b>-2.38%</b>	<b>14,634,157</b>	<b>14,182,801</b>	<b>-3.08%</b>