

CALIFORNIA MONTHLY OLIVE REPORT

Released: November 6, 2001

Revised: September 3, 2002

Summary Report - Sales									
Month Ending September 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	1,161,440	1,160,798	0.06	2,203,686	2,307,775	-4.51	14,224,352	15,617,411	-8.92
Markets									
Consumer	723,608	671,945	7.69	1,325,260	1,327,424	-0.16	9,080,534	9,898,888	-8.27
Food Service	437,832	488,853	-10.44	878,426	980,351	-10.40	5,143,818	5,718,523	-10.05
Styles									
Whole	6,848	7,009	-2.30	11,703	14,074	-16.85	70,391	118,734	-40.72
Pitted	667,717	633,744	5.36	1,208,866	1,227,968	-1.56	8,412,770	9,394,683	-10.45
Wedged	7,473	6,950	7.52	14,142	17,093	-17.26	80,686	101,103	-20.19
Sliced	428,922	453,668	-5.45	860,556	930,093	-7.48	4,999,391	5,318,510	-6.00
Chopped	42,821	47,056	-9.00	93,000	97,782	-4.89	571,962	569,619	0.41
Broken Pitt	7,660	12,370	-38.08	15,419	20,765	-25.74	89,152	114,762	-22.32
Key Items									
24/300 Pitt	562,658	507,157	10.94	989,931	970,237	2.03	7,048,080	7,879,813	-10.56
6/10 Pitt	99,358	119,980	-17.19	205,710	244,571	-15.89	1,277,530	1,428,906	-10.59
6/10 Sliced	314,567	343,327	-8.38	626,850	681,999	-8.09	3,583,834	3,971,647	-9.76
24/300 Whole	4,855	3,003	61.67	7,803	8,337	-6.41	44,141	87,196	-49.38
6/10 Whole	1,714	3,762	-54.44	3,506	5,493	-36.16	25,146	30,379	-17.23
6/10 Wedged	7,473	6,950	7.52	13,732	17,093	-19.66	77,701	98,800	-21.36
2.25 Sliced	63,752	65,848	-3.18	129,905	142,639	-8.93	815,923	816,233	-0.04
4.5 Chopped	27,488	31,766	-13.46	63,369	65,079	-2.63	384,696	370,927	3.71

Summary Report - Packout and Inventory									
Month Ending September 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	1,225,076	1,350,963	-9.32	2,210,569	2,542,463	-13.05	4,642,762	6,803,969	-31.76

Markets									
Consumer	677,745	741,255	-8.57	1,159,653	1,315,041	-11.82	2,884,818	4,655,213	-38.03
Food Service	547,331	609,708	-10.23	1,050,917	1,227,422	-14.38	1,757,944	2,148,755	-18.19
Styles									
Whole	445	11,312	-96.07	3,329	22,636	-85.29	57,870	68,366	-15.35
Pitted	578,628	576,988	0.28	959,023	1,019,717	-5.95	2,928,218	4,487,149	-34.74
Wedged	0	10,027	-100.00	0	40,188	-100.00	84,427	67,482	25.11
Sliced	593,795	672,185	-11.66	1,163,611	1,326,431	-12.28	1,418,904	1,941,950	-26.93
Chopped	52,209	79,534	-34.36	84,091	131,712	-36.16	131,976	194,613	-32.19
Broken Pitt	0	918	-100.00	516	1,780	-71.00	21,367	44,409	-51.89
Key Items									
24/300 Pitt	487,377	492,591	-1.06	790,807	850,579	-7.03	2,301,885	3,930,325	-41.43
6/10 Pitt	91,251	75,777	20.42	165,994	160,518	3.41	573,301	507,175	13.04
6/10 Sliced	442,581	500,212	-11.52	867,129	986,712	-12.12	1,042,203	1,499,878	-30.51
24/300 Whole	0	3,247	-100.00	2,884	12,889	-77.62	29,428	44,249	-33.49
6/10 Whole	0	8,065	-100.00	0	9,747	-100.00	28,082	23,364	20.19
6/10 Wedged	0	10,027	-100.00	0	40,188	-100.00	77,314	63,682	21.41
2.25 Sliced	109,917	105,844	3.85	188,022	221,336	-15.05	222,225	282,405	-21.31
4.5 Chopped	37,694	63,907	-41.02	64,540	99,673	-35.25	89,812	133,460	-32.71
							Approximate Supply in Converted Cases		
							Total Inventory	4,642,762	
							Converted Storage	6,834,688	
							Approximate Supply	11,477,450	

Storage - Month Ending September 30, 2001	
Whole Canning Sizes	
Size	Tons
Small	7,338
Medium	7,474
Large	9,884
Ex. Large	7,782
Ex.Large Sev. "C"	497
Jumbo	2,655
Colossal	1,851
Super Colossal	376
Orchard Run	0

Total Canning	37,857
Limited	6,237
Total	44,095
Total Converted (*155)	6,834,688

Packout - Month Ending September 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	766		766	445	
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	
Total	0	0	766		766		
Conv. Total	0	0	445			445	
Prior Year	8,065	3,247	0			11,312	
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff		Total	Conv. Total	
Small	0	84,780	0		84,780	84,780	
Medium	24,052	180,540	0		204,592	231,747	
Large	6,470	134,288	0		140,758	148,063	
Ex. Large	10,614	72,256	0		82,870	94,853	
Ex. Large Sev "C"	0	0	0		0	0	
Jumbo	1,725	0	0		1,725	3,673	
Colossal	0	0	0		0	0	
Sup. Colossal	0	0	0		0	0	
Grn. Ripe Whole	0	15,513	0		15,513	15,513	
Total	42,861	487,377	0		530,238		
Conv. Total	91,251	487,377	0			578,628	
Prior Year	75,777	492,591	8,620			576,988	
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	0	0	0	0	0	0	0
Sliced	171,876	0	60,375	0	268,091	500,342	593,795
Chopped	3,521	0	825	48,638	0	52,984	52,209
Total	175,397	0	61,200	48,638	268,091	553,326	

Conv. Total	456,080	0	42,311	37,694	109,917		646,003	
Prior Year	525,866	885	65,245	63,907	105,844	0	761,745	
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total	
Bkn. Pitt	0	0				0	0	
Bkn. Pitt Grn. Ripe	0	0				0	0	
Total	0	0				0		
Conv. Total	0	0					0	
Prior Year	0	918					918	
Converted Total								1,225,076

Cumulative Packout - Month Ending September 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	766			766	445
Ex. Large	0	0	0			0	0
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	2,884	766			3,650	
Conv. Total	0	2,884	445				3,329
Prior Year	9,747	12,889	0				22,636
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	0	106,939	0			106,939	106,939
Medium	26,482	235,188	3,824			265,494	293,790
Large	24,019	347,407	0			371,426	398,543
Ex. Large	11,424	72,256	0			83,680	96,578
Ex. Large Sev "C"	5,890	0	0			5,890	12,540
Jumbo	1,725	0	0			1,725	3,673
Colossal	8,428	11,788	0			20,216	29,731
Sup. Colossal	0	1,716	0			1,716	1,716
Grn. Ripe Whole	0	15,513	0			15,513	15,513
Total	77,968	790,807	3,824			872,599	
Conv. Total	165,994	790,807	2,222				959,023
Prior Year	160,518	850,579	8,620				1,019,717

Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	0	0	0	0	0	0	0
Sliced	336,749	767	157,255	0	458,591	953,362	1,163,611
Chopped	4,589	0	1,591	83,277	0	89,457	84,091
Total	341,338	767	158,846	83,277	458,591	1,042,819	
Conv. Total	884,723	897	109,519	64,540	188,022		1,247,702
Prior Year	1,057,158	885	119,280	99,673	221,336		1,498,330
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	94	316				410	516
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	94	316				410	
Conv. Total	200	316					516
Prior Year	0	1,780					1,780
Converted Total							2,210,569

Inventory - Month Ending September 30, 2001							
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	26	3,302	0			3,328	3,357
Medium	661	5,685	0			6,346	7,092
Large	568	3,565	621			4,754	5,135
Ex. Large	379	3,322	0			3,701	4,129
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	10,316	5,268	0			15,584	27,231
Colossal	1,186	6,129	0			7,315	8,654
Super Colossal	54	1,967	0			2,021	2,082
Grn. Ripe Whole	0	190	0			190	190
Total	13,190	29,428	621			43,239	
Conv. Total	28,082	29,428	361				57,870
Prior Year	23,364	44,249	753				68,366
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	7,562	601,010	3,564			612,136	619,180
Medium	113,071	376,693	53,521			543,285	648,517
Large	28,256	468,630	31,275			528,161	546,958
Ex. Large	48,822	373,546	521			422,889	477,791
Ex. Large Sev "C"	6,117	822	0			6,939	13,845
Jumbo	45,085	230,520	2,396			278,001	327,898

Colossal	20,209	206,891	0			227,100	249,916
Sup. Colossal	160	10,531	0			10,691	10,872
Grn. Ripe Whole	0	33,242	0			33,242	33,242
Total	269,282	2,301,885	91,277			2,662,444	
Conv. Total	573,301	2,301,885	53,032				2,928,218
Prior Year	507,175	3,930,325	49,649				4,487,149
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	30,025	1,856	0	0	12,051	43,932	84,427
Sliced	404,739	41,967	154,058	0	542,011	1,142,775	1,418,904
Chopped	9,431	1,268	2,460	115,886	0	129,045	131,976
Total	444,195	45,091	156,518	115,886	554,062	1,315,752	
Conv. Total	1,155,676	54,253	108,401	89,812	227,165		1,635,307
Prior Year	1,616,052	39,639	132,489	133,460	282,405		2,204,045
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	416	20,481				20,897	21,367
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	416	20,481				20,897	
Conv. Total	886	20,481					21,367
Prior Year	2,165	42,244					44,409
Converted Total							4,642,762

Sales - Month Ending September 30, 2001							
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	0	0	0			0	0
Medium	0	210	0			210	210
Large	0	1,786	480			2,266	2,065
Ex. Large	0	128	0			128	128
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	762	456	0			1,218	2,078
Colossal	43	1,986	0			2,029	2,078
Super Colossal	0	289	0			289	289
Grn. Ripe Whole	0	0	0			0	0
Total	805	4,855	480			6,140	
Conv. Total	1,714	4,855	279				6,848
Prior Year	3,762	3,003	244				7,009
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total

Small	1,131	109,802	2,740			113,673	113,802
Medium	19,769	145,404	4,062			169,235	189,852
Large	4,549	201,695	3,010			209,254	213,129
Ex. Large	12,164	38,174	0			50,338	64,071
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	7,363	49,123	0			56,486	64,799
Colossal	1,693	13,372	0			15,065	16,976
Sup. Colossal	0	2,566	0			2,566	2,566
Grn. Ripe Whole	0	2,522	0			2,522	2,522
Total	46,669	562,658	9,812			619,139	
Conv. Total	99,358	562,658	5,701				667,717
Prior Year	119,980	507,157	6,607				633,744
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	2,902	0	0	0	0	2,902	7,473
Sliced	122,162	10,637	55,786	0	155,492	344,077	428,922
Chopped	3,815	20	536	35,469	0	39,840	42,821
Total	128,879	10,657	56,322	35,469	155,492	386,819	
Conv. Total	336,667	12,492	38,817	27,488	63,752		479,216
Prior Year	364,958	6,956	38,147	31,766	65,848		507,675
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	44	7,566				7,610	7,660
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	44	7,566				7,610	
Conv. Total	94	7,566					7,660
Prior Year	153	12,217					12,370
Converted Total							1,161,440

Cumulative Sales - Month Ending September 30, 2001

Ripe Whole	6 No. 10s	24 No. 300s	24 Buff	Total	Conv. Total
Small	0	136	0	136	136
Medium	0	261	0	261	261
Large	64	4,118	677	4,859	4,648
Ex. Large	0	349	0	349	349
Ex. Large Sev "C"	0	0	0	0	0
Jumbo	1,440	457	0	1,897	3,523
Colossal	143	2,142	0	2,285	2,446
Super Colossal	0	340	0	340	340

Grn. Ripe Whole	0	0	0			0	0
Total	1,647	7,803	677			10,127	
Conv. Total	3,506	7,803	393				11,703
Prior Year	5,493	8,337	244				14,074
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	2,128	186,835	4,071			193,034	193,731
Medium	42,426	247,630	12,010			302,066	344,933
Large	9,192	375,665	6,220			391,077	398,849
Ex. Large	23,425	61,885	460			85,770	112,024
Ex. Large Sev "C"	840	0	0			840	1,788
Jumbo	14,588	79,209	0			93,797	110,267
Colossal	4,024	27,255	0			31,279	35,822
Sup. Colossal	0	6,825	0			6,825	6,825
Grn. Ripe Whole	0	4,627	0			4,627	4,627
Total	96,623	989,931	22,761			1,109,315	
Conv. Total	205,710	989,931	13,224				1,208,866
Prior Year	244,571	970,237	13,160				1,227,968
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	5,333	0	0	0	1,000	6,333	14,142
Sliced	243,437	18,066	120,853	0	316,841	699,197	860,556
Chopped	7,371	20	1,076	81,767	0	90,234	93,000
Total	256,141	18,086	121,929	81,767	317,841	795,764	
Conv. Total	668,843	21,184	83,987	63,369	130,315		967,699
Prior Year	729,844	16,530	90,875	65,079	142,639		1,044,968
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	172	15,053				15,225	15,419
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	172	15,053				15,225	
Conv. Total	366	15,053					15,419
Prior Year	443	20,322					20,765
						Converted Total	2,203,686

Consecutive Sales - 12 Months Ending September 30, 2001							
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	19	5,163	0			5,182	5,203
Medium	338	5,740	0			6,078	6,460

Large	388	13,889	1,827			16,104	15,777
Ex. Large	20	3,029	74			3,123	3,115
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	9,505	5,513	0			15,018	25,749
Colossal	1,541	9,148	0			10,689	12,429
Super Colossal	0	1,644	0			1,644	1,644
Grn. Ripe Whole	0	15	0			15	15
Total	11,811	44,141	1,901			57,853	
Conv. Total	25,146	44,141	1,104				70,391
Prior Year	30,379	87,196	1,159				118,734
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	13,704	1,281,202	15,212			1,310,118	1,319,216
Medium	251,809	1,760,516	93,398			2,105,723	2,350,882
Large	62,028	2,747,766	37,602			2,847,396	2,901,670
Ex. Large	79,358	454,437	3,806			537,601	625,601
Ex. Large Sev "C"	62,007	6,800	-100			68,707	138,755
Jumbo	105,861	531,306	100			637,267	756,742
Colossal	25,262	197,942	0			223,204	251,725
Sup. Colossal	32	34,808	0			34,840	34,876
Grn. Ripe Whole	0	33,303	0			33,303	33,303
Total	600,061	7,048,080	150,018			7,798,159	
Conv. Total	1,277,530	7,048,080	87,160				8,412,770
Prior Year	1,428,906	7,879,813	85,964				9,394,684
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	30,175	1,360	0	0	3,400	34,935	80,686
Sliced	1,391,780	87,520	726,954	0	1,990,055	4,196,309	4,999,391
Chopped	46,282	536	6,960	496,382	0	550,160	571,962
Total	1,468,237	89,416	733,914	496,382	1,993,455	4,781,404	
Conv. Total	3,838,979	105,249	505,797	384,696	817,317		5,652,038
Prior Year	4,255,721	107,695	436,594	370,927	818,294		5,989,232
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	1,016	86,989				88,005	89,152
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	1,016	86,989				88,005	
Conv. Total	2,163	86,989					89,152
Prior Year	3,517	111,245					114,762
						Converted Total	14,224,352

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