

# CALIFORNIA MONTHLY OLIVE REPORT

Released: July 23, 2002  
Revised: September 3, 2002

<b>Summary Report - Sales</b>									
<b>Month Ending June 30, 2002</b>									
<b>Converted 24/300 Case Basis</b>									
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
<b>Total</b>	1,342,958	1,370,904	-2.04	13,219,429	13,238,131	-0.14	14,309,739	14,205,019	0.74
<b>Markets</b>									
Consumer	948,215	904,781	4.80	8,997,517	8,376,009	7.42	9,704,206	8,909,127	8.92
Food Service	394,743	466,123	-15.31	4,221,912	4,862,122	-13.17	4,605,533	5,295,891	-13.04
<b>Styles</b>									
Whole	4,409	6,944	-36.51	53,175	66,035	-19.47	59,903	73,297	-18.27
Pitted	876,560	836,179	4.83	8,256,931	7,810,514	5.72	8,878,290	8,338,813	6.47
Wedged	6,988	6,625	5.47	77,219	75,340	2.49	85,515	82,545	3.60
Sliced	400,586	465,678	-13.98	4,257,996	4,669,359	-8.81	4,657,565	5,053,808	-7.84
Chopped	47,107	51,176	-7.95	485,123	533,954	-9.15	527,913	566,546	-6.82
Broken Pitt	7,309	4,302	69.91	88,985	82,929	7.30	100,554	90,010	11.71
<b>Key Items</b>									
24/300 Pitt	765,608	704,889	8.61	7,127,741	6,508,091	9.52	7,648,036	6,925,706	10.43
6/10 Pitt	105,320	123,233	-14.54	1,058,596	1,221,933	-13.37	1,153,054	1,329,026	-13.24
6/10 Sliced	267,046	319,509	-16.42	2,935,240	3,372,238	-12.96	3,201,984	3,674,788	-12.87
24/300 Whole	2,201	3,142	-29.95	33,666	40,765	-17.41	37,576	45,446	-17.32
6/10 Whole	2,208	3,802	-41.94	19,069	24,477	-22.09	21,724	27,015	-19.58
6/10 Wedged	6,824	6,543	4.29	74,817	72,929	2.59	82,948	80,054	3.62
2.25 Sliced	68,653	83,107	-17.39	737,511	748,994	-1.53	817,174	807,369	1.21
4.5 Chopped	31,460	37,352	-15.77	338,422	356,023	-4.94	368,804	373,386	-1.23

<b>Summary Report - Packout and Inventory</b>									
<b>Month Ending June 30, 2002</b>									
<b>Converted 24/300 Case Basis</b>									
Item	Monthly Packout			Year-to-Date Packout			Inventory		
	01/02	00/01	% change	01/02	00/01	% change	01/02	00/01	% change
<b>Total</b>	1,614,430	734,970	119.66	15,654,015	12,061,832	29.78	6,928,000	5,179,536	33.76

Markets									
Consumer	886,582	223,926	295.93	10,178,073	7,373,009	38.05	4,097,846	3,528,669	16.13
Food Service	727,849	511,044	42.42	5,475,942	4,688,823	16.79	2,830,153	1,650,866	71.43
Styles									
Whole	13,167	0	0.00	58,936	81,559	-27.74	69,668	73,968	-5.81
Pitted	925,635	193,178	379.16	9,953,711	6,874,202	44.80	4,732,120	3,623,352	30.60
Wedged	13,434	35,180	-61.81	52,203	172,714	-69.78	54,072	106,568	-49.26
Sliced	599,945	474,938	26.32	5,030,844	4,378,757	14.89	1,836,205	1,177,123	55.99
Chopped	50,818	31,674	60.44	521,348	518,428	0.56	180,953	155,266	16.54
Broken Pitt	11,431	0	0.00	36,972	36,173	2.21	54,981	43,259	27.10
Key Items									
24/300 Pitt	733,402	128,278	471.73	8,270,847	5,457,187	51.56	3,522,103	2,880,198	22.29
6/10 Pitt	177,244	64,900	173.10	1,620,869	1,327,819	22.07	1,156,038	681,778	69.56
6/10 Sliced	525,104	404,883	29.69	3,658,215	3,021,744	21.06	1,495,565	787,623	89.88
24/300 Whole	11,268	0	0.00	36,488	39,700	-8.09	35,259	38,632	-8.73
6/10 Whole	1,899	0	0.00	22,003	41,513	-47.00	34,096	34,781	-1.97
6/10 Wedged	13,434	35,180	-61.81	52,020	166,098	-68.68	49,049	98,872	-50.39
2.25 Sliced	38,625	48,020	-19.57	742,667	780,417	-4.84	161,809	222,988	-27.44
4.5 Chopped	41,115	25,594	60.64	393,247	357,506	10.00	126,523	103,582	22.15
							Approximate Supply in Converted Cases		
							Total Inventory	6,928,000	
							Converted Storage	6,651,255	
							Approximate Supply	13,579,255	

Storage - Month Ending June 30, 2002	
Whole Canning Sizes	
Size	Tons
Small	4,383
Medium	6,206
Large	16,904
Ex. Large	6,014
Ex.Large Sev. "C"	500
Jumbo	1,584
Colossal	1,840
Super Colossal	907
Orchard Run	0

Total Canning	38,339
Limited	4,573
Total	42,911
Total Converted (*155)	6,651,255

Packout - Month Ending June 30, 2002							
<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	3,644	0			3,644	3,644
Medium	0	0	0			0	0
Large	0	3,644	0			3,644	3,644
Ex. Large	0	0	0			0	0
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	892	3,095	0			3,987	4,994
Colossal	0	0	0			0	0
Super Colossal	0	885	0			885	885
Grn. Ripe Whole	0	0	0			0	0
<b>Total</b>	<b>892</b>	<b>11,268</b>	<b>0</b>			<b>12,160</b>	
<b>Conv. Total</b>	<b>1,899</b>	<b>11,268</b>	<b>0</b>				<b>13,167</b>
<b>Prior Year</b>	<b>0</b>	<b>0</b>	<b>0</b>				<b>0</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	0	44,994	4,151			49,145	47,406
Medium	31,914	217,422	16,607			265,943	295,016
Large	18,748	211,054	5,041			234,843	253,897
Ex. Large	1,984	123,410	0			125,394	127,634
Ex. Large Sev "C"	16,023	0	0			16,023	34,113
Jumbo	11,637	60,694	0			72,331	85,469
Colossal	2,946	69,139	0			72,085	75,411
Sup. Colossal	0	6,689	0			6,689	6,689
Grn. Ripe Whole	0	0	0			0	0
<b>Total</b>	<b>83,252</b>	<b>733,402</b>	<b>25,799</b>			<b>842,453</b>	
<b>Conv. Total</b>	<b>177,244</b>	<b>733,402</b>	<b>14,989</b>				<b>925,635</b>
<b>Prior Year</b>	<b>64,900</b>	<b>128,278</b>	<b>0</b>				<b>193,178</b>
<b>Limited</b>	<b>6 No. 10s</b>	<b>24 No. 300s</b>	<b>24 Buff</b>	<b>24 4.5oz</b>	<b>24 2.25oz</b>	<b>Total</b>	<b>Conv. Total</b>
Segmented	5,217	0	0	0	0	5,217	13,434
Sliced	203,924	423	52,224	0	94,207	350,778	599,945
Chopped	2,531	0	0	53,051	0	55,582	50,818
<b>Total</b>	<b>211,672</b>	<b>423</b>	<b>52,224</b>	<b>53,051</b>	<b>94,207</b>	<b>411,577</b>	

Conv. Total	548,242	495	35,721	41,115	38,625		664,197	
Prior Year	446,143	10,662	11,372	25,594	48,020	0	541,791	
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total	
Bkn. Pitt	218	10,967				11,185	11,431	
Bkn. Pitt Grn. Ripe	0	0				0	0	
Total	218	10,967				11,185		
Conv. Total	464	10,967					11,431	
Prior Year	0	0				0	0	
Converted Total								1,614,430

Cumulative Packout - Month Ending June 30, 2002						
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff		Total	Conv. Total
Small	0	5,629	0		5,629	5,629
Medium	0	1,245	0		1,245	1,245
Large	0	12,496	766		13,262	12,941
Ex. Large	0	4,149	0		4,149	4,149
Ex. Large Sev "C"	0	0	0		0	0
Jumbo	9,896	6,948	0		16,844	28,017
Colossal	439	3,744	0		4,183	4,679
Super Colossal	0	2,277	0		2,277	2,277
Grn. Ripe Whole	0	0	0		0	0
Total	10,335	36,488	766		47,589	
Conv. Total	22,003	36,488	445			58,936
Prior Year	41,513	39,700	346			81,559
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff		Total	Conv. Total
Small	10,126	905,617	8,120		923,863	931,893
Medium	265,276	1,923,392	66,077		2,254,745	2,526,555
Large	131,390	2,637,190	31,254		2,799,834	2,935,078
Ex. Large	177,700	2,140,805	1,253		2,319,758	2,519,856
Ex. Large Sev "C"	30,800	0	0		30,800	65,573
Jumbo	109,708	339,015	0		448,723	572,583
Colossal	35,313	248,124	0		283,437	323,305
Sup. Colossal	0	19,143	0		19,143	19,143
Grn. Ripe Whole	1,016	57,561	0		58,577	59,724
Total	761,329	8,270,847	106,704		9,138,880	
Conv. Total	1,620,869	8,270,847	61,995			9,953,711
Prior Year	1,327,819	5,457,187	89,196			6,874,202

Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	20,202	156	0	0	0	20,358	52,203
Sliced	1,420,666	99,268	751,197	0	1,811,383	4,082,514	5,030,844
Chopped	31,865	0	4,822	507,415	0	544,102	521,348
Total	1,472,733	99,424	756,019	507,415	1,811,383	4,646,974	
Conv. Total	3,832,406	116,326	519,750	393,247	742,667		5,604,395
Prior Year	3,318,662	112,536	494,161	357,506	787,033	0	5,069,898
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	312	36,308				36,620	36,972
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	312	36,308				36,620	
Conv. Total	664	36,308					36,972
Prior Year	828	35,345	0	0	0	0	36,173
<b>Converted Total</b>							<b>15,654,015</b>

Inventory - Month Ending June 30, 2002								
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff				Total	Conv. Total
Small	42	6,692	0				6,734	6,781
Medium	517	3,890	0				4,407	4,991
Large	567	7,905	419				8,891	9,356
Ex. Large	373	3,760	120				4,253	4,624
Ex. Large Sev "C"	0	0	0				0	0
Jumbo	13,885	6,244	0				20,129	35,805
Colossal	577	4,848	0				5,425	6,076
Super Colossal	54	1,756	0				1,810	1,871
Grn. Ripe Whole	0	164	0				164	164
Total	16,015	35,259	539				51,813	
Conv. Total	34,096	35,259	313					69,668
Prior Year	34,781	38,632	554					73,968
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff				Total	Conv. Total
Small	8,505	549,542	6,108				564,155	571,198
Medium	181,893	569,124	59,432				810,449	990,904
Large	92,393	1,242,167	23,894				1,358,454	1,452,754
Ex. Large	121,545	722,507	1,082				845,134	981,905
Ex. Large Sev "C"	20,531	826	0				21,357	44,536
Jumbo	89,477	197,650	2,391				289,518	389,536

Colossal	28,638	179,001	0			207,639	239,971
Sup. Colossal	0	12,805	0			12,805	12,805
Grn. Ripe Whole	14	48,481	0			48,495	48,511
Total	542,996	3,522,103	92,907			4,158,006	
Conv. Total	1,156,038	3,522,103	53,979				4,732,120
Prior Year	681,778	2,880,198	61,376				3,623,352
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	19,048	1,858	0	0	6,950	27,856	54,072
Sliced	580,802	52,958	170,862	0	394,657	1,199,279	1,836,205
Chopped	12,070	1,130	4,470	163,256	0	180,926	180,953
Total	611,920	55,946	175,332	163,256	401,607	1,408,061	
Conv. Total	1,590,890	66,790	122,368	126,523	164,659		2,071,230
Prior Year	933,178	71,874	101,821	103,582	228,501		1,438,956
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	23,076	5,852				28,928	54,981
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	23,076	5,852				28,928	
Conv. Total	49,129	5,852					54,981
Prior Year	1,128	42,131					43,259
<b>Converted Total</b>							<b>6,928,000</b>

<b>Sales - Month Ending June 30, 2002</b>							
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	0	884	0			884	884
Medium	0	3	0			3	3
Large	0	359	0			359	359
Ex. Large	0	510	0			510	510
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	954	17	0			971	2,048
Colossal	83	136	0			219	313
Super Colossal	0	289	0			289	289
Grn. Ripe Whole	0	3	0			3	3
Total	1,037	2,201	0			3,238	
Conv. Total	2,208	2,201	0				4,409
Prior Year	3,802	3,142	0				6,944
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total

Small	835	154,094	1,293			156,222	156,623
Medium	20,798	182,199	6,233			209,230	230,099
Large	5,229	282,539	2,169			289,937	294,932
Ex. Large	12,605	78,912	0			91,517	105,748
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	7,743	47,415	0			55,158	63,900
Colossal	2,259	14,915	0			17,174	19,724
Sup. Colossal	0	3,210	0			3,210	3,210
Grn. Ripe Whole	0	2,324	0			2,324	2,324
Total	49,469	765,608	9,695			824,772	
Conv. Total	105,320	765,608	5,633				876,560
Prior Year	123,233	704,889	8,057				836,179
<b>Limited</b>	<b>6 No. 10s</b>	<b>24 No. 300s</b>	<b>24 Buff</b>	<b>24 4.5oz</b>	<b>24 2.25oz</b>	<b>Total</b>	<b>Conv. Total</b>
Segmented	2,650	0	0	0	400	3,050	6,988
Sliced	103,707	9,727	78,226	0	167,446	359,106	400,586
Chopped	3,430	78	1,880	40,594	0	45,982	47,107
Total	109,787	9,805	80,106	40,594	167,846	408,138	
Conv. Total	287,020	11,564	55,819	31,460	68,817		454,680
Prior Year	338,815	8,512	55,611	37,352	83,189		523,479
<b>Broken Pitt</b>	<b>6 No. 10s</b>	<b>24 No. 300s</b>				<b>Total</b>	<b>Conv. Total</b>
Bkn. Pitt	92	7,113				7,205	7,309
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	92	7,113				7,205	
Conv. Total	196	7,113					7,309
Prior Year	273	4,029					4,302
<b>Converted Total</b>							<b>1,342,958</b>

<b>Cumulative Sales - Month Ending June 30, 2002</b>							
<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	-16	4,067	0			4,051	4,033
Medium	97	1,498	0			1,595	1,705
Large	64	13,827	677			14,568	14,357
Ex. Large	7	2,137	80			2,224	2,198
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	7,948	3,525	0			11,473	20,446
Colossal	857	7,109	0			7,966	8,934
Super Colossal	0	1,490	0			1,490	1,490

Grn. Ripe Whole	0	13	0			13	13
Total	8,957	33,666	757			43,380	
Conv. Total	19,069	33,666	440				53,175
Prior Year	24,478	40,765	791				66,034
<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	11,202	1,176,120	13,109			1,200,431	1,207,585
Medium	208,523	1,779,714	74,607			2,062,844	2,267,006
Large	50,663	2,770,223	32,708			2,853,594	2,897,088
Ex. Large	124,118	629,254	1,080			754,452	894,129
Ex. Large Sev "C"	2,183	0	0			2,183	4,648
Jumbo	78,547	529,778	0			608,325	697,005
Colossal	20,991	181,951	0			202,942	226,641
Sup. Colossal	0	29,884	0			29,884	29,884
Grn. Ripe Whole	1,000	30,817	0			31,817	32,946
Total	497,227	7,127,741	121,504			7,746,472	
Conv. Total	1,058,596	7,127,741	70,594				8,256,931
Prior Year	1,221,932	6,508,091	80,489				7,810,513
<b>Limited</b>	<b>6 No. 10s</b>	<b>24 No. 300s</b>	<b>24 Buff</b>	<b>24 4.5oz</b>	<b>24 2.25oz</b>	<b>Total</b>	<b>Conv. Total</b>
Segmented	29,055	0	0	0	5,860	34,915	77,219
Sliced	1,139,899	97,230	689,306	0	1,798,808	3,725,243	4,257,996
Chopped	34,488	305	11,185	436,673	0	482,651	485,123
Total	1,203,442	97,535	700,491	436,673	1,804,668	4,242,809	
Conv. Total	3,142,284	114,476	485,243	338,422	739,914		4,820,338
Prior Year	3,613,548	93,497	465,770	356,024	749,814		5,278,653
<b>Broken Pitt</b>	<b>6 No. 10s</b>	<b>24 No. 300s</b>				<b>Total</b>	<b>Conv. Total</b>
Bkn. Pitt	922	87,022				87,944	88,985
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	922	87,022				87,944	
Conv. Total	1,963	87,022					88,985
Prior Year	2,163	80,766					82,929
<b>Converted Total</b>							<b>13,219,429</b>

### Consecutive Sales - 12 Months Ending June 30, 2002

<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	5,466	0			5,466	5,466
Medium	105	1,682	0			1,787	1,906



Large	64	14,388	957			15,409	15,080
Ex. Large	7	2,476	80			2,563	2,537
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	9,038	4,069	0			13,107	23,311
Colossal	990	7,907	0			8,897	10,015
Super Colossal	0	1,575	0			1,575	1,575
Grn. Ripe Whole	0	13	0			13	13
Total	10,204	37,576	1,037			48,817	
Conv. Total	21,724	37,576	602				59,903
Prior Year	27,015	45,446	836				73,297
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	12,575	1,273,115	14,029			1,299,719	1,308,038
Medium	226,636	1,913,280	81,910			2,221,826	2,443,378
Large	56,072	2,967,431	35,409			3,058,912	3,107,381
Ex. Large	134,297	662,852	1,527			798,676	949,658
Ex. Large Sev "C"	2,183	0	-100			2,083	4,590
Jumbo	85,914	566,825	100			652,839	749,794
Colossal	22,917	198,408	0			221,325	247,198
Sup. Colossal	0	31,602	0			31,602	31,602
Grn. Ripe Whole	1,000	34,523	0			35,523	36,652
Total	541,594	7,648,036	132,875			8,322,505	
Conv. Total	1,153,054	7,648,036	77,200				8,878,290
Prior Year	1,329,026	6,925,706	84,081				8,338,813
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	32,213	0	0	0	6,260	38,473	85,515
Sliced	1,243,489	103,263	756,709	0	1,993,107	4,096,568	4,657,565
Chopped	37,502	322	11,845	475,876	0	525,545	527,913
Total	1,313,204	103,585	768,554	475,876	1,999,367	4,660,586	
Conv. Total	3,428,715	121,574	532,158	368,804	819,740		5,270,992
Prior Year	3,937,628	93,295	490,402	373,386	808,189		5,702,900
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	958	98,514				99,472	100,554
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	958	98,514				99,472	
Conv. Total	2,040	98,514					100,554
Prior Year	2,223	87,787					90,010
Converted Total							14,309,739

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