

California Walnut Board

101 Parkshore Drive, Suite 250

Folsom, CA 95630-4726

Telephone (916) 932-7070

FAX (916) 932-7071

info@walnuts.org

An Equal Opportunity Employer and Provider

MONTHLY MANAGEMENT REPORT
Wednesday, March 10, 2010
February Shipments

Inshell (1000 pounds)

| | <u>2008/09 Marketing Year</u> | | <u>2009/10 Marketing Year</u> | |
|--------------|-------------------------------|---------------------------------|-------------------------------|---------------------------------|
| | <u>February 2009</u> | 9/1/2008 to <u>2/28/2009</u> | <u>February 2010</u> | 9/1/2009 to <u>2/28/2010</u> |
| Domestic | 779 | 15,905 | 623 | 16,069 |
| Export | <u>8,884</u> | <u>106,554</u> | <u>7,394</u> | <u>173,470</u> |
| Total | 9,663 | 122,459 | 8,017 | 189,540 |

Shelled (1000 pounds)

| | <u>2008/09 Marketing Year</u> | | <u>2009/10 Marketing Year</u> | |
|--------------|-------------------------------|---------------------------------|-------------------------------|---------------------------------|
| | <u>February 2009</u> | 9/1/2008 to <u>2/28/2009</u> | <u>February 2010</u> | 9/1/2009 to <u>2/28/2010</u> |
| Domestic | 9,052 | 77,940 | 11,429 | 101,418 |
| Export | <u>10,309</u> | <u>51,965</u> | <u>12,242</u> | <u>86,816</u> |
| Total | 19,361 | 129,905 | 23,671 | 188,234 |

Inshell Equivalent Tonnage*

| | <u>2008/09 Marketing Year</u> | | <u>2009/10 Marketing Year</u> | |
|--------------|-------------------------------|---------------------------------|-------------------------------|---------------------------------|
| | <u>February 2009</u> | 9/1/2008 to <u>2/28/2009</u> | <u>February 2010</u> | 9/1/2009 to <u>2/28/2010</u> |
| Domestic | 10,337 | 93,601 | 13,418 | 124,340 |
| Export | <u>15,771</u> | <u>110,381</u> | <u>17,736</u> | <u>186,295</u> |
| Total | 26,108 | 203,982 | 31,154 | 310,635 |

*2008/09 shellout rate 45.5 -- 2009/10 shellout rate 43.6

WALNUT SHIPMENTS BY COUNTRY OF DESTINATION
09/01/2009 - 02/28/2010

| | <u>Inshell Pounds</u> | | <u>Shelled Pounds</u> | |
|------------------------------------|-----------------------|-------------------|-----------------------|--------------------|
| | <u>2008/09</u> | <u>2009/10</u> | <u>2008/09</u> | <u>2009/10</u> |
| North America | | | | |
| USA | 15,905,365 | 16,069,490 | 77,939,855 | 101,417,922 |
| Canada | 2,237,284 | 1,971,478 | 4,845,308 | 7,294,400 |
| Mexico | 424,267 | 233,092 | 2,420 | 344,695 |
| Sub-Total | 18,566,916 | 18,274,060 | 82,787,583 | 109,057,017 |
| Central & South America | | | | |
| Brazil | 1,079,314 | 485,012 | 65,195 | 328,868 |
| Chile | 0 | 852,826 | 0 | 0 |
| Ecuador | 414,731 | 238,010 | 415,758 | 385,235 |
| Panama | 0 | 0 | 0 | 0 |
| Venezuela | 1,681,190 | 1,325,251 | 126,000 | 206,000 |
| Sub-Total | 3,175,235 | 2,901,099 | 606,953 | 920,103 |
| Europe | | | | |
| Belgium | 159,282 | 169,754 | 0 | 0 |
| Denmark | 0 | 30,864 | 0 | 0 |
| France | 493,832 | 110,230 | 53,225 | 122,500 |
| Germany | 16,000,163 | 14,698,905 | 8,282,638 | 12,638,733 |
| Greece | 173,612 | 176,368 | 467,465 | 478,800 |
| Italy | 26,542,969 | 31,362,770 | 2,082,239 | 2,089,819 |
| Netherlands | 4,326,473 | 4,178,764 | 931,441 | 2,193,606 |
| Portugal | 132,276 | 176,368 | 0 | 0 |
| Spain | 21,461,179 | 19,174,613 | 4,947,443 | 7,441,254 |
| U.K. | 489,421 | 222,665 | 160,400 | 1,667,500 |
| Sub-Total | 69,779,207 | 70,301,301 | 16,924,851 | 26,632,212 |
| Other Europe | | | | |
| Austria | 0 | 0 | 550,490 | 830,400 |
| Canary Is. | 0 | 0 | 119,650 | 0 |
| Malta | 169,754 | 167,440 | 23,500 | 21,375 |
| Norway | 334,920 | 298,447 | 358,442 | 199,876 |
| Sweden | 528,128 | 131,797 | 390,149 | 521,132 |
| Switzerland | 97,223 | 129,631 | 170,500 | 210,000 |
| Sub-Total | 1,130,025 | 727,315 | 1,612,731 | 1,782,783 |
| Middle East/Africa | | | | |
| Egypt | 1,106,143 | 1,054,843 | 94,506 | 299,362 |
| Israel | 1,145,675 | 1,056,566 | 5,412,571 | 4,958,909 |
| Jordan | 88,184 | 659,144 | 723,852 | 1,163,857 |
| Morocco | 726,042 | 832,448 | 0 | 0 |
| Saudi Arabia | 172,000 | 88,092 | 264,365 | 398,844 |
| Turkey | 19,356,590 | 46,856,841 | 188,340 | 599,595 |
| U.A.E. | 681,320 | 6,455,083 | 580,314 | 1,853,179 |
| Sub-Total | 23,275,954 | 57,003,017 | 7,263,948 | 9,273,746 |

WALNUT SHIPMENTS BY COUNTRY OF DESTINATION
09/01/2009 - 02/28/2010

| | <u>Inshell Pounds</u> | | <u>Shelled Pounds</u> | |
|-----------------------|-----------------------|--------------------|-----------------------|--------------------|
| | <u>2008/09</u> | <u>2009/10</u> | <u>2008/09</u> | <u>2009/10</u> |
| Pacific Rim | | | | |
| Australia | 5,512 | 158,953 | 3,818,568 | 5,489,106 |
| China | 542,883 | 11,775,576 | 1,902,800 | 5,167,575 |
| Hong Kong | 2,725,918 | 25,564,351 | 161,421 | 2,098,110 |
| Japan | 83,500 | 220,460 | 5,814,324 | 10,167,345 |
| Korea | 1,583,964 | 1,031,979 | 6,161,611 | 12,164,751 |
| Philippines | 17,500 | 15,000 | 148,098 | 206,075 |
| Singapore | 0 | 0 | 202,070 | 351,246 |
| Taiwan | 25,920 | 16,535 | 1,564,786 | 3,034,435 |
| Sub-Total | <u>4,985,197</u> | <u>38,782,854</u> | <u>19,773,678</u> | <u>38,678,643</u> |
| Other | 1,546,678 | 1,549,920 | 935,039 | 1,889,616 |
| GRAND TOTAL | <u>122,459,212</u> | <u>189,539,566</u> | <u>129,904,783</u> | <u>188,234,120</u> |
| Domestic Total | 15,905,365 | 16,069,490 | 77,939,855 | 101,417,922 |
| Export Total | 106,553,847 | 173,470,076 | 51,964,928 | 86,816,198 |