



# 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: December 31, 2017 Released: January 24, 2018 **REVISED: February 15, 2018**

### Summary Report - Sales Month Ending December 31, 2017 Converted 24/300 Case Basis

Item	Monthly Sales			Year to Date Sales			Consecutive 12 Month Sales		
	17/18	16/17	Percent Change	17/18	16/17	Percent Change	17/18	16/17	Percent Change
Total	1,013,623	1,162,324	-12.79	5,284,797	5,317,383	-0.61	11,777,102	12,116,984	-2.81
Markets									
Consumer	781,674	920,108	-15.05	4,102,284	4,128,230	-0.63	8,980,197	9,216,782	-2.57
Food Service	231,949	242,217	-4.24	1,182,513	1,189,153	-0.56	2,796,905	2,900,201	-3.56
Styles									
Whole	374	1,424	-73.72	4,346	3,831	13.45	8,542	11,252	-24.08
Pitted	662,484	785,877	-15.70	3,400,083	3,429,603	-0.86	7,233,722	7,479,468	-3.29
Wedged	3,162	1,813	74.41	14,470	9,406	53.83	31,803	22,288	42.69
Sliced	323,853	352,043	-8.01	1,755,594	1,763,984	-0.48	4,214,373	4,347,016	-3.05
Chopped	21,403	19,613	9.13	98,740	98,141	0.61	261,708	230,952	13.32
Broken Pitted	2,346	1,555	50.87	11,564	12,418	-6.88	26,955	26,007	3.65
Key Items									
24/300 Pitted	635,259	756,414	-16.02	3,254,994	3,289,917	-1.06	6,887,370	7,143,585	-3.59
6/10 Pitted	25,857	28,443	-9.09	138,042	133,665	3.27	329,820	317,679	3.82
6/10 Sliced	197,956	211,529	-6.42	1,016,849	1,034,746	-1.73	2,410,002	2,535,288	-4.94
24/300 Whole	204	1,169	-82.55	3,303	3,022	9.30	6,588	7,465	-11.75
6/10 Whole	170	255	-33.33	1,043	809	28.95	1,954	3,787	-48.40
6/10 Wedged	2,990	1,813	64.91	13,830	8,922	55.01	30,269	20,749	45.88
2.25 Sliced	45,264	51,863	-12.73	287,984	281,308	2.37	706,677	717,594	-1.52
4.25 Chopped	16,427	19,436	-15.48	83,435	85,531	-2.45	155,828	201,863	-22.81

**Summary Report - Packout and Inventory**  
**Month Ending December 31, 2017**

**Converted 24/300 Case Basis**

Item	Monthly Packout*			Year to Date Packout*			Inventory*		
	17/18	16/17	Percent Change	17/18	16/17	Percent Change	17/18	16/17	Percent Change
Total	415,641	477,018	-12.87	5,993,963	6,014,089	-0.33	7,373,868	7,530,362	-2.08
<b>Markets</b>									
Consumer	300,506	239,558	25.44	4,724,620	4,432,291	6.60	5,724,486	5,824,265	-1.71
Food Service	115,135	237,460	-51.51	1,269,343	1,581,797	-19.75	1,649,382	1,706,097	-3.32
<b>Styles</b>									
Whole	2,278	0	0.00	2,278	14,636	-84.44	18,339	29,500	-37.83
Pitted	168,179	227,590	-26.10	3,849,351	3,591,956	7.17	5,081,529	5,047,644	0.67
Wedged	0	3,288	-100.00	20,827	3,288	533.36	35,412	15,929	122.31
Sliced	233,462	231,375	0.90	2,010,066	2,332,482	-13.82	2,097,531	2,317,863	-9.51
Chopped	9,956	14,764	-32.56	108,196	71,726	50.85	116,740	113,252	3.08
Broken Pitted	1,766	0	0.00	3,246	0	0.00	24,318	6,173	293.94
<b>Key Items</b>									
24/300 Pitted	167,425	152,577	9.73	3,797,442	3,303,482	14.95	4,766,940	4,579,352	4.10
6/10 Pitted	754	75,013	-99.00	46,785	275,661	-83.03	292,073	430,575	-32.17
6/10 Sliced	113,339	159,158	-28.79	1,189,812	1,294,290	-8.07	1,277,656	1,230,734	3.81
24/300 Whole	2,278	0	0.00	2,278	3,849	-40.82	14,209	19,363	-26.62
6/10 Whole	0	0	0.00	0	4,375	-100.00	4,130	4,152	-0.51
6/10 Wedged	0	3,288	-100.00	20,827	3,288	533.36	32,705	15,496	111.05
2.25 Sliced	47,389	10,262	361.79	260,414	368,686	-29.37	283,859	383,480	-25.98
4.25 Chopped	8,913	14,764	-39.63	97,756	67,544	44.73	73,668	88,113	-16.39

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

Approximate Supply in Converted Cases

Total Inventory*	7,373,868
Converted Storage	11,986,954
Approximate Supply*	19,360,823

**Storage Report**  
**Month Ending December 31, 2017**

Whole Canning Sizes	
Size	Tons
Small	11,800
Medium	18,384
Large	12,326
Ex. Large	11,673
Ex.Large Sev. "C"	899
Jumbo	4,124
Colossal	3,352
Super Colossal	501
Orchard Run	0
<b>Total Canning</b>	<b>63,060</b>
Limited	14,276
<b>Total</b>	<b>77,335</b>
Total Converted (*155)	11,986,954

**Packout - Month Ending December 31, 2017**

<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	2,278	0				2,278	2,278
Super Colossal	0	0	0				0	0
Green Ripe Whole	0	0	0				0	0
<b>Total</b>	0	2,278	0				2,278	
<b>Conv. Total</b>	0	2,278	0					2,278
<b>Prior Year</b>	0	0	0					0
<b>RIPE PITTED</b>	6 No. 10s	24 No. 300s	24 Buff				Total	Conv. Total
Small	0	15,919	0				15,919	15,919
Medium	0	8,321	0				8,321	8,321
Large	0	11,720	0				11,720	11,720
Ex. Large	0	2,089	0				2,089	2,089
Ex. Large Sev "C"	0	0	0				0	0
Jumbo	0	37,117	0				37,117	37,117
Colossal	354	85,052	0				85,406	85,806
Sup. Colossal	0	7,207	0				7,207	7,207
Green Ripe Whole	0	0	0				0	0
<b>Total</b>	354	167,425	0				167,779	
<b>Conv. Total</b>	754	167,425	0					168,179
<b>Prior Year</b>	75,013	152,577	0					227,590
<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	44,015	29,302	56,216	0	115,582		245,115	233,462
Chopped	272	0	0	11,501	0		11,773	9,956
<b>Total</b>	44,287	29,302	56,216	11,501	115,582		256,888	
<b>Conv. Total</b>	114,381	34,283	38,452	8,913	47,389			243,418
<b>Prior Year</b>	162,446	8,904	53,052	14,764	10,262			249,428
<b>BROKEN PITTED</b>	6 No. 10s	24 No. 300s					Total	Conv. Total
Bkn. Pitted	0	1,766					1,766	1,766
Bkn. Pitted Green Ripe	0	0					0	0
<b>Total</b>	0	1,766					1,766	
<b>Conv. Total</b>	0	1,766						1,766
<b>Prior Year</b>	0	0						0

Converted Total 415,641

\*Conversion factor changed as of December 2008.

Consumer 300,506  
Food Service 115,135

**Cumulative Packout - Month Ending December 31, 2017**

<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	2,278	0				2,278	2,278
Super Colossal	0	0	0				0	0
Green Ripe Whole	0	0	0				0	0
Total	0	2,278	0				2,278	
Conv. Total	0	2,278	0					2,278
Prior Year	4,375	3,849	6,412					14,636
<b>RIPE PITTED</b>	6 No. 10s	24 No. 300s	24 Buff				Total	Conv. Total
Small	0	112,779	0				112,779	112,779
Medium	19,580	1,251,058	5,629				1,276,267	1,296,014
Large	411	1,136,718	3,190				1,140,319	1,139,446
Ex. Large	1,630	968,285	0				969,915	971,755
Ex. Large Sev "C"	0	0	0				0	0
Jumbo	0	40,655	0				40,655	40,655
Colossal	354	86,727	0				87,081	87,481
Sup. Colossal	0	7,497	0				7,497	7,497
Green Ripe Whole	0	193,723	0				193,723	193,723
Total	21,975	3,797,442	8,819				3,828,236	
Conv. Total	46,785	3,797,442	5,124					3,849,351
Prior Year	275,661	3,303,482	12,813					3,591,956
<b>LIMITED</b>	6 No. 10s	24 No. 300s	24 Buff	24 4.25 oz	24 2.25 oz		Total	Conv. Total
Segmented	8,088	0	0	0	0		8,088	20,827
Sliced	462,063	266,937	361,876	0	635,157		1,726,033	2,010,066
Chopped	2,723	0	0	126,137	0		128,860	108,196
Total	472,874	266,937	361,876	126,137	635,157		1,862,981	
Conv. Total	1,221,079	312,316	247,523	97,756	260,414			2,139,089
Prior Year	1,301,761	230,964	438,541	67,544	368,686			2,407,496
<b>BROKEN PITTED</b>	6 No. 10s	24 No. 300s					Total	Conv. Total
Bkn. Pitted	695	1,766					2,461	3,246
Bkn. Pitted Green Ripe	0	0					0	0
Total	695	1,766					2,461	
Conv. Total	1,480	1,766						3,246
Prior Year	0	0						0

Converted Total 5,993,963

\*Conversion factor changed as of December 2008.

Consumer	4,724,620
Food Service	1,269,343

**Inventory - Month Ending December 31, 2017**

<b>RIPE WHOLE</b>	6 No. 10s	24 No. 300s	24 Buff				Total	Conv. Total
Small	0	0	0				0	0
Medium	0	1,327	0				1,327	1,327
Large	0	8,914	0				8,914	8,914
Ex. Large	0	477	0				477	477
Ex. Large Sev "C"	0	0	0				0	0
Jumbo	1,302	1,780	0				3,082	4,552
Colossal	638	1,523	0				2,161	2,881
Super Colossal	0	188	0				188	188
Green Ripe Whole	0	0	0				0	0
<b>Total</b>	<b>1,940</b>	<b>14,209</b>	<b>0</b>				<b>16,149</b>	
<b>Conv. Total</b>	<b>4,130</b>	<b>14,209</b>	<b>0</b>					<b>18,339</b>
<b>Prior Year</b>	<b>4,152</b>	<b>19,363</b>	<b>5,985</b>					<b>29,500</b>
<b>RIPE PITTED</b>	6 No. 10s	24 No. 300s	24 Buff				Total	Conv. Total
Small	1,038	196,416	956				198,410	199,181
Medium	62,106	1,341,708	13,188				1,417,002	1,481,594
Large	19,042	1,618,157	24,609				1,661,808	1,672,995
Ex. Large	38,342	1,025,446	0				1,063,788	1,107,076
Ex. Large Sev "C"	0	6,750	0				6,750	6,750
Jumbo	12,165	148,913	0				161,078	174,812
Colossal	4,495	165,438	0				169,933	175,008
Sup. Colossal	0	39,574	0				39,574	39,574
Green Ripe Whole	0	224,538	0				224,538	224,538
<b>Total</b>	<b>137,188</b>	<b>4,766,940</b>	<b>38,753</b>				<b>4,942,881</b>	
<b>Conv. Total</b>	<b>292,073</b>	<b>4,766,940</b>	<b>22,515</b>					<b>5,081,529</b>
<b>Prior Year</b>	<b>430,575</b>	<b>4,579,352</b>	<b>37,717</b>					<b>5,047,644</b>
<b>LIMITED</b>	6 No. 10s	24 No. 300s	24 Buff	24 4.25 oz	24 2.25 oz		Total	Conv. Total
Segmented	12,701	0	0	0	6,602		19,303	35,412
Sliced	496,177	261,774	335,878	0	692,339		1,786,168	2,097,531
Chopped	11,168	108	0	95,055	0		106,331	116,740
<b>Total</b>	<b>520,046</b>	<b>261,882</b>	<b>335,878</b>	<b>95,055</b>	<b>698,941</b>		<b>1,911,802</b>	
<b>Conv. Total</b>	<b>1,353,179</b>	<b>306,529</b>	<b>229,741</b>	<b>73,668</b>	<b>286,566</b>			<b>2,249,682</b>
<b>Prior Year</b>	<b>1,271,370</b>	<b>302,987</b>	<b>400,662</b>	<b>88,113</b>	<b>383,913</b>			<b>2,447,045</b>
<b>BROKEN PITTED</b>	6 No. 10s	24 No. 300s					Total	Conv. Total
Bkn. Pitted	0	24,318					24,318	24,318
Bkn. Pitted Green Ripe	0	0					0	0
<b>Total</b>	<b>0</b>	<b>24,318</b>					<b>24,318</b>	
<b>Conv. Total</b>	<b>0</b>	<b>24,318</b>						<b>24,318</b>
<b>Prior Year</b>	<b>0</b>	<b>6,173</b>						<b>6,173</b>

Converted Total 7,373,868

\*Conversion factor changed as of December 2008.

Consumer	5,724,486
Food Service	1,649,382

**Sales - Month Ending December 31, 2017**

<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	204	0				204	204
Ex. Large	0	0	0				0	0
Ex. Large Sev "C"	0	0	0				0	0
Jumbo	80	0	0				80	170
Colossal	0	0	0				0	0
Super Colossal	0	0	0				0	0
Green Ripe Whole	0	0	0				0	0
<b>Total</b>	80	204	0				284	
Conv. Total	170	204	0					374
Prior Year	255	1,169	0					1,424
<b>RIPE PITTED</b>	6 No. 10s	24 No. 300s	24 Buff				Total	Conv. Total
Small	328	45,932	780				47,040	47,083
Medium	5,963	159,672	541				166,176	172,682
Large	1,618	263,697	1,034				266,349	267,742
Ex. Large	2,861	129,232	0				132,093	135,323
Ex. Large Sev "C"	0	0	0				0	0
Jumbo	986	20,605	0				21,591	22,704
Colossal	389	6,135	0				6,524	6,963
Sup. Colossal	0	444	0				444	444
Green Ripe Whole	0	9,542	0				9,542	9,542
<b>Total</b>	12,145	635,259	2,355				649,759	
Conv. Total	25,857	635,259	1,368					662,484
Prior Year	28,443	756,414	1,019					785,877
<b>LIMITED</b>	6 No. 10s	24 No. 300s	24 Buff	24 4.25 oz	24 2.25 oz		Total	Conv. Total
Segmented	1,161	0	0	0	420		1,581	3,162
Sliced	76,876	27,843	70,260	0	110,399		285,378	323,853
Chopped	1,298	0	0	21,196	0		22,494	21,403
<b>Total</b>	79,335	27,843	70,260	21,196	110,819		309,453	
Conv. Total	205,922	32,576	48,058	16,427	45,436			348,419
Prior Year	213,518	33,346	55,305	19,436	51,863			373,468
<b>BROKEN PITTED</b>	6 No. 10s	24 No. 300s					Total	Conv. Total
Bkn. Pitted	0	2,346					2,346	2,346
Bkn. Pitted Green Ripe	0	0					0	0
<b>Total</b>	0	2,346					2,346	
Conv. Total	0	2,346						2,346
Prior Year	0	1,555						1,555

Converted Total 1,013,623

Consumer 781,674  
Food Service 231,949

**Cumulative Sales - Month Ending December 31, 2017**

<b>RIPE WHOLE</b>	6 No. 10s	24 No. 300s	24 Buff				Total	Conv. Total
Small	0	0	0				0	0
Medium	0	272	0				272	272
Large	0	2,521	0				2,521	2,521
Ex. Large	0	0	0				0	0
Ex. Large Sev "C"	0	0	0				0	0
Jumbo	490	306	0				796	1,349
Colossal	0	204	0				204	204
Super Colossal	0	0	0				0	0
Green Ripe Whole	0	0	0				0	0
<b>Total</b>	490	3,303	0				3,793	
<b>Conv. Total</b>	1,043	3,303	0					4,346
<b>Prior Year</b>	809	3,022	0					3,831
<b>RIPE PITTED</b>	6 No. 10s	24 No. 300s	24 Buff				Total	Conv. Total
Small	1,471	223,145	2,720				227,336	227,857
Medium	36,732	835,118	2,985				874,835	915,055
Large	7,278	1,409,771	6,424				1,423,473	1,428,998
Ex. Large	12,891	590,176	0				603,067	617,621
Ex. Large Sev "C"	0	0	0				0	0
Jumbo	4,259	116,772	0				121,031	125,839
Colossal	2,208	32,572	0				34,780	37,273
Sup. Colossal	0	1,273	0				1,273	1,273
Green Ripe Whole	0	46,167	0				46,167	46,167
<b>Total</b>	64,839	3,254,994	12,129				3,331,962	
<b>Conv. Total</b>	138,042	3,254,994	7,047					3,400,083
<b>Prior Year</b>	133,665	3,289,917	6,021					3,429,603
<b>LIMITED</b>	6 No. 10s	24 No. 300s	24 Buff	24 4.25 oz	24 2.25 oz		Total	Conv. Total
Segmented	5,371	0	0	0	1,560		6,931	14,470
Sliced	394,893	152,618	397,950	0	702,399		1,647,860	1,755,594
Chopped	3,325	1,088	0	107,658	0		112,071	98,740
<b>Total</b>	403,589	153,706	397,950	107,658	703,959		1,766,862	
<b>Conv. Total</b>	1,043,428	181,120	272,198	83,435	288,623			1,868,804
<b>Prior Year</b>	1,054,679	168,908	280,621	85,531	281,792			1,871,531
<b>BROKEN PITTED</b>	6 No. 10s	24 No. 300s					Total	Conv. Total
Bkn. Pitted	0	11,564					11,564	11,564
Bkn. Pitted Green Ripe	0	0					0	0
<b>Total</b>	0	11,564					11,564	
<b>Conv. Total</b>	0	11,564						11,564
<b>Prior Year</b>	0	12,418						12,418

Converted Total 5,284,797

Consumer 4,102,284  
Food Service 1,182,513

**Consecutive Sales - 12 Months Month Ending December 31, 2017**

<b>RIPE WHOLE</b>	6 No. 10s	24 No. 300s	24 Buff				Total	Conv. Total
Small	0	0	0				0	0
Medium	0	476	0				476	476
Large	0	3,833	0				3,833	3,833
Ex. Large	0	587	0				587	587
Ex. Large Sev "C"	0	0	0				0	0
Jumbo	918	714	0				1,632	2,668
Colossal	0	816	0				816	816
Super Colossal	0	162	0				162	162
Green Ripe Whole	0	0	0				0	0
<b>Total</b>	918	6,588	0				7,506	
<b>Conv. Total</b>	1,954	6,588	0					8,542
<b>Prior Year</b>	3,787	7,465	0					11,252
<b>RIPE PITTED</b>	6 No. 10s	24 No. 300s	24 Buff				Total	Conv. Total
Small	3,817	466,391	6,415				476,623	478,245
Medium	83,815	1,735,308	7,841				1,826,964	1,918,306
Large	17,484	2,923,136	14,197				2,954,817	2,968,608
Ex. Large	34,681	1,263,692	0				1,298,373	1,337,528
Ex. Large Sev "C"	0	0	0				0	0
Jumbo	10,004	270,035	0				280,039	291,334
Colossal	5,117	86,082	0				91,199	96,976
Sup. Colossal	0	3,053	0				3,053	3,053
Green Ripe Whole	0	139,673	0				139,673	139,673
<b>Total</b>	154,918	6,887,370	28,453				7,070,741	
<b>Conv. Total</b>	329,820	6,887,370	16,531					7,233,722
<b>Prior Year</b>	317,679	7,143,585	18,204					7,479,468
<b>LIMITED</b>	6 No. 10s	24 No. 300s	24 Buff	24 4.25 oz	24 2.25 oz		Total	Conv. Total
Segmented	11,755	0	0	0	3,740		15,495	31,803
Sliced	935,923	365,966	978,821	0	1,723,603		4,004,313	4,214,373
Chopped	6,484	3,474	59,233	201,068	0		270,259	261,708
<b>Total</b>	954,162	369,440	1,038,054	201,068	1,727,343		4,290,067	
<b>Conv. Total</b>	2,465,131	436,344	742,370	155,828	708,211			4,507,883
<b>Prior Year</b>	2,578,735	402,959	697,566	201,863	719,133			4,600,256
<b>BROKEN PITTED</b>	6 No. 10s	24 No. 300s					Total	Conv. Total
Bkn. Pitted	0	26,955					26,955	26,955
Bkn. Pitted Green Ripe	0	0					0	0
<b>Total</b>	0	26,955					26,955	
<b>Conv. Total</b>	0	26,955						26,955
<b>Prior Year</b>	0	26,007						26,007

Converted Total 11,777,102

Consumer 8,980,197  
Food Service 2,796,905