

**Walnut Marketing Board**

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*An Equal Opportunity Employer and Provider*


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**MONTHLY MANAGEMENT REPORT**
**Tuesday, February 12, 2008**
**January Shipments**


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**Inshell (1000 pounds)**

	<u>2006/07 Marketing Year</u>		<u>2007/08 Marketing Year</u>	
	<u>January 2007</u>	<u>8/1/2006 to 1/31/2007</u>	<u>January 2008</u>	<u>8/1/2007 to 1/31/2008</u>
Domestic	953	20,471	1,111	19,955
Export	<u>3,462</u>	<u>91,243</u>	<u>2,715</u>	<u>91,357</u>
<b>Total</b>	<b>4,414</b>	<b>111,714</b>	<b>3,826</b>	<b>111,312</b>

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**Shelled (1000 pounds)**

	<u>2006/07 Marketing Year</u>		<u>2007/08 Marketing Year</u>	
	<u>January 2007</u>	<u>8/1/2006 to 1/31/2007</u>	<u>January 2008</u>	<u>8/1/2007 to 1/31/2008</u>
Domestic	10,509	92,968	10,664	91,872
Export	<u>10,471</u>	<u>50,471</u>	<u>9,454</u>	<u>52,087</u>
<b>Total</b>	<b>20,980</b>	<b>143,439</b>	<b>20,118</b>	<b>143,960</b>

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**Inshell Equivalent Tonnage\***

	<u>2006/07 Marketing Year</u>		<u>2007/08 Marketing Year</u>	
	<u>January 2007</u>	<u>8/1/2006 to 1/31/2007</u>	<u>January 2008</u>	<u>8/1/2007 to 1/31/2008</u>
Domestic	12,782	119,097	13,013	117,305
Export	<u>13,992</u>	<u>104,721</u>	<u>12,402</u>	<u>106,528</u>
<b>Total</b>	<b>26,773</b>	<b>223,818</b>	<b>25,416</b>	<b>223,834</b>

\*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**

	<b><u>Time</u></b>	<b><u>Location</u></b>
<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>6:45 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>California Walnut Commission 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*

**WALNUT SHIPMENTS BY COUNTRY OF DESTINATION**  
**08/01/2007 - 01/31/2008**

	<u>Inshell Pounds</u>		<u>Shelled Pounds</u>	
	<u>2006/07</u>	<u>2007/08</u>	<u>2006/07</u>	<u>2007/08</u>
<b>North America</b>				
USA	20,470,916	19,955,370	92,967,607	91,872,489
Canada	3,158,440	3,377,245	5,945,858	5,255,071
Mexico	439,852	308,991	231,290	38,540
<b>Sub-Total</b>	<b>24,069,208</b>	<b>23,641,606</b>	<b>99,144,755</b>	<b>97,166,100</b>
<b>Central &amp; South America</b>				
Brazil	608,457	770,738	132,725	248,050
Chile	1,607,904	-150,500	24,375	26,000
Ecuador	295,141	266,298	307,555	219,004
Panama	0	0	0	0
Venezuela	1,190,290	1,145,564	297,000	319,000
<b>Sub-Total</b>	<b>3,701,792</b>	<b>2,032,100</b>	<b>761,655</b>	<b>812,054</b>
<b>Europe</b>				
Belgium	599,651	244,490	0	0
Denmark	68,343	0	0	0
France	215,059	88,184	123,682	42,500
Germany	20,008,430	17,780,780	7,629,807	12,083,611
Greece	380,514	198,414	308,820	522,628
Italy	22,515,990	23,948,564	1,048,197	1,200,242
Netherlands	5,802,200	4,909,865	358,625	687,970
Portugal	85,980	44,092	0	0
Spain	22,790,528	21,782,752	5,074,669	6,497,269
U.K.	1,063,233	527,512	561,299	512,767
<b>Sub-Total</b>	<b>73,529,928</b>	<b>69,524,653</b>	<b>15,105,099</b>	<b>21,546,987</b>
<b>Other Europe</b>				
Austria	0	0	664,400	480,600
Canary Is.	0	0	51,800	25,000
Malta	213,844	207,210	22,250	23,000
Norway	304,013	297,508	263,992	316,137
Sweden	367,282	748,307	427,948	384,290
Switzerland	203,705	203,705	193,000	298,000
<b>Sub-Total</b>	<b>1,088,844</b>	<b>1,456,730</b>	<b>1,623,390</b>	<b>1,527,027</b>
<b>Middle East/Africa</b>				
Egypt	381,947	966,718	13,200	16,314
Israel	1,105,056	784,181	4,458,565	3,543,272
Saudi Arabia	220,215	88,092	66,205	257
Turkey	2,916,688	9,215,300	0	210,000
U.A.E.	396,000	1,209,341	148,824	42,000
<b>Sub-Total</b>	<b>5,019,906</b>	<b>12,263,632</b>	<b>4,686,794</b>	<b>3,811,843</b>

**WALNUT SHIPMENTS BY COUNTRY OF DESTINATION**  
**08/01/2007 - 01/31/2008**

	<u>Inshell Pounds</u>		<u>Shelled Pounds</u>	
	<u>2006/07</u>	<u>2007/08</u>	<u>2006/07</u>	<u>2007/08</u>
<b>Pacific Rim</b>				
Australia	73,609	130,480	3,966,679	3,030,234
China	263,526	132,092	1,639,725	1,306,250
Hong Kong	1,748,973	695,316	117,847	121,115
Japan	154,250	80,000	7,689,879	7,161,512
Korea	1,213,196	316,292	6,731,067	5,808,726
Philippines	15,000	15,000	154,844	314,475
Singapore	0	0	121,625	77,347
Taiwan	8,640	17,280	1,328,311	1,012,160
<b>Sub-Total</b>	<b><u>3,477,194</u></b>	<b><u>1,386,460</u></b>	<b><u>21,749,977</u></b>	<b><u>18,831,819</u></b>
Other	<u>827,168</u>	<u>1,007,274</u>	<u>366,838</u>	<u>263,926</u>
<b>GRAND TOTAL</b>	<b><u>111,714,040</u></b>	<b><u>111,312,455</u></b>	<b><u>143,438,508</u></b>	<b><u>143,959,756</u></b>
<b>Domestic Total</b>	<b>20,470,916</b>	<b>19,955,370</b>	<b>92,967,607</b>	<b>91,872,489</b>
<b>Export Total</b>	<b>91,243,124</b>	<b>91,357,085</b>	<b>50,470,901</b>	<b>52,087,267</b>