

**California Walnut Board**

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An Equal Opportunity Employer and Provider




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**MONTHLY MANAGEMENT REPORT**

Thursday, November 8, 2018

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**October Shipments**


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**Inshell (1000 pounds)**

	<u>2017/18 Marketing Year</u>		<u>2018/19 Marketing Year</u>	
		9/1/2017 to		9/1/2018 to
	<u>October 2017</u>	<u>10/31/2017</u>	<u>October 2018</u>	<u>10/31/2018</u>
Domestic	6,822	9,320	6,477	6,865
Export	<u>104,676</u>	<u>109,304</u>	<u>78,953</u>	<u>82,701</u>
<b>Total</b>	<b>111,498</b>	<b>118,624</b>	<b>85,430</b>	<b>89,566</b>

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**Shelled (1000 pounds)**

	<u>2017/18 Marketing Year</u>		<u>2018/19 Marketing Year</u>	
		9/1/2017 to		9/1/2018 to
	<u>October 2017</u>	<u>10/31/2017</u>	<u>October 2018</u>	<u>10/31/2018</u>
Domestic	18,664	32,339	21,206	37,440
Export	<u>26,057</u>	<u>31,126</u>	<u>21,748</u>	<u>27,274</u>
<b>Total</b>	<b>44,722</b>	<b>63,464</b>	<b>42,954</b>	<b>64,714</b>

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**Inshell Equivalent Tonnage\***

	<u>2017/18 Marketing Year</u>		<u>2018/19 Marketing Year</u>	
		9/1/2017 to		9/1/2018 to
	<u>October 2017</u>	<u>10/31/2017</u>	<u>October 2018</u>	<u>10/31/2018</u>
Domestic	24,573	41,325	27,281	45,881
Export	<u>81,881</u>	<u>89,942</u>	<u>64,134</u>	<u>72,274</u>
<b>Total</b>	<b>106,454</b>	<b>131,267</b>	<b>91,416</b>	<b>118,155</b>

Walnut receipts as reported by handlers as of October 31, 2018 = 597,269 tons

\*2017/18 shellout rate 44.1 -- 2018/19 shellout rate 44.1

(Current year shellout rate is based on a 5-year average - 2013 to 2017)

**WALNUT SHIPMENTS BY COUNTRY OF DESTINATION - YEAR TO DATE**  
09/01/2018 - 10/31/2018

	<u>Inshell Pounds</u>			<u>Shelled Pounds</u>		
	<u>2017/18</u>	<u>2018/19</u>	<u>% Change vs. Prior Year</u>	<u>2017/18</u>	<u>2018/19</u>	<u>% Change vs. Prior Year</u>
<b>North America</b>						
USA	9,320,152	6,864,600	-26.35%	32,338,845	37,439,787	15.77%
Canada	1,488,474	1,526,878	2.58%	2,669,620	2,758,973	3.35%
Mexico	44,092	87,082	97.50%	47,000	10,000	-78.72%
<b>Sub-Total</b>	<b>10,852,718</b>	<b>8,478,560</b>	<b>-21.88%</b>	<b>35,055,465</b>	<b>40,208,760</b>	<b>14.70%</b>
<b>Central &amp; South America</b>						
Chile	0	44,092	0.00%	0	0	0.00%
Ecuador	89,000	0	-100.00%	76,000	0	-100.00%
<b>Sub-Total</b>	<b>89,000</b>	<b>44,092</b>	<b>-50.46%</b>	<b>76,000</b>	<b>0</b>	<b>-100.00%</b>
<b>Europe</b>						
Austria	0	0	0.00%	250,200	125,400	-49.88%
Belgium	176,368	794,315	350.37%	336,000	462,000	37.50%
Denmark	42,000	0	-100.00%	64,000	42,000	-34.38%
France	44,092	44,092	0.00%	123,000	17,050	-86.14%
Germany	9,173,700	6,745,530	-26.47%	9,163,405	2,418,379	-73.61%
Greece	1,034,840	305,282	-70.50%	84,000	274,000	226.19%
Italy	23,582,702	20,409,528	-13.46%	406,298	725,384	78.53%
Netherlands	1,769,007	1,206,247	-31.81%	1,302,598	759,218	-41.72%
Norway	112,434	0	-100.00%	0	0	0.00%
Portugal	132,240	110,230	-16.64%	42,000	47,980	14.24%
Spain	10,099,643	9,898,590	-1.99%	4,170,853	5,997,787	43.80%
Sweden	0	22,000	0.00%	134,391	234,000	74.12%
Switzerland	0	0	0.00%	94,050	72,000	-23.44%
U.K.	128,969	176,276	36.68%	489,224	1,030,132	110.56%
<b>Sub-Total</b>	<b>46,295,995</b>	<b>39,712,090</b>	<b>-14.22%</b>	<b>16,660,019</b>	<b>12,205,330</b>	<b>-26.74%</b>
<b>Middle East/Africa</b>						
Algeria	0	174,901	0.00%	0	0	0.00%
Bahrain	0	0	0.00%	0	0	0.00%
Egypt	88,184	176,368	100.00%	0	0	0.00%
Iraq	0	352,736	0.00%	0	126,000	0.00%
Israel	132,552	218,368	64.74%	877,871	1,205,151	37.28%
Jordan	176,380	264,368	49.89%	84,000	168,000	100.00%
Kuwait	0	0	0.00%	0	22,000	0.00%
Lebanon	925,394	1,454,668	57.19%	0	0	0.00%
Morocco	530,758	1,626,019	206.36%	0	0	0.00%
Pakistan	798,104	3,536,908	343.16%	0	0	0.00%
Qatar	0	0	0.00%	0	42,328	0.00%
Saudi Arabia	44,092	44,092	0.00%	42,020	238,830	468.37%
Tunisia	2,203,223	44,092	-98.00%	0	0	0.00%
Turkey	24,645,649	16,959,656	-31.19%	127,067	0	-100.00%
U.A.E.	8,334,880	4,542,776	-45.50%	83,565	787,834	842.78%
<b>Sub-Total</b>	<b>37,879,216</b>	<b>29,394,952</b>	<b>-22.40%</b>	<b>1,214,523</b>	<b>2,590,143</b>	<b>113.26%</b>
<b>Asia / Pacific Rim</b>						
Australia	8,267	0	-100.00%	2,073,830	1,166,538	-43.75%
China	2,997,369	878,644	-70.69%	408,500	253,650	-37.91%
Hong Kong	4,927,291	1,807,404	-63.32%	110,374	152,000	37.71%
India	4,234,069	3,394,419	-19.83%	0	0	0.00%
Japan	0	0	0.00%	3,615,809	2,451,525	-32.20%
Korea	0	0	0.00%	3,090,710	4,259,329	37.81%
Malaysia	0	0	0.00%	183,300	174,980	-4.54%
New Zealand	0	0	0.00%	42,000	254,990	507.12%
Philippines	0	0	0.00%	92,000	95,000	3.26%
Singapore	0	0	0.00%	166,128	180,496	8.65%
Taiwan	44,092	66,142	50.01%	152,400	371,230	143.59%
Thailand	0	0	0.00%	81,600	0	-100.00%
Vietnam	10,261,906	4,667,282	-54.52%	84,000	21,800	-74.05%
<b>Sub-Total</b>	<b>22,472,994</b>	<b>10,813,891</b>	<b>-51.88%</b>	<b>10,100,651</b>	<b>9,381,538</b>	<b>-7.12%</b>
Other	1,033,773	1,122,344	8.57%	357,820	328,361	-8.23%
<b>GRAND TOTAL</b>	<b>118,623,696</b>	<b>89,565,929</b>	<b>-24.50%</b>	<b>63,464,478</b>	<b>64,714,132</b>	<b>1.97%</b>
<b>Domestic Total</b>	<b>9,320,152</b>	<b>6,864,600</b>	<b>-26.35%</b>	<b>32,338,845</b>	<b>37,439,787</b>	<b>15.77%</b>
<b>Export Total</b>	<b>109,303,544</b>	<b>82,701,329</b>	<b>-24.34%</b>	<b>31,125,633</b>	<b>27,274,345</b>	<b>-12.37%</b>

**WALNUT SHIPMENTS BY COUNTRY OF DESTINATION**  
**October 2017 / October 2018**

	<u>Inshell Pounds</u>			<u>Shelled Pounds</u>		
	<u>October 2017</u>	<u>October 2018</u>	<u>% Change vs. Prior Year</u>	<u>October 2017</u>	<u>October 2018</u>	<u>% Change vs. Prior Year</u>
<b>North America</b>						
USA	6,822,223	6,476,885	-5.06%	18,664,496	21,205,649	13.61%
Canada	1,478,474	1,522,378	2.97%	1,342,125	1,692,170	26.08%
Mexico	44,092	87,082	97.50%	22,000	0	-100.00%
<b>Sub-Total</b>	<b>8,344,789</b>	<b>8,086,345</b>	<b>-3.10%</b>	<b>20,028,621</b>	<b>22,897,819</b>	<b>14.33%</b>
<b>Central &amp; South America</b>						
Chile	0	44,092	0.00%	0	0	0.00%
Ecuador	89,000	0	-100.00%	34,000	0	-100.00%
<b>Sub-Total</b>	<b>89,000</b>	<b>44,092</b>	<b>-50.46%</b>	<b>34,000</b>	<b>0</b>	<b>-100.00%</b>
<b>Europe</b>						
Austria	0	0	0.00%	208,800	83,400	-60.06%
Belgium	176,368	794,315	350.37%	294,000	210,000	-28.57%
Denmark	0	0	0.00%	42,000	42,000	0.00%
France	44,092	44,092	0.00%	123,000	17,050	-86.14%
Germany	8,821,240	6,745,530	-23.53%	8,426,680	2,018,329	-76.05%
Greece	1,034,840	305,282	-70.50%	84,000	190,000	126.19%
Italy	22,570,632	19,395,502	-14.07%	364,298	725,384	99.12%
Netherlands	1,769,007	1,206,247	-31.81%	1,261,198	683,818	-45.78%
Norway	67,791	0	-100.00%	0	0	0.00%
Portugal	132,240	110,230	-16.64%	42,000	47,980	14.24%
Spain	9,570,473	8,751,714	-8.56%	3,880,863	5,173,882	33.32%
Sweden	0	22,000	0.00%	134,376	150,000	11.63%
Switzerland	0	0	0.00%	30,000	72,000	140.00%
U.K.	128,969	176,276	36.68%	403,732	948,132	134.84%
<b>Sub-Total</b>	<b>44,315,652</b>	<b>37,551,188</b>	<b>-15.26%</b>	<b>15,294,947</b>	<b>10,361,975</b>	<b>-32.25%</b>
<b>Middle East/Africa</b>						
Algeria	0	132,276	0.00%	0	0	0.00%
Bahrain	0	0	0.00%	0	0	0.00%
Egypt	88,184	176,368	100.00%	0	0	0.00%
Iraq	0	352,736	0.00%	0	126,000	0.00%
Israel	132,552	218,368	64.74%	627,351	1,121,151	78.71%
Jordan	176,380	264,368	49.89%	84,000	168,000	100.00%
Kuwait	0	0	0.00%	0	22,000	0.00%
Lebanon	881,302	1,454,668	65.06%	0	0	0.00%
Morocco	530,758	1,626,019	206.36%	0	0	0.00%
Pakistan	798,104	3,404,632	326.59%	0	0	0.00%
Qatar	0	0	0.00%	0	42,328	0.00%
Saudi Arabia	44,092	44,092	0.00%	42,020	161,390	284.08%
Tunisia	2,203,223	44,092	-98.00%	0	0	0.00%
Turkey	23,325,862	15,814,141	-32.20%	81,750	0	-100.00%
U.A.E.	8,156,696	4,366,408	-46.47%	83,565	653,732	682.30%
<b>Sub-Total</b>	<b>36,337,153</b>	<b>27,898,168</b>	<b>-23.22%</b>	<b>918,686</b>	<b>2,294,601</b>	<b>149.77%</b>
<b>Asia / Pacific Rim</b>						
Australia	8,267	0	-100.00%	1,571,080	1,003,310	-36.14%
China	2,997,369	858,196	-71.37%	166,500	224,400	34.77%
Hong Kong	4,618,647	1,807,404	-60.87%	26,554	109,760	313.35%
India	4,108,439	3,394,419	-17.38%	0	0	0.00%
Japan	0	0	0.00%	3,178,359	1,900,951	-40.19%
Korea	0	0	0.00%	2,602,500	3,032,505	16.52%
Malaysia	0	0	0.00%	160,700	174,980	8.89%
New Zealand	0	0	0.00%	42,000	187,750	347.02%
Philippines	0	0	0.00%	67,000	95,000	41.79%
Singapore	0	0	0.00%	124,350	133,496	7.36%
Taiwan	44,092	66,142	50.01%	122,400	343,230	180.42%
Thailand	0	0	0.00%	81,600	0	-100.00%
Vietnam	9,644,618	4,667,282	-51.61%	0	21,800	0.00%
<b>Sub-Total</b>	<b>21,421,432</b>	<b>10,793,443</b>	<b>-49.61%</b>	<b>8,143,043</b>	<b>7,227,182</b>	<b>-11.25%</b>
Other	989,773	1,056,371	6.73%	302,380	172,501	-42.95%
<b>GRAND TOTAL</b>	<b>111,497,799</b>	<b>85,429,607</b>	<b>-23.38%</b>	<b>44,721,677</b>	<b>42,954,078</b>	<b>-3.95%</b>
<b>Domestic Total</b>	<b>6,822,223</b>	<b>6,476,885</b>	<b>-5.06%</b>	<b>18,664,496</b>	<b>21,205,649</b>	<b>13.61%</b>
<b>Export Total</b>	<b>104,675,576</b>	<b>78,952,722</b>	<b>-24.57%</b>	<b>26,057,181</b>	<b>21,748,429</b>	<b>-16.54%</b>