

CALIFORNIA MONTHLY OLIVE REPORT

Released: January 9, 2002
Revised: September 3, 2002

Summary Report - Sales Month Ending November 30, 2001 Converted 24/300 Case Basis

Item	Monthly Sales			Year-to-Date Sales			Consecutive 12-Month Sales		
	01/02	00/01	% Change	01/02	00/01	% change	01/02	00/01	% change
Total	1,736,209	1,634,719	6.21	5,470,129	5,397,163	1.35	14,401,407	15,143,109	-4.90
Markets									
Consumer	1,363,620	1,223,603	11.44	3,840,521	3,560,413	7.87	9,362,807	9,475,650	-1.19
Food Service	372,589	411,116	-9.37	1,629,608	1,836,750	-11.28	5,038,600	5,667,459	-11.10
Styles									
Whole	4,922	3,222	52.77	22,148	23,670	-6.43	71,240	103,753	-31.34
Pitted	1,272,924	1,154,153	10.29	3,538,688	3,308,696	6.95	8,661,864	8,922,102	-2.92
Wedged	7,935	5,500	44.27	27,193	28,430	-4.35	82,399	97,113	-15.15
Sliced	392,447	406,479	-3.45	1,652,008	1,777,279	-7.05	4,943,658	5,322,074	-7.11
Chopped	47,342	56,159	-15.70	194,473	221,257	-12.11	549,960	587,973	-6.47
Broken Pitt	10,639	9,206	15.56	35,619	37,830	-5.84	92,287	110,094	-16.17
Key Items									
24/300 Pitt	1,174,842	1,035,831	13.42	3,114,636	2,814,385	10.67	7,328,637	7,427,285	-1.33
6/10 Pitt	89,371	109,959	-18.72	392,543	464,529	-15.50	1,244,405	1,407,388	-11.58
6/10 Sliced	266,567	276,815	-3.70	1,151,339	1,268,077	-9.21	3,522,245	3,938,321	-10.56
24/300 Whole	3,877	1,782	117.56	15,227	13,592	12.03	46,310	72,795	-36.38
6/10 Whole	1,045	1,277	-18.17	6,504	9,553	-31.91	24,083	29,785	-19.14
6/10 Wedged	7,689	5,420	41.85	26,373	28,271	-6.71	79,163	95,236	-16.88
2.25 Sliced	67,416	78,246	-13.84	277,206	304,090	-8.84	801,772	838,377	-4.37
4.5 Chopped	38,592	38,762	-0.44	139,693	152,263	-8.26	373,836	381,770	-2.08

Summary Report - Packout and Inventory Month Ending November 30, 2001 Converted 24/300 Case Basis

Item	Monthly Packout			Year-to-Date Packout			Inventory		
	01/02	00/01	% change	01/02	00/01	% change	01/02	00/01	% change
Total	1,746,188	1,312,569	33.04	5,567,524	5,088,351	9.42	4,843,383	6,260,878	-22.64

Markets									
Consumer	1,264,036	1,045,912	20.85	3,642,982	3,269,312	11.43	2,939,377	4,367,314	-32.70
Food Service	482,152	266,656	80.81	1,924,542	1,819,038	5.80	1,904,006	1,893,564	0.55
Styles									
Whole	1,394	1,746	-20.15	6,406	29,471	-78.26	50,012	65,620	-23.78
Pitted	1,142,167	979,189	16.64	3,162,580	2,821,277	12.10	2,872,400	4,197,482	-31.57
Wedged	77	0	0.00	77	40,188	-99.81	70,225	53,287	31.79
Sliced	539,769	279,482	93.13	2,202,977	1,959,295	12.44	1,702,762	1,736,287	-1.93
Chopped	57,322	51,622	11.04	189,509	235,809	-19.63	134,729	174,889	-22.96
Broken Pitt	5,458	530	929.81	5,974	2,310	158.62	13,255	33,314	-60.21
Key Items									
24/300 Pitt	1,001,797	859,067	16.61	2,794,526	2,416,836	15.63	2,252,548	3,639,870	-38.11
6/10 Pitt	133,857	115,892	15.50	351,132	369,426	-4.95	570,165	498,248	14.43
6/10 Sliced	340,351	135,435	151.30	1,533,075	1,344,820	14.00	1,209,977	1,282,669	-5.67
24/300 Whole	1,394	0	0.00	5,961	17,979	-66.84	24,627	44,618	-44.80
6/10 Whole	0	1,746	-100.00	0	11,492	-100.00	25,048	20,530	22.01
6/10 Wedged	77	0	0.00	77	40,188	-99.81	63,523	49,667	27.90
2.25 Sliced	129,264	93,569	38.15	387,146	399,256	-3.03	280,819	301,689	-6.92
4.5 Chopped	49,455	38,038	30.02	147,495	180,916	-18.47	94,531	127,141	-25.65
							Approximate Supply in Converted Cases		
							Total Inventory	4,843,383	
							Converted Storage	15,858,045	
							Approximate Supply	20,701,428	

Storage - Month Ending November 30, 2001	
Whole Canning Sizes	
Size	Tons
Small	11,686
Medium	18,155
Large	28,152
Ex. Large	20,594
Ex.Large Sev. "C"	935
Jumbo	4,472
Colossal	3,187
Super Colossal	935
Orchard Run	0

Total Canning	88,115
Limited	14,195
Total	102,310
Total Converted (*155)	15,858,045

Packout - Month Ending November 30, 2001							
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	0	0	0			0	0
Medium	0	0	0			0	0
Large	0	0	0			0	0
Ex. Large	0	1,394	0			1,394	1,394
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	0	0	0			0	0
Colossal	0	0	0			0	0
Super Colossal	0	0	0			0	0
Grn. Ripe Whole	0	0	0			0	0
Total	0	1,394	0			1,394	
Conv. Total	0	1,394	0				1,394
Prior Year	1,746	0	0				1,746
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	602	142,842	0			143,444	144,124
Medium	42,268	283,914	5,006			331,188	376,811
Large	16,239	377,854	6,205			400,298	416,032
Ex. Large	1,306	120,464	0			121,770	123,244
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	2,458	22,867	0			25,325	28,100
Colossal	0	52,950	0			52,950	52,950
Sup. Colossal	0	906	0			906	906
Grn. Ripe Whole	0	0	0			0	0
Total	62,873	1,001,797	11,211			1,075,881	
Conv. Total	133,857	1,001,797	6,514				1,142,167
Prior Year	115,892	859,067	4,230				979,189
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	30	0	0	0	0	30	77
Sliced	132,175	35,883	41,185	0	315,279	524,522	539,769
Chopped	2,052	0	0	63,813	0	65,865	57,322
Total	134,257	35,883	41,185	63,813	315,279	590,417	

Conv. Total	348,295	41,983	28,171	49,455	129,264	597,168
Prior Year	149,019	1,645	48,833	38,038	93,569	331,103
Broken Pitt	6 No. 10s	24 No. 300s				Total
Bkn. Pitt	0	5,458				5,458
Bkn. Pitt Grn. Ripe	0	0				0
Total	0	5,458				5,458
Conv. Total	0	5,458				5,458
Prior Year	0	530				530
Converted Total						1,746,188

Cumulative Packout - Month Ending November 30, 2001						
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff		Total	Conv. Total
Small	0	0	0		0	0
Medium	0	0	0		0	0
Large	0	1,683	766		2,449	2,128
Ex. Large	0	1,394	0		1,394	1,394
Ex. Large Sev "C"	0	0	0		0	0
Jumbo	0	2,884	0		2,884	2,884
Colossal	0	0	0		0	0
Super Colossal	0	0	0		0	0
Grn. Ripe Whole	0	0	0		0	0
Total	0	5,961	766		6,727	
Conv. Total	0	5,961	445			6,406
Prior Year	11,491	17,979	0			29,470
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff		Total	Conv. Total
Small	3,682	429,608	0		433,290	437,447
Medium	75,278	852,773	16,040		944,091	1,022,359
Large	53,721	1,080,008	13,086		1,146,815	1,201,983
Ex. Large	12,730	284,349	0		297,079	311,451
Ex. Large Sev "C"	5,890	0	0		5,890	12,540
Jumbo	4,183	22,867	0		27,050	31,773
Colossal	8,428	64,738	0		73,166	82,681
Sup. Colossal	0	2,622	0		2,622	2,622
Grn. Ripe Whole	1,016	57,561	0		58,577	59,724
Total	164,928	2,794,526	29,126		2,988,580	
Conv. Total	351,132	2,794,526	16,922			3,162,580
Prior Year	369,426	2,416,836	35,015			2,821,277

Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	30	0	0	0	0	30	77
Sliced	595,369	46,313	334,166	0	944,259	1,920,107	2,202,977
Chopped	10,448	0	1,591	190,316	0	202,355	189,509
Total	605,847	46,313	335,757	190,316	944,259	2,122,492	
Conv. Total	1,573,210	54,186	230,526	147,495	387,146		2,392,564
Prior Year	1,438,119	15,256	201,747	180,916	399,256		2,235,292
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	94	5,774				5,868	5,974
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	94	5,774				5,868	
Conv. Total	200	5,774					5,974
Prior Year	0	2,310					2,310
Converted Total							5,567,524

Inventory - Month Ending November 30, 2001							
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	26	2,280	0			2,306	2,335
Medium	645	5,262	0			5,907	6,635
Large	568	3,635	581			4,784	5,182
Ex. Large	379	3,160	0			3,539	3,967
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	9,105	4,007	0			13,112	23,392
Colossal	988	4,302	0			5,290	6,405
Super Colossal	54	1,801	0			1,855	1,916
Grn. Ripe Whole	0	180	0			180	180
Total	11,765	24,627	581			36,973	
Conv. Total	25,048	24,627	338				50,012
Prior Year	20,530	44,618	472				65,620
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	9,461	628,200	2,384			640,045	649,728
Medium	125,278	473,746	44,491			643,515	766,312
Large	48,253	643,336	35,727			727,316	766,824
Ex. Large	30,648	159,059	521			190,228	224,611
Ex. Large Sev "C"	5,464	822	0			6,286	12,455
Jumbo	34,065	132,515	2,396			168,976	206,431

Colossal	14,466	141,911	0			156,377	172,709	
Sup. Colossal	160	6,317	0			6,477	6,658	
Grn. Ripe Whole	14	66,642	0			66,656	66,672	
Total	267,809	2,252,548	85,519			2,605,876		
Conv. Total	570,165	2,252,548	49,687				2,872,400	
Prior Year	498,248	3,639,870	59,364				4,197,482	
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total	
Segmented	24,669	1,856	0	0	11,051	37,576	70,225	
Sliced	469,894	71,600	187,418	0	684,924	1,413,836	1,702,762	
Chopped	9,061	1,112	2,313	121,976	0	134,462	134,729	
Total	503,624	74,568	189,731	121,976	695,975	1,585,874		
Conv. Total	1,308,240	88,557	131,039	94,531	285,350		1,907,716	
Prior Year	1,373,110	34,988	127,533	127,141	301,689		1,964,462	
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total	
Bkn. Pitt	260	12,701				12,961	13,255	
Bkn. Pitt Grn. Ripe	0	0				0	0	
Total	260	12,701				12,961		
Conv. Total	554	12,701					13,255	
Prior Year	1,676	31,638					33,314	
Converted Total								4,843,383

Sales - Month Ending November 30, 2001							
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	0	884	0			884	884
Medium	8	173	0			181	190
Large	0	1,434	0			1,434	1,434
Ex. Large	0	412	0			412	412
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	435	308	0			743	1,234
Colossal	48	490	0			538	592
Super Colossal	0	166	0			166	166
Grn. Ripe Whole	0	10	0			10	10
Total	491	3,877	0			4,368	
Conv. Total	1,045	3,877	0				4,922
Prior Year	1,277	1,782	163				3,222
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total

Small	1,496	204,962	600			207,058	208,496
Medium	18,380	303,166	8,806			330,352	347,413
Large	4,156	465,722	5,587			475,465	477,816
Ex. Large	8,512	67,333	0			75,845	85,455
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	7,120	94,086	0			101,206	109,244
Colossal	2,314	32,003	0			34,317	36,930
Sup. Colossal	0	4,066	0			4,066	4,066
Grn. Ripe Whole	0	3,504	0			3,504	3,504
Total	41,978	1,174,842	14,993			1,231,813	
Conv. Total	89,371	1,174,842	8,711				1,272,924
Prior Year	109,959	1,035,831	8,363				1,154,153
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	2,986	0	0	0	600	3,586	7,935
Sliced	103,521	6,857	73,746	0	164,429	348,553	392,447
Chopped	2,045	7	726	49,796	0	52,574	47,342
Total	108,552	6,864	74,472	49,796	165,029	404,713	
Conv. Total	282,096	8,039	51,335	38,592	67,662		447,724
Prior Year	299,531	8,794	42,805	38,762	78,246		468,138
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	36	10,562				10,598	10,639
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	36	10,562				10,598	
Conv. Total	77	10,562					10,639
Prior Year	349	8,857					9,206
Converted Total							1,736,209

Cumulative Sales - Month Ending November 30, 2001

Ripe Whole	6 No. 10s	24 No. 300s	24 Buff	Total	Conv. Total
Small	0	1,156	0	1,156	1,156
Medium	16	685	0	701	719
Large	64	6,649	677	7,390	7,179
Ex. Large	0	842	40	882	865
Ex. Large Sev "C"	0	0	0	0	0
Jumbo	2,696	1,616	0	4,312	7,356
Colossal	279	3,763	0	4,042	4,357
Super Colossal	0	506	0	506	506

Grn. Ripe Whole	0	10	0			10	10	
Total	3,055	15,227	717			18,999		
Conv. Total	6,504	15,227	417				22,148	
Prior Year	9,553	13,592	524				23,670	
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total	
Small	4,465	561,605	6,246			572,316	574,740	
Medium	78,603	789,335	32,653			900,591	975,652	
Large	18,419	1,221,616	14,873			1,254,908	1,269,471	
Ex. Large	44,627	186,305	460			231,392	281,583	
Ex. Large Sev "C"	887	0	0			887	1,888	
Jumbo	28,391	241,912	0			270,303	302,356	
Colossal	7,987	87,153	0			95,140	104,157	
Sup. Colossal	0	13,897	0			13,897	13,897	
Grn. Ripe Whole	1,000	12,813	0			13,813	14,942	
Total	184,379	3,114,636	54,232			3,353,247		
Conv. Total	392,543	3,114,636	31,509				3,538,688	
Prior Year	464,529	2,814,385	29,783				3,308,695	
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total	
Segmented	10,242	0	0	0	2,000	12,242	27,193	
Sliced	447,122	35,008	266,819	0	676,111	1,425,060	1,652,008	
Chopped	13,602	176	1,802	180,249	0	195,829	194,473	
Total	470,966	35,184	268,621	180,249	678,111	1,633,131		
Conv. Total	1,229,862	41,373	184,721	139,693	278,026		1,873,674	
Prior Year	1,361,739	35,408	173,464	152,264	304,089		2,026,965	
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total	
Bkn. Pitt	328	34,921				35,249	35,619	
Bkn. Pitt Grn. Ripe	0	0				0	0	
Total	328	34,921				35,249		
Conv. Total	698	34,921					35,619	
Prior Year	928	36,902					37,830	
Converted Total								5,470,129

Consecutive Sales - 12 Months Ending November 30, 2001							
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	16	5,826	0			5,842	5,860
Medium	290	5,771	0			6,061	6,388

Large	316	14,824	1,377			16,517	16,297
Ex. Large	20	2,693	80			2,793	2,782
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	9,259	5,766	0			15,025	25,478
Colossal	1,411	9,825	0			11,236	12,829
Super Colossal	0	1,595	0			1,595	1,595
Grn. Ripe Whole	0	10	0			10	10
Total	11,312	46,310	1,457			59,079	
Conv. Total	24,083	46,310	847				71,240
Prior Year	29,785	69,795	1,172				103,753
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	13,122	1,357,916	14,067			1,385,105	1,394,026
Medium	243,833	1,822,527	95,676			2,162,036	2,397,235
Large	60,027	2,874,208	40,119			2,974,354	3,025,315
Ex. Large	93,971	472,451	3,016			569,438	674,268
Ex. Large Sev "C"	46,889	1,700	-100			48,489	101,469
Jumbo	101,183	526,565	100			627,848	742,042
Colossal	24,445	205,783	0			230,228	257,826
Sup. Colossal	32	33,214	0			33,246	33,282
Grn. Ripe Whole	1,000	34,273	0			35,273	36,402
Total	584,502	7,328,637	152,878			8,066,017	
Conv. Total	1,244,405	7,328,637	88,822				8,661,864
Prior Year	1,407,387	7,427,285	87,428				8,922,101
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	30,743	1,224	0	0	4,400	36,367	82,399
Sliced	1,367,862	88,680	754,219	0	1,955,541	4,166,302	4,943,658
Chopped	43,478	584	6,550	482,369	0	532,981	549,960
Total	1,442,083	90,488	760,769	482,369	1,959,941	4,735,650	
Conv. Total	3,768,103	106,560	523,942	373,836	803,576		5,576,017
Prior Year	4,226,641	101,900	456,996	381,770	839,852		6,007,160
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	944	90,277				91,221	92,287
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	944	90,277				91,221	
Conv. Total	2,010	90,277					92,287
Prior Year	3,645	106,449					110,094
Converted Total							14,401,407

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