

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****REVISION 2******MONTHLY MANAGEMENT REPORT**

Friday, October 15, 2010

September Shipments

Inshell (1000 pounds)

	<u>2009/10 Marketing Year</u>		<u>2010/11 Marketing Year</u>	
	<u>September 2009</u>	9/1/2009 to <u>9/30/2009</u>	<u>September 2010</u>	9/1/2010 to <u>9/30/2010</u>
Domestic	534	534	549	549
Export	<u>7,067</u>	<u>7,067</u>	<u>2,793</u>	<u>2,793</u>
Total	7,601	7,601	3,342	3,342

Shelled (1000 pounds)

	<u>2009/10 Marketing Year</u>		<u>2010/11 Marketing Year</u>	
	<u>September 2009</u>	9/1/2009 to <u>9/30/2009</u>	<u>September 2010</u>	9/1/2010 to <u>9/30/2010</u>
Domestic	17,995	17,995	13,102	13,102
Export	<u>6,330</u>	<u>6,330</u>	<u>3,565</u>	<u>3,565</u>
Total	24,325	24,325	16,667	16,667

Inshell Equivalent Tonnage*

	<u>2009/10 Marketing Year</u>		<u>2010/11 Marketing Year</u>	
	<u>September 2009</u>	9/1/2009 to <u>9/30/2009</u>	<u>September 2010</u>	9/1/2010 to <u>9/30/2010</u>
Domestic	20,623	20,623	15,335	15,335
Export	<u>10,694</u>	<u>10,694</u>	<u>5,494</u>	<u>5,494</u>
Total	31,317	31,317	20,828	20,828

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

WALNUT SHIPMENTS BY COUNTRY OF DESTINATION - YEAR TO DATE

09/01/2010 - 09/30/2010

REVISION 2

	<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	533,963	549,025	2.82%	17,994,682	13,102,205	-27.19%
Canada	6,000	125,210	1986.83%	1,354,095	766,855	-43.37%
Mexico	0	0	0.00%	21,000	0	-100.00%
Sub-Total	539,963	674,235	24.87%	19,369,777	13,869,060	-28.40%
Central & South America						
Brazil	0	0	0.00%	0	0	0.00%
Chile	0	0	0.00%	0	0	0.00%
Ecuador	0	7,500	0.00%	20,735	0	-100.00%
Venezuela	176,368	0	-100.00%	80,000	42,000	-47.50%
Sub-Total	176,368	7,500	-95.75%	100,735	42,000	-58.31%
Europe						
Austria	0	0	0.00%	166,200	126,000	-24.19%
France	0	0	0.00%	80,000	0	-100.00%
Germany	881,840	0	-100.00%	411,939	676,338	64.18%
Greece	44,092	132,276	200.00%	126,000	0	-100.00%
Italy	1,100,524	124,009	-88.73%	0	0	0.00%
Latvia	88,184	0	-100.00%	50,000	0	-100.00%
Netherlands	0	0	0.00%	22,450	0	-100.00%
Norway	43,430	0	-100.00%	0	0	0.00%
Portugal	44,092	0	-100.00%	0	0	0.00%
Spain	2,140,656	396,828	-81.46%	1,008,000	571,900	-43.26%
Sweden	0	0	0.00%	141,612	72	-99.95%
Switzerland	0	0	0.00%	0	0	0.00%
U.K.	0	0	0.00%	64,500	271,800	321.40%
Sub-Total	4,342,818	653,113	-84.96%	2,070,701	1,646,110	-20.50%
Middle East/Africa						
Algeria	0	0	0.00%	0	0	0.00%
Egypt	0	0	0.00%	0	0	0.00%
Israel	0	0	0.00%	75,000	84,000	12.00%
Jordan	0	0	0.00%	0	0	0.00%
Morocco	0	0	0.00%	0	0	0.00%
Saudi Arabia	0	0	0.00%	0	0	0.00%
Turkey	1,493,288	1,058,116	-29.14%	0	0	0.00%
U.A.E.	0	0	0.00%	44,000	0	-100.00%
Sub-Total	1,493,288	1,058,116	-29.14%	119,000	84,000	-29.41%
Asia / Pacific Rim						
Australia	44,092	13,025	-70.46%	564,929	271,500	-51.94%
China	478,740	220,368	-53.97%	291,400	0	-100.00%
Hong Kong	437,736	715,368	63.42%	35,285	39,600	12.23%
India	0	0	0.00%	0	0	0.00%
Japan	0	0	0.00%	932,593	92,860	-90.04%
Korea	0	0	0.00%	562,700	473,920	-15.78%
Malaysia	0	0	0.00%	0	12,744	0.00%
New Zealand	0	0	0.00%	0	74,250	0.00%
Philippines	0	0	0.00%	20,000	25,000	25.00%
Singapore	0	0	0.00%	9,075	2,700	-70.25%
Taiwan	0	0	0.00%	223,720	33,000	-85.25%
Thailand	0	0	0.00%	0	0	0.00%
Sub-Total	960,568	948,761	-1.23%	2,639,702	1,025,574	-61.15%
Other	87,523	0	-100.00%	25,000	0	-100.00%
GRAND TOTAL	7,600,528	3,341,725	-56.03%	24,324,915	16,666,744	-31.48%
Domestic Total	533,963	549,025	2.82%	17,994,682	13,102,205	-27.19%
Export Total	7,066,565	2,792,700	-60.48%	6,330,233	3,564,539	-43.69%

WALNUT SHIPMENTS BY COUNTRY OF DESTINATION

September 2009 / September 2010

REVISION 2

	<u>Inshell Pounds</u>			<u>Shelled Pounds</u>		
	<u>Sept 2009</u>	<u>Sept 2010</u>	<u>% Change vs. Prior Year</u>	<u>Sept 2009</u>	<u>Sept 2010</u>	<u>% Change vs. Prior Year</u>
North America						
USA	533,963	549,025	2.82%	17,994,682	13,102,205	-27.19%
Canada	6,000	125,210	1986.83%	1,354,095	766,855	-43.37%
Mexico	0	0	0.00%	21,000	0	-100.00%
Sub-Total	539,963	674,235	24.87%	19,369,777	13,869,060	-28.40%
Central & South America						
Brazil	0	0	0.00%	0	0	0.00%
Chile	0	0	0.00%	0	0	0.00%
Ecuador	0	7,500	0.00%	20,735	0	-100.00%
Venezuela	176,368	0	-100.00%	80,000	42,000	-47.50%
Sub-Total	176,368	7,500	-95.75%	100,735	42,000	-58.31%
Europe						
Austria	0	0	0.00%	166,200	126,000	-24.19%
France	0	0	0.00%	80,000	0	-100.00%
Germany	881,840	0	-100.00%	411,939	676,338	64.18%
Greece	44,092	132,276	200.00%	126,000	0	-100.00%
Italy	1,100,524	124,009	-88.73%	0	0	0.00%
Latvia	88,184	0	-100.00%	50,000	0	-100.00%
Netherlands	0	0	0.00%	22,450	0	-100.00%
Norway	43,430	0	-100.00%	0	0	0.00%
Portugal	44,092	0	-100.00%	0	0	0.00%
Spain	2,140,656	396,828	-81.46%	1,008,000	571,900	-43.26%
Sweden	0	0	0.00%	141,612	72	-99.95%
Switzerland	0	0	0.00%	0	0	0.00%
U.K.	0	0	0.00%	64,500	271,800	321.40%
Sub-Total	4,342,818	653,113	-84.96%	2,070,701	1,646,110	-20.50%
Middle East/Africa						
Algeria	0	0	0.00%	0	0	0.00%
Egypt	0	0	0.00%	0	0	0.00%
Israel	0	0	0.00%	75,000	84,000	12.00%
Jordan	0	0	0.00%	0	0	0.00%
Morocco	0	0	0.00%	0	0	0.00%
Saudi Arabia	0	0	0.00%	0	0	0.00%
Turkey	1,493,288	1,058,116	-29.14%	0	0	0.00%
U.A.E.	0	0	0.00%	44,000	0	-100.00%
Sub-Total	1,493,288	1,058,116	-29.14%	119,000	84,000	-29.41%
Asia / Pacific Rim						
Australia	44,092	13,025	-70.46%	564,929	271,500	-51.94%
China	478,740	220,368	-53.97%	291,400	0	-100.00%
Hong Kong	437,736	715,368	63.42%	35,285	39,600	12.23%
India	0	0	0.00%	0	0	0.00%
Japan	0	0	0.00%	932,593	92,860	-90.04%
Korea	0	0	0.00%	562,700	473,920	-15.78%
Malaysia	0	0	0.00%	0	12,744	0.00%
New Zealand	0	0	0.00%	0	74,250	0.00%
Philippines	0	0	0.00%	20,000	25,000	25.00%
Singapore	0	0	0.00%	9,075	2,700	-70.25%
Taiwan	0	0	0.00%	223,720	33,000	-85.25%
Thailand	0	0	0.00%	0	0	0.00%
Sub-Total	960,568	948,761	-1.23%	2,639,702	1,025,574	-61.15%
Other	87,523	0	-100.00%	25,000	0	-100.00%
GRAND TOTAL	7,600,528	3,341,725	-56.03%	24,324,915	16,666,744	-31.48%
Domestic Total	533,963	549,025	2.82%	17,994,682	13,102,205	-27.19%
Export Total	7,066,565	2,792,700	-60.48%	6,330,233	3,564,539	-43.69%