

Walnut Marketing 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



****REVISED****

MONTHLY MANAGEMENT REPORT

Wednesday, December 12, 2007

November Shipments

Inshell (1000 pounds)

	<u>2006/07 Marketing Year</u>		<u>2007/08 Marketing Year</u>	
	<u>November 2006</u>	8/1/2006 to <u>11/30/2006</u>	<u>November 2007</u>	8/1/2007 to <u>11/30/2007</u>
Domestic	5,855	18,387	6,269	19,345
Export	<u>10,758</u>	<u>83,430</u>	<u>13,653</u>	<u>84,451</u>
Total	16,613	101,818	19,922	103,795

Shelled (1000 pounds)

	<u>2006/07 Marketing Year</u>		<u>2007/08 Marketing Year</u>	
	<u>November 2006</u>	8/1/2006 to <u>11/30/2006</u>	<u>November 2007</u>	8/1/2007 to <u>11/30/2007</u>
Domestic	20,858	69,821	19,703	69,421
Export	<u>12,325</u>	<u>29,105</u>	<u>13,635</u>	<u>33,326</u>
Total	33,183	98,926	33,338	102,747

Inshell Equivalent Tonnage*

	<u>2006/07 Marketing Year</u>		<u>2007/08 Marketing Year</u>	
	<u>November 2006</u>	8/1/2006 to <u>11/30/2006</u>	<u>November 2007</u>	8/1/2007 to <u>11/30/2007</u>
Domestic	27,352	90,951	26,152	90,772
Export	<u>19,811</u>	<u>75,796</u>	<u>22,756</u>	<u>81,157</u>
Total	47,163	166,747	48,907	171,929

*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 - 11/30/2007

	<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	18,387,319	19,344,847	69,820,628	69,421,167
Canada	2,690,026	3,130,954	3,974,752	3,613,203
Mexico	434,952	352,532	134,810	9,290
Sub-Total	21,512,297	22,828,333	73,930,190	73,043,660
Central & South America				
Brazil	608,457	770,738	78,725	168,650
Chile	1,313,904	-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	212,500	252,000
Sub-Total	3,407,792	2,032,100	623,155	623,654
Europe				
Belgium	599,651	244,490	0	0
Denmark	68,343	0	0	0
France	215,059	44,092	123,682	42,500
Germany	19,792,379	17,650,069	4,621,653	7,266,207
Greece	380,514	198,414	169,820	480,300
Italy	21,223,578	22,871,123	676,772	884,072
Netherlands	5,451,117	4,853,537	61,735	381,800
Portugal	85,980	44,092	0	0
Spain	21,894,909	20,808,044	3,158,160	4,727,824
U.K.	1,050,024	527,512	180,395	223,130
Sub-Total	70,761,554	67,241,373	8,992,217	14,005,833
Other Europe				
Austria	0	0	497,000	185,400
Canary Is.	0	0	25,900	25,000
Malta	182,980	200,596	10,250	9,000
Norway	304,013	297,508	178,931	203,873
Sweden	367,282	748,307	348,905	185,628
Switzerland	203,705	203,705	109,000	126,000
Sub-Total	1,057,980	1,450,116	1,169,986	734,901
Middle East/Africa				
Egypt	0	44,092	0	0
Israel	547,843	527,910	2,152,226	2,374,295
Saudi Arabia	132,123	88,092	0	0
Turkey	2,167,678	6,603,933	0	210,000
U.A.E.	44,000	1,014,012	84,824	42,000
Sub-Total	2,891,644	8,278,039	2,237,050	2,626,295

WALNUT SHIPMENTS BY COUNTRY OF DESTINATION
08/01/2007 - 11/30/2007

	<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	50,185	130,480	2,365,485	1,936,577
China	178,184	132,092	1,009,225	862,500
Hong Kong	689,853	518,948	72,792	119,045
Japan	104,250	40,000	3,880,877	3,974,334
Korea	441,000	161,732	3,559,487	3,654,972
Philippines	15,000	15,000	73,800	280,725
Singapore	0	0	62,866	57,676
Taiwan	0	17,280	681,223	695,710
Sub-Total	<u>1,478,472</u>	<u>1,015,532</u>	<u>11,705,755</u>	<u>11,581,539</u>
Other	<u>707,980</u>	<u>949,954</u>	<u>267,356</u>	<u>131,030</u>
GRAND TOTAL	<u>101,817,719</u>	<u>103,795,447</u>	<u>98,925,709</u>	<u>102,746,912</u>
Domestic Total	18,387,319	19,344,847	69,820,628	69,421,167
Export Total	83,430,400	84,450,600	29,105,081	33,325,745