

**California Walnut Board**

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*An Equal Opportunity Employer and Provider*


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**MONTHLY MANAGEMENT REPORT**
**Monday, January 10, 2011**
**December Shipments**


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**Inshell (1000 pounds)**

	<u>2009/10 Marketing Year</u>		<u>2010/11 Marketing Year</u>	
		9/1/2009 to		9/1/2010 to
	<u>December 2009</u>	<u>12/31/2009</u>	<u>December 2010</u>	<u>12/31/2010</u>
Domestic	1,650	13,940	1,886	13,783
Export	<u>24,825</u>	<u>156,369</u>	<u>43,056</u>	<u>217,193</u>
<b>Total</b>	<b>26,475</b>	<b>170,309</b>	<b>44,942</b>	<b>230,976</b>

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**Shelled (1000 pounds)**

	<u>2009/10 Marketing Year</u>		<u>2010/11 Marketing Year</u>	
		9/1/2009 to		9/1/2010 to
	<u>December 2009</u>	<u>12/31/2009</u>	<u>December 2010</u>	<u>12/31/2010</u>
Domestic	14,845	79,566	14,125	71,952
Export	<u>16,950</u>	<u>54,402</u>	<u>19,021</u>	<u>60,430</u>
<b>Total</b>	<b>31,795</b>	<b>133,968</b>	<b>33,145</b>	<b>132,381</b>

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**Inshell Equivalent Tonnage\***

	<u>2009/10 Marketing Year</u>		<u>2010/11 Marketing Year</u>	
		9/1/2009 to		9/1/2010 to
	<u>December 2009</u>	<u>12/31/2009</u>	<u>December 2010</u>	<u>12/31/2010</u>
Domestic	17,618	96,976	17,178	89,595
Export	<u>31,587</u>	<u>139,725</u>	<u>43,391</u>	<u>178,056</u>
<b>Total</b>	<b>49,205</b>	<b>236,702</b>	<b>60,569</b>	<b>267,650</b>

\*2009/10 shellout rate 44.2 -- 2010/11 shellout rate 43.5



**Monterey Plaza Hotel & Spa**  
400 Cannery Row  
Monterey, CA 93940-1489  
(831) 646-1700

## **SCHEDULE OF EVENTS**

### **California Walnut Board & California Walnut Commission Winter Meeting – February 17-18, 2011**

#### **Thursday, February 17, 2011**

<b><u>Time</u></b>	<b><u>Location</u></b>	
<i>CWC Issues Management Committee Meeting</i>	<i>2:00 p.m.</i>	<i>Room TBD</i>
<i>Joint CWB/CWC Market Development Cmte. Mtg.</i>	<i>3:00 p.m.</i>	<i>Room TBD</i>
<i>Reception</i>	<i>6:00 p.m.</i>	<i>Room TBD</i>
<i>Dinner</i>	<i>7:00 p.m.</i>	<i>Room TBD</i>

#### **Friday, February 18, 2011**

<i>Continental Breakfast</i>	<i>7:30 - 9:45 a.m.</i>	<i>Room TBD</i>
<i>Joint California Walnut Board / California Walnut Commission Meeting</i>	<i>10:00 a.m.</i>	<i>Room TBD</i>
<i>Luncheon</i>	<i>11:30 a.m.</i>	<i>Room TBD</i>

*Note: Meeting schedule and room assignments are subject to change.  
Meeting Registration forms are available– call us at (916) 932-7070 or visit our website at  
<http://www.walnuts.org/walnuts/index.cfm/industry-resources/upcoming-meetings/>*

**WALNUT SHIPMENTS BY COUNTRY OF DESTINATION - YEAR TO DATE**  
09/01/2010 - 12/31/2010

	<u>Inshell Pounds</u>			<u>Shelled Pounds</u>		
	<u>2009/10</u>	<u>2010/11</u>	<u>% Change vs. Prior Year</u>	<u>2009/10</u>	<u>2010/11</u>	<u>% Change vs. Prior Year</u>
<b>North America</b>						
USA	13,939,953	13,783,301	-1.12%	79,565,705	71,951,555	-9.57%
Canada	1,744,178	2,455,087	40.76%	5,666,376	5,805,428	2.45%
Mexico	233,092	153,192	-34.28%	59,730	21,000	-64.84%
<b>Sub-Total</b>	<b>15,917,223</b>	<b>16,391,580</b>	<b>2.98%</b>	<b>85,291,811</b>	<b>77,777,983</b>	<b>-8.81%</b>
<b>Central &amp; South America</b>						
Brazil	485,012	440,920	-9.09%	262,118	163,000	-37.81%
Chile	764,642	128,142	-83.24%	0	0	0.00%
Ecuador	232,730	278,999	19.88%	334,735	462,100	38.05%
Venezuela	1,325,251	572,412	-56.81%	122,000	168,000	37.70%
<b>Sub-Total</b>	<b>2,807,635</b>	<b>1,420,473</b>	<b>-49.41%</b>	<b>718,853</b>	<b>793,100</b>	<b>10.33%</b>
<b>Europe</b>						
Austria	0	0	0.00%	415,800	426,200	2.50%
France	110,230	264,460	139.92%	80,000	211,800	164.75%
Germany	14,486,437	18,340,298	26.60%	7,558,053	10,508,620	39.04%
Greece	176,368	154,322	-12.50%	282,000	243,675	-13.59%
Italy	30,838,329	33,195,327	7.64%	1,480,742	1,404,009	-5.18%
Latvia	396,828	154,054	-61.18%	119,000	25,000	-78.99%
Netherlands	4,046,580	4,278,515	5.73%	1,731,926	1,931,842	11.54%
Norway	298,447	0	-100.00%	126,244	122,928	-2.63%
Portugal	176,368	207,875	17.86%	0	42,000	0.00%
Spain	18,233,996	19,126,896	4.90%	5,214,902	5,561,801	6.65%
Sweden	131,797	159,082	20.70%	396,414	554,876	39.97%
Switzerland	129,631	63,933	-50.68%	126,000	126,000	0.00%
U.K.	222,665	266,757	19.80%	840,020	1,514,673	80.31%
<b>Sub-Total</b>	<b>69,247,676</b>	<b>76,211,519</b>	<b>10.06%</b>	<b>18,371,101</b>	<b>22,673,424</b>	<b>23.42%</b>
<b>Middle East/Africa</b>						
Algeria	264,460	397,746	50.40%	189,000	84,000	-55.56%
Egypt	178,184	96,684	-45.74%	188,934	370,773	96.24%
Israel	659,826	438,899	-33.48%	1,698,631	2,595,978	52.83%
Jordan	659,144	534,460	-18.92%	614,500	1,135,000	84.70%
Morocco	746,468	2,869,389	284.40%	0	0	0.00%
Saudi Arabia	88,092	132,092	49.95%	337,684	251,880	-25.41%
Turkey	43,142,424	40,178,117	-6.87%	577,595	325,220	-43.69%
U.A.E.	5,749,215	8,736,908	51.97%	1,313,749	1,549,622	17.95%
<b>Sub-Total</b>	<b>51,487,813</b>	<b>53,384,295</b>	<b>3.68%</b>	<b>4,920,093</b>	<b>6,312,473</b>	<b>28.30%</b>
<b>Asia / Pacific Rim</b>						
Australia	69,666	80,025	14.87%	3,580,282	3,459,391	-3.38%
China	8,982,115	27,291,429	203.84%	2,424,170	3,251,401	34.12%
Hong Kong	19,750,172	51,205,490	159.27%	1,887,310	1,054,365	-44.13%
India	0	0	0.00%	0	0	0.00%
Japan	220,460	0	-100.00%	5,863,117	5,457,510	-6.92%
Korea	803,006	853,711	6.31%	7,495,002	7,704,629	2.80%
Malaysia	0	0	0.00%	344,236	287,979	-16.34%
New Zealand	0	0	0.00%	73,375	241,795	229.53%
Philippines	15,000	22,500	50.00%	118,575	136,185	14.85%
Singapore	0	0	0.00%	159,430	228,516	43.33%
Taiwan	16,535	1,488	-91.00%	2,041,405	2,376,602	16.42%
Thailand	132,000	132,276	0.21%	194,250	64,000	-67.05%
Vietnam	88,184	3,024,382	3329.63%	0	0	0.00%
<b>Sub-Total</b>	<b>30,077,138</b>	<b>82,611,301</b>	<b>174.66%</b>	<b>24,181,152</b>	<b>24,262,373</b>	<b>0.34%</b>
Other	771,954	956,726	23.94%	484,625	561,809	15.93%
<b>GRAND TOTAL</b>	<b>170,309,439</b>	<b>230,975,894</b>	<b>35.62%</b>	<b>133,967,635</b>	<b>132,381,162</b>	<b>-1.18%</b>
<b>Domestic Total</b>	<b>13,939,953</b>	<b>13,783,301</b>	<b>-1.12%</b>	<b>79,565,705</b>	<b>71,951,555</b>	<b>-9.57%</b>
<b>Export Total</b>	<b>156,369,486</b>	<b>217,192,593</b>	<b>38.90%</b>	<b>54,401,930</b>	<b>60,429,607</b>	<b>11.08%</b>

**WALNUT SHIPMENTS BY COUNTRY OF DESTINATION**  
December 2009 / December 2010

	<u>Inshell Pounds</u>			<u>Shelled Pounds</u>		
	<u>Dec 2009</u>	<u>Dec 2010</u>	<u>% Change vs. Prior Year</u>	<u>Dec 2009</u>	<u>Dec 2010</u>	<u>% Change vs. Prior Year</u>
<b>North America</b>						
USA	1,650,313	1,885,945	14.28%	14,844,875	14,124,736	-4.85%
Canada	129,541	129,280	-0.20%	1,351,938	1,500,044	10.96%
Mexico	20,000	44,000	120.00%	0	21,000	0.00%
<b>Sub-Total</b>	<b>1,799,854</b>	<b>2,059,225</b>	<b>14.41%</b>	<b>16,196,813</b>	<b>15,645,780</b>	<b>-3.40%</b>
<b>Central &amp; South America</b>						
Brazil	0	0	0.00%	75,598	116,000	53.44%
Chile	440,948	0	-100.00%	0	0	0.00%
Ecuador	0	9,200	0.00%	62,350	111,700	79.15%
Venezuela	0	0	0.00%	0	42,000	0.00%
<b>Sub-Total</b>	<b>440,948</b>	<b>9,200</b>	<b>-97.91%</b>	<b>137,948</b>	<b>269,700</b>	<b>95.51%</b>
<b>Europe</b>						
Austria	0	0	0.00%	124,800	149,200	19.55%
France	0	0	0.00%	0	127,800	0.00%
Germany	175,266	176,368	0.63%	1,712,707	3,815,501	122.78%
Greece	0	0	0.00%	126,000	66,675	-47.08%
Italy	1,013,853	2,711,169	167.41%	438,016	553,689	26.41%
Latvia	44,092	65,862	49.37%	0	25,000	0.00%
Netherlands	686,954	793,656	15.53%	459,540	815,983	77.57%
Norway	0	0	0.00%	37,884	0	-100.00%
Portugal	0	0	0.00%	0	0	0.00%
Spain	393,566	1,451,743	268.87%	1,494,530	1,226,233	-17.95%
Sweden	0	0	0.00%	36,729	90,547	146.53%
Switzerland	0	0	0.00%	0	42,000	0.00%
U.K.	2,205	0	-100.00%	231,920	403,430	73.95%
<b>Sub-Total</b>	<b>2,315,936</b>	<b>5,198,798</b>	<b>124.48%</b>	<b>4,662,126</b>	<b>7,316,058</b>	<b>56.93%</b>
<b>Middle East/Africa</b>						
Algeria	0	0	0.00%	25,000	0	-100.00%
Egypt	90,000	96,684	7.43%	83,467	75,240	-9.86%
Israel	219,174	174,347	-20.45%	782,725	983,900	25.70%
Jordan	482,776	180,000	-62.72%	152,000	504,500	231.91%
Morocco	437,824	1,652,182	277.36%	0	0	0.00%
Saudi Arabia	0	88,092	0.00%	121,220	41,580	-65.70%
Turkey	9,341,694	14,395,680	54.10%	235,620	93,220	-60.44%
U.A.E.	1,238,000	1,949,164	57.44%	448,162	435,138	-2.91%
<b>Sub-Total</b>	<b>11,809,468</b>	<b>18,536,149</b>	<b>56.96%</b>	<b>1,848,194</b>	<b>2,133,578</b>	<b>15.44%</b>
<b>Asia / Pacific Rim</b>						
Australia	0	45,000	0.00%	730,150	739,720	1.31%
China	3,013,256	7,668,964	154.51%	950,790	890,358	-6.36%
Hong Kong	6,272,194	10,179,267	62.29%	1,011,725	252,240	-75.07%
India	0	0	0.00%	0	0	0.00%
Japan	0	0	0.00%	2,202,913	2,271,185	3.10%
Korea	724,477	409,219	-43.52%	2,745,037	2,604,075	-5.14%
Malaysia	0	0	0.00%	166,250	65,835	-60.40%
New Zealand	0	0	0.00%	0	73,775	0.00%
Philippines	0	0	0.00%	54,050	13,800	-74.47%
Singapore	0	0	0.00%	86,140	25,000	-70.98%
Taiwan	0	1,488	0.00%	854,545	785,980	-8.02%
Thailand	0	88,184	0.00%	84,000	22,000	-73.81%
Vietnam	88,184	746,823	746.89%	0	0	0.00%
<b>Sub-Total</b>	<b>10,098,111</b>	<b>19,138,945</b>	<b>89.53%</b>	<b>8,885,600</b>	<b>7,743,968</b>	<b>-12.85%</b>
Other	11,023	0	-100.00%	64,100	36,400	-43.21%
<b>GRAND TOTAL</b>	<b>26,475,340</b>	<b>44,942,317</b>	<b>69.75%</b>	<b>31,794,781</b>	<b>33,145,484</b>	<b>4.25%</b>
<b>Domestic Total</b>	<b>1,650,313</b>	<b>1,885,945</b>	<b>14.28%</b>	<b>14,844,875</b>	<b>14,124,736</b>	<b>-4.85%</b>
<b>Export Total</b>	<b>24,825,027</b>	<b>43,056,372</b>	<b>73.44%</b>	<b>16,949,906</b>	<b>19,020,748</b>	<b>12.22%</b>