

California Walnut Board

101 Parkshore Drive, Suite 250

Folsom, CA 95630-4726

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An Equal Opportunity Employer and Provider

MONTHLY MANAGEMENT REPORT

Friday, February 9, 2018

January 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>January 2017</u>	<u>1/31/2017</u>	<u>January 2018</u>	<u>1/31/2018</u>
Domestic	694	10,032	888	16,045
Export	<u>26,728</u>	<u>340,610</u>	<u>21,344</u>	<u>239,211</u>
Total	27,422	350,643	22,232	255,256

Shelled (1000 pounds)

	<u>2016/17 Marketing Year</u>		<u>2017/18 Marketing Year</u>	
		9/1/2016 to		9/1/2017 to
	<u>January 2017</u>	<u>1/31/2017</u>	<u>January 2018</u>	<u>1/31/2018</u>
Domestic	11,748	86,769	12,801	80,603
Export	<u>25,693</u>	<u>125,478</u>	<u>26,462</u>	<u>118,088</u>
Total	37,441	212,247	39,264	198,691

Inshell Equivalent Tonnage*

	<u>2016/17 Marketing Year</u>		<u>2017/18 Marketing Year</u>	
		9/1/2016 to		9/1/2017 to
	<u>January 2017</u>	<u>1/31/2017</u>	<u>January 2018</u>	<u>1/31/2018</u>
Domestic	13,667	103,394	14,958	99,409
Export	<u>42,494</u>	<u>312,571</u>	<u>40,674</u>	<u>253,492</u>
Total	56,161	415,965	55,632	352,902

Walnut receipts as reported by handlers as of January 31, 2018 = 617,614 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**

<u>Time</u>	<u>Location</u>
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
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 - 01/31/2018

	<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	10,032,079	16,044,993	59.94%	86,769,006	80,602,939	-7.11%
Canada	1,952,212	2,461,007	26.06%	7,748,801	7,830,103	1.05%
Mexico	273,644	88,184	-67.77%	44,000	78,850	79.20%
Sub-Total	12,257,935	18,594,184	51.69%	94,561,807	88,511,892	-6.40%
Central & South America						
Chile	220,460	0	-100.00%	33,000	0	-100.00%
Ecuador	37,065	92,968	150.82%	81,600	114,000	39.71%
Venezuela	0	0	0.00%	0	0	0.00%
Sub-Total	257,525	92,968	-63.90%	114,600	114,000	-0.52%
Europe						
Austria	0	0	0.00%	272,400	656,000	140.82%
Belgium	529,104	617,012	16.61%	400,500	1,092,000	172.66%
France	44,092	44,092	0.00%	251,550	199,100	-20.85%
Germany	14,148,854	11,543,736	-18.41%	27,767,745	29,976,351	7.95%
Greece	103,286	1,255,300	1115.36%	385,975	108,050	-72.01%
Italy	51,854,629	43,190,013	-16.71%	2,855,850	2,529,161	-11.44%
Netherlands	2,571,919	2,746,544	6.79%	3,357,964	4,804,964	43.09%
Norway	0	112,434	0.00%	393,882	244,328	-37.97%
Spain	20,502,350	16,614,070	-18.97%	12,450,059	11,271,226	-9.47%
Sweden	0	0	0.00%	784,110	688,586	-12.18%
Switzerland	0	0	0.00%	468,400	495,210	5.72%
U.K.	220,372	580,485	163.41%	4,440,140	2,965,125	-33.22%
Sub-Total	89,974,606	76,703,686	-14.75%	53,828,575	55,030,101	2.23%
Middle East/Africa						
Algeria	1,456,876	88,736	-93.91%	936,014	0	-100.00%
Egypt	574,304	944,722	64.50%	419,210	237,338	-43.38%
Iraq	618,584	0	-100.00%	680,331	0	-100.00%
Israel	1,385,681	486,384	-64.90%	4,816,554	5,265,814	9.33%
Jordan	1,204,649	308,660	-74.38%	2,262,238	564,600	-75.04%
Kuwait	108,184	88,184	-18.49%	587,277	438,839	-25.28%
Lebanon	2,814,703	3,835,101	36.25%	0	0	0.00%
Morocco	5,289,759	4,370,019	-17.39%	0	0	0.00%
Pakistan	2,077,636	1,902,596	-8.42%	81,052	0	-100.00%
Saudi Arabia	1,102,668	264,368	-76.02%	3,425,678	875,087	-74.46%
Tunisia	473,989	2,247,315	374.13%	170,548	0	-100.00%
Turkey	114,856,071	64,914,425	-43.48%	471,049	879,527	86.72%
U.A.E.	19,288,944	21,235,507	10.09%	5,414,372	1,744,733	-67.78%
Sub-Total	151,252,048	100,686,017	-33.43%	19,264,323	10,005,938	-48.06%
Asia / Pacific Rim						
Australia	22,046	8,267	-62.50%	3,706,145	4,736,106	27.79%
China	6,045,187	8,210,639	35.82%	2,533,199	1,161,500	-54.15%
Hong Kong	28,954,608	10,238,005	-64.64%	1,314,723	707,666	-46.17%
India	21,155,040	20,213,640	-4.45%	52,855	0	-100.00%
Japan	0	0	0.00%	13,098,071	17,393,582	32.79%
Korea	1,150,766	1,331,612	15.72%	14,994,317	14,138,032	-5.71%
Malaysia	0	0	0.00%	635,132	448,350	-29.41%
New Zealand	0	0	0.00%	617,877	557,390	-9.79%
Philippines	0	0	0.00%	202,500	206,000	1.73%
Singapore	0	88,184	0.00%	523,740	545,528	4.16%
Taiwan	258,921	358,254	38.36%	3,018,199	3,237,179	7.26%
Thailand	353,101	0	-100.00%	1,591,124	291,598	-81.67%
Vietnam	37,185,422	16,244,598	-56.31%	538,400	99,680	-81.49%
Sub-Total	95,125,091	56,693,199	-40.40%	42,826,282	43,522,611	1.63%
Other	1,775,369	2,485,910	40.02%	1,651,771	1,506,732	-8.78%
GRAND TOTAL	350,642,574	255,255,964	-27.20%	212,247,358	198,691,274	-6.39%
Domestic Total	10,032,079	16,044,993	59.94%	86,769,006	80,602,939	-7.11%
Export Total	340,610,495	239,210,971	-29.77%	125,478,352	118,088,335	-5.89%

WALNUT SHIPMENTS BY COUNTRY OF DESTINATION
January 2017 / January 2018

	<u>Inshell Pounds</u>			<u>Shelled Pounds</u>		
	<u>January 2017</u>	<u>January 2018</u>	<u>% Change vs. Prior Year</u>	<u>January 2017</u>	<u>January 2018</u>	<u>% Change vs. Prior Year</u>
North America						
USA	693,661	887,641	27.96%	11,748,185	12,801,495	8.97%
Canada	3,250	58,000	1684.62%	1,191,106	1,419,450	19.17%
Mexico	0	0	0.00%	0	9,850	0.00%
Sub-Total	696,911	945,641	35.69%	12,939,291	14,230,795	9.98%
Central & South America						
Chile	0	0	0.00%	33,000	0	-100.00%
Ecuador	0	0	0.00%	22,000	0	-100.00%
Venezuela	0	0	0.00%	0	0	0.00%
Sub-Total	0	0	0.00%	55,000	0	-100.00%
Europe						
Austria	0	0	0.00%	55,000	116,400	111.64%
Belgium	0	88,184	0.00%	42,000	420,000	900.00%
France	0	0	0.00%	42,000	17,050	-59.40%
Germany	82,893	176,368	112.77%	6,492,007	6,097,806	-6.07%
Greece	0	0	0.00%	75,700	0	-100.00%
Italy	2,888,002	2,690,145	-6.85%	585,503	468,163	-20.04%
Netherlands	127,316	172,951	35.84%	734,908	1,446,458	96.82%
Norway	0	0	0.00%	0	42,328	0.00%
Spain	2,250,204	1,532,553	-31.89%	1,814,016	1,801,741	-0.68%
Sweden	0	0	0.00%	84,036	193,000	129.66%
Switzerland	0	0	0.00%	193,900	126,000	-35.02%
U.K.	44,096	94,797	114.98%	1,512,126	849,316	-43.83%
Sub-Total	5,392,511	4,754,998	-11.82%	11,631,196	11,578,262	-0.46%
Middle East/Africa						
Algeria	220,920	88,736	-59.83%	126,000	0	-100.00%
Egypt	88,184	283,062	220.99%	185,070	150,218	-18.83%
Iraq	88,184	0	-100.00%	42,336	0	-100.00%
Israel	109,534	45,000	-58.92%	881,520	1,756,665	99.28%
Jordan	0	0	0.00%	462,020	107,500	-76.73%
Kuwait	0	88,184	0.00%	106,443	87,560	-17.74%
Lebanon	308,276	308,644	0.12%	0	0	0.00%
Morocco	926,485	1,191,349	28.59%	0	0	0.00%
Pakistan	441,748	0	-100.00%	0	0	0.00%
Saudi Arabia	176,276	44,092	-74.99%	699,448	208,846	-70.14%
Tunisia	0	0	0.00%	42,328	0	-100.00%
Turkey	3,895,308	7,107,060	82.45%	111,224	0	-100.00%
U.A.E.	1,101,034	2,596,465	135.82%	601,550	440,948	-26.70%
Sub-Total	7,355,949	11,752,592	59.77%	3,257,939	2,751,737	-15.54%
Asia / Pacific Rim						
Australia	0	0	0.00%	1,040,725	871,680	-16.24%
China	245,817	88,184	-64.13%	693,584	324,000	-53.29%
Hong Kong	4,497,660	0	-100.00%	187,480	216,892	15.69%
India	7,438,072	3,793,736	-49.00%	37,455	0	-100.00%
Japan	0	0	0.00%	3,687,970	4,862,857	31.86%
Korea	66,138	369,338	458.44%	2,631,618	3,133,150	19.06%
Malaysia	0	0	0.00%	163,980	47,000	-71.34%
New Zealand	0	0	0.00%	194,550	152,800	-21.46%
Philippines	0	0	0.00%	25,000	67,000	168.00%
Singapore	0	0	0.00%	93,300	66,980	-28.21%
Taiwan	6,050	44,092	628.79%	390,524	617,350	58.08%
Thailand	0	0	0.00%	42,000	0	-100.00%
Vietnam	1,678,627	264,828	-84.22%	84,000	0	-100.00%
Sub-Total	13,932,364	4,560,178	-67.27%	9,272,186	10,359,709	11.73%
Other	44,092	218,255	395.00%	285,573	343,158	20.16%
GRAND TOTAL	27,421,827	22,231,664	-18.93%	37,441,185	39,263,661	4.87%
Domestic Total	693,661	887,641	27.96%	11,748,185	12,801,495	8.97%
Export Total	26,728,166	21,344,023	-20.14%	25,693,000	26,462,166	2.99%