

**California Walnut Board**

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*An Equal Opportunity Employer and Provider***\*\*REVISED\*\***

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**MONTHLY MANAGEMENT REPORT****Monday, April 11, 2011****March 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>March 2010</u>	<u>3/31/2010</u>	<u>March 2011</u>	<u>3/31/2011</u>
Domestic	1,523	17,592	751	16,162
Export	<u>5,843</u>	<u>179,025</u>	<u>7,830</u>	<u>261,487</u>
<b>Total</b>	<b>7,366</b>	<b>196,617</b>	<b>8,581</b>	<b>277,649</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>March 2010</u>	<u>3/31/2010</u>	<u>March 2011</u>	<u>3/31/2011</u>
Domestic	15,615	117,221	12,684	104,873
Export	<u>11,889</u>	<u>94,426</u>	<u>16,007</u>	<u>107,886</u>
<b>Total</b>	<b>27,504</b>	<b>211,647</b>	<b>28,691</b>	<b>212,759</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>March 2010</u>	<u>3/31/2010</u>	<u>March 2011</u>	<u>3/31/2011</u>
Domestic	18,425	141,399	14,955	128,624
Export	<u>16,371</u>	<u>196,329</u>	<u>22,314</u>	<u>254,751</u>
<b>Total</b>	<b>34,797</b>	<b>337,728</b>	<b>37,269</b>	<b>383,375</b>

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

**WALNUT SHIPMENTS BY COUNTRY OF DESTINATION - YEAR TO DATE**  
**09/01/2010 - 03/31/2011**  
**\*\*REVISED\*\***

	<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	17,592,438	16,162,115	-8.13%	117,220,822	104,872,726	-10.53%
Canada	1,983,058	2,617,079	31.97%	8,241,537	9,106,352	10.49%
Mexico	233,092	109,192	-53.15%	365,695	63,000	-82.77%
<b>Sub-Total</b>	<b>19,808,588</b>	<b>18,888,386</b>	<b>-4.65%</b>	<b>125,828,054</b>	<b>114,042,078</b>	<b>-9.37%</b>
<b>Central &amp; South America</b>						
Brazil	485,012	440,920	-9.09%	328,868	230,400	-29.94%
Chile	1,033,594	128,142	-87.60%	0	0	0.00%
Ecuador	238,010	268,999	13.02%	463,985	482,306	3.95%
Venezuela	1,325,251	782,237	-40.97%	206,000	168,000	-18.45%
<b>Sub-Total</b>	<b>3,081,867</b>	<b>1,620,298</b>	<b>-47.42%</b>	<b>998,853</b>	<b>880,706</b>	<b>-11.83%</b>
<b>Europe</b>						
Austria	0	0	0.00%	1,006,550	803,600	-20.16%
France	154,322	308,460	99.88%	122,500	339,488	177.13%
Germany	14,698,905	18,689,727	27.15%	13,394,651	19,759,156	47.52%
Greece	176,368	154,322	-12.50%	591,300	528,650	-10.60%
Italy	31,450,998	34,135,619	8.54%	2,168,436	2,444,615	12.74%
Latvia	573,196	198,054	-65.45%	119,000	91,000	-23.53%
Netherlands	4,352,376	5,028,079	15.52%	2,621,776	3,108,703	18.57%
Norway	298,447	0	-100.00%	223,368	161,428	-27.73%
Portugal	176,368	207,875	17.86%	0	126,020	0.00%
Spain	19,521,052	20,669,273	5.88%	8,711,166	8,505,777	-2.36%
Sweden	131,797	159,082	20.70%	557,793	879,377	57.65%
Switzerland	129,631	63,933	-50.68%	210,000	588,000	180.00%
U.K.	531,309	266,757	-49.79%	2,425,600	3,402,921	40.29%
<b>Sub-Total</b>	<b>72,194,769</b>	<b>79,881,181</b>	<b>10.65%</b>	<b>32,152,140</b>	<b>40,738,735</b>	<b>26.71%</b>
<b>Middle East/Africa</b>						
Algeria	264,460	441,838	67.07%	399,000	210,000	-47.37%
Egypt	1,143,027	647,834	-43.32%	272,934	556,960	104.06%
Israel	1,056,566	1,449,646	37.20%	4,598,459	6,022,676	30.97%
Jordan	659,144	980,644	48.78%	639,500	1,755,000	174.43%
Morocco	832,448	4,055,096	387.13%	0	0	0.00%
Saudi Arabia	88,092	132,092	49.95%	398,844	376,620	-5.57%
Turkey	47,619,232	55,263,480	16.05%	577,595	325,220	-43.69%
U.A.E.	6,936,267	11,146,828	60.70%	1,980,529	2,110,336	6.55%
<b>Sub-Total</b>	<b>58,599,236</b>	<b>74,117,458</b>	<b>26.48%</b>	<b>8,866,861</b>	<b>11,356,812</b>	<b>28.08%</b>
<b>Asia / Pacific Rim</b>						
Australia	178,794	124,117	-30.58%	5,356,506	6,089,811	13.69%
China	12,869,092	38,881,717	202.13%	5,397,412	6,193,391	14.75%
Hong Kong	27,417,116	58,615,174	113.79%	2,140,110	2,131,350	-0.41%
India	0	176,368	0.00%	0	0	0.00%
Japan	220,460	0	-100.00%	11,772,143	12,154,989	3.25%
Korea	1,047,099	853,711	-18.47%	13,641,508	12,723,221	-6.73%
Malaysia	0	0	0.00%	397,936	344,604	-13.40%
New Zealand	0	0	0.00%	313,500	525,985	67.78%
Philippines	15,000	22,500	50.00%	216,305	279,505	29.22%
Singapore	0	0	0.00%	336,446	417,922	24.22%
Taiwan	60,627	1,488	-97.55%	3,353,935	3,880,152	15.69%
Thailand	132,000	132,276	0.21%	288,750	66,500	-76.97%
Vietnam	132,276	3,289,486	2386.84%	0	0	0.00%
<b>Sub-Total</b>	<b>42,072,464</b>	<b>102,096,837</b>	<b>142.67%</b>	<b>43,214,551</b>	<b>44,807,430</b>	<b>3.69%</b>
Other	860,138	1,044,726	21.46%	586,205	933,157	59.19%
<b>GRAND TOTAL</b>	<b>196,617,062</b>	<b>277,648,886</b>	<b>41.21%</b>	<b>211,646,664</b>	<b>212,758,918</b>	<b>0.53%</b>
<b>Domestic Total</b>	<b>17,592,438</b>	<b>16,162,115</b>	<b>-8.13%</b>	<b>117,220,822</b>	<b>104,872,726</b>	<b>-10.53%</b>
<b>Export Total</b>	<b>179,024,624</b>	<b>261,486,771</b>	<b>46.06%</b>	<b>94,425,842</b>	<b>107,886,192</b>	<b>14.25%</b>

**WALNUT SHIPMENTS BY COUNTRY OF DESTINATION**

March 2010 / March 2011

\*\*REVISED\*\*

	<u>Inshell Pounds</u>			<u>Shelled Pounds</u>		
	<u>March 2010</u>	<u>March 2011</u>	<u>% Change vs. Prior Year</u>	<u>March 2010</u>	<u>March 2011</u>	<u>% Change vs. Prior Year</u>
<b>North America</b>						
USA	1,522,948	750,895	-50.69%	15,614,710	12,684,056	-18.77%
Canada	11,580	28,680	147.67%	869,179	1,241,985	42.89%
Mexico	0	0	0.00%	21,000	0	-100.00%
<b>Sub-Total</b>	<b>1,534,528</b>	<b>779,575</b>	<b>-49.20%</b>	<b>16,504,889</b>	<b>13,926,041</b>	<b>-15.62%</b>
<b>Central &amp; South America</b>						
Brazil	0	0	0.00%	0	67,400	0.00%
Chile	180,768	0	-100.00%	0	0	0.00%
Ecuador	0	-10,000	0.00%	78,750	-21,794	-127.67%
Venezuela	0	209,825	0.00%	0	0	0.00%
<b>Sub-Total</b>	<b>180,768</b>	<b>199,825</b>	<b>10.54%</b>	<b>78,750</b>	<b>45,606</b>	<b>-42.09%</b>
<b>Europe</b>						
Austria	0	0	0.00%	176,150	168,000	-4.63%
France	44,092	0	-100.00%	0	43,800	0.00%
Germany	44,092	88,184	100.00%	1,469,918	3,298,339	124.39%
Greece	0	0	0.00%	112,500	90,975	-19.13%
Italy	88,228	88,136	-0.10%	78,617	126,000	60.27%
Latvia	0	0	0.00%	0	0	0.00%
Netherlands	173,612	0	-100.00%	403,540	332,743	-17.54%
Norway	0	0	0.00%	23,492	0	-100.00%
Portugal	0	0	0.00%	0	42,000	0.00%
Spain	346,439	263,630	-23.90%	1,264,192	1,270,440	0.49%
Sweden	0	0	0.00%	36,661	124,027	238.31%
Switzerland	0	0	0.00%	0	126,000	0.00%
U.K.	308,644	0	-100.00%	632,100	754,360	19.34%
<b>Sub-Total</b>	<b>1,005,107</b>	<b>439,950</b>	<b>-56.23%</b>	<b>4,197,170</b>	<b>6,376,684</b>	<b>51.93%</b>
<b>Middle East/Africa</b>						
Algeria	0	0	0.00%	84,000	42,000	-50.00%
Egypt	88,184	44,092	-50.00%	0	0	0.00%
Israel	0	0	0.00%	650,950	818,448	25.73%
Jordan	0	88,000	0.00%	0	84,000	0.00%
Morocco	0	132,276	0.00%	0	0	0.00%
Saudi Arabia	0	0	0.00%	0	83,160	0.00%
Turkey	762,392	1,130,800	48.32%	0	0	0.00%
U.A.E.	481,184	978,008	103.25%	171,350	42,000	-75.49%
<b>Sub-Total</b>	<b>1,331,760</b>	<b>2,373,176</b>	<b>78.20%</b>	<b>906,300</b>	<b>1,069,608</b>	<b>18.02%</b>
<b>Asia / Pacific Rim</b>						
Australia	44,092	44,092	0.00%	439,675	948,036	115.62%
China	1,313,980	2,037,046	55.03%	672,037	1,383,740	105.90%
Hong Kong	1,852,765	2,707,696	46.14%	42,000	239,875	471.13%
India	0	0	0.00%	0	0	0.00%
Japan	0	0	0.00%	1,878,898	2,223,100	18.32%
Korea	15,120	0	-100.00%	2,274,257	1,532,084	-32.63%
Malaysia	0	0	0.00%	30,200	0	-100.00%
New Zealand	0	0	0.00%	51,750	138,170	167.00%
Philippines	0	0	0.00%	10,230	77,500	657.58%
Singapore	0	0	0.00%	44,000	72,240	64.18%
Taiwan	44,092	0	-100.00%	319,500	638,800	99.94%
Thailand	0	0	0.00%	26,250	2,500	-90.48%
Vietnam	0	0	0.00%	0	0	0.00%
<b>Sub-Total</b>	<b>3,270,049</b>	<b>4,788,834</b>	<b>46.45%</b>	<b>5,788,797</b>	<b>7,256,045</b>	<b>25.35%</b>
Other	44,092	0	-100.00%	28,300	16,720	-40.92%
<b>GRAND TOTAL</b>	<b>7,366,304</b>	<b>8,581,360</b>	<b>16.49%</b>	<b>27,504,206</b>	<b>28,690,704</b>	<b>4.31%</b>
<b>Domestic Total</b>	<b>1,522,948</b>	<b>750,895</b>	<b>-50.69%</b>	<b>15,614,710</b>	<b>12,684,056</b>	<b>-18.77%</b>
<b>Export Total</b>	<b>5,843,356</b>	<b>7,830,465</b>	<b>34.01%</b>	<b>11,889,496</b>	<b>16,006,648</b>	<b>34.63%</b>