



# California Monthly Olive Report

Cooperating with the California Department of Food and Agriculture  
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**Summary Report - Sales**  
**Month Ending May 31, 2008**  
**Converted 24/300 Case Basis**

Item	Monthly Sales			Year to Date Sales			Consecutive 12 Month Sales		
	07/08	06/07	Percent Change	07/08	06/07	Percent Change	07/08	06/07	Percent Change
Total	1,180,890	1,001,591	17.90	10,909,006	11,967,033	-8.84	13,029,522	14,460,114	-9.89
<b>Markets</b>									
Consumer	869,937	649,563	33.93	7,971,230	8,241,935	-3.28	9,435,685	9,929,404	-4.97
Food Service	310,952	352,027	-11.67	2,937,776	3,725,099	-21.14	3,593,837	4,530,710	-20.68
<b>Styles</b>									
Whole	2,231	2,064	8.10	18,275	21,770	-16.06	21,066	26,743	-21.23
Pitted	744,369	565,477	31.64	6,801,544	7,332,633	-7.24	8,070,498	8,817,899	-8.48
Wedged	4,279	5,202	-17.74	46,590	48,965	-4.85	57,408	61,681	-6.93
Sliced	393,751	396,804	-0.77	3,662,813	4,150,696	-11.75	4,421,393	5,055,912	-12.55
Chopped	31,691	26,685	18.76	326,415	349,783	-6.68	396,625	430,153	-7.79
Broken Pitted	4,569	5,359	-14.74	53,370	63,186	-15.54	62,531	67,726	-7.67
<b>Key Items</b>									
24/300 Pitted	675,552	484,032	39.57	6,221,642	6,419,367	-3.08	7,332,764	7,709,780	-4.89
6/10 Pitted	62,963	78,730	-20.03	536,323	887,787	-39.59	688,565	1,075,745	-35.99
6/10 Sliced	240,322	263,562	-8.82	2,314,446	2,738,850	-15.50	2,798,551	3,326,555	-15.87
24/300 Whole	1,641	1,131	45.09	11,400	12,126	-5.99	12,795	13,946	-8.25
6/10 Whole	590	933	-36.76	6,875	9,644	-28.72	8,271	12,797	-35.37
6/10 Wedged	4,115	4,710	-12.63	44,705	47,079	-5.04	55,113	59,385	-7.19
2.25 Sliced	85,162	62,997	35.19	715,687	780,720	-8.33	847,275	944,250	-10.27
4.5 Chopped	28,060	22,550	24.43	283,326	301,022	-5.88	344,061	364,604	-5.63

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**Summary Report - Packout and Inventory**  
**Month Ending May 31, 2008**  
**Converted 24/300 Case Basis**

Item	Monthly Packout			Year to Date Packout			Inventory		
	07/08	06/07	Percent Change	07/08	06/07	Percent Change	07/08	06/07	Percent Change
Total	1,166,012	1,234,205	-5.53	11,818,492	11,728,734	0.77	5,440,705	5,578,967	-2.48
<b>Markets</b>									
Consumer	713,758	908,882	-21.47	7,525,930	8,553,090	-12.01	4,165,392	4,379,199	-4.88
Food Service	452,254	325,324	39.02	4,292,562	3,175,643	35.17	1,275,313	1,199,767	6.30
<b>Styles</b>									
Whole	823	0	0.00	18,445	20,853	-11.55	19,303	19,000	1.60
Pitted	660,267	761,669	-13.31	7,542,109	7,350,646	2.60	3,786,127	3,957,879	-4.34
Wedged	26,431	23,678	11.63	54,231	61,082	-11.22	44,344	41,986	5.61
Sliced	426,683	420,166	1.55	3,768,943	3,959,709	-4.82	1,198,812	1,202,788	-0.33
Chopped	38,487	26,853	43.32	410,892	311,946	31.72	363,394	291,307	24.75
Broken Pitt	13,321	1,839	624.36	23,871	24,498	-2.56	28,725	66,007	-56.48
<b>Key Items</b>									
24/300 Pitt	544,110	699,872	-22.26	5,744,126	6,706,019	-14.34	3,284,299	3,495,196	-6.03
6/10 Pitt	100,365	59,114	69.78	1,762,041	624,310	182.24	470,124	421,384	11.57
6/10 Sliced	319,959	241,808	32.32	2,415,989	2,426,214	-0.42	694,575	676,265	2.71
24/300 Whole	823	0	0.00	11,106	7,029	58.00	9,448	8,227	14.84
6/10 Whole	0	0	0.00	7,339	13,824	-46.91	9,855	10,751	-8.34
6/10 Wedged	24,990	22,493	11.10	51,608	58,697	-12.08	42,377	40,420	4.84
2.25 Sliced	45,190	73,390	-38.42	723,574	885,276	-18.27	236,176	232,330	1.66
4.5 Chopped	30,353	24,944	21.68	347,709	249,509	39.36	301,242	235,657	27.83

Approximate Supply in Converted Cases

Total Inventory	5,440,705
Converted Storage	6,930,727
Approximate Supply	12,371,433

**Storage Report**  
**Month Ending May 31, 2008**

Whole Canning Sizes	
Size	Tons
Small	11,440
Medium	9,652
Large	10,632
Ex. Large	3,120
Ex.Large Sev. "C"	299
Jumbo	1,152
Colossal	846
Super Colossal	466
Orchard Run	0
Total Canning	37,607
Limited	7,107
Total	44,714
Total Converted (*155)	6,930,727

**Packout - Month Ending May 31, 2008**

Item	6 No. 10s	24 No. 300s	24 Buff	24 4.5 oz	24 2.25 oz	Total	Conv. Total
<b>RIPE WHOLE</b>							
Small	0	0	0			0	0
Medium	0	0	0			0	0
Large	0	0	0			0	0
Ex. Large	0	0	0			0	0
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	0	823	0			823	823
Colossal	0	0	0			0	0
Super Colossal	0	0	0			0	0
Green Ripe Whole	0	0	0			0	0
Total	0	823	0			823	
Conv. Total	0	823	0				823
Prior Year	0	0	0				0
<b>RIPE PITTED</b>							
Small	0	48,562	0			48,562	48,562
Medium	25,991	274,315	14,262			314,568	337,936
Large	5,489	15,601	12,918			34,008	34,792
Ex. Large	0	45,095	0			45,095	45,095
Ex. Large Sev "C"	6,395	0	0			6,395	13,615
Jumbo	9,267	50,692	0			59,959	70,421
Colossal	0	90,984	0			90,984	90,984
Sup. Colossal	0	18,861	0			18,861	18,861
Green Ripe Whole	0	0	0			0	0
Total	47,142	544,110	27,180			618,432	
Conv. Total	100,365	544,110	15,792				660,267
Prior Year	59,114	699,872	2,683				761,669
<b>LIMITED</b>							
Segmented	9,705	0	0	0	3,514	13,219	26,431
Sliced	124,256	0	89,962	0	110,220	324,438	426,683
Chopped	1,810	0	971	39,165	0	41,946	38,487
Total	135,771	0	90,933	39,165	113,734	379,603	
Conv. Total	351,889	0	62,728	30,353	46,631		491,601
Prior Year	266,210	22,235	82,734	24,944	74,575		470,698
<b>BROKEN PITTED</b>							
Bkn. Pitted	0	13,321				13,321	13,321
Bkn. Pitted Green Ripe	0	0				0	0
Total	0	13,321				13,321	
Conv. Total	0	13,321					13,321
Prior Year	0	1,839					1,839

Converted Total

1,166,012

**Cumulative Packout - Month Ending May 31, 2008**

Item	6 No. 10s	24 No. 300s	24 Buff	24 4.5 oz	24 2.25 oz	Total	Conv. Total
<b>RIPE WHOLE</b>							
Small	0	0	0			0	0
Medium	0	2,758	0			2,758	2,758
Large	0	6,007	0			6,007	6,007
Ex. Large	0	0	0			0	0
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	3,334	823	0			4,157	7,921
Colossal	113	1,518	0			1,631	1,759
Super Colossal	0	0	0			0	0
Green Ripe Whole	0	0	0			0	0
Total	3,447	11,106	0			14,553	
Conv. Total	7,339	11,106	0				18,445
Prior Year	13,824	7,029	0				20,853
<b>RIPE PITTED</b>							
Small	81,549	248,170	10,665			340,384	427,984
Medium	320,051	1,462,441	24,744			1,807,236	2,158,206
Large	142,260	1,510,114	26,453			1,678,827	1,828,355
Ex. Large	232,184	1,972,989	0			2,205,173	2,467,309
Ex. Large Sev "C"	13,243	0	0			13,243	28,194
Jumbo	27,479	229,268	0			256,747	287,771
Colossal	10,872	261,781	0			272,653	284,927
Sup. Colossal	0	29,417	0			29,417	29,417
Green Ripe Whole	0	29,946	0			29,946	29,946
Total	827,638	5,744,126	61,862			6,633,626	
Conv. Total	1,762,041	5,744,126	35,942				7,542,109
Prior Year	624,310	6,706,019	20,317				7,350,646
<b>LIMITED</b>							
Segmented	20,042	0	0	0	6,398	26,440	54,231
Sliced	938,248	78,870	785,238	0	1,764,815	3,567,171	3,768,943
Chopped	14,307	1,767	3,396	448,657	0	468,127	410,892
Total	972,597	80,637	788,634	448,657	1,771,213	4,061,738	
Conv. Total	2,522,450	96,430	541,280	347,709	726,197		4,234,067
Prior Year	2,537,510	102,312	555,746	249,509	887,661		4,332,737
<b>BROKEN PITTED</b>							
Bkn. Pitted	344	23,139				23,483	23,871
Bkn. Pitted Green Ripe	0	0				0	0
Total	344	23,139				23,483	
Conv. Total	732	23,139					23,871
Prior Year	0	24,498					24,498

Converted Total

11,818,492

**Inventory - Month Ending May 31, 2008**

Item	6 No. 10s	24 No. 300s	24 Buff	24 4.5 oz	24 2.25 oz	Total	Conv. Total
<b>RIPE WHOLE</b>							
Small	0	102	0			102	102
Medium	0	3,060	0			3,060	3,060
Large	0	3,346	0			3,346	3,346
Ex. Large	0	0	0			0	0
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	4,516	866	0			5,382	10,481
Colossal	113	1,703	0			1,816	1,944
Super Colossal	0	371	0			371	371
Green Ripe Whole	0	0	0			0	0
Total	4,629	9,448	0			14,077	
Conv. Total	9,855	9,448	0				19,303
Prior Year	10,751	8,227	21				19,000
<b>RIPE PITTED</b>							
Small	6,908	195,358	8,001			210,267	214,714
Medium	57,317	843,279	27,505			928,101	981,287
Large	42,550	971,377	19,063			1,032,990	1,073,042
Ex. Large	60,653	765,054	0			825,707	894,184
Ex. Large Sev "C"	13,243	0	0			13,243	28,194
Jumbo	28,700	234,224	0			262,924	295,326
Colossal	10,429	220,063	0			230,492	242,266
Sup. Colossal	0	29,080	0			29,080	29,080
Green Ripe Whole	1,019	25,864	0			26,883	28,033
Total	220,819	3,284,299	54,569			3,559,687	
Conv. Total	470,124	3,284,299	31,705				3,786,127
Prior Year	421,384	3,495,196	41,298				3,957,879
<b>LIMITED</b>							
Segmented	16,457	0	0	0	4,797	21,254	44,344
Sliced	269,738	47,745	310,233	0	576,039	1,203,755	1,198,812
Chopped	15,037	1,513	768	388,699	0	406,017	363,394
Total	301,232	49,258	311,001	388,699	580,836	1,631,026	
Conv. Total	794,604	59,417	213,144	301,242	238,143		1,606,550
Prior Year	767,159	76,894	222,476	235,657	233,896		1,536,082
<b>BROKEN PITTED</b>							
Bkn. Pitted	343	27,995				28,338	28,725
Bkn. Pitted Green Ripe	0	0				0	0
Total	343	27,995				28,338	
Conv. Total	730	27,995					28,725
Prior Year	473	65,534					66,007

Converted Total

5,440,705

**Sales - Month Ending May 31, 2008**

Item	6 No. 10s	24 No. 300s	24 Buff	24 4.5 oz	24 2.25 oz	Total	Conv. Total
<b>RIPE WHOLE</b>							
Small	0	0	0			0	0
Medium	0	0	0			0	0
Large	0	606	0			606	606
Ex. Large	0	0	0			0	0
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	277	714	0			991	1,304
Colossal	0	311	0			311	311
Super Colossal	0	10	0			10	10
Green Ripe Whole	0	0	0			0	0
Total	277	1,641	0			1,918	
Conv. Total	590	1,641	0				2,231
Prior Year	933	1,131	0				2,064
<b>RIPE PITTED</b>							
Small	364	75,088	7,420			82,872	80,174
Medium	13,652	171,079	1,085			185,816	200,774
Large	3,115	254,591	1,570			259,276	262,135
Ex. Large	9,285	112,809	0			122,094	132,577
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	2,420	44,069	0			46,489	49,221
Colossal	626	12,030	0			12,656	13,363
Sup. Colossal	0	2,433	0			2,433	2,433
Green Ripe Whole	112	3,453	0			3,565	3,691
Total	29,574	675,552	10,075			715,201	
Conv. Total	62,963	675,552	5,854				744,369
Prior Year	78,730	484,032	2,715				565,477
<b>LIMITED</b>							
Segmented	1,598	0	0	0	400	1,998	4,279
Sliced	93,329	8,619	85,062	0	207,713	394,723	393,751
Chopped	771	0	549	36,206	0	37,526	31,691
Total	95,698	8,619	85,611	36,206	208,113	434,247	
Conv. Total	247,393	10,084	58,858	28,060	85,326		429,721
Prior Year	272,343	10,889	59,420	22,550	63,489		428,690
<b>BROKEN PITTED</b>							
Bkn. Pitted	3	4,563				4,566	4,569
Bkn. Pitted Green Ripe	0	0				0	0
Total	3	4,563				4,566	
Conv. Total	6	4,563					4,569
Prior Year	21	5,338					5,359

Converted Total

1,180,890

**Cumulative Sales - Month Ending May 31, 2008**

Item	6 No. 10s	24 No. 300s	24 Buff	24 4.5 oz	24 2.25 oz	Total	Conv. Total
<b>RIPE WHOLE</b>							
Small	0	102	0			102	102
Medium	0	1,375	0			1,375	1,375
Large	0	5,102	0			5,102	5,102
Ex. Large	0	227	0			227	227
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	2,975	2,374	0			5,349	8,708
Colossal	254	1,555	0			1,809	2,096
Super Colossal	0	665	0			665	665
Green Ripe Whole	0	0	0			0	0
Total	3,229	11,400	0			14,629	
Conv. Total	6,875	11,400	0				18,275
Prior Year	9,644	12,126	0				21,770
<b>RIPE PITTED</b>							
Small	3,546	641,512	21,752			666,810	661,699
Medium	122,895	1,809,375	23,859			1,956,129	2,084,881
Large	29,840	2,378,351	29,397			2,437,588	2,458,960
Ex. Large	71,949	871,993	0			943,942	1,025,172
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	17,567	374,973	0			392,540	412,373
Colossal	5,724	91,092	0			96,816	103,278
Sup. Colossal	0	18,812	0			18,812	18,812
Green Ripe Whole	392	35,534	0			35,926	36,369
Total	251,913	6,221,642	75,008			6,548,563	
Conv. Total	536,323	6,221,642	43,580				6,801,544
Prior Year	887,787	6,419,367	25,479				7,332,633
<b>LIMITED</b>							
Segmented	17,361	0	0	0	4,598	21,959	46,590
Sliced	898,814	80,550	787,188	0	1,745,578	3,512,130	3,662,813
Chopped	9,165	1,156	4,255	365,582	0	380,158	326,415
Total	925,340	81,706	791,443	365,582	1,750,176	3,914,247	
Conv. Total	2,394,289	96,960	543,670	283,326	717,572		4,035,818
Prior Year	2,827,182	94,696	543,938	301,022	782,606		4,549,444
<b>BROKEN PITTED</b>							
Bkn. Pitted	136	53,080				53,216	53,370
Bkn. Pitted Green Ripe	0	0				0	0
Total	136	53,080				53,216	
Conv. Total	290	53,080					53,370
Prior Year	485	62,701					63,186

Converted Total

10,909,006

**Consecutive Sales - 12 Months Month Ending May 31, 2008**

Item	6 No. 10s	24 No. 300s	24 Buff	24 4.5 oz	24 2.25 oz	Total	Conv. Total
<b>RIPE WHOLE</b>							
Small	0	102	0			102	102
Medium	0	1,375	0			1,375	1,375
Large	0	5,697	0			5,697	5,697
Ex. Large	0	227	0			227	227
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	3,531	2,782	0			6,313	10,299
Colossal	354	1,896	0			2,250	2,650
Super Colossal	0	716	0			716	716
Green Ripe Whole	0	0	0			0	0
Total	3,885	12,795	0			16,680	
Conv. Total	8,271	12,795	0				21,066
Prior Year	12,797	13,946	0				26,743
<b>RIPE PITTED</b>							
Small	4,460	770,352	23,552			798,364	793,531
Medium	154,430	2,103,327	28,509			2,286,266	2,448,672
Large	47,309	2,806,486	32,567			2,886,362	2,926,128
Ex. Large	89,105	1,033,713	0			1,122,818	1,223,418
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	20,910	444,647	0			465,557	489,164
Colossal	6,816	111,231	0			118,047	125,742
Sup. Colossal	0	22,397	0			22,397	22,397
Green Ripe Whole	392	40,611	0			41,003	41,446
Total	323,422	7,332,764	84,628			7,740,814	
Conv. Total	688,565	7,332,764	49,169				8,070,498
Prior Year	1,075,745	7,709,780	32,374				8,817,899
<b>LIMITED</b>							
Segmented	21,403	0	0	0	5,598	27,001	57,408
Sliced	1,086,816	98,064	966,129	0	2,066,524	4,217,533	4,421,393
Chopped	11,181	1,632	4,765	443,950	0	461,528	396,625
Total	1,119,400	99,696	970,894	443,950	2,072,122	4,706,062	
Conv. Total	2,896,532	118,570	666,693	344,061	849,570		4,875,426
Prior Year	3,441,605	123,833	671,157	364,604	946,546		5,547,746
<b>BROKEN PITTED</b>							
Bkn. Pitted	220	62,063				62,283	62,531
Bkn. Pitted Green Ripe	0	0				0	0
Total	220	62,063				62,283	
Conv. Total	468	62,063					62,531
Prior Year	562	67,164					67,726

Converted Total

13,029,522