

# CALIFORNIA MONTHLY OLIVE REPORT

Released: January 8, 2001

<b>Summary Report - Sales</b>									
<b>Month Ending August 31, 2000</b>									
<b>Converted 24/300 Case Basis</b>									
Item	Monthly Sales			Year-to-Date Sales			Consecutive 12-Month Sales		
	00/01	99/00	% Change	00/01	99/00	% change	00/01	99/00	% change
<b>Total</b>	1,146,977	1,175,376	-2.42	1,146,977	1,175,376	-2.42	15,777,412	16,280,868	-3.09
<b>Markets</b>									
Consumer	655,479	580,774	12.86	655,479	580,774	12.86	10,036,234	10,244,897	-2.04
Food Service	491,498	594,602	-17.34	491,498	594,602	-17.34	5,741,178	6,035,971	-4.88
<b>Styles</b>									
Whole	7,065	4,042	74.79	7,065	4,042	74.79	120,247	88,580	35.75
Pitted	594,224	574,446	3.44	594,224	574,446	3.44	9,541,643	9,791,017	-2.55
Wedged	10,143	9,837	3.11	10,143	9,837	3.11	103,019	108,487	-5.04
Sliced	476,425	529,870	-10.09	476,425	529,870	-10.09	5,330,730	5,553,340	-4.01
Chopped	50,726	47,883	5.94	50,726	47,883	5.94	566,556	610,173	-7.15
Broken Pitt	8,395	9,297	-9.71	8,395	9,297	-9.71	115,218	129,271	-10.87
<b>Key Items</b>									
24/300 Pitt	463,080	448,447	3.26	463,080	448,447	3.26	8,019,066	8,227,991	-2.54
6/10 Pitt	124,591	119,271	4.46	124,591	119,271	4.46	1,436,017	1,465,393	-2.00
6/10 Sliced	338,672	439,599	-22.96	338,672	439,599	-22.96	3,987,303	4,238,267	-5.92
24/300 Whole	5,334	1,922	177.52	5,334	1,922	177.52	89,630	53,802	66.59
6/10 Whole	1,731	2,120	-18.35	1,731	2,120	-18.35	29,702	32,597	-8.88
6/10 Wedged	10,143	9,566	6.03	10,143	9,566	6.03	100,466	104,432	-3.80
2.25 Sliced	76,791	56,541	35.81	76,791	56,541	35.81	814,352	844,292	-3.55
4.5 Chopped	33,313	24,072	38.39	33,313	24,072	38.39	368,717	402,275	-8.34

<b>Summary Report - Packout and Inventory</b>					
<b>Month Ending August 31, 2000</b>					
<b>Converted 24/300 Case Basis</b>					
Item	Monthly Packout	Year-to-Date Packout	Inventory		
			00/01	99/00	% change
<b>Total</b>	1,191,500	1,191,500	6,659,818	7,876,800	-15.45
<b>Markets</b>					
Consumer	573,786	573,786	4,601,716	5,663,251	-18.74

Food Service	617,714	617,714	2,058,102	2,213,549	-7.02
Styles					
Whole	11,324	11,324	64,202	144,865	-55.68
Pitted	442,729	442,729	4,563,381	5,596,978	-18.47
Wedged	30,161	30,161	64,640	97,419	-33.65
Sliced	654,247	654,247	1,752,167	1,618,949	8.23
Chopped	52,178	52,178	163,081	284,940	-42.77
Broken Pitt	862	862	52,348	133,647	-60.83
Key Items					
24/300 Pitt	357,988	357,988	3,961,913	4,866,262	-18.58
6/10 Pitt	84,741	84,741	553,685	672,349	-17.65
6/10 Sliced	486,500	486,500	1,370,732	1,319,443	3.89
24/300 Whole	9,642	9,642	44,079	108,586	-59.41
6/10 Whole	1,682	1,682	19,125	35,859	-46.67
6/10 Wedged	30,161	30,161	60,840	91,055	-33.18
2.25 Sliced	115,492	115,492	245,330	169,678	44.59
4.5 Chopped	35,766	35,766	102,740	186,029	-44.77
			Approximate Supply in Converted Cases		
			Total Inventory	6,659,818	
			Converted Storage	5,082,476	
			Approximate Supply	11,742,295	

<b>Storage - Month Ending August 31, 2000</b>	
Whole Canning Sizes	
Size	Tons
Small	5,619
Medium	3,298
Large	2,265
Ex. Large	1,424
Ex.Large Sev. "C"	1,775
Jumbo	1,780
Colossal	1,244
Super Colossal	145
Orchard Run	559
Total Canning	18,110
Limited	14,680
Total	32,790

Total Converted (*155)	5,082,476
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Packout - Month Ending August 31, 2000							
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	0	2,022	0			2,022	2,022
Medium	0	3,045	0			3,045	3,045
Large	0	2,743	0			2,743	2,743
Ex. Large	0	0	0			0	0
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	0	1,832	0			1,832	1,832
Colossal	790	0	0			790	1,682
Super Colossal	0	0	0			0	0
Grn. Ripe Whole	0	0	0			0	0
Total	790	9,642	0			10,432	
Conv. Total	1,682	9,642	0				11,324
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	0	11,887	0			11,887	11,887
Medium	0	54,815	0			54,815	54,815
Large	0	26,196	0			26,196	26,196
Ex. Large	9,741	26,758	0			36,499	47,497
Ex. Large Sev "C"	13,582	53,562	0			67,144	82,478
Jumbo	16,480	119,589	0			136,069	154,675
Colossal	0	60,642	0			60,642	60,642
Sup. Colossal	0	4,539	0			4,539	4,539
Grn. Ripe Whole	0	0	0			0	0
Total	39,803	357,988	0			397,791	
Conv. Total	84,741	357,988	0				442,729
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	11,713	0	0	0	0	11,713	30,161
Sliced	188,932	0	76,395	0	281,689	547,016	654,247
Chopped	3,816	0	1,448	46,150	0	51,414	52,178
Total	204,461	0	77,843	46,150	281,689	610,143	
Conv. Total	531,291	0	54,035	35,766	115,492		736,585
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	0	862				862	862
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	0	862				862	

Conv. Total	0	862	862
Converted Total			1,191,500

### Cumulative Packout - Month Ending August 31, 2000

Ripe Whole	6 No. 10s	24 No. 300s	24 Buff	Total	Conv. Total		
Small	0	2,022	0	2,022	2,022		
Medium	0	3,045	0	3,045	3,045		
Large	0	2,743	0	2,743	2,743		
Ex. Large	0	0	0	0	0		
Ex. Large Sev "C"	0	0	0	0	0		
Jumbo	0	1,832	0	1,832	1,832		
Colossal	790	0	0	790	1,682		
Super Colossal	0	0	0	0	0		
Grn. Ripe Whole	0	0	0	0	0		
Total	790	9,642	0	10,432			
Conv. Total	1,682	9,642	0		11,324		
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff	Total	Conv. Total		
Small	0	11,887	0	11,887	11,887		
Medium	0	54,815	0	54,815	54,815		
Large	0	26,196	0	26,196	26,196		
Ex. Large	9,741	26,758	0	36,499	47,497		
Ex. Large Sev "C"	13,582	53,562	0	67,144	82,478		
Jumbo	16,480	119,589	0	136,069	154,675		
Colossal	0	60,642	0	60,642	60,642		
Sup. Colossal	0	4,539	0	4,539	4,539		
Grn. Ripe Whole	0	0	0	0	0		
Total	39,803	357,988	0	397,791			
Conv. Total	84,741	357,988	0		442,729		
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	11,713	0	0	0	0	11,713	30,161
Sliced	188,932	0	76,395	0	281,689	547,016	654,247
Chopped	3,816	0	1,448	46,150	0	51,414	52,178
Total	204,461	0	77,843	46,150	281,689	610,143	
Conv. Total	531,291	0	54,035	35,766	115,492		736,585
Broken Pitt	6 No. 10s	24 No. 300s	Total	Conv. Total			
Bkn. Pitt	0	862	862	862			

Bkn. Pitt Grn. Ripe	0	0	0	0
Total	0	862	862	
Conv. Total	0	862		862
			Converted Total	1,191,500

Inventory - Month Ending August 31, 2000							
<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	47	5,031	0			5,078	5,131
Medium	1,237	9,706	0			10,943	12,340
Large	1,100	7,908	1,718			10,726	11,248
Ex. Large	411	3,491	0			3,902	4,366
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	4,335	5,161	0			9,496	14,390
Colossal	1,827	9,850	0			11,677	13,740
Super Colossal	26	2,607	0			2,633	2,662
Grn. Ripe Whole	0	325	0			325	325
<b>Total</b>	<b>8,983</b>	<b>44,079</b>	<b>1,718</b>			<b>54,780</b>	
<b>Conv. Total</b>	<b>19,125</b>	<b>44,079</b>	<b>998</b>				<b>64,202</b>
<b>Prior Year</b>	<b>35,859</b>	<b>108,586</b>	<b>421</b>				<b>144,865</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	20,915	918,724	5,560			945,199	966,482
Medium	89,947	1,047,193	58,350			1,195,490	1,272,592
Large	26,691	574,097	13,952			614,740	639,028
Ex. Large	19,398	466,691	1,968			488,057	509,133
Ex. Large Sev "C"	24,921	63,692	0			88,613	116,749
Jumbo	50,996	609,862	2,413			663,271	719,834
Colossal	26,982	237,666	0			264,648	295,111
Sup. Colossal	218	23,822	0			24,040	24,286
Grn. Ripe Whole	0	20,166	0			20,166	20,166
<b>Total</b>	<b>260,068</b>	<b>3,961,913</b>	<b>82,243</b>			<b>4,304,224</b>	
<b>Conv. Total</b>	<b>553,685</b>	<b>3,961,913</b>	<b>47,783</b>				<b>4,563,381</b>
<b>Prior Year</b>	<b>672,349</b>	<b>4,866,262</b>	<b>58,367</b>				<b>5,596,978</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	23,627	3,248	0	0	0	26,875	64,640
Sliced	532,323	31,466	145,162	0	598,365	1,307,316	1,752,167
Chopped	13,406	2,182	3,101	132,568	0	151,257	163,081
<b>Total</b>	<b>569,356</b>	<b>36,896</b>	<b>148,263</b>	<b>132,568</b>	<b>598,365</b>	<b>1,485,448</b>	

Conv. Total	1,482,970	45,743	103,105	102,740	245,330	1,979,888
Prior Year	1,498,024	54,802	90,453	186,029	172,002	2,001,309
<b>Broken Pitt</b>	<b>6 No. 10s</b>	<b>24 No. 300s</b>				<b>Total</b>
Bkn. Pitt	1,091	50,025				51,116
Bkn. Pitt Grn. Ripe	0	0				0
Total	1,091	50,025				51,116
Conv. Total	2,323	50,025				52,348
Prior Year	7,317	126,330				133,647
<b>Converted Total</b>						<b>6,659,818</b>

<b>Sales - Month Ending August 31, 2000</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	0	1,241	0		1,241	1,241
Medium	0	171	0		171	171
Large	8	1,649	0		1,657	1,666
Ex. Large	0	879	0		879	879
Ex. Large Sev "C"	0	0	0		0	0
Jumbo	654	51	0		705	1,443
Colossal	146	1,241	0		1,387	1,552
Super Colossal	5	102	0		107	113
Grn. Ripe Whole	0	0	0		0	0
Total	813	5,334	0		6,147	
Conv. Total	1,731	5,334	0			7,065
Prior Year	2,120	1,922				4,042
<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	1,404	63,953	1,100		66,457	67,581
Medium	25,524	117,765	6,476		149,765	175,868
Large	4,968	171,911	3,262		180,141	184,383
Ex. Large	4,095	31,429	440		35,964	40,403
Ex. Large Sev "C"	9,802	1,700	0		11,502	22,568
Jumbo	10,097	58,231	0		68,328	79,728
Colossal	2,631	12,910	0		15,541	18,511
Sup. Colossal	0	2,075	0		2,075	2,075
Grn. Ripe Whole	0	3,106	0		3,106	3,106
Total	58,521	463,080	11,278		532,879	
Conv. Total	124,591	463,080	6,553			594,224
Prior Year	119,271	448,447	6,728			574,446

Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	3,939	0	0	0	0	3,939	10,143
Sliced	131,523	8,115	75,245	0	187,295	402,178	476,425
Chopped	4,192	34	1,025	42,985	0	48,236	50,726
Total	139,654	8,149	76,270	42,985	187,295	454,353	
Conv. Total	364,887	9,574	52,728	33,313	76,791		537,294
Prior Year	472,878	8,156	25,672	24,072	56,812		587,590
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	136	8,105				8,241	8,395
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	136	8,105				8,241	
Conv. Total	290	8,105					8,395
Prior Year	332	8,965					9,297
<b>Converted Total</b>							<b>1,146,977</b>

### Cumulative Sales - Month Ending August 31, 2000

Ripe Whole	6 No. 10s	24 No. 300s	24 Buff	Total	Conv. Total
Small	0	1,241	0	1,241	1,241
Medium	0	171	0	171	171
Large	8	1,649	0	1,657	1,666
Ex. Large	0	879	0	879	879
Ex. Large Sev "C"	0	0	0	0	0
Jumbo	654	51	0	705	1,443
Colossal	146	1,241	0	1,387	1,552
Super Colossal	5	102	0	107	113
Grn. Ripe Whole	0	0	0	0	0
Total	813	5,334	0	6,147	
Conv. Total	1,731	5,334	0		7,065
Prior Year	2,120	1,922			4,042
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff	Total	Conv. Total
Small	1,404	63,953	1,100	66,457	67,581
Medium	25,524	117,765	6,476	149,765	175,868
Large	4,968	171,911	3,262	180,141	184,383
Ex. Large	4,095	31,429	440	35,964	40,403
Ex. Large Sev "C"	9,802	1,700	0	11,502	22,568
Jumbo	10,097	58,231	0	68,328	79,728

Colossal	2,631	12,910	0			15,541	18,511
Sup. Colossal	0	2,075	0			2,075	2,075
Grn. Ripe Whole	0	3,106	0			3,106	3,106
Total	58,521	463,080	11,278			532,879	
Conv. Total	124,591	463,080	6,553				594,224
Prior Year	119,271	448,447	6,728				574,446
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	3,939	0	0	0	0	3,939	10,143
Sliced	131,523	8,115	75,245	0	187,295	402,178	476,425
Chopped	4,192	34	1,025	42,985	0	48,236	50,726
Total	139,654	8,149	76,270	42,985	187,295	454,353	
Conv. Total	364,887	9,574	52,728	33,313	76,791		537,294
Prior Year	472,878	8,156	25,672	24,072	56,812		587,590
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	136	8,105				8,241	8,395
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	136	8,105				8,241	
Conv. Total	290	8,105					8,395
Prior Year	332	8,965					9,297
Converted Total							1,146,977

### Consecutive Sales - 12 Months Ending August 31, 2000

Ripe Whole	6 No. 10s	24 No. 300s	24 Buff	Total	Conv. Total
Small	10	7,368	0	7,378	7,389
Medium	213	2,015	0	2,228	2,468
Large	153	15,943	1,400	17,496	17,082
Ex. Large	81	3,790	175	4,046	4,064
Ex. Large Sev "C"	0	0	0	0	0
Jumbo	12,012	41,606	0	53,618	67,180
Colossal	1,276	13,496	0	14,772	16,213
Super Colossal	206	3,303	0	3,509	3,742
Grn. Ripe Whole	0	2,109	0	2,109	2,109
Total	13,951	89,630	1,575	105,156	
Conv. Total	29,702	89,630	915		120,247
Prior Year	32,597	53,802	2,180		88,580
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff	Total	Conv. Total



Small	17,694	997,767	11,482			1,026,943	1,042,109	
Medium	291,607	1,978,876	89,709			2,360,192	2,651,828	
Large	67,761	2,835,263	40,316			2,943,340	3,002,950	
Ex. Large	54,041	1,030,908	6,877			1,091,826	1,149,957	
Ex. Large Sev "C"	82,046	22,848	-100			104,794	197,466	
Jumbo	131,979	829,361	700			962,040	1,110,751	
Colossal	29,033	247,896	0			276,929	309,707	
Sup. Colossal	342	48,208	0			48,550	48,936	
Grn. Ripe Whole	0	27,939	0			27,939	27,939	
Total	674,503	8,019,066	148,984			8,842,553		
Conv. Total	1,436,017	8,019,066	86,560				9,541,643	
Prior Year	1,465,393	8,227,991	97,634				9,791,017	
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total	
Segmented	39,016	204	4	0	5,637	44,861	103,019	
Sliced	1,548,467	91,761	616,542	0	1,986,225	4,242,995	5,330,730	
Chopped	48,028	364	10,442	475,764	0	534,598	566,556	
Total	1,635,511	92,329	626,988	475,764	1,991,862	4,822,454		
Conv. Total	4,271,908	108,454	434,561	368,717	816,663		6,000,304	
Prior Year	4,534,943	104,410	383,088	402,275	847,284		6,272,000	
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total	
Bkn. Pitt	1,668	111,667				113,335	115,218	
Bkn. Pitt Grn. Ripe	0	0				0	0	
Total	1,668	111,667				113,335		
Conv. Total	3,551	111,667					115,218	
Prior Year	3,038	126,233					129,271	
Converted Total								15,777,412

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