

CALIFORNIA MONTHLY OLIVE REPORT

Released: May 17, 2002
Revised: September 3, 2002

Summary Report - Sales									
Month Ending April 30, 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	1,001,209	1,053,012	-4.92	10,646,814	10,688,085	-0.39	14,287,171	14,497,305	-1.45
Markets									
Consumer	660,354	638,733	3.39	7,193,496	6,705,228	7.28	9,570,965	9,009,180	6.24
Food Service	340,854	414,279	-17.72	3,453,319	3,982,856	-13.30	4,716,206	5,488,126	-14.07
Styles									
Whole	3,451	3,307	4.36	43,490	55,790	-22.05	60,462	76,123	-20.57
Pitted	593,655	605,617	-1.98	6,581,253	6,279,415	4.81	8,733,710	8,482,850	2.96
Wedged	6,777	4,794	41.37	62,038	60,595	2.38	85,080	85,512	-0.51
Sliced	351,311	391,775	-10.33	3,486,819	3,788,071	-7.95	4,767,677	5,178,219	-7.93
Chopped	38,658	41,797	-7.51	397,982	434,137	-8.33	540,589	578,015	-6.47
Broken Pitt	7,357	5,722	28.57	75,233	70,078	7.36	99,653	96,586	3.18
Key Items									
24/300 Pitt	500,670	494,802	1.19	5,672,458	5,223,197	8.60	7,477,647	7,029,068	6.38
6/10 Pitt	87,329	104,355	-16.32	848,590	991,584	-14.42	1,173,396	1,367,576	-14.20
6/10 Sliced	234,938	288,034	-18.43	2,420,327	2,771,089	-12.66	3,288,221	3,810,475	-13.71
24/300 Whole	2,061	944	118.33	27,706	36,162	-23.38	36,219	47,728	-24.11
6/10 Whole	1,390	2,363	-41.17	15,344	18,835	-18.54	23,640	27,396	-13.71
6/10 Wedged	6,203	4,630	33.98	59,799	58,429	2.34	82,431	83,026	-0.72
2.25 Sliced	67,573	63,442	6.51	600,942	590,994	1.68	838,605	813,675	3.06
4.5 Chopped	27,327	26,514	3.07	280,097	284,766	-1.64	381,736	368,917	3.47

Summary Report - Packout and Inventory									
Month Ending April 30, 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	1,417,736	1,005,269	41.03	12,359,968	10,486,378	17.87	6,267,526	6,199,620	1.10

Markets									
Consumer	871,771	494,464	76.31	8,258,932	6,718,697	22.92	4,070,023	4,571,557	-10.97
Food Service	545,965	510,806	6.88	4,101,036	3,767,680	8.85	2,197,503	1,628,063	34.98
Styles									
Whole	22,969	6,234	268.46	40,429	78,514	-48.51	62,391	81,701	-23.64
Pitted	966,747	564,441	71.28	7,878,796	6,389,923	23.30	4,422,486	4,689,505	-5.69
Wedged	0	4,627	-100.00	38,769	137,534	-71.81	25,044	88,887	-71.82
Sliced	383,489	391,611	-2.07	3,961,860	3,404,432	16.37	1,575,964	1,103,231	42.85
Chopped	42,230	33,345	26.64	426,598	445,304	-4.20	179,928	186,391	-3.47
Broken Pitt	2,301	5,011	-54.08	13,516	30,671	-55.93	1,713	49,904	-96.57
Key Items									
24/300 Pitt	779,374	339,188	129.78	6,704,662	5,107,695	31.27	3,477,226	3,827,342	-9.15
6/10 Pitt	183,096	224,267	-18.36	1,135,683	1,193,032	-4.81	904,408	784,856	15.23
6/10 Sliced	329,142	264,581	24.40	2,804,381	2,285,897	22.68	1,179,935	658,883	79.08
24/300 Whole	3,508	4,669	-24.87	20,523	36,655	-44.01	26,798	40,266	-33.45
6/10 Whole	19,461	1,565	1,143.67	19,461	41,513	-53.12	35,280	40,881	-13.70
6/10 Wedged	0	4,627	-100.00	38,586	130,918	-70.53	25,044	80,943	-69.06
2.25 Sliced	20,065	46,946	-57.26	646,169	652,911	-1.03	208,102	255,994	-18.71
4.5 Chopped	27,964	15,395	81.65	317,942	299,710	6.08	118,387	119,484	-0.92
							Approximate Supply in Converted Cases		
							Total Inventory	6,267,526	
							Converted Storage	10,033,910	
							Approximate Supply	16,301,436	

Storage - Month Ending April 30, 2002	
Whole Canning Sizes	
Size	Tons
Small	7,347
Medium	9,430
Large	20,248
Ex. Large	12,007
Ex.Large Sev. "C"	891
Jumbo	3,045
Colossal	3,166

Super Colossal	1,020
Orchard Run	0
Total Canning	57,155
Limited	7,580
Total	64,735
Total Converted (*155)	10,033,910

Packout - Month Ending April 30, 2002							
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	0			0	0
Ex. Large	0	0	0			0	0
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	8,702	0	0			8,702	18,527
Colossal	439	2,116	0			2,555	3,051
Super Colossal	0	1,392	0			1,392	1,392
Grn. Ripe Whole	0	0	0			0	0
Total	9,141	3,508	0			12,649	
Conv. Total	19,461	3,508	0				22,969
Prior Year	1,565	4,669	0				6,234
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	0	53,849	0			53,849	53,849
Medium	9,786	62,375	2,727			74,888	84,794
Large	3,110	213,522	4,635			221,267	222,836
Ex. Large	48,909	422,167	0			471,076	526,294
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	21,861	22,188	0			44,049	68,730
Colossal	2,335	3,273	0			5,608	8,244
Sup. Colossal	0	2,000	0			2,000	2,000
Grn. Ripe Whole	0	0	0			0	0
Total	86,001	779,374	7,362			872,737	
Conv. Total	183,096	779,374	4,277				966,747
Prior Year	224,267	339,188	986				564,441
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	127,822	0	50,120	0	48,939	226,881	383,489

Chopped	3,721	0	0	36,082	0	39,803	42,230	
Total	131,543	0	50,120	36,082	48,939	266,684		
Conv. Total	343,408	0	34,282	27,964	20,065		425,719	
Prior Year	284,146	16,027	67,071	15,395	46,946	0	429,584	
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total	
Bkn. Pitt	0	2,301				2,301	2,301	
Bkn. Pitt Grn. Ripe	0	0				0	0	
Total	0	2,301				2,301		
Conv. Total	0	2,301					2,301	
Prior Year	828	4,183				0	5,011	
Converted Total								1,417,736

Cumulative Packout - Month Ending April 30, 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	8,852	766			9,618	9,297
Ex. Large	0	2,049	0			2,049	2,049
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	8,702	2,884	0			11,586	21,411
Colossal	439	2,116	0			2,555	3,051
Super Colossal	0	1,392	0			1,392	1,392
Grn. Ripe Whole	0	0	0			0	0
Total	9,141	20,523	766			30,430	
Conv. Total	19,461	20,523	445				40,429
Prior Year	41,513	36,655	346				78,514
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	10,126	799,797	3,969			813,892	823,661
Medium	182,717	1,515,876	34,746			1,733,339	1,925,068
Large	99,043	2,112,961	26,213			2,238,217	2,339,053
Ex. Large	142,407	1,865,858	1,253			2,009,518	2,169,770
Ex. Large Sev "C"	5,890	0	0			5,890	12,540
Jumbo	74,634	224,907	0			299,541	383,803
Colossal	17,602	120,401	0			138,003	157,876
Sup. Colossal	0	7,301	0			7,301	7,301
Grn. Ripe Whole	1,016	57,561	0			58,577	59,724
Total	533,435	6,704,662	66,181			7,304,278	

Conv. Total	1,135,683	6,704,662	38,451				7,878,796
Prior Year	1,193,032	5,107,695	89,196				6,389,923
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	14,985	156	0	0	0	15,141	38,769
Sliced	1,089,080	77,059	615,718	0	1,576,022	3,357,879	3,961,860
Chopped	26,793	0	4,822	410,248	0	441,863	426,598
Total	1,130,858	77,215	620,540	410,248	1,576,022	3,814,883	
Conv. Total	2,945,692	90,342	427,082	317,942	646,169		4,427,227
Prior Year	2,532,307	75,928	419,797	299,710	659,527	0	3,987,269
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	94	13,316				13,410	13,516
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	94	13,316				13,410	
Conv. Total	200	13,316					13,516
Prior Year	828	29,843	0	0	0	0	30,671
Converted Total							12,359,968

Inventory - Month Ending April 30, 2002							
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	42	3,412	0			3,454	3,501
Medium	517	5,007	0			5,524	6,108
Large	567	5,646	539			6,752	7,166
Ex. Large	373	2,861	0			3,234	3,655
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	14,296	2,843	0			17,139	33,279
Colossal	722	4,094	0			4,816	5,631
Super Colossal	54	2,765	0			2,819	2,880
Grn. Ripe Whole	0	170	0			170	170
Total	16,571	26,798	539			43,908	
Conv. Total	35,280	26,798	313				62,391
Prior Year	40,881	40,266	554				81,701
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	10,617	681,976	3,656			696,249	706,704
Medium	151,788	510,411	37,845			700,044	855,556
Large	69,405	1,100,081	25,339			1,194,825	1,262,566
Ex. Large	107,478	877,841	1,082			986,401	1,107,290

Ex. Large Sev "C"	458	826	0			1,284	1,801	
Jumbo	69,897	160,548	2,391			232,836	310,748	
Colossal	14,987	85,844	0			100,831	117,751	
Sup. Colossal	160	5,481	0			5,641	5,822	
Grn. Ripe Whole	14	54,218	0			54,232	54,248	
Total	424,804	3,477,226	70,313			3,972,343		
Conv. Total	904,408	3,477,226	40,852				4,422,486	
Prior Year	784,856	3,827,342	77,307				4,689,505	
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total	
Segmented	9,726	0	0	0	0	9,726	25,044	
Sliced	458,227	51,839	186,077	0	507,565	1,203,708	1,575,964	
Chopped	13,781	1,218	4,750	152,757	0	172,506	179,928	
Total	481,734	53,057	190,827	152,757	507,565	1,385,940		
Conv. Total	1,257,815	63,514	133,119	118,387	208,102		1,780,937	
Prior Year	800,668	53,183	143,419	119,484	261,756		1,378,509	
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total	
Bkn. Pitt	0	1,713				1,713	1,713	
Bkn. Pitt Grn. Ripe	0	0				0	0	
Total	0	1,713				1,713		
Conv. Total	0	1,713					1,713	
Prior Year	1,658	48,246					49,904	
Converted Total								6,267,526

Sales - Month Ending April 30, 2002							
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	0	374	0			374	374
Medium	8	4	0			12	21
Large	0	1,101	0			1,101	1,101
Ex. Large	0	102	0			102	102
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	614	0	0			614	1,307
Colossal	31	480	0			511	546
Super Colossal	0	0	0			0	0
Grn. Ripe Whole	0	0	0			0	0
Total	653	2,061	0			2,714	
Conv. Total	1,390	2,061	0				3,451
Prior Year	2,363	944	0				3,307

Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total	
Small	703	69,534	1,300			71,537	71,786	
Medium	17,650	120,807	6,120			144,577	161,940	
Large	5,003	197,357	2,314			204,674	209,353	
Ex. Large	9,225	58,460	0			67,685	78,100	
Ex. Large Sev "C"	0	0	0			0	0	
Jumbo	6,747	37,733	0			44,480	52,097	
Colossal	1,691	13,004	0			14,695	16,604	
Sup. Colossal	0	1,292	0			1,292	1,292	
Grn. Ripe Whole	0	2,483	0			2,483	2,483	
Total	41,019	500,670	9,734			551,423		
Conv. Total	87,329	500,670	5,655				593,655	
Prior Year	104,355	494,802	6,460				605,617	
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total	
Segmented	2,409	0	0	0	1,400	3,809	6,777	
Sliced	91,238	8,007	57,650	0	164,811	321,706	351,311	
Chopped	2,843	1	348	35,261	0	38,453	38,658	
Total	96,490	8,008	57,998	35,261	166,211	363,968		
Conv. Total	252,041	9,371	39,861	27,327	68,147		396,746	
Prior Year	307,544	6,570	34,132	26,514	63,606		438,366	
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total	
Bkn. Pitt	44	7,263				7,307	7,357	
Bkn. Pitt Grn. Ripe	0	0				0	0	
Total	44	7,263				7,307		
Conv. Total	94	7,263					7,357	
Prior Year	17	5,705					5,722	
Converted Total								1,001,209

Cumulative Sales - Month Ending April 30, 2002							
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	-16	2,823	0			2,807	2,789
Medium	97	1,336	0			1,433	1,543
Large	64	11,774	677			12,515	12,304
Ex. Large	7	1,525	80			1,612	1,586
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	6,295	3,083	0			9,378	16,485

Colossal	760	6,242	0			7,002	7,860
Super Colossal	0	913	0			913	913
Grn. Ripe Whole	0	10	0			10	10
Total	7,207	27,706	757			35,670	
Conv. Total	15,344	27,706	440				43,490
Prior Year	18,836	36,162	791				55,791
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	9,093	930,697	11,416			951,206	956,689
Medium	166,692	1,441,936	63,743			1,672,371	1,833,858
Large	41,027	2,205,517	27,384			2,273,928	2,308,774
Ex. Large	98,290	462,420	1,080			561,790	672,307
Ex. Large Sev "C"	2,183	0	0			2,183	4,648
Jumbo	63,434	431,324	0			494,758	566,375
Colossal	16,867	151,338	0			168,205	187,248
Sup. Colossal	0	23,981	0			23,981	23,981
Grn. Ripe Whole	1,000	25,245	0			26,245	27,374
Total	398,586	5,672,458	103,623			6,174,667	
Conv. Total	848,590	5,672,458	60,205				6,581,253
Prior Year	991,583	5,223,197	64,634				6,279,414
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	23,223	0	0	0	5,460	28,683	62,038
Sliced	939,933	77,095	548,755	0	1,465,713	3,031,496	3,486,819
Chopped	28,072	217	7,925	361,415	0	397,629	397,982
Total	991,228	77,312	556,680	361,415	1,471,173	3,457,808	
Conv. Total	2,587,755	90,711	385,096	280,097	603,181		3,946,840
Prior Year	2,970,792	75,600	360,074	284,767	591,568		4,282,801
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	766	73,602				74,368	75,233
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	766	73,602				74,368	
Conv. Total	1,631	73,602					75,233
Prior Year	1,644	68,434					70,078
Converted Total							10,646,814

Consecutive Sales - 12 Months Ending April 30, 2002

Ripe Whole	6 No. 10s	24 No. 300s	24 Buff	Total	Conv. Total

Small	0	5,753	0			5,753	5,753
Medium	169	1,568	0			1,737	1,928
Large	300	13,870	957			15,127	15,065
Ex. Large	17	2,327	80			2,424	2,410
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	9,103	3,780	0			12,883	23,160
Colossal	1,515	7,752	0			9,267	10,977
Super Colossal	0	1,159	0			1,159	1,159
Grn. Ripe Whole	0	10	0			10	10
Total	11,104	36,219	1,037			48,360	
Conv. Total	23,640	36,219	602				60,462
Prior Year	27,396	47,728	999				76,123
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	12,779	1,238,652	15,596			1,267,027	1,274,920
Medium	228,726	1,916,828	86,922			2,232,476	2,454,287
Large	57,853	2,923,427	37,470			3,018,750	3,068,366
Ex. Large	129,174	573,474	2,296			704,944	849,819
Ex. Large Sev "C"	8,141	0	-100			8,041	17,274
Jumbo	89,456	563,010	100			652,566	753,520
Colossal	23,988	197,218	0			221,206	248,288
Sup. Colossal	32	30,810	0			30,842	30,878
Grn. Ripe Whole	1,000	34,228	0			35,228	36,357
Total	551,149	7,477,647	142,284			8,171,080	
Conv. Total	1,173,396	7,477,647	82,667				8,733,710
Prior Year	1,367,576	7,029,068	86,206				8,482,850
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	32,012	0	0	0	6,460	38,472	85,080
Sliced	1,276,979	98,390	768,618	0	2,045,378	4,189,365	4,767,677
Chopped	38,156	251	9,734	492,563	0	540,704	540,589
Total	1,347,147	98,641	778,352	492,563	2,051,838	4,768,541	
Conv. Total	3,516,942	115,706	537,708	381,736	841,254		5,393,346
Prior Year	4,090,096	95,250	473,072	368,917	814,410		5,841,745
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	1,046	97,426				98,472	99,653
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	1,046	97,426				98,472	
Conv. Total	2,227	97,426					99,653
Prior Year	3,057	93,529					96,586

Converted Total

14,287,171

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