

California Walnut Board

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An Equal Opportunity Employer and Provider

MONTHLY MANAGEMENT REPORT
Monday, August 15, 2011
July Shipments

Inshell (1000 pounds)

| | <u>2009/10 Marketing Year</u> | | <u>2010/11 Marketing Year</u> | |
|--------------|-------------------------------|------------------|-------------------------------|------------------|
| | | 9/1/2009 to | | 9/1/2010 to |
| | <u>July 2010</u> | <u>7/31/2010</u> | <u>July 2011</u> | <u>7/31/2011</u> |
| Domestic | 111 | 19,333 | 18 | 17,324 |
| Export | <u>582</u> | <u>185,451</u> | <u>543</u> | <u>263,897</u> |
| Total | 692 | 204,784 | 560 | 281,221 |

Shelled (1000 pounds)

| | <u>2009/10 Marketing Year</u> | | <u>2010/11 Marketing Year</u> | |
|--------------|-------------------------------|------------------|-------------------------------|------------------|
| | | 9/1/2009 to | | 9/1/2010 to |
| | <u>July 2010</u> | <u>7/31/2010</u> | <u>July 2011</u> | <u>7/31/2011</u> |
| Domestic | 12,169 | 165,955 | 10,902 | 153,250 |
| Export | <u>4,895</u> | <u>126,919</u> | <u>8,951</u> | <u>148,079</u> |
| Total | 17,064 | 292,874 | 19,853 | 301,328 |

Inshell Equivalent Tonnage*

| | <u>2009/10 Marketing Year</u> | | <u>2010/11 Marketing Year</u> | |
|--------------|-------------------------------|------------------|-------------------------------|------------------|
| | | 9/1/2009 to | | 9/1/2010 to |
| | <u>July 2010</u> | <u>7/31/2010</u> | <u>July 2011</u> | <u>7/31/2011</u> |
| Domestic | 13,821 | 197,399 | 12,540 | 184,811 |
| Export | <u>5,828</u> | <u>236,299</u> | <u>10,560</u> | <u>302,154</u> |
| Total | 19,649 | 433,697 | 23,100 | 486,965 |

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



ANNUAL FALL MEETING NOTICE

CALIFORNIA WALNUT BOARD / CALIFORNIA WALNUT COMMISSION

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

SCHEDULE OF EVENTS

Thursday, September 15, 2011

| | |
|---|-----------|
| California Walnut Board - Export Committee Meeting <i>Room TBD</i> | 4:30 p.m. |
| Welcome Reception <i>Trellis</i> | 5:30 p.m. |
| Dinner <i>Room TBD</i> | 7:00 p.m. |

Friday, September 16, 2011

| | |
|---|------------|
| Continental Breakfast <i>Room TBD</i> | 8:00 a.m. |
| California Walnut Board / California Walnut Commission Meeting <i>Room TBD</i> | 10:00 a.m. |
| Luncheon <i>Room TBD</i> | 12:30 p.m. |

Registration Form Available at www.walnuts.org
Please call the California Walnut Board/California Walnut Commission
at (916) 932-7070 with any questions.

Meeting times and room assignments are tentative and subject to change.

All meetings will be held at the Marriott Hotel.

All industry members are invited to attend.

WALNUT SHIPMENTS BY COUNTRY OF DESTINATION - YEAR TO DATE
09/01/2010 - 07/31/2011

| | <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> |
| North America | | | | | | |
| USA | 19,333,377 | 17,324,104 | -10.39% | 165,954,922 | 153,249,563 | -7.66% |
| Canada | 2,101,287 | 2,716,629 | 29.28% | 12,484,549 | 14,193,063 | 13.69% |
| Mexico | 233,092 | 109,192 | -53.15% | 428,695 | 96,500 | -77.49% |
| Sub-Total | 21,667,756 | 20,149,925 | -7.01% | 178,868,166 | 167,539,126 | -6.33% |
| Central & South America | | | | | | |
| Brazil | 485,012 | 440,920 | -9.09% | 446,726 | 292,900 | -34.43% |
| Chile | 1,304,746 | 128,142 | -90.18% | 0 | 0 | 0.00% |
| Ecuador | 260,510 | 281,499 | 8.06% | 589,360 | 639,946 | 8.58% |
| Venezuela | 1,325,251 | 782,237 | -40.97% | 331,000 | 168,000 | -49.24% |
| Sub-Total | 3,375,519 | 1,632,798 | -51.63% | 1,367,086 | 1,100,846 | -19.48% |
| Europe | | | | | | |
| Austria | 0 | 0 | 0.00% | 1,563,650 | 1,054,400 | -32.57% |
| France | 154,322 | 308,460 | 99.88% | 289,875 | 507,488 | 75.07% |
| Germany | 14,698,905 | 17,659,409 | 20.14% | 17,775,787 | 25,727,305 | 44.73% |
| Greece | 176,368 | 154,322 | -12.50% | 675,300 | 596,210 | -11.71% |
| Italy | 31,715,523 | 34,267,803 | 8.05% | 2,611,416 | 3,002,450 | 14.97% |
| Latvia | 573,196 | 198,054 | -65.45% | 169,000 | 91,000 | -46.15% |
| Netherlands | 4,522,413 | 5,072,171 | 12.16% | 3,382,438 | 3,845,082 | 13.68% |
| Norway | 298,447 | 0 | -100.00% | 365,665 | 319,088 | -12.74% |
| Portugal | 176,368 | 207,875 | 17.86% | 0 | 126,020 | 0.00% |
| Spain | 19,651,130 | 20,889,641 | 6.30% | 11,287,844 | 11,910,365 | 5.51% |
| Sweden | 131,797 | 159,082 | 20.70% | 712,818 | 1,122,985 | 57.54% |
| Switzerland | 129,631 | 63,933 | -50.68% | 294,000 | 714,000 | 142.86% |
| U.K. | 1,280,874 | 310,849 | -75.73% | 3,436,946 | 4,682,551 | 36.24% |
| Sub-Total | 73,508,974 | 79,291,599 | 7.87% | 42,564,739 | 53,698,944 | 26.16% |
| Middle East/Africa | | | | | | |
| Algeria | 275,460 | 441,838 | 60.40% | 516,000 | 688,016 | 33.34% |
| Egypt | 1,263,839 | 707,351 | -44.03% | 272,934 | 556,960 | 104.06% |
| Israel | 1,081,367 | 1,449,646 | 34.06% | 6,127,190 | 7,462,934 | 21.80% |
| Jordan | 659,144 | 980,644 | 48.78% | 1,096,000 | 2,738,650 | 149.88% |
| Morocco | 832,448 | 4,302,471 | 416.85% | 0 | 0 | 0.00% |
| Saudi Arabia | 88,092 | 132,092 | 49.95% | 398,844 | 543,778 | 36.34% |
| Turkey | 48,940,216 | 56,091,513 | 14.61% | 1,142,305 | 836,143 | -26.80% |
| U.A.E. | 8,025,187 | 12,111,303 | 50.92% | 2,382,857 | 2,672,616 | 12.16% |
| Sub-Total | 61,165,753 | 76,216,858 | 24.61% | 11,936,130 | 15,499,097 | 29.85% |
| Asia / Pacific Rim | | | | | | |
| Australia | 198,794 | 195,342 | -1.74% | 7,934,968 | 8,687,262 | 9.48% |
| China | 14,002,023 | 38,769,784 | 176.89% | 7,664,292 | 7,195,341 | -6.12% |
| Hong Kong | 28,312,611 | 59,256,766 | 109.29% | 2,267,918 | 2,786,238 | 22.85% |
| India | 0 | 176,368 | 0.00% | 0 | 0 | 0.00% |
| Japan | 220,460 | 0 | -100.00% | 16,407,632 | 17,424,217 | 6.20% |
| Korea | 1,047,099 | 853,711 | -18.47% | 17,481,373 | 19,330,919 | 10.58% |
| Malaysia | 0 | 0 | 0.00% | 445,161 | 507,646 | 14.04% |
| New Zealand | 0 | 0 | 0.00% | 559,200 | 818,555 | 46.38% |
| Philippines | 15,000 | 22,500 | 50.00% | 299,553 | 350,325 | 16.95% |
| Singapore | 0 | 0 | 0.00% | 460,962 | 574,818 | 24.70% |
| Taiwan | 60,627 | 1,488 | -97.55% | 3,580,535 | 4,627,798 | 29.25% |
| Thailand | 132,000 | 132,276 | 0.21% | 288,750 | 66,500 | -76.97% |
| Vietnam | 132,276 | 3,467,170 | 2521.16% | 0 | 0 | 0.00% |
| Sub-Total | 44,120,890 | 102,875,405 | 133.17% | 57,390,344 | 62,369,619 | 8.68% |
| Other | 945,332 | 1,054,726 | 11.57% | 747,472 | 1,120,647 | 49.92% |
| GRAND TOTAL | 204,784,224 | 281,221,311 | 37.33% | 292,873,937 | 301,328,279 | 2.89% |
| Domestic Total | 19,333,377 | 17,324,104 | -10.39% | 165,954,922 | 153,249,563 | -7.66% |
| Export Total | 185,450,847 | 263,897,207 | 42.30% | 126,919,015 | 148,078,716 | 16.67% |

WALNUT SHIPMENTS BY COUNTRY OF DESTINATION
July 2010 / July 2011

| | <u>Inshell Pounds</u> | | | <u>Shelled Pounds</u> | | |
|------------------------------------|-----------------------|------------------|--------------------------------|-----------------------|-------------------|--------------------------------|
| | <u>July 2010</u> | <u>July 2011</u> | <u>% Change vs. Prior Year</u> | <u>July 2010</u> | <u>July 2011</u> | <u>% Change vs. Prior Year</u> |
| North America | | | | | | |
| USA | 110,542 | 17,638 | -84.04% | 12,168,609 | 10,902,207 | -10.41% |
| Canada | 47,000 | 36,870 | -21.55% | 1,060,965 | 1,667,052 | 57.13% |
| Mexico | 0 | 0 | 0.00% | 0 | 23,500 | 0.00% |
| Sub-Total | 157,542 | 54,508 | -65.40% | 13,229,574 | 12,592,759 | -4.81% |
| Central & South America | | | | | | |
| Brazil | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| Chile | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| Ecuador | 22,500 | 12,500 | -44.44% | 40,900 | 24,350 | -40.46% |
| Venezuela | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| Sub-Total | 22,500 | 12,500 | -44.44% | 40,900 | 24,350 | -40.46% |
| Europe | | | | | | |
| Austria | 0 | 0 | 0.00% | 83,400 | 42,000 | -49.64% |
| France | 0 | 0 | 0.00% | 0 | 42,000 | 0.00% |
| Germany | 0 | 0 | 0.00% | 744,913 | 1,145,049 | 53.72% |
| Greece | 0 | 0 | 0.00% | 84,000 | 67,560 | -19.57% |
| Italy | 0 | 0 | 0.00% | 22,000 | 215,835 | 881.07% |
| Latvia | 0 | 0 | 0.00% | 25,000 | 0 | -100.00% |
| Netherlands | 0 | 0 | 0.00% | 104,328 | 0 | -100.00% |
| Norway | 0 | 0 | 0.00% | 44,921 | 39,550 | -11.96% |
| Portugal | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| Spain | 0 | 0 | 0.00% | 451,339 | 832,000 | 84.34% |
| Sweden | 0 | 0 | 0.00% | 38,065 | 49,209 | 29.28% |
| Switzerland | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| U.K. | 0 | 0 | 0.00% | 84,000 | 170,000 | 102.38% |
| Sub-Total | 0 | 0 | 0.00% | 1,681,966 | 2,603,203 | 54.77% |
| Middle East/Africa | | | | | | |
| Algeria | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| Egypt | -44,092 | 0 | -100.00% | 0 | 0 | 0.00% |
| Israel | 0 | 0 | 0.00% | 212,000 | 331,500 | 56.37% |
| Jordan | 0 | 0 | 0.00% | 0 | 80,000 | 0.00% |
| Morocco | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| Saudi Arabia | 0 | 0 | 0.00% | 0 | 41,998 | 0.00% |
| Turkey | 220,480 | 448,636 | 103.48% | -38,000 | 112,450 | -395.92% |
| U.A.E. | 336,000 | 0 | -100.00% | 0 | 95,360 | 0.00% |
| Sub-Total | 512,388 | 448,636 | -12.44% | 174,000 | 661,308 | 280.06% |
| Asia / Pacific Rim | | | | | | |
| Australia | 0 | 0 | 0.00% | 570,100 | 478,823 | -16.01% |
| China | 0 | 0 | 0.00% | 173,700 | 360,800 | 107.71% |
| Hong Kong | 0 | 0 | 0.00% | 1,080 | 33,625 | 3013.43% |
| India | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| Japan | 0 | 0 | 0.00% | 493,660 | 1,064,850 | 115.71% |
| Korea | 0 | 0 | 0.00% | 564,463 | 1,705,593 | 202.16% |
| Malaysia | 0 | 0 | 0.00% | 21,225 | 27,500 | 29.56% |
| New Zealand | 0 | 0 | 0.00% | 54,650 | 106,050 | 94.05% |
| Philippines | 0 | 0 | 0.00% | 25,748 | 25,000 | -2.91% |
| Singapore | 0 | 0 | 0.00% | 0 | 24,020 | 0.00% |
| Taiwan | 0 | 0 | 0.00% | 30,000 | 138,150 | 360.50% |
| Thailand | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| Vietnam | 0 | 44,500 | 0.00% | 0 | 0 | 0.00% |
| Sub-Total | 0 | 44,500 | 0.00% | 1,934,626 | 3,964,411 | 104.92% |
| Other | 0 | 0 | 0.00% | 2,700 | 7,440 | 175.56% |
| GRAND TOTAL | 692,430 | 560,144 | -19.10% | 17,063,766 | 19,853,471 | 16.35% |
| Domestic Total | 110,542 | 17,638 | -84.04% | 12,168,609 | 10,902,207 | -10.41% |
| Export Total | 581,888 | 542,506 | -6.77% | 4,895,157 | 8,951,264 | 82.86% |