



# California Monthly Olive Report

Cooperating with the California Department of Food and Agriculture  
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**Summary Report - Sales**  
**Month Ending March 31, 2008**  
**Converted 24/300 Case Basis**

| Item             | Monthly Sales |           |                | Year to Date Sales |           |                | Consecutive 12 Month Sales |            |                |
|------------------|---------------|-----------|----------------|--------------------|-----------|----------------|----------------------------|------------|----------------|
|                  | 07/08         | 06/07     | Percent Change | 07/08              | 06/07     | Percent Change | 07/08                      | 06/07      | Percent Change |
| Total            | 1,063,555     | 1,093,697 | -2.76          | 8,790,480          | 9,899,944 | -11.21         | 12,978,085                 | 14,723,234 | -11.85         |
| <b>Markets</b>   |               |           |                |                    |           |                |                            |            |                |
| Consumer         | 764,110       | 724,948   | 5.40           | 6,463,451          | 6,878,596 | -6.04          | 9,291,244                  | 10,152,169 | -8.48          |
| Food Service     | 299,444       | 368,749   | -18.79         | 2,327,029          | 3,021,348 | -22.98         | 3,686,841                  | 4,571,065  | -19.34         |
| <b>Styles</b>    |               |           |                |                    |           |                |                            |            |                |
| Whole            | 966           | 783       | 23.37          | 14,393             | 18,653    | -22.84         | 20,301                     | 27,602     | -26.45         |
| Pitted           | 637,243       | 638,790   | -0.24          | 5,503,931          | 6,150,149 | -10.51         | 7,955,369                  | 9,061,312  | -12.21         |
| Wedged           | 4,156         | 4,750     | -12.51         | 37,287             | 39,315    | -5.16          | 57,755                     | 62,278     | -7.26          |
| Sliced           | 394,157       | 416,906   | -5.46          | 2,922,546          | 3,352,468 | -12.82         | 4,479,354                  | 5,080,775  | -11.84         |
| Chopped          | 23,076        | 28,551    | -19.18         | 268,853            | 290,994   | -7.61          | 397,853                    | 431,727    | -7.85          |
| Broken Pitted    | 3,957         | 3,916     | 1.04           | 43,470             | 48,366    | -10.12         | 67,453                     | 59,539     | 13.29          |
| <b>Key Items</b> |               |           |                |                    |           |                |                            |            |                |
| 24/300 Pitted    | 587,316       | 549,477   | 6.89           | 5,056,537          | 5,417,867 | -6.67          | 7,169,159                  | 7,951,126  | -9.83          |
| 6/10 Pitted      | 45,326        | 86,874    | -47.83         | 416,709            | 712,355   | -41.50         | 744,384                    | 1,078,226  | -30.96         |
| 6/10 Sliced      | 248,572       | 271,114   | -8.31          | 1,840,466          | 2,228,142 | -17.40         | 2,835,278                  | 3,363,869  | -15.71         |
| 24/300 Whole     | 504           | 387       | 30.23          | 8,904              | 10,529    | -15.43         | 11,896                     | 14,351     | -17.11         |
| 6/10 Whole       | 462           | 396       | 16.67          | 5,489              | 8,124     | -32.44         | 8,405                      | 13,251     | -36.57         |
| 6/10 Wedged      | 4,156         | 4,586     | -9.38          | 36,058             | 38,249    | -5.73          | 55,296                     | 60,474     | -8.56          |
| 2.25 Sliced      | 73,772        | 85,367    | -13.58         | 575,351            | 624,810   | -7.92          | 862,848                    | 935,387    | -7.75          |
| 4.5 Chopped      | 21,806        | 20,822    | 4.73           | 234,207            | 249,789   | -6.24          | 346,175                    | 366,756    | -5.61          |

VIC TOLOMEO, Director  
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**Summary Report - Packout and Inventory**  
**Month Ending March 31, 2008**  
**Converted 24/300 Case Basis**

| Item             | Monthly Packout |           |                | Year to Date Packout |           |                | Inventory |           |                |
|------------------|-----------------|-----------|----------------|----------------------|-----------|----------------|-----------|-----------|----------------|
|                  | 07/08           | 06/07     | Percent Change | 07/08                | 06/07     | Percent Change | 07/08     | 06/07     | Percent Change |
| Total            | 1,304,048       | 1,447,801 | -9.93          | 9,389,754            | 9,863,862 | -4.81          | 5,137,436 | 5,778,993 | -11.10         |
| <b>Markets</b>   |                 |           |                |                      |           |                |           |           |                |
| Consumer         | 863,229         | 1,052,495 | -17.98         | 5,953,312            | 7,122,846 | -16.42         | 4,102,405 | 4,310,185 | -4.82          |
| Food Service     | 440,818         | 395,307   | 11.51          | 3,436,442            | 2,741,017 | 25.37          | 1,035,031 | 1,468,809 | -29.53         |
| <b>Styles</b>    |                 |           |                |                      |           |                |           |           |                |
| Whole            | 1,716           | 0         | 0.00           | 8,765                | 20,853    | -57.97         | 13,797    | 22,288    | -38.10         |
| Pitted           | 767,106         | 1,001,261 | -23.39         | 6,119,744            | 6,192,934 | -1.18          | 3,665,195 | 3,984,736 | -8.02          |
| Wedged           | 12,945          | 11,781    | 9.88           | 19,694               | 37,404    | -47.35         | 19,019    | 28,831    | -34.03         |
| Sliced           | 472,661         | 400,353   | 18.06          | 2,896,970            | 3,316,875 | -12.66         | 1,069,853 | 1,351,872 | -20.86         |
| Chopped          | 49,620          | 33,252    | 49.22          | 343,156              | 273,137   | 25.63          | 353,350   | 312,232   | 13.17          |
| Broken Pitt      | 0               | 1,155     | -100.00        | 1,424                | 22,659    | -93.72         | 16,223    | 79,035    | -79.47         |
| <b>Key Items</b> |                 |           |                |                      |           |                |           |           |                |
| 24/300 Pitt      | 653,592         | 851,149   | -23.21         | 4,547,883            | 5,626,103 | -19.16         | 3,255,444 | 3,418,745 | -4.78          |
| 6/10 Pitt        | 113,514         | 150,112   | -24.38         | 1,551,711            | 549,197   | 182.54         | 382,428   | 521,890   | -26.72         |
| 6/10 Sliced      | 304,066         | 230,094   | 32.15          | 1,824,931            | 2,095,458 | -12.91         | 579,522   | 854,982   | -32.22         |
| 24/300 Whole     | 1,716           | 0         | 0.00           | 8,765                | 7,029     | 24.70          | 9,871     | 9,825     | 0.47           |
| 6/10 Whole       | 0               | 0         | 0.00           | 0                    | 13,824    | -100.00        | 3,926     | 12,442    | -68.45         |
| 6/10 Wedged      | 11,763          | 11,781    | -0.15          | 18,512               | 36,205    | -48.87         | 17,837    | 27,547    | -35.25         |
| 2.25 Sliced      | 53,113          | 86,042    | -38.27         | 546,701              | 698,399   | -21.72         | 200,860   | 196,558   | 2.19           |
| 4.5 Chopped      | 38,145          | 29,932    | 27.44          | 294,733              | 216,965   | 35.84          | 297,710   | 255,289   | 16.62          |

Approximate Supply in Converted Cases

|                    |            |
|--------------------|------------|
| Total Inventory    | 5,137,436  |
| Converted Storage  | 9,397,002  |
| Approximate Supply | 14,534,439 |

**Storage Report**  
**Month Ending March 31, 2008**

| Whole Canning Sizes           |                  |
|-------------------------------|------------------|
| Size                          | Tons             |
| Small                         | 13,686           |
| Medium                        | 12,733           |
| Large                         | 12,285           |
| Ex. Large                     | 4,071            |
| Ex.Large Sev. "C"             | 851              |
| Jumbo                         | 2,707            |
| Colossal                      | 2,780            |
| Super Colossal                | 811              |
| Orchard Run                   | 0                |
| <b>Total Canning</b>          | <b>49,923</b>    |
| Limited                       | 10,703           |
| <b>Total</b>                  | <b>60,626</b>    |
| <b>Total Converted (*155)</b> | <b>9,397,002</b> |

**Packout - Month Ending March 31, 2008**

| Item                   | 6 No. 10s | 24 No. 300s | 24 Buff | 24 4.5 oz | 24 2.25 oz | Total   | Conv. Total |
|------------------------|-----------|-------------|---------|-----------|------------|---------|-------------|
| <b>RIPE WHOLE</b>      |           |             |         |           |            |         |             |
| Small                  | 0         | 0           | 0       |           |            | 0       | 0           |
| Medium                 | 0         | 1,716       | 0       |           |            | 1,716   | 1,716       |
| 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         | 1,716       | 0       |           |            | 1,716   |             |
| Conv. Total            | 0         | 1,716       | 0       |           |            |         | 1,716       |
| Prior Year             | 0         | 0           | 0       |           |            |         | 0           |
| <b>RIPE PITTED</b>     |           |             |         |           |            |         |             |
| Small                  | 0         | 18,820      | 0       |           |            | 18,820  | 18,820      |
| Medium                 | 0         | 130,651     | 0       |           |            | 130,651 | 130,651     |
| Large                  | 26,451    | 248,857     | 0       |           |            | 275,308 | 305,171     |
| Ex. Large              | 22,736    | 179,745     | 0       |           |            | 202,481 | 228,150     |
| Ex. Large Sev "C"      | 0         | 0           | 0       |           |            | 0       | 0           |
| Jumbo                  | 0         | 21,783      | 0       |           |            | 21,783  | 21,783      |
| Colossal               | 4,131     | 51,183      | 0       |           |            | 55,314  | 59,978      |
| Sup. Colossal          | 0         | 2,553       | 0       |           |            | 2,553   | 2,553       |
| Green Ripe Whole       | 0         | 0           | 0       |           |            | 0       | 0           |
| Total                  | 53,318    | 653,592     | 0       |           |            | 706,910 |             |
| Conv. Total            | 113,514   | 653,592     | 0       |           |            |         | 767,106     |
| Prior Year             | 150,112   | 851,149     | 0       |           |            |         | 1,001,261   |
| <b>LIMITED</b>         |           |             |         |           |            |         |             |
| Segmented              | 4,568     | 0           | 0       | 0         | 2,884      | 7,452   | 12,945      |
| Sliced                 | 118,084   | 14,429      | 144,151 | 0         | 129,544    | 406,208 | 472,661     |
| Chopped                | 2,993     | 0           | 0       | 49,219    | 0          | 52,212  | 49,620      |
| Total                  | 125,645   | 14,429      | 144,151 | 49,219    | 132,428    | 465,872 |             |
| Conv. Total            | 327,304   | 16,882      | 98,599  | 38,145    | 54,295     |         | 535,225     |
| Prior Year             | 245,195   | 19,148      | 65,068  | 29,932    | 86,042     |         | 445,386     |
| <b>BROKEN PITTED</b>   |           |             |         |           |            |         |             |
| 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         | 1,155       |         |           |            |         | 1,155       |

Converted Total

1,304,048

**Cumulative Packout - Month Ending March 31, 2008**

| Item                   | 6 No. 10s | 24 No. 300s | 24 Buff | 24 4.5 oz | 24 2.25 oz | Total     | Conv. Total |
|------------------------|-----------|-------------|---------|-----------|------------|-----------|-------------|
| <b>RIPE WHOLE</b>      |           |             |         |           |            |           |             |
| Small                  | 0         | 0           | 0       |           |            | 0         | 0           |
| Medium                 | 0         | 2,758       | 0       |           |            | 2,758     | 2,758       |
| Large                  | 0         | 6,007       | 0       |           |            | 6,007     | 6,007       |
| 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         | 8,765       | 0       |           |            | 8,765     |             |
| Conv. Total            | 0         | 8,765       | 0       |           |            |           | 8,765       |
| Prior Year             | 13,824    | 7,029       | 0       |           |            |           | 20,853      |
| <b>RIPE PITTED</b>     |           |             |         |           |            |           |             |
| Small                  | 81,549    | 175,915     | 10,665  |           |            | 268,129   | 355,729     |
| Medium                 | 281,296   | 1,004,097   | 10,482  |           |            | 1,295,875 | 1,609,066   |
| Large                  | 132,138   | 1,412,505   | 13,535  |           |            | 1,558,178 | 1,701,691   |
| Ex. Large              | 225,856   | 1,814,428   | 0       |           |            | 2,040,284 | 2,295,275   |
| Ex. Large Sev "C"      | 0         | 0           | 0       |           |            | 0         | 0           |
| Jumbo                  | 3,158     | 50,447      | 0       |           |            | 53,605    | 57,170      |
| Colossal               | 4,848     | 57,871      | 0       |           |            | 62,719    | 68,192      |
| Sup. Colossal          | 0         | 2,674       | 0       |           |            | 2,674     | 2,674       |
| Green Ripe Whole       | 0         | 29,946      | 0       |           |            | 29,946    | 29,946      |
| Total                  | 728,845   | 4,547,883   | 34,682  |           |            | 5,311,410 |             |
| Conv. Total            | 1,551,711 | 4,547,883   | 20,150  |           |            |           | 6,119,744   |
| Prior Year             | 549,197   | 5,626,103   | 17,634  |           |            |           | 6,192,934   |
| <b>LIMITED</b>         |           |             |         |           |            |           |             |
| Segmented              | 7,189     | 0           | 0       | 0         | 2,884      | 10,073    | 19,694      |
| Sliced                 | 708,711   | 71,571      | 645,614 | 0         | 1,333,418  | 2,759,314 | 2,896,970   |
| Chopped                | 10,769    | 1,767       | 2,425   | 380,300   | 0          | 395,261   | 343,156     |
| Total                  | 726,669   | 73,338      | 648,039 | 380,300   | 1,336,302  | 3,164,648 |             |
| Conv. Total            | 1,884,731 | 87,891      | 444,583 | 294,733   | 547,884    |           | 3,259,820   |
| Prior Year             | 2,177,996 | 80,077      | 452,780 | 216,965   | 699,599    |           | 3,627,417   |
| <b>BROKEN PITTED</b>   |           |             |         |           |            |           |             |
| Bkn. Pitted            | 0         | 1,424       |         |           |            | 1,424     | 1,424       |
| Bkn. Pitted Green Ripe | 0         | 0           |         |           |            | 0         | 0           |
| Total                  | 0         | 1,424       |         |           |            | 1,424     |             |
| Conv. Total            | 0         | 1,424       |         |           |            |           | 1,424       |
| Prior Year             | 0         | 22,659      |         |           |            |           | 22,659      |
| Converted Total        |           |             |         |           |            |           | 9,389,754   |

**Inventory - Month Ending March 31, 2008**

| Item                   | 6 No. 10s | 24 No. 300s | 24 Buff | 24 4.5 oz | 24 2.25 oz | Total     | Conv. Total |
|------------------------|-----------|-------------|---------|-----------|------------|-----------|-------------|
| <b>RIPE WHOLE</b>      |           |             |         |           |            |           |             |
| Small                  | 0         | 0           | 0       |           |            | 0         | 0           |
| Medium                 | 0         | 3,171       | 0       |           |            | 3,171     | 3,171       |
| Large                  | 0         | 4,200       | 0       |           |            | 4,200     | 4,200       |
| Ex. Large              | 0         | 0           | 0       |           |            | 0         | 0           |
| Ex. Large Sev "C"      | 0         | 0           | 0       |           |            | 0         | 0           |
| Jumbo                  | 1,844     | 720         | 0       |           |            | 2,564     | 4,646       |
| Colossal               | 0         | 1,377       | 0       |           |            | 1,377     | 1,377       |
| Super Colossal         | 0         | 403         | 0       |           |            | 403       | 403         |
| Green Ripe Whole       | 0         | 0           | 0       |           |            | 0         | 0           |
| Total                  | 1,844     | 9,871       | 0       |           |            | 11,715    |             |
| Conv. Total            | 3,926     | 9,871       | 0       |           |            |           | 13,797      |
| Prior Year             | 12,442    | 9,825       | 21      |           |            |           | 22,288      |
| <b>RIPE PITTED</b>     |           |             |         |           |            |           |             |
| Small                  | 8,212     | 222,964     | 17,288  |           |            | 248,464   | 250,492     |
| Medium                 | 44,386    | 682,667     | 20,287  |           |            | 747,340   | 788,952     |
| Large                  | 38,175    | 1,113,076   | 9,453   |           |            | 1,160,704 | 1,199,843   |
| Ex. Large              | 73,867    | 1,014,072   | 0       |           |            | 1,087,939 | 1,171,335   |
| Ex. Large Sev "C"      | 0         | 0           | 0       |           |            | 0         | 0           |
| Jumbo                  | 7,926     | 91,912      | 0       |           |            | 99,838    | 108,786     |
| Colossal               | 5,817     | 92,085      | 0       |           |            | 97,902    | 104,469     |
| Sup. Colossal          | 0         | 6,313       | 0       |           |            | 6,313     | 6,313       |
| Green Ripe Whole       | 1,245     | 32,355      | 0       |           |            | 33,600    | 35,006      |
| Total                  | 179,628   | 3,255,444   | 47,028  |           |            | 3,482,100 |             |
| Conv. Total            | 382,428   | 3,255,444   | 27,323  |           |            |           | 3,665,195   |
| Prior Year             | 521,890   | 3,418,745   | 44,100  |           |            |           | 3,984,736   |
| <b>LIMITED</b>         |           |             |         |           |            |           |             |
| Segmented              | 6,927     | 0           | 0       | 0         | 2,884      | 9,811     | 19,019      |
| Sliced                 | 225,057   | 55,526      | 328,224 | 0         | 489,903    | 1,098,710 | 1,069,853   |
| Chopped                | 13,374    | 1,513       | 657     | 384,142   | 0          | 399,686   | 353,350     |
| Total                  | 245,358   | 57,039      | 328,881 | 384,142   | 492,787    | 1,508,207 |             |
| Conv. Total            | 648,635   | 68,521      | 225,313 | 297,710   | 202,043    |           | 1,442,222   |
| Prior Year             | 933,921   | 76,923      | 228,961 | 255,289   | 197,841    |           | 1,692,935   |
| <b>BROKEN PITTED</b>   |           |             |         |           |            |           |             |
| Bkn. Pitted            | 20        | 16,180      |         |           |            | 16,200    | 16,223      |
| Bkn. Pitted Green Ripe | 0         | 0           |         |           |            | 0         | 0           |
| Total                  | 20        | 16,180      |         |           |            | 16,200    |             |
| Conv. Total            | 43        | 16,180      |         |           |            |           | 16,223      |
| Prior Year             | 556       | 78,479      |         |           |            |           | 79,035      |

Converted Total

5,137,436

**Sales - Month Ending March 31, 2008**

| Item                   | 6 No. 10s | 24 No. 300s | 24 Buff | 24 4.5 oz | 24 2.25 oz | Total   | Conv. Total |
|------------------------|-----------|-------------|---------|-----------|------------|---------|-------------|
| <b>RIPE WHOLE</b>      |           |             |         |           |            |         |             |
| Small                  | 0         | 0           | 0       |           |            | 0       | 0           |
| Medium                 | 0         | 0           | 0       |           |            | 0       | 0           |
| Large                  | 0         | 335         | 0       |           |            | 335     | 335         |
| Ex. Large              | 0         | 0           | 0       |           |            | 0       | 0           |
| Ex. Large Sev "C"      | 0         | 0           | 0       |           |            | 0       | 0           |
| Jumbo                  | 207       | 0           | 0       |           |            | 207     | 441         |
| Colossal               | 10        | 106         | 0       |           |            | 116     | 127         |
| Super Colossal         | 0         | 63          | 0       |           |            | 63      | 63          |
| Green Ripe Whole       | 0         | 0           | 0       |           |            | 0       | 0           |
| Total                  | 217       | 504         | 0       |           |            | 721     |             |
| Conv. Total            | 462       | 504         | 0       |           |            |         | 966         |
| Prior Year             | 396       | 387         | 0       |           |            |         | 783         |
| <b>RIPE PITTED</b>     |           |             |         |           |            |         |             |
| Small                  | 304       | 63,539      | 1,332   |           |            | 65,175  | 64,960      |
| Medium                 | 11,091    | 164,849     | 4,466   |           |            | 180,406 | 191,056     |
| Large                  | 3,328     | 243,370     | 2,120   |           |            | 248,818 | 251,687     |
| Ex. Large              | 4,045     | 82,863      | 0       |           |            | 86,908  | 91,475      |
| Ex. Large Sev "C"      | 0         | 0           | 0       |           |            | 0       | 0           |
| Jumbo                  | 1,912     | 22,426      | 0       |           |            | 24,338  | 26,497      |
| Colossal               | 554       | 7,326       | 0       |           |            | 7,880   | 8,505       |
| Sup. Colossal          | 0         | 556         | 0       |           |            | 556     | 556         |
| Green Ripe Whole       | 56        | 2,387       | 0       |           |            | 2,443   | 2,506       |
| Total                  | 21,290    | 587,316     | 7,918   |           |            | 616,524 |             |
| Conv. Total            | 45,326    | 587,316     | 4,600   |           |            |         | 637,243     |
| Prior Year             | 86,874    | 549,477     | 2,440   |           |            |         | 638,790     |
| <b>LIMITED</b>         |           |             |         |           |            |         |             |
| Segmented              | 1,614     | 0           | 0       | 0         | 0          | 1,614   | 4,156       |
| Sliced                 | 96,533    | 4,506       | 97,281  | 0         | 179,932    | 378,252 | 394,157     |
| Chopped                | 233       | 0           | 306     | 28,137    | 0          | 28,676  | 23,076      |
| Total                  | 98,380    | 4,506       | 97,587  | 28,137    | 179,932    | 408,542 |             |
| Conv. Total            | 253,622   | 5,272       | 66,917  | 21,806    | 73,772     |         | 421,389     |
| Prior Year             | 281,394   | 10,046      | 52,415  | 20,822    | 85,531     |         | 450,207     |
| <b>BROKEN PITTED</b>   |           |             |         |           |            |         |             |
| Bkn. Pitted            | 16        | 3,923       |         |           |            | 3,939   | 3,957       |
| Bkn. Pitted Green Ripe | 0         | 0           |         |           |            | 0       | 0           |
| Total                  | 16        | 3,923       |         |           |            | 3,939   |             |
| Conv. Total            | 34        | 3,923       |         |           |            |         | 3,957       |
| Prior Year             | 85        | 3,831       |         |           |            |         | 3,916       |

Converted Total

1,063,555

**Cumulative Sales - Month Ending March 31, 2008**

| Item                   | 6 No. 10s | 24 No. 300s | 24 Buff | 24 4.5 oz | 24 2.25 oz | Total     | Conv. Total |
|------------------------|-----------|-------------|---------|-----------|------------|-----------|-------------|
| <b>RIPE WHOLE</b>      |           |             |         |           |            |           |             |
| Small                  | 0         | 102         | 0       |           |            | 102       | 102         |
| Medium                 | 0         | 1,375       | 0       |           |            | 1,375     | 1,375       |
| Large                  | 0         | 4,265       | 0       |           |            | 4,265     | 4,265       |
| Ex. Large              | 0         | 227         | 0       |           |            | 227       | 227         |
| Ex. Large Sev "C"      | 0         | 0           | 0       |           |            | 0         | 0           |
| Jumbo                  | 2,324     | 1,252       | 0       |           |            | 3,576     | 6,200       |
| Colossal               | 254       | 1,038       | 0       |           |            | 1,292     | 1,579       |
| Super Colossal         | 0         | 645         | 0       |           |            | 645       | 645         |
| Green Ripe Whole       | 0         | 0           | 0       |           |            | 0         | 0           |
| Total                  | 2,578     | 8,904       | 0       |           |            | 11,482    |             |
| Conv. Total            | 5,489     | 8,904       | 0       |           |            |           | 14,393      |
| Prior Year             | 8,124     | 10,529      | 0       |           |            |           | 18,653      |
| <b>RIPE PITTED</b>     |           |             |         |           |            |           |             |
| Small                  | 2,736     | 521,818     | 9,892   |           |            | 534,446   | 533,390     |
| Medium                 | 97,563    | 1,532,031   | 16,823  |           |            | 1,646,417 | 1,749,517   |
| Large                  | 24,110    | 1,925,921   | 26,099  |           |            | 1,976,130 | 1,992,415   |
| Ex. Large              | 53,690    | 684,150     | 0       |           |            | 737,840   | 798,456     |
| Ex. Large Sev "C"      | 0         | 0           | 0       |           |            | 0         | 0           |
| Jumbo                  | 13,140    | 278,255     | 0       |           |            | 291,395   | 306,230     |
| Colossal               | 4,323     | 71,616      | 0       |           |            | 75,939    | 80,820      |
| Sup. Colossal          | 0         | 14,368      | 0       |           |            | 14,368    | 14,368      |
| Green Ripe Whole       | 168       | 28,378      | 0       |           |            | 28,546    | 28,736      |
| Total                  | 195,730   | 5,056,537   | 52,814  |           |            | 5,305,081 |             |
| Conv. Total            | 416,709   | 5,056,537   | 30,685  |           |            |           | 5,503,931   |
| Prior Year             | 712,355   | 5,417,867   | 19,927  |           |            |           | 6,150,149   |
| <b>LIMITED</b>         |           |             |         |           |            |           |             |
| Segmented              | 14,003    | 0           | 0       | 0         | 2,998      | 17,001    | 37,287      |
| Sliced                 | 714,744   | 63,667      | 631,929 | 0         | 1,403,294  | 2,813,634 | 2,922,546   |
| Chopped                | 7,319     | 1,156       | 3,145   | 302,203   | 0          | 313,823   | 268,853     |
| Total                  | 736,066   | 64,823      | 635,074 | 302,203   | 1,406,292  | 3,144,458 |             |
| Conv. Total            | 1,904,585 | 77,207      | 436,108 | 234,207   | 576,580    |           | 3,228,686   |
| Prior Year             | 2,300,464 | 72,416      | 434,231 | 249,789   | 625,876    |           | 3,682,776   |
| <b>BROKEN PITTED</b>   |           |             |         |           |            |           |             |
| Bkn. Pitted            | 116       | 43,223      |         |           |            | 43,339    | 43,470      |
| Bkn. Pitted Green Ripe | 0         | 0           |         |           |            | 0         | 0           |
| Total                  | 116       | 43,223      |         |           |            | 43,339    |             |
| Conv. Total            | 247       | 43,223      |         |           |            |           | 43,470      |
| Prior Year             | 405       | 47,961      |         |           |            |           | 48,366      |

Converted Total

8,790,480

**Consecutive Sales - 12 Months Month Ending March 31, 2008**

| Item                   | 6 No. 10s | 24 No. 300s | 24 Buff | 24 4.5 oz | 24 2.25 oz | Total     | Conv. Total |
|------------------------|-----------|-------------|---------|-----------|------------|-----------|-------------|
| <b>RIPE WHOLE</b>      |           |             |         |           |            |           |             |
| Small                  | 0         | 102         | 0       |           |            | 102       | 102         |
| Medium                 | 0         | 1,579       | 0       |           |            | 1,579     | 1,579       |
| Large                  | 0         | 5,719       | 0       |           |            | 5,719     | 5,719       |
| Ex. Large              | 0         | 227         | 0       |           |            | 227       | 227         |
| Ex. Large Sev "C"      | 0         | 0           | 0       |           |            | 0         | 0           |
| Jumbo                  | 3,522     | 1,986       | 0       |           |            | 5,508     | 9,484       |
| Colossal               | 426       | 1,557       | 0       |           |            | 1,983     | 2,464       |
| Super Colossal         | 0         | 726         | 0       |           |            | 726       | 726         |
| Green Ripe Whole       | 0         | 0           | 0       |           |            | 0         | 0           |
| Total                  | 3,948     | 11,896      | 0       |           |            | 15,844    |             |
| Conv. Total            | 8,405     | 11,896      | 0       |           |            |           | 20,301      |
| Prior Year             | 13,251    | 14,351      | 0       |           |            |           | 27,602      |
| <b>RIPE PITTED</b>     |           |             |         |           |            |           |             |
| Small                  | 4,666     | 764,046     | 13,848  |           |            | 782,560   | 782,026     |
| Medium                 | 162,049   | 2,100,702   | 25,496  |           |            | 2,288,247 | 2,460,517   |
| Large                  | 50,623    | 2,728,655   | 32,646  |           |            | 2,811,924 | 2,855,399   |
| Ex. Large              | 102,943   | 985,253     | 0       |           |            | 1,088,196 | 1,204,419   |
| Ex. Large Sev "C"      | 0         | 0           | 0       |           |            | 0         | 0           |
| Jumbo                  | 22,020    | 419,403     | 0       |           |            | 441,423   | 466,284     |
| Colossal               | 6,814     | 108,771     | 0       |           |            | 115,585   | 123,278     |
| Sup. Colossal          | 0         | 24,723      | 0       |           |            | 24,723    | 24,723      |
| Green Ripe Whole       | 525       | 37,606      | 0       |           |            | 38,131    | 38,724      |
| Total                  | 349,640   | 7,169,159   | 71,990  |           |            | 7,590,789 |             |
| Conv. Total            | 744,384   | 7,169,159   | 41,826  |           |            |           | 7,955,369   |
| Prior Year             | 1,078,226 | 7,951,126   | 31,961  |           |            |           | 9,061,312   |
| <b>LIMITED</b>         |           |             |         |           |            |           |             |
| Segmented              | 21,474    | 0           | 0       | 0         | 5,998      | 27,472    | 57,755      |
| Sliced                 | 1,101,079 | 100,224     | 970,710 | 0         | 2,104,508  | 4,276,521 | 4,479,354   |
| Chopped                | 11,208    | 1,632       | 3,961   | 446,677   | 0          | 463,478   | 397,853     |
| Total                  | 1,133,761 | 101,856     | 974,671 | 446,677   | 2,110,506  | 4,767,471 |             |
| Conv. Total            | 2,933,545 | 121,097     | 668,838 | 346,175   | 865,307    |           | 4,934,963   |
| Prior Year             | 3,478,962 | 119,727     | 672,144 | 366,756   | 937,191    |           | 5,574,780   |
| <b>BROKEN PITTED</b>   |           |             |         |           |            |           |             |
| Bkn. Pitted            | 238       | 66,946      |         |           |            | 67,184    | 67,453      |
| Bkn. Pitted Green Ripe | 0         | 0           |         |           |            | 0         | 0           |
| Total                  | 238       | 66,946      |         |           |            | 67,184    |             |
| Conv. Total            | 507       | 66,946      |         |           |            |           | 67,453      |
| Prior Year             | 626       | 58,913      |         |           |            |           | 59,539      |

Converted Total

12,978,085