



# 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: **June 30, 2019** Released: **July 24, 2019**

### Summary Report - Sales Month Ending June 30, 2019 Converted 24/300 Case Basis

| Item             | Monthly Sales |           |                | Year to Date Sales |            |                | Consecutive 12 Month Sales |            |                |
|------------------|---------------|-----------|----------------|--------------------|------------|----------------|----------------------------|------------|----------------|
|                  | 18/19         | 17/18     | Percent Change | 18/19              | 17/18      | Percent Change | 18/19                      | 17/18      | Percent Change |
| Total            | 1,040,345     | 1,112,917 | -6.52          | 11,008,835         | 10,666,250 | 3.21           | 11,960,405                 | 11,586,412 | 3.23           |
| <b>Markets</b>   |               |           |                |                    |            |                |                            |            |                |
| Consumer         | 774,583       | 837,529   | -7.52          | 8,273,073          | 8,040,195  | 2.90           | 8,976,543                  | 8,739,055  | 2.72           |
| Food Service     | 265,762       | 275,388   | -3.50          | 2,735,762          | 2,626,055  | 4.18           | 2,983,863                  | 2,847,356  | 4.79           |
| <b>Styles</b>    |               |           |                |                    |            |                |                            |            |                |
| Whole            | 493           | 689       | -28.40         | 5,848              | 7,017      | -16.66         | 6,295                      | 7,859      | -19.91         |
| Pitted           | 593,649       | 665,507   | -10.80         | 6,595,929          | 6,497,928  | 1.51           | 7,159,182                  | 7,031,644  | 1.81           |
| Wedged           | 1,760         | 3,112     | -43.47         | 30,411             | 30,489     | -0.26          | 33,678                     | 33,081     | 1.81           |
| Sliced           | 425,924       | 418,637   | 1.74           | 4,164,263          | 3,897,496  | 6.84           | 4,525,964                  | 4,252,981  | 6.42           |
| Chopped          | 16,721        | 23,340    | -28.36         | 193,330            | 211,453    | -8.57          | 213,275                    | 235,666    | -9.50          |
| Broken Pitted    | 1,798         | 1,632     | 10.17          | 19,053             | 21,866     | -12.86         | 22,011                     | 25,180     | -12.59         |
| <b>Key Items</b> |               |           |                |                    |            |                |                            |            |                |
| 24/300 Pitted    | 559,170       | 629,967   | -11.24         | 6,279,655          | 6,180,225  | 1.61           | 6,813,754                  | 6,690,841  | 1.84           |
| 6/10 Pitted      | 33,227        | 33,210    | 0.05           | 300,515            | 301,662    | -0.38          | 328,639                    | 323,361    | 1.63           |
| 6/10 Sliced      | 230,406       | 234,134   | -1.59          | 2,384,262          | 2,252,389  | 5.85           | 2,595,433                  | 2,447,998  | 6.02           |
| 24/300 Whole     | 306           | 655       | -53.28         | 4,224              | 5,446      | -22.44         | 4,496                      | 6,135      | -26.72         |
| 6/10 Whole       | 187           | 34        | 450.00         | 1,624              | 1,571      | 3.39           | 1,799                      | 1,724      | 4.32           |
| 6/10 Wedged      | 1,409         | 2,948     | -52.23         | 28,492             | 29,087     | -2.04          | 31,588                     | 31,531     | 0.18           |
| 2.25 Sliced      | 69,554        | 69,155    | 0.58           | 627,410            | 607,355    | 3.30           | 685,423                    | 670,505    | 2.22           |
| 4.25 Chopped     | 15,389        | 18,279    | -15.81         | 168,072            | 165,153    | 1.77           | 182,480                    | 171,338    | 6.50           |

**Summary Report - Packout and Inventory**  
**Month Ending June 30, 2019**  
**Converted 24/300 Case Basis**

| Item             | Monthly Packout* |           |                | Year to Date Packout* |            |                | Inventory* |           |                |
|------------------|------------------|-----------|----------------|-----------------------|------------|----------------|------------|-----------|----------------|
|                  | 18/19            | 17/18     | Percent Change | 18/19                 | 17/18      | Percent Change | 18/19      | 17/18     | Percent Change |
| Total            | 1,148,362        | 1,060,980 | 8.24           | 9,991,773             | 11,115,649 | -10.11         | 5,647,385  | 7,096,541 | -20.42         |
| <b>Markets</b>   |                  |           |                |                       |            |                |            |           |                |
| Consumer         | 869,454          | 776,255   | 12.01          | 7,719,167             | 8,440,555  | -8.55          | 4,555,068  | 5,442,256 | -16.30         |
| Food Service     | 278,908          | 284,725   | -2.04          | 2,272,606             | 2,675,094  | -15.05         | 1,092,317  | 1,654,285 | -33.97         |
| <b>Styles</b>    |                  |           |                |                       |            |                |            |           |                |
| Whole            | 0                | 0         | 0.00           | 91,164                | 2,769      | 3192.32        | 13,745     | 16,146    | -14.87         |
| Pitted           | 675,775          | 650,297   | 3.92           | 6,047,212             | 6,804,457  | -11.13         | 3,918,199  | 4,888,887 | -19.85         |
| Wedged           | 0                | 0         | 0.00           | 12,765                | 34,562     | -63.07         | 24,908     | 32,341    | -22.98         |
| Sliced           | 420,762          | 393,318   | 6.98           | 3,559,902             | 4,074,605  | -12.63         | 1,474,044  | 2,037,660 | -27.66         |
| Chopped          | 51,825           | 17,365    | 198.44         | 271,729               | 196,010    | 38.63          | 195,515    | 106,095   | 84.28          |
| Broken Pitted    | 0                | 0         | 0.00           | 9,000                 | 3,246      | 177.29         | 20,975     | 15,412    | 36.10          |
| <b>Key Items</b> |                  |           |                |                       |            |                |            |           |                |
| 24/300 Pitted    | 652,768          | 627,681   | 4.00           | 5,754,460             | 6,560,730  | -12.29         | 3,657,295  | 4,526,693 | -19.21         |
| 6/10 Pitted      | 19,446           | 21,394    | -9.11          | 278,377               | 236,117    | 17.90          | 249,810    | 345,036   | -27.60         |
| 6/10 Sliced      | 248,830          | 259,854   | -4.24          | 1,876,984             | 2,372,778  | -20.90         | 764,837    | 1,226,336 | -37.63         |
| 24/300 Whole     | 0                | 0         | 0.00           | 2,960                 | 2,769      | 6.90           | 10,462     | 12,574    | -16.80         |
| 6/10 Whole       | 0                | 0         | 0.00           | 88,204                | 0          | 0.00           | 3,283      | 3,572     | -8.10          |
| 6/10 Wedged      | 0                | 0         | 0.00           | 11,902                | 34,562     | -65.56         | 24,184     | 30,403    | -20.45         |
| 2.25 Sliced      | 61,099           | 60,737    | 0.60           | 620,142               | 574,879    | 7.87           | 290,978    | 303,983   | -4.28          |
| 4.25 Chopped     | 41,194           | 13,888    | 196.61         | 254,591               | 152,920    | 66.49          | 139,729    | 46,559    | 200.11         |

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

| <u>Approximate Supply in Converted Cases</u> |           |
|--|-----------|
| Total Inventory*                             | 5,647,385 |
| Converted Storage                            | 2,110,593 |
| Approximate Supply*                          | 7,757,978 |

**Storage Report**  
**Month Ending June 30, 2019**

| Whole Canning Sizes    |           |
|------------------------|-----------|
| Size                   | Tons      |
| Small                  | 453       |
| Medium                 | 5,105     |
| Large                  | 1,870     |
| Ex. Large              | 826       |
| Ex. Large Sev. "C"     | 1         |
| Jumbo                  | 374       |
| Colossal               | 1,175     |
| Super Colossal         | 241       |
| Orchard Run            | 0         |
| Total Canning          | 10,046    |
| Limited                | 3,571     |
| Total                  | 13,617    |
| Total Converted (*155) | 2,110,593 |

**Packout - Month Ending June 30, 2019**

| <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             | 0         | 0           | 0       |            |            |  |         | 0           |
| <b>RIPE PITTED</b>     | 6 No. 10s | 24 No. 300s | 24 Buff |            |            |  | Total   | Conv. Total |
| Small                  | 0         | 0           | 0       |            |            |  | 0       | 0           |
| Medium                 | 2,615     | 163,245     | 2,028   |            |            |  | 167,888 | 169,991     |
| Large                  | 2,639     | 264,800     | 4,100   |            |            |  | 271,539 | 272,801     |
| Ex. Large              | 2,355     | 162,198     | 0       |            |            |  | 164,553 | 167,212     |
| Ex. Large Sev "C"      | 0         | 0           | 0       |            |            |  | 0       | 0           |
| Jumbo                  | 1,525     | 4,895       | 0       |            |            |  | 6,420   | 8,142       |
| Colossal               | 0         | 53,942      | 0       |            |            |  | 53,942  | 53,942      |
| Sup. Colossal          | 0         | 3,688       | 0       |            |            |  | 3,688   | 3,688       |
| Green Ripe Whole       | 0         | 0           | 0       |            |            |  | 0       | 0           |
| Total                  | 9,134     | 652,768     | 6,128   |            |            |  | 668,030 |             |
| Conv. Total            | 19,446    | 652,768     | 3,560   |            |            |  |         | 675,775     |
| Prior Year             | 21,394    | 627,681     | 1,222   |            |            |  |         | 650,297     |
| <b>LIMITED</b>         | 6 No. 10s | 24 No. 300s | 24 Buff | 24 4.25 oz | 24 2.25 oz |  | Total   | Conv. Total |
| Segmented              | 0         | 0           | 0       | 0          | 0          |  | 0       | 0           |
| Sliced                 | 96,633    | 11,291      | 142,723 | 0          | 149,022    |  | 399,669 | 420,762     |
| Chopped                | 2,773     | 0           | 0       | 53,153     | 0          |  | 55,926  | 51,825      |
| Total                  | 99,406    | 11,291      | 142,723 | 53,153     | 149,022    |  | 455,595 |             |
| Conv. Total            | 259,462   | 13,210      | 97,623  | 41,194     | 61,099     |  |         | 472,587     |
| Prior Year             | 263,331   | 23,822      | 48,905  | 13,888     | 60,737     |  |         | 410,683     |
| <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 1,148,362

\*Conversion factor changed as of December 2008.

|              |         |
|--------------|---------|
| Consumer     | 869,454 |
| Food Service | 278,908 |

**Cumulative Packout - Month Ending June 30, 2019**

| <b>RIPE WHOLE</b>      | 6 No. 10s        | 24 No. 300s      | 24 Buff        |                |                  |  | Total            | Conv. Total      |
|------------------------|------------------|------------------|----------------|----------------|------------------|--|------------------|------------------|
| Small                  | 0                | 0                | 0              |                |                  |  | 0                | 0                |
| Medium                 | 0                | 1,656            | 0              |                |                  |  | 1,656            | 1,656            |
| Large                  | 0                | 0                | 0              |                |                  |  | 0                | 0                |
| Ex. Large              | 40,699           | 0                | 0              |                |                  |  | 40,699           | 86,648           |
| Ex. Large Sev "C"      | 0                | 0                | 0              |                |                  |  | 0                | 0                |
| Jumbo                  | 731              | 735              | 0              |                |                  |  | 1,466            | 2,291            |
| Colossal               | 0                | 569              | 0              |                |                  |  | 569              | 569              |
| Super Colossal         | 0                | 0                | 0              |                |                  |  | 0                | 0                |
| Green Ripe Whole       | 0                | 0                | 0              |                |                  |  | 0                | 0                |
| <b>Total</b>           | <b>41,430</b>    | <b>2,960</b>     | <b>0</b>       |                |                  |  | <b>44,390</b>    |                  |
| <b>Conv. Total</b>     | <b>88,204</b>    | <b>2,960</b>     | <b>0</b>       |                |                  |  |                  | <b>91,164</b>    |
| <b>Prior Year</b>      | <b>0</b>         | <b>2,769</b>     | <b>0</b>       |                |                  |  |                  | <b>2,769</b>     |
| <b>RIPE PITTED</b>     | 6 No. 10s        | 24 No. 300s      | 24 Buff        |                |                  |  | Total            | Conv. Total      |
| Small                  | 1,729            | 211,331          | 0              |                |                  |  | 213,060          | 215,012          |
| Medium                 | 66,893           | 1,592,171        | 14,433         |                |                  |  | 1,673,497        | 1,742,972        |
| Large                  | 8,719            | 1,773,499        | 8,111          |                |                  |  | 1,790,329        | 1,796,774        |
| Ex. Large              | 14,201           | 1,510,648        | 2,198          |                |                  |  | 1,527,047        | 1,542,159        |
| Ex. Large Sev "C"      | 0                | 55,099           | 0              |                |                  |  | 55,099           | 55,099           |
| Jumbo                  | 23,930           | 135,186          | 0              |                |                  |  | 159,116          | 186,133          |
| Colossal               | 11,367           | 210,791          | 0              |                |                  |  | 222,158          | 234,991          |
| Sup. Colossal          | 3,916            | 24,692           | 0              |                |                  |  | 28,608           | 33,029           |
| Green Ripe Whole       | 0                | 241,043          | 0              |                |                  |  | 241,043          | 241,043          |
| <b>Total</b>           | <b>130,755</b>   | <b>5,754,460</b> | <b>24,742</b>  |                |                  |  | <b>5,909,957</b> |                  |
| <b>Conv. Total</b>     | <b>278,377</b>   | <b>5,754,460</b> | <b>14,375</b>  |                |                  |  |                  | <b>6,047,212</b> |
| <b>Prior Year</b>      | <b>236,117</b>   | <b>6,560,730</b> | <b>7,610</b>   |                |                  |  |                  | <b>6,804,457</b> |
| <b>LIMITED</b>         | 6 No. 10s        | 24 No. 300s      | 24 Buff        | 24 4.25 oz     | 24 2.25 oz       |  | Total            | Conv. Total      |
| Segmented              | 4,622            | 738              | 0              | 0              | 0                |  | 5,360            | 12,765           |
| Sliced                 | 728,926          | 392,473          | 882,430        | 0              | 1,512,542        |  | 3,516,371        | 3,559,902        |
| Chopped                | 4,470            | 0                | 0              | 328,504        | 0                |  | 332,974          | 271,729          |
| <b>Total</b>           | <b>738,018</b>   | <b>393,211</b>   | <b>882,430</b> | <b>328,504</b> | <b>1,512,542</b> |  | <b>3,854,705</b> |                  |
| <b>Conv. Total</b>     | <b>1,906,024</b> | <b>460,057</b>   | <b>603,582</b> | <b>254,591</b> | <b>620,142</b>   |  |                  | <b>3,844,396</b> |
| <b>Prior Year</b>      | <b>2,437,497</b> | <b>493,356</b>   | <b>646,525</b> | <b>152,920</b> | <b>574,879</b>   |  |                  | <b>4,305,177</b> |
| <b>BROKEN PITTED</b>   | 6 No. 10s        | 24 No. 300s      |                |                |                  |  | Total            | Conv. Total      |
| Bkn. Pitted            | 0                | 9,000            |                |                |                  |  | 9,000            | 9,000            |
| Bkn. Pitted Green Ripe | 0                | 0                |                |                |                  |  | 0                | 0                |
| <b>Total</b>           | <b>0</b>         | <b>9,000</b>     |                |                |                  |  | <b>9,000</b>     |                  |
| <b>Conv. Total</b>     | <b>0</b>         | <b>9,000</b>     |                |                |                  |  |                  | <b>9,000</b>     |
| <b>Prior Year</b>      | <b>1,480</b>     | <b>1,766</b>     |                |                |                  |  |                  | <b>3,246</b>     |

Converted Total 9,991,773

\*Conversion factor changed as of December 2008.

|              |           |
|--------------|-----------|
| Consumer     | 7,719,167 |
| Food Service | 2,272,606 |

**Inventory - Month Ending June 30, 2019**

| <b>RIPE WHOLE</b>      | 6 No. 10s      | 24 No. 300s      | 24 Buff        |                |                |  | Total            | Conv. Total |
|------------------------|----------------|------------------|----------------|----------------|----------------|--|------------------|-------------|
| Small                  | 0              | 0                | 0              |                |                |  | 0                | 0           |
| Medium                 | 0              | 1,296            | 0              |                |                |  | 1,296            | 1,296       |
| Large                  | 0              | 7,327            | 0              |                |                |  | 7,327            | 7,327       |
| Ex. Large              | 0              | 339              | 0              |                |                |  | 339              | 339         |
| Ex. Large Sev "C"      | 0              | 0                | 0              |                |                |  | 0                | 0           |
| Jumbo                  | 1,542          | 744              | 0              |                |                |  | 2,286            | 4,027       |
| Colossal               | 0              | 756              | 0              |                |                |  | 756              | 756         |
| Super Colossal         | 0              | 0                | 0              |                |                |  | 0                | 0           |
| Green Ripe Whole       | 0              | 0                | 0              |                |                |  | 0                | 0           |
| <b>Total</b>           | <b>1,542</b>   | <b>10,462</b>    | <b>0</b>       |                |                |  | <b>12,004</b>    |             |
| Conv. Total            | 3,283          | 10,462           | 0              |                |                |  |                  | 13,745      |
| Prior Year             | 3,572          | 12,574           | 0              |                |                |  |                  | 16,146      |
| <b>RIPE PITTED</b>     | 6 No. 10s      | 24 No. 300s      | 24 Buff        |                |                |  | Total            | Conv. Total |
| Small                  | 1,586          | 211,874          | 984            |                |                |  | 214,444          | 215,822     |
| Medium                 | 42,445         | 943,357          | 10,307         |                |                |  | 996,109          | 1,039,711   |
| Large                  | 7,851          | 970,783          | 7,803          |                |                |  | 986,437          | 992,031     |
| Ex. Large              | 27,002         | 940,045          | 0              |                |                |  | 967,047          | 997,532     |
| Ex. Large Sev "C"      | 0              | 0                | 0              |                |                |  | 0                | 0           |
| Jumbo                  | 22,485         | 171,265          | 0              |                |                |  | 193,750          | 219,136     |
| Colossal               | 15,968         | 272,123          | 0              |                |                |  | 288,091          | 306,119     |
| Sup. Colossal          | 0              | 30,118           | 0              |                |                |  | 30,118           | 30,118      |
| Green Ripe Whole       | 0              | 117,730          | 0              |                |                |  | 117,730          | 117,730     |
| <b>Total</b>           | <b>117,337</b> | <b>3,657,295</b> | <b>19,094</b>  |                |                |  | <b>3,793,726</b> |             |
| Conv. Total            | 249,810        | 3,657,295        | 11,094         |                |                |  |                  | 3,918,199   |
| Prior Year             | 345,036        | 4,526,693        | 17,158         |                |                |  |                  | 4,888,887   |
| <b>LIMITED</b>         | 6 No. 10s      | 24 No. 300s      | 24 Buff        | 24 4.25 oz     | 24 2.25 oz     |  | Total            | Conv. Total |
| Segmented              | 9,392          | 0                | 0              | 0              | 1,764          |  | 11,156           | 24,908      |
| Sliced                 | 297,024        | 165,725          | 327,969        | 0              | 709,703        |  | 1,500,421        | 1,474,044   |
| Chopped                | 13,094         | 2,376            | 0              | 180,295        | 0              |  | 195,765          | 195,515     |
| <b>Total</b>           | <b>319,510</b> | <b>168,101</b>   | <b>327,969</b> | <b>180,295</b> | <b>711,467</b> |  | <b>1,707,342</b> |             |
| Conv. Total            | 839,224        | 199,482          | 224,331        | 139,729        | 291,701        |  |                  | 1,694,466   |
| Prior Year             | 1,305,676      | 265,373          | 252,567        | 46,559         | 305,921        |  |                  | 2,176,096   |
| <b>BROKEN PITTED</b>   | 6 No. 10s      | 24 No. 300s      |                |                |                |  | Total            | Conv. Total |
| Bkn. Pitted            | 0              | 20,975           |                |                |                |  | 20,975           | 20,975      |
| Bkn. Pitted Green Ripe | 0              | 0                |                |                |                |  | 0                | 0           |
| <b>Total</b>           | <b>0</b>       | <b>20,975</b>    |                |                |                |  | <b>20,975</b>    |             |
| Conv. Total            | 0              | 20,975           |                |                |                |  |                  | 20,975      |
| Prior Year             | 0              | 15,412           |                |                |                |  |                  | 15,412      |

Converted Total 5,647,385

\*Conversion factor changed as of December 2008.

Consumer 4,555,068  
 Food Service 1,092,317

**Sales - Month Ending June 30, 2019**

| <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                  | 88            | 204            | 0              |               |                |  | 292            | 391         |
| Colossal               | 0             | 102            | 0              |               |                |  | 102            | 102         |
| Super Colossal         | 0             | 0              | 0              |               |                |  | 0              | 0           |
| Green Ripe Whole       | 0             | 0              | 0              |               |                |  | 0              | 0           |
| <b>Total</b>           | <b>88</b>     | <b>306</b>     | <b>0</b>       |               |                |  | <b>394</b>     |             |
| Conv. Total            | 187           | 306            | 0              |               |                |  |                | 493         |
| Prior Year             | 34            | 655            | 0              |               |                |  |                | 689         |
| <b>RIPE PITTED</b>     | 6 No. 10s     | 24 No. 300s    | 24 Buff        |               |                |  | Total          | Conv. Total |
| Small                  | 372           | 41,770         | 401            |               |                |  | 42,543         | 42,795      |
| Medium                 | 5,743         | 144,270        | 561            |               |                |  | 150,574        | 156,823     |
| Large                  | 1,570         | 226,202        | 1,192          |               |                |  | 228,964        | 230,237     |
| Ex. Large              | 6,509         | 109,885        | 0              |               |                |  | 116,394        | 123,743     |
| Ex. Large Sev "C"      | 0             | 0              | 0              |               |                |  | 0              | 0           |
| Jumbo                  | 958           | 20,202         | 0              |               |                |  | 21,160         | 22,242      |
| Colossal               | 455           | 3,447          | 0              |               |                |  | 3,902          | 4,416       |
| Sup. Colossal          | 0             | 84             | 0              |               |                |  | 84             | 84          |
| Green Ripe Whole       | 0             | 13,310         | 0              |               |                |  | 13,310         | 13,310      |
| <b>Total</b>           | <b>15,607</b> | <b>559,170</b> | <b>2,154</b>   |               |                |  | <b>576,931</b> |             |
| Conv. Total            | 33,227        | 559,170        | 1,251          |               |                |  |                | 593,649     |
| Prior Year             | 33,210        | 629,967        | 2,330          |               |                |  |                | 665,507     |
| <b>LIMITED</b>         | 6 No. 10s     | 24 No. 300s    | 24 Buff        | 24 4.25 oz    | 24 2.25 oz     |  | Total          | Conv. Total |
| Segmented              | 547           | 300            | 0              | 0             | 0              |  | 847            | 1,760       |
| Sliced                 | 89,478        | 45,127         | 106,967        | 0             | 169,644        |  | 411,216        | 425,924     |
| Chopped                | 139           | 340            | 0              | 19,857        | 0              |  | 20,336         | 16,721      |
| <b>Total</b>           | <b>90,164</b> | <b>45,767</b>  | <b>106,967</b> | <b>19,857</b> | <b>169,644</b> |  | <b>432,399</b> |             |
| Conv. Total            | 232,347       | 53,949         | 73,165         | 15,389        | 69,554         |  |                | 444,405     |
| Prior Year             | 242,144       | 42,623         | 72,724         | 18,279        | 69,319         |  |                | 445,089     |
| <b>BROKEN PITTED</b>   | 6 No. 10s     | 24 No. 300s    |                |               |                |  | Total          | Conv. Total |
| Bkn. Pitted            | 0             | 1,798          |                |               |                |  | 1,798          | 1,798       |
| Bkn. Pitted Green Ripe | 0             | 0              |                |               |                |  | 0              | 0           |
| <b>Total</b>           | <b>0</b>      | <b>1,798</b>   |                |               |                |  | <b>1,798</b>   |             |
| Conv. Total            | 0             | 1,798          |                |               |                |  |                | 1,798       |
| Prior Year             | 0             | 1,632          |                |               |                |  |                | 1,632       |

Converted Total 1,040,345

Consumer 774,583  
Food Service 265,762

**Cumulative Sales - Month Ending June 30, 2019**

| <b>RIPE WHOLE</b>      | <b>6 No. 10s</b> | <b>24 No. 300s</b> | <b>24 Buff</b> |                   |                   |  | <b>Total</b>     | <b>Conv. Total</b> |
|------------------------|------------------|--------------------|----------------|-------------------|-------------------|--|------------------|--------------------|
| Small                  | 0                | 0                  | 0              |                   |                   |  | 0                | 0                  |
| Medium                 | 0                | 797                | 0              |                   |                   |  | 797              | 797                |
| Large                  | 0                | 1,897              | 0              |                   |                   |  | 1,897            | 1,897              |
| Ex. Large              | 0                | 0                  | 0              |                   |                   |  | 0                | 0                  |
| Ex. Large Sev "C"      | 0                | 0                  | 0              |                   |                   |  | 0                | 0                  |
| Jumbo                  | 763              | 918                | 0              |                   |                   |  | 1,681            | 2,542              |
| Colossal               | 0                | 612                | 0              |                   |                   |  | 612              | 612                |
| Super Colossal         | 0                | 0                  | 0              |                   |                   |  | 0                | 0                  |
| Green Ripe Whole       | 0                | 0                  | 0              |                   |                   |  | 0                | 0                  |
| <b>Total</b>           | <b>763</b>       | <b>4,224</b>       | <b>0</b>       |                   |                   |  | <b>4,987</b>     |                    |
| <b>Conv. Total</b>     | <b>1,624</b>     | <b>4,224</b>       | <b>0</b>       |                   |                   |  |                  | <b>5,848</b>       |
| <b>Prior Year</b>      | <b>1,571</b>     | <b>5,446</b>       | <b>0</b>       |                   |                   |  |                  | <b>7,017</b>       |
| <b>RIPE PITTED</b>     | <b>6 No. 10s</b> | <b>24 No. 300s</b> | <b>24 Buff</b> |                   |                   |  | <b>Total</b>     | <b>Conv. Total</b> |
| Small                  | 2,990            | 424,384            | 5,451          |                   |                   |  | 432,825          | 433,917            |
| Medium                 | 69,856           | 1,508,799          | 7,832          |                   |                   |  | 1,586,487        | 1,662,073          |
| Large                  | 15,023           | 2,640,057          | 13,842         |                   |                   |  | 2,668,922        | 2,680,083          |
| Ex. Large              | 39,526           | 1,286,537          | 0              |                   |                   |  | 1,326,063        | 1,370,688          |
| Ex. Large Sev "C"      | 584              | 10,309             | 0              |                   |                   |  | 10,893           | 11,552             |
| Jumbo                  | 8,082            | 197,223            | 0              |                   |                   |  | 205,305          | 214,430            |
| Colossal               | 5,092            | 60,958             | 0              |                   |                   |  | 66,050           | 71,799             |
| Sup. Colossal          | 0                | 3,257              | 0              |                   |                   |  | 3,257            | 3,257              |
| Green Ripe Whole       | 0                | 148,131            | 0              |                   |                   |  | 148,131          | 148,131            |
| <b>Total</b>           | <b>141,153</b>   | <b>6,279,655</b>   | <b>27,125</b>  |                   |                   |  | <b>6,447,933</b> |                    |
| <b>Conv. Total</b>     | <b>300,515</b>   | <b>6,279,655</b>   | <b>15,760</b>  |                   |                   |  |                  | <b>6,595,929</b>   |
| <b>Prior Year</b>      | <b>301,662</b>   | <b>6,180,225</b>   | <b>16,041</b>  |                   |                   |  |                  | <b>6,497,928</b>   |
| <b>LIMITED</b>         | <b>6 No. 10s</b> | <b>24 No. 300s</b> | <b>24 Buff</b> | <b>24 4.25 oz</b> | <b>24 2.25 oz</b> |  | <b>Total</b>     | <b>Conv. Total</b> |
| Segmented              | 11,065           | 904                | 0              | 0                 | 2,100             |  | 14,069           | 30,411             |
| Sliced                 | 925,927          | 405,321            | 991,763        | 0                 | 1,530,268         |  | 3,853,279        | 4,164,263          |
| Chopped                | 5,443            | 1,868              | 0              | 216,867           | 0                 |  | 224,178          | 193,330            |
| <b>Total</b>           | <b>942,435</b>   | <b>408,093</b>     | <b>991,763</b> | <b>216,867</b>    | <b>1,532,368</b>  |  | <b>4,091,526</b> |                    |
| <b>Conv. Total</b>     | <b>2,433,623</b> | <b>479,673</b>     | <b>678,366</b> | <b>168,072</b>    | <b>628,271</b>    |  |                  | <b>4,388,005</b>   |
| <b>Prior Year</b>      | <b>2,322,822</b> | <b>415,344</b>     | <b>627,363</b> | <b>165,153</b>    | <b>608,757</b>    |  |                  | <b>4,139,439</b>   |
| <b>BROKEN PITTED</b>   | <b>6 No. 10s</b> | <b>24 No. 300s</b> |                |                   |                   |  | <b>Total</b>     | <b>Conv. Total</b> |
| Bkn. Pitted            | 0                | 19,053             |                |                   |                   |  | 19,053           | 19,053             |
| Bkn. Pitted Green Ripe | 0                | 0                  |                |                   |                   |  | 0                | 0                  |
| <b>Total</b>           | <b>0</b>         | <b>19,053</b>      |                |                   |                   |  | <b>19,053</b>    |                    |
| <b>Conv. Total</b>     | <b>0</b>         | <b>19,053</b>      |                |                   |                   |  |                  | <b>19,053</b>      |
| <b>Prior Year</b>      | <b>0</b>         | <b>21,866</b>      |                |                   |                   |  |                  | <b>21,866</b>      |

Converted Total 11,008,835

Consumer 8,273,073  
Food Service 2,735,762

**Consecutive Sales - 12 Months Month Ending June 30, 2019**

| <b>RIPE WHOLE</b>      | 6 No. 10s        | 24 No. 300s      | 24 Buff          |                |                  |  | Total            | Conv. Total      |
|------------------------|------------------|------------------|------------------|----------------|------------------|--|------------------|------------------|
| Small                  | 0                | 0                | 0                |                |                  |  | 0                | 0                |
| Medium                 | 0                | 797              | 0                |                |                  |  | 797              | 797              |
| Large                  | 0                | 1,965            | 0                |                |                  |  | 1,965            | 1,965            |
| Ex. Large              | 0                | 0                | 0                |                |                  |  | 0                | 0                |
| Ex. Large Sev "C"      | 0                | 0                | 0                |                |                  |  | 0                | 0                |
| Jumbo                  | 845              | 918              | 0                |                |                  |  | 1,763            | 2,717            |
| Colossal               | 0                | 816              | 0                |                |                  |  | 816              | 816              |
| Super Colossal         | 0                | 0                | 0                |                |                  |  | 0                | 0                |
| Green Ripe Whole       | 0                | 0                | 0                |                |                  |  | 0                | 0                |
| <b>Total</b>           | <b>845</b>       | <b>4,496</b>     | <b>0</b>         |                |                  |  | <b>5,341</b>     |                  |
| <b>Conv. Total</b>     | <b>1,799</b>     | <b>4,496</b>     | <b>0</b>         |                |                  |  |                  | <b>6,295</b>     |
| <b>Prior Year</b>      | <b>1,724</b>     | <b>6,135</b>     | <b>0</b>         |                |                  |  |                  | <b>7,859</b>     |
| <b>RIPE PITTED</b>     | 6 No. 10s        | 24 No. 300s      | 24 Buff          |                |                  |  | Total            | Conv. Total      |
| Small                  | 3,133            | 454,776          | 5,651            |                |                  |  | 463,560          | 464,729          |
| Medium                 | 77,776           | 1,627,804        | 8,062            |                |                  |  | 1,713,642        | 1,798,073        |
| Large                  | 16,521           | 2,827,561        | 15,184           |                |                  |  | 2,859,266        | 2,871,556        |
| Ex. Large              | 41,820           | 1,391,157        | 0                |                |                  |  | 1,432,977        | 1,480,192        |
| Ex. Large Sev "C"      | 584              | 10,309           | 0                |                |                  |  | 10,893           | 11,552           |
| Jumbo                  | 9,062            | 277,736          | 0                |                |                  |  | 286,798          | 297,029          |
| Colossal               | 5,467            | 65,242           | 0                |                |                  |  | 70,709           | 76,881           |
| Sup. Colossal          | 0                | 3,567            | 0                |                |                  |  | 3,567            | 3,567            |
| Green Ripe Whole       | 0                | 155,602          | 0                |                |                  |  | 155,602          | 155,602          |
| <b>Total</b>           | <b>154,363</b>   | <b>6,813,754</b> | <b>28,897</b>    |                |                  |  | <b>6,997,014</b> |                  |
| <b>Conv. Total</b>     | <b>328,639</b>   | <b>6,813,754</b> | <b>16,789</b>    |                |                  |  |                  | <b>7,159,182</b> |
| <b>Prior Year</b>      | <b>323,361</b>   | <b>6,690,841</b> | <b>17,442</b>    |                |                  |  |                  | <b>7,031,644</b> |
| <b>LIMITED</b>         | 6 No. 10s        | 24 No. 300s      | 24 Buff          | 24 4.25 oz     | 24 2.25 oz       |  | Total            | Conv. Total      |
| Segmented              | 12,267           | 904              | 0                | 0              | 2,520            |  | 15,691           | 33,678           |
| Sliced                 | 1,007,935        | 433,954          | 1,078,045        | 0              | 1,671,763        |  | 4,191,697        | 4,525,964        |
| Chopped                | 6,887            | 1,868            | 0                | 235,458        | 0                |  | 244,213          | 213,275          |
| <b>Total</b>           | <b>1,027,089</b> | <b>436,726</b>   | <b>1,078,045</b> | <b>235,458</b> | <b>1,674,283</b> |  | <b>4,451,601</b> |                  |
| <b>Conv. Total</b>     | <b>2,653,425</b> | <b>513,174</b>   | <b>737,383</b>   | <b>182,480</b> | <b>686,456</b>   |  |                  | <b>4,772,917</b> |
| <b>Prior Year</b>      | <b>2,522,271</b> | <b>455,255</b>   | <b>700,810</b>   | <b>171,338</b> | <b>672,054</b>   |  |                  | <b>4,521,728</b> |
| <b>BROKEN PITTED</b>   | 6 No. 10s        | 24 No. 300s      |                  |                |                  |  | Total            | Conv. Total      |
| Bkn. Pitted            | 0                | 22,011           |                  |                |                  |  | 22,011           | 22,011           |
| Bkn. Pitted Green Ripe | 0                | 0                |                  |                |                  |  | 0                | 0                |
| <b>Total</b>           | <b>0</b>         | <b>22,011</b>    |                  |                |                  |  | <b>22,011</b>    |                  |
| <b>Conv. Total</b>     | <b>0</b>         | <b>22,011</b>    |                  |                |                  |  |                  | <b>22,011</b>    |
| <b>Prior Year</b>      | <b>0</b>         | <b>25,180</b>    |                  |                |                  |  |                  | <b>25,180</b>    |

Converted Total 11,960,405

Consumer 8,976,543  
Food Service 2,983,863