

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

MONTHLY MANAGEMENT REPORT

Thursday, May 10, 2018

April 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>April 2017</u>	<u>4/30/2017</u>	<u>April 2018</u>	<u>4/30/2018</u>
Domestic	267	12,353	873	18,899
Export	<u>4,808</u>	<u>376,980</u>	<u>5,215</u>	<u>273,840</u>
Total	5,075	389,333	6,088	292,739

Shelled (1000 pounds)

	<u>2016/17 Marketing Year</u>		<u>2017/18 Marketing Year</u>	
		9/1/2016 to		9/1/2017 to
	<u>April 2017</u>	<u>4/30/2017</u>	<u>April 2018</u>	<u>4/30/2018</u>
Domestic	14,432	129,433	14,001	118,100
Export	<u>20,417</u>	<u>200,435</u>	<u>20,001</u>	<u>187,704</u>
Total	34,848	329,867	34,002	305,804

Inshell Equivalent Tonnage*

	<u>2016/17 Marketing Year</u>		<u>2017/18 Marketing Year</u>	
		9/1/2016 to		9/1/2017 to
	<u>April 2017</u>	<u>4/30/2017</u>	<u>April 2018</u>	<u>4/30/2018</u>
Domestic	16,496	152,926	16,310	143,350
Export	<u>25,552</u>	<u>415,740</u>	<u>25,285</u>	<u>349,736</u>
Total	42,048	568,666	41,595	493,086

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 - 04/30/2018

	<u>Inshell Pounds</u>		<u>% Change vs. Prior Year</u>	<u>Shelled Pounds</u>		<u>% Change vs. Prior Year</u>
	<u>2016/17</u>	<u>2017/18</u>		<u>2016/17</u>	<u>2017/18</u>	
North America						
USA	12,353,075	18,899,472	52.99%	129,432,699	118,099,860	-8.76%
Canada	2,242,312	2,752,641	22.76%	11,310,356	11,988,018	5.99%
Mexico	313,644	88,184	-71.88%	79,200	144,850	82.89%
Sub-Total	14,909,031	21,740,297	45.82%	140,822,255	130,232,728	-7.52%
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%	763,800	853,975	11.81%
Belgium	529,104	617,012	16.61%	484,500	1,680,000	246.75%
France	44,092	44,092	0.00%	461,550	510,270	10.56%
Germany	14,369,314	11,631,920	-19.05%	42,809,791	45,739,360	6.84%
Greece	103,286	1,255,300	1115.36%	672,725	108,050	-83.94%
Italy	53,397,119	43,933,545	-17.72%	4,080,130	3,719,830	-8.83%
Netherlands	3,220,072	3,255,806	1.11%	5,276,708	7,549,895	43.08%
Norway	0	112,434	0.00%	438,257	516,078	17.76%
Spain	22,414,382	18,727,954	-16.45%	17,027,290	16,695,519	-1.95%
Sweden	0	0	0.00%	1,128,134	1,099,092	-2.57%
Switzerland	0	0	0.00%	784,900	737,910	-5.99%
U.K.	234,852	1,257,966	435.64%	7,617,982	5,670,836	-25.56%
Sub-Total	94,312,221	80,836,029	-14.29%	81,545,767	84,880,815	4.09%
Middle East/Africa						
Algeria	1,500,968	1,163,036	-22.51%	1,104,014	0	-100.00%
Egypt	706,856	1,156,795	63.65%	615,710	533,282	-13.39%
Iraq	750,383	0	-100.00%	1,142,331	0	-100.00%
Israel	1,539,727	590,606	-61.64%	9,188,016	8,071,434	-12.15%
Jordan	1,668,347	396,131	-76.26%	3,186,243	1,013,040	-68.21%
Kuwait	152,276	88,184	-42.09%	814,246	688,143	-15.49%
Lebanon	2,946,979	4,271,612	44.95%	0	0	0.00%
Morocco	6,171,615	6,397,551	3.66%	0	0	0.00%
Pakistan	2,720,376	2,164,855	-20.42%	81,052	0	-100.00%
Saudi Arabia	1,412,496	441,288	-68.76%	5,031,434	1,134,507	-77.45%
Tunisia	603,399	2,247,315	272.44%	170,548	0	-100.00%
Turkey	119,749,804	79,516,306	-33.60%	765,494	998,866	30.49%
U.A.E.	23,881,768	27,571,661	15.45%	7,767,573	2,824,755	-63.63%
Sub-Total	163,804,994	126,005,340	-23.08%	29,866,661	15,264,027	-48.89%
Asia / Pacific Rim						
Australia	66,046	30,267	-54.17%	6,680,105	6,913,586	3.50%
China	6,997,053	9,069,930	29.63%	4,178,085	2,833,450	-32.18%
Hong Kong	32,839,442	10,282,097	-68.69%	2,244,013	1,219,604	-45.65%
India	31,090,983	22,596,548	-27.32%	63,855	0	-100.00%
Japan	0	0	0.00%	26,380,221	31,948,886	21.11%
Korea	1,150,766	1,340,012	16.45%	23,393,451	21,628,388	-7.55%
Malaysia	0	0	0.00%	768,732	705,175	-8.27%
New Zealand	0	0	0.00%	1,140,641	904,661	-20.69%
Philippines	0	0	0.00%	227,500	293,000	28.79%
Singapore	0	88,184	0.00%	730,876	865,098	18.36%
Taiwan	259,472	358,254	38.07%	6,091,677	5,202,949	-14.59%
Thailand	353,101	0	-100.00%	2,278,499	459,638	-79.83%
Vietnam	41,119,886	17,435,633	-57.60%	580,400	100,780	-82.64%
Sub-Total	113,876,749	61,200,925	-46.26%	74,758,055	73,075,215	-2.25%
Other	2,172,264	2,863,770	31.83%	2,759,968	2,237,109	-18.94%
GRAND TOTAL	389,332,784	292,739,329	-24.81%	329,867,306	305,803,894	-7.29%
Domestic Total	12,353,075	18,899,472	52.99%	129,432,699	118,099,860	-8.76%
Export Total	376,979,709	273,839,857	-27.36%	200,434,607	187,704,034	-6.35%

WALNUT SHIPMENTS BY COUNTRY OF DESTINATION
April 2017 / April 2018

	<u>Inshell Pounds</u>			<u>Shelled Pounds</u>		
	<u>April 2017</u>	<u>April 2018</u>	<u>% Change vs. Prior Year</u>	<u>April 2017</u>	<u>April 2018</u>	<u>% Change vs. Prior Year</u>
North America						
USA	267,296	872,916	226.57%	14,431,787	14,000,839	-2.99%
Canada	72,250	43,000	-40.48%	1,414,940	1,390,268	-1.74%
Mexico	0	0	0.00%	0	22,000	0.00%
Sub-Total	339,546	915,916	169.75%	15,846,727	15,413,107	-2.74%
Central & South America						
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%
Sub-Total	0	0	0.00%	0	0	0.00%
Europe						
Austria	0	0	0.00%	84,000	84,000	0.00%
Belgium	0	0	0.00%	42,000	210,000	400.00%
France	0	0	0.00%	0	0	0.00%
Germany	0	88,184	0.00%	3,265,148	3,113,935	-4.63%
Greece	0	0	0.00%	44,000	0	-100.00%
Italy	176,368	42,108	-76.12%	158,578	483,340	204.80%
Netherlands	128,969	169,754	31.62%	455,786	441,850	-3.06%
Norway	0	0	0.00%	19,875	70,750	255.97%
Spain	723,433	705,472	-2.48%	1,576,121	2,067,812	31.20%
Sweden	0	0	0.00%	193,006	42,000	-78.24%
Switzerland	0	0	0.00%	0	42,000	0.00%
U.K.	3,480	4,000	14.94%	749,058	1,034,706	38.13%
Sub-Total	1,032,250	1,009,518	-2.20%	6,587,572	7,590,393	15.22%
Middle East/Africa						
Algeria	0	721,012	0.00%	84,000	0	-100.00%
Egypt	44,368	0	-100.00%	0	21,560	0.00%
Iraq	0	0	0.00%	42,000	0	-100.00%
Israel	0	104,222	0.00%	1,228,724	504,060	-58.98%
Jordan	0	43,375	0.00%	223,500	171,540	-23.25%
Kuwait	0	0	0.00%	39,683	119,218	200.43%
Lebanon	0	0	0.00%	0	0	0.00%
Morocco	0	485,044	0.00%	0	0	0.00%
Pakistan	66,000	0	-100.00%	0	0	0.00%
Saudi Arabia	0	0	0.00%	204,600	0	-100.00%
Tunisia	41,226	0	-100.00%	0	0	0.00%
Turkey	1,320,228	1,498,717	13.52%	0	97,339	0.00%
U.A.E.	307,368	654,146	112.82%	475,418	291,815	-38.62%
Sub-Total	1,779,190	3,506,516	97.08%	2,297,925	1,205,532	-47.54%
Asia / Pacific Rim						
Australia	44,000	22,000	-50.00%	777,750	543,500	-30.12%
China	175,822	62,133	-64.66%	401,190	391,500	-2.42%
Hong Kong	220,460	0	-100.00%	172,890	187,048	8.19%
India	1,379,999	220,744	-84.00%	0	0	0.00%
Japan	0	0	0.00%	4,952,935	5,313,862	7.29%
Korea	0	0	0.00%	2,577,739	2,495,099	-3.21%
Malaysia	0	0	0.00%	23,200	77,250	232.97%
New Zealand	0	0	0.00%	207,475	92,000	-55.66%
Philippines	0	0	0.00%	0	42,000	0.00%
Singapore	0	0	0.00%	54,536	64,600	18.45%
Taiwan	0	0	0.00%	488,720	350,790	-28.22%
Thailand	0	0	0.00%	145,875	0	-100.00%
Vietnam	103,340	41,335	-60.00%	42,000	0	-100.00%
Sub-Total	1,923,621	346,212	-82.00%	9,844,310	9,557,649	-2.91%
Other	331	309,660	93452.87%	271,765	235,418	-13.37%
GRAND TOTAL	5,074,938	6,087,822	19.96%	34,848,299	34,002,099	-2.43%
Domestic Total	267,296	872,916	226.57%	14,431,787	14,000,839	-2.99%
Export Total	4,807,642	5,214,906	8.47%	20,416,512	20,001,260	-2.03%