

**California Walnut Board**

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*An Equal Opportunity Employer and Provider*


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**MONTHLY MANAGEMENT REPORT**
**Wednesday, April 08, 2009**
**March Shipments**


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**Inshell (1000 pounds)**

|              | <u>2007/08 Marketing Year</u> |                                 | <u>2008/09 Marketing Year</u> |                                 |
|--------------|-------------------------------|---------------------------------|-------------------------------|---------------------------------|
|              | <u>March 2008</u>             | 9/1/2007 to<br><u>3/31/2008</u> | <u>March 2009</u>             | 9/1/2008 to<br><u>3/31/2009</u> |
| Domestic     | -54                           | 19,943                          | 2,010                         | 17,915                          |
| Export       | <u>1,477</u>                  | <u>94,126</u>                   | <u>14,967</u>                 | <u>121,521</u>                  |
| <b>Total</b> | <b>1,422</b>                  | <b>114,069</b>                  | <b>16,976</b>                 | <b>139,436</b>                  |

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**Shelled (1000 pounds)**

|              | <u>2007/08 Marketing Year</u> |                                 | <u>2008/09 Marketing Year</u> |                                 |
|--------------|-------------------------------|---------------------------------|-------------------------------|---------------------------------|
|              | <u>March 2008</u>             | 9/1/2007 to<br><u>3/31/2008</u> | <u>March 2009</u>             | 9/1/2008 to<br><u>3/31/2009</u> |
| Domestic     | 11,088                        | 101,203                         | 12,783                        | 90,723                          |
| Export       | <u>7,315</u>                  | <u>64,961</u>                   | <u>12,811</u>                 | <u>64,776</u>                   |
| <b>Total</b> | <b>18,403</b>                 | <b>166,164</b>                  | <b>25,594</b>                 | <b>155,499</b>                  |

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**Inshell Equivalent Tonnage\***

|              | <u>2007/08 Marketing Year</u> |                                 | <u>2008/09 Marketing Year</u> |                                 |
|--------------|-------------------------------|---------------------------------|-------------------------------|---------------------------------|
|              | <u>March 2008</u>             | 9/1/2007 to<br><u>3/31/2008</u> | <u>March 2009</u>             | 9/1/2008 to<br><u>3/31/2009</u> |
| Domestic     | 12,926                        | 128,199                         | 15,801                        | 113,961                         |
| Export       | <u>9,284</u>                  | <u>122,952</u>                  | <u>22,310</u>                 | <u>135,732</u>                  |
| <b>Total</b> | <b>22,210</b>                 | <b>251,152</b>                  | <b>38,111</b>                 | <b>249,693</b>                  |

\*2007/08 shellout rate 42.8 -- 2008/09 shellout rate 43.2



**Marriott Hotel**  
11211 Point East Drive  
Rancho Cordova, CA 95742  
(916) 638-1100

## ***SCHEDULE OF EVENTS***

### ***California Walnut Board / California Walnut Commission Annual Spring Meeting – Monday, May 18, 2009***

|   | <b><u>Time</u></b>    | <b><u>Location</u></b> |
|---|-----------------------|------------------------|
| <i>Continental Breakfast</i>                | 7:30 a.m. - 9:30 a.m. | TBD                    |
| <i>California Walnut Board Meeting</i>      | 10:00 a.m.            | TBD                    |
| <i>Luncheon</i>                             | 11:30 a.m.            | TBD                    |
| <i>California Walnut Commission Meeting</i> | 12:30 p.m.            | TBD                    |

*Note: Meeting schedule and room assignments are subject to change*

*Registration forms are available – please call us at (916) 932-7070.*

**WALNUT SHIPMENTS BY COUNTRY OF DESTINATION**  
**09/01/2008 - 03/31/2009**

|                                    | <u>Inshell Pounds</u> |                   | <u>Shelled Pounds</u> |                   |
|------------------------------------|-----------------------|-------------------|-----------------------|-------------------|
|                                    | <u>2007/08</u>        | <u>2008/09</u>    | <u>2007/08</u>        | <u>2008/09</u>    |
| <b>North America</b>               |                       |                   |                       |                   |
| USA                                | 19,942,965            | 17,915,055        | 101,203,178           | 90,723,349        |
| Canada                             | 3,473,045             | 2,323,534         | 6,695,172             | 5,841,213         |
| Mexico                             | 308,991               | 424,267           | 67,790                | 23,420            |
| <b>Sub-Total</b>                   | <b>23,725,001</b>     | <b>20,662,856</b> | <b>107,966,140</b>    | <b>96,587,982</b> |
| <b>Central &amp; South America</b> |                       |                   |                       |                   |
| Brazil                             | 770,738               | 1,079,314         | 270,050               | 65,195            |
| Chile                              | 17,500                | 0                 | 26,000                | 0                 |
| Ecuador                            | 266,298               | 414,731           | 219,004               | 436,508           |
| Panama                             | 0                     | 0                 | 0                     | 0                 |
| Venezuela                          | 1,145,564             | 1,681,190         | 319,000               | 126,000           |
| <b>Sub-Total</b>                   | <b>2,200,100</b>      | <b>3,175,235</b>  | <b>834,054</b>        | <b>627,703</b>    |
| <b>Europe</b>                      |                       |                   |                       |                   |
| Belgium                            | 244,490               | 159,282           | 0                     | 0                 |
| Denmark                            | 0                     | 0                 | 0                     | 0                 |
| France                             | 88,184                | 493,832           | 42,500                | 53,225            |
| Germany                            | 17,919,670            | 16,171,736        | 14,258,229            | 10,553,418        |
| Greece                             | 241,404               | 698,367           | 564,628               | 509,465           |
| Italy                              | 23,984,344            | 27,287,731        | 1,485,582             | 2,402,565         |
| Netherlands                        | 4,689,405             | 4,369,463         | 940,538               | 1,166,119         |
| Portugal                           | 44,092                | 132,276           | 0                     | 0                 |
| Spain                              | 22,380,632            | 21,877,389        | 7,681,441             | 5,894,369         |
| U.K.                               | 527,512               | 489,421           | 721,167               | 319,240           |
| <b>Sub-Total</b>                   | <b>70,119,733</b>     | <b>71,679,497</b> | <b>25,694,085</b>     | <b>20,898,401</b> |
| <b>Other Europe</b>                |                       |                   |                       |                   |
| Austria                            | 0                     | 0                 | 825,928               | 550,490           |
| Canary Is.                         | 0                     | 0                 | 50,900                | 119,650           |
| Malta                              | 207,210               | 169,754           | 23,000                | 23,500            |
| Norway                             | 297,508               | 334,920           | 442,050               | 381,722           |
| Sweden                             | 748,307               | 528,128           | 456,514               | 481,162           |
| Switzerland                        | 203,705               | 97,223            | 424,000               | 256,500           |
| <b>Sub-Total</b>                   | <b>1,456,730</b>      | <b>1,130,025</b>  | <b>2,222,392</b>      | <b>1,813,024</b>  |
| <b>Middle East/Africa</b>          |                       |                   |                       |                   |
| Egypt                              | 1,032,856             | 1,458,879         | 16,314                | 94,506            |
| Israel                             | 784,181               | 1,359,746         | 5,072,900             | 6,468,726         |
| Saudi Arabia                       | 88,092                | 172,000           | 257                   | 346,249           |
| Turkey                             | 10,918,257            | 22,873,733        | 210,000               | 188,340           |
| U.A.E.                             | 1,275,841             | 1,033,593         | 42,000                | 783,268           |
| <b>Sub-Total</b>                   | <b>14,099,227</b>     | <b>26,897,951</b> | <b>5,341,471</b>      | <b>7,881,089</b>  |

**WALNUT SHIPMENTS BY COUNTRY OF DESTINATION**  
**09/01/2008 - 03/31/2009**

|                       | <u>Inshell Pounds</u> |                    | <u>Shelled Pounds</u> |                    |
|-----------------------|-----------------------|--------------------|-----------------------|--------------------|
|                       | <u>2007/08</u>        | <u>2008/09</u>     | <u>2007/08</u>        | <u>2008/09</u>     |
| <b>Pacific Rim</b>    |                       |                    |                       |                    |
| Australia             | 130,480               | 5,512              | 4,037,595             | 4,725,361          |
| China                 | 132,092               | 4,047,717          | 1,534,250             | 2,325,500          |
| Hong Kong             | 695,316               | 6,671,425          | 104,660               | 282,046            |
| Japan                 | 120,000               | 83,500             | 9,313,990             | 6,918,047          |
| Korea                 | 350,852               | 1,600,764          | 7,146,277             | 8,280,996          |
| Philippines           | 15,000                | 17,500             | 349,005               | 160,598            |
| Singapore             | 0                     | 0                  | 111,497               | 224,070            |
| Taiwan                | 17,280                | 26,670             | 1,193,260             | 2,322,046          |
| <b>Sub-Total</b>      | <u>1,461,020</u>      | <u>12,453,088</u>  | <u>23,790,534</u>     | <u>25,238,664</u>  |
| Other                 | <u>1,007,274</u>      | <u>3,436,965</u>   | <u>315,533</u>        | <u>2,452,026</u>   |
| <b>GRAND TOTAL</b>    | <u>114,069,085</u>    | <u>139,435,617</u> | <u>166,164,209</u>    | <u>155,498,889</u> |
| <b>Domestic Total</b> | <b>19,942,965</b>     | <b>17,915,055</b>  | <b>101,203,178</b>    | <b>90,723,349</b>  |
| <b>Export Total</b>   | <b>94,126,120</b>     | <b>121,520,562</b> | <b>64,961,031</b>     | <b>64,775,540</b>  |