

Walnut Marketing Board

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An Equal Opportunity Employer and Provider

MONTHLY MANAGEMENT REPORT
Monday, January 14, 2008
December Shipments

Inshell (1000 pounds)

	<u>2006/07 Marketing Year</u>		<u>2007/08 Marketing Year</u>	
	8/1/2006 to		8/1/2007 to	
	<u>December 2006</u>	<u>12/31/2006</u>	<u>December 2007</u>	<u>12/31/2007</u>
Domestic	1,131	19,518	-500	18,845
Export	<u>4,351</u>	<u>87,781</u>	<u>4,192</u>	<u>88,642</u>
Total	5,482	107,300	3,691	107,487

Shelled (1000 pounds)

	<u>2006/07 Marketing Year</u>		<u>2007/08 Marketing Year</u>	
	8/1/2006 to		8/1/2007 to	
	<u>December 2006</u>	<u>12/31/2006</u>	<u>December 2007</u>	<u>12/31/2007</u>
Domestic	12,638	82,459	11,787	81,208
Export	<u>10,895</u>	<u>40,000</u>	<u>9,307</u>	<u>42,633</u>
Total	23,533	122,459	21,094	123,841

Inshell Equivalent Tonnage*

	<u>2006/07 Marketing Year</u>		<u>2007/08 Marketing Year</u>	
	8/1/2006 to		8/1/2007 to	
	<u>December 2006</u>	<u>12/31/2006</u>	<u>December 2007</u>	<u>12/31/2007</u>
Domestic	15,364	106,315	13,520	104,292
Export	<u>14,933</u>	<u>90,729</u>	<u>12,969</u>	<u>94,126</u>
Total	30,297	197,044	26,489	198,418

*2006/07 shellout rate 42.7 -- 2007/08 shellout rate 42.8

**Carmel Valley Ranch**

One Old Ranch Road

Carmel, CA 93923

(831) 625-9500

SCHEDULE OF EVENTS

Walnut Marketing Board & California Walnut Commission Winter Meeting - February 21 & 22, 2008

Thursday, February 21, 2008

	<u>Time</u>	<u>Location</u>
<i>Golf (reservations required)</i>	<i>first tee time 11:00 a.m.</i>	<i>Clubhouse</i>
<i>Reception</i>	<i>6:00 p.m.</i>	<i>Ballroom</i>
<i>Dinner</i>	<i>7:00 p.m.</i>	<i>Ballroom</i>

Friday, February 22, 2008

<i>Continental Breakfast</i>	<i>7:15 am - 9:30 a.m.</i>	<i>Courtyard</i>
<i>Walnut Marketing Board Meeting*</i>	<i>10:00 a.m.</i>	<i>TBD</i>
<i>Luncheon</i>	<i>11:30 a.m.</i>	<i>Courtyard</i>
<i>CWC Executive Committee Meeting</i>	<i>12:30 p.m.</i>	<i>TBD</i>

*Note: Meeting schedule and room assignments are subject to change.
Registration forms are available – call us at (916) 932-7070*

****The Walnut Marketing Board election process for the 2008/2010 term will begin approximately February 1, 2008. The current Board members will be seated at this meeting.***

WALNUT SHIPMENTS BY COUNTRY OF DESTINATION
08/01/2007 - 12/31/2007

	<u>Inshell Pounds</u>		<u>Shelled Pounds</u>	
	<u>2006/07</u>	<u>2007/08</u>	<u>2006/07</u>	<u>2007/08</u>
North America				
USA	19,518,386	18,844,772	82,458,651	81,208,308
Canada	3,028,140	3,244,045	4,861,459	4,432,901
Mexico	439,852	308,991	178,040	38,540
Sub-Total	22,986,378	22,397,808	87,498,150	85,679,749
Central & South America				
Brazil	608,457	770,738	132,725	248,050
Chile	1,481,904	-150,500	24,375	26,000
Ecuador	295,141	266,298	307,555	177,004
Panama	0	0	0	0
Venezuela	1,190,290	1,145,564	297,000	319,000
Sub-Total	3,575,792	2,032,100	761,655	770,054
Europe				
Belgium	599,651	244,490	0	0
Denmark	68,343	0	0	0
France	215,059	88,184	123,682	42,500
Germany	19,880,563	17,692,596	5,940,200	9,559,315
Greece	380,514	198,414	266,820	480,300
Italy	22,000,884	23,772,637	856,702	1,092,032
Netherlands	5,759,761	4,865,773	187,635	503,550
Portugal	85,980	44,092	0	0
Spain	22,218,434	21,348,171	4,081,035	5,727,098
U.K.	1,050,024	527,512	300,252	336,090
Sub-Total	72,259,213	68,781,869	11,756,326	17,740,885
Other Europe				
Austria	0	0	622,400	352,200
Canary Is.	0	0	51,800	25,000
Malta	213,844	200,596	22,250	9,000
Norway	304,013	297,508	190,571	292,645
Sweden	367,282	748,307	403,198	359,255
Switzerland	203,705	203,705	151,000	168,000
Sub-Total	1,088,844	1,450,116	1,441,219	1,206,100
Middle East/Africa				
Egypt	0	264,552	0	16,314
Israel	789,247	660,186	3,486,487	2,990,545
Saudi Arabia	132,123	88,092	0	0
Turkey	2,518,981	8,304,968	0	210,000
U.A.E.	308,000	1,188,012	126,824	42,000
Sub-Total	3,748,351	10,505,810	3,613,311	3,258,859

WALNUT SHIPMENTS BY COUNTRY OF DESTINATION
08/01/2007 - 12/31/2007

	<u>Inshell Pounds</u>		<u>Shelled Pounds</u>	
	<u>2006/07</u>	<u>2007/08</u>	<u>2006/07</u>	<u>2007/08</u>
Pacific Rim				
Australia	55,696	130,480	3,343,271	2,412,526
China	222,276	132,092	1,220,475	1,084,000
Hong Kong	1,512,497	695,316	95,407	120,170
Japan	144,250	40,000	6,371,744	5,505,959
Korea	820,032	281,732	4,793,413	4,609,496
Philippines	15,000	15,000	137,344	298,225
Singapore	0	0	87,866	74,047
Taiwan	0	17,280	1,005,911	865,460
Sub-Total	<u>2,769,751</u>	<u>1,311,900</u>	<u>17,055,431</u>	<u>14,969,883</u>
Other	<u>871,260</u>	<u>1,007,274</u>	<u>332,820</u>	<u>215,778</u>
GRAND TOTAL	<u>107,299,589</u>	<u>107,486,877</u>	<u>122,458,912</u>	<u>123,841,308</u>
Domestic Total	19,518,386	18,844,772	82,458,651	81,208,308
Export Total	87,781,203	88,642,105	40,000,261	42,633,000