

California Walnut Board

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An Equal Opportunity Employer and Provider

MONTHLY MANAGEMENT REPORT

Friday, December 7, 2018

November Shipments

Inshell (1000 pounds)

	<u>2017/18 Marketing Year</u>		<u>2018/19 Marketing Year</u>	
		9/1/2017 to		9/1/2018 to
	<u>November 2017</u>	<u>11/30/2017</u>	<u>November 2018</u>	<u>11/30/2018</u>
Domestic	3,219	12,539	4,011	10,876
Export	<u>76,261</u>	<u>185,565</u>	<u>77,774</u>	<u>160,475</u>
Total	79,480	198,103	81,785	171,351

Shelled (1000 pounds)

	<u>2017/18 Marketing Year</u>		<u>2018/19 Marketing Year</u>	
		9/1/2017 to		9/1/2018 to
	<u>November 2017</u>	<u>11/30/2017</u>	<u>November 2018</u>	<u>11/30/2018</u>
Domestic	19,855	52,194	20,530	57,969
Export	<u>32,940</u>	<u>64,066</u>	<u>28,522</u>	<u>55,796</u>
Total	52,795	116,260	49,051	113,766

Inshell Equivalent Tonnage*

	<u>2017/18 Marketing Year</u>		<u>2018/19 Marketing Year</u>	
		9/1/2017 to		9/1/2018 to
	<u>November 2017</u>	<u>11/30/2017</u>	<u>November 2018</u>	<u>11/30/2018</u>
Domestic	24,121	65,446	25,282	71,163
Export	<u>75,477</u>	<u>165,419</u>	<u>71,225</u>	<u>143,499</u>
Total	99,598	230,865	96,507	214,662

Walnut receipts as reported by handlers as of November 30, 2018 = 658,035 tons

*2017/18 shellout rate 44.1 -- 2018/19 shellout rate 44.1

(Current year shellout rate is based on a 5-year average - 2013 to 2017)

WALNUT SHIPMENTS BY COUNTRY OF DESTINATION - YEAR TO DATE
09/01/2018 - 11/30/2018

	<u>Inshell Pounds</u>			<u>Shelled Pounds</u>		
	<u>2017/18</u>	<u>2018/19</u>	<u>% Change vs. Prior Year</u>	<u>2017/18</u>	<u>2018/19</u>	<u>% Change vs. Prior Year</u>
North America						
USA	12,538,663	10,875,843	-13.26%	52,193,952	57,969,359	11.07%
Canada	2,290,770	2,460,387	7.40%	4,945,560	4,705,104	-4.86%
Mexico	88,184	171,080	94.00%	47,000	19,675	-58.14%
Sub-Total	14,917,617	13,507,310	-9.45%	57,186,512	62,694,138	9.63%
Central & South America						
Chile	0	44,092	0.00%	0	0	0.00%
Ecuador	89,000	0	-100.00%	76,000	0	-100.00%
Sub-Total	89,000	44,092	-50.46%	76,000	0	-100.00%
Europe						
Austria	0	0	0.00%	334,200	263,550	-21.14%
Belgium	396,828	838,407	111.28%	588,000	714,000	21.43%
Denmark	42,000	0	-100.00%	148,000	84,000	-43.24%
France	44,092	44,092	0.00%	165,000	17,050	-89.67%
Germany	11,191,276	8,238,024	-26.39%	15,698,965	6,256,198	-60.15%
Greece	1,255,300	437,558	-65.14%	108,050	389,500	260.48%
Italy	35,360,223	31,502,736	-10.91%	1,493,321	1,581,507	5.91%
Netherlands	2,485,593	1,453,713	-41.51%	2,666,016	2,271,386	-14.80%
Norway	112,434	0	-100.00%	0	40,000	0.00%
Portugal	240,118	110,230	-54.09%	106,000	71,960	-32.11%
Spain	13,802,125	11,508,153	-16.62%	7,190,520	9,328,963	29.74%
Sweden	0	22,000	0.00%	285,571	444,000	55.48%
Switzerland	0	0	0.00%	221,160	263,630	19.20%
U.K.	309,320	236,738	-23.47%	1,152,017	2,076,057	80.21%
Sub-Total	65,239,309	54,391,651	-16.63%	30,156,820	23,801,801	-21.07%
Middle East/Africa						
Algeria	0	439,453	0.00%	0	0	0.00%
Bahrain	22,046	84,092	281.44%	64,044	107,892	68.47%
Egypt	529,104	749,564	41.67%	43,560	396,640	810.56%
Iraq	0	573,196	0.00%	0	672,000	0.00%
Israel	221,012	570,928	158.32%	2,205,691	3,139,501	42.34%
Jordan	352,752	837,012	137.28%	347,200	890,000	156.34%
Kuwait	0	16,536	0.00%	267,393	214,062	-19.94%
Lebanon	2,821,171	3,647,979	29.31%	0	84,046	0.00%
Morocco	1,765,426	2,639,767	49.53%	0	0	0.00%
Pakistan	1,681,044	8,731,702	419.42%	0	42,328	0.00%
Qatar	0	0	0.00%	42,328	105,908	150.21%
Saudi Arabia	220,276	617,288	180.23%	497,941	839,267	68.55%
Tunisia	2,247,315	44,092	-98.04%	0	0	0.00%
Turkey	48,314,604	43,426,883	-10.12%	879,527	22,000	-97.50%
U.A.E.	16,743,911	16,006,578	-4.40%	786,149	2,381,040	202.87%
Sub-Total	74,918,661	78,385,070	4.63%	5,133,833	8,894,684	73.26%
Asia / Pacific Rim						
Australia	8,267	0	-100.00%	2,877,176	1,945,888	-32.37%
China	5,947,511	2,064,167	-65.29%	723,800	609,630	-15.77%
Hong Kong	8,440,065	3,371,163	-60.06%	345,194	531,687	54.03%
India	11,549,473	7,051,946	-38.94%	0	23,030	0.00%
Japan	0	0	0.00%	7,964,031	4,836,046	-39.28%
Korea	373,662	0	-100.00%	8,227,395	7,174,574	-12.80%
Malaysia	0	0	0.00%	298,000	370,228	24.24%
New Zealand	0	0	0.00%	139,490	412,230	195.53%
Philippines	0	0	0.00%	117,000	95,000	-18.80%
Singapore	88,184	0	-100.00%	309,128	473,816	53.28%
Taiwan	204,378	88,642	-56.63%	1,705,329	1,228,100	-27.98%
Thailand	0	661,380	0.00%	291,598	0	-100.00%
Vietnam	14,632,304	9,588,929	-34.47%	99,680	24,480	-75.44%
Sub-Total	41,243,844	22,826,227	-44.66%	23,097,821	17,724,709	-23.26%
Other	1,694,969	2,196,977	29.62%	608,560	650,275	6.85%
GRAND TOTAL	198,103,400	171,351,327	-13.50%	116,259,546	113,765,607	-2.15%
Domestic Total	12,538,663	10,875,843	-13.26%	52,193,952	57,969,359	11.07%
Export Total	185,564,737	160,475,484	-13.52%	64,065,594	55,796,248	-12.91%

WALNUT SHIPMENTS BY COUNTRY OF DESTINATION
November 2017 / November 2018

	<u>Inshell Pounds</u>			<u>Shelled Pounds</u>		
	<u>November 2017</u>	<u>November 2018</u>	<u>% Change vs. Prior Year</u>	<u>November 2017</u>	<u>November 2018</u>	<u>% Change vs. Prior Year</u>
North America						
USA	3,218,511	4,011,243	24.63%	19,855,107	20,529,572	3.40%
Canada	802,296	933,509	16.35%	2,275,940	1,946,131	-14.49%
Mexico	44,092	83,998	90.51%	0	9,675	0.00%
Sub-Total	4,064,899	5,028,750	23.71%	22,131,047	22,485,378	1.60%
Central & South America						
Chile	0	0	0.00%	0	0	0.00%
Ecuador	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	138,150	64.46%
Belgium	220,460	44,092	-80.00%	252,000	252,000	0.00%
Denmark	0	0	0.00%	84,000	42,000	-50.00%
France	0	0	0.00%	42,000	0	-100.00%
Germany	2,017,576	1,492,494	-26.03%	6,535,560	3,837,819	-41.28%
Greece	220,460	132,276	-40.00%	24,050	115,500	380.25%
Italy	11,777,521	11,093,208	-5.81%	1,087,023	856,123	-21.24%
Netherlands	716,586	247,466	-65.47%	1,363,418	1,512,168	10.91%
Norway	0	0	0.00%	0	40,000	0.00%
Portugal	107,878	0	-100.00%	64,000	23,980	-62.53%
Spain	3,702,482	1,609,563	-56.53%	3,019,667	3,331,176	10.32%
Sweden	0	0	0.00%	151,180	210,000	38.91%
Switzerland	0	0	0.00%	127,110	191,630	50.76%
U.K.	180,351	60,462	-66.48%	662,793	1,045,925	57.81%
Sub-Total	18,943,314	14,679,561	-22.51%	13,496,801	11,596,471	-14.08%
Middle East/Africa						
Algeria	0	264,552	0.00%	0	0	0.00%
Bahrain	22,046	84,092	281.44%	64,044	107,892	68.47%
Egypt	440,920	573,196	30.00%	43,560	396,640	810.56%
Iraq	0	220,460	0.00%	0	546,000	0.00%
Israel	88,460	352,560	298.55%	1,327,820	1,934,350	45.68%
Jordan	176,372	572,644	224.68%	263,200	722,000	174.32%
Kuwait	0	16,536	0.00%	267,393	192,062	-28.17%
Lebanon	1,895,777	2,193,311	15.69%	0	84,046	0.00%
Morocco	1,234,668	1,013,748	-17.89%	0	0	0.00%
Pakistan	882,940	5,194,794	488.35%	0	42,328	0.00%
Qatar	0	0	0.00%	42,328	63,580	50.21%
Saudi Arabia	176,184	573,196	225.34%	455,921	600,437	31.70%
Tunisia	44,092	0	-100.00%	0	0	0.00%
Turkey	23,668,955	26,467,227	11.82%	752,460	22,000	-97.08%
U.A.E.	8,409,031	11,463,802	36.33%	702,584	1,593,206	126.76%
Sub-Total	37,039,445	48,990,118	32.26%	3,919,310	6,304,541	60.86%
Asia / Pacific Rim						
Australia	0	0	0.00%	803,346	779,350	-2.99%
China	2,950,142	1,185,523	-59.81%	315,300	355,980	12.90%
Hong Kong	3,512,774	1,563,759	-55.48%	234,820	379,687	61.69%
India	7,315,404	3,657,527	-50.00%	0	23,030	0.00%
Japan	0	0	0.00%	4,348,222	2,384,521	-45.16%
Korea	373,662	0	-100.00%	5,136,685	2,915,245	-43.25%
Malaysia	0	0	0.00%	114,700	195,248	70.22%
New Zealand	0	0	0.00%	97,490	157,240	61.29%
Philippines	0	0	0.00%	25,000	0	-100.00%
Singapore	88,184	0	-100.00%	143,000	293,320	105.12%
Taiwan	160,286	22,500	-85.96%	1,552,929	856,870	-44.82%
Thailand	0	661,380	0.00%	209,998	0	-100.00%
Vietnam	4,370,398	4,921,647	12.61%	15,680	2,680	-82.91%
Sub-Total	18,770,850	12,012,336	-36.01%	12,997,170	8,343,171	-35.81%
Other	661,196	1,074,633	62.53%	250,740	321,914	28.39%
GRAND TOTAL	79,479,704	81,785,398	2.90%	52,795,068	49,051,475	-7.09%
Domestic Total	3,218,511	4,011,243	24.63%	19,855,107	20,529,572	3.40%
Export Total	76,261,193	77,774,155	1.98%	32,939,961	28,521,903	-13.41%