

California Walnut Board

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An Equal Opportunity Employer and Provider

MONTHLY MANAGEMENT REPORT

Friday, December 8, 2017

November Shipments

Inshell (1000 pounds)

	<u>2016/17 Marketing Year</u>		<u>2017/18 Marketing Year</u>	
		9/1/2016 to		9/1/2017 to
	<u>November 2016</u>	<u>11/30/2016</u>	<u>November 2017</u>	<u>11/30/2017</u>
Domestic	3,104	8,468	3,527	12,981
Export	<u>98,370</u>	<u>277,272</u>	<u>74,938</u>	<u>184,373</u>
Total	101,473	285,739	78,466	197,353

Shelled (1000 pounds)

	<u>2016/17 Marketing Year</u>		<u>2017/18 Marketing Year</u>	
		9/1/2016 to		9/1/2017 to
	<u>November 2016</u>	<u>11/30/2016</u>	<u>November 2017</u>	<u>11/30/2017</u>
Domestic	20,540	59,305	19,883	51,859
Export	<u>31,676</u>	<u>72,319</u>	<u>32,912</u>	<u>63,872</u>
Total	52,216	131,623	52,795	115,731

Inshell Equivalent Tonnage*

	<u>2016/17 Marketing Year</u>		<u>2017/18 Marketing Year</u>	
		9/1/2016 to		9/1/2017 to
	<u>November 2016</u>	<u>11/30/2016</u>	<u>November 2017</u>	<u>11/30/2017</u>
Domestic	24,840	71,473	24,306	65,288
Export	<u>85,098</u>	<u>220,630</u>	<u>74,785</u>	<u>164,603</u>
Total	109,939	292,102	99,091	229,891

Walnut receipts as reported by handlers as of November 30, 2017 = 614,565 tons

*2016/17 shellout rate 44.1 -- 2017/18 shellout rate 44.1

WALNUT SHIPMENTS BY COUNTRY OF DESTINATION - YEAR TO DATE
09/01/2017 - 11/30/2017

	<u>Inshell Pounds</u>			<u>Shelled Pounds</u>		
	<u>2016/17</u>	<u>2017/18</u>	<u>% Change vs. Prior Year</u>	<u>2016/17</u>	<u>2017/18</u>	<u>% Change vs. Prior Year</u>
North America						
USA	8,467,557	12,980,583	53.30%	59,304,556	51,859,406	-12.55%
Canada	1,851,962	2,289,007	23.60%	5,400,995	4,945,560	-8.43%
Mexico	273,644	88,184	-67.77%	22,000	47,000	113.64%
Sub-Total	10,593,163	15,357,774	44.98%	64,727,551	56,851,966	-12.17%
Central & South America						
Chile	176,368	0	-100.00%	0	0	0.00%
Ecuador	37,065	89,000	140.12%	37,600	76,000	102.13%
Venezuela	0	0	0.00%	0	0	0.00%
Sub-Total	213,433	89,000	-58.30%	37,600	76,000	102.13%
Europe						
Austria	0	0	0.00%	133,400	334,200	150.52%
Belgium	529,104	396,828	-25.00%	358,500	588,000	64.02%
France	44,092	44,092	0.00%	125,550	165,000	31.42%
Germany	12,394,755	11,191,276	-9.71%	16,022,358	15,698,965	-2.02%
Greece	59,194	1,255,300	2020.65%	193,275	108,050	-44.10%
Italy	43,714,800	35,360,223	-19.11%	1,535,236	1,493,321	-2.73%
Netherlands	2,227,450	2,485,593	11.59%	1,492,670	2,666,016	78.61%
Norway	0	112,434	0.00%	393,882	0	-100.00%
Spain	16,222,507	13,846,261	-14.65%	8,609,513	7,190,520	-16.48%
Sweden	0	0	0.00%	549,048	285,571	-47.99%
Switzerland	0	0	0.00%	190,500	221,160	16.09%
U.K.	176,276	309,320	75.47%	1,892,781	1,152,017	-39.14%
Sub-Total	75,368,178	65,001,327	-13.75%	31,496,713	29,902,820	-5.06%
Middle East/Africa						
Algeria	1,211,864	0	-100.00%	726,014	0	-100.00%
Egypt	397,932	529,104	32.96%	126,580	43,560	-65.59%
Iraq	354,400	0	-100.00%	511,010	0	-100.00%
Israel	748,187	221,012	-70.46%	2,572,336	2,205,691	-14.25%
Jordan	1,144,023	308,660	-73.02%	863,200	347,200	-59.78%
Kuwait	64,092	0	-100.00%	311,368	267,393	-14.12%
Lebanon	1,848,630	2,821,171	52.61%	0	0	0.00%
Morocco	2,907,410	1,765,426	-39.28%	0	0	0.00%
Pakistan	1,194,520	1,681,044	40.73%	59,006	0	-100.00%
Saudi Arabia	661,196	220,276	-66.69%	1,661,150	497,941	-70.02%
Tunisia	429,897	2,247,315	422.76%	128,220	0	-100.00%
Turkey	96,839,489	48,050,052	-50.38%	230,275	879,527	281.95%
U.A.E.	16,293,058	16,479,359	1.14%	3,795,292	786,149	-79.29%
Sub-Total	124,094,698	74,323,419	-40.11%	10,984,451	5,027,461	-54.23%
Asia / Pacific Rim						
Australia	22,046	8,267	-62.50%	1,785,715	2,877,176	61.12%
China	4,917,530	5,947,511	20.95%	1,175,035	723,800	-38.40%
Hong Kong	22,848,776	8,440,065	-63.06%	572,538	345,194	-39.71%
India	10,954,416	11,284,921	3.02%	4,400	0	-100.00%
Japan	0	0	0.00%	6,301,569	7,964,031	26.38%
Korea	99,606	373,662	275.14%	8,777,689	8,143,395	-7.23%
Malaysia	0	0	0.00%	402,552	298,000	-25.97%
New Zealand	0	0	0.00%	315,765	139,490	-55.82%
Philippines	0	0	0.00%	177,500	117,000	-34.08%
Singapore	0	88,184	0.00%	300,275	309,128	2.95%
Taiwan	200,512	204,378	1.93%	1,787,312	1,705,329	-4.59%
Thailand	353,101	0	-100.00%	1,549,124	291,598	-81.18%
Vietnam	34,684,842	14,235,476	-58.96%	286,400	99,680	-65.20%
Sub-Total	74,080,829	40,582,464	-45.22%	23,435,874	23,013,821	-1.80%
Other	1,388,933	1,999,133	43.93%	940,938	858,892	-8.72%
GRAND TOTAL	285,739,234	197,353,117	-30.93%	131,623,127	115,730,960	-12.07%
Domestic Total	8,467,557	12,980,583	53.30%	59,304,556	51,859,406	-12.55%
Export Total	277,271,677	184,372,534	-33.50%	72,318,571	63,871,554	-11.68%

WALNUT SHIPMENTS BY COUNTRY OF DESTINATION
November 2016 / November 2017

	<u>Inshell Pounds</u>			<u>Shelled Pounds</u>		
	<u>November 2016</u>	<u>November 2017</u>	<u>% Change vs. Prior Year</u>	<u>November 2016</u>	<u>November 2017</u>	<u>% Change vs. Prior Year</u>
North America						
USA	3,103,711	3,527,155	13.64%	20,540,374	19,882,827	-3.20%
Canada	745,342	802,296	7.64%	2,470,895	2,275,940	-7.89%
Mexico	128,184	44,092	-65.60%	0	0	0.00%
Sub-Total	3,977,237	4,373,543	9.96%	23,011,269	22,158,767	-3.70%
Central & South America						
Chile	132,276	0	-100.00%	0	0	0.00%
Ecuador	32,500	0	-100.00%	0	0	0.00%
Venezuela	0	0	0.00%	0	0	0.00%
Sub-Total	164,776	0	-100.00%	0	0	0.00%
Europe						
Austria	0	0	0.00%	42,000	84,000	100.00%
Belgium	132,276	220,460	66.67%	0	252,000	0.00%
France	0	0	0.00%	0	42,000	0.00%
Germany	693,126	2,017,576	191.08%	3,598,035	6,535,560	81.64%
Greece	0	220,460	0.00%	72,525	24,050	-66.84%
Italy	13,710,280	11,777,521	-14.10%	1,060,894	1,087,023	2.46%
Netherlands	545,271	716,586	31.42%	777,190	1,363,418	75.43%
Norway	0	0	0.00%	95,802	0	-100.00%
Spain	3,568,939	3,702,482	3.74%	3,176,629	3,019,667	-4.94%
Sweden	0	0	0.00%	84,138	151,180	79.68%
Switzerland	0	0	0.00%	22,500	127,110	464.93%
U.K.	0	180,351	0.00%	885,396	662,793	-25.14%
Sub-Total	18,649,892	18,835,436	0.99%	9,815,109	13,348,801	36.00%
Middle East/Africa						
Algeria	328,460	0	-100.00%	503,700	0	-100.00%
Egypt	176,644	440,920	149.61%	126,580	43,560	-65.59%
Iraq	88,192	0	-100.00%	511,010	0	-100.00%
Israel	352,552	88,460	-74.91%	1,418,328	1,327,820	-6.38%
Jordan	220,096	132,280	-39.90%	529,500	263,200	-50.29%
Kuwait	64,092	0	-100.00%	311,368	267,393	-14.12%
Lebanon	1,055,801	1,895,777	79.56%	0	0	0.00%
Morocco	1,588,232	1,234,668	-22.26%	0	0	0.00%
Pakistan	531,552	882,940	66.11%	36,960	0	-100.00%
Saudi Arabia	132,276	176,184	33.19%	1,082,425	455,921	-57.88%
Tunisia	88,184	44,092	-50.00%	106,174	0	-100.00%
Turkey	41,505,074	23,051,667	-44.46%	22,000	752,460	3320.27%
U.A.E.	7,016,279	8,144,479	16.08%	2,547,751	702,584	-72.42%
Sub-Total	53,147,434	36,091,467	-32.09%	7,195,796	3,812,938	-47.01%
Asia / Pacific Rim						
Australia	0	0	0.00%	569,500	803,346	41.06%
China	1,499,496	2,950,142	96.74%	737,035	315,300	-57.22%
Hong Kong	9,173,940	3,512,774	-61.71%	354,028	234,820	-33.67%
India	4,325,354	7,183,128	66.07%	4,400	0	-100.00%
Japan	0	0	0.00%	3,218,013	4,348,222	35.12%
Korea	99,606	373,662	275.14%	4,748,519	5,052,685	6.41%
Malaysia	0	0	0.00%	217,990	114,700	-47.38%
New Zealand	0	0	0.00%	163,465	97,490	-40.36%
Philippines	0	0	0.00%	112,000	25,000	-77.68%
Singapore	0	88,184	0.00%	96,065	143,000	48.86%
Taiwan	126,107	160,286	27.10%	1,101,847	1,552,929	40.94%
Thailand	44,000	0	-100.00%	414,609	209,998	-49.35%
Vietnam	9,963,853	4,105,846	-58.79%	46,400	15,680	-66.21%
Sub-Total	25,232,356	18,374,022	-27.18%	11,783,871	12,913,170	9.58%
Other	301,562	791,120	162.34%	410,042	561,392	36.91%
GRAND TOTAL	101,473,257	78,465,588	-22.67%	52,216,087	52,795,068	1.11%
Domestic Total	3,103,711	3,527,155	13.64%	20,540,374	19,882,827	-3.20%
Export Total	98,369,546	74,938,433	-23.82%	31,675,713	32,912,241	3.90%