

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

Friday, August 10, 2018

July 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>July 2017</u>	<u>7/31/2017</u>	<u>July 2018</u>	<u>7/31/2018</u>
Domestic	310	14,129	393	19,816
Export	<u>123</u>	<u>379,100</u>	<u>1,732</u>	<u>279,092</u>
Total	432	393,229	2,125	298,908

Shelled (1000 pounds)

	<u>2016/17 Marketing Year</u>		<u>2017/18 Marketing Year</u>	
		9/1/2016 to		9/1/2017 to
	<u>July 2017</u>	<u>7/31/2017</u>	<u>July 2018</u>	<u>7/31/2018</u>
Domestic	12,952	172,727	14,356	162,068
Export	<u>7,336</u>	<u>240,423</u>	<u>8,290</u>	<u>227,965</u>
Total	20,288	413,150	22,646	390,033

Inshell Equivalent Tonnage*

	<u>2016/17 Marketing Year</u>		<u>2017/18 Marketing Year</u>	
		9/1/2016 to		9/1/2017 to
	<u>July 2017</u>	<u>7/31/2017</u>	<u>July 2018</u>	<u>7/31/2018</u>
Domestic	14,840	202,900	16,473	193,659
Export	<u>8,379</u>	<u>462,139</u>	<u>10,265</u>	<u>398,009</u>
Total	23,219	665,039	26,739	591,668

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 - 07/31/2018

	<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	14,128,928	19,816,305	40.25%	172,726,751	162,067,862	-6.17%
Canada	2,341,734	2,819,629	20.41%	14,622,616	15,861,680	8.47%
Mexico	313,644	88,184	-71.88%	148,410	166,850	12.43%
Sub-Total	16,784,306	22,724,118	35.39%	187,497,777	178,096,392	-5.01%
Central & South America						
Chile	264,552	0	-100.00%	33,000	0	-100.00%
Ecuador	37,065	92,968	150.82%	100,600	114,000	13.32%
Venezuela	0	0	0.00%	0	0	0.00%
Sub-Total	301,617	92,968	-69.18%	133,600	114,000	-14.67%
Europe						
Austria	0	0	0.00%	1,153,000	1,018,775	-11.64%
Belgium	529,104	617,012	16.61%	988,500	2,058,000	108.19%
France	44,092	44,092	0.00%	721,500	561,420	-22.19%
Germany	14,369,314	11,895,920	-17.21%	48,462,499	53,073,546	9.51%
Greece	103,286	1,255,300	1115.36%	738,725	148,950	-79.84%
Italy	53,441,211	43,977,637	-17.71%	4,310,207	3,973,913	-7.80%
Netherlands	3,459,271	3,595,314	3.93%	7,291,983	9,959,904	36.59%
Norway	0	112,434	0.00%	462,757	862,403	86.36%
Spain	22,626,470	19,000,429	-16.03%	21,481,722	20,991,186	-2.28%
Sweden	0	0	0.00%	1,564,661	1,249,613	-20.14%
Switzerland	0	0	0.00%	1,084,475	998,730	-7.91%
U.K.	234,852	1,310,205	457.89%	10,297,724	7,880,364	-23.47%
Sub-Total	94,807,600	81,808,343	-13.71%	98,557,753	102,776,804	4.28%
Middle East/Africa						
Algeria	1,500,968	2,357,320	57.05%	1,104,014	0	-100.00%
Egypt	706,856	1,243,822	75.97%	637,270	554,842	-12.93%
Iraq	750,383	0	-100.00%	1,142,331	0	-100.00%
Israel	1,539,727	590,606	-61.64%	11,038,416	9,190,925	-16.74%
Jordan	1,668,347	440,223	-73.61%	3,228,483	1,302,020	-59.67%
Kuwait	152,276	88,184	-42.09%	898,418	851,714	-5.20%
Lebanon	2,946,979	4,271,612	44.95%	0	0	0.00%
Morocco	6,171,615	6,662,111	7.95%	0	0	0.00%
Pakistan	2,720,376	2,914,419	7.13%	81,052	0	-100.00%
Saudi Arabia	1,412,496	529,490	-62.51%	5,073,454	1,253,107	-75.30%
Tunisia	644,404	2,291,407	255.59%	170,548	0	-100.00%
Turkey	120,011,634	79,781,330	-33.52%	1,330,994	1,124,866	-15.49%
U.A.E.	24,146,263	27,946,153	15.74%	8,191,101	3,592,300	-56.14%
Sub-Total	164,372,324	129,116,677	-21.45%	32,896,081	17,869,774	-45.68%
Asia / Pacific Rim						
Australia	66,046	30,267	-54.17%	8,946,230	8,989,674	0.49%
China	7,084,355	9,238,583	30.41%	4,616,505	3,473,630	-24.76%
Hong Kong	32,924,264	10,346,030	-68.58%	2,491,138	1,521,254	-38.93%
India	31,570,098	22,814,399	-27.73%	63,855	0	-100.00%
Japan	0	0	0.00%	33,771,053	39,112,294	15.82%
Korea	1,150,766	1,340,012	16.45%	27,199,375	25,714,638	-5.46%
Malaysia	0	0	0.00%	1,049,047	865,807	-17.47%
New Zealand	0	0	0.00%	1,664,191	1,126,671	-32.30%
Philippines	0	0	0.00%	374,000	127,000	-4.55%
Singapore	0	88,184	0.00%	979,046	1,235,321	26.18%
Taiwan	259,472	358,254	38.07%	6,427,075	5,483,727	-14.68%
Thailand	353,101	0	-100.00%	2,486,492	497,638	-79.99%
Vietnam	41,262,996	17,979,311	-56.43%	664,400	100,780	-84.83%
Sub-Total	114,671,098	62,195,040	-45.76%	90,732,407	88,478,434	-2.48%
Other	2,292,202	2,970,859	29.61%	3,332,486	2,697,232	-19.06%
GRAND TOTAL	393,229,147	298,908,005	-23.99%	413,150,104	390,032,636	-5.60%
Domestic Total	14,128,928	19,816,305	40.25%	172,726,751	162,067,862	-6.17%
Export Total	379,100,219	279,091,700	-26.38%	240,423,353	227,964,774	-5.18%

WALNUT SHIPMENTS BY COUNTRY OF DESTINATION
July 2017 / July 2018

	<u>Inshell Pounds</u>			<u>Shelled Pounds</u>		
	<u>July 2017</u>	<u>July 2018</u>	<u>% Change vs. Prior Year</u>	<u>July 2017</u>	<u>July 2018</u>	<u>% Change vs. Prior Year</u>
North America						
USA	309,570	392,999	26.95%	12,952,412	14,356,077	10.84%
Canada	0	13,500	0.00%	873,235	1,362,856	56.07%
Mexico	0	0	0.00%	26,200	0	-100.00%
Sub-Total	309,570	406,499	31.31%	13,851,847	15,718,933	13.48%
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%	83,400	41,400	-50.36%
Belgium	0	0	0.00%	294,000	42,000	-85.71%
France	0	0	0.00%	30,000	34,100	13.67%
Germany	0	0	0.00%	645,100	419,040	-35.04%
Greece	0	0	0.00%	0	0	0.00%
Italy	0	0	0.00%	0	0	0.00%
Netherlands	22,046	0	-100.00%	496,460	248,580	-49.93%
Norway	0	0	0.00%	0	67,350	0.00%
Spain	-44,092	0	-100.00%	888,200	1,350,958	52.10%
Sweden	0	0	0.00%	122,000	0	-100.00%
Switzerland	0	0	0.00%	84,000	50,820	-39.50%
U.K.	0	0	0.00%	504,167	844,747	67.55%
Sub-Total	-22,046	0	-100.00%	3,147,327	3,098,995	-1.54%
Middle East/Africa						
Algeria	0	400,628	0.00%	0	0	0.00%
Egypt	0	0	0.00%	0	0	0.00%
Iraq	0	0	0.00%	0	0	0.00%
Israel	0	0	0.00%	434,780	189,371	-56.44%
Jordan	0	0	0.00%	0	42,000	0.00%
Kuwait	0	0	0.00%	0	19,360	0.00%
Lebanon	0	0	0.00%	0	0	0.00%
Morocco	0	0	0.00%	0	0	0.00%
Pakistan	0	440,920	0.00%	0	0	0.00%
Saudi Arabia	0	44,092	0.00%	0	39,600	0.00%
Tunisia	0	0	0.00%	0	0	0.00%
Turkey	85,142	0	-100.00%	40,000	0	-100.00%
U.A.E.	0	79,807	0.00%	79,366	249,229	214.02%
Sub-Total	85,142	965,447	1033.93%	554,146	539,560	-2.63%
Asia / Pacific Rim						
Australia	0	0	0.00%	590,250	692,248	17.28%
China	0	168,653	0.00%	105,990	0	-100.00%
Hong Kong	0	0	0.00%	42,000	109,680	161.14%
India	0	0	0.00%	0	0	0.00%
Japan	0	0	0.00%	1,003,662	995,639	-0.80%
Korea	0	0	0.00%	601,780	1,012,670	68.28%
Malaysia	0	0	0.00%	55,775	98,600	76.78%
New Zealand	0	0	0.00%	75,500	10,010	-86.74%
Philippines	0	0	0.00%	37,500	39,000	4.00%
Singapore	0	0	0.00%	29,650	145,923	392.15%
Taiwan	0	0	0.00%	0	39,340	0.00%
Thailand	0	0	0.00%	42,000	0	-100.00%
Vietnam	15,432	477,540	2994.48%	0	0	0.00%
Sub-Total	15,432	646,193	4087.36%	2,584,107	3,143,110	21.63%
Other	44,000	107,089	143.38%	151,000	145,624	-3.56%
GRAND TOTAL	432,098	2,125,228	391.84%	20,288,427	22,646,222	11.62%
Domestic Total	309,570	392,999	26.95%	12,952,412	14,356,077	10.84%
Export Total	122,528	1,732,229	1313.74%	7,336,015	8,290,145	13.01%