

CALIFORNIA MONTHLY OLIVE REPORT

Released: August 28, 2002

Summary Report - Sales									
Month Ending July 31, 2002									
Converted 24/300 Case Basis									
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
Total	1,308,788	1,090,310	20.04	14,528,217	14,328,441	1.39	14,528,217	14,328,441	1.39
Markets									
Consumer	854,817	706,689	20.96	9,852,334	9,082,698	8.47	9,852,334	9,082,698	8.47
Food Service	453,970	383,621	18.34	4,675,883	5,245,743	-10.86	4,675,883	5,245,743	-10.86
Styles									
Whole	9,066	6,728	34.75	62,241	72,762	-14.46	62,241	72,762	-14.46
Pitted	799,892	621,359	28.73	9,056,823	8,431,872	7.41	9,056,823	8,431,872	7.41
Wedged	5,908	8,296	-28.79	83,127	83,636	-0.61	83,127	83,636	-0.61
Sliced	434,909	399,569	8.84	4,692,905	5,068,928	-7.42	4,692,905	5,068,928	-7.42
Chopped	47,459	42,790	10.91	532,582	576,744	-7.66	532,582	576,744	-7.66
Broken Pitt	11,555	11,569	-0.12	100,539	94,498	6.39	100,539	94,498	6.39
Key Items									
24/300 Pitt	674,254	520,295	29.59	7,801,995	7,028,386	11.01	7,801,995	7,028,386	11.01
6/10 Pitt	121,059	94,457	28.16	1,179,655	1,316,391	-10.39	1,179,655	1,316,391	-10.39
6/10 Sliced	310,661	266,744	16.46	3,245,901	3,638,982	-10.80	3,245,901	3,638,982	-10.80
24/300 Whole	8,031	3,910	105.40	41,697	44,675	-6.67	41,697	44,675	-6.67
6/10 Whole	1,035	2,655	-61.03	20,104	27,132	-25.90	20,104	27,132	-25.90
6/10 Wedged	5,498	8,132	-32.39	80,314	81,061	-0.92	80,314	81,061	-0.92
2.25 Sliced	69,673	79,663	-12.54	807,184	828,657	-2.59	807,184	828,657	-2.59
4.5 Chopped	33,333	30,382	9.71	371,754	386,406	-3.79	371,754	386,406	-3.79

Summary Report - Packout and Inventory									
Month Ending July 31, 2002									
Converted 24/300 Case Basis									
Item	Monthly Packout			Year-to-Date Packout			Inventory		
	01/02	00/01	% change	01/02	00/01	% change	01/02	00/01	% change
Total	1,089,654	546,529	99.38	16,743,669	12,608,361	32.80	6,733,366	4,614,160	45.93
Markets									

Consumer	625,611	199,971	212.85	10,803,684	7,572,981	42.66	3,886,424	3,008,720	29.17
Food Service	464,043	346,558	33.90	5,939,985	5,035,380	17.96	2,846,941	1,605,441	77.33
Styles									
Whole	2,273	0	0	61,209	81,559	-24.95	65,327	66,840	-2.26
Pitted	484,819	178,679	171.34	10,438,530	7,052,880	48.00	4,441,770	3,165,926	40.30
Wedged	0	0	0	52,203	172,714	-69.78	47,636	97,754	-51.27
Sliced	577,575	342,231	68.77	5,608,419	4,720,988	18.80	1,982,641	1,113,306	78.09
Chopped	20,841	25,619	-18.65	542,189	544,047	-0.34	150,720	138,793	8.59
Broken Pitt	4,147	0	0	41,119	36,173	13.67	45,272	31,541	43.53
Key Items									
24/300 Pitt	463,520	132,389	250.12	8,734,367	5,589,576	56.26	3,328,613	2,478,221	34.31
6/10 Pitt	21,299	41,183	-48.28	1,642,168	1,369,002	19.95	1,063,861	628,006	69.40
6/10 Sliced	435,206	294,436	47.81	4,093,421	3,316,180	23.44	1,626,615	808,424	101.21
24/300 Whole	2,273	0	0	38,761	39,700	-2.37	32,004	34,689	-7.74
6/10 Whole	0	0	0	22,003	41,513	-47.00	33,010	31,760	3.93
6/10 Wedged	0	0	0	52,020	166,098	-68.68	43,188	90,478	-52.27
2.25 Sliced	47,924	20,892	129.39	790,592	801,309	-1.34	140,047	165,467	-15.36
4.5 Chopped	16,274	14,681	10.85	409,521	372,187	10.03	104,661	88,277	18.56
							Approximate Supply in Converted Cases		
							Total Inventory	6,733,366	
							Converted Storage	5,971,102	
							Approximate Supply	12,704,468	

Storage - Month Ending July 31, 2002	
Whole Canning Sizes	
Size	Tons
Small	3,241
Medium	9,185
Large	10,042
Ex. Large	4,768
Ex.Large Sev. "C"	446
Jumbo	1,391
Colossal	2,771

Super Colossal	1,089
Orchard Run	0
Total Canning	32,932
Limited	5,591
Total	38,523
Total Converted (*155)	5,971,102

Packout - Month Ending July 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	670	0			670	670
Ex. Large	0	152	0			152	152
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	0	1,100	0			1,100	1,100
Colossal	0	314	0			314	314
Super Colossal	0	37	0			37	37
Grn. Ripe Whole	0	0	0			0	0
Total	0	2,273	0			2,273	
Conv. Total	0	2,273	0				2,273
Prior Year	0	0	0				0
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	547	101,582	0			102,129	102,747
Medium	3,188	97,184	0			100,372	103,971
Large	0	186,046	0			186,046	186,046
Ex. Large	0	2,789	0			2,789	2,789
Ex. Large Sev "C"	182	13,597	0			13,779	13,984
Jumbo	0	21,002	0			21,002	21,002
Colossal	6,087	25,660	0			31,747	38,619
Sup. Colossal	0	15,660	0			15,660	15,660
Grn. Ripe Whole	0	0	0			0	0
Total	10,004	463,520	0			473,524	
Conv. Total	21,299	463,520	0				484,819
Prior Year	41,183	132,389	5,106				178,679
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	169,012	6,916	126,247	0	116,889	419,064	577,575

Chopped	1,191	0	0	20,999	0	22,190	20,841
Total	170,203	6,916	126,247	20,999	116,889	441,254	
Conv. Total	439,772	8,092	86,353	16,274	47,924		598,416
Prior Year	305,374	917	25,986	14,681	20,892	0	367,850
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	1,396	1,175				2,571	4,147
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	1,396	1,175				2,571	
Conv. Total	2,972	1,175					4,147
Prior Year	0	0				0	0
Converted Total							1,089,654

Cumulative Packout - Month Ending July 31, 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	13,166	766			13,932	13,611
Ex. Large	0	4,301	0			4,301	4,301
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	9,896	8,048	0			17,944	29,117
Colossal	439	4,058	0			4,497	4,993
Super Colossal	0	2,314	0			2,314	2,314
Grn. Ripe Whole	0	0	0			0	0
Total	10,335	38,761	766			49,862	
Conv. Total	22,003	38,761	445				61,209
Prior Year	41,513	39,700	346				81,559
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	10,673	1,007,199	8,120			1,025,992	1,034,640
Medium	268,464	2,020,576	66,077			2,355,117	2,630,527
Large	131,390	2,823,236	31,254			2,985,880	3,121,124
Ex. Large	177,700	2,143,594	1,253			2,322,547	2,522,645
Ex. Large Sev "C"	30,982	13,597	0			44,579	79,558
Jumbo	109,708	360,017	0			469,725	593,585
Colossal	41,400	273,784	0			315,184	361,925
Sup. Colossal	0	34,803	0			34,803	34,803
Grn. Ripe Whole	1,016	57,561	0			58,577	59,724
Total	771,333	8,734,367	106,704			9,612,404	

Conv. Total	1,642,168	8,734,367	61,995				10,438,530
Prior Year	1,369,002	5,589,576	94,302				7,052,881
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	1,589,678	106,184	877,444	0	1,928,272	4,501,578	5,608,419
Chopped	33,056	0	4,822	528,414	0	566,292	542,189
Total	1,642,936	106,340	882,266	528,414	1,928,272	5,088,228	
Conv. Total	4,272,178	124,418	606,103	409,521	790,592		6,202,811
Prior Year	3,624,036	113,453	520,147	372,187	807,925		5,437,748
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	1,708	37,483				39,191	41,119
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	1,708	37,483				39,191	
Conv. Total	3,636	37,483					41,119
Prior Year	828	35,345					36,173
						Converted Total	16,743,669

Inventory - Month Ending July 31, 2002							
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	38	6,284	0			6,322	6,365
Medium	517	3,610	0			4,127	4,711
Large	567	7,250	419			8,236	8,701
Ex. Large	370	3,499	120			3,989	4,356
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	13,396	5,477	0			18,873	33,997
Colossal	562	3,952	0			4,514	5,148
Super Colossal	55	1,768	0			1,823	1,885
Grn. Ripe Whole	0	164	0			164	164
Total	15,505	32,004	539			48,048	
Conv. Total	33,010	32,004	313				65,327
Prior Year	31,760	34,689	391				66,840
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	7,783	594,280	5,211			607,274	613,878
Medium	165,366	555,715	55,472			776,553	940,008
Large	87,971	1,253,943	20,690			1,362,604	1,453,254
Ex. Large	112,495	523,022	1,082			636,599	763,152

Ex. Large Sev "C"	17,232	1,770	0			19,002	38,457
Jumbo	82,111	192,115	2,391			276,617	368,318
Colossal	26,728	152,416	0			179,144	209,320
Sup. Colossal	0	9,868	0			9,868	9,868
Grn. Ripe Whole	14	45,484	0			45,498	45,514
Total	499,700	3,328,613	84,846			3,913,159	
Conv. Total	1,063,861	3,328,613	49,296				4,441,770
Prior Year	628,006	2,478,221	59,699				3,165,926
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	16,772	1,858	0	0	5,548	24,178	47,636
Sliced	631,695	50,549	229,294	0	341,577	1,253,115	1,982,641
Chopped	9,917	1,130	4,375	135,047	0	150,469	150,720
Total	658,384	53,537	233,669	135,047	347,125	1,427,762	
Conv. Total	1,707,824	63,972	162,218	104,661	142,321		2,180,997
Prior Year	944,657	66,340	80,007	88,277	170,572		1,349,853
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	19,843	3,026				22,869	45,272
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	19,843	3,026				22,869	
Conv. Total	42,246	3,026					45,272
Prior Year	1,018	30,523					31,541
						Converted Total	6,733,366

Sales - Month Ending July 31, 2002							
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	2	408	0			410	412
Medium	0	270	0			270	270
Large	0	1,329	0			1,329	1,329
Ex. Large	0	407	0			407	407
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	436	4,589	0			5,025	5,517
Colossal	48	1,002	0			1,050	1,104
Super Colossal	0	26	0			26	26
Grn. Ripe Whole	0	0	0			0	0
Total	486	8,031	0			8,517	
Conv. Total	1,035	8,031	0				9,066
Prior Year	2,655	3,910	163				6,728

Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	1,273	100,769	1,200			103,242	104,176
Medium	19,640	137,397	3,518			160,555	181,255
Large	4,349	222,984	3,163			230,496	234,081
Ex. Large	11,838	82,109	0			93,947	107,312
Ex. Large Sev "C"	0	12,653	0			12,653	12,653
Jumbo	7,131	56,206	0			63,337	71,388
Colossal	12,631	41,130	0			53,761	68,021
Sup. Colossal	0	18,038	0			18,038	18,038
Grn. Ripe Whole	0	2,968	0			2,968	2,968
Total	56,862	674,254	7,881			738,997	
Conv. Total	121,059	674,254	4,579				799,892
Prior Year	94,457	520,295	6,607				621,359
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	2,135	0	0	0	1,000	3,135	5,908
Sliced	120,645	9,083	64,252	0	169,934	363,914	434,909
Chopped	3,370	0	980	43,010	0	47,360	47,459
Total	126,150	9,083	65,232	43,010	170,934	414,409	
Conv. Total	329,079	10,627	45,154	33,333	70,083		488,276
Prior Year	286,432	7,099	46,915	30,382	79,827		450,655
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	1,314	8,757				10,071	11,555
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	1,314	8,757				10,071	
Conv. Total	2,798	8,757					11,555
Prior Year	77	11,492					11,569
Converted Total							1,308,788

Cumulative Sales - Month Ending July 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	1,768	0			1,865	1,975
Large	64	15,156	677			15,897	15,686
Ex. Large	7	2,544	80			2,631	2,605
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	8,384	8,114	0			16,498	25,964

Colossal	905	8,111	0			9,016	10,038
Super Colossal	0	1,516	0			1,516	1,516
Grn. Ripe Whole	0	13	0			13	13
Total	9,443	41,697	757			51,897	
Conv. Total	20,104	41,697	440				62,241
Prior Year	27,133	44,675	954				72,763
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	12,475	1,276,889	14,309			1,303,673	1,311,762
Medium	228,163	1,917,111	78,125			2,223,399	2,448,261
Large	55,012	2,993,207	35,871			3,084,090	3,131,169
Ex. Large	135,956	711,363	1,080			848,399	1,001,441
Ex. Large Sev "C"	2,183	12,653	0			14,836	17,301
Jumbo	85,678	585,984	0			671,662	768,392
Colossal	33,622	223,081	0			256,703	294,662
Sup. Colossal	0	47,922	0			47,922	47,922
Grn. Ripe Whole	1,000	33,785	0			34,785	35,914
Total	554,089	7,801,995	129,385			8,485,469	
Conv. Total	1,179,655	7,801,995	75,173				9,056,823
Prior Year	1,316,390	7,028,386	87,096				8,431,871
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	31,190	0	0	0	6,860	38,050	83,127
Sliced	1,260,544	106,313	753,558	0	1,968,742	4,089,157	4,692,905
Chopped	37,858	305	12,165	479,683	0	530,011	532,582
Total	1,329,592	106,618	765,723	479,683	1,975,602	4,657,218	
Conv. Total	3,471,363	125,103	530,397	371,754	809,997		5,308,613
Prior Year	3,899,980	100,595	512,686	386,407	829,641		5,729,307
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	2,236	95,779				98,015	100,539
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	2,236	95,779				98,015	
Conv. Total	4,760	95,779					100,539
Prior Year	2,240	92,258					94,498
Converted Total							14,528,217

Consecutive Sales - 12 Months Ending July 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	1,768	0			1,865	1,975
Large	64	15,156	677			15,897	15,686
Ex. Large	7	2,544	80			2,631	2,605
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	8,384	8,114	0			16,498	25,964
Colossal	905	8,111	0			9,016	10,038
Super Colossal	0	1,516	0			1,516	1,516
Grn. Ripe Whole	0	13	0			13	13
Total	9,443	41,697	757			51,897	
Conv. Total	20,104	41,697	440				62,241
Prior Year	27,132	44,675	955				72,762
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	12,475	1,276,889	14,309			1,303,673	1,311,762
Medium	228,163	1,917,111	78,125			2,223,399	2,448,261
Large	55,012	2,993,207	35,871			3,084,090	3,131,169
Ex. Large	135,956	711,363	1,080			848,399	1,001,441
Ex. Large Sev "C"	2,183	12,653	-100			14,736	17,243
Jumbo	85,678	585,984	100			671,762	768,451
Colossal	33,622	223,081	0			256,703	294,662
Sup. Colossal	0	47,922	0			47,922	47,922
Grn. Ripe Whole	1,000	33,785	0			34,785	35,914
Total	554,089	7,801,995	129,385			8,485,469	
Conv. Total	1,179,655	7,801,995	75,173				9,056,823
Prior Year	1,316,391	7,028,386	87,096				8,431,873
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	31,190	0	0	0	6,860	38,050	83,127
Sliced	1,260,544	106,313	753,558	0	1,968,742	4,089,157	4,692,905
Chopped	37,858	305	12,165	479,683	0	530,011	532,582
Total	1,329,592	106,618	765,723	479,683	1,975,602	4,657,218	
Conv. Total	3,471,363	125,103	530,397	371,754	809,997		5,308,613
Prior Year	3,899,981	100,595	512,686	386,406	829,641		5,729,309
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	2,236	95,779				98,015	100,539
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	2,236	95,779				98,015	
Conv. Total	4,760	95,779					100,539
Prior Year	2,240	92,258					94,498

Converted Total

14,528,217

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