



Almond Industry Position Report

September 2003

2003-2004 Crop Year

| Salable | Forecast Million Lbs. | 2003-2004 | 2002-2003 | % Change |
|--|--------------------------|---------------------------|---------------------------|----------|
| | | 8/1 - 09/30 Kernel Wt. | 8/1 - 09/30 Kernel Wt. | |
| 1. Carryin August 1, 2003 | 162.0 | 162,044,967 * | 80,922,480 | 100.25% |
| 2. Crop Receipts to Date | 1,000.0 | 399,296,761 | 423,635,992 | -5.75% |
| 3. [4% Loss Exempt] | <u>40.0</u> | (15,971,870) | (16,945,440) | |
| 4. New Crop Marketable (2-3) | 960.0 | 383,324,891 | 406,690,552 | -5.75% |
| 5. [Reserve] | <u>n/a</u> | <u>0</u> | <u>0</u> | |
| 6. Total Supply (1+4-5) | <u>1,122.0</u> | <u>545,369,858</u> | <u>487,613,032</u> | 11.84% |
| Shipments by Handlers | | | | |
| 7. Domestic | 285.0 | 51,469,594 | 46,239,042 | 11.31% |
| 8. Export | <u>665.0</u> | <u>114,027,883</u> | <u>120,059,240</u> | -5.02% |
| 9. Total Shipments | 950.0 | <u>165,497,477</u> | <u>166,298,282</u> | -0.48% |
| 10. Forecasted Carryout | <u>172.0</u> | | | |
| 11. Computed Inventory (6-9) | | <u>379,872,381</u> | <u>321,314,750</u> | 18.22% |
| Commitments (sold, not delivered)** | | | | |
| 12. Domestic | | 139,420,555 | 122,845,198 | 13.49% |
| 13. Export | | <u>183,555,067</u> | <u>132,213,562</u> | 38.83% |
| 14. Total Committed Shipments | | <u>322,975,622</u> | <u>255,058,760</u> | |
| 15. Uncommitted Inventory (11-14) | | <u>56,896,759</u> | <u>66,255,990</u> | -14.13% |

* Subject to verification through handler audits

**74% of handlers reported commitments, representing 92% of 02/03 Crop

| MONTHLY REPORT OF SALABLE HANDLER SHIPMENTS | | | | | |
|--|--------------------------|---------------------|-------------------------|---------------------|-------------------------|
| | | 2003-2004 Crop Year | | 2002-2003 Crop Year | |
| | | 9/1 - 9/30 | 8/1 - 9/30 | 9/1 - 9/30 | 8/1 - 9/30 |
| DOMESTIC | Shelled | 18,655,598 | 36,775,896 | 20,838,477 | 36,895,102 |
| | Manufactured | 9,622,096 | 18,645,399 | 7,310,456 | 13,561,688 |
| | Products | 325,383 | 545,397 | 227,567 | 483,873 |
| | Inshell | 606,064 | 651,676 | 496,722 | 656,259 |
| | (Interhandler Transfers) | (1,070,223) | (1,767,274) | (1,282,011) | (3,031,424) |
| | (Industry Purchases) | (1,253,078) | (3,381,500) | (1,014,998) | (2,326,456) |
| | TOTAL: | <u>26,885,840</u> | <u>51,469,594</u> 31% | <u>26,576,213</u> | <u>46,239,042</u> 28% |
| EXPORT | Shelled | 52,787,992 | 78,763,592 | 68,590,878 | 89,348,098 |
| | Manufactured | 7,553,913 | 19,002,926 | 6,482,995 | 15,812,442 |
| | Inshell | <u>11,650,994</u> | <u>16,261,365</u> | <u>10,649,576</u> | <u>14,898,700</u> |
| | TOTAL: | <u>71,992,899</u> | <u>114,027,883</u> 69% | <u>85,723,449</u> | <u>120,059,240</u> 72% |
| NET SHIPMENTS | | <u>98,878,739</u> | <u>165,497,477</u> 100% | <u>112,299,662</u> | <u>166,298,282</u> 100% |
| EXEMPT/INEDIBLE SHIPMENTS | | <u>710,742</u> | <u>1,545,268</u> | <u>1,449,750</u> | <u>2,693,715</u> |

EXPORT DELIVERIES BY DESTINATION
(Kernel Weight)

| | | Crop Year 2003-2004 08/01/03 through 9/30/03 | | | Crop Year 2002-2003 08/01/02 through 09/30/02 | | | | | |
|----------------------------|-------------------------|---|-------------------|----------------|--|--------------------|-------------------|----------------|---------|-------|
| | Country | Shelled | Inshell | % | Country | Shelled | Inshell | % | | |
| North America 5.14% | Canada | 3,993,387 | 183,735 | 3.66% | Canada | 5,156,650 | 18,025 | 4.31% | | |
| | Mexico | 1,688,160 | 0 | 1.48% | Mexico | 1,233,250 | 0 | 1.03% | | |
| | Total | 5,681,547 | 183,735 | | Total | 6,389,900 | 18,025 | | | |
| Central America 0.00% | Others | *** | 0 | 0.00% | Others | *** | 0 | 0.00% | | |
| | Total | 0 | 0 | | Total | 0 | 0 | | | |
| Caribbean 0.00% | Others | *** | 0 | 0.00% | Others | 0 | 0 | 0.00% | | |
| | Total | 0 | 0 | | Total | 0 | 0 | | | |
| South America 0.28% | Brazil | *** | 0 | | Brazil | *** | 0 | 0.00% | | |
| | Chile | 168,000 | 0 | 0.15% | Chile | *** | 0 | 0.00% | | |
| | Colombia | *** | 0 | | Colombia | *** | 0 | 0.00% | | |
| | Ecuador | *** | 0 | | Ecuador | *** | 0 | 0.00% | | |
| | Venezuela | *** | 0 | | Venezuela | 172,690 | 0 | 0.14% | | |
| | Others | 156,295 | 0 | | Others | 159,182 | 0 | 0.13% | | |
| | Total | 324,295 | 0 | | Total | 331,872 | 0 | | | |
| Western Europe 56.55% | Austria | *** | 0 | 0.00% | Austria | 192,250 | 0 | 0.16% | | |
| | Belgium | 3,251,650 | 0 | 2.85% | Belgium | 5,247,900 | 0 | 4.37% | | |
| | Denmark | 2,314,133 | 0 | 2.03% | Denmark | 1,654,708 | 0 | 1.38% | | |
| | Finland | *** | 0 | 0.00% | Finland | 215,450 | 0 | 0.18% | | |
| | France | 6,500,567 | 16,088 | 5.71% | France | 5,717,600 | 0 | 4.76% | | |
| | Germany | 13,103,637 | 0 | 11.49% | Germany | 16,599,821 | 0 | 13.83% | | |
| | Greece | 2,766,748 | 110,970 | 2.52% | Greece | 1,343,000 | 33,747 | 1.15% | | |
| | Italy | 6,680,600 | 227,555 | 6.06% | Italy | 5,668,881 | 367,732 | 5.03% | | |
| | Netherlands | 4,454,735 | 0 | 3.91% | Netherlands | 3,889,799 | 144 | 3.24% | | |
| | Norway | 1,467,559 | 0 | 1.29% | Norway | 1,475,675 | 0 | 1.23% | | |
| | Spain | 17,982,448 | 0 | 15.77% | Spain | 20,127,065 | 0 | 16.76% | | |
| | Sweden | 846,375 | 0 | 0.74% | Sweden | 1,353,100 | 0 | 1.13% | | |
| | Switzerland | 736,123 | 0 | 0.65% | Switzerland | 404,150 | 0 | 0.34% | | |
| | United Kingdom | 3,807,600 | 0 | 3.34% | United Kingdom | 4,179,515 | 0 | 3.48% | | |
| | Others | 216,125 | 0 | 0.19% | Others | 76,048 | 0 | 0.06% | | |
| | Total | 64,128,300 | 354,613 | | Total | 68,144,962 | 401,623 | | | |
| Eastern Europe 3.14% | Bulgaria | *** | 0 | 0.00% | Bulgaria | 110,000 | 187 | 0.09% | | |
| | Czech Republic | *** | 0 | 0.00% | Czech Republic | 752,875 | 0 | 0.63% | | |
| | Hungary | *** | 0 | 0.00% | Hungary | 0 | 0 | 0.00% | | |
| | Latvia | 638,350 | 0 | 0.56% | Latvia | *** | 0 | 0.00% | | |
| | Lithuania | 0 | 0 | 0.00% | Lithuania | 130,000 | 0 | 0.11% | | |
| | Macedonia | *** | 0 | 0.00% | Macedonia | 0 | 0 | 0.00% | | |
| | Poland | 131,143 | 0 | 0.12% | Poland | 198,458 | 0 | 0.17% | | |
| | Russia | 1,694,350 | 0 | 1.49% | Russia | 1,281,350 | 0 | 1.07% | | |
| | Others | 1,114,366 | 0 | 0.98% | Others | 174,000 | 0 | 0.14% | | |
| | Total | 3,578,209 | 0 | | Total | 2,646,683 | 187 | | | |
| Middle East 7.41% | Bahrain | *** | 0 | | Bahrain | *** | 0 | 0.00% | | |
| | Israel | 944,275 | 869,796 | 1.59% | Israel | 654,950 | 153,520 | 0.67% | | |
| | Jordan | 774,750 | 50,112 | 0.72% | Jordan | 557,525 | 134,879 | 0.58% | | |
| | Kuwait | 177,173 | 0 | 0.16% | Kuwait | *** | 0 | 0.00% | | |
| | Lebanon | 821,250 | 0 | 0.72% | Lebanon | 643,250 | 35,733 | 0.57% | | |
| | Saudi Arabia | 1,332,850 | 105,120 | 1.26% | Saudi Arabia | 2,035,500 | 110,854 | 1.79% | | |
| | Turkey | *** | 0 | 0.00% | Turkey | *** | *** | 0.00% | | |
| | United Arab Emirates | 2,818,550 | 236,551 | 2.68% | United Arab Emirates | 5,499,200 | 978,325 | 5.40% | | |
| | Others | 321,740 | 0 | 0.28% | Others | 258,750 | 98,667 | 0.30% | | |
| | Total | 7,190,588 | 1,261,579 | | Total | 9,649,175 | 1,511,978 | | | |
| Asia 26.00% | Bangladesh | 0 | 0 | 0.00% | Bangladesh | *** | 0 | 0.00% | | |
| | China | 2,758,675 | 313,780 | 2.69% | China | 1,933,547 | 582,978 | 2.10% | | |
| | India | 683,967 | 14,050,821 | 12.92% | India | 897,887 | 12,383,559 | 11.06% | | |
| | Indonesia | *** | 0 | 0.00% | Indonesia | *** | 0 | 0.00% | | |
| | Japan | 6,591,525 | 0 | 5.78% | Japan | 7,596,137 | 0 | 6.33% | | |
| | Malaysia | 1,017,100 | 0 | 0.89% | Malaysia | 1,037,250 | 0 | 0.86% | | |
| | Singapore | 448,750 | 0 | 0.39% | Singapore | 341,050 | 0 | 0.28% | | |
| | South Korea | 2,672,350 | 0 | 2.34% | South Korea | 2,868,525 | 0 | 2.39% | | |
| | Taiwan | 512,720 | 96,769 | 0.53% | Taiwan | 265,354 | 0 | 0.22% | | |
| | Thailand | 275,325 | 68 | 0.24% | Thailand | *** | 0 | 0.00% | | |
| | Others | 228,325 | 0 | 0.20% | Others | 300,942 | 0 | 0.25% | | |
| | Total | 15,188,737 | 14,461,438 | | Total | 15,240,692 | 12,966,537 | | | |
| | New Zealand 0.30% | New Zealand | Total | 343,600 | 0 | 0.30% | New Zealand | Total | 218,200 | 0 |
| Australia | | Total | 652,500 | 0 | 0.57% | Australia | Total | 560,831 | 0 | 0.47% |
| Africa 0.54% | Algeria | 0 | 0 | 0.00% | Algeria | 313,500 | 0 | 0.26% | | |
| | Kenya | *** | 0 | 0.00% | Kenya | 0 | 0 | 0.00% | | |
| | Canary Islands | 115,750 | 0 | 0.10% | Canary Islands | *** | 0 | 0.00% | | |
| | Egypt | 244,400 | 0 | 0.21% | Egypt | 1,171,250 | 350 | 0.98% | | |
| | South Africa | 222,568 | 0 | 0.20% | South Africa | 451,925 | 0 | 0.38% | | |
| | Others | 28,786 | 0 | 0.03% | Others | 36,000 | 350 | 0.03% | | |
| Total | 611,504 | 0 | | Total | 1,972,675 | | | | | |
| Others 0.06% 100.00% | Others | Total | 67,238 | 0 | 0.06% | Others | Total | 5,550 | 0 | 0.00% |
| | TOTAL DELIVERIES | 97,766,518 | 16,261,365 | 100.00% | TOTAL DELIVERIES | 105,160,540 | 14,898,700 | 100.00% | | |

***In Others (Named Countries Received Almonds From Three or More Handlers)

Almond Board of California
Quality Control Report
Industry Summary
August 1, 2003 - September 30, 2003

| Variety Name | From ABC Form 1 | From USDA Inspection Certificates | | % of Total | % Rejects |
|---------------------------------|--------------------|-----------------------------------|------------------|----------------|--------------|
| | Total Receipts | Total Receipts | Total Inedibles | Receipts | |
| Aldrich | 4,524,590 | 2,872,151 | 51,928 | 1.13% | 1.81% |
| Avalon | 229,011 | 226,163 | 4,350 | 0.06% | 1.92% |
| Butte | 25,893,883 | 13,013,821 | 156,209 | 6.48% | 1.20% |
| Butte/Padre | 7,752,494 | 6,333,386 | 57,935 | 1.94% | 0.91% |
| Carmel | 36,530,814 | 18,710,403 | 330,031 | 9.15% | 1.76% |
| Carrion | 60,441 | 17,806 | 166 | 0.02% | 0.93% |
| Fritz | 482,297 | 31,777 | 1,487 | 0.12% | 4.68% |
| Harvey | 463,935 | 124,541 | 3,554 | 0.12% | 2.85% |
| Hashem | 216,739 | 97,744 | 5,667 | 0.05% | 5.80% |
| Le Grand | 147,005 | 120,024 | 5,054 | 0.04% | 4.21% |
| Livingston | 1,296,177 | 888,221 | 31,591 | 0.32% | 3.56% |
| Marchini | 44,941 | 44,941 | 1,237 | 0.01% | 2.75% |
| Merced | 180,648 | 121,550 | 1,967 | 0.05% | 1.62% |
| Mission | 1,332,402 | 449,635 | 3,224 | 0.33% | 0.72% |
| Mixed | 5,562,335 | 3,736,197 | 154,118 | 1.39% | 4.12% |
| Mono | 731,121 | 558,908 | 11,564 | 0.18% | 2.07% |
| Monterey | 2,170,994 | 988,523 | 32,216 | 0.54% | 3.26% |
| Morley | 133,056 | 119,382 | 727 | 0.03% | 0.61% |
| N43 | - | - | - | 0.00% | 0.00% |
| Neplus | 2,076,938 | 814,674 | 17,747 | 0.52% | 2.18% |
| Nonpareil | 261,193,446 | 186,465,129 | 5,020,970 | 65.41% | 2.69% |
| Norman | 115,631 | 108,283 | 2,690 | 0.03% | 2.48% |
| Padre | 12,450,833 | 8,816,495 | 38,636 | 3.12% | 0.44% |
| Peerless | 3,039,122 | 286,135 | 2,098 | 0.76% | 0.73% |
| Price | 17,581,793 | 6,410,990 | 133,979 | 4.40% | 2.09% |
| Ruby | 425,690 | 119,145 | 1,149 | 0.11% | 0.96% |
| Sauret | 191,813 | 164,703 | 4,398 | 0.05% | 2.67% |
| Savana | 45,155 | 27,576 | 342 | 0.01% | 1.24% |
| Sonora | 9,009,345 | 4,831,055 | 159,173 | 2.26% | 3.29% |
| Thompson | 849,873 | 321,997 | 20,517 | 0.21% | 6.37% |
| Tokyo | 234,375 | 234,375 | 1,565 | 0.06% | 0.67% |
| Wood Colony | 4,142,636 | 2,656,758 | 58,491 | 1.04% | 2.20% |
| Major Varieties Sub Ttl: | 399,109,533 | 259,712,488 | 6,314,780 | 99.95% | 2.43% |
| Minor Varieties: | 187,228 | 53,319 | 773 | 0.05% | 1.45% |
| Grand Ttl. All Varieties | 399,296,761 | 259,765,807 | 6,315,553 | 100.00% | 2.43% |

This report is subject to further verification of handler's receipts and further reconciliation of USDA incoming certificates.

Almond Board of California

| Almond Receipts History | | | | | | | |
|---|-------|--------|-------|--------|--------|--------|---------|
| Percent Received by Handlers YTD By Month | | | | | | | |
| Month | 97/98 | 98/99 | 99/00 | 00/01 | 01/02 | 02/03 | AVG % |
| August 31 | 18.8% | 2.0% | 2.1% | 10.4% | 13.4% | 7.8% | 9.1% |
| September 30 | 55.2% | 34.6% | 33.2% | 45.7% | 47.1% | 39.1% | 42.5% |
| October 31 | 86.3% | 72.8% | 68.7% | 81.2% | 81.5% | 71.1% | 76.9% |
| November 30 | 96.0% | 93.0% | 90.6% | 96.0% | 93.2% | 87.9% | 92.8% |
| December 31 | 98.4% | 98.5% | 97.9% | 99.8% | 98.7% | 96.3% | 98.3% |
| January 31 | 98.4% | 98.5% | 99.3% | 99.6% | 99.7% | 99.1% | 99.1% |
| February 28 | 98.4% | 98.5% | 99.6% | 99.8% | 99.8% | 99.4% | 99.2% |
| March 31 | 99.4% | 99.5% | 99.7% | 99.9% | 99.9% | 99.6% | 99.6% |
| April 30 | 99.5% | 99.9% | 99.8% | 99.8% | 99.9% | 99.9% | 99.8% |
| May 31 | 99.5% | 99.8% | 99.9% | 100.0% | 99.9% | 99.9% | 99.8% |
| June 30 | 99.5% | 100.0% | 99.9% | 100.0% | 100.0% | 100.0% | 99.9% |
| July 31 Lbs.(mil) | 756.5 | 517.0 | 829.9 | 698.4 | 824.1 | 1083.7 | 100.00% |

| Almond Shipment History | | | | | | | |
|------------------------------|-------|-------|-------|-------|-------|-------|---------|
| Percent Shipped YTD By Month | | | | | | | |
| Month | 97/98 | 98/99 | 99/00 | 00/01 | 01/02 | 02/03 | AVG % |
| August 31 | 8.2% | 9.2% | 6.4% | 7.9% | 7.4% | 5.5% | 7.4% |
| September 30 | 24.3% | 18.7% | 19.4% | 20.3% | 19.6% | 16.9% | 19.9% |
| October 31 | 38.9% | 31.1% | 34.5% | 35.1% | 34.1% | 29.9% | 33.9% |
| November 30 | 47.1% | 40.1% | 8.2% | 45.3% | 43.7% | 41.3% | 37.6% |
| December 31 | 55.1% | 49.9% | 53.0% | 52.7% | 52.3% | 50.4% | 52.2% |
| January 31 | 61.4% | 56.2% | 59.9% | 59.3% | 60.7% | 58.7% | 59.4% |
| February 28 | 67.6% | 63.0% | 67.2% | 65.7% | 67.7% | 65.5% | 66.1% |
| March 31 | 72.9% | 71.0% | 73.7% | 71.8% | 74.8% | 72.0% | 72.7% |
| April 30 | 78.8% | 78.1% | 79.6% | 78.2% | 81.7% | 79.3% | 79.3% |
| May 31 | 85.8% | 84.7% | 86.1% | 85.9% | 88.3% | 86.4% | 86.2% |
| June 30 | 93.0% | 92.0% | 93.5% | 93.1% | 94.9% | 93.9% | 93.4% |
| July 31 Lbs.(mil) | 612.1 | 572.5 | 712.6 | 739.8 | 821.1 | 982.4 | 100.00% |

