

CALIFORNIA MONTHLY OLIVE REPORT

Released: May 21, 2003

Summary Report - Sales									
Month Ending April 30, 2003									
Converted 24/300 Case Basis									
Item	Monthly Sales			Year-to-Date Sales			Consecutive 12-Month Sales		
	02/03	01/02	% Change	02/03	01/02	% change	02/03	01/02	% change
Total	1,145,834	1,001,209	14.45	10,483,383	10,646,814	-1.54	14,364,786	14,287,171	0.54
Markets									
Consumer	814,650	660,354	23.37	7,420,999	7,193,496	3.16	10,079,837	9,570,965	5.32
Food Service	331,184	340,854	-2.84	3,062,385	3,453,319	-11.32	4,284,948	4,716,206	-9.14
Styles									
Whole	3,291	3,451	-4.63	37,382	43,490	-14.04	56,133	60,462	-7.16
Pitted	722,733	593,655	21.74	6,739,761	6,581,253	2.41	9,215,332	8,733,710	5.51
Wedged	7,147	6,777	5.46	58,133	62,038	-6.29	79,222	85,080	-6.88
Sliced	368,393	351,311	4.86	3,219,234	3,486,819	-7.67	4,425,320	4,767,677	-7.18
Chopped	36,841	38,658	-4.70	351,272	397,982	-11.74	485,871	540,589	-10.12
Broken Pitt	7,430	7,357	0.99	77,601	75,233	3.15	102,908	99,653	3.27
Key Items									
24/300 Pitt	635,885	500,670	27.01	5,856,063	5,672,458	3.24	7,985,600	7,477,647	6.79
6/10 Pitt	82,314	87,329	-5.74	840,787	848,590	-0.92	1,171,853	1,173,396	-0.13
6/10 Sliced	235,636	234,938	0.30	2,115,512	2,420,327	-12.59	2,941,085	3,288,221	-10.56
24/300 Whole	2,063	2,061	0.10	22,717	27,706	-18.01	36,708	36,219	1.35
6/10 Whole	1,228	1,390	-11.64	14,622	15,344	-4.70	19,382	23,640	-18.01
6/10 Wedged	6,901	6,203	11.25	56,575	59,799	-5.39	77,090	82,431	-6.48
2.25 Sliced	74,135	67,573	9.71	612,822	600,942	1.98	819,064	838,605	-2.33
4.5 Chopped	30,546	27,327	11.78	275,430	280,097	-1.67	367,087	381,736	-3.84

Summary Report - Packout and Inventory									
Month Ending April 30, 2003									
Converted 24/300 Case Basis									
Item	Monthly Packout			Year-to-Date Packout			Inventory		
	02/03	01/02	% change	02/03	01/02	% change	02/03	01/02	% change
Total	1,236,892	1,417,736	-12.76	11,546,333	12,359,968	-6.58	7,256,546	6,267,526	15.78
Markets									

Consumer	816,569	871,771	-6.33	8,026,549	8,258,932	-2.81	4,997,045	4,070,023	22.78
Food Service	420,323	545,965	-23.01	3,519,784	4,101,036	-14.17	2,259,501	2,197,503	2.82
Styles									
Whole	6,647	22,969	-71.06	31,735	40,429	-21.51	62,629	62,391	0.38
Pitted	723,223	966,747	-25.19	7,755,755	7,878,796	-1.56	4,884,154	4,422,486	10.44
Wedged	16,586	0	0.00	73,814	38,769	90.39	41,894	25,044	67.28
Sliced	430,612	383,489	12.29	3,277,950	3,961,860	-17.26	2,028,519	1,575,964	28.72
Chopped	40,165	42,230	-4.89	353,054	426,598	-17.24	195,193	179,928	8.48
Broken Pitt	19,659	2,301	754.37	54,026	13,516	299.72	44,158	1,713	2,477.80
Key Items									
24/300 Pitt	589,321	779,374	-24.39	6,220,802	6,704,662	-7.22	4,101,312	3,477,226	17.95
6/10 Pitt	132,083	183,096	-27.86	1,497,298	1,135,683	31.84	740,747	904,408	-18.10
6/10 Sliced	267,970	329,142	-18.59	1,928,544	2,804,381	-31.23	1,422,438	1,179,935	20.55
24/300 Whole	2,553	3,508	-27.22	24,211	20,523	17.97	37,841	26,798	41.21
6/10 Whole	4,094	19,461	-78.96	7,524	19,461	-61.34	24,418	35,280	-30.79
6/10 Wedged	16,176	0	0.00	71,953	38,586	86.47	38,831	25,044	55.05
2.25 Sliced	55,191	20,065	175.06	793,431	646,169	22.79	320,935	208,102	54.22
4.5 Chopped	40,165	27,964	43.63	337,968	317,942	6.30	151,267	118,387	27.77
							Approximate Supply in Converted Cases		
							Total Inventory	7,256,546	
							Converted Storage	9,055,004	
							Approximate Supply	16,311,550	

Storage - Month Ending April 30, 2003	
Whole Canning Sizes	
Size	Tons
Small	2,054
Medium	12,334
Large	10,901
Ex. Large	10,804
Ex.Large Sev. "C"	1,073
Jumbo	5,607
Colossal	5,533
Super Colossal	1,501
Orchard Run	0

Total Canning	49,808
Limited	8,612
Total	58,419
Total Converted (*155)	9,055,004

Packout - Month Ending April 30, 2003							
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	201	0			201	201
Ex. Large	0	0	0			0	0
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	1,261	0	0			1,261	2,685
Colossal	662	2,352	0			3,014	3,761
Super Colossal	0	0	0			0	0
Grn. Ripe Whole	0	0	0			0	0
Total	1,923	2,553	0			4,476	
Conv. Total	4,094	2,553	0				6,647
Prior Year	19,461	3,508	0				22,969
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	1,541	18,662	3,131			23,334	23,762
Medium	0	76,231	0			76,231	76,231
Large	0	124,608	0			124,608	124,608
Ex. Large	36,756	222,472	0			259,228	300,726
Ex. Large Sev "C"	6,580	0	0			6,580	14,009
Jumbo	13,491	124,353	0			137,844	153,075
Colossal	3,672	22,995	0			26,667	30,813
Sup. Colossal	0	0	0			0	0
Grn. Ripe Whole	0	0	0			0	0
Total	62,040	589,321	3,131			654,492	
Conv. Total	132,083	589,321	1,819				723,223
Prior Year	183,096	779,374	4,277				966,747
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	6,282	350	0	0	0	6,632	16,586
Sliced	104,066	33,617	99,590	0	134,611	371,884	430,612
Chopped	0	0	0	51,826	0	51,826	40,165
Total	110,348	33,967	99,590	51,826	134,611	430,342	

Conv. Total	284,146	39,741	68,120	40,165	55,191		487,363	
Prior Year	343,408	0	34,282	27,964	20,065	0	425,719	
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total	
Bkn. Pitt	0	19,659				19,659	19,659	
Bkn. Pitt Grn. Ripe	0	0				0	0	
Total	0	19,659				19,659		
Conv. Total	0	19,659					19,659	
Prior Year	0	2,301					2,301	
Converted Total								1,236,892

Cumulative Packout - Month Ending April 30, 2003							
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	0	0	0			0	0
Medium	0	2,697	0			2,697	2,697
Large	0	14,464	0			14,464	14,464
Ex. Large	0	0	0			0	0
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	2,220	139	0			2,359	4,865
Colossal	1,314	6,260	0			7,574	9,058
Super Colossal	0	651	0			651	651
Grn. Ripe Whole	0	0	0			0	0
Total	3,534	24,211	0			27,745	
Conv. Total	7,524	24,211	0				31,735
Prior Year	19,461	20,523	445				40,429
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	55,799	265,383	9,984			331,166	389,980
Medium	138,228	1,475,574	31,155			1,644,957	1,787,962
Large	169,437	2,260,883	23,671			2,453,991	2,635,367
Ex. Large	274,448	1,551,003	0			1,825,451	2,135,303
Ex. Large Sev "C"	16,024	0	0			16,024	34,115
Jumbo	36,314	290,682	0			326,996	367,995
Colossal	13,037	335,204	0			348,241	362,960
Sup. Colossal	0	42,073	0			42,073	42,073
Grn. Ripe Whole	0	0	0			0	0
Total	703,287	6,220,802	64,810			6,988,899	
Conv. Total	1,497,298	6,220,802	37,655				7,755,755
Prior Year	1,135,683	6,704,662	38,451				7,878,796

Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	27,943	1,590	0	0	0	29,533	73,814
Sliced	748,949	117,634	611,614	0	1,935,197	3,413,394	3,277,950
Chopped	3,773	0	504	436,088	0	440,365	353,054
Total	780,665	119,224	612,118	436,088	1,935,197	3,883,292	
Conv. Total	2,014,963	139,492	418,964	337,968	793,431		3,704,818
Prior Year	2,945,692	90,342	427,082	317,942	646,169		4,427,227
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	0	54,026				54,026	54,026
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	0	54,026				54,026	
Conv. Total	0	54,026					54,026
Prior Year	200	13,316					13,516
Converted Total							11,546,333

Inventory - Month Ending April 30, 2003							
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	21	3,313	0			3,334	3,358
Medium	464	5,962	0			6,426	6,950
Large	512	15,096	413			16,021	16,426
Ex. Large	318	4,377	224			4,919	5,184
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	9,104	2,667	0			11,771	22,049
Colossal	1,050	5,108	0			6,158	7,343
Super Colossal	0	1,150	0			1,150	1,150
Grn. Ripe Whole	0	168	0			168	168
Total	11,469	37,841	637			49,947	
Conv. Total	24,418	37,841	370				62,629
Prior Year	35,280	26,798	313				62,391
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	7,845	482,848	8,574			499,267	504,531
Medium	122,292	735,535	39,886			897,713	1,019,068
Large	61,089	1,627,116	20,824			1,709,029	1,769,273
Ex. Large	73,534	767,217	1,090			841,841	924,404
Ex. Large Sev "C"	3,208	498	0			3,706	7,328
Jumbo	57,381	261,629	2,079			321,089	385,001

Colossal	22,570	191,011	0			213,581	239,063
Sup. Colossal	0	16,881	0			16,881	16,881
Grn. Ripe Whole	13	18,577	0			18,590	18,605
Total	347,932	4,101,312	72,453			4,521,697	
Conv. Total	740,747	4,101,312	42,095				4,884,154
Prior Year	904,408	3,477,226	40,852				4,422,486
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	15,080	1,858	0	0	2,168	19,106	41,894
Sliced	552,403	89,954	263,011	0	782,769	1,688,137	2,028,519
Chopped	8,325	4,119	1,893	195,183	0	209,520	195,193
Total	575,808	95,931	264,904	195,183	784,937	1,916,763	
Conv. Total	1,493,187	117,100	182,228	151,267	321,824		2,265,605
Prior Year	1,257,815	63,514	133,119	118,387	208,102		1,780,937
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	540	43,008				43,548	44,158
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	540	43,008				43,548	
Conv. Total	1,150	43,008					44,158
Prior Year	0	1,713					1,713
Converted Total							7,256,546

Sales - Month Ending April 30, 2003							
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	0	272	0			272	272
Medium	0	0	0			0	0
Large	0	780	0			780	780
Ex. Large	0	56	0			56	56
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	561	289	0			850	1,483
Colossal	16	666	0			682	700
Super Colossal	0	0	0			0	0
Grn. Ripe Whole	0	0	0			0	0
Total	577	2,063	0			2,640	
Conv. Total	1,228	2,063	0				3,291
Prior Year	1,390	2,061	0				3,451
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total

Small	673	66,082	940			67,695	68,061
Medium	16,248	176,552	4,831			197,631	213,951
Large	3,908	268,295	2,033			274,236	277,796
Ex. Large	9,960	64,020	0			73,980	85,225
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	6,571	42,386	0			48,957	56,376
Colossal	1,303	13,922	0			15,225	16,696
Sup. Colossal	0	1,900	0			1,900	1,900
Grn. Ripe Whole	0	2,728	0			2,728	2,728
Total	38,663	635,885	7,804			682,352	
Conv. Total	82,314	635,885	4,534				722,733
Prior Year	87,329	500,670	5,655				593,655
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	2,680	0	0	0	600	3,280	7,147
Sliced	91,509	8,498	71,168	0	180,818	351,993	368,393
Chopped	1,225	340	650	39,414	0	41,629	36,841
Total	95,414	8,838	71,818	39,414	181,418	396,902	
Conv. Total	247,233	10,742	49,478	30,546	74,381		412,381
Prior Year	252,041	9,371	39,861	27,327	68,147		396,746
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	192	7,021				7,213	7,430
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	192	7,021				7,213	
Conv. Total	409	7,021					7,430
Prior Year	94	7,263					7,357
Converted Total							1,145,834

Cumulative Sales - Month Ending April 30, 2003							
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	18	2,451	0			2,469	2,489
Medium	30	767	0			797	831
Large	55	9,421	0			9,476	9,538
Ex. Large	0	1,501	74			1,575	1,544
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	6,200	2,512	0			8,712	15,712
Colossal	565	4,943	0			5,508	6,146
Super Colossal	0	1,122	0			1,122	1,122

Grn. Ripe Whole	0	0	0			0	0
Total	6,868	22,717	74			29,659	
Conv. Total	14,622	22,717	43				37,382
Prior Year	15,344	27,706	440				43,490
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	7,275	696,978	8,400			712,653	717,347
Medium	155,196	1,460,213	41,767			1,657,176	1,814,892
Large	39,083	2,444,231	23,691			2,507,005	2,541,203
Ex. Large	116,542	649,429	0			765,971	897,547
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	60,679	421,306	0			481,985	550,492
Colossal	16,146	140,285	0			156,431	174,660
Sup. Colossal	0	17,601	0			17,601	17,601
Grn. Ripe Whole	0	26,020	0			26,020	26,020
Total	394,921	5,856,063	73,858			6,324,842	
Conv. Total	840,787	5,856,063	42,911				6,739,761
Prior Year	848,590	5,672,458	60,205				6,581,253
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	21,971	0	0	0	3,800	25,771	58,133
Sliced	821,558	78,371	583,635	0	1,494,688	2,978,252	3,219,234
Chopped	8,700	14,474	6,888	355,393	0	385,455	351,272
Total	852,229	92,845	590,523	355,393	1,498,488	3,389,478	
Conv. Total	2,205,443	125,708	407,679	275,430	614,380		3,628,639
Prior Year	2,587,755	90,711	385,096	280,097	603,181		3,946,840
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	720	76,068				76,788	77,601
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	720	76,068				76,788	
Conv. Total	1,533	76,068					77,601
Prior Year	1,631	73,602					75,233
Converted Total							10,483,383

Consecutive Sales - 12 Months Ending April 30, 2003

Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	20	4,103	0			4,123	4,146
Medium	30	1,199	0			1,229	1,263

Large	55	12,803	0			12,858	12,920
Ex. Large	0	2,520	74			2,594	2,563
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	8,289	7,543	0			15,832	25,190
Colossal	710	6,812	0			7,522	8,324
Super Colossal	0	1,725	0			1,725	1,725
Grn. Ripe Whole	0	3	0			3	3
Total	9,104	36,708	74			45,886	
Conv. Total	19,382	36,708	43				56,133
Prior Year	23,640	36,219	602				60,461
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	10,657	1,043,170	11,293			1,065,120	1,072,420
Medium	216,667	1,935,388	56,149			2,208,204	2,429,295
Large	53,068	3,231,921	32,178			3,317,167	3,363,598
Ex. Large	154,208	898,372	0			1,052,580	1,226,681
Ex. Large Sev "C"	0	12,653	0			12,653	12,653
Jumbo	82,923	575,966	0			658,889	752,509
Colossal	32,901	212,028	0			244,929	282,074
Sup. Colossal	0	41,542	0			41,542	41,542
Grn. Ripe Whole	0	34,560	0			34,560	34,560
Total	550,424	7,985,600	99,620			8,635,644	
Conv. Total	1,171,853	7,985,600	57,879				9,215,332
Prior Year	1,173,396	7,477,647	82,667				8,733,710
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	29,938	0	0	0	5,200	35,138	79,222
Sliced	1,142,169	107,589	788,438	0	1,997,717	4,035,913	4,425,320
Chopped	18,486	14,562	11,128	473,661	0	517,837	485,871
Total	1,190,593	122,151	799,566	473,661	2,002,917	4,588,888	
Conv. Total	3,089,051	160,100	552,979	367,087	821,196		4,990,413
Prior Year	3,516,942	115,706	537,708	381,736	841,254		5,393,346
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	2,190	98,245				100,435	102,908
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	2,190	98,245				100,435	
Conv. Total	4,663	98,245					102,908
Prior Year	2,227	97,426					99,653
Converted Total							14,364,786

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