



# California Monthly Olive Report



## California Department of Food and Agriculture

Cooperating with the USDA, National Agricultural Statistics Service, Pacific Regional Office

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Month Ending: March 31, 2018 Released: April 20, 2018

### Summary Report - Sales Month Ending March 31, 2018 Converted 24/300 Case Basis

Item	Monthly Sales			Year to Date Sales			Consecutive 12 Month Sales		
	17/18	16/17	Percent Change	17/18	16/17	Percent Change	17/18	16/17	Percent Change
Total	978,319	1,027,524	-4.79	7,765,304	7,855,072	-1.14	11,719,921	12,095,394	-3.10
Markets									
Consumer	735,793	774,310	-4.97	5,898,977	6,011,903	-1.88	8,893,217	9,192,368	-3.25
Food Service	242,527	253,214	-4.22	1,866,328	1,843,169	1.26	2,826,704	2,903,026	-2.63
Styles									
Whole	69	214	-67.97	5,729	5,234	9.45	8,522	10,601	-19.62
Pitted	591,777	623,317	-5.06	4,803,943	4,917,942	-2.32	7,149,241	7,422,161	-3.68
Wedged	4,024	1,827	120.26	22,846	15,317	49.15	34,268	22,445	52.67
Sliced	366,256	378,013	-3.11	2,772,490	2,740,967	1.15	4,254,286	4,375,123	-2.76
Chopped	14,357	22,385	-35.86	143,327	157,974	-9.27	246,462	238,862	3.18
Broken Pitted	1,836	1,768	3.85	16,970	17,637	-3.78	27,142	26,201	3.59
Key Items									
24/300 Pitted	560,839	596,213	-5.93	4,578,699	4,694,413	-2.46	6,806,579	7,086,423	-3.95
6/10 Pitted	29,248	25,361	15.33	214,305	213,375	0.44	326,374	320,757	1.75
6/10 Sliced	207,092	223,469	-7.33	1,610,467	1,595,982	0.91	2,442,382	2,531,168	-3.51
24/300 Whole	26	146	-82.19	4,383	4,061	7.93	6,629	6,799	-2.50
6/10 Whole	43	68	-37.50	1,346	1,173	14.70	1,893	3,802	-50.22
6/10 Wedged	3,901	1,671	133.44	21,903	14,546	50.58	32,718	21,004	55.77
2.25 Sliced	59,089	59,030	0.10	438,023	441,456	-0.78	696,568	718,828	-3.10
4.25 Chopped	12,114	5,514	119.69	120,865	122,606	-1.42	156,183	193,695	-19.37

**Summary Report - Packout and Inventory**  
**Month Ending March 31, 2018**  
**Converted 24/300 Case Basis**

Item	Monthly Packout*			Year to Date Packout*			Inventory*		
	17/18	16/17	Percent Change	17/18	16/17	Percent Change	17/18	16/17	Percent Change
Total	1,455,029	1,266,562	14.88	8,222,691	8,829,665	-6.87	7,154,572	7,818,850	-8.50
<b>Markets</b>									
Consumer	1,124,971	967,949	16.22	6,298,442	6,454,561	-2.42	5,482,911	5,980,423	-8.32
Food Service	330,058	298,613	10.53	1,924,249	2,375,104	-18.98	1,671,662	1,838,427	-9.07
<b>Styles</b>									
Whole	0	1,358	-100.00	2,769	17,035	-83.75	17,311	30,581	-43.39
Pitted	924,817	795,465	16.26	5,020,869	5,221,971	-3.85	4,845,634	5,201,336	-6.84
Wedged	10,910	0	0.00	34,562	6,283	450.08	40,419	12,967	211.71
Sliced	506,329	442,609	14.40	3,004,085	3,419,664	-12.15	2,108,311	2,424,095	-13.03
Chopped	12,973	27,130	-52.18	157,160	164,711	-4.58	122,050	148,916	-18.04
Broken Pitted	0	0	0.00	3,246	0	0.00	20,847	954	2085.22
<b>Key Items</b>									
24/300 Pitted	906,967	763,027	18.86	4,923,253	4,861,184	1.28	4,534,844	4,745,984	-4.45
6/10 Pitted	17,850	30,455	-41.39	91,228	345,030	-73.56	289,978	418,817	-30.76
6/10 Sliced	301,298	263,613	14.30	1,772,128	1,995,398	-11.19	1,287,734	1,368,942	-5.93
24/300 Whole	0	0	0.00	2,769	4,890	-43.37	13,609	19,365	-29.72
6/10 Whole	0	1,358	-100.00	0	5,733	-100.00	3,702	5,231	-29.22
6/10 Wedged	10,910	0	0.00	34,562	6,283	450.08	38,020	12,821	196.55
2.25 Sliced	40,967	100,583	-59.27	353,727	588,566	-39.90	236,449	440,370	-46.31
4.25 Chopped	12,973	4,004	223.96	119,376	113,895	4.81	58,367	105,719	-44.79

\*Conversion factor 24 1.25 oz changed as of December 2008.

<u>Approximate Supply in Converted Cases</u>	
Total Inventory*	7,154,572
Converted Storage	9,755,334
Approximate Supply*	16,909,907

**Storage Report**  
**Month Ending March 31, 2018**

Whole Canning Sizes	
Size	Tons
Small	10,030
Medium	16,948
Large	10,968
Ex. Large	7,051
Ex. Large Sev. "C"	888
Jumbo	4,100
Colossal	3,348
Super Colossal	500
Orchard Run	0
Total Canning	53,833
Limited	9,104
Total	62,938
Total Converted (*155)	9,755,334

**Packout - Month Ending March 31, 2018**

<b>RIPE WHOLE</b>	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	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	1,358	0	0					1,358
<b>RIPE PITTED</b>	6 No. 10s	24 No. 300s	24 Buff				Total	Conv. Total
Small	0	64,342	0				64,342	64,342
Medium	6,325	106,280	0				112,605	119,746
Large	0	247,951	0				247,951	247,951
Ex. Large	2,059	486,419	0				488,478	490,803
Ex. Large Sev "C"	0	0	0				0	0
Jumbo	0	1,975	0				1,975	1,975
Colossal	0	0	0				0	0
Sup. Colossal	0	0	0				0	0
Green Ripe Whole	0	0	0				0	0
Total	8,384	906,967	0				915,351	
Conv. Total	17,850	906,967	0					924,817
Prior Year	30,455	763,027	1,982					795,465
<b>LIMITED</b>	6 No. 10s	24 No. 300s	24 Buff	24 4.25 oz	24 2.25 oz		Total	Conv. Total
Segmented	4,237	0	0	0	0		4,237	10,910
Sliced	117,009	13,235	217,221	0	99,919		447,384	506,329
Chopped	0	0	0	16,739	0		16,739	12,973
Total	121,246	13,235	217,221	16,739	99,919		468,360	
Conv. Total	312,208	15,485	148,579	12,973	40,967			530,212
Prior Year	266,799	52,067	46,286	4,004	100,583			469,739
<b>BROKEN PITTED</b>	6 No. 10s	24 No. 300s					Total	Conv. Total
Bkn. Pitted	0	0					0	0
Bkn. Pitted Green Ripe	0	0					0	0
Total	0	0					0	
Conv. Total	0	0						0
Prior Year	0	0						0

Converted Total 1,455,029

\*Conversion factor changed as of December 2008.

Consumer	1,124,971
Food Service	330,058

**Cumulative Packout - Month Ending March 31, 2018**

<b>RIPE WHOLE</b>	6 No. 10s	24 No. 300s	24 Buff				Total	Conv. Total
Small	0	0	0				0	0
Medium	0	491	0				491	491
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	2,278	0				2,278	2,278
Super Colossal	0	0	0				0	0
Green Ripe Whole	0	0	0				0	0
<b>Total</b>	0	2,769	0				2,769	
<b>Conv. Total</b>	0	2,769	0					2,769
Prior Year	5,733	4,890	6,412					17,035
<b>RIPE PITTED</b>	6 No. 10s	24 No. 300s	24 Buff				Total	Conv. Total
Small	0	178,230	0				178,230	178,230
Medium	38,396	1,368,927	7,805				1,415,128	1,455,207
Large	411	1,419,888	3,190				1,423,489	1,422,616
Ex. Large	3,689	1,623,264	0				1,626,953	1,631,118
Ex. Large Sev "C"	0	0	0				0	0
Jumbo	0	44,997	0				44,997	44,997
Colossal	354	86,727	0				87,081	87,481
Sup. Colossal	0	7,497	0				7,497	7,497
Green Ripe Whole	0	193,723	0				193,723	193,723
<b>Total</b>	42,850	4,923,253	10,995				4,977,098	
<b>Conv. Total</b>	91,228	4,923,253	6,388					5,020,869
Prior Year	345,030	4,861,184	15,757					5,221,971
<b>LIMITED</b>	6 No. 10s	24 No. 300s	24 Buff	24 4.25 oz	24 2.25 oz		Total	Conv. Total
Segmented	13,422	0	0	0	0		13,422	34,562
Sliced	688,205	325,583	727,045	0	862,748		2,603,581	3,004,085
Chopped	6,482	5,503	0	154,034	0		166,019	157,160
<b>Total</b>	708,109	331,086	727,045	154,034	862,748		2,783,022	
<b>Conv. Total</b>	1,831,542	393,864	497,299	119,376	353,727			3,195,807
Prior Year	2,024,340	324,741	539,116	113,895	588,566			3,590,659
<b>BROKEN PITTED</b>	6 No. 10s	24 No. 300s					Total	Conv. Total
Bkn. Pitted	695	1,766					2,461	3,246
Bkn. Pitted Green Ripe	0	0					0	0
<b>Total</b>	695	1,766					2,461	
<b>Conv. Total</b>	1,480	1,766						3,246
Prior Year	0	0						0

Converted Total 8,222,691

\*Conversion factor changed as of December 2008.

Consumer 6,298,442  
Food Service 1,924,249

**Inventory - Month Ending March 31, 2018**

<b>RIPE WHOLE</b>	6 No. 10s	24 No. 300s	24 Buff				Total	Conv. Total
Small	0	0	0				0	0
Medium	0	1,546	0				1,546	1,546
Large	0	8,816	0				8,816	8,816
Ex. Large	0	477	0				477	477
Ex. Large Sev "C"	0	0	0				0	0
Jumbo	1,101	1,368	0				2,469	3,712
Colossal	638	1,214	0				1,852	2,572
Super Colossal	0	188	0				188	188
Green Ripe Whole	0	0	0				0	0
<b>Total</b>	<b>1,739</b>	<b>13,609</b>	<b>0</b>				<b>15,348</b>	
<b>Conv. Total</b>	<b>3,702</b>	<b>13,609</b>	<b>0</b>					<b>17,311</b>
<b>Prior Year</b>	<b>5,231</b>	<b>19,365</b>	<b>5,985</b>					<b>30,581</b>
<b>RIPE PITTED</b>	6 No. 10s	24 No. 300s	24 Buff				Total	Conv. Total
Small	1,390	201,670	1,032				204,092	205,229
Medium	76,260	1,063,785	13,201				1,153,246	1,233,812
Large	14,347	1,542,420	21,587				1,578,354	1,585,507
Ex. Large	30,572	1,234,562	0				1,265,134	1,299,650
Ex. Large Sev "C"	0	6,750	0				6,750	6,750
Jumbo	10,136	134,641	0				144,777	156,221
Colossal	3,499	147,899	0				151,398	155,348
Sup. Colossal	0	27,551	0				27,551	27,551
Green Ripe Whole	0	175,566	0				175,566	175,566
<b>Total</b>	<b>136,204</b>	<b>4,534,844</b>	<b>35,820</b>				<b>4,706,868</b>	
<b>Conv. Total</b>	<b>289,978</b>	<b>4,534,844</b>	<b>20,811</b>					<b>4,845,634</b>
<b>Prior Year</b>	<b>418,817</b>	<b>4,745,984</b>	<b>36,536</b>					<b>5,201,336</b>
<b>LIMITED</b>	6 No. 10s	24 No. 300s	24 Buff	24 4.25 oz	24 2.25 oz		Total	Conv. Total
Segmented	14,765	0	0	0	5,852		20,617	40,419
Sliced	500,091	234,191	453,399	0	576,704		1,764,385	2,108,311
Chopped	13,622	4,875	0	75,312	0		93,809	122,050
<b>Total</b>	<b>528,478</b>	<b>239,066</b>	<b>453,399</b>	<b>75,312</b>	<b>582,556</b>		<b>1,878,811</b>	
<b>Conv. Total</b>	<b>1,377,981</b>	<b>285,460</b>	<b>310,125</b>	<b>58,367</b>	<b>238,848</b>			<b>2,270,780</b>
<b>Prior Year</b>	<b>1,414,379</b>	<b>299,250</b>	<b>326,114</b>	<b>105,719</b>	<b>440,516</b>			<b>2,585,978</b>
<b>BROKEN PITTED</b>	6 No. 10s	24 No. 300s					Total	Conv. Total
Bkn. Pitted	0	20,847					20,847	20,847
Bkn. Pitted Green Ripe	0	0					0	0
<b>Total</b>	<b>0</b>	<b>20,847</b>					<b>20,847</b>	
<b>Conv. Total</b>	<b>0</b>	<b>20,847</b>						<b>20,847</b>
<b>Prior Year</b>	<b>0</b>	<b>954</b>						<b>954</b>

Converted Total 7,154,572

\*Conversion factor changed as of December 2008.

Consumer	5,482,911
Food Service	1,671,662

**Sales - Month Ending March 31, 2018**

<b>RIPE WHOLE</b>	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	26	0				26	26
Ex. Large	0	0	0				0	0
Ex. Large Sev "C"	0	0	0				0	0
Jumbo	20	0	0				20	43
Colossal	0	0	0				0	0
Super Colossal	0	0	0				0	0
Green Ripe Whole	0	0	0				0	0
<b>Total</b>	20	26	0				46	
Conv. Total	43	26	0					69
Prior Year	68	146	0					214
<b>RIPE PITTED</b>	6 No. 10s	24 No. 300s	24 Buff				Total	Conv. Total
Small	383	31,385	960				32,728	32,758
Medium	7,121	147,374	508				155,003	162,830
Large	1,779	242,401	1,441				245,621	247,026
Ex. Large	3,640	105,129	0				108,769	112,879
Ex. Large Sev "C"	0	0	0				0	0
Jumbo	605	11,467	0				12,072	12,755
Colossal	210	5,072	0				5,282	5,519
Sup. Colossal	0	133	0				133	133
Green Ripe Whole	0	17,878	0				17,878	17,878
<b>Total</b>	13,738	560,839	2,909				577,486	
Conv. Total	29,248	560,839	1,690					591,777
Prior Year	25,361	596,213	1,744					623,317
<b>LIMITED</b>	6 No. 10s	24 No. 300s	24 Buff	24 4.25 oz	24 2.25 oz		Total	Conv. Total
Segmented	1,515	0	0	0	300		1,815	4,024
Sliced	80,424	33,745	88,587	0	144,120		346,876	366,256
Chopped	585	0	0	15,631	0		16,216	14,357
<b>Total</b>	82,524	33,745	88,587	15,631	144,420		364,907	
Conv. Total	213,236	39,482	60,594	12,114	59,212			384,637
Prior Year	227,785	37,071	72,668	5,514	59,186			402,225
<b>BROKEN PITTED</b>	6 No. 10s	24 No. 300s					Total	Conv. Total
Bkn. Pitted	0	1,836					1,836	1,836
Bkn. Pitted Green Ripe	0	0					0	0
<b>Total</b>	0	1,836					1,836	
Conv. Total	0	1,836						1,836
Prior Year	0	1,768						1,768

Converted Total 978,319

Consumer 735,793  
Food Service 242,527

**Cumulative Sales - Month Ending March 31, 2018**

<b>RIPE WHOLE</b>	6 No. 10s	24 No. 300s	24 Buff				Total	Conv. Total
Small	0	0	0				0	0
Medium	0	544	0				544	544
Large	0	2,615	0				2,615	2,615
Ex. Large	0	0	0				0	0
Ex. Large Sev "C"	0	0	0				0	0
Jumbo	632	714	0				1,346	2,060
Colossal	0	510	0				510	510
Super Colossal	0	0	0				0	0
Green Ripe Whole	0	0	0				0	0
<b>Total</b>	632	4,383	0				5,015	
<b>Conv. Total</b>	1,346	4,383	0					5,729
<b>Prior Year</b>	1,173	4,061	0					5,234
<b>RIPE PITTED</b>	6 No. 10s	24 No. 300s	24 Buff				Total	Conv. Total
Small	2,389	298,381	4,420				305,190	306,035
Medium	54,540	1,173,358	4,220				1,232,118	1,291,925
Large	11,681	1,968,348	10,187				1,990,216	1,999,135
Ex. Large	22,530	845,943	0				868,473	893,909
Ex. Large Sev "C"	0	0	0				0	0
Jumbo	6,318	160,113	0				166,431	173,564
Colossal	3,202	49,301	0				52,503	56,118
Sup. Colossal	0	2,180	0				2,180	2,180
Green Ripe Whole	0	81,075	0				81,075	81,075
<b>Total</b>	100,660	4,578,699	18,827				4,698,186	
<b>Conv. Total</b>	214,305	4,578,699	10,938					4,803,943
<b>Prior Year</b>	213,375	4,694,413	10,155					4,917,942
<b>LIMITED</b>	6 No. 10s	24 No. 300s	24 Buff	24 4.25 oz	24 2.25 oz		Total	Conv. Total
Segmented	8,506	0	0	0	2,300		10,806	22,846
Sliced	625,424	244,039	641,045	0	1,068,348		2,578,856	2,772,490
Chopped	4,775	1,768	0	155,955	0		162,498	143,327
<b>Total</b>	638,705	245,807	641,045	155,955	1,070,648		2,752,160	
<b>Conv. Total</b>	1,650,677	289,680	438,475	120,865	438,966			2,938,663
<b>Prior Year</b>	1,628,621	265,495	455,309	122,606	442,227			2,914,258
<b>BROKEN PITTED</b>	6 No. 10s	24 No. 300s					Total	Conv. Total
Bkn. Pitted	0	16,970					16,970	16,970
Bkn. Pitted Green Ripe	0	0					0	0
<b>Total</b>	0	16,970					16,970	
<b>Conv. Total</b>	0	16,970						16,970
<b>Prior Year</b>	0	17,637						17,637

Converted Total 7,765,304

Consumer 5,898,977  
Food Service 1,866,328

**Consecutive Sales - 12 Months Month Ending March 31, 2018**

<b>RIPE WHOLE</b>	6 No. 10s	24 No. 300s	24 Buff				Total	Conv. Total
Small	0	0	0				0	0
Medium	0	748	0				748	748
Large	0	3,356	0				3,356	3,356
Ex. Large	0	179	0				179	179
Ex. Large Sev "C"	0	0	0				0	0
Jumbo	889	1,122	0				2,011	3,015
Colossal	0	1,122	0				1,122	1,122
Super Colossal	0	102	0				102	102
Green Ripe Whole	0	0	0				0	0
<b>Total</b>	889	6,629	0				7,518	
Conv. Total	1,893	6,629	0					8,522
Prior Year	3,802	6,799	0					10,601
<b>RIPE PITTED</b>	6 No. 10s	24 No. 300s	24 Buff				Total	Conv. Total
Small	3,975	454,047	6,415				464,437	466,237
Medium	81,687	1,746,938	7,324				1,835,949	1,925,105
Large	17,628	2,885,796	14,297				2,917,721	2,931,633
Ex. Large	34,906	1,260,685	0				1,295,591	1,335,000
Ex. Large Sev "C"	0	0	0				0	0
Jumbo	9,922	252,472	0				262,394	273,596
Colossal	5,181	72,138	0				77,319	83,168
Sup. Colossal	0	3,198	0				3,198	3,198
Green Ripe Whole	0	131,305	0				131,305	131,305
<b>Total</b>	153,299	6,806,579	28,036				6,987,914	
Conv. Total	326,374	6,806,579	16,289					7,149,241
Prior Year	320,757	7,086,423	14,981					7,422,161
<b>LIMITED</b>	6 No. 10s	24 No. 300s	24 Buff	24 4.25 oz	24 2.25 oz		Total	Conv. Total
Segmented	12,706	0	0	0	3,780		16,486	34,268
Sliced	948,498	376,075	987,321	0	1,698,946		4,010,840	4,254,286
Chopped	6,087	3,536	47,668	201,527	0		258,818	246,462
<b>Total</b>	967,291	379,611	1,034,989	201,527	1,702,726		4,286,144	
Conv. Total	2,498,438	448,317	733,959	156,183	698,118			4,535,015
Prior Year	2,578,466	414,083	729,917	193,695	720,269			4,636,430
<b>BROKEN PITTED</b>	6 No. 10s	24 No. 300s					Total	Conv. Total
Bkn. Pitted	0	27,142					27,142	27,142
Bkn. Pitted Green Ripe	0	0					0	0
<b>Total</b>	0	27,142					27,142	
Conv. Total	0	27,142						27,142
Prior Year	0	26,201						26,201

Converted Total 11,719,921

Consumer 8,893,217  
Food Service 2,826,704