

CALIFORNIA MONTHLY OLIVE REPORT

Released: January 8, 2001

Summary Report - Sales Month Ending November 30, 2000 Converted 24/300 Case Basis

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
Total	1,634,719	1,860,558	-12.14	5,397,163	6,059,864	-10.94	15,143,109	16,221,785	-6.65
Markets									
Consumer	1,223,603	1,448,980	-15.55	3,560,413	4,046,292	-12.01	9,475,650	10,249,441	-7.55
Food Service	411,116	411,579	-0.11	1,836,750	2,013,572	-8.78	5,667,459	5,972,343	-5.10
Styles									
Whole	3,222	15,617	-79.37	23,670	37,142	-36.27	103,753	95,203	8.98
Pitted	1,154,153	1,384,609	-16.64	3,308,696	3,908,459	-15.35	8,922,102	9,847,127	-9.39
Wedged	5,500	7,928	-30.63	28,430	34,030	-16.46	97,113	102,943	-5.66
Sliced	406,479	388,126	4.73	1,777,279	1,839,380	-3.38	5,322,074	5,474,022	-2.78
Chopped	56,159	53,546	4.88	221,257	196,997	12.32	587,973	587,513	0.08
Broken Pitt	9,206	10,733	-14.23	37,830	43,857	-13.74	110,094	114,975	-4.25
Key Items									
24/300 Pitt	1,035,831	1,268,562	-18.35	2,814,385	3,391,533	-17.02	7,427,285	8,289,925	-10.41
6/10 Pitt	109,959	107,408	2.37	464,529	487,837	-4.78	1,407,388	1,463,179	-3.81
6/10 Sliced	276,815	276,467	0.13	1,268,077	1,417,986	-10.57	3,938,321	4,194,147	-6.10
24/300 Whole	1,782	13,554	-86.85	13,592	27,015	-49.69	72,795	60,463	20.40
6/10 Whole	1,277	2,063	-38.08	9,553	9,859	-3.11	29,785	32,699	-8.91
6/10 Wedged	5,420	7,449	-27.23	28,271	32,924	-14.13	95,236	98,805	-3.61
2.25 Sliced	78,246	68,033	15.01	304,090	259,816	17.04	838,377	810,370	3.46
4.5 Chopped	38,762	34,937	10.95	152,263	129,968	17.15	381,770	391,370	-2.45

Summary Report - Packout and Inventory Month Ending November 30, 2000 Converted 24/300 Case Basis

Item	Monthly Packout	Year-to-Date Packout	Inventory		
			00/01	99/00	% change
Total	1,312,569	5,088,351	6,260,878	5,743,876	9.00
Markets					
Consumer	1,045,912	3,269,312	4,367,314	4,023,345	8.55

Food Service	266,656	1,819,038	1,893,564	1,720,531	10.06
Styles					
Whole	1,746	29,471	65,620	120,060	-45.34
Pitted	979,189	2,821,277	4,197,482	4,020,128	4.41
Wedged	0	40,188	53,287	69,848	-23.71
Sliced	279,482	1,959,295	1,736,287	1,233,968	40.71
Chopped	51,622	235,809	174,889	200,539	-12.79
Broken Pitt	530	2,310	33,314	99,333	-66.46
Key Items					
24/300 Pitt	859,067	2,416,836	3,639,870	3,397,912	7.12
6/10 Pitt	115,892	369,426	498,248	557,051	-10.56
6/10 Sliced	135,435	1,344,820	1,282,669	1,011,215	26.84
24/300 Whole	0	17,979	44,618	88,836	-49.77
6/10 Whole	1,746	11,492	20,530	29,700	-30.88
6/10 Wedged	0	40,188	49,667	64,303	-22.76
2.25 Sliced	93,569	399,256	301,689	134,457	124.38
4.5 Chopped	38,038	180,916	127,141	136,170	-6.63
			Approximate Supply in Converted Cases		
			Total Inventory	6,260,878	
			Converted Storage	8,635,349	
			Approximate Supply	14,896,227	

Storage - Month Ending November 30, 2000	
Whole Canning Sizes	
Size	Tons
Small	7,474
Medium	5,872
Large	8,426
Ex. Large	8,874
Ex.Large Sev. "C"	1,990
Jumbo	4,754
Colossal	4,484
Super Colossal	1,669
Orchard Run	0
Total Canning	43,543
Limited	12,169
Total	55,712

Total Converted (*155)	8,635,349
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Packout - Month Ending November 30, 2000							
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	0	0			0	0
Ex. Large	0	0	0			0	0
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	820	0	0			820	1,746
Colossal	0	0	0			0	0
Super Colossal	0	0	0			0	0
Grn. Ripe Whole	0	0	0			0	0
Total	820	0	0			820	
Conv. Total	1,746	0	0				1,746
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	0	94,854	0			94,854	94,854
Medium	15,747	265,611	7,281			288,639	303,367
Large	0	277,564	0			277,564	277,564
Ex. Large	24,789	170,150	0			194,939	222,926
Ex. Large Sev "C"	3,149	0	0			3,149	6,704
Jumbo	10,750	30,589	0			41,339	53,476
Colossal	0	20,299	0			20,299	20,299
Sup. Colossal	0	0	0			0	0
Grn. Ripe Whole	0	0	0			0	0
Total	54,435	859,067	7,281			920,783	
Conv. Total	115,892	859,067	4,230				979,189
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	52,596	1,406	71,394	0	228,216	353,612	279,482
Chopped	3,543	0	0	49,081	0	52,624	51,622
Total	56,139	1,406	71,394	49,081	228,216	406,236	
Conv. Total	149,019	1,645	48,833	38,038	93,569		331,103
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	0	530				530	530
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	0	530				530	

Conv. Total	0	530		530
			Converted Total	1,312,569

Cumulative Packout - Month Ending November 30, 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	6,739	0			6,739	6,739
Ex. Large	0	1,094	0			1,094	1,094
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	4,039	3,274	0			7,313	11,873
Colossal	1,359	1,805	0			3,164	4,698
Super Colossal	0	0	0			0	0
Grn. Ripe Whole	0	0	0			0	0
Total	5,398	17,979	0			23,377	
Conv. Total	11,492	17,979	0				29,471
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	0	281,963	2,201			284,164	283,242
Medium	41,591	576,302	39,895			657,788	688,028
Large	11,784	564,237	16,300			592,321	598,795
Ex. Large	34,530	605,752	1,870			642,152	680,353
Ex. Large Sev "C"	26,499	54,927	0			81,426	111,343
Jumbo	59,117	199,641	0			258,758	325,501
Colossal	0	121,694	0			121,694	121,694
Sup. Colossal	0	4,539	0			4,539	4,539
Grn. Ripe Whole	0	7,781	0			7,781	7,781
Total	173,521	2,416,836	60,266			2,650,623	
Conv. Total	369,426	2,416,836	35,015				2,821,277
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	15,607	0	0	0	0	15,607	40,188
Sliced	522,260	13,039	292,346	0	973,794	1,801,439	1,959,295
Chopped	13,853	0	1,448	233,440	0	248,741	235,809
Total	551,720	13,039	293,794	233,440	973,794	2,065,787	
Conv. Total	1,438,120	15,256	201,746	180,916	399,256		2,235,293
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	0	2,310				2,310	2,310

Bkn. Pitt Grn. Ripe	0	0			0	0
Total	0	2,310			2,310	
Conv. Total	0	2,310				2,310
Converted Total						5,088,351

Inventory - Month Ending November 30, 2000							
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	44	4,332	0			4,376	4,426
Medium	979	9,145	0			10,124	11,229
Large	970	9,295	812			11,077	11,832
Ex. Large	344	3,093	0			3,437	3,825
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	5,393	5,087	0			10,480	16,569
Colossal	1,888	10,953	0			12,841	14,973
Super Colossal	25	2,521	0			2,546	2,574
Grn. Ripe Whole	0	192	0			192	192
Total	9,643	44,618	812			55,073	
Conv. Total	20,530	44,618	472				65,620
Prior Year	29,700	88,836	1,524				120,060
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	16,588	831,816	3,189			851,593	868,985
Medium	65,855	837,640	73,619			977,114	1,020,618
Large	22,120	759,559	20,261			801,940	818,424
Ex. Large	31,913	464,621	2,694			499,228	534,129
Ex. Large Sev "C"	14,729	9,615	0			24,344	40,973
Jumbo	64,592	449,996	2,413			517,001	588,914
Colossal	18,015	229,043	0			247,058	267,397
Sup. Colossal	217	12,218	0			12,435	12,680
Grn. Ripe Whole	0	45,362	0			45,362	45,362
Total	234,029	3,639,870	102,176			3,976,075	
Conv. Total	498,248	3,639,870	59,364				4,197,482
Prior Year	557,051	3,397,912	65,166				4,020,128
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	19,288	3,094	0	0	0	22,382	53,287
Sliced	498,124	22,956	182,850	0	735,828	1,439,758	1,736,287
Chopped	10,635	1,919	2,003	164,053	0	178,610	174,889
Total	528,047	27,969	184,853	164,053	735,828	1,640,750	

Conv. Total	1,373,110	34,988	127,533	127,141	301,689	1,964,462	
Prior Year	1,127,132	31,114	73,978	136,170	135,961	1,504,355	
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	787	31,638				32,425	33,314
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	787	31,638				32,425	
Conv. Total	1,676	31,638					33,314
Prior Year	6,649	92,684					99,333
Converted Total							6,260,878

Sales - Month Ending November 30, 2000							
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	0	-51	0			-51	-51
Medium	56	135	0			191	254
Large	56	830	280			1,166	1,112
Ex. Large	0	441	0			441	441
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	457	150	0			607	1,123
Colossal	31	183	0			214	249
Super Colossal	0	79	0			79	79
Grn. Ripe Whole	0	15	0			15	15
Total	600	1,782	280			2,662	
Conv. Total	1,277	1,782	163				3,222
Prior Year	2,063	13,554	0				15,617
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	1,252	194,691	820			196,763	197,833
Medium	22,197	254,934	9,448			286,579	307,681
Large	5,173	401,616	4,126			410,915	415,027
Ex. Large	3,246	64,187	0			67,433	71,098
Ex. Large Sev "C"	7,684	3,400	0			11,084	19,759
Jumbo	9,052	84,797	0			93,849	104,069
Colossal	3,044	25,625	0			28,669	32,106
Sup. Colossal	0	2,843	0			2,843	2,843
Grn. Ripe Whole	0	3,738	0			3,738	3,738
Total	51,648	1,035,831	14,394			1,101,873	
Conv. Total	109,959	1,035,831	8,363				1,154,153
Prior Year	107,408	1,268,562	8,639				1,384,609

Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	2,105	68	0	0	0	2,173	5,500
Sliced	107,501	7,368	62,570	0	190,843	368,282	406,479
Chopped	4,511	40	6	50,016	0	54,573	56,159
Total	114,117	7,476	62,576	50,016	190,843	425,028	
Conv. Total	299,531	8,794	42,805	38,762	78,246		468,138
Prior Year	301,929	12,489	31,734	34,937	68,511		449,600
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	164	8,857				9,021	9,206
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	164	8,857				9,021	
Conv. Total	349	8,857					9,206
Prior Year	179	10,554					10,733
Converted Total							1,634,719

Cumulative Sales - Month Ending November 30, 2000							
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	3	1,802	0			1,805	1,808
Medium	152	750	0			902	1,074
Large	137	4,594	870			5,601	5,391
Ex. Large	11	1,884	34			1,929	1,927
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	3,677	1,461	0			5,138	9,289
Colossal	501	2,563	0			3,064	3,630
Super Colossal	6	523	0			529	536
Grn. Ripe Whole	0	15	0			15	15
Total	4,487	13,592	904			18,983	
Conv. Total	9,553	13,592	525				23,670
Prior Year	9,859	27,015	267				37,142
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	5,440	421,978	5,660			433,078	436,848
Medium	93,791	728,788	32,087			854,666	947,112
Large	21,645	1,092,687	12,134			1,126,466	1,145,819
Ex. Large	14,728	171,002	1,380			187,110	203,160
Ex. Large Sev "C"	32,790	8,500	0			41,290	78,310
Jumbo	40,053	286,082	0			326,135	371,355

Colossal	9,743	79,710	0			89,453	100,453
Sup. Colossal	1	13,041	0			13,042	13,043
Grn. Ripe Whole	0	12,597	0			12,597	12,597
Total	218,191	2,814,385	51,261			3,083,837	
Conv. Total	464,529	2,814,385	29,783				3,308,696
Prior Year	487,837	3,391,533	29,090				3,908,459
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	10,979	136	0	0	0	11,115	28,430
Sliced	492,457	29,531	249,357	0	741,684	1,513,029	1,777,279
Chopped	17,056	297	2,361	196,468	0	216,182	221,257
Total	520,492	29,964	251,718	196,468	741,684	1,740,326	
Conv. Total	1,361,740	35,408	173,464	152,263	304,090		2,026,966
Prior Year	1,514,999	40,545	123,973	129,968	260,922		2,070,406
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	436	36,902				37,338	37,830
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	436	36,902				37,338	
Conv. Total	928	36,902					37,830
Prior Year	877	42,980					43,857
						Converted Total	5,397,163

Consecutive Sales - 12 Months Ending November 30, 2000							
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	13	5,782	0			5,795	5,810
Medium	226	2,221	0			2,447	2,702
Large	272	14,263	1,850			16,385	15,917
Ex. Large	82	3,750	169			4,001	4,023
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	11,925	33,311	0			45,236	58,699
Colossal	1,265	10,350	0			11,615	13,043
Super Colossal	207	1,758	0			1,965	2,199
Grn. Ripe Whole	0	1,360	0			1,360	1,360
Total	13,990	72,795	2,019			88,804	
Conv. Total	29,785	72,795	1,173				103,753
Prior Year	32,699	60,463	2,041				95,203
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total

Small	17,330	1,005,574	11,989			1,034,893	1,049,435
Medium	283,191	1,882,044	93,122			2,258,357	2,539,062
Large	67,255	2,695,083	38,749			2,801,087	2,860,782
Ex. Large	49,163	816,613	6,319			872,095	924,952
Ex. Large Sev "C"	88,626	23,631	-100			112,157	212,258
Jumbo	126,697	725,260	400			852,357	995,230
Colossal	28,453	212,909	0			241,362	273,485
Sup. Colossal	341	36,331	0			36,672	37,057
Grn. Ripe Whole	0	29,840	0			29,840	29,840
Total	661,056	7,427,285	150,479			8,238,820	
Conv. Total	1,407,388	7,427,285	87,428				8,922,102
Prior Year	1,463,179	8,289,925	94,024				9,847,127
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	36,985	340	4	0	3,600	40,929	97,113
Sliced	1,529,445	85,784	650,598	0	2,044,822	4,310,649	5,322,074
Chopped	50,361	483	9,743	492,607	0	553,194	587,973
Total	1,616,791	86,607	660,345	492,607	2,048,422	4,904,772	
Conv. Total	4,226,641	101,900	456,996	381,770	839,853		6,007,161
Prior Year	4,473,653	110,713	375,297	391,370	813,446		6,164,478
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	1,712	106,449				108,161	110,094
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	1,712	106,449				108,161	
Conv. Total	3,645	106,449					110,094
Prior Year	2,812	112,163					114,975
Converted Total							15,143,109

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