

**California Walnut Board**

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*An Equal Opportunity Employer and Provider*


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**MONTHLY MANAGEMENT REPORT**

Tuesday, April 10, 2018

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**March 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>March 2017</u>	<u>3/31/2017</u>	<u>March 2018</u>	<u>3/31/2018</u>
Domestic	830	12,086	1,188	18,027
Export	<u>13,575</u>	<u>372,172</u>	<u>13,032</u>	<u>268,625</u>
<b>Total</b>	<b>14,405</b>	<b>384,258</b>	<b>14,221</b>	<b>286,652</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>March 2017</u>	<u>3/31/2017</u>	<u>March 2018</u>	<u>3/31/2018</u>
Domestic	16,126	115,001	12,769	104,099
Export	<u>29,956</u>	<u>180,018</u>	<u>25,075</u>	<u>167,661</u>
<b>Total</b>	<b>46,082</b>	<b>295,019</b>	<b>37,844</b>	<b>271,760</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>March 2017</u>	<u>3/31/2017</u>	<u>March 2018</u>	<u>3/31/2018</u>
Domestic	18,698	136,429	15,071	127,039
Export	<u>40,751</u>	<u>390,188</u>	<u>34,946</u>	<u>324,404</u>
<b>Total</b>	<b>59,450</b>	<b>526,618</b>	<b>50,017</b>	<b>451,443</b>

Final walnut receipts for 2017/2018 crop as reported by handlers on the  
December 31, 2017 Crop Acquisition Report = 627,798 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 - 03/31/2018**

	<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>
<b>North America</b>						
USA	12,085,779	18,026,556	49.16%	115,000,912	104,099,021	-9.48%
Canada	2,170,062	2,709,641	24.86%	9,895,416	10,597,750	7.10%
Mexico	313,644	88,184	-71.88%	79,200	122,850	55.11%
<b>Sub-Total</b>	<b>14,569,485</b>	<b>20,824,381</b>	<b>42.93%</b>	<b>124,975,528</b>	<b>114,819,621</b>	<b>-8.13%</b>
<b>Central &amp; South America</b>						
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%
<b>Sub-Total</b>	<b>257,525</b>	<b>92,968</b>	<b>-63.90%</b>	<b>114,600</b>	<b>114,000</b>	<b>-0.52%</b>
<b>Europe</b>						
Austria	0	0	0.00%	679,800	769,975	13.26%
Belgium	529,104	617,012	16.61%	442,500	1,470,000	232.20%
France	44,092	44,092	0.00%	461,550	510,270	10.56%
Germany	14,369,314	11,543,736	-19.66%	39,544,643	42,625,425	7.79%
Greece	103,286	1,255,300	1115.36%	628,725	108,050	-82.81%
Italy	53,220,751	43,891,437	-17.53%	3,921,552	3,236,490	-17.47%
Netherlands	3,091,103	3,086,052	-0.16%	4,820,922	7,108,045	47.44%
Norway	0	112,434	0.00%	418,382	445,328	6.44%
Spain	21,690,949	18,022,482	-16.91%	15,451,169	14,627,707	-5.33%
Sweden	0	0	0.00%	935,128	1,057,092	13.04%
Switzerland	0	0	0.00%	784,900	695,910	-11.34%
U.K.	231,372	1,253,966	441.97%	6,868,924	4,594,130	-33.12%
<b>Sub-Total</b>	<b>93,279,971</b>	<b>79,826,511</b>	<b>-14.42%</b>	<b>74,958,195</b>	<b>77,248,422</b>	<b>3.06%</b>
<b>Middle East/Africa</b>						
Algeria	1,500,968	442,024	-70.55%	1,020,014	0	-100.00%
Egypt	662,488	1,156,795	74.61%	615,710	511,722	-16.89%
Iraq	750,383	0	-100.00%	1,100,331	0	-100.00%
Israel	1,539,727	486,384	-68.41%	7,959,292	7,567,374	-4.92%
Jordan	1,668,347	352,756	-78.86%	2,962,743	841,500	-71.60%
Kuwait	152,276	88,184	-42.09%	774,563	568,925	-26.55%
Lebanon	2,946,979	4,271,612	44.95%	0	0	0.00%
Morocco	6,171,615	5,912,507	-4.20%	0	0	0.00%
Pakistan	2,654,376	2,164,855	-18.44%	81,052	0	-100.00%
Saudi Arabia	1,412,496	441,288	-68.76%	4,826,834	1,134,507	-76.50%
Tunisia	562,173	2,247,315	299.76%	170,548	0	-100.00%
Turkey	118,429,576	78,017,589	-34.12%	765,494	901,527	17.77%
U.A.E.	23,574,400	26,917,515	14.18%	7,292,155	2,532,940	-65.26%
<b>Sub-Total</b>	<b>162,025,804</b>	<b>122,498,824</b>	<b>-24.40%</b>	<b>27,568,736</b>	<b>14,058,495</b>	<b>-49.01%</b>
<b>Asia / Pacific Rim</b>						
Australia	22,046	8,267	-62.50%	5,902,355	6,370,086	7.92%
China	6,821,231	9,007,797	32.06%	3,776,895	2,441,950	-35.35%
Hong Kong	32,618,982	10,282,097	-68.48%	2,071,123	1,032,556	-50.15%
India	29,710,984	22,375,804	-24.69%	63,855	0	-100.00%
Japan	0	0	0.00%	21,427,286	26,635,024	24.30%
Korea	1,150,766	1,340,012	16.45%	20,815,712	19,133,289	-8.08%
Malaysia	0	0	0.00%	745,532	627,925	-15.77%
New Zealand	0	0	0.00%	933,166	812,661	-12.91%
Philippines	0	0	0.00%	227,500	251,000	10.33%
Singapore	0	88,184	0.00%	676,340	800,498	18.36%
Taiwan	259,472	358,254	38.07%	5,602,957	4,852,159	-13.40%
Thailand	353,101	0	-100.00%	2,132,624	459,638	-78.45%
Vietnam	41,016,546	17,394,298	-57.59%	538,400	100,780	-81.28%
<b>Sub-Total</b>	<b>111,953,128</b>	<b>60,854,713</b>	<b>-45.64%</b>	<b>64,913,745</b>	<b>63,517,566</b>	<b>-2.15%</b>
Other	2,171,933	2,554,110	17.60%	2,488,203	2,001,691	-19.55%
<b>GRAND TOTAL</b>	<b>384,257,846</b>	<b>286,651,507</b>	<b>-25.40%</b>	<b>295,019,007</b>	<b>271,759,795</b>	<b>-7.88%</b>
<b>Domestic Total</b>	<b>12,085,779</b>	<b>18,026,556</b>	<b>49.16%</b>	<b>115,000,912</b>	<b>104,099,021</b>	<b>-9.48%</b>
<b>Export Total</b>	<b>372,172,067</b>	<b>268,624,951</b>	<b>-27.82%</b>	<b>180,018,095</b>	<b>167,660,774</b>	<b>-6.86%</b>

**WALNUT SHIPMENTS BY COUNTRY OF DESTINATION**  
**March 2017 / March 2018**

	<u>Inshell Pounds</u>			<u>Shelled Pounds</u>		
	<u>March 2017</u>	<u>March 2018</u>	<u>% Change vs. Prior Year</u>	<u>March 2017</u>	<u>March 2018</u>	<u>% Change vs. Prior Year</u>
<b>North America</b>						
USA	830,488	1,188,438	43.10%	16,125,765	12,768,598	-20.82%
Canada	193,550	162,742	-15.92%	1,038,685	1,496,697	44.10%
Mexico	0	0	0.00%	35,200	22,000	-37.50%
<b>Sub-Total</b>	<b>1,024,038</b>	<b>1,351,180</b>	<b>31.95%</b>	<b>17,199,650</b>	<b>14,287,295</b>	<b>-16.93%</b>
<b>Central &amp; South America</b>						
Chile	0	0	0.00%	0	0	0.00%
Ecuador	0	0	0.00%	0	0	0.00%
Venezuela	0	0	0.00%	0	0	0.00%
<b>Sub-Total</b>	<b>0</b>	<b>0</b>	<b>0.00%</b>	<b>0</b>	<b>0</b>	<b>0.00%</b>
<b>Europe</b>						
Austria	0	0	0.00%	239,400	113,975	-52.39%
Belgium	0	0	0.00%	42,000	126,000	200.00%
France	0	0	0.00%	126,000	311,170	146.96%
Germany	176,368	0	-100.00%	5,964,190	6,106,452	2.39%
Greece	0	0	0.00%	109,000	0	-100.00%
Italy	579,804	172,276	-70.29%	543,767	288,753	-46.90%
Netherlands	303,684	169,754	-44.10%	875,120	899,961	2.84%
Norway	0	0	0.00%	24,500	161,000	557.14%
Spain	242,782	661,200	172.34%	1,847,743	1,808,007	-2.15%
Sweden	0	0	0.00%	42,000	217,506	417.87%
Switzerland	0	0	0.00%	148,500	42,000	-71.72%
U.K.	11,000	328,991	2890.83%	942,176	838,302	-11.02%
<b>Sub-Total</b>	<b>1,313,638</b>	<b>1,332,221</b>	<b>1.41%</b>	<b>10,904,396</b>	<b>10,913,126</b>	<b>0.08%</b>
<b>Middle East/Africa</b>						
Algeria	0	220,460	0.00%	0	0	0.00%
Egypt	88,184	127,977	45.12%	21,560	105,160	387.76%
Iraq	87,799	0	-100.00%	336,000	0	-100.00%
Israel	44,000	0	-100.00%	1,493,788	1,018,544	-31.81%
Jordan	353,192	44,096	-87.52%	214,030	126,000	-41.13%
Kuwait	0	0	0.00%	123,266	35,200	-71.44%
Lebanon	132,276	132,276	0.00%	0	0	0.00%
Morocco	308,652	616,924	99.88%	0	0	0.00%
Pakistan	177,188	262,259	48.01%	0	0	0.00%
Saudi Arabia	133,460	88,736	-33.51%	493,680	179,520	-63.64%
Tunisia	44,092	0	-100.00%	0	0	0.00%
Turkey	1,985,799	6,395,068	222.04%	168,445	22,000	-86.94%
U.A.E.	2,256,520	2,067,443	-8.38%	1,250,380	494,085	-60.49%
<b>Sub-Total</b>	<b>5,611,162</b>	<b>9,955,239</b>	<b>77.42%</b>	<b>4,101,149</b>	<b>1,980,509</b>	<b>-51.71%</b>
<b>Asia / Pacific Rim</b>						
Australia	0	0	0.00%	1,260,250	1,148,690	-8.85%
China	379,216	440,403	16.14%	753,696	628,600	-16.60%
Hong Kong	795,115	0	-100.00%	407,000	68,856	-83.08%
India	2,887,754	573,748	-80.13%	0	0	0.00%
Japan	0	0	0.00%	4,698,418	5,338,020	13.61%
Korea	0	0	0.00%	3,582,320	2,167,865	-39.48%
Malaysia	0	0	0.00%	46,850	96,525	106.03%
New Zealand	0	0	0.00%	268,159	155,771	-41.91%
Philippines	0	0	0.00%	25,000	45,000	80.00%
Singapore	0	0	0.00%	121,015	130,830	8.11%
Taiwan	551	0	-100.00%	1,839,360	570,872	-68.96%
Thailand	0	0	0.00%	408,000	59,020	-85.53%
Vietnam	2,306,007	695,552	-69.84%	0	1,100	0.00%
<b>Sub-Total</b>	<b>6,368,643</b>	<b>1,709,703</b>	<b>-73.15%</b>	<b>13,410,068</b>	<b>10,411,149</b>	<b>-22.36%</b>
Other	88,000	-127,568	-244.96%	466,620	251,689	-46.06%
<b>GRAND TOTAL</b>	<b>14,405,481</b>	<b>14,220,775</b>	<b>-1.28%</b>	<b>46,081,883</b>	<b>37,843,768</b>	<b>-17.88%</b>
<b>Domestic Total</b>	<b>830,488</b>	<b>1,188,438</b>	<b>43.10%</b>	<b>16,125,765</b>	<b>12,768,598</b>	<b>-20.82%</b>
<b>Export Total</b>	<b>13,574,993</b>	<b>13,032,337</b>	<b>-4.00%</b>	<b>29,956,118</b>	<b>25,075,170</b>	<b>-16.29%</b>