

CALIFORNIA MONTHLY OLIVE REPORT

Released: February 21, 2002

Revised: September 3, 2002

Summary Report - Sales									
Month Ending January 31, 2002									
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	919,427	897,101	2.49	7,759,408	7,651,312	1.41	14,436,537	14,674,772	-1.62
Markets									
Consumer	542,081	486,837	11.35	5,351,676	4,959,409	7.91	9,474,965	9,052,657	4.67
Food Service	377,346	410,265	-8.02	2,407,732	2,691,903	-10.56	4,961,572	5,622,114	-11.75
Styles									
Whole	4,023	11,022	-63.51	31,352	43,793	-28.41	60,321	94,968	-36.48
Pitted	503,506	444,789	13.20	4,964,575	4,638,034	7.04	8,758,414	8,499,107	3.05
Wedged	7,417	5,757	28.84	41,272	41,564	-0.70	83,344	90,320	-7.72
Sliced	354,514	389,628	-9.01	2,391,966	2,571,809	-6.99	4,889,085	5,306,101	-7.86
Chopped	44,608	40,546	10.02	278,260	305,941	-9.05	549,063	583,409	-5.89
Broken Pitt	5,359	5,359	0.00	51,984	50,171	3.61	96,310	100,867	-4.52
Key Items									
24/300 Pitt	405,599	344,581	17.71	4,330,103	3,920,606	10.44	7,437,883	7,029,869	5.80
6/10 Pitt	93,731	94,660	-0.98	592,413	672,604	-11.92	1,236,200	1,383,258	-10.63
6/10 Sliced	262,784	298,023	-11.82	1,691,378	1,874,579	-9.77	3,455,781	3,925,139	-11.96
24/300 Whole	2,215	9,382	-76.39	20,823	30,218	-31.09	35,280	66,021	-46.56
6/10 Whole	1,808	1,373	31.63	10,113	12,783	-20.89	24,462	27,786	-11.96
6/10 Wedged	7,171	5,598	28.10	40,124	41,167	-2.53	80,018	88,711	-9.80
2.25 Sliced	54,286	50,466	7.57	390,677	408,061	-4.26	811,273	830,435	-2.31
4.5 Chopped	29,451	28,554	3.14	198,506	210,947	-5.90	373,965	377,121	-0.84

Summary Report - Packout and Inventory									
Month Ending January 31, 2002									
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	1,228,069	971,001	26.47	8,257,029	6,960,575	18.63	5,001,125	5,891,020	-15.11
Markets									

Consumer	812,479	666,516	21.90	5,493,662	4,481,353	22.59	3,101,542	4,212,717	-26.38
Food Service	415,590	304,484	36.49	2,763,367	2,479,222	11.46	1,899,583	1,678,303	13.18
Styles									
Whole	5,443	6,365	-14.48	13,277	48,345	-72.54	47,171	64,554	-26.93
Pitted	804,356	710,473	13.21	5,011,254	4,128,759	21.37	3,130,115	4,190,185	-25.30
Wedged	7,470	6,662	12.14	7,547	53,998	-86.02	55,919	39,291	42.32
Sliced	377,567	208,231	81.32	2,931,748	2,404,703	21.92	1,609,178	1,378,154	16.76
Chopped	33,151	37,372	-11.29	284,018	320,225	-11.31	147,115	172,689	-14.81
Broken Pitt	81	1,899	-95.73	9,185	4,545	102.09	11,627	46,147	-74.81
Key Items									
24/300 Pitt	660,265	550,213	20.00	4,323,186	3,368,845	28.33	2,412,932	3,504,669	-31.15
6/10 Pitt	140,086	156,126	-10.27	663,026	719,442	-7.84	672,436	636,592	5.63
6/10 Sliced	253,568	137,832	83.97	2,032,254	1,618,431	25.57	1,115,531	932,714	19.60
24/300 Whole	5,443	6,019	-9.57	12,832	27,721	-53.71	25,532	37,124	-31.23
6/10 Whole	0	0	0	0	20,279	-100.00	21,303	26,960	-20.98
6/10 Wedged	7,470	6,662	12.14	7,547	53,998	-86.02	49,543	35,914	37.95
2.25 Sliced	28,222	34,697	-18.66	496,297	490,309	1.22	264,817	289,262	-8.45
4.5 Chopped	14,711	33,507	-56.10	217,747	226,065	-3.68	98,419	121,724	-19.15
							Approximate Supply in Converted Cases		
							Total Inventory	5,001,125	
							Converted Storage	14,062,022	
							Approximate Supply	19,063,147	

Storage - Month Ending January 31, 2002	
Whole Canning Sizes	
Size	Tons
Small	9,342
Medium	12,111
Large	23,045
Ex. Large	22,485
Ex. Large Sev. "C"	1,089
Jumbo	5,286
Colossal	3,381
Super Colossal	1,066
Orchard Run	0
Total Canning	77,804
Limited	12,918

Total	90,723
Total Converted (*155)	14,062,022

Packout - Month Ending January 31, 2002							
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	0	1,985	0			1,985	1,985
Medium	0	1,131	0			1,131	1,131
Large	0	2,327	0			2,327	2,327
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	5,443	0			5,443	
Conv. Total	0	5,443	0				5,443
Prior Year	0	6,019	346				6,365
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	2,379	59,231	3,969			65,579	66,602
Medium	29,707	135,532	2,925			168,164	200,478
Large	2,477	126,780	0			129,257	132,054
Ex. Large	9,914	246,169	0			256,083	267,276
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	15,256	69,364	0			84,620	101,844
Colossal	6,066	23,189	0			29,255	36,104
Sup. Colossal	0	0	0			0	0
Grn. Ripe Whole	0	0	0			0	0
Total	65,799	660,265	6,894			732,958	
Conv. Total	140,086	660,265	4,005				804,356
Prior Year	156,126	550,213	4,134				710,473
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	2,901	0	0	0	0	2,901	7,470
Sliced	98,473	4,907	131,631	0	68,835	303,846	377,567
Chopped	3,773	0	3,231	18,982	0	25,986	33,151
Total	105,147	4,907	134,862	18,982	68,835	332,733	
Conv. Total	275,504	5,741	94,010	14,711	28,222		418,188
Prior Year	148,358	16,836	18,865	33,507	34,697		252,263

Broken Pitt	6 No. 10s	24 No. 300s	Total	Conv. Total
Bkn. Pitt	0	81	81	81
Bkn. Pitt Grn. Ripe	0	0	0	0
Total	0	81	81	
Conv. Total	0	81		81
Prior Year	0	1,899		1,899
			Converted Total	1,228,069

Cumulative Packout - Month Ending January 31, 2002							
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	0	1,985	0			1,985	1,985
Medium	0	1,245	0			1,245	1,245
Large	0	5,324	766			6,090	5,769
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	12,832	766			13,598	
Conv. Total	0	12,832	445				13,277
Prior Year	20,279	27,721	346				48,346
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	6,779	581,206	3,969			591,954	597,944
Medium	137,615	1,127,151	21,880			1,286,646	1,432,846
Large	63,013	1,498,529	16,000			1,577,542	1,641,980
Ex. Large	58,045	843,117	1,253			902,415	967,423
Ex. Large Sev "C"	5,890	0	0			5,890	12,540
Jumbo	24,574	114,781	0			139,355	167,099
Colossal	14,494	98,219	0			112,713	129,077
Sup. Colossal	0	2,622	0			2,622	2,622
Grn. Ripe Whole	1,016	57,561	0			58,577	59,724
Total	311,426	4,323,186	43,102			4,677,714	
Conv. Total	663,026	4,323,186	25,042				5,011,254
Prior Year	719,442	3,368,845	40,471				4,128,758
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total

Segmented	2,931	0	0	0	0	2,931	7,547
Sliced	789,225	58,020	490,223	0	1,210,481	2,547,949	2,931,748
Chopped	15,738	0	4,822	280,964	0	301,524	284,018
Total	807,894	58,020	495,045	280,964	1,210,481	2,852,404	
Conv. Total	2,100,141	67,883	341,244	217,747	496,297		3,223,312
Prior Year	1,739,501	47,893	275,159	226,065	490,309	0	2,778,927
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	94	8,985				9,079	9,185
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	94	8,985				9,079	
Conv. Total	200	8,985					9,185
Prior Year	0	4,545	0	0	0	0	4,545
Converted Total							8,257,029

Inventory - Month Ending January 31, 2002							
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	26	4,477	0			4,503	4,532
Medium	591	5,287	0			5,878	6,545
Large	567	5,331	579			6,477	6,875
Ex. Large	380	2,365	0			2,745	3,174
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	7,684	3,256	0			10,940	19,615
Colossal	704	3,269	0			3,973	4,768
Super Colossal	54	1,377	0			1,431	1,492
Grn. Ripe Whole	0	170	0			170	170
Total	10,006	25,532	579			36,117	
Conv. Total	21,303	25,532	336				47,171
Prior Year	26,960	37,124	471				64,554
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	9,605	571,538	6,907			588,050	596,000
Medium	147,288	468,325	34,903			650,516	802,180
Large	47,022	582,059	31,666			660,747	700,567
Ex. Large	54,541	466,872	1,150			522,563	583,658
Ex. Large Sev "C"	624	826	0			1,450	2,154
Jumbo	40,165	139,755	2,391			182,311	226,655
Colossal	16,427	119,964	0			136,391	154,937
Sup. Colossal	160	2,611	0			2,771	2,952

Grn. Ripe Whole	14	60,982	0			60,996	61,012
Total	315,846	2,412,932	77,017			2,805,795	
Conv. Total	672,436	2,412,932	44,747				3,130,115
Prior Year	636,592	3,504,669	48,924				4,190,185
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	19,240	1,858	0	0	10,249	31,347	55,919
Sliced	433,216	57,407	236,350	0	645,896	1,372,869	1,609,178
Chopped	10,511	1,093	4,739	126,992	0	143,335	147,115
Total	462,967	60,358	241,089	126,992	656,145	1,547,551	
Conv. Total	1,205,373	71,909	167,492	98,419	269,019		1,812,213
Prior Year	1,013,547	50,373	115,229	121,724	289,262		1,590,134
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	221	11,156				11,377	11,627
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	221	11,156				11,377	
Conv. Total	471	11,156					11,627
Prior Year	1,205	44,942					46,147
						Converted Total	5,001,125

Sales - Month Ending January 31, 2002

Ripe Whole	6 No. 10s	24 No. 300s	24 Buff		Total	Conv. Total
Small	0	204	0		204	204
Medium	0	179	0		179	179
Large	0	630	0		630	630
Ex. Large	0	102	0		102	102
Ex. Large Sev "C"	0	0	0		0	0
Jumbo	809	748	0		1,557	2,470
Colossal	40	187	0		227	272
Super Colossal	0	165	0		165	165
Grn. Ripe Whole	0	0	0		0	0
Total	849	2,215	0		3,064	
Conv. Total	1,808	2,215	0			4,023
Prior Year	1,373	9,382	267			11,022
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff		Total	Conv. Total
Small	1,262	68,787	545		70,594	71,790
Medium	16,510	93,102	4,530		114,142	130,884

Large	4,116	153,586	2,112			159,814	163,576
Ex. Large	12,710	47,045	0			59,755	74,105
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	7,222	29,215	0			36,437	44,591
Colossal	2,206	10,196	0			12,402	14,893
Sup. Colossal	0	1,478	0			1,478	1,478
Grn. Ripe Whole	0	2,190	0			2,190	2,190
Total	44,026	405,599	7,187			456,812	
Conv. Total	93,731	405,599	4,176				503,506
Prior Year	94,660	344,581	5,548				444,789
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	2,785	0	0	0	600	3,385	7,417
Sliced	102,052	8,984	39,376	0	132,404	282,816	354,514
Chopped	2,978	0	3,040	38,001	0	44,019	44,608
Total	107,815	8,984	42,416	38,001	133,004	330,220	
Conv. Total	281,373	10,511	30,672	29,451	54,532		406,539
Prior Year	313,900	9,447	33,564	28,554	50,466		435,931
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	204	4,925				5,129	5,359
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	204	4,925				5,129	
Conv. Total	434	4,925					5,359
Prior Year	332	5,027					5,359
Converted Total							919,427

Cumulative Sales - Month Ending January 31, 2002

Ripe Whole	6 No. 10s	24 No. 300s	24 Buff	Total	Conv. Total
Small	0	1,768	0	1,768	1,768
Medium	24	1,057	0	1,081	1,108
Large	64	8,594	677	9,335	9,124
Ex. Large	0	1,370	40	1,410	1,393
Ex. Large Sev "C"	0	0	0	0	0
Jumbo	4,218	2,467	0	6,685	11,447
Colossal	444	4,648	0	5,092	5,593
Super Colossal	0	909	0	909	909
Grn. Ripe Whole	0	10	0	10	10
Total	4,750	20,823	717	26,290	

Conv. Total	10,113	20,823	417				31,352
Prior Year	12,784	30,218	791				43,794
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	6,623	762,591	7,091			776,305	780,811
Medium	116,378	1,081,109	44,049			1,241,536	1,354,470
Large	28,213	1,695,679	20,170			1,744,062	1,767,463
Ex. Large	67,820	298,829	1,080			367,729	443,845
Ex. Large Sev "C"	2,183	0	0			2,183	4,648
Jumbo	43,350	333,239	0			376,589	425,531
Colossal	12,692	121,149	0			133,841	148,170
Sup. Colossal	0	19,065	0			19,065	19,065
Grn. Ripe Whole	1,000	18,442	0			19,442	20,571
Total	278,259	4,330,103	72,390			4,680,752	
Conv. Total	592,413	4,330,103	42,059				4,964,575
Prior Year	672,603	3,920,606	44,824				4,638,033
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	15,582	0	0	0	2,800	18,382	41,272
Sliced	656,846	52,519	363,250	0	952,871	2,025,486	2,391,966
Chopped	18,884	186	5,622	256,137	0	280,829	278,260
Total	691,312	52,705	368,872	256,137	955,671	2,324,697	
Conv. Total	1,803,903	61,884	255,378	198,506	391,825		2,711,497
Prior Year	2,005,238	50,856	244,213	210,948	408,061		2,919,314
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	612	50,681				51,293	51,984
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	612	50,681				51,293	
Conv. Total	1,303	50,681					51,984
Prior Year	1,277	48,894					50,171
						Converted Total	7,759,408

Consecutive Sales - 12 Months Ending January 31, 2002

Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	16	4,808	0			4,824	4,842
Medium	298	1,580	0			1,878	2,214
Large	308	12,631	957			13,896	13,843
Ex. Large	20	2,826	40			2,886	2,892

Ex. Large Sev "C"	0	0	0			0	0	
Jumbo	9,459	5,681	0			15,140	25,819	
Colossal	1,389	6,139	0			7,528	9,096	
Super Colossal	0	1,605	0			1,605	1,605	
Grn. Ripe Whole	0	10	0			10	10	
Total	11,490	35,280	997			47,767		
Conv. Total	24,462	35,280	579				60,321	
Prior Year	27,786	66,021	1,161				94,968	
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total	
Small	12,858	1,354,988	13,812			1,381,658	1,390,387	
Medium	240,756	1,867,063	89,494			2,197,313	2,431,629	
Large	59,878	2,922,242	38,626			3,020,746	3,072,164	
Ex. Large	110,089	478,499	3,216			591,804	714,747	
Ex. Large Sev "C"	32,937	1,700	-100			34,537	71,765	
Jumbo	98,219	537,315	100			635,634	746,481	
Colossal	24,879	208,726	0			233,605	261,693	
Sup. Colossal	32	32,593	0			32,625	32,661	
Grn. Ripe Whole	1,000	34,757	0			35,757	36,886	
Total	580,648	7,437,883	145,148			8,163,679		
Conv. Total	1,236,200	7,437,883	84,331				8,758,414	
Prior Year	1,383,258	7,029,869	85,980				8,499,107	
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total	
Segmented	31,075	1,020	0	0	5,200	37,295	83,344	
Sliced	1,342,051	93,637	749,234	0	1,978,714	4,163,636	4,889,085	
Chopped	42,474	373	9,249	482,535	0	534,631	549,063	
Total	1,415,600	95,030	758,483	482,535	1,983,914	4,735,562		
Conv. Total	3,698,645	111,625	523,852	373,965	813,405		5,521,492	
Prior Year	4,207,579	98,324	465,399	377,121	831,406		5,979,829	
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total	
Bkn. Pitt	1,064	94,045				95,109	96,310	
Bkn. Pitt Grn. Ripe	0	0				0	0	
Total	1,064	94,045				95,109		
Conv. Total	2,265	94,045					96,310	
Prior Year	3,492	97,375					100,867	
Converted Total								14,436,537

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