

# CALIFORNIA MONTHLY OLIVE REPORT

Released: June 20, 2002  
Revised: September 3, 2002

<b>Summary Report - Sales</b>									
<b>Month Ending May 31, 2002</b>									
<b>Converted 24/300 Case Basis</b>									
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
<b>Total</b>	1,229,657	1,179,143	4.28	11,876,471	11,867,227	0.08	14,337,685	14,305,676	0.22
<b>Markets</b>									
Consumer	855,806	765,999	11.72	8,049,302	7,471,228	7.74	9,660,772	8,899,439	8.55
Food Service	373,850	413,143	-9.51	3,827,169	4,395,999	-12.94	4,676,913	5,406,237	-13.49
<b>Styles</b>									
Whole	5,277	3,300	59.89	48,766	59,090	-17.47	62,438	72,664	-14.07
Pitted	799,118	694,920	14.99	7,380,371	6,974,335	5.82	8,837,908	8,352,143	5.82
Wedged	8,194	8,121	0.90	70,231	68,715	2.21	85,152	84,721	0.51
Sliced	370,591	415,610	-10.83	3,857,410	4,203,681	-8.24	4,722,657	5,127,106	-7.89
Chopped	40,034	48,641	-17.70	438,016	482,778	-9.27	531,982	575,022	-7.48
Broken Pitt	6,443	8,550	-24.64	81,676	78,628	3.88	97,546	94,021	3.75
<b>Key Items</b>									
24/300 Pitt	689,675	580,005	18.91	6,362,133	5,803,202	9.63	7,587,317	6,925,987	9.55
6/10 Pitt	104,687	107,116	-2.27	953,277	1,098,700	-13.24	1,170,967	1,341,323	-12.70
6/10 Sliced	247,867	281,641	-11.99	2,668,194	3,052,729	-12.60	3,254,447	3,759,206	-13.43
24/300 Whole	3,759	1,461	157.29	31,465	37,623	-16.37	38,517	45,023	-14.45
6/10 Whole	1,518	1,839	-17.48	16,862	20,675	-18.44	23,319	26,642	-12.47
6/10 Wedged	8,194	7,957	2.98	67,993	66,386	2.42	82,668	82,150	0.63
2.25 Sliced	67,916	74,893	-9.32	668,858	665,887	0.45	831,628	808,486	2.86
4.5 Chopped	26,865	33,905	-20.77	306,961	318,671	-3.67	374,695	368,713	1.62

<b>Summary Report - Packout and Inventory</b>									
<b>Month Ending May 31, 2002</b>									
<b>Converted 24/300 Case Basis</b>									
Item	Monthly Packout			Year-to-Date Packout			Inventory		
	01/02	00/01	% change	01/02	00/01	% change	01/02	00/01	% change
<b>Total</b>	1,679,616	840,485	99.84	14,039,585	11,326,862	23.95	6,653,266	5,811,613	14.48

Markets									
Consumer	1,032,559	430,386	139.91	9,291,491	7,149,083	29.97	4,178,131	4,205,484	-0.65
Food Service	647,058	410,099	57.78	4,748,094	4,177,779	13.65	2,475,135	1,606,129	54.11
Styles									
Whole	5,340	3,045	75.37	45,769	81,559	-43.88	61,279	81,195	-24.53
Pitted	1,149,280	291,101	294.81	9,028,077	6,681,023	35.13	4,702,083	4,261,620	10.34
Wedged	0	0	0.00	38,769	137,534	-71.81	22,039	81,052	-72.81
Sliced	469,039	499,387	-6.08	4,430,899	3,903,819	13.50	1,650,680	1,168,065	41.32
Chopped	43,932	41,450	5.99	470,530	486,753	-3.33	180,419	172,098	4.84
Broken Pitt	12,025	5,502	118.56	25,541	36,173	-29.39	36,765	47,582	-22.73
Key Items									
24/300 Pitt	832,783	221,214	276.46	7,537,445	5,328,909	41.44	3,570,818	3,454,296	3.37
6/10 Pitt	307,943	69,887	340.63	1,443,626	1,262,919	14.31	1,086,908	737,856	47.31
6/10 Sliced	328,730	330,965	-0.68	3,133,111	2,616,862	19.73	1,247,582	700,941	77.99
24/300 Whole	4,697	3,045	54.25	25,220	39,700	-36.47	26,527	41,848	-36.61
6/10 Whole	643	0	0.00	20,104	41,513	-51.57	34,439	38,793	-11.22
6/10 Wedged	0	0	0.00	38,586	130,918	-70.53	22,039	73,274	-69.92
2.25 Sliced	57,873	79,485	-27.19	704,042	732,397	-3.87	194,708	259,781	-25.05
4.5 Chopped	34,190	32,202	6.17	352,132	331,912	6.09	121,672	112,177	8.46
							Approximate Supply in Converted Cases		
							Total Inventory	6,653,266	
							Converted Storage	8,335,849	
							Approximate Supply	14,989,115	

Storage - Month Ending May 31, 2002	
Whole Canning Sizes	
Size	Tons
Small	5,524
Medium	8,038
Large	19,316
Ex. Large	8,200
Ex.Large Sev. "C"	740
Jumbo	2,208
Colossal	2,414
Super Colossal	979
Orchard Run	0

Total Canning	47,419
Limited	6,361
Total	53,780
Total Converted (*155)	8,335,849

Packout - Month Ending May 31, 2002							
<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	0	0			0	0
Medium	0	0	0			0	0
Large	0	0	0			0	0
Ex. Large	0	2,100	0			2,100	2,100
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	302	969	0			1,271	1,612
Colossal	0	1,628	0			1,628	1,628
Super Colossal	0	0	0			0	0
Grn. Ripe Whole	0	0	0			0	0
<b>Total</b>	<b>302</b>	<b>4,697</b>	<b>0</b>			<b>4,999</b>	
<b>Conv. Total</b>	<b>643</b>	<b>4,697</b>	<b>0</b>				<b>5,340</b>
<b>Prior Year</b>	<b>0</b>	<b>3,045</b>	<b>0</b>				<b>3,045</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	0	60,826	0			60,826	60,826
Medium	50,645	190,094	14,724			255,463	306,472
Large	13,599	313,175	0			326,774	342,127
Ex. Large	33,309	151,537	0			184,846	222,452
Ex. Large Sev "C"	8,887	0	0			8,887	18,920
Jumbo	23,437	53,414	0			76,851	103,311
Colossal	14,765	58,584	0			73,349	90,019
Sup. Colossal	0	5,153	0			5,153	5,153
Grn. Ripe Whole	0	0	0			0	0
<b>Total</b>	<b>144,642</b>	<b>832,783</b>	<b>14,724</b>			<b>992,149</b>	
<b>Conv. Total</b>	<b>307,943</b>	<b>832,783</b>	<b>8,555</b>				<b>1,149,280</b>
<b>Prior Year</b>	<b>69,887</b>	<b>221,214</b>	<b>0</b>				<b>291,101</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	0	0	0	0	0	0	0
Sliced	127,662	21,786	83,255	0	141,154	373,857	469,039
Chopped	2,541	0	0	44,116	0	46,657	43,932
<b>Total</b>	<b>130,203</b>	<b>21,786</b>	<b>83,255</b>	<b>44,116</b>	<b>141,154</b>	<b>420,514</b>	

Conv. Total	338,472	25,490	56,946	34,190	57,873		512,971	
Prior Year	340,212	25,946	62,992	32,202	79,485	0	540,837	
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total	
Bkn. Pitt	0	12,025				12,025	12,025	
Bkn. Pitt Grn. Ripe	0	0				0	0	
Total	0	12,025				12,025		
Conv. Total	0	12,025					12,025	
Prior Year	0	5,502				0	5,502	
<b>Converted Total</b>								<b>1,679,616</b>

<b>Cumulative Packout - Month Ending May 31, 2002</b>							
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	4,149	0			4,149	4,149
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	9,004	3,853	0			12,857	23,023
Colossal	439	3,744	0			4,183	4,679
Super Colossal	0	1,392	0			1,392	1,392
Grn. Ripe Whole	0	0	0			0	0
<b>Total</b>	<b>9,443</b>	<b>25,220</b>	<b>766</b>			<b>35,429</b>	
Conv. Total	20,104	25,220	445				45,769
Prior Year	41,513	39,700	346				81,559
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	10,126	860,623	3,969			874,718	884,487
Medium	233,362	1,705,970	49,470			1,988,802	2,231,540
Large	112,642	2,426,136	26,213			2,564,991	2,681,181
Ex. Large	175,716	2,017,395	1,253			2,194,364	2,392,222
Ex. Large Sev "C"	14,777	0	0			14,777	31,460
Jumbo	98,071	278,321	0			376,392	487,114
Colossal	32,367	178,985	0			211,352	247,894
Sup. Colossal	0	12,454	0			12,454	12,454
Grn. Ripe Whole	1,016	57,561	0			58,577	59,724
<b>Total</b>	<b>678,077</b>	<b>7,537,445</b>	<b>80,905</b>			<b>8,296,427</b>	
Conv. Total	1,443,626	7,537,445	47,006				9,028,077
Prior Year	1,262,919	5,328,909	89,196				6,681,024

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	1,216,742	98,845	698,973	0	1,717,176	3,731,736	4,430,899
Chopped	29,334	0	4,822	454,364	0	488,520	470,530
Total	1,261,061	99,001	703,795	454,364	1,717,176	4,235,397	
Conv. Total	3,284,164	115,831	484,029	352,132	704,042		4,940,198
Prior Year	2,872,519	101,874	482,789	331,912	739,012	0	4,528,106
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	94	25,341				25,435	25,541
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	94	25,341				25,435	
Conv. Total	200	25,341					25,541
Prior Year	828	35,345	0	0	0	0	36,173
<b>Converted Total</b>							<b>14,039,585</b>

Inventory - Month Ending May 31, 2002							
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	42	3,052	0			3,094	3,141
Medium	517	4,848	0			5,365	5,949
Large	567	4,288	419			5,274	5,739
Ex. Large	373	4,424	120			4,917	5,288
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	13,963	3,166	0			17,129	32,893
Colossal	660	5,207	0			5,867	6,612
Super Colossal	54	1,375	0			1,429	1,490
Grn. Ripe Whole	0	167	0			167	167
Total	16,176	26,527	539			43,242	
Conv. Total	34,439	26,527	313				61,279
Prior Year	38,793	41,848	554				81,195
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	9,386	638,567	3,255			651,208	660,441
Medium	171,574	533,468	48,594			753,636	926,982
Large	78,410	1,285,860	21,024			1,385,294	1,465,010
Ex. Large	130,087	752,538	1,082			883,707	1,030,122
Ex. Large Sev "C"	7,299	826	0			8,125	16,366
Jumbo	85,739	173,626	2,391			261,756	357,554

Colossal	28,016	126,217	0			154,233	185,863
Sup. Colossal	0	8,786	0			8,786	8,786
Grn. Ripe Whole	14	50,930	0			50,944	50,960
Total	510,525	3,570,818	76,346			4,157,689	
Conv. Total	1,086,908	3,570,818	44,357				4,702,083
Prior Year	737,856	3,454,296	69,468				4,261,620
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	8,559	0	0	0	0	8,559	22,039
Sliced	484,498	61,606	199,285	0	474,897	1,220,286	1,650,680
Chopped	13,097	1,208	4,630	156,996	0	175,931	180,419
Total	506,154	62,814	203,915	156,996	474,897	1,404,776	
Conv. Total	1,319,836	74,918	142,006	121,672	194,708		1,853,139
Prior Year	828,071	69,790	145,801	112,177	265,377		1,421,215
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	15,948	2,812				18,760	36,765
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	15,948	2,812				18,760	
Conv. Total	33,953	2,812					36,765
Prior Year	1,409	46,173					47,582
						Converted Total	6,653,266

Sales - Month Ending May 31, 2002							
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	0	360	0			360	360
Medium	0	159	0			159	159
Large	0	1,694	0			1,694	1,694
Ex. Large	0	102	0			102	102
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	699	425	0			1,124	1,913
Colossal	14	731	0			745	761
Super Colossal	0	288	0			288	288
Grn. Ripe Whole	0	0	0			0	0
Total	713	3,759	0			4,472	
Conv. Total	1,518	3,759	0				5,277
Prior Year	1,839	1,461	0				3,300
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total

Small	1,274	91,329	400			93,003	94,274
Medium	21,033	155,579	4,631			181,243	203,049
Large	4,407	282,167	3,155			289,729	293,383
Ex. Large	13,223	87,922	0			101,145	116,074
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	7,370	51,039	0			58,409	66,730
Colossal	1,865	15,698	0			17,563	19,669
Sup. Colossal	0	2,693	0			2,693	2,693
Grn. Ripe Whole	0	3,248	0			3,248	3,248
Total	49,172	689,675	8,186			747,033	
Conv. Total	104,687	689,675	4,756				799,118
Prior Year	107,116	580,005	7,799				694,920
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	3,182	0	0	0	0	3,182	8,194
Sliced	96,259	10,408	62,325	0	165,649	334,641	370,591
Chopped	2,986	10	1,380	34,664	0	39,040	40,034
Total	102,427	10,418	63,705	34,664	165,649	376,863	
Conv. Total	267,509	12,201	44,328	26,865	67,916		418,818
Prior Year	303,940	9,385	50,085	33,905	75,057		472,372
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	64	6,307				6,371	6,443
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	64	6,307				6,371	
Conv. Total	136	6,307					6,443
Prior Year	247	8,303					8,550
Converted Total							1,229,657

Cumulative Sales - Month Ending May 31, 2002							
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	-16	3,183	0			3,167	3,149
Medium	97	1,495	0			1,592	1,702
Large	64	13,468	677			14,209	13,998
Ex. Large	7	1,627	80			1,714	1,688
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	6,994	3,508	0			10,502	18,398
Colossal	774	6,973	0			7,747	8,621
Super Colossal	0	1,201	0			1,201	1,201

Grn. Ripe Whole	0	10	0			10	10	
Total	7,920	31,465	757			40,142		
Conv. Total	16,862	31,465	440				48,766	
Prior Year	20,676	37,623	791				59,091	
<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	10,367	1,022,026	11,816			1,044,209	1,050,962	
Medium	187,725	1,597,515	68,374			1,853,614	2,036,907	
Large	45,434	2,487,684	30,539			2,563,657	2,602,156	
Ex. Large	111,513	550,342	1,080			662,935	788,381	
Ex. Large Sev "C"	2,183	0	0			2,183	4,648	
Jumbo	70,804	482,363	0			553,167	633,105	
Colossal	18,732	167,036	0			185,768	206,916	
Sup. Colossal	0	26,674	0			26,674	26,674	
Grn. Ripe Whole	1,000	28,493	0			29,493	30,622	
Total	447,758	6,362,133	111,809			6,921,700		
Conv. Total	953,277	6,362,133	64,961				7,380,371	
Prior Year	1,098,699	5,803,202	72,433				6,974,334	
<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	26,405	0	0	0	5,460	31,865	70,231	
Sliced	1,036,192	87,503	611,080	0	1,631,362	3,366,137	3,857,410	
Chopped	31,058	227	9,305	396,079	0	436,669	438,016	
Total	1,093,655	87,730	620,385	396,079	1,636,822	3,834,671		
Conv. Total	2,855,264	102,912	429,424	306,961	671,097		4,365,658	
Prior Year	3,274,733	84,985	410,159	318,672	666,625		4,755,173	
<b>Broken Pitt</b>	<b>6 No. 10s</b>	<b>24 No. 300s</b>				<b>Total</b>	<b>Conv. Total</b>	
Bkn. Pitt	830	79,909				80,739	81,676	
Bkn. Pitt Grn. Ripe	0	0				0	0	
Total	830	79,909				80,739		
Conv. Total	1,767	79,909					81,676	
Prior Year	1,891	76,737					78,628	
<b>Converted Total</b>								<b>11,876,471</b>

**Consecutive Sales - 12 Months Ending May 31, 2002**

<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	6,112	0		6,112	6,112
Medium	105	1,701	0		1,806	1,925



Large	276	14,653	957			15,886	15,797
Ex. Large	7	2,111	80			2,198	2,172
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	9,055	4,205	0			13,260	23,483
Colossal	1,510	8,414	0			9,924	11,629
Super Colossal	0	1,311	0			1,311	1,311
Grn. Ripe Whole	0	10	0			10	10
Total	10,953	38,517	1,037			50,507	
Conv. Total	23,319	38,517	602				62,438
Prior Year	26,642	45,023	999				72,664
<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	12,934	1,236,406	13,896			1,263,236	1,272,016
Medium	229,795	1,904,628	83,657			2,218,080	2,442,466
Large	56,597	2,987,835	37,301			3,081,733	3,130,002
Ex. Large	135,272	625,522	2,193			762,987	914,790
Ex. Large Sev "C"	3,305	0	-100			3,205	6,978
Jumbo	87,733	569,876	100			657,709	756,718
Colossal	23,342	198,121	0			221,463	247,816
Sup. Colossal	30	29,732	0			29,762	29,796
Grn. Ripe Whole	1,000	35,197	0			36,197	37,326
Total	550,008	7,587,317	137,047			8,274,372	
Conv. Total	1,170,967	7,587,317	79,624				8,837,908
Prior Year	1,341,323	6,925,987	84,832				8,352,142
<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	32,104	0	0	0	6,060	38,164	85,152
Sliced	1,263,863	100,777	758,293	0	2,028,362	4,151,295	4,722,657
Chopped	37,401	261	10,795	483,478	0	531,935	531,982
Total	1,333,368	101,038	769,088	483,478	2,034,422	4,721,394	
Conv. Total	3,480,510	118,522	531,950	374,695	834,113		5,339,792
Prior Year	4,036,032	94,898	477,820	368,713	809,386		5,786,849
<b>Broken Pitt</b>	<b>6 No. 10s</b>	<b>24 No. 300s</b>				<b>Total</b>	<b>Conv. Total</b>
Bkn. Pitt	994	95,430				96,424	97,546
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	994	95,430				96,424	
Conv. Total	2,116	95,430					97,546
Prior Year	2,240	91,781					94,021
<b>Converted Total</b>							<b>14,337,685</b>

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