

**California Walnut Board**

101 Parkshore Drive, Suite 250

Folsom, CA 95630-4726

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*An Equal Opportunity Employer and Provider*


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**MONTHLY MANAGEMENT REPORT**

Friday, January 12, 2018

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**December Shipments**


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**Inshell (1000 pounds)**

	<u>2016/17 Marketing Year</u>		<u>2017/18 Marketing Year</u>	
		9/1/2016 to		9/1/2017 to
	<u>December 2016</u>	<u>12/31/2016</u>	<u>December 2017</u>	<u>12/31/2017</u>
Domestic	871	9,338	2,634	15,614
Export	<u>36,611</u>	<u>313,882</u>	<u>33,098</u>	<u>217,470</u>
<b>Total</b>	<b>37,482</b>	<b>323,221</b>	<b>35,731</b>	<b>233,084</b>

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**Shelled (1000 pounds)**

	<u>2016/17 Marketing Year</u>		<u>2017/18 Marketing Year</u>	
		9/1/2016 to		9/1/2017 to
	<u>December 2016</u>	<u>12/31/2016</u>	<u>December 2017</u>	<u>12/31/2017</u>
Domestic	15,716	75,021	15,902	67,761
Export	<u>27,467</u>	<u>99,785</u>	<u>27,755</u>	<u>91,626</u>
<b>Total</b>	<b>43,183</b>	<b>174,806</b>	<b>43,657</b>	<b>159,387</b>

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**Inshell Equivalent Tonnage\***

	<u>2016/17 Marketing Year</u>		<u>2017/18 Marketing Year</u>	
		9/1/2016 to		9/1/2017 to
	<u>December 2016</u>	<u>12/31/2016</u>	<u>December 2017</u>	<u>12/31/2017</u>
Domestic	18,254	89,727	19,346	84,634
Export	<u>49,447</u>	<u>270,076</u>	<u>48,017</u>	<u>212,620</u>
<b>Total</b>	<b>67,701</b>	<b>359,803</b>	<b>67,363</b>	<b>297,254</b>

Walnut receipts as reported by handlers as of December 31, 2017 = 614,974 tons

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

**Silverado Resort & Spa**

1600 Atlas Peak Road

Napa, CA 94558

(707) 257-0200

## ***SCHEDULE OF EVENTS***

### ***California Walnut Board / California Walnut Commission Annual Spring Meeting***

***May 2-3, 2018*****Wednesday, May 2, 2018**

<b><u>Time</u></b>	<b><u>Location</u></b>
Reception	Fairway Deck
Banquet Dinner – <i>registration required for dinner ticket*</i>	Silverado Ballroom

**Thursday, May 3, 2018**

Continental Breakfast	7:30 – 9:00 a.m.	Fairway Deck
Joint California Walnut Board / California Walnut Commission Meeting	9:00 a.m.	Silverado Ballroom
Luncheon	11:30 a.m.	Fairway Deck

**\*Registration form is available at [www.walnuts.org](http://www.walnuts.org)  
The registration deadline is March 28, 2018**

**Please call the California Walnut Board/California Walnut Commission  
at (916) 932-7070 with any questions.**

Meeting times and room assignments are tentative and subject to change.  
All meetings will be held at Silverado Resort.  
All industry members are invited to attend.

**WALNUT SHIPMENTS BY COUNTRY OF DESTINATION - YEAR TO DATE**  
09/01/2017 - 12/31/2017

	<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>
<b>North America</b>						
USA	9,338,418	15,614,272	67.20%	75,020,821	67,761,319	-9.68%
Canada	1,948,962	2,403,007	23.30%	6,557,695	6,410,653	-2.24%
Mexico	273,644	88,184	-67.77%	44,000	69,000	56.82%
<b>Sub-Total</b>	<b>11,561,024</b>	<b>18,105,463</b>	<b>56.61%</b>	<b>81,622,516</b>	<b>74,240,972</b>	<b>-9.04%</b>
<b>Central &amp; South America</b>						
Chile	220,460	0	-100.00%	0	0	0.00%
Ecuador	37,065	92,968	150.82%	59,600	114,000	91.28%
Venezuela	0	0	0.00%	0	0	0.00%
<b>Sub-Total</b>	<b>257,525</b>	<b>92,968</b>	<b>-63.90%</b>	<b>59,600</b>	<b>114,000</b>	<b>91.28%</b>
<b>Europe</b>						
Austria	0	0	0.00%	217,400	539,600	148.21%
Belgium	529,104	528,828	-0.05%	358,500	672,000	87.45%
France	44,092	44,092	0.00%	209,550	182,050	-13.12%
Germany	14,065,961	11,367,368	-19.19%	21,275,738	23,878,545	12.23%
Greece	103,286	1,255,300	1115.36%	310,275	108,050	-65.18%
Italy	48,966,627	40,499,868	-17.29%	2,270,347	2,060,998	-9.22%
Netherlands	2,444,603	2,573,593	5.28%	2,623,056	3,358,506	28.04%
Norway	0	112,434	0.00%	393,882	202,000	-48.72%
Spain	18,252,146	15,125,653	-17.13%	10,636,043	9,469,485	-10.97%
Sweden	0	0	0.00%	700,074	495,586	-29.21%
Switzerland	0	0	0.00%	274,500	369,210	34.50%
U.K.	176,276	485,688	175.53%	2,928,014	2,115,809	-27.74%
<b>Sub-Total</b>	<b>84,582,095</b>	<b>71,992,824</b>	<b>-14.88%</b>	<b>42,197,379</b>	<b>43,451,839</b>	<b>2.97%</b>
<b>Middle East/Africa</b>						
Algeria	1,235,956	0	-100.00%	810,014	0	-100.00%
Egypt	486,120	661,660	36.11%	234,140	87,120	-62.79%
Iraq	530,400	0	-100.00%	637,995	0	-100.00%
Israel	1,276,147	441,384	-65.41%	3,935,034	3,509,149	-10.82%
Jordan	1,204,649	308,660	-74.38%	1,800,218	457,100	-74.61%
Kuwait	108,184	0	-100.00%	480,834	351,279	-26.94%
Lebanon	2,506,427	3,526,457	40.70%	0	0	0.00%
Morocco	4,363,274	3,178,670	-27.15%	0	0	0.00%
Pakistan	1,635,888	1,902,596	16.30%	81,052	0	-100.00%
Saudi Arabia	926,392	220,276	-76.22%	2,726,230	666,241	-75.56%
Tunisia	473,989	2,247,315	374.13%	128,220	0	-100.00%
Turkey	110,960,763	57,366,445	-48.30%	359,825	879,527	144.43%
U.A.E.	18,187,910	18,639,042	2.48%	4,812,822	1,303,785	-72.91%
<b>Sub-Total</b>	<b>143,896,099</b>	<b>88,492,505</b>	<b>-38.50%</b>	<b>16,006,384</b>	<b>7,254,201</b>	<b>-54.68%</b>
<b>Asia / Pacific Rim</b>						
Australia	22,046	8,267	-62.50%	2,665,420	3,864,426	44.98%
China	5,799,370	8,122,455	40.06%	1,839,615	837,500	-54.47%
Hong Kong	24,456,948	10,238,005	-58.14%	1,127,243	490,774	-56.46%
India	13,716,968	16,419,904	19.71%	15,400	0	-100.00%
Japan	0	0	0.00%	9,410,101	12,530,725	33.16%
Korea	1,084,628	962,274	-11.28%	12,362,699	11,004,882	-10.98%
Malaysia	0	0	0.00%	471,152	401,350	-14.82%
New Zealand	0	0	0.00%	423,327	404,590	-4.43%
Philippines	0	0	0.00%	177,500	139,000	-21.69%
Singapore	0	88,184	0.00%	430,440	478,548	11.18%
Taiwan	252,871	314,162	24.24%	2,627,675	2,619,829	-0.30%
Thailand	353,101	0	-100.00%	1,549,124	291,598	-81.18%
Vietnam	35,506,795	15,979,770	-55.00%	454,400	99,680	-78.06%
<b>Sub-Total</b>	<b>81,192,727</b>	<b>52,133,021</b>	<b>-35.79%</b>	<b>33,554,096</b>	<b>33,162,902</b>	<b>-1.17%</b>
Other	1,731,277	2,267,655	30.98%	1,366,198	1,163,574	-14.83%
<b>GRAND TOTAL</b>	<b>323,220,747</b>	<b>233,084,436</b>	<b>-27.89%</b>	<b>174,806,173</b>	<b>159,387,488</b>	<b>-8.82%</b>
<b>Domestic Total</b>	<b>9,338,418</b>	<b>15,614,272</b>	<b>67.20%</b>	<b>75,020,821</b>	<b>67,761,319</b>	<b>-9.68%</b>
<b>Export Total</b>	<b>313,882,329</b>	<b>217,470,164</b>	<b>-30.72%</b>	<b>99,785,352</b>	<b>91,626,169</b>	<b>-8.18%</b>

**WALNUT SHIPMENTS BY COUNTRY OF DESTINATION**  
December 2016 / December 2017

	<u>Inshell Pounds</u>			<u>Shelled Pounds</u>		
	<u>December 2016</u>	<u>December 2017</u>	<u>% Change vs. Prior Year</u>	<u>December 2016</u>	<u>December 2017</u>	<u>% Change vs. Prior Year</u>
<b>North America</b>						
USA	870,861	2,633,689	202.42%	15,716,265	15,901,913	1.18%
Canada	97,000	114,000	17.53%	1,156,700	1,465,093	26.66%
Mexico	0	0	0.00%	22,000	22,000	0.00%
<b>Sub-Total</b>	<b>967,861</b>	<b>2,747,689</b>	<b>183.89%</b>	<b>16,894,965</b>	<b>17,389,006</b>	<b>2.92%</b>
<b>Central &amp; South America</b>						
Chile	44,092	0	-100.00%	0	0	0.00%
Ecuador	0	3,968	0.00%	22,000	38,000	72.73%
Venezuela	0	0	0.00%	0	0	0.00%
<b>Sub-Total</b>	<b>44,092</b>	<b>3,968</b>	<b>-91.00%</b>	<b>22,000</b>	<b>38,000</b>	<b>72.73%</b>
<b>Europe</b>						
Austria	0	0	0.00%	84,000	205,400	144.52%
Belgium	0	132,000	0.00%	0	84,000	0.00%
France	0	0	0.00%	84,000	17,050	-79.70%
Germany	1,671,206	176,092	-89.46%	5,253,380	8,179,580	55.70%
Greece	44,092	0	-100.00%	117,000	0	-100.00%
Italy	5,251,827	5,139,645	-2.14%	735,111	567,677	-22.78%
Netherlands	217,153	88,000	-59.48%	1,130,386	692,490	-38.74%
Norway	0	0	0.00%	0	202,000	0.00%
Spain	2,029,639	1,279,392	-36.96%	2,026,530	2,278,965	12.46%
Sweden	0	0	0.00%	151,026	210,015	39.06%
Switzerland	0	0	0.00%	84,000	148,050	76.25%
U.K.	0	176,368	0.00%	1,035,233	963,792	-6.90%
<b>Sub-Total</b>	<b>9,213,917</b>	<b>6,991,497</b>	<b>-24.12%</b>	<b>10,700,666</b>	<b>13,549,019</b>	<b>26.62%</b>
<b>Middle East/Africa</b>						
Algeria	24,092	0	-100.00%	84,000	0	-100.00%
Egypt	88,188	132,556	50.31%	107,560	43,560	-59.50%
Iraq	176,000	0	-100.00%	126,985	0	-100.00%
Israel	527,960	220,372	-58.26%	1,362,698	1,303,458	-4.35%
Jordan	60,626	0	-100.00%	937,018	109,900	-88.27%
Kuwait	44,092	0	-100.00%	169,466	83,886	-50.50%
Lebanon	657,797	705,286	7.22%	0	0	0.00%
Morocco	1,455,864	1,413,244	-2.93%	0	0	0.00%
Pakistan	441,368	221,552	-49.80%	22,046	0	-100.00%
Saudi Arabia	265,196	0	-100.00%	1,065,080	168,300	-84.20%
Tunisia	44,092	0	-100.00%	0	0	0.00%
Turkey	14,121,274	9,316,393	-34.03%	129,550	0	-100.00%
U.A.E.	1,894,852	2,159,683	13.98%	1,017,530	517,636	-49.13%
<b>Sub-Total</b>	<b>19,801,401</b>	<b>14,169,086</b>	<b>-28.44%</b>	<b>5,021,933</b>	<b>2,226,740</b>	<b>-55.66%</b>
<b>Asia / Pacific Rim</b>						
Australia	0	0	0.00%	879,705	987,250	12.23%
China	881,840	2,174,944	146.64%	664,580	113,700	-82.89%
Hong Kong	1,608,172	1,797,940	11.80%	554,705	145,580	-73.76%
India	2,762,552	5,134,983	85.88%	11,000	0	-100.00%
Japan	0	0	0.00%	3,108,532	4,566,694	46.91%
Korea	985,022	588,612	-40.24%	3,585,010	2,777,487	-22.52%
Malaysia	0	0	0.00%	68,600	103,350	50.66%
New Zealand	0	0	0.00%	107,562	265,100	146.46%
Philippines	0	0	0.00%	0	22,000	0.00%
Singapore	0	0	0.00%	130,165	169,420	30.16%
Taiwan	52,359	109,784	109.68%	840,363	914,500	8.82%
Thailand	0	0	0.00%	0	0	0.00%
Vietnam	821,953	1,744,294	112.21%	168,000	0	-100.00%
<b>Sub-Total</b>	<b>7,111,898</b>	<b>11,550,557</b>	<b>62.41%</b>	<b>10,118,222</b>	<b>10,065,081</b>	<b>-0.53%</b>
Other	342,344	268,522	-21.56%	425,260	388,682	-8.60%
<b>GRAND TOTAL</b>	<b>37,481,513</b>	<b>35,731,319</b>	<b>-4.67%</b>	<b>43,183,046</b>	<b>43,656,528</b>	<b>1.10%</b>
<b>Domestic Total</b>	<b>870,861</b>	<b>2,633,689</b>	<b>202.42%</b>	<b>15,716,265</b>	<b>15,901,913</b>	<b>1.18%</b>
<b>Export Total</b>	<b>36,610,652</b>	<b>33,097,630</b>	<b>-9.60%</b>	<b>27,466,781</b>	<b>27,754,615</b>	<b>1.05%</b>