

CALIFORNIA MONTHLY OLIVE REPORT

Released: April 19, 2002
Revised: September 3, 2002

Summary Report - Sales									
Month Ending March 31, 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	1,133,790	1,210,469	-6.33	9,645,606	9,635,073	0.11	14,338,974	14,593,079	-1.74
Markets									
Consumer	763,087	735,147	3.80	6,533,141	6,066,496	7.69	9,549,343	9,099,410	4.94
Food Service	370,702	475,322	-22.01	3,112,464	3,568,577	-12.78	4,789,630	5,493,669	-12.82
Styles									
Whole	5,517	6,921	-20.29	40,038	52,483	-23.71	60,318	78,622	-23.28
Pitted	660,962	681,399	-3.00	5,987,598	5,673,798	5.53	8,745,672	8,557,260	2.20
Wedged	9,097	6,886	32.10	55,261	55,801	-0.97	83,096	87,296	-4.81
Sliced	407,978	463,170	-11.92	3,135,508	3,396,296	-7.68	4,808,141	5,191,996	-7.39
Chopped	42,223	44,797	-5.75	359,325	392,340	-8.41	543,729	581,042	-6.42
Broken Pitt	8,014	7,295	9.85	67,876	64,356	5.47	98,018	96,863	1.19
Key Items									
24/300 Pitt	563,120	558,657	0.80	5,171,788	4,728,395	9.38	7,471,779	7,100,424	5.23
6/10 Pitt	90,314	114,823	-21.35	761,260	887,229	-14.20	1,190,422	1,370,938	-13.17
6/10 Sliced	255,901	337,910	-24.27	2,185,390	2,483,054	-11.99	3,341,317	3,815,980	-12.44
24/300 Whole	3,018	5,018	-39.86	25,645	35,218	-27.18	35,102	50,561	-30.57
6/10 Whole	2,476	1,903	30.09	13,953	16,472	-15.29	24,613	26,900	-8.50
6/10 Wedged	8,933	5,680	57.25	53,596	53,799	-0.38	80,858	84,578	-4.40
2.25 Sliced	85,109	67,964	25.23	533,370	527,552	1.10	834,475	820,901	1.65
4.5 Chopped	28,263	27,892	1.33	252,769	258,252	-2.12	380,923	374,949	1.59

Summary Report - Packout and Inventory									
Month Ending March 31, 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	1,545,047	1,418,811	8.90	10,942,232	9,481,108	15.41	5,765,812	6,287,224	-8.29

Markets									
Consumer	1,051,177	1,052,538	-0.13	7,387,161	6,224,234	18.68	3,808,403	4,734,362	-19.56
Food Service	493,870	366,273	34.84	3,555,071	3,256,875	9.16	1,957,410	1,552,862	26.05
Styles									
Whole	4,183	17,937	-76.68	17,460	72,280	-75.84	43,070	78,839	-45.37
Pitted	1,136,612	964,721	17.82	6,912,049	5,825,482	18.65	3,990,365	4,751,470	-16.02
Wedged	0	78,909	-100.00	38,769	132,907	-70.83	28,431	94,871	-70.03
Sliced	335,272	294,311	13.92	3,578,371	3,012,821	18.77	1,526,560	1,119,364	36.38
Chopped	66,950	49,443	35.41	384,368	411,958	-6.70	173,753	190,794	-8.93
Broken Pitt	2,030	13,490	-84.95	11,215	25,660	-56.29	3,634	51,885	-93.00
Key Items									
24/300 Pitt	879,915	854,161	3.02	5,925,288	4,768,507	24.26	3,159,561	4,003,063	-21.07
6/10 Pitt	252,723	84,868	197.78	952,587	968,765	-1.67	788,377	664,853	18.58
6/10 Sliced	223,273	178,005	25.43	2,475,239	2,021,316	22.46	1,075,590	704,765	52.62
24/300 Whole	4,183	1,810	131.10	17,015	31,986	-46.80	25,352	36,727	-30.97
6/10 Whole	0	16,127	-100.00	0	39,949	-100.00	17,405	41,558	-58.12
6/10 Wedged	0	72,293	-100.00	38,586	126,291	-69.45	28,431	86,569	-67.16
2.25 Sliced	82,945	58,905	40.81	626,104	605,966	3.32	253,100	273,672	-7.52
4.5 Chopped	49,076	34,463	42.40	289,979	284,316	1.99	117,429	132,301	-11.24
							Approximate Supply in Converted Cases		
							Total Inventory	5,765,812	
							Converted Storage	11,378,342	
							Approximate Supply	17,144,154	

Storage - Month Ending March 31, 2002	
Whole Canning Sizes	
Size	Tons
Small	7,835
Medium	9,977
Large	20,686
Ex. Large	16,135
Ex.Large Sev. "C"	1,082
Jumbo	4,487
Colossal	3,225
Super Colossal	1,046
Orchard Run	0

Total Canning	64,473
Limited	8,935
Total	73,409
Total Converted (*155)	11,378,342

Packout - Month Ending March 31, 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	3,528	0			3,528	3,528
Ex. Large	0	655	0			655	655
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	4,183	0			4,183	
Conv. Total	0	4,183	0				4,183
Prior Year	16,127	1,810	0				17,937
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	3,347	94,839	0			98,186	101,965
Medium	25,273	210,256	6,840			242,369	268,036
Large	30,463	231,334	0			261,797	296,190
Ex. Large	35,453	315,664	0			351,117	391,143
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	23,396	6,492	0			29,888	56,302
Colossal	773	18,651	0			19,424	20,297
Sup. Colossal	0	2,679	0			2,679	2,679
Grn. Ripe Whole	0	0	0			0	0
Total	118,705	879,915	6,840			1,005,460	
Conv. Total	252,723	879,915	3,974				1,136,612
Prior Year	84,868	854,161	25,692				964,721
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	86,708	9,260	26,636	0	202,306	324,910	335,272
Chopped	4,662	0	0	63,324	0	67,986	66,950
Total	91,370	9,260	26,636	63,324	202,306	392,896	

Conv. Total	241,147	10,834	18,219	49,076	82,945		402,222	
Prior Year	265,277	1,214	56,186	34,463	65,521	0	422,662	
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total	
Bkn. Pitt	0	2,030				2,030	2,030	
Bkn. Pitt Grn. Ripe	0	0				0	0	
Total	0	2,030				2,030		
Conv. Total	0	2,030					2,030	
Prior Year	0	13,490				0	13,490	
Converted Total								1,545,047

Cumulative Packout - Month Ending March 31, 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	8,852	766			9,618	9,297
Ex. Large	0	2,049	0			2,049	2,049
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	17,015	766			17,781	
Conv. Total	0	17,015	445				17,460
Prior Year	39,949	31,986	346				72,281
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	10,126	745,948	3,969			760,043	769,812
Medium	172,931	1,453,501	32,019			1,658,451	1,840,274
Large	95,933	1,899,439	21,578			2,016,950	2,116,217
Ex. Large	93,498	1,443,691	1,253			1,538,442	1,643,476
Ex. Large Sev "C"	5,890	0	0			5,890	12,540
Jumbo	52,773	202,719	0			255,492	315,073
Colossal	15,267	117,128	0			132,395	149,631
Sup. Colossal	0	5,301	0			5,301	5,301
Grn. Ripe Whole	1,016	57,561	0			58,577	59,724
Total	447,434	5,925,288	58,819			6,431,541	
Conv. Total	952,587	5,925,288	34,174				6,912,049
Prior Year	968,765	4,768,507	88,210				5,825,482

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	961,258	77,059	565,598	0	1,527,083	3,130,998	3,578,371
Chopped	23,072	0	4,822	374,166	0	402,060	384,368
Total	999,315	77,215	570,420	374,166	1,527,083	3,548,199	
Conv. Total	2,602,284	90,342	392,800	289,979	626,104		4,001,508
Prior Year	2,248,161	59,902	352,726	284,316	612,581	0	3,557,686
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	94	11,015				11,109	11,215
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	94	11,015				11,109	
Conv. Total	200	11,015					11,215
Prior Year	0	25,660	0	0	0	0	25,660
Converted Total							10,942,232

Inventory - Month Ending March 31, 2002							
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	42	3,786	0			3,828	3,875
Medium	526	5,011	0			5,537	6,131
Large	567	6,748	539			7,854	8,268
Ex. Large	373	2,963	0			3,336	3,757
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	6,239	2,843	0			9,082	16,126
Colossal	374	2,458	0			2,832	3,254
Super Colossal	54	1,373	0			1,427	1,488
Grn. Ripe Whole	0	170	0			170	170
Total	8,175	25,352	539			34,066	
Conv. Total	17,405	25,352	313				43,070
Prior Year	41,558	36,727	554				78,839
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	11,414	665,969	4,581			681,964	692,931
Medium	150,815	550,465	40,931			742,211	895,331
Large	71,410	867,687	24,039			963,136	1,033,686
Ex. Large	67,846	735,792	1,082			804,720	880,865
Ex. Large Sev "C"	530	826	0			1,356	1,954
Jumbo	53,648	170,274	2,391			226,313	285,880

Colossal	14,467	107,061	0			121,528	137,861
Sup. Colossal	160	4,774	0			4,934	5,115
Grn. Ripe Whole	14	56,713	0			56,727	56,743
Total	370,304	3,159,561	73,024			3,602,889	
Conv. Total	788,377	3,159,561	42,427				3,990,365
Prior Year	664,853	4,003,063	83,555				4,751,470
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	11,041	0	0	0	0	11,041	28,431
Sliced	417,705	59,898	186,827	0	617,316	1,281,746	1,526,560
Chopped	12,417	1,219	4,758	151,521	0	169,915	173,753
Total	441,163	61,117	191,585	151,521	617,316	1,462,702	
Conv. Total	1,151,628	72,945	133,642	117,429	253,100		1,728,743
Prior Year	845,604	43,810	103,523	132,301	279,792		1,405,029
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	0	3,634				3,634	3,634
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	0	3,634				3,634	
Conv. Total	0	3,634					3,634
Prior Year	847	51,038					51,885
						Converted Total	5,765,812

Sales - Month Ending March 31, 2002							
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	0	408	0			408	408
Medium	65	3	0			68	141
Large	0	1,398	0			1,398	1,398
Ex. Large	1	53	40			94	78
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	948	412	0			1,360	2,430
Colossal	149	740	0			889	1,057
Super Colossal	0	4	0			4	4
Grn. Ripe Whole	0	0	0			0	0
Total	1,163	3,018	40			4,221	
Conv. Total	2,476	3,018	23				5,517
Prior Year	1,903	5,018	0				6,921
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total

Small	866	62,397	1,925			65,188	65,359	
Medium	17,841	173,697	8,222			199,760	216,457	
Large	3,986	207,046	2,809			213,841	217,164	
Ex. Large	11,634	66,806	0			78,440	91,575	
Ex. Large Sev "C"	0	0	0			0	0	
Jumbo	7,052	40,192	0			47,244	55,206	
Colossal	1,042	8,341	0			9,383	10,559	
Sup. Colossal	0	2,520	0			2,520	2,520	
Grn. Ripe Whole	0	2,121	0			2,121	2,121	
Total	42,421	563,120	12,956			618,497		
Conv. Total	90,314	563,120	7,527				660,962	
Prior Year	114,823	558,657	7,918				681,399	
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total	
Segmented	3,469	0	0	0	400	3,869	9,097	
Sliced	99,379	8,186	83,904	0	207,582	399,051	407,978	
Chopped	3,359	20	841	36,468	0	40,688	42,223	
Total	106,207	8,206	84,745	36,468	207,982	443,608		
Conv. Total	277,712	9,625	58,425	28,263	85,273		459,297	
Prior Year	358,339	10,071	50,177	27,892	68,374		514,853	
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total	
Bkn. Pitt	94	7,814				7,908	8,014	
Bkn. Pitt Grn. Ripe	0	0				0	0	
Total	94	7,814				7,908		
Conv. Total	200	7,814					8,014	
Prior Year	255	7,040					7,295	
Converted Total								1,133,790

Cumulative Sales - Month Ending March 31, 2002

Ripe Whole	6 No. 10s	24 No. 300s	24 Buff	Total	Conv. Total
Small	-16	2,449	0	2,433	2,415
Medium	89	1,332	0	1,421	1,521
Large	64	10,673	677	11,414	11,203
Ex. Large	7	1,423	80	1,510	1,484
Ex. Large Sev "C"	0	0	0	0	0
Jumbo	5,681	3,083	0	8,764	15,178
Colossal	729	5,762	0	6,491	7,314
Super Colossal	0	913	0	913	913

Grn. Ripe Whole	0	10	0			10	10	
Total	6,554	25,645	757			32,956		
Conv. Total	13,953	25,645	440				40,038	
Prior Year	16,473	35,218	791				52,484	
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total	
Small	8,390	861,163	10,116			879,669	884,903	
Medium	149,042	1,321,129	57,623			1,527,794	1,671,918	
Large	36,024	2,008,160	25,070			2,069,254	2,099,421	
Ex. Large	89,065	403,960	1,080			494,105	594,207	
Ex. Large Sev "C"	2,183	0	0			2,183	4,648	
Jumbo	56,687	393,591	0			450,278	514,278	
Colossal	15,176	138,334	0			153,510	170,644	
Sup. Colossal	0	22,689	0			22,689	22,689	
Grn. Ripe Whole	1,000	22,762	0			23,762	24,891	
Total	357,567	5,171,788	93,889			5,623,244		
Conv. Total	761,260	5,171,788	54,550				5,987,598	
Prior Year	887,228	4,728,395	58,174				5,673,797	
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total	
Segmented	20,814	0	0	0	4,060	24,874	55,261	
Sliced	848,695	69,088	491,105	0	1,300,902	2,709,790	3,135,508	
Chopped	25,229	216	7,577	326,154	0	359,176	359,325	
Total	894,738	69,304	498,682	326,154	1,304,962	3,093,840		
Conv. Total	2,335,714	81,341	345,236	252,769	535,034		3,550,094	
Prior Year	2,663,248	69,031	325,942	258,253	527,962		3,844,435	
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total	
Bkn. Pitt	722	66,339				67,061	67,876	
Bkn. Pitt Grn. Ripe	0	0				0	0	
Total	722	66,339				67,061		
Conv. Total	1,537	66,339					67,876	
Prior Year	1,627	62,729					64,356	
							9,645,606	
Converted Total								

Consecutive Sales - 12 Months Ending March 31, 2002

Ripe Whole	6 No. 10s	24 No. 300s	24 Buff		Total	Conv. Total
Small	0	5,379	0		5,379	5,379
Medium	257	1,581	0		1,838	2,128

Large	300	13,245	957			14,502	14,440
Ex. Large	17	2,302	80			2,399	2,385
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	9,448	3,882	0			13,330	23,997
Colossal	1,539	7,408	0			8,947	10,685
Super Colossal	0	1,295	0			1,295	1,295
Grn. Ripe Whole	0	10	0			10	10
Total	11,561	35,102	1,037			47,700	
Conv. Total	24,613	35,102	602				60,318
Prior Year	26,900	50,561	1,161				78,622
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	13,023	1,256,227	14,796			1,284,046	1,292,549
Medium	233,278	1,933,595	88,121			2,254,994	2,481,442
Large	57,860	2,915,704	38,235			3,011,799	3,061,102
Ex. Large	123,672	544,733	2,516			670,921	809,492
Ex. Large Sev "C"	14,569	0	-100			14,469	30,959
Jumbo	91,873	552,821	100			644,794	748,477
Colossal	23,839	203,531	0			227,370	254,284
Sup. Colossal	32	30,783	0			30,815	30,851
Grn. Ripe Whole	1,000	34,385	0			35,385	36,514
Total	559,146	7,471,779	143,668			8,174,593	
Conv. Total	1,190,422	7,471,779	83,471				8,745,672
Prior Year	1,370,938	7,100,424	85,898				8,557,260
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	31,401	0	0	0	5,460	36,861	83,096
Sliced	1,297,599	95,998	760,279	0	2,035,304	4,189,180	4,808,141
Chopped	39,194	250	9,714	491,514	0	540,672	543,729
Total	1,368,194	96,248	769,993	491,514	2,040,764	4,766,713	
Conv. Total	3,572,445	112,905	531,979	380,923	836,713		5,434,966
Prior Year	4,092,757	98,842	471,918	374,949	821,868		5,860,334
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	1,010	95,868				96,878	98,018
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	1,010	95,868				96,878	
Conv. Total	2,150	95,868					98,018
Prior Year	3,074	93,789					96,863
Converted Total							14,338,974

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