

AMERICAN PECAN COUNCIL

Handler Shipments and Inventory

March 31, 2022

U.S. PECANS RECEIVED

	3/31/2022	3/31/2021	% of Change of Year	9/1/2021-3/31/2022	9/1/2020-3/31/2021	% of Change of
Pecans Received:						
Improved	29,616,896	25,910,696	13%	164,621,458	238,671,879	-31%
Native/Seedling	775,099	1,920,059	-148%	17,324,388	19,831,574	-13%
Substandard	2,244,493	3,619,121	-61%	9,444,461	28,151,025	-66%
Total	<u>32,636,488</u>	<u>31,449,876</u>	4%	<u>191,390,307</u>	<u>286,654,478</u>	-33%
	3/31/2022	3/31/2021	% of Change of Year	9/1/2021-3/31/22	9/1/2020-3/31/21	% of Change of
Shipments:						
Shelled Meats						
Retail/Grocery/Export	11,853,683	17,790,461	-33%	101,286,662	112,952,201	-10%
Inter-handler Transfers Shipped	92,128	98,045	-6%	794,703	1,067,968	-26%
Inter-handler Transfers Received	(227,040)	(1,372,000)	83%	(5,407,866)	(11,358,118)	52%
Total Shelled Meats	<u>11,718,771</u>	<u>16,516,506</u>	-29%	<u>96,673,499</u>	<u>102,662,051</u>	-6%
Inshell						
Retail/Grocery/Export	3,835,065	11,798,889	-67%	40,294,963	97,024,561	-58%
Inter-handler Transfers Shipped	8,120,130	9,127,315	-11%	83,133,987	132,506,955	-37%
Inter-handler Transfers Received	(10,012,556)	(13,193,791)	24%	(128,919,984)	(124,588,388)	-3%
Total Inshell Meats	<u>1,942,639</u>	<u>7,732,413</u>	-75%	<u>(5,491,034)</u>	<u>104,943,128</u>	-105%
Total Shipments (Inshell Basis)	<u>25,380,181</u>	<u>40,765,425</u>	-38%	<u>187,855,964</u>	<u>310,267,230</u>	-39%
	3/31/2022	3/31/2021	% of Change of Year			
Total Pecans in Inventory:						
Shelled Meats	28,745,644	50,982,121	-44%			
Inshell	243,832,226	185,831,596	31%			
Total (Inshell Basis)	<u>301,323,514</u>	<u>287,795,838</u>	5%			
Commitments to Ship:						
Meats:						
Domestic-Shelled Meats	108,666,190	91,760,202	18%			
Export-Shelled Meats	12,649,644	23,987,264	-47%			
Total Meats	<u>121,315,834</u>	<u>115,747,466</u>	5%			
Inshell:						
Domestic-Inshell	8,665,963	12,794,995	-32%			
Export-Inshell	-0-	4,405,070	-100%			
Total Inshell	<u>8,665,963</u>	<u>17,200,065</u>	-50%			
Less: Contracts to Purchase:						
Shelled Meats	-0-	(1,376,880)	100%			
Inshell	(17,600,956)	-0-	0%			
Total Commitments (Inshell Basis)	<u>233,696,675</u>	<u>245,941,237</u>	-5%			
Net Open Position	<u>67,626,839</u>	<u>41,854,601</u>	62%			

Data is accurate as of April 2022 and represents 85% of the industry.

AMERICAN PECAN COUNCIL

Mexico Exports and Foreign Purchases

March 31, 2022

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

	<u>3/31/2022</u>	<u>3/31/2021</u>	<u>9/1/2021-3/31/22</u>	<u>9/1/2020-3/31/21</u>	<u>% of Change of Year to Date</u>
Inshell Exported for Shelling:					
Mexico	2,696,819	990,875	7,143,993	3,624,524	97%
Total Inshell Exported for Shelling	<u>2,696,819</u>	<u>990,875</u>	<u>7,143,993</u>	<u>3,624,524</u>	<u>97%</u>
Shelled Meats - Produced in U.S. Inshell Returned to U.S.:					
Mexico	502,110	525,996	2,778,655	4,308,895	-36%

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

	<u>3/31/2022</u>	<u>3/31/2021</u>	<u>9/1/2021-3/31/22</u>	<u>9/1/2020-3/31/21</u>	<u>% of Change of Year</u>
Shelled Meats:					
Country of Origin:					
Australia	-0-	171,231	-	248,611	0%
Mexico	495,961	32,421,051	4,615,097	37,885,915	-88%
Total Shelled Meats	<u>495,961</u>	<u>32,592,282</u>	<u>4,615,097</u>	<u>37,885,915</u>	<u>-88%</u>
Inshell:					
Country of Origin:					
Argentina	-0-	-0-	-0-	44,100	-100%
Mexico	3,249,114	5,642,934	16,528,528	25,700,300	-36%
Total Inshell	<u>3,249,114</u>	<u>5,642,934</u>	<u>16,528,528</u>	<u>25,744,400</u>	<u>-36%</u>
Total (Inshell Basis)					
Argentina	-0-	-0-	-0-	44,100	-100%
Australia	-0-	342,462	-0-	497,222	0%
Mexico	4,241,036	70,485,036	25,758,722	101,472,130	-75%
Total (Inshell Basis)	<u>4,241,036</u>	<u>70,827,498</u>	<u>25,758,722</u>	<u>102,013,452</u>	<u>-75%</u>

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

March 31, 2022

World Region Destination	Shelled		Inshell		Sub-Standard		Total (Inshell Basis)			
	3/31/2022	9/1/21-3/31/22	3/31/2022	9/1/21-3/31/22	3/31/2022	9/1/21-3/31/22	3/31/2022	3/31/2021	9/1/21-3/31/22	9/1/20-3/31/21
Africa										
Algeria	-0-	-0-	-0-	-0-	-0-	-0-	-0-	-0-	-0-	-
Egypt	-0-	-0-	-0-	-0-	-0-	-0-	-0-	-0-	-0-	48,000
Morocco	-0-	-0-	-0-	-0-	-0-	-0-	-0-	-0-	-0-	45,629
Total Africa	-0-	-0-	-0-	-0-	-0-	-0-	-0-	-0-	-0-	93,629
Asia										
China	-0-	134,400	722,001	10,606,827	-0-	-0-	722,001	7,902,545	10,875,627	33,504,481
Hong Kong	42,000	73,770	-0-	-0-	-0-	-0-	84,000	98,742	147,540	465,719
India	11,760	37,260	-0-	-0-	-0-	-0-	23,520	-0-	74,520	107,520
Japan	60,360	405,120	-0-	-0-	-0-	-0-	120,720	79,200	810,240	432,420
Kuwait	44,700	74,700	-0-	-0-	-0-	-0-	89,400	-0-	149,400	124,080
Malaysia	-0-	45,000	-0-	-0-	-0-	-0-	-0-	24,000	90,000	84,000
Philippines	-0-	3,360	-0-	-0-	-0-	-0-	-0-	-0-	6,720	6,720
Qatar	-0-	-0-	-0-	-0-	-0-	-0-	-0-	-0-	-0-	26,400
Singapore	36,000	110,040	-0-	-0-	-0-	-0-	72,000	-0-	220,080	87,000
South Korea	94,500	1,029,600	-0-	-0-	-0-	-0-	189,000	810,600	2,059,200	2,949,000
Thailand	24,000	115,200	-0-	-0-	-0-	-0-	48,000	-0-	230,400	184,800
Taiwan	42,000	262,500	-0-	-0-	-0-	-0-	84,000	124,800	525,000	458,612
Vietnam	-0-	165,000	-0-	-0-	-0-	-0-	-0-	84,000	330,000	414,000
Total Asia	355,320	2,455,950	722,001	10,606,827	-0-	-0-	1,432,641	9,123,887	15,518,727	38,844,752

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

March 31, 2022

World Region	Shelled		Inshell		Sub-Standard		Total (Inshell Basis)			
World Region	Shelled		Inshell		Sub-Standard		Total (Inshell Basis)			
Destination	3/31/2022	9/1/21-3/31/22	3/31/2022	9/1/21-3/31/22	3/31/2022	9/1/21-3/31/22	3/31/2022	3/31/2021	9/1/21-3/31/22	9/1/20-3/31/21
Australia/Oceania										
Australia	-0-	5,040	-0-	-0-	-0-	-0-	-0-	-0-	10,080	4,200
Total Australia	-0-	5,040	-0-	-0-	-0-	-0-	-0-	-0-	10,080	4,200
Europe										
Austria	-0-	24,000	-0-	-0-	-0-	-0-	-0-	-0-	48,000	48,000
Belgium	-0-	181,800	-0-	-0-	-0-	-0-	-0-	81,000	363,600	316,800
Czech Republic	-0-	48,000	-0-	-0-	-0-	-0-	-0-	-0-	96,000	140,820
Denmark	20,160	190,980	-0-	-0-	-0-	-0-	40,320	50,400	381,960	351,240
France	146,550	731,730	-0-	-0-	-0-	-0-	293,100	326,820	1,463,460	1,983,300
Germany	231,090	1,886,970	-0-	-0-	-0-	-0-	462,180	1,505,040	3,773,940	3,905,400
Greece	24,000	27,600	-0-	-0-	-0-	-0-	48,000	2,400	55,200	393,780
Ireland	-0-	48,960	-0-	-0-	-0-	-0-	-0-	-0-	97,920	103,380
Italy	42,000	252,000	-0-	-0-	-0-	-0-	84,000	81,000	504,000	411,000
Latvia	-0-	1,500	-0-	-0-	-0-	-0-	-0-	-0-	3,000	44,400
Lithuania	42,000	294,000	-0-	-0-	-0-	-0-	84,000	84,000	588,000	588,000
Netherlands	372,420	2,119,710	-0-	-0-	-0-	-0-	744,840	1,280,520	4,239,420	5,232,480
Norway	-0-	40,800	-0-	-0-	-0-	-0-	-0-	-0-	81,600	45,600
Poland	-0-	45,600	-0-	-0-	-0-	-0-	-0-	-0-	91,200	-
Portugal	-0-	-0-	-0-	-0-	-0-	-0-	-0-	-0-	-0-	-
Russia	-0-	-0-	-0-	-0-	-0-	-0-	-0-	-0-	-0-	-
Slovenia	-0-	33,600	-0-	-0-	-0-	-0-	-0-	-0-	67,200	22,200
Spain	-0-	516,990	-0-	-0-	-0-	-0-	-0-	132,600	1,033,980	719,460
Sweden	20,880	286,350	-0-	-0-	-0-	-0-	41,760	76,320	572,700	449,280
Switzerland	82,500	201,690	-0-	-0-	-0-	-0-	165,000	81,000	403,380	713,640
United Kingdom	341,880	1,977,990	-0-	-0-	-0-	-0-	683,760	1,613,340	3,955,980	5,186,400
Total Europe	1,323,480	8,910,270	-0-	-0-	-0-	-0-	2,646,960	5,314,440	17,820,540	20,655,180

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Destination Report

March 31, 2022

World Region	Shelled		Inshell		Sub-Standard		Total (Inshell Basis)			
World Region	Shelled		Inshell		Sub-Standard		Total (Inshell Basis)			
Destination	3/31/2022	9/1/21-3/31/22	3/31/2022	9/1/21-3/31/22	3/31/2022	9/1/21-3/31/22	3/31/2022	3/31/2021	9/1/21-3/31/22	9/1/20-3/31/21
Middle East										
Israel	232,500	1,945,140	-0-	-0-	-0-	-0-	465,000	1,017,972	3,890,280	4,005,852
Jordan	24,000	48,000	-0-	-0-	-0-	-0-	48,000	-0-	96,000	96,000
Lebanon	28,650	76,650	-0-	-0-	-0-	-0-	57,300	81,400	153,300	193,600
Saudi Arabia	24,000	557,520	-0-	-0-	-0-	-0-	48,000	481,152	1,115,040	1,437,230
Turkey	-0-	66,000	-0-	-0-	-0-	-0-	-0-	-0-	132,000	132,000
United Arab Emirates	24,000	153,600	-0-	-0-	-0-	-0-	48,000	252,900	307,200	934,900
Total Middle East	333,150	2,846,910	-0-	-0-	-0-	-0-	666,300	1,833,424	5,693,820	6,799,582
North America										
Canada	601,350	5,146,710	1,502	32,352	-0-	-0-	1,204,202	1,492,596	10,325,772	11,041,885
Costa Rica	-0-	-0-	-0-	-0-	-0-	-0-	-0-	-0-	-0-	-
Mexico	-0-	210,200	347,609	1,580,488	77,705	538,065	425,314	1,807,592	2,538,953	4,471,519
Puerto Rico	-0-	6,720	-0-	-0-	-0-	-0-	-0-	3,360	13,440	5,400
Total North America	601,350	5,363,630	349,111	1,612,840	77,705	538,065	1,629,516	3,303,548	12,878,165	15,518,804
South American										
Columbia	-0-	1,680	-0-	-0-	-0-	-0-	-0-	-0-	3,360	-
Peru	-0-	-0-	-0-	-0-	-0-	-0-	-0-	-0-	-0-	61,680
Trinidad	-0-	-0-	-0-	-0-	-0-	-0-	-0-	16,800	-0-	49,200
Total South America	-0-	1,680	-0-	-0-	-0-	-0-	-0-	16,800	3,360	110,880
Total Exports	2,613,300	19,583,480	1,071,112	12,219,667	77,705	538,065	6,375,417	19,592,099	51,924,692	82,027,027

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