

CALIFORNIA MONTHLY OLIVE REPORT

Released: March 21, 2002
Revised: September 3, 2002

Summary Report - Sales Month Ending February 28, 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	752,407	773,292	-2.70	8,511,816	8,424,604	1.04	14,415,652	14,587,779	-1.18
Markets									
Consumer	418,378	371,940	12.49	5,770,054	5,331,349	8.23	9,521,403	9,014,893	5.62
Food Service	334,029	401,352	-16.77	2,741,762	3,093,255	-11.36	4,894,249	5,572,886	-12.18
Styles									
Whole	3,169	1,768	79.20	34,521	45,561	-24.23	61,722	87,291	-29.29
Pitted	362,061	354,365	2.17	5,326,636	4,992,399	6.69	8,766,109	8,490,337	3.25
Wedged	4,892	7,350	-33.44	46,164	48,915	-5.62	80,886	88,716	-8.83
Sliced	335,565	361,317	-7.13	2,727,531	2,933,126	-7.01	4,863,333	5,234,741	-7.10
Chopped	38,843	41,602	-6.63	317,102	347,543	-8.76	546,303	585,649	-6.72
Broken Pitt	7,878	6,889	14.36	59,862	57,060	4.91	97,300	101,044	-3.71
Key Items									
24/300 Pitt	278,565	249,132	11.81	4,608,668	4,169,738	10.53	7,467,316	7,014,944	6.45
6/10 Pitt	78,532	99,801	-21.31	670,946	772,405	-13.14	1,214,931	1,390,099	-12.60
6/10 Sliced	238,110	270,566	-12.00	1,929,489	2,145,145	-10.05	3,423,326	3,865,124	-11.43
24/300 Whole	1,804	-18	-10,122.22	22,627	30,200	-25.08	37,102	57,997	-36.03
6/10 Whole	1,365	1,786	-23.60	11,477	14,569	-21.22	24,041	28,133	-14.55
6/10 Wedged	4,540	6,953	-34.70	44,663	48,119	-7.18	77,605	86,739	-10.53
2.25 Sliced	57,584	51,527	11.75	448,261	459,588	-2.46	817,330	822,804	-0.67
4.5 Chopped	26,000	19,412	33.94	224,507	230,359	-2.54	380,553	373,969	1.76

Summary Report - Packout and Inventory Month Ending February 28, 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	1,140,156	1,101,722	3.49	9,397,185	8,062,298	16.56	5,414,667	6,222,094	-12.98

Markets									
Consumer	842,323	690,342	22.02	6,335,984	5,171,695	22.51	3,548,374	4,532,640	-21.72
Food Service	297,833	411,380	-27.60	3,061,201	2,890,602	5.90	1,866,293	1,689,455	10.47
Styles									
Whole	0	5,998	-100.00	13,277	54,343	-75.57	44,388	68,279	-34.99
Pitted	764,183	732,002	4.40	5,775,437	4,860,761	18.82	3,544,904	4,575,549	-22.53
Wedged	31,222	0	0	38,769	53,998	-28.20	74,119	33,919	118.52
Sliced	311,352	313,807	-0.78	3,243,100	2,718,510	19.30	1,592,769	1,323,435	20.35
Chopped	33,400	42,290	-21.02	317,418	362,515	-12.44	150,536	174,959	-13.96
Broken Pitt	0	7,625	-100.00	9,185	12,170	-24.53	7,952	45,953	-82.69
Key Items									
24/300 Pitt	722,187	545,501	32.39	5,045,373	3,914,346	28.89	2,870,116	3,799,764	-24.47
6/10 Pitt	36,838	164,455	-77.60	699,864	883,897	-20.82	628,817	705,353	-10.85
6/10 Sliced	219,712	224,880	-2.30	2,251,966	1,843,311	22.17	1,102,247	881,775	25.00
24/300 Whole	0	2,455	-100.00	12,832	30,176	-57.48	24,194	39,359	-38.53
6/10 Whole	0	3,543	-100.00	0	23,821	-100.00	19,857	28,450	-30.20
6/10 Wedged	31,039	0	0	38,586	53,998	-28.54	68,096	30,941	120.08
2.25 Sliced	46,861	56,752	-17.43	543,159	547,061	-0.71	253,548	293,077	-13.49
4.5 Chopped	23,155	23,787	-2.66	240,903	249,852	-3.58	94,951	127,237	-25.38
							Approximate Supply in Converted Cases		
							Total Inventory	5,414,667	
							Converted Storage	12,896,172	
							Approximate Supply	18,310,839	

Storage - Month Ending February 28, 2002	
Whole Canning Sizes	
Size	Tons
Small	8,547
Medium	11,304
Large	21,316
Ex. Large	20,454
Ex.Large Sev. "C"	1,082
Jumbo	5,093
Colossal	3,373
Super Colossal	1,066
Orchard Run	0

Total Canning	72,235
Limited	10,966
Total	83,201
Total Converted (*155)	12,896,172

Packout - Month Ending February 28, 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	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
Grn. Ripe Whole	0	0	0			0	0
Total	0	0	0			0	
Conv. Total	0	0	0				0
Prior Year	3,543	2,455	0				5,998
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	0	69,903	0			69,903	69,903
Medium	10,043	116,094	3,299			129,436	139,392
Large	2,457	169,576	5,578			177,611	178,048
Ex. Large	0	284,910	0			284,910	284,910
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	4,803	81,446	0			86,249	91,672
Colossal	0	258	0			258	258
Sup. Colossal	0	0	0			0	0
Grn. Ripe Whole	0	0	0			0	0
Total	17,303	722,187	8,877			748,367	
Conv. Total	36,838	722,187	5,158				764,183
Prior Year	164,455	545,501	22,047				732,002
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	12,054	156	0	0	0	12,210	31,222
Sliced	85,325	9,779	48,739	0	114,296	258,139	311,352
Chopped	2,672	0	0	29,878	0	32,550	33,400
Total	100,051	9,935	48,739	29,878	114,296	302,899	

Conv. Total	260,995	11,624	33,337	23,155	46,861	375,974
Prior Year	243,383	10,794	21,381	23,787	56,752	356,097
Broken Pitt	6 No. 10s	24 No. 300s				Total
Bkn. Pitt	0	0				0
Bkn. Pitt Grn. Ripe	0	0				0
Total	0	0				0
Conv. Total	0	0				0
Prior Year	0	7,625				7,625
					Converted Total	1,140,156

Cumulative Packout - Month Ending February 28, 2002						
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff		Total	Conv. Total
Small	0	1,985	0		1,985	1,985
Medium	0	1,245	0		1,245	1,245
Large	0	5,324	766		6,090	5,769
Ex. Large	0	1,394	0		1,394	1,394
Ex. Large Sev "C"	0	0	0		0	0
Jumbo	0	2,884	0		2,884	2,884
Colossal	0	0	0		0	0
Super Colossal	0	0	0		0	0
Grn. Ripe Whole	0	0	0		0	0
Total	0	12,832	766		13,598	
Conv. Total	0	12,832	445			13,277
Prior Year	23,821	30,176	346			54,343
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff		Total	Conv. Total
Small	6,779	651,109	3,969		661,857	667,847
Medium	147,658	1,243,245	25,179		1,416,082	1,572,238
Large	65,470	1,668,105	21,578		1,755,153	1,820,027
Ex. Large	58,045	1,128,027	1,253		1,187,325	1,252,333
Ex. Large Sev "C"	5,890	0	0		5,890	12,540
Jumbo	29,377	196,227	0		225,604	258,771
Colossal	14,494	98,477	0		112,971	129,335
Sup. Colossal	0	2,622	0		2,622	2,622
Grn. Ripe Whole	1,016	57,561	0		58,577	59,724
Total	328,729	5,045,373	51,979		5,426,081	
Conv. Total	699,864	5,045,373	30,200			5,775,437
Prior Year	883,897	3,914,346	62,518			4,860,761

Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	14,985	156	0	0	0	15,141	38,769
Sliced	874,550	67,799	538,962	0	1,324,777	2,806,088	3,243,100
Chopped	18,410	0	4,822	310,842	0	334,074	317,418
Total	907,945	67,955	543,784	310,842	1,324,777	3,155,303	
Conv. Total	2,361,137	79,507	374,581	240,903	543,159		3,599,286
Prior Year	1,982,884	58,687	296,540	249,852	547,061	0	3,135,024
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	94	8,985				9,079	9,185
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	94	8,985				9,079	
Conv. Total	200	8,985					9,185
Prior Year	0	12,170	0	0	0	0	12,170
Converted Total							9,397,185

Inventory - Month Ending February 28, 2002

Ripe Whole	6 No. 10s	24 No. 300s	24 Buff	Total	Conv. Total
Small	42	4,195	0	4,237	4,284
Medium	591	5,014	0	5,605	6,272
Large	567	4,620	579	5,766	6,164
Ex. Large	374	2,361	0	2,735	3,157
Ex. Large Sev "C"	0	0	0	0	0
Jumbo	7,174	3,256	0	10,430	18,529
Colossal	525	3,201	0	3,726	4,319
Super Colossal	54	1,377	0	1,431	1,492
Grn. Ripe Whole	0	170	0	170	170
Total	9,327	24,194	579	34,100	
Conv. Total	19,857	24,194	336		44,388
Prior Year	28,450	39,359	471		68,279
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff	Total	Conv. Total
Small	8,841	633,456	6,507	648,804	656,059
Medium	142,842	510,616	37,076	690,534	836,268
Large	45,045	720,736	31,999	797,780	835,228
Ex. Large	44,342	630,692	1,150	676,184	725,764
Ex. Large Sev "C"	624	826	0	1,450	2,154
Jumbo	38,586	203,609	2,391	244,586	287,148

Colossal	14,904	107,404	0			122,308	139,135	
Sup. Colossal	160	3,800	0			3,960	4,141	
Grn. Ripe Whole	14	58,977	0			58,991	59,007	
Total	295,358	2,870,116	79,123			3,244,597		
Conv. Total	628,817	2,870,116	45,970				3,544,904	
Prior Year	705,353	3,799,764	70,433				4,575,549	
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total	
Segmented	26,445	1,858	0	0	9,388	37,691	74,119	
Sliced	428,057	58,847	245,794	0	618,409	1,351,107	1,592,769	
Chopped	12,217	1,239	4,743	122,517	0	140,716	150,536	
Total	466,719	61,944	250,537	122,517	627,797	1,529,514		
Conv. Total	1,217,183	73,937	173,957	94,951	257,397		1,817,424	
Prior Year	954,549	52,885	104,565	127,237	293,077		1,532,313	
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total	
Bkn. Pitt	205	7,516				7,721	7,952	
Bkn. Pitt Grn. Ripe	0	0				0	0	
Total	205	7,516				7,721		
Conv. Total	436	7,516					7,952	
Prior Year	1,103	44,850					45,953	
Converted Total								5,414,667

Sales - Month Ending February 28, 2002

Ripe Whole	6 No. 10s	24 No. 300s	24 Buff		Total	Conv. Total
Small	-16	273	0		257	239
Medium	0	272	0		272	272
Large	0	681	0		681	681
Ex. Large	6	0	0		6	13
Ex. Large Sev "C"	0	0	0		0	0
Jumbo	515	204	0		719	1,300
Colossal	136	374	0		510	664
Super Colossal	0	0	0		0	0
Grn. Ripe Whole	0	0	0		0	0
Total	641	1,804	0		2,445	
Conv. Total	1,365	1,804	0			3,169
Prior Year	1,786	-18	0			1,768
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff		Total	Conv. Total

Small	901	36,175	1,100			38,176	38,732
Medium	14,823	66,323	5,352			86,498	100,991
Large	3,825	105,435	2,091			111,351	114,793
Ex. Large	9,611	38,325	0			47,936	58,787
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	6,285	20,160	0			26,445	33,541
Colossal	1,442	8,844	0			10,286	11,914
Sup. Colossal	0	1,104	0			1,104	1,104
Grn. Ripe Whole	0	2,199	0			2,199	2,199
Total	36,887	278,565	8,543			323,995	
Conv. Total	78,532	278,565	4,963				362,061
Prior Year	99,801	249,132	5,432				354,365
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	1,763	0	0	0	860	2,623	4,892
Sliced	92,470	8,383	43,951	0	140,449	285,253	335,565
Chopped	2,986	10	1,114	33,549	0	37,659	38,843
Total	97,219	8,393	45,065	33,549	141,309	325,535	
Conv. Total	254,098	9,832	31,433	26,000	57,937		379,300
Prior Year	299,671	8,106	31,554	19,412	51,527		410,270
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	16	7,844				7,860	7,878
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	16	7,844				7,860	
Conv. Total	34	7,844					7,878
Prior Year	94	6,795					6,889
Converted Total							752,407

Cumulative Sales - Month Ending February 28, 2002

Ripe Whole	6 No. 10s	24 No. 300s	24 Buff	Total	Conv. Total
Small	-16	2,041	0	2,025	2,007
Medium	24	1,329	0	1,353	1,380
Large	64	9,275	677	10,016	9,805
Ex. Large	6	1,370	40	1,416	1,406
Ex. Large Sev "C"	0	0	0	0	0
Jumbo	4,733	2,671	0	7,404	12,748
Colossal	580	5,022	0	5,602	6,257
Super Colossal	0	909	0	909	909

Grn. Ripe Whole	0	10	0			10	10	
Total	5,391	22,627	717			28,735		
Conv. Total	11,477	22,627	417				34,521	
Prior Year	14,570	30,200	791				45,562	
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total	
Small	7,524	798,766	8,191			814,481	819,544	
Medium	131,201	1,147,432	49,401			1,328,034	1,455,461	
Large	32,038	1,801,114	22,261			1,855,413	1,882,257	
Ex. Large	77,431	337,154	1,080			415,665	502,632	
Ex. Large Sev "C"	2,183	0	0			2,183	4,648	
Jumbo	49,635	353,399	0			403,034	459,072	
Colossal	14,134	129,993	0			144,127	160,084	
Sup. Colossal	0	20,169	0			20,169	20,169	
Grn. Ripe Whole	1,000	20,641	0			21,641	22,770	
Total	315,146	4,608,668	80,933			5,004,747		
Conv. Total	670,946	4,608,668	47,022				5,326,636	
Prior Year	772,404	4,169,738	50,256				4,992,398	
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total	
Segmented	17,345	0	0	0	3,660	21,005	46,164	
Sliced	749,316	60,902	407,201	0	1,093,320	2,310,739	2,727,531	
Chopped	21,870	196	6,736	289,686	0	318,488	317,102	
Total	788,531	61,098	413,937	289,686	1,096,980	2,650,232		
Conv. Total	2,058,002	71,716	286,811	224,507	449,762		3,090,797	
Prior Year	2,304,909	58,960	275,765	230,360	459,588		3,329,582	
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total	
Bkn. Pitt	628	58,525				59,153	59,862	
Bkn. Pitt Grn. Ripe	0	0				0	0	
Total	628	58,525				59,153		
Conv. Total	1,337	58,525					59,862	
Prior Year	1,371	55,689					57,060	
Converted Total								8,511,816

Consecutive Sales - 12 Months Ending February 28, 2002							
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	0	4,971	0			4,971	4,971
Medium	200	1,757	0			1,957	2,183

Large	308	13,091	957			14,356	14,303
Ex. Large	16	2,817	40			2,873	2,874
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	9,259	5,735	0			14,994	25,447
Colossal	1,509	7,116	0			8,625	10,329
Super Colossal	0	1,605	0			1,605	1,605
Grn. Ripe Whole	0	10	0			10	10
Total	11,292	37,102	997			49,391	
Conv. Total	24,041	37,102	579				61,722
Prior Year	28,133	57,997	1,161				87,292
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	13,221	1,342,025	13,591			1,368,837	1,378,069
Medium	235,480	1,874,976	89,326			2,199,782	2,428,211
Large	59,266	2,928,850	38,208			3,026,324	3,077,226
Ex. Large	116,372	501,862	3,216			621,450	751,486
Ex. Large Sev "C"	25,137	0	-100			25,037	53,459
Jumbo	95,260	542,584	100			637,944	745,451
Colossal	24,890	210,157	0			235,047	263,148
Sup. Colossal	32	31,501	0			31,533	31,569
Grn. Ripe Whole	1,000	35,361	0			36,361	37,490
Total	570,658	7,467,316	144,341			8,182,315	
Conv. Total	1,214,931	7,467,316	83,862				8,766,109
Prior Year	1,390,098	7,014,944	85,295				8,490,336
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	30,138	680	0	0	6,060	36,878	80,886
Sliced	1,329,447	95,432	747,108	0	1,993,487	4,165,474	4,863,333
Chopped	39,682	383	10,333	491,036	0	541,434	546,303
Total	1,399,267	96,495	757,441	491,036	1,999,547	4,743,786	
Conv. Total	3,653,072	113,351	523,731	380,553	819,814		5,490,522
Prior Year	4,151,453	97,930	462,007	373,969	823,747		5,909,106
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	1,036	95,094				96,130	97,300
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	1,036	95,094				96,130	
Conv. Total	2,206	95,094					97,300
Prior Year	3,202	97,842					101,044
						Converted Total	14,415,652

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