



California Monthly Olive Report

Cooperating with the California Department of Food and Agriculture
California Field Office · P.O. Box 1258 · Sacramento, CA 95812 · (916) 498-5161 · (916) 498-5186 Fax · www.nass.usda.gov/ca

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Summary Report - Sales
Month Ending January 31, 2007
Converted 24/300 Case Basis

Item	Monthly Sales			Year to Date Sales			Consecutive 12 Month Sales		
	06/07	05/06	Percent Change	06/07	05/06	Percent Change	06/07	05/06	Percent Change
Total	1,027,959	935,398	9.90	7,858,382	8,009,784	-1.89	14,844,379	15,038,808	-1.29
Markets									
Consumer	676,834	578,553	16.99	5,498,676	5,725,468	-3.96	10,116,141	10,351,168	-2.27
Food Service	351,126	356,845	-1.60	2,359,706	2,284,315	3.30	4,728,238	4,687,639	0.87
Styles									
Whole	1,598	1,905	-16.12	16,517	18,857	-12.41	29,632	39,501	-24.98
Pitted	589,793	530,726	11.13	4,966,603	5,248,832	-5.38	9,042,566	9,387,475	-3.67
Wedged	4,354	4,607	-5.48	30,267	55,161	-45.13	65,060	150,527	-56.78
Sliced	389,117	361,199	7.73	2,573,668	2,443,490	5.33	5,204,268	4,973,111	4.65
Chopped	41,251	35,160	17.33	228,716	223,043	2.54	442,028	439,519	0.57
Broken Pitted	1,846	1,802	2.46	42,611	20,400	108.88	60,825	48,676	24.96
Key Items									
24/300 Pitted	496,876	438,626	13.28	4,393,127	4,685,623	-6.24	7,898,032	8,220,190	-3.92
6/10 Pitted	90,889	90,174	0.79	557,911	546,082	2.17	1,109,854	1,127,740	-1.59
6/10 Sliced	253,980	257,062	-1.20	1,740,244	1,645,976	5.73	3,488,262	3,332,326	4.68
24/300 Whole	842	1,347	-37.49	9,432	10,453	-9.77	15,087	22,083	-31.68
6/10 Whole	756	545	38.67	7,085	8,378	-15.43	14,545	17,383	-16.33
6/10 Wedged	4,354	4,607	-5.48	29,365	54,075	-45.70	62,928	148,129	-57.52
2.25 Sliced	79,672	54,844	45.27	452,840	422,637	7.15	926,514	884,520	4.75
4.5 Chopped	39,989	30,253	32.18	198,808	187,794	5.86	379,442	368,819	2.88

VIC TOLOMEO, Director
JACK RUTZ – SARAH HOFFMAN, Deputy Directors

DOUG FLOHR – SUZANNE AVILLA
Statisticians – Estimates Group

Comments or questions should be directed to:

USDA, NASS, California Field Office
P.O. Box 1258, Sacramento, CA 95812
Phone: (916) 498-5161 – Fax: (916) 498-5186

Summary Report - Packout and Inventory
Month Ending January 31, 2007
Converted 24/300 Case Basis

Item	Monthly Packout			Year to Date Packout			Inventory		
	06/07	05/06	Percent Change	06/07	05/06	Percent Change	06/07	05/06	Percent Change
Total	905,794	852,844	6.21	7,709,777	7,214,952	6.86	5,700,902	5,824,722	-2.13
Markets									
Consumer	748,980	612,651	22.25	5,475,368	5,220,890	4.87	4,064,825	4,373,250	-7.05
Food Service	156,814	240,194	-34.71	2,234,409	1,994,062	12.05	1,636,077	1,451,472	12.72
Styles									
Whole	0	7,639	-100.00	20,076	17,631	13.86	23,756	28,413	-16.39
Pitted	686,197	556,224	23.37	4,686,048	4,768,833	-1.74	3,676,187	4,012,954	-8.39
Wedged	12,481	7,160	74.31	25,624	31,916	-19.72	26,111	21,274	22.74
Sliced	168,952	223,511	-24.41	2,734,105	2,158,057	26.69	1,566,741	1,351,223	15.95
Chopped	35,555	52,055	-31.70	222,420	216,789	2.60	324,459	297,943	8.90
Broken Pitt	2,610	6,255	-58.27	21,504	21,725	-1.02	83,650	112,915	-25.92
Key Items									
24/300 Pitt	657,134	508,735	29.17	4,328,448	4,171,419	3.76	3,158,768	3,253,912	-2.92
6/10 Pitt	29,063	47,489	-38.80	348,451	556,278	-37.36	476,964	707,729	-32.61
6/10 Sliced	100,536	165,397	-39.22	1,804,696	1,369,532	31.77	1,063,094	690,255	54.01
24/300 Whole	0	0	0.00	6,252	7,397	-15.48	10,151	15,839	-35.91
6/10 Whole	0	7,639	-100.00	13,824	10,234	35.07	13,583	12,521	8.48
6/10 Wedged	11,281	6,533	72.68	24,424	31,289	-21.94	24,663	20,245	21.83
2.25 Sliced	34,515	10,809	219.31	580,943	415,797	39.72	257,027	296,108	-13.20
4.5 Chopped	16,065	38,151	-57.89	169,568	186,663	-9.16	259,764	273,312	-4.96

<u>Approximate Supply in Converted Cases</u>	
Total Inventory	5,700,902
Converted Storage	4,023,901
Approximate Supply	9,724,803

Storage Report
Month Ending January 31, 2007

Whole Canning Sizes	
Size	Tons
Small	5,634
Medium	5,001
Large	2,610
Ex. Large	5,240
Ex.Large Sev. "C"	77
Jumbo	718
Colossal	330
Super Colossal	645
Orchard Run	0
Total Canning	20,255
Limited	5,706
Total	25,961
Total Converted (*155)	4,023,901

Packout - Month Ending January 31, 2007

Item	6 No. 10s	24 No. 300s	24 Buff	24 4.5 oz	24 2.25 oz	Total	Conv. Total
RIPE WHOLE							
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	0	0	0			0	0
Colossal	0	0	0			0	0
Super Colossal	0	0	0			0	0
Green Ripe Whole	0	0	0			0	0
Total	0	0	0			0	
Conv. Total	0	0	0				0
Prior Year	7,639	0	0				7,639
RIPE PITTED							
Small	906	136,965	0			137,871	138,894
Medium	8,398	163,004	0			171,402	180,883
Large	4,347	90,601	0			94,948	99,856
Ex. Large	0	176,685	0			176,685	176,685
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	0	38,782	0			38,782	38,782
Colossal	0	46,043	0			46,043	46,043
Sup. Colossal	0	5,054	0			5,054	5,054
Green Ripe Whole	0	0	0			0	0
Total	13,651	657,134	0			670,785	
Conv. Total	29,063	657,134	0				686,197
Prior Year	47,489	508,735	0				556,224
LIMITED							
Segmented	4,381	0	0	0	2,926	7,307	12,481
Sliced	39,043	0	49,563	0	84,183	172,789	168,952
Chopped	4,156	1,513	0	20,729	0	26,398	35,555
Total	47,580	1,513	49,563	20,729	87,109	206,494	
Conv. Total	127,751	3,556	33,901	16,065	35,715		216,987
Prior Year	185,065	17,740	30,333	38,151	11,437		282,726
BROKEN PITTED							
Bkn. Pitted	0	2,610				2,610	2,610
Bkn. Pitted Green Ripe	0	0				0	0
Total	0	2,610				2,610	
Conv. Total	0	2,610					2,610
Prior Year	0	6,255					6,255

Converted Total

905,794

Cumulative Packout - Month Ending January 31, 2007

Item	6 No. 10s	24 No. 300s	24 Buff	24 4.5 oz	24 2.25 oz	Total	Conv. Total
RIPE WHOLE							
Small	0	0	0			0	0
Medium	0	0	0			0	0
Large	0	5,612	0			5,612	5,612
Ex. Large	0	0	0			0	0
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	6,493	640	0			7,133	14,464
Colossal	0	0	0			0	0
Super Colossal	0	0	0			0	0
Green Ripe Whole	0	0	0			0	0
Total	6,493	6,252	0			12,745	
Conv. Total	13,824	6,252	0				20,076
Prior Year	10,234	7,397	0				17,631
RIPE PITTED							
Small	8,588	500,579	2,713			511,880	520,439
Medium	52,119	1,303,431	0			1,355,550	1,414,392
Large	17,601	1,078,553	13,034			1,109,188	1,123,598
Ex. Large	31,309	908,506	0			939,815	975,163
Ex. Large Sev "C"	18,034	0	0			18,034	38,394
Jumbo	28,094	185,216	0			213,310	245,028
Colossal	7,924	269,367	0			277,291	286,237
Sup. Colossal	0	22,464	0			22,464	22,464
Green Ripe Whole	0	60,332	0			60,332	60,332
Total	163,669	4,328,448	15,747			4,507,864	
Conv. Total	348,451	4,328,448	9,149				4,686,048
Prior Year	556,278	4,171,419	41,136				4,768,833
LIMITED							
Segmented	9,485	0	0	0	2,926	12,411	25,624
Sliced	700,853	24,057	468,303	0	1,416,933	2,610,146	2,734,105
Chopped	11,219	1,513	5,108	218,798	0	236,638	222,420
Total	721,557	25,570	473,411	218,798	1,419,859	2,859,195	
Conv. Total	1,872,134	31,702	326,602	169,568	582,142		2,982,149
Prior Year	1,426,390	48,320	328,967	186,663	416,424		2,406,762
BROKEN PITTED							
Bkn. Pitted	0	21,504				21,504	21,504
Bkn. Pitted Green Ripe	0	0				0	0
Total	0	21,504				21,504	
Conv. Total	0	21,504					21,504
Prior Year	1,160	20,565					21,725

Converted Total

7,709,777

Inventory - Month Ending January 31, 2007

Item	6 No. 10s	24 No. 300s	24 Buff	24 4.5 oz	24 2.25 oz	Total	Conv. Total
RIPE WHOLE							
Small	0	0	0			0	0
Medium	0	1,726	0			1,726	1,726
Large	0	4,747	0			4,747	4,747
Ex. Large	0	231	37			268	252
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	5,933	601	0			6,534	13,232
Colossal	447	1,515	0			1,962	2,467
Super Colossal	0	1,331	0			1,331	1,331
Green Ripe Whole	0	0	0			0	0
Total	6,380	10,151	37			16,568	
Conv. Total	13,583	10,151	21				23,756
Prior Year	12,521	15,839	53				28,413
RIPE PITTED							
Small	11,197	567,504	3,154			581,855	593,175
Medium	93,870	893,220	23,420			1,010,510	1,106,676
Large	45,255	868,138	43,055			956,448	989,501
Ex. Large	35,471	442,916	0			478,387	518,434
Ex. Large Sev "C"	547	17	0			564	1,182
Jumbo	27,232	176,206	0			203,438	234,183
Colossal	8,041	151,953	0			159,994	169,072
Sup. Colossal	0	13,715	0			13,715	13,715
Green Ripe Whole	2,419	45,099	0			47,518	50,249
Total	224,032	3,158,768	69,629			3,452,429	
Conv. Total	476,964	3,158,768	40,454				3,676,187
Prior Year	707,729	3,253,912	51,313				4,012,954
LIMITED							
Segmented	9,578	0	0	0	3,532	13,110	26,111
Sliced	412,852	36,502	298,117	0	626,896	1,374,367	1,566,741
Chopped	14,877	1,802	2,782	335,179	0	354,640	324,459
Total	437,307	38,304	300,899	335,179	630,428	1,742,117	
Conv. Total	1,144,796	46,942	207,334	259,764	258,475		1,917,311
Prior Year	729,888	66,819	303,284	273,312	297,138		1,670,440
BROKEN PITTED							
Bkn. Pitted	345	82,915				83,260	83,650
Bkn. Pitted Green Ripe	0	0				0	0
Total	345	82,915				83,260	
Conv. Total	735	82,915					83,650
Prior Year	1,335	111,580					112,915
Converted Total							5,700,902

Sales - Month Ending January 31, 2007

Item	6 No. 10s	24 No. 300s	24 Buff	24 4.5 oz	24 2.25 oz	Total	Conv. Total
RIPE WHOLE							
Small	0	0	0			0	0
Medium	0	0	0			0	0
Large	0	283	0			283	283
Ex. Large	0	0	0			0	0
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	355	429	0			784	1,185
Colossal	0	73	0			73	73
Super Colossal	0	57	0			57	57
Green Ripe Whole	0	0	0			0	0
Total	355	842	0			1,197	
Conv. Total	756	842	0				1,598
Prior Year	545	1,347	13				1,905
RIPE PITTED							
Small	519	43,494	520			44,533	44,901
Medium	15,855	143,318	1,434			160,607	177,906
Large	3,790	184,123	1,537			189,450	193,085
Ex. Large	15,294	65,949	0			81,243	98,510
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	6,373	46,890	0			53,263	60,458
Colossal	860	9,407	0			10,267	11,238
Sup. Colossal	0	1,320	0			1,320	1,320
Green Ripe Whole	0	2,375	0			2,375	2,375
Total	42,691	496,876	3,491			543,058	
Conv. Total	90,889	496,876	2,028				589,793
Prior Year	90,174	438,626	1,927				530,726
LIMITED							
Segmented	1,691	0	0	0	0	1,691	4,354
Sliced	98,633	5,521	71,645	0	194,322	370,121	389,117
Chopped	299	0	94	51,599	0	51,992	41,251
Total	100,623	5,521	71,739	51,599	194,322	423,804	
Conv. Total	259,481	6,460	49,121	39,989	79,672		434,722
Prior Year	266,032	8,845	40,991	30,253	54,844		400,965
BROKEN PITTED							
Bkn. Pitted	0	1,846				1,846	1,846
Bkn. Pitted Green Ripe	0	0				0	0
Total	0	1,846				1,846	
Conv. Total	0	1,846					1,846
Prior Year	94	1,708					1,802

Converted Total

1,027,959

Cumulative Sales - Month Ending January 31, 2007

Item	6 No. 10s	24 No. 300s	24 Buff	24 4.5 oz	24 2.25 oz	Total	Conv. Total
RIPE WHOLE							
Small	0	0	0			0	0
Medium	0	294	0			294	294
Large	0	4,762	0			4,762	4,762
Ex. Large	0	238	0			238	238
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	3,131	2,439	0			5,570	9,105
Colossal	197	1,122	0			1,319	1,541
Super Colossal	0	577	0			577	577
Green Ripe Whole	0	0	0			0	0
Total	3,328	9,432	0			12,760	
Conv. Total	7,085	9,432	0				16,517
Prior Year	8,378	10,453	27				18,857
RIPE PITTED							
Small	4,065	465,401	5,060			474,526	476,995
Medium	102,171	1,208,480	11,077			1,321,728	1,432,438
Large	22,487	1,673,370	10,653			1,706,510	1,727,434
Ex. Large	85,545	529,913	0			615,458	712,038
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	39,781	368,742	0			408,523	453,436
Colossal	8,004	108,111	0			116,115	125,152
Sup. Colossal	0	19,664	0			19,664	19,664
Green Ripe Whole	0	19,446	0			19,446	19,446
Total	262,053	4,393,127	26,790			4,681,970	
Conv. Total	557,911	4,393,127	15,565				4,966,603
Prior Year	546,082	4,685,623	17,127				5,248,832
LIMITED							
Segmented	11,404	0	0	0	2,200	13,604	30,267
Sliced	675,823	45,797	478,072	0	1,104,489	2,304,181	2,573,668
Chopped	6,488	292	3,534	256,526	0	266,840	228,716
Total	693,715	46,089	481,606	256,526	1,106,689	2,584,625	
Conv. Total	1,794,485	54,269	331,348	198,808	453,742		2,832,651
Prior Year	1,729,481	59,928	320,788	187,794	423,703		2,721,694
BROKEN PITTED							
Bkn. Pitted	106	42,385				42,491	42,611
Bkn. Pitted Green Ripe	0	0				0	0
Total	106	42,385				42,491	
Conv. Total	226	42,385					42,611
Prior Year	375	20,025					20,400

Converted Total

7,858,382

Consecutive Sales - 12 Months Month Ending January 31, 2007

Item	6 No. 10s	24 No. 300s	24 Buff	24 4.5 oz	24 2.25 oz	Total	Conv. Total
RIPE WHOLE							
Small	0	0	0			0	0
Medium	0	752	0			752	752
Large	0	6,972	0			6,972	6,972
Ex. Large	0	877	0			877	877
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	6,390	3,668	0			10,058	17,272
Colossal	442	1,900	0			2,342	2,841
Super Colossal	0	918	0			918	918
Green Ripe Whole	0	0	0			0	0
Total	6,832	15,087	0			21,919	
Conv. Total	14,545	15,087	0				29,632
Prior Year	17,383	22,083	34				39,501
RIPE PITTED							
Small	8,365	858,864	10,100			877,329	882,541
Medium	204,872	2,131,967	27,164			2,364,003	2,583,922
Large	45,566	2,984,269	22,426			3,052,261	3,094,309
Ex. Large	165,427	1,023,413	0			1,188,840	1,375,607
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	79,970	626,868	0			706,838	797,124
Colossal	17,100	198,191	0			215,291	234,597
Sup. Colossal	0	36,659	0			36,659	36,659
Green Ripe Whole	3	37,801	0			37,804	37,807
Total	521,303	7,898,032	59,690			8,479,025	
Conv. Total	1,109,854	7,898,032	34,680				9,042,566
Prior Year	1,127,740	8,220,190	39,545				9,387,475
LIMITED							
Segmented	24,438	0	0	0	5,200	29,638	65,060
Sliced	1,354,665	100,758	981,879	0	2,259,790	4,697,092	5,204,268
Chopped	13,591	1,469	5,712	489,603	0	510,375	442,028
Total	1,392,694	102,227	987,591	489,603	2,264,990	5,237,105	
Conv. Total	3,603,298	121,339	678,631	379,442	928,646		5,711,356
Prior Year	3,541,665	122,863	642,912	368,819	886,898		5,563,157
BROKEN PITTED							
Bkn. Pitted	254	60,284				60,538	60,825
Bkn. Pitted Green Ripe	0	0				0	0
Total	254	60,284				60,538	
Conv. Total	541	60,284					60,825
Prior Year	852	47,824					48,676

Converted Total

14,844,379