

CALIFORNIA MONTHLY OLIVE REPORT

Released: September 20, 2002

Summary Report - Sales									
Month Ending August 31, 2002									
Converted 24/300 Case Basis									
Item	Monthly Sales			Year-to-Date Sales			Consecutive 12-Month Sales		
	02/03	01/02	% Change	02/03	01/02	% change	02/03	01/02	% change
Total	1,007,200	1,042,246	-3.36	1,007,200	1,042,246	-3.36	14,493,171	14,223,709	1.89
Markets									
Consumer	648,499	601,652	7.79	648,499	601,652	7.79	9,899,182	9,028,871	9.64
Food Service	358,700	440,594	-18.59	358,700	440,594	-18.59	4,593,989	5,194,838	-11.57
Styles									
Whole	3,865	4,855	-20.40	3,865	4,855	-20.40	61,251	70,552	-13.18
Pitted	579,887	541,148	7.16	579,887	541,148	7.16	9,095,562	8,378,797	8.55
Wedged	7,975	6,670	19.56	7,975	6,670	19.56	84,432	80,163	5.33
Sliced	376,940	431,634	-12.67	376,940	431,634	-12.67	4,638,211	5,024,137	-7.68
Chopped	31,904	50,179	-36.42	31,904	50,179	-36.42	514,307	576,197	-10.74
Broken Pitt	6,629	7,760	-14.57	6,629	7,760	-14.57	99,409	93,863	5.91
Key Items									
24/300 Pitt	473,155	427,273	10.74	473,155	427,273	10.74	7,847,877	6,992,579	12.23
6/10 Pitt	100,284	106,352	-5.71	100,284	106,352	-5.71	1,173,588	1,298,151	-9.60
6/10 Sliced	245,511	312,283	-21.38	245,511	312,283	-21.38	3,179,128	3,612,594	-12.00
24/300 Whole	1,971	2,948	-33.14	1,971	2,948	-33.14	40,720	42,289	-3.71
6/10 Whole	1,882	1,793	4.99	1,882	1,793	4.99	20,194	27,194	-25.74
6/10 Wedged	7,975	6,260	27.40	7,975	6,260	27.40	82,029	77,178	6.29
2.25 Sliced	70,935	66,153	7.23	70,935	66,153	7.23	811,966	818,019	-0.74
4.5 Chopped	26,273	35,881	-26.78	26,273	35,881	-26.78	362,147	388,973	-6.90

Summary Report - Packout and Inventory									
Month Ending August 31, 2002									
Converted 24/300 Case Basis									
Item	Monthly Packout			Year-to-Date Packout			Inventory		
	02/03	01/02	% change	02/03	01/02	% change	02/03	01/02	% change
Total	1,165,662	985,493	18.28	1,165,662	985,493	18.28	6,846,510	4,555,573	50.29
Markets									
Consumer	919,941	481,907	90.90	919,941	481,907	90.90	4,125,468	2,890,801	42.71

Food Service	245,721	503,586	-51.21	245,721	503,586	-51.21	2,721,042	1,664,773	63.45
Styles									
Whole	5,545	2,884	92.26	5,545	2,884	92.26	66,920	64,626	3.55
Pitted	733,219	380,395	92.75	733,219	380,395	92.75	4,564,149	3,003,104	51.98
Wedged	0	0	0	0	0	0	39,673	91,093	-56.45
Sliced	390,411	569,816	-31.48	390,411	569,816	-31.48	1,977,821	1,250,776	58.13
Chopped	28,471	31,882	-10.70	28,471	31,882	-10.70	143,870	120,767	19.13
Broken Pitt	8,016	516	1,453.11	8,016	516	1,453.11	54,078	25,207	114.53
Key Items									
24/300 Pitt	701,197	303,430	131.09	701,197	303,430	131.09	3,530,985	2,357,171	49.80
6/10 Pitt	28,967	74,743	-61.24	28,967	74,743	-61.24	988,120	591,594	67.03
6/10 Sliced	211,189	424,548	-50.26	211,189	424,548	-50.26	1,576,709	921,932	71.02
24/300 Whole	2,115	2,884	-26.66	2,115	2,884	-26.66	31,889	34,275	-6.96
6/10 Whole	3,430	0	0	3,430	0	0	34,733	30,074	15.49
6/10 Wedged	0	0	0	0	0	0	35,048	83,981	-58.27
2.25 Sliced	145,839	78,105	86.72	145,839	78,105	86.72	213,274	175,384	21.60
4.5 Chopped	26,335	26,845	-1.90	26,335	26,845	-1.90	99,774	79,517	25.47
							Approximate Supply in Converted Cases		
							Total Inventory	6,846,510	
							Converted Storage	5,140,899	
							Approximate Supply	11,987,409	

Storage - Month Ending August 31, 2002	
Whole Canning Sizes	
Size	Tons
Small	3,106
Medium	8,010
Large	9,253
Ex. Large	4,143
Ex.Large Sev. "C"	224
Jumbo	572
Colossal	2,007
Super Colossal	775
Orchard Run	0
Total Canning	28,089
Limited	5,078
Total	33,167

Total Converted (*155)	5,140,899
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Packout - Month Ending August 31, 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	959	0	0			959	2,042
Colossal	652	2,115	0			2,767	3,503
Super Colossal	0	0	0			0	0
Grn. Ripe Whole	0	0	0			0	0
Total	1,611	2,115	0			3,726	
Conv. Total	3,430	2,115	0				5,545
Prior Year	0	2,884	0				2,884
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	0	12,256	0			12,256	12,256
Medium	0	180,520	3,122			183,642	182,334
Large	0	209,128	2,136			211,264	210,369
Ex. Large	0	170,605	0			170,605	170,605
Ex. Large Sev "C"	4,945	0	0			4,945	10,528
Jumbo	8,661	47,797	0			56,458	66,236
Colossal	0	73,960	0			73,960	73,960
Sup. Colossal	0	6,931	0			6,931	6,931
Grn. Ripe Whole	0	0	0			0	0
Total	13,606	701,197	5,258			720,061	
Conv. Total	28,967	701,197	3,055				733,219
Prior Year	74,743	303,430	2,222				380,395
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	82,015	3,621	42,612	0	355,706	483,954	390,411
Chopped	557	0	0	33,981	0	34,538	28,471
Total	82,572	3,621	42,612	33,981	355,706	518,492	
Conv. Total	213,324	4,237	29,147	26,335	145,839		418,882
Prior Year	428,643	897	67,208	26,845	78,105	0	601,698
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total

Bkn. Pitt	0	8,016	8,016	8,016
Bkn. Pitt Grn. Ripe	0	0	0	0
Total	0	8,016	8,016	
Conv. Total	0	8,016		8,016
Prior Year	200	316		516
			Converted Total	1,165,662

Cumulative Packout - Month Ending August 31, 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	959	0	0			959	2,042
Colossal	652	2,115	0			2,767	3,503
Super Colossal	0	0	0			0	0
Grn. Ripe Whole	0	0	0			0	0
Total	1,611	2,115	0			3,726	
Conv. Total	3,430	2,115	0				5,545
Prior Year	0	2,884	0				2,884
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	0	12,256	0			12,256	12,256
Medium	0	180,520	3,122			183,642	182,334
Large	0	209,128	2,136			211,264	210,369
Ex. Large	0	170,605	0			170,605	170,605
Ex. Large Sev "C"	4,945	0	0			4,945	10,528
Jumbo	8,661	47,797	0			56,458	66,236
Colossal	0	73,960	0			73,960	73,960
Sup. Colossal	0	6,931	0			6,931	6,931
Grn. Ripe Whole	0	0	0			0	0
Total	13,606	701,197	5,258			720,061	
Conv. Total	28,967	701,197	3,055				733,219
Prior Year	74,743	303,430	2,222				380,395
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	82,015	3,621	42,612	0	355,706	483,954	390,411

Chopped	557	0	0	33,981	0	34,538	28,471	
Total	82,572	3,621	42,612	33,981	355,706	518,492		
Conv. Total	213,324	4,237	29,147	26,335	145,839		418,882	
Prior Year	428,643	897	67,208	26,845	78,105		601,698	
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total	
Bkn. Pitt	0	8,016				8,016	8,016	
Bkn. Pitt Grn. Ripe	0	0				0	0	
Total	0	8,016				8,016		
Conv. Total	0	8,016					8,016	
Prior Year	200	316					516	
Converted Total								1,165,662

Inventory - Month Ending August 31, 2002							
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	42	5,796	413			6,251	6,125
Medium	510	4,035	100			4,645	5,179
Large	616	6,238	0			6,854	7,549
Ex. Large	321	3,131	0			3,452	3,814
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	13,528	5,326	0			18,854	34,127
Colossal	1,235	5,646	0			6,881	8,275
Super Colossal	62	1,541	0			1,603	1,673
Grn. Ripe Whole	0	176	0			176	176
Total	16,314	31,889	513			48,716	
Conv. Total	34,733	31,889	298				66,920
Prior Year	30,074	34,275	277				64,626
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	6,376	544,087	3,660			554,123	559,788
Medium	146,847	625,992	51,117			823,956	968,328
Large	83,065	1,287,711	19,215			1,389,991	1,475,720
Ex. Large	106,348	591,841	1,080			699,269	818,883
Ex. Large Sev "C"	13,799	893	0			14,692	30,271
Jumbo	82,645	225,166	2,457			310,268	402,545
Colossal	25,031	196,180	0			221,211	249,471
Sup. Colossal	0	16,212	0			16,212	16,212
Grn. Ripe Whole	13	42,903	0			42,916	42,931
Total	464,124	3,530,985	77,529			4,072,638	

Conv. Total	988,120	3,530,985	45,044				4,564,149
Prior Year	591,594	2,357,171	54,339				3,003,104
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	13,611	1,858	0	0	5,977	21,446	39,673
Sliced	612,314	44,811	197,967	0	520,181	1,375,273	1,977,821
Chopped	9,642	1,044	3,801	128,740	0	143,227	143,870
Total	635,567	47,713	201,768	128,740	526,158	1,539,946	
Conv. Total	1,648,724	57,056	140,085	99,774	215,725		2,161,363
Prior Year	1,042,126	58,314	102,355	79,517	180,325		1,462,636
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	23,234	4,613				27,847	54,078
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	23,234	4,613				27,847	
Conv. Total	49,465	4,613					54,078
Prior Year	979	24,228					25,207
						Converted Total	6,846,510

Sales - Month Ending August 31, 2002							
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	0	136	0			136	136
Medium	0	8	0			8	8
Large	0	1,074	0			1,074	1,074
Ex. Large	0	254	20			274	266
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	860	122	0			982	1,953
Colossal	24	357	0			381	408
Super Colossal	0	20	0			20	20
Grn. Ripe Whole	0	0	0			0	0
Total	884	1,971	20			2,875	
Conv. Total	1,882	1,971	12				3,865
Prior Year	1,793	2,948	114				4,855
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	989	66,146	1,500			68,635	69,123
Medium	18,267	126,957	6,258			151,482	169,483
Large	4,622	180,575	3,339			188,536	192,355
Ex. Large	15,585	55,244	0			70,829	88,424

Ex. Large Sev "C"	0	0	0			0	0	
Jumbo	6,265	30,457	0			36,722	43,795	
Colossal	1,376	9,975	0			11,351	12,905	
Sup. Colossal	0	1,299	0			1,299	1,299	
Grn. Ripe Whole	0	2,502	0			2,502	2,502	
Total	47,104	473,155	11,097			531,356		
Conv. Total	100,284	473,155	6,447				579,887	
Prior Year	106,352	427,273	7,523				541,148	
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total	
Segmented	3,097	0	0	0	0	3,097	7,975	
Sliced	95,344	9,304	72,527	0	173,013	350,188	376,940	
Chopped	775	85	2,000	33,901	0	36,761	31,904	
Total	99,216	9,389	74,527	33,901	173,013	390,046		
Conv. Total	256,457	11,085	52,068	26,273	70,935		416,819	
Prior Year	332,177	8,692	45,170	35,881	66,563		488,483	
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total	
Bkn. Pitt	36	6,552				6,588	6,629	
Bkn. Pitt Grn. Ripe	0	0				0	0	
Total	36	6,552				6,588		
Conv. Total	77	6,552					6,629	
Prior Year	273	7,487					7,760	
Converted Total								1,007,200

Cumulative Sales - Month Ending August 31, 2002

Ripe Whole	6 No. 10s	24 No. 300s	24 Buff		Total	Conv. Total
Small	0	136	0		136	136
Medium	0	8	0		8	8
Large	0	1,074	0		1,074	1,074
Ex. Large	0	254	20		274	266
Ex. Large Sev "C"	0	0	0		0	0
Jumbo	860	122	0		982	1,953
Colossal	24	357	0		381	408
Super Colossal	0	20	0		20	20
Grn. Ripe Whole	0	0	0		0	0
Total	884	1,971	20		2,875	
Conv. Total	1,882	1,971	12			3,865
Prior Year	1,793	2,948	114			4,855

Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total	
Small	989	66,146	1,500			68,635	69,123	
Medium	18,267	126,957	6,258			151,482	169,483	
Large	4,622	180,575	3,339			188,536	192,355	
Ex. Large	15,585	55,244	0			70,829	88,424	
Ex. Large Sev "C"	0	0	0			0	0	
Jumbo	6,265	30,457	0			36,722	43,795	
Colossal	1,376	9,975	0			11,351	12,905	
Sup. Colossal	0	1,299	0			1,299	1,299	
Grn. Ripe Whole	0	2,502	0			2,502	2,502	
Total	47,104	473,155	11,097			531,356		
Conv. Total	100,284	473,155	6,447				579,887	
Prior Year	106,352	427,273	7,523				541,148	
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total	
Segmented	3,097	0	0	0	0	3,097	7,975	
Sliced	95,344	9,304	72,527	0	173,013	350,188	376,940	
Chopped	775	85	2,000	33,901	0	36,761	31,904	
Total	99,216	9,389	74,527	33,901	173,013	390,046		
Conv. Total	256,457	11,085	52,068	26,273	70,935		416,819	
Prior Year	332,177	8,692	45,170	35,881	66,563		488,483	
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total	
Bkn. Pitt	36	6,552				6,588	6,629	
Bkn. Pitt Grn. Ripe	0	0				0	0	
Total	36	6,552				6,588		
Conv. Total	77	6,552					6,629	
Prior Year	273	7,487					7,760	
Converted Total								1,007,200

Consecutive Sales - 12 Months Ending August 31, 2002

Ripe Whole	6 No. 10s	24 No. 300s	24 Buff		Total	Conv. Total
Small	-14	4,475	0		4,461	4,445
Medium	97	1,725	0		1,822	1,932
Large	0	13,898	480		14,378	14,177
Ex. Large	7	2,577	100		2,684	2,650
Ex. Large Sev "C"	0	0	0		0	0
Jumbo	8,566	8,235	0		16,801	26,472

Colossal	829	8,312	0			9,141	10,077
Super Colossal	0	1,485	0			1,485	1,485
Grn. Ripe Whole	0	13	0			13	13
Total	9,485	40,720	580			50,785	
Conv. Total	20,194	40,720	337				61,251
Prior Year	27,194	42,289	1,070				70,553
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	12,467	1,266,002	14,478			1,292,947	1,300,956
Medium	223,773	1,941,842	76,435			2,242,050	2,462,663
Large	54,991	2,999,812	36,000			3,090,803	3,137,804
Ex. Large	140,280	742,896	620			883,796	1,041,912
Ex. Large Sev "C"	1,343	12,653	-100			13,896	15,454
Jumbo	84,718	586,355	100			671,173	766,778
Colossal	32,667	219,173	0			251,840	288,721
Sup. Colossal	0	44,962	0			44,962	44,962
Grn. Ripe Whole	1,000	34,182	0			35,182	36,311
Total	551,239	7,847,877	127,533			8,526,649	
Conv. Total	1,173,588	7,847,877	74,097				9,095,562
Prior Year	1,298,151	6,992,579	88,067				8,378,797
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	31,856	0	0	0	5,860	37,716	84,432
Sliced	1,234,613	108,188	761,018	0	1,980,406	4,084,225	4,638,211
Chopped	35,077	390	13,625	467,286	0	516,378	514,307
Total	1,301,546	108,578	774,643	467,286	1,986,266	4,638,319	
Conv. Total	3,395,643	127,496	537,295	362,147	814,369		5,236,950
Prior Year	3,867,270	99,713	505,128	388,973	819,413		5,680,497
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	2,144	94,844				96,988	99,409
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	2,144	94,844				96,988	
Conv. Total	4,565	94,844					99,409
Prior Year	2,223	91,640					93,863
Converted Total							14,493,171

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