

# AMERICAN PECAN COUNCIL

## Shipments and Inventory on Hand

**June 30, 2020**

|                                          | <u>6/30/2020</u>      | <u>6/30/2019</u>      | <u>9/1/19-6/30/20</u>      | <u>9/1/18-6/30/19</u> |
|------------------------------------------|-----------------------|-----------------------|----------------------------|-----------------------|
| <b>Shipments:</b>                        |                       |                       |                            |                       |
| Shelled Meats                            |                       |                       |                            |                       |
| Retail/Grocery/Export                    | 11,179,595            | 10,719,933            | 129,391,569                | 125,325,374           |
| Inter-handler Transfers Shipped          | 43,830                | 95,235                | 774,809                    | 4,979,404             |
| Inter-handler Transfers Received         | (164,700)             | (910,080)             | (8,951,395)                | (14,957,536)          |
| <b>Total Shelled Meats</b>               | <u>11,058,725</u>     | <u>9,905,088</u>      | <u>121,214,983</u>         | <u>115,347,242</u>    |
| Inshell                                  |                       |                       |                            |                       |
| Retail/Grocery/Export                    | 4,608,565             | 1,784,471             | 68,425,703                 | 36,483,841            |
| Inter-handler Transfers Shipped          | 83,040                | 3,387,450             | 48,775,147                 | 109,653,070           |
| Inter-handler Transfers Received         | (27,638)              | (2,680,113)           | (177,905,081)              | (162,611,683)         |
| <b>Total Inshell Meats</b>               | <u>4,663,967</u>      | <u>2,491,808</u>      | <u>(60,704,231)</u>        | <u>(16,474,772)</u>   |
| <b>Total Shipments (Inshell Basis)</b>   | <u>26,781,417</u>     | <u>22,301,983</u>     | <u>181,725,735</u>         | <u>214,219,712</u>    |
| <hr/>                                    |                       |                       |                            |                       |
|                                          | <u>6/30/2020</u>      | <u>6/30/2019</u>      | <u>% of Change of Year</u> |                       |
| <b>Total Pecans in Inventory:</b>        |                       |                       |                            |                       |
| Shelled Meats                            | 58,488,799            | 61,135,963            | -4%                        |                       |
| Inshell                                  | 134,311,306           | 98,727,013            | 36%                        |                       |
| <b>Total (Inshell Basis)</b>             | <u>251,288,904</u>    | <u>220,998,938</u>    | <u>14%</u>                 |                       |
| <b>Commitments to Ship:</b>              |                       |                       |                            |                       |
| Meats:                                   |                       |                       |                            |                       |
| Domestic-Shelled Meats                   | 76,090,062            | 60,384,901            | 26%                        |                       |
| Export-Shelled Meats                     | 12,251,050            | 10,622,704            | 15%                        |                       |
| <b>Total Meats</b>                       | <u>88,341,112</u>     | <u>71,007,605</u>     | <u>24%</u>                 |                       |
| Inshell:                                 |                       |                       |                            |                       |
| Domestic-Inshell                         | 3,358,247             | 573,634               | 485%                       |                       |
| Export-Inshell                           | 6,554,828             | 1,472,229             | 345%                       |                       |
| <b>Total Inshell</b>                     | <u>9,913,075</u>      | <u>2,045,863</u>      | <u>385%</u>                |                       |
| Less: Contracts to Purchase:             |                       |                       |                            |                       |
| Shelled Meats                            | (804,000)             | (800,310)             | 0%                         |                       |
| Inshell                                  | (4,708,613)           | (1,437,067)           | 228%                       |                       |
| <b>Total Commitments (Inshell Basis)</b> | <u>180,278,686</u>    | <u>141,023,386</u>    | <u>28%</u>                 |                       |
| <br><b>Net Open Position</b>             | <br><u>71,010,218</u> | <br><u>79,975,552</u> | <br><u>-11%</u>            |                       |

§986.20 Inventory totals do not include pecans warehoused by growers. Shelled Meats are converted to inshell using a yield of 50% (multiplying the shelled meats by "2"). The form automatically makes this calculation.

Data is accurate as of July 22, 2020. Any amendments shall be made the following month.

# AMERICAN PECAN COUNCIL

## Mexico Exports and Foreign Purchases

**May 31, 2020**

### INSHELL PECANS EXPORTED TO MEXICO FOR SHELLING AND RETURNED TO U.S. AS SHELLED MEATS

|                                                            | 6/30/2020 | 6/30/2019 | 9/1/19-6/30/20 | 9/1/18-6/30/19 |
|------------------------------------------------------------|-----------|-----------|----------------|----------------|
| Inshell Exported for Shelling:                             |           |           |                |                |
| Mexico                                                     | -         | -         | 10,524,756     | 6,664,091      |
| Total Inshell Exported for Shelling                        | -         | -         | 10,524,756     | 6,664,091      |
| Shelled Meats - Produced in U.S. Inshell Returned to U.S.: |           |           |                |                |
| Mexico                                                     | -         | 926,790   | 4,332,774      | 5,358,686      |
| Total Shelled Meats - Produced in U.S. Inshell Returned    | -         | 1,853,580 | 4,332,774      | 5,358,686      |

### PECANS PURCHASED OUTSIDE THE U.S. BY U.S. HANDLERS

|                       | 6/30/2020 | 6/30/2019 | 9/1/19-6/30/20 | 9/1/18-6/30/19 |
|-----------------------|-----------|-----------|----------------|----------------|
| Shelled Meats:        |           |           |                |                |
| Country of Origin:    |           |           |                |                |
| Australia             |           | -0-       | 177,810        | 77,288         |
| Mexico                | 1,184,463 | 1,165,326 | 12,041,713     | 18,114,493     |
| Total Shelled Meats   | 1,184,463 | 1,165,326 | 12,219,523     | 18,191,781     |
| Inshell:              |           |           |                |                |
| Country of Origin:    |           |           |                |                |
| Argentina             |           | -0-       | 47,641         | 447,982        |
| Mexico                |           | 390,708   | 56,361,347     | 65,591,384     |
| Total Inshell         | -         | 390,708   | 56,408,988     | 66,039,366     |
| Total (Inshell Basis) |           |           |                |                |
| Argentina             | -0-       | -0-       | 47,641         | 447,982        |
| Australia             | -0-       | -0-       | 355,620        | 154,576        |
| Mexico                | 2,368,926 | 2,721,360 | 80,444,773     | 101,820,370    |
| Total (Inshell Basis) | 2,368,926 | 2,721,360 | 80,848,034     | 102,422,928    |

Shelled Meats are converted to inshell using a yield of 50% (multiplying the shelled meats by "2"). The form automatically makes this calculation.

**AMERICAN PECAN COUNCIL**

**Mexico Exports and Foreign Purchases**

**May 31, 2020**



Shelled Meats are converted to inshell using a yield of 50% (multiplying the shelled meats by "2"). The form automatically makes this calculation.

**AMERICAN PECAN COUNCIL**

**Destination Report**

**June 30, 2020**

| World Region<br>Destination | Shelled        |                  | Inshell        |                   | Sub-Standard |                | Total (Inshell Basis) |                  |                |                   |                   |
|-----------------------------|----------------|------------------|----------------|-------------------|--------------|----------------|-----------------------|------------------|----------------|-------------------|-------------------|
|                             | 6/30/2020      | 9/1/19-6/30/20   | 6/30/2020      | 9/1/19-6/30/20    | 6/30/2020    | 9/1/19-6/30/20 | 6/30/2020             | 6/30/2019        | 9/1/19-6/30/20 | 9/1/18-6/30/19    |                   |
| <b>Africa</b>               |                |                  |                |                   |              |                |                       |                  |                |                   |                   |
| Algeria                     | -0-            | -0-              | -0-            | -0-               | -0-          | -0-            | -0-                   | -0-              | -0-            | -0-               | -0-               |
| Egypt                       | -0-            | 86,220           | -0-            | -0-               | -0-          | -0-            | -0-                   | 42,000           |                | 172,440           | 273,300           |
| Morocco                     |                | -0-              |                | -0-               |              | -0-            |                       | -0-              |                | -0-               | 28,250            |
| <b>Total Africa</b>         | <b>-0-</b>     | <b>86,220</b>    | <b>-0-</b>     | <b>-0-</b>        | <b>-0-</b>   | <b>-0-</b>     | <b>-0-</b>            | <b>42,000</b>    |                | <b>172,440</b>    | <b>301,550</b>    |
| <b>Asia</b>                 |                |                  |                |                   |              |                |                       |                  |                |                   |                   |
| China                       |                | 1,504,269        | 353,583        | 16,961,136        | -0-          | -0-            | 353,583               | 262,500          |                | 19,969,674        | 3,757,096         |
| Hong Kong                   | 1,113          | 43,311           |                | 3,616,500         | -0-          | -0-            | 2,226                 | 1,517,150        |                | 3,703,122         | 10,783,659        |
| India                       |                | 21,720           |                | -0-               | -0-          | -0-            | -0-                   | 15,000           |                | 43,440            | 120,780           |
| Japan                       | 48,600         | 439,800          |                | -0-               | -0-          | -0-            | 97,200                | 111,000          |                | 879,600           | 1,664,100         |
| Kuwait                      |                | 146,700          |                | -0-               | -0-          | -0-            | -0-                   | -0-              |                | 293,400           | 191,400           |
| Malaysia                    |                | 33,000           |                | -0-               | -0-          | -0-            | -0-                   | -0-              |                | 66,000            | 480               |
| Philippines                 |                | 6,720            |                | -0-               | -0-          | -0-            | -0-                   | -0-              |                | 13,440            | 13,440            |
| Qatar                       |                | 16,590           |                | -0-               | -0-          | -0-            | -0-                   | -0-              |                | 33,180            | 52,920            |
| Singapore                   | 3,360          | 28,260           |                | -0-               | -0-          | -0-            | 6,720                 | 30,000           |                | 56,520            | 39,000            |
| South Korea                 | 81,000         | 1,235,100        |                | -0-               | -0-          | -0-            | 162,000               | 97,008           |                | 2,470,200         | 1,772,616         |
| Thailand                    |                | 80,760           |                | 55,100            | -0-          | -0-            | -0-                   | 45,600           |                | 216,620           | 302,100           |
| Taiwan                      | 36,000         | 202,410          |                | 1,369,556         | -0-          | -0-            | 72,000                | 120,000          |                | 1,774,376         | 722,820           |
| Vietnam                     | 40,500         | 283,500          |                | -0-               | -0-          | -0-            | 81,000                | 81,000           |                | 567,000           | 578,094           |
| <b>Total Asia</b>           | <b>210,573</b> | <b>4,042,140</b> | <b>353,583</b> | <b>22,002,292</b> | <b>-0-</b>   | <b>-0-</b>     | <b>774,729</b>        | <b>2,279,258</b> |                | <b>30,086,572</b> | <b>19,998,505</b> |

Shelled Meats are converted to inshell using a yield of 50% (multiplying the shelled meats by"2"). The form automatically makes this calculation.

**AMERICAN PECAN COUNCIL**

**Destination Report**

**June 30, 2020**

| World Region             | Shelled          |                   | Inshell    |                | Sub-Standard |                | Total (Inshell Basis) |                  |                   |                   |
|--------------------------|------------------|-------------------|------------|----------------|--------------|----------------|-----------------------|------------------|-------------------|-------------------|
| World Region             | Shelled          |                   | Inshell    |                | Sub-Standard |                | Total (Inshell Basis) |                  |                   |                   |
| Destination              | 6/30/2020        | 9/1/19-6/30/20    | 6/30/2020  | 9/1/19-6/30/20 | 6/30/2020    | 9/1/19-6/30/20 | 6/30/2020             | 6/30/2019        | 9/1/19-6/30/20    | 9/1/18-6/30/19    |
| <b>Australia/Oceania</b> |                  |                   |            |                |              |                |                       |                  |                   |                   |
| Australia                | -0-              | 66,600            | -0-        | -0-            | -0-          | -0-            | -0-                   | 48,000           | 133,200           | 199,000           |
| <b>Total Australia</b>   | <b>-0-</b>       | <b>66,600</b>     | <b>-0-</b> | <b>-0-</b>     | <b>-0-</b>   | <b>-0-</b>     | <b>-0-</b>            | <b>48,000</b>    | <b>133,200</b>    | <b>199,000</b>    |
| <b>Europe</b>            |                  |                   |            |                |              |                |                       |                  |                   |                   |
| Austria                  |                  | 48,000            | -0-        | -0-            | -0-          | -0-            | -0-                   | 3,600            | 96,000            | 110,200           |
| Belgium                  | 24,000           | 327,000           | -0-        | -0-            | -0-          | -0-            | 48,000                | -0-              | 654,000           | 1,116,450         |
| Czech Republic           | 24,000           | 65,400            | -0-        | -0-            | -0-          | -0-            | 48,000                | 7,200            | 130,800           | 248,768           |
| Denmark                  | 60               | 485,550           | -0-        | -0-            | -0-          | -0-            | 120                   | 126,000          | 971,100           | 1,661,235         |
| France                   | 124,440          | 1,512,870         | -0-        | -0-            | -0-          | 8              | 248,880               | 266,520          | 3,025,748         | 4,416,980         |
| Germany                  | 741,300          | 5,394,720         | -0-        | -0-            | -0-          | -0-            | 1,482,600             | -0-              | 10,789,440        | 45,000            |
| Greece                   |                  | 109,500           | -0-        | -0-            | -0-          | -0-            | -0-                   | 1,647,480        | 219,000           | 12,055,863        |
| Ireland                  | 6,000            | 55,560            | -0-        | -0-            | -0-          | -0-            | 12,000                | -0-              | 111,120           | 87,600            |
| Italy                    |                  | 365,220           | -0-        | -0-            | -0-          | -0-            | -0-                   | -0-              | 730,440           | 162,000           |
| Latvia                   |                  | 14,430            | -0-        | -0-            | -0-          | -0-            | -0-                   | -0-              | 28,860            | -0-               |
| Lithuania                | 42,000           | 423,570           | -0-        | -0-            | -0-          | -0-            | 84,000                | 91,800           | 847,140           | 865,980           |
| Netherlands              | 319,200          | 3,373,080         | -0-        | -0-            | -0-          | -0-            | 638,400               | 676,500          | 6,746,160         | 9,977,970         |
| Norway                   |                  | 58,800            | -0-        | -0-            | -0-          | -0-            | -0-                   | -0-              | 117,600           | 125,696           |
| Poland                   |                  | 25,000            | -0-        | -0-            | -0-          | -0-            | -0-                   | -0-              | 50,000            | -0-               |
| Portugal                 |                  | -0-               | -0-        | -0-            | -0-          | -0-            | -0-                   | 14,400           | -0-               | 14,400            |
| Russia                   |                  | -0-               | -0-        | -0-            | -0-          | -0-            | -0-                   | -0-              | -0-               | 42,000            |
| Slovenia                 |                  | 12,600            | -0-        | -0-            | -0-          | -0-            | -0-                   | -0-              | 25,200            | 3,600             |
| Spain                    | 140,010          | 1,060,110         | -0-        | -0-            | -0-          | -0-            | 280,020               | 239,340          | 2,120,220         | 1,339,800         |
| Sweden                   | 5,400            | 224,550           | -0-        | -0-            | -0-          | -0-            | 10,800                | 64,800           | 449,100           | 560,464           |
| Switzerland              | 61,080           | 549,360           | -0-        | -0-            | -0-          | -0-            | 122,160               | 165,000          | 1,098,720         | 1,153,200         |
| United Kingdom           | 360,810          | 2,585,586         | -0-        | -0-            | -0-          | -0-            | 721,620               | 664,980          | 5,171,172         | 7,397,144         |
| <b>Total Europe</b>      | <b>1,848,300</b> | <b>16,690,906</b> | <b>-0-</b> | <b>-0-</b>     | <b>-0-</b>   | <b>8</b>       | <b>3,696,600</b>      | <b>3,967,620</b> | <b>33,381,820</b> | <b>41,384,350</b> |

Shelled Meats are converted to inshell using a yield of 50% (multiplying the shelled meats by"2"). The form automatically makes this calculation.

**AMERICAN PECAN COUNCIL** <sup>TM</sup>

**Destination Report**

**June 30, 2020**

| World Region                 | Shelled          |                   | Inshell          |                   | Sub-Standard |                | Total (Inshell Basis) |                  |                   |                   |
|------------------------------|------------------|-------------------|------------------|-------------------|--------------|----------------|-----------------------|------------------|-------------------|-------------------|
| World Region                 | Shelled          |                   | Inshell          |                   | Sub-Standard |                | Total (Inshell Basis) |                  |                   |                   |
| Destination                  | 6/30/2020        | 9/1/19-6/30/20    | 6/30/2020        | 9/1/19-6/30/20    | 6/30/2020    | 9/1/19-6/30/20 | 6/30/2020             | 6/30/2019        | 9/1/19-6/30/20    | 9/1/18-6/30/19    |
| <b><u>Middle East</u></b>    |                  |                   |                  |                   |              |                |                       |                  |                   |                   |
| Israel                       | 93,180           | 1,063,900         | -0-              | -0-               | -0-          | -0-            | 186,360               | 254,400          | 2,127,800         | 3,662,100         |
| Jordan                       |                  | 61,230            | -0-              | -0-               | -0-          | -0-            | -0-                   | -0-              | 122,460           | 48,000            |
| Lebanon                      |                  | 276,000           | -0-              | -0-               | -0-          | -0-            | -0-                   | -0-              | 552,000           | 112,500           |
| Saudi Arabia                 | 108,000          | 885,400           | -0-              | -0-               | -0-          | -0-            | 216,000               | 48,000           | 1,770,800         | 1,475,820         |
| Turkey                       |                  | 48,000            | -0-              | -0-               | -0-          | -0-            | -0-                   | -0-              | 96,000            | 48,000            |
| United Arab Emirates         |                  | 357,750           | -0-              | -0-               | -0-          | -0-            | -0-                   | 77,940           | 715,500           | 750,702           |
| <b>Total Middle East</b>     | <b>201,180</b>   | <b>2,692,280</b>  | <b>-0-</b>       | <b>-0-</b>        | <b>-0-</b>   | <b>-0-</b>     | <b>402,360</b>        | <b>380,340</b>   | <b>5,384,560</b>  | <b>6,097,122</b>  |
| <b><u>North America</u></b>  |                  |                   |                  |                   |              |                |                       |                  |                   |                   |
| Canada                       | 846,780          | 6,399,768         |                  | 26,294            |              | -0-            | 1,693,560             | 1,567,800        | 12,825,830        | 12,901,950        |
| Costa Rica                   |                  | -0-               |                  | -0-               |              | -0-            | -0-                   | -0-              | -0-               | 45,600            |
| Mexico                       |                  | 464,341           | 2,847,380        | 13,263,816        |              | 128,840        | 2,847,380             | 451,615          | 14,321,338        | 15,989,988        |
| Puerto Rico                  |                  | 1,680             |                  | -0-               |              | -0-            | -0-                   | -0-              | 3,360             | -0-               |
| <b>Total North America</b>   | <b>846,780</b>   | <b>6,865,789</b>  | <b>2,847,380</b> | <b>13,290,110</b> | <b>-0-</b>   | <b>128,840</b> | <b>4,540,940</b>      | <b>2,019,415</b> | <b>27,150,528</b> | <b>28,937,538</b> |
| <b><u>South American</u></b> |                  |                   |                  |                   |              |                |                       |                  |                   |                   |
| Columbia                     | -0-              | -0-               | -0-              | -0-               | -0-          | -0-            | -0-                   | -0-              | -0-               | 4,800             |
| Peru                         | -0-              | 12,300            | -0-              | -0-               | -0-          | -0-            | -0-                   | -0-              | 24,600            | 210,000           |
| Trinidad                     | -0-              | -0-               | -0-              | -0-               | -0-          | -0-            | -0-                   | -0-              | -0-               | 27,000            |
| <b>Total South America</b>   | <b>-0-</b>       | <b>12,300</b>     | <b>-0-</b>       | <b>-0-</b>        | <b>-0-</b>   | <b>-0-</b>     | <b>-0-</b>            | <b>-0-</b>       | <b>24,600</b>     | <b>241,800</b>    |
| <b>Total Exports</b>         | <b>3,106,833</b> | <b>30,456,235</b> | <b>3,200,963</b> | <b>35,292,402</b> | <b>-0-</b>   | <b>128,848</b> | <b>9,414,629</b>      | <b>8,736,633</b> | <b>96,333,720</b> | <b>97,159,865</b> |
| <b>Grand Total Shipments</b> | <b>3,106,833</b> | <b>30,456,235</b> | <b>3,200,963</b> | <b>35,292,402</b> | <b>-0-</b>   | <b>128,848</b> | <b>9,414,629</b>      | <b>8,736,633</b> | <b>96,333,720</b> | <b>97,159,865</b> |

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# AMERICAN PECAN COUNCIL

## Pecans Received from Own Account

**June 30, 2020**

| Variety Name        | 6/30/2020        | 6/30/2019        | 9/1/19-6/30/20     | 9/1/18-6/30/19     |
|---------------------|------------------|------------------|--------------------|--------------------|
| Inshell             |                  |                  |                    |                    |
| Blends/Mixed Budded | 142,412          | 69,970           | 21,383,619         | 29,584,580         |
| Byrd                | -                | -                | -                  | 1,774,538          |
| Bradley             | -0-              | -                | 1,004,588          | 1,129,652          |
| Caddo               | -0-              | 10,341           | 721,404            | 613,752            |
| Cape Fear           | 8,807            | 78,489           | 2,541,944          | 912,317            |
| Cheyenne            | 3,740            | -                | 442,597            | 6,427,238          |
| Creek               | -0-              | -                | -0-                | 3,454,625          |
| Desirable           | 2,626            | 100,196          | 16,054,273         | 3,252,019          |
| Desirable Type      | 3,050            | 33,727           | 1,768,231          | 1,806,437          |
| Eastern Schley      | -0-              | -                | 1,347,162          | 3,503,208          |
| Elliott             | 738              | -                | 2,126,326          | 949,383            |
| Excel               | -0-              | 54,586           | 1,447,089          | 5,260,395          |
| Moneymaker          | -0-              | -                | 1,411,099          | 10,043,773         |
| Pawnee              | 40               | 31,249           | 10,579,385         | 5,280,165          |
| Stuart              | 9,775            | 178,548          | 8,944,287          | 11,604,988         |
| Sumner              | 23,020           | 25,120           | 4,621,595          | 11,766,183         |
| Western Schley      | 6,759,740        | 601,359          | 79,896,589         | 78,832,078         |
| Wichita             | 22,246           | -                | 13,500,370         | 12,816,999         |
| Other               | 11,174           | 1,090,943        | 16,315,854         | 17,253,901         |
| Native/Seedling     | 104              | 141,066          | 30,176,576         | 13,331,976         |
| Substandard         | 470,033          | 443,138          | 23,184,290         | 14,122,521         |
| Total Varieties     | <u>7,457,505</u> | <u>2,858,732</u> | <u>237,467,278</u> | <u>233,720,727</u> |

Data is accurate as of (date). Any amendments shall be made the following month.