

# CALIFORNIA MONTHLY OLIVE REPORT

Released: June 22, 2001 -- Revised: July 11, 2001

<b>Summary Report - Sales</b>									
<b>Month Ending May 31, 2001</b>									
<b>Converted 24/300 Case Basis</b>									
Item	Monthly Sales			Year-to-Date Sales			Consecutive 12-Month Sales		
	00/01	99/00	% Change	00/01	99/00	% change	00/01	99/00	% change
<b>Total</b>	1,179,145	1,370,771	-13.98	11,867,229	13,367,361	-11.22	14,305,678	16,181,472	-11.59
<b>Markets</b>									
Consumer	765,999	875,740	-12.53	7,471,228	8,533,318	-12.45	8,899,439	10,281,244	-13.44
Food Service	413,145	495,032	-16.54	4,396,001	4,834,043	-9.06	5,406,239	5,900,228	-8.37
<b>Styles</b>									
Whole	3,300	6,759	-51.17	59,090	103,651	-42.99	72,664	118,350	-38.60
Pitted	694,922	825,628	-15.83	6,974,337	8,144,057	-14.36	8,352,145	9,787,477	-14.67
Wedged	8,121	8,912	-8.88	68,715	86,707	-20.75	84,721	106,889	-20.74
Sliced	415,610	466,723	-10.95	4,203,681	4,460,750	-5.76	5,127,106	5,472,115	-6.30
Chopped	48,641	51,634	-5.80	482,778	471,469	2.40	575,022	580,867	-1.01
Broken Pitt	8,550	11,116	-23.08	78,628	100,728	-21.94	94,021	115,773	-18.79
<b>Key Items</b>									
24/300 Pitt	580,005	683,086	-15.09	5,803,202	6,881,648	-15.67	6,925,987	8,246,848	-16.02
6/10 Pitt	107,119	133,369	-19.68	1,098,702	1,188,074	-7.52	1,341,325	1,446,879	-7.30
6/10 Sliced	281,641	322,209	-12.59	3,052,729	3,381,753	-9.73	3,759,206	4,129,425	-8.97
24/300 Whole	1,461	4,166	-64.93	37,623	78,818	-52.27	45,023	87,351	-48.46
6/10 Whole	1,839	2,593	-29.06	20,675	24,124	-14.30	26,642	30,023	-11.26
6/10 Wedged	7,957	8,832	-9.91	66,386	84,125	-21.09	82,150	103,039	-20.27
2.25 Sliced	74,893	80,081	-6.48	665,887	651,504	2.21	808,486	818,261	-1.19
4.5 Chopped	33,905	34,109	-0.60	318,671	309,433	2.99	368,713	380,375	-3.07

<b>Summary Report - Packout and Inventory</b>				
<b>Month Ending May 31, 2001</b>				
<b>Converted 24/300 Case Basis</b>				
Item	Monthly Packout	Year-to-Date Packout	Inventory	
			37,072	99/00 % change
<b>Total</b>	840,485	11,326,862	5,811,613	7,050,524 -17.57
<b>Markets</b>				
Consumer	430,386	7,149,083	4,205,484	5,162,293 -18.53

Food Service	410,099	4,177,779	1,606,129	1,888,231	-14.94
Styles					
Whole	3,045	81,559	81,195	77,014	5.43
Pitted	291,101	6,681,023	4,261,620	5,324,652	-19.96
Wedged	0	137,534	81,052	40,145	101.90
Sliced	499,387	3,903,819	1,168,065	1,344,086	-13.10
Chopped	41,450	486,753	172,098	188,851	-8.87
Broken Pitt	5,502	36,173	47,582	75,776	-37.21
Key Items					
24/300 Pitt	221,214	5,328,909	3,454,296	4,558,486	-24.22
6/10 Pitt	69,887	1,262,919	737,856	711,005	3.78
6/10 Sliced	330,965	2,616,862	700,941	1,037,851	-32.46
24/300 Whole	3,045	39,700	41,848	50,426	-17.01
6/10 Whole	0	41,513	38,793	25,469	52.31
6/10 Wedged	0	130,918	73,274	36,102	102.96
2.25 Sliced	79,485	732,397	259,781	188,057	38.14
4.5 Chopped	32,202	331,912	112,177	103,237	8.66
			Approximate Supply in Converted Cases		
			Total Inventory	5,811,613	
			Converted Storage	2,973,058	
			Approximate Supply	8,784,671	

<b>Storage - Month Ending May 31, 2001</b>	
Whole Canning Sizes	
Size	Tons
Small	3,412
Medium	717
Large	1,956
Ex. Large	3,640
Ex.Large Sev. "C"	274
Jumbo	1,373
Colossal	1,773
Super Colossal	293
Orchard Run	0
Total Canning	13,439
Limited	5,742
Total	19,181

Total Converted (*155)	2,973,058
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Packout - Month Ending May 31, 2001							
<b>Ripe Whole</b>	<b>6 No. 10s</b>	<b>24 No. 300s</b>	<b>24 Buff</b>			<b>Total</b>	<b>Conv. Total</b>
Small	0	0	0			0	0
Medium	0	0	0			0	0
Large	0	3,045	0			3,045	3,045
Ex. Large	0	0	0			0	0
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
<b>Total</b>	<b>0</b>	<b>3,045</b>	<b>0</b>			<b>3,045</b>	
<b>Conv. Total</b>	<b>0</b>	<b>3,045</b>	<b>0</b>				<b>3,045</b>
<b>Ripe Pitted</b>	<b>6 No. 10s</b>	<b>24 No. 300s</b>	<b>24 Buff</b>			<b>Total</b>	<b>Conv. Total</b>
Small	0	33,936	0			33,936	33,936
Medium	15,960	82,674	0			98,634	116,653
Large	13,537	25,281	0			38,818	54,101
Ex. Large	0	37,646	0			37,646	37,646
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	0	8,937	0			8,937	8,937
Colossal	3,329	29,987	0			33,316	37,074
Sup. Colossal	0	2,753	0			2,753	2,753
Grn. Ripe Whole	0	0	0			0	0
<b>Total</b>	<b>32,826</b>	<b>221,214</b>	<b>0</b>			<b>254,040</b>	
<b>Conv. Total</b>	<b>69,887</b>	<b>221,214</b>	<b>0</b>				<b>291,101</b>
<b>Limited</b>	<b>6 No. 10s</b>	<b>24 No. 300s</b>	<b>24 Buff</b>	<b>24 4.5oz</b>	<b>24 2.25oz</b>	<b>Total</b>	<b>Conv. Total</b>
Segmented	0	0	0	0	0	0	0
Sliced	128,530	22,176	92,093	0	193,866	436,665	499,387
Chopped	2,412	0	0	41,551	0	43,963	41,450
<b>Total</b>	<b>130,942</b>	<b>22,176</b>	<b>92,093</b>	<b>41,551</b>	<b>193,866</b>	<b>480,628</b>	
<b>Conv. Total</b>	<b>340,212</b>	<b>25,946</b>	<b>62,992</b>	<b>32,202</b>	<b>79,485</b>		<b>540,837</b>
<b>Broken Pitt</b>	<b>6 No. 10s</b>	<b>24 No. 300s</b>				<b>Total</b>	<b>Conv. Total</b>
Bkn. Pitt	0	5,502				5,502	5,502
Bkn. Pitt Grn. Ripe	0	0				0	0
<b>Total</b>	<b>0</b>	<b>5,502</b>				<b>5,502</b>	

Conv. Total	0	5,502	5,502
Converted Total			840,485

### Cumulative Packout - Month Ending May 31, 2001

Ripe Whole	6 No. 10s	24 No. 300s	24 Buff	Total	Conv. Total		
Small	0	5,745	0	5,745	5,745		
Medium	0	4,965	0	4,965	4,965		
Large	0	12,422	595	13,017	12,768		
Ex. Large	0	5,010	0	5,010	5,010		
Ex. Large Sev "C"	0	0	0	0	0		
Jumbo	17,405	5,155	0	22,560	42,210		
Colossal	2,094	5,496	0	7,590	9,954		
Super Colossal	0	907	0	907	907		
Grn. Ripe Whole	0	0	0	0	0		
Total	19,499	39,700	595	59,794			
Conv. Total	41,513	39,700	346		81,559		
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff	Total	Conv. Total		
Small	3,284	826,988	6,175	836,447	837,567		
Medium	250,763	1,053,223	91,566	1,395,552	1,640,297		
Large	70,917	1,165,311	52,027	1,288,255	1,346,521		
Ex. Large	73,303	1,567,854	3,753	1,644,910	1,726,097		
Ex. Large Sev "C"	59,593	57,209	0	116,802	184,082		
Jumbo	124,653	359,740	0	484,393	625,126		
Colossal	10,685	263,608	0	274,293	286,356		
Sup. Colossal	0	27,195	0	27,195	27,195		
Grn. Ripe Whole	0	7,781	0	7,781	7,781		
Total	593,198	5,328,909	153,521	6,075,628			
Conv. Total	1,262,919	5,328,909	89,196		6,681,023		
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	50,842	0	0	0	16,136	66,978	137,534
Sliced	1,016,257	87,072	661,823	0	1,786,333	3,551,485	3,903,819
Chopped	32,535	0	24,473	428,274	0	485,282	486,753
Total	1,099,634	87,072	686,296	428,274	1,802,469	4,103,745	
Conv. Total	2,872,519	101,874	482,789	331,912	739,012		4,528,107
Broken Pitt	6 No. 10s	24 No. 300s	Total	Conv. Total			
Bkn. Pitt	389	35,345	35,734	36,173			

Bkn. Pitt Grn. Ripe	0	0			0	0
Total	389	35,345			35,734	
Conv. Total	828	35,345				36,173
<b>Converted Total</b>						11,326,862

<b>Inventory - Month Ending May 31, 2001</b>							
<b>Ripe Whole</b>	<b>6 No. 10s</b>	<b>24 No. 300s</b>	<b>24 Buff</b>			<b>Total</b>	<b>Conv. Total</b>
Small	43	6,377	0			6,420	6,469
Medium	655	6,157	0			6,812	7,551
Large	1,143	8,219	954			10,316	11,207
Ex. Large	379	4,803	0			5,182	5,610
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	13,682	3,646	0			17,328	32,775
Colossal	2,262	9,755	0			12,017	14,571
Super Colossal	57	2,701	0			2,758	2,822
Grn. Ripe Whole	0	190	0			190	190
<b>Total</b>	<b>18,221</b>	<b>41,848</b>	<b>954</b>			<b>61,023</b>	
<b>Conv. Total</b>	<b>38,793</b>	<b>41,848</b>	<b>554</b>				<b>81,195</b>
<b>Prior Year</b>	<b>25,469</b>	<b>50,462</b>	<b>1,082</b>				<b>77,014</b>
<b>Ripe Pitted</b>	<b>6 No. 10s</b>	<b>24 No. 300s</b>	<b>24 Buff</b>			<b>Total</b>	<b>Conv. Total</b>
Small	13,569	785,165	3,680			802,414	816,191
Medium	147,528	617,987	74,793			840,308	975,529
Large	51,134	762,369	37,847			851,350	893,222
Ex. Large	38,536	573,648	846			613,030	656,183
Ex. Large Sev "C"	2,273	2,460	0			4,733	7,299
Jumbo	77,154	398,053	2,401			477,608	563,709
Colossal	16,191	266,674	0			282,865	301,145
Sup. Colossal	189	18,692	0			18,881	19,094
Grn. Ripe Whole	0	29,248	0			29,248	29,248
<b>Total</b>	<b>346,574</b>	<b>3,454,296</b>	<b>119,567</b>			<b>3,920,437</b>	
<b>Conv. Total</b>	<b>737,856</b>	<b>3,454,296</b>	<b>69,468</b>				<b>4,261,620</b>
<b>Prior Year</b>	<b>711,005</b>	<b>4,558,486</b>	<b>55,161</b>				<b>5,324,652</b>
<b>Limited</b>	<b>6 No. 10s</b>	<b>24 No. 300s</b>	<b>24 Buff</b>	<b>24 4.5oz</b>	<b>24 2.25oz</b>	<b>Total</b>	<b>Conv. Total</b>
Segmented	28,456	1,865	0	0	13,647	43,968	81,052
Sliced	272,210	55,615	208,002	0	633,613	1,169,440	1,168,065
Chopped	14,047	1,080	2,868	144,744	0	162,739	172,098
<b>Total</b>	<b>314,713</b>	<b>58,560</b>	<b>210,870</b>	<b>144,744</b>	<b>647,260</b>	<b>1,376,147</b>	

Conv. Total	828,071	69,790	145,801	112,177	265,377	1,421,215
Prior Year	1,148,693	54,426	78,507	103,237	188,219	1,573,082
<b>Broken Pitt</b>	<b>6 No. 10s</b>	<b>24 No. 300s</b>				<b>Total</b>
Bkn. Pitt	662	46,173				46,835
Bkn. Pitt Grn. Ripe	0	0				0
Total	662	46,173				46,835
Conv. Total	1,409	46,173				47,582
Prior Year	3,064	72,712				75,776
<b>Converted Total</b>						<b>5,811,613</b>

<b>Sales - Month Ending May 31, 2001</b>						
<b>Ripe Whole</b>	<b>6 No. 10s</b>	<b>24 No. 300s</b>	<b>24 Buff</b>		<b>Total</b>	<b>Conv. Total</b>
Small	0	1	0		1	1
Medium	64	26	0		90	162
Large	24	911	0		935	962
Ex. Large	10	318	0		328	339
Ex. Large Sev "C"	0	0	0		0	0
Jumbo	747	0	0		747	1,590
Colossal	19	69	0		88	109
Super Colossal	0	136	0		136	136
Grn. Ripe Whole	0	0	0		0	0
<b>Total</b>	<b>864</b>	<b>1,461</b>	<b>0</b>		<b>2,325</b>	
Conv. Total	1,839	1,461	0			3,300
Prior Year	2,593	4,166	0			6,759
<b>Ripe Pitted</b>	<b>6 No. 10s</b>	<b>24 No. 300s</b>	<b>24 Buff</b>		<b>Total</b>	<b>Conv. Total</b>
Small	1,119	93,575	2,100		96,794	97,177
Medium	19,964	167,779	7,896		195,639	214,870
Large	5,663	217,759	3,324		226,746	231,747
Ex. Large	7,125	35,874	103		43,102	51,103
Ex. Large Sev "C"	4,836	0	0		4,836	10,296
Jumbo	9,094	44,173	0		53,267	63,534
Colossal	2,511	14,795	0		17,306	20,141
Sup. Colossal	2	3,771	0		3,773	3,775
Grn. Ripe Whole	0	2,279	0		2,279	2,279
<b>Total</b>	<b>50,314</b>	<b>580,005</b>	<b>13,423</b>		<b>643,742</b>	
Conv. Total	107,119	580,005	7,799			694,922
Prior Year	133,369	683,086	9,173			825,628

Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	3,090	0	0	0	400	3,490	8,121
Sliced	109,375	8,021	72,650	0	182,665	372,711	415,610
Chopped	3,741	0	319	43,749	0	47,809	48,641
Total	116,206	8,021	72,969	43,749	183,065	424,010	
Conv. Total	303,940	9,385	50,085	33,905	75,057		472,372
Prior Year	358,112	9,737	45,336	34,109	80,081		527,269
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	116	8,303				8,419	8,550
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	116	8,303				8,419	
Conv. Total	247	8,303					8,550
Prior Year	1,065	10,051					11,116
<b>Converted Total</b>							<b>1,179,145</b>

Cumulative Sales - Month Ending May 31, 2001							
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	3	3,543	0			3,546	3,549
Medium	418	5,630	0			6,048	6,520
Large	177	11,584	1,290			13,051	12,710
Ex. Large	31	3,251	74			3,356	3,360
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	8,179	4,914	0			13,093	22,327
Colossal	897	7,184	0			8,081	9,094
Super Colossal	6	1,502	0			1,508	1,515
Grn. Ripe Whole	0	15	0			15	15
Total	9,711	37,623	1,364			48,698	
Conv. Total	20,675	37,623	792				59,090
Prior Year	24,124	78,818	709				103,651
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	11,530	1,003,909	11,401			1,026,840	1,035,080
Medium	216,951	1,454,867	79,827			1,751,645	1,963,135
Large	52,090	2,245,128	30,618			2,327,836	2,373,817
Ex. Large	40,313	381,968	2,823			425,104	469,435
Ex. Large Sev "C"	77,670	10,200	0			87,870	175,559
Jumbo	95,917	483,222	0			579,139	687,429

Colossal	21,591	167,255	0			188,846	213,222
Sup. Colossal	3	29,300	0			29,303	29,306
Grn. Ripe Whole	0	27,353	0			27,353	27,353
Total	516,065	5,803,202	124,669			6,443,936	
Conv. Total	1,098,702	5,803,202	72,433				6,974,337
Prior Year	1,188,074	6,881,648	74,335				8,144,057
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	25,781	1,360	0	0	1,800	28,941	68,715
Sliced	1,185,526	69,929	589,544	0	1,624,114	3,469,113	4,203,681
Chopped	40,589	671	5,619	411,189	0	458,068	482,778
Total	1,251,896	71,960	595,163	411,189	1,625,914	3,956,122	
Conv. Total	3,274,734	84,985	410,159	318,671	666,625		4,755,174
Prior Year	3,618,601	97,123	339,844	309,433	653,924		5,018,926
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	888	76,737				77,625	78,628
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	888	76,737				77,625	
Conv. Total	1,891	76,737					78,628
Prior Year	3,245	97,483					100,728
						Converted Total	11,867,229

### Consecutive Sales - 12 Months Ending May 31, 2001

Ripe Whole	6 No. 10s	24 No. 300s	24 Buff		Total	Conv. Total
Small	3	4,904	0		4,907	4,910
Medium	428	5,853	0		6,281	6,764
Large	233	13,788	1,570		15,591	15,196
Ex. Large	39	3,371	149		3,559	3,541
Ex. Large Sev "C"	0	0	0		0	0
Jumbo	10,598	5,610	0		16,208	28,173
Colossal	1,006	9,741	0		10,747	11,883
Super Colossal	207	1,736	0		1,943	2,177
Grn. Ripe Whole	0	20	0		20	20
Total	12,514	45,023	1,719		59,256	
Conv. Total	26,642	45,023	999			72,664
Prior Year	30,023	87,351	976			118,350
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff		Total	Conv. Total

Small	14,929	1,169,257	13,141			1,197,327	1,208,676
Medium	264,397	1,764,071	93,391			2,121,859	2,381,232
Large	64,073	2,669,891	35,676			2,769,640	2,827,030
Ex. Large	47,648	448,145	3,803			499,596	551,797
Ex. Large Sev "C"	93,387	14,736	-100			108,023	213,499
Jumbo	118,565	615,176	100			733,841	867,659
Colossal	26,689	181,512	0			208,201	238,333
Sup. Colossal	338	35,531	0			35,869	36,251
Grn. Ripe Whole	0	27,668	0			27,668	27,668
Total	630,026	6,925,987	146,011			7,702,024	
Conv. Total	1,341,325	6,925,987	84,832				8,352,145
Prior Year	1,446,879	8,246,848	93,750				9,787,477
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	31,903	1,428	0	0	2,194	35,525	84,721
Sliced	1,459,886	78,181	684,126	0	1,971,917	4,194,110	5,127,106
Chopped	50,776	747	8,031	475,759	0	535,313	575,022
Total	1,542,565	80,356	692,157	475,759	1,974,111	4,764,948	
Conv. Total	4,036,032	94,898	477,820	368,713	809,386		5,786,849
Prior Year	4,419,835	118,461	419,729	380,375	821,472		6,159,872
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	1,052	91,781				92,833	94,021
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	1,052	91,781				92,833	
Conv. Total	2,240	91,781					94,021
Prior Year	3,492	112,281					115,773
Converted Total							14,305,678

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