

CALIFORNIA MONTHLY OLIVE REPORT

Released: February 8, 2002

Revised: September 3, 2002

Summary Report - Sales Month Ending December 31, 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	1,369,852	1,357,048	0.94	6,839,981	6,754,211	1.27	14,414,212	14,793,300	-2.56
Markets									
Consumer	969,074	912,159	6.24	4,809,595	4,472,572	7.54	9,419,721	9,191,567	2.48
Food Service	400,779	444,889	-9.91	2,030,386	2,281,639	-11.01	4,994,490	5,601,733	-10.84
Styles									
Whole	5,182	9,100	-43.06	27,330	32,771	-16.60	67,321	102,972	-34.62
Pitted	922,381	884,549	4.28	4,461,069	4,193,245	6.39	8,699,696	8,645,251	0.63
Wedged	6,661	7,377	-9.71	33,854	35,807	-5.45	81,683	95,206	-14.20
Sliced	385,444	404,902	-4.81	2,037,452	2,182,180	-6.63	4,924,200	5,266,808	-6.51
Chopped	39,179	44,138	-11.23	233,652	265,395	-11.96	545,001	581,791	-6.32
Broken Pitt	11,005	6,982	57.62	46,625	44,812	4.04	96,310	101,271	-4.90
Key Items									
24/300 Pitt	809,868	761,640	6.33	3,924,504	3,576,025	9.74	7,376,865	7,175,084	2.81
6/10 Pitt	106,139	113,416	-6.42	498,682	577,945	-13.71	1,237,128	1,383,907	-10.61
6/10 Sliced	277,255	308,480	-10.12	1,428,595	1,576,557	-9.39	3,491,020	3,897,695	-10.43
24/300 Whole	3,381	7,244	-53.33	18,608	20,836	-10.69	42,447	73,635	-42.35
6/10 Whole	1,801	1,856	-2.98	8,305	11,409	-27.21	24,028	28,245	-14.93
6/10 Wedged	6,579	7,298	-9.84	32,952	35,568	-7.36	78,445	93,738	-16.31
2.25 Sliced	59,186	53,504	10.62	336,391	357,595	-5.93	807,454	828,862	-2.58
4.5 Chopped	29,362	30,130	-2.55	169,055	182,393	-7.31	373,068	375,181	-0.56

Summary Report - Packout and Inventory Month Ending December 31, 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	1,461,436	901,224	62.16	7,028,960	5,989,575	17.35	4,737,135	5,721,405	-17.20
Markets									

Consumer	1,038,201	545,525	90.31	4,681,183	3,814,837	22.71	2,868,969	3,966,710	-27.67
Food Service	423,236	355,699	18.99	2,347,777	2,174,738	7.96	1,868,166	1,754,695	6.47
Styles									
Whole	1,428	12,509	-88.58	7,834	41,981	-81.34	43,923	66,835	-34.28
Pitted	1,044,318	597,009	74.92	4,206,898	3,418,286	23.07	2,861,732	3,858,781	-25.84
Wedged	0	7,148	-100.00	77	47,336	-99.84	66,239	47,769	38.67
Sliced	351,203	237,177	48.08	2,554,180	2,196,472	16.29	1,600,742	1,542,233	3.79
Chopped	61,357	47,044	30.42	250,867	282,854	-11.31	150,371	175,052	-14.10
Broken Pitt	3,130	336	831.55	9,104	2,646	244.07	14,127	30,735	-54.04
Key Items									
24/300 Pitt	868,395	401,796	116.13	3,662,921	2,818,632	29.95	2,193,303	3,258,790	-32.70
6/10 Pitt	171,808	193,890	-11.39	522,940	563,316	-7.17	623,863	549,186	13.60
6/10 Sliced	245,611	135,780	80.89	1,778,686	1,480,599	20.13	1,136,721	1,086,938	4.58
24/300 Whole	1,428	3,723	-61.64	7,389	21,702	-65.95	22,817	38,825	-41.23
6/10 Whole	0	8,786	-100.00	0	20,279	-100.00	20,768	27,539	-24.58
6/10 Wedged	0	7,148	-100.00	77	47,336	-99.84	59,619	44,228	34.80
2.25 Sliced	80,929	56,356	43.60	468,075	455,612	2.74	292,586	301,958	-3.10
4.5 Chopped	55,541	11,642	377.07	203,036	192,558	5.44	119,090	122,160	-2.51
							Approximate Supply in Converted Cases		
							Total Inventory	4,737,135	
							Converted Storage	15,259,339	
							Approximate Supply	19,996,474	

Storage - Month Ending December 31, 2001	
Whole Canning Sizes	
Size	Tons
Small	10,116
Medium	14,064
Large	24,041
Ex. Large	25,240
Ex.Large Sev. "C"	1,089
Jumbo	5,358
Colossal	3,404
Super Colossal	1,076
Orchard Run	0
Total Canning	84,386
Limited	14,061

Total	98,447
Total Converted (*155)	15,259,339

Packout - Month Ending December 31, 2001							
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	0	0	0			0	0
Medium	0	114	0			114	114
Large	0	1,314	0			1,314	1,314
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	1,428	0			1,428	
Conv. Total	0	1,428	0				1,428
Prior Year	8,786	3,723	0				12,509
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	718	92,367	0			93,085	93,896
Medium	32,630	138,846	2,915			174,391	210,009
Large	6,815	291,741	2,914			301,470	307,943
Ex. Large	35,401	312,599	1,253			349,253	388,696
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	5,135	22,550	0			27,685	33,482
Colossal	0	10,292	0			10,292	10,292
Sup. Colossal	0	0	0			0	0
Grn. Ripe Whole	0	0	0			0	0
Total	80,699	868,395	7,082			956,176	
Conv. Total	171,808	868,395	4,115				1,044,318
Prior Year	193,890	401,796	1,323				597,009
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	95,383	6,800	24,426	0	197,387	323,996	351,203
Chopped	1,517	0	0	71,666	0	73,183	61,357
Total	96,900	6,800	24,426	71,666	197,387	397,179	
Conv. Total	251,427	7,956	16,707	55,541	80,929		412,561
Prior Year	153,023	15,801	54,548	11,642	56,356		291,369

Broken Pitt	6 No. 10s	24 No. 300s	Total	Conv. Total
Bkn. Pitt	0	3,130	3,130	3,130
Bkn. Pitt Grn. Ripe	0	0	0	0
Total	0	3,130	3,130	
Conv. Total	0	3,130		3,130
Prior Year	0	336		336
			Converted Total	1,461,436

Cumulative Packout - Month Ending December 31, 2001							
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	0	0	0			0	0
Medium	0	114	0			114	114
Large	0	2,997	766			3,763	3,442
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	7,389	766			8,155	
Conv. Total	0	7,389	445				7,834
Prior Year	20,279	21,702	0				41,981
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	4,400	521,975	0			526,375	531,343
Medium	107,908	991,619	18,955			1,118,482	1,232,368
Large	60,536	1,371,749	16,000			1,448,285	1,509,926
Ex. Large	48,131	596,948	1,253			646,332	700,147
Ex. Large Sev "C"	5,890	0	0			5,890	12,540
Jumbo	9,318	45,417	0			54,735	65,255
Colossal	8,428	75,030	0			83,458	92,973
Sup. Colossal	0	2,622	0			2,622	2,622
Grn. Ripe Whole	1,016	57,561	0			58,577	59,724
Total	245,627	3,662,921	36,208			3,944,756	
Conv. Total	522,940	3,662,921	21,037				4,206,898
Prior Year	470,300	2,111,442	14,173				2,595,915
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	690,752	53,113	358,592	0	1,141,646	2,244,103	2,554,180	
Chopped	11,965	0	1,591	261,982	0	275,538	250,867	
Total	702,747	53,113	360,183	261,982	1,141,646	2,519,671		
Conv. Total	1,824,637	62,142	247,234	203,036	468,075		2,805,124	
Prior Year	1,359,198	31,056	222,662	149,353	371,261		2,120,802	
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total	
Bkn. Pitt	94	8,904				8,998	9,104	
Bkn. Pitt Grn. Ripe	0	0				0	0	
Total	94	8,904				8,998		
Conv. Total	200	8,904					9,104	
Prior Year	0	2,646					2,646	
Converted Total								7,028,960

Inventory - Month Ending December 31, 2001							
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	26	2,688	0			2,714	2,743
Medium	595	4,367	0			4,962	5,634
Large	568	3,633	581			4,782	5,180
Ex. Large	379	2,376	0			2,755	3,183
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	7,309	4,202	0			11,511	19,763
Colossal	824	3,808	0			4,632	5,562
Super Colossal	54	1,563	0			1,617	1,678
Grn. Ripe Whole	0	180	0			180	180
Total	9,755	22,817	581			33,153	
Conv. Total	20,768	22,817	338				43,923
Prior Year	27,539	38,825	472				66,835
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	9,133	574,603	3,084			586,820	595,839
Medium	134,189	433,688	36,525			604,402	740,597
Large	46,564	510,091	33,547			590,202	628,717
Ex. Large	53,394	393,554	1,154			448,102	507,900
Ex. Large Sev "C"	4,168	822	0			4,990	9,696
Jumbo	32,676	100,346	2,396			135,418	171,305
Colossal	12,733	114,363	0			127,096	141,472
Sup. Colossal	160	2,442	0			2,602	2,783

Grn. Ripe Whole	14	63,394	0			63,408	63,424
Total	293,031	2,193,303	76,706			2,563,040	
Conv. Total	623,863	2,193,303	44,566				2,861,732
Prior Year	549,186	3,258,790	50,805				3,858,781
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	23,153	1,856	0	0	10,851	35,860	66,239
Sliced	441,445	61,624	145,226	0	713,625	1,361,920	1,600,742
Chopped	6,993	1,102	1,529	153,664	0	163,288	150,371
Total	471,591	64,582	146,755	153,664	724,476	1,561,068	
Conv. Total	1,223,151	76,861	101,215	119,090	297,035		1,817,352
Prior Year	1,176,431	44,477	120,027	122,160	301,958		1,765,053
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	180	13,744				13,924	14,127
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	180	13,744				13,924	
Conv. Total	383	13,744					14,127
Prior Year	1,539	29,196					30,735
						Converted Total	4,737,135

Sales - Month Ending December 31, 2001

Ripe Whole	6 No. 10s	24 No. 300s	24 Buff		Total	Conv. Total
Small	0	408	0		408	408
Medium	8	193	0		201	210
Large	0	1,315	0		1,315	1,315
Ex. Large	0	426	0		426	426
Ex. Large Sev "C"	0	0	0		0	0
Jumbo	713	103	0		816	1,621
Colossal	125	698	0		823	964
Super Colossal	0	238	0		238	238
Grn. Ripe Whole	0	0	0		0	0
Total	846	3,381	0		4,227	
Conv. Total	1,801	3,381	0			5,182
Prior Year	1,856	7,244	0			9,100
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff		Total	Conv. Total
Small	896	132,199	300		133,395	134,281
Medium	21,265	198,672	6,866		226,803	247,934

Large	5,678	320,477	3,185			329,340	334,416
Ex. Large	10,483	65,479	620			76,582	88,158
Ex. Large Sev "C"	1,296	0	0			1,296	2,759
Jumbo	7,737	62,112	0			69,849	78,584
Colossal	2,499	23,800	0			26,299	29,120
Sup. Colossal	0	3,690	0			3,690	3,690
Grn. Ripe Whole	0	3,439	0			3,439	3,439
Total	49,854	809,868	10,971			870,693	
Conv. Total	106,139	809,868	6,374				922,381
Prior Year	113,416	761,640	9,493				884,549
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	2,555	0	0	0	200	2,755	6,661
Sliced	107,672	8,527	57,055	0	144,356	317,610	385,444
Chopped	2,304	10	780	37,887	0	40,981	39,179
Total	112,531	8,537	57,835	37,887	144,556	361,346	
Conv. Total	292,668	10,000	39,985	29,362	59,268		431,284
Prior Year	329,599	5,999	37,183	30,130	53,504		456,416
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	80	10,835				10,915	11,005
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	80	10,835				10,915	
Conv. Total	170	10,835					11,005
Prior Year	17	6,965					6,982
Converted Total							1,369,852

Cumulative Sales - Month Ending December 31, 2001

Ripe Whole	6 No. 10s	24 No. 300s	24 Buff	Total	Conv. Total
Small	0	1,564	0	1,564	1,564
Medium	24	878	0	902	929
Large	64	7,964	677	8,705	8,494
Ex. Large	0	1,268	40	1,308	1,291
Ex. Large Sev "C"	0	0	0	0	0
Jumbo	3,409	1,719	0	5,128	8,977
Colossal	404	4,461	0	4,865	5,321
Super Colossal	0	744	0	744	744
Grn. Ripe Whole	0	10	0	10	10
Total	3,901	18,608	717	23,226	

Conv. Total	8,305	18,608	417				27,330
Prior Year	11,409	20,836	524				32,771
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	5,361	693,804	6,546			705,711	709,021
Medium	99,868	988,007	39,519			1,127,394	1,223,587
Large	24,097	1,542,093	18,058			1,584,248	1,603,887
Ex. Large	55,110	251,784	1,080			307,974	369,741
Ex. Large Sev "C"	2,183	0	0			2,183	4,648
Jumbo	36,128	304,024	0			340,152	380,941
Colossal	10,486	110,953	0			121,439	133,278
Sup. Colossal	0	17,587	0			17,587	17,587
Grn. Ripe Whole	1,000	16,252	0			17,252	18,381
Total	234,233	3,924,504	65,203			4,223,940	
Conv. Total	498,682	3,924,504	37,883				4,461,069
Prior Year	577,945	3,576,025	39,276				4,193,244
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	12,797	0	0	0	2,200	14,997	33,854
Sliced	554,794	43,535	323,874	0	820,467	1,742,670	2,037,452
Chopped	15,906	186	2,582	218,136	0	236,810	233,652
Total	583,497	43,721	326,456	218,136	822,667	1,994,477	
Conv. Total	1,522,530	51,373	224,706	169,055	337,293		2,304,958
Prior Year	1,691,338	41,409	210,649	182,394	357,594		2,483,381
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	408	45,756				46,164	46,625
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	408	45,756				46,164	
Conv. Total	869	45,756					46,625
Prior Year	945	43,867					44,812
						Converted Total	6,839,981

Consecutive Sales - 12 Months Ending December 31, 2001

Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	16	4,604	0			4,620	4,638
Medium	298	5,699	0			5,997	6,333
Large	316	13,573	1,377			15,266	15,046
Ex. Large	-36	3,037	80			3,081	3,007

Ex. Large Sev "C"	0	0	0			0	0	
Jumbo	9,251	5,392	0			14,643	25,087	
Colossal	1,441	8,454	0			9,895	11,522	
Super Colossal	0	1,678	0			1,678	1,678	
Grn. Ripe Whole	0	10	0			10	10	
Total	11,286	42,447	1,457			55,190		
Conv. Total	24,028	42,447	847				67,321	
Prior Year	28,245	70,635	1,091				102,972	
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total	
Small	12,743	1,347,769	13,667			1,374,179	1,382,839	
Medium	241,123	1,838,708	91,609			2,171,440	2,405,284	
Large	60,409	2,902,297	38,598			3,001,304	3,053,333	
Ex. Large	100,287	475,049	3,636			578,972	690,673	
Ex. Large Sev "C"	42,327	1,700	-100			43,927	91,756	
Jumbo	98,597	534,926	100			633,623	744,897	
Colossal	24,566	207,680	0			232,246	259,981	
Sup. Colossal	32	33,754	0			33,786	33,822	
Grn. Ripe Whole	1,000	34,982	0			35,982	37,111	
Total	581,084	7,376,865	147,510			8,105,459		
Conv. Total	1,237,128	7,376,865	85,703				8,699,696	
Prior Year	1,383,906	7,175,084	86,259				8,645,250	
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total	
Segmented	30,464	1,156	0	0	4,600	36,220	81,683	
Sliced	1,355,736	92,284	756,950	0	1,969,399	4,174,369	4,924,200	
Chopped	42,177	526	7,309	481,378	0	531,390	545,001	
Total	1,428,377	93,966	764,259	481,378	1,973,999	4,741,979		
Conv. Total	3,731,172	110,561	526,744	373,068	809,340		5,550,884	
Prior Year	4,186,208	96,443	456,124	375,182	829,851		5,943,805	
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total	
Bkn. Pitt	1,016	94,147				95,163	96,310	
Bkn. Pitt Grn. Ripe	0	0				0	0	
Total	1,016	94,147				95,163		
Conv. Total	2,163	94,147					96,310	
Prior Year	3,372	97,899					101,271	
Converted Total								14,414,212

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