

CALIFORNIA MONTHLY OLIVE REPORT

Released: October 17, 2002

Summary Report - Sales									
Month Ending September 30, 2002									
Converted 24/300 Case Basis									
Item	Monthly Sales			Year-to-Date Sales			Consecutive 12-Month Sales		
	02/03	01/02	% Change	02/03	01/02	% change	02/03	01/02	% change
Total	1,146,840	1,161,440	-1.26	2,154,039	2,203,686	-2.25	14,478,570	14,224,352	1.79
Markets									
Consumer	788,391	723,608	8.95	1,436,891	1,325,260	8.42	9,963,965	9,080,534	9.73
Food Service	358,449	437,832	-18.13	717,149	878,426	-18.36	4,514,605	5,143,818	-12.23
Styles									
Whole	4,300	6,848	-37.20	8,165	11,703	-30.23	58,703	70,391	-16.60
Pitted	717,126	667,717	7.40	1,297,013	1,208,866	7.29	9,144,971	8,412,770	8.70
Wedged	5,832	7,473	-21.95	13,807	14,142	-2.37	82,792	80,686	2.61
Sliced	371,540	428,922	-13.38	748,480	860,556	-13.02	4,580,829	4,999,391	-8.37
Chopped	36,848	42,821	-13.95	68,752	93,000	-26.07	508,333	571,962	-11.12
Broken Pitt	11,193	7,660	46.14	17,822	15,419	15.58	102,942	89,152	15.47
Key Items									
24/300 Pitt	606,324	562,658	7.76	1,079,479	989,931	9.05	7,891,543	7,048,080	11.97
6/10 Pitt	104,777	99,358	5.45	205,061	205,710	-0.32	1,179,006	1,277,530	-7.71
6/10 Sliced	243,407	314,567	-22.62	488,918	626,850	-22.00	3,107,968	3,583,834	-13.28
24/300 Whole	2,857	4,855	-41.15	4,828	7,803	-38.13	38,722	44,141	-12.28
6/10 Whole	1,443	1,714	-15.78	3,325	3,506	-5.16	19,923	25,146	-20.77
6/10 Wedged	5,832	7,473	-21.95	13,807	13,732	0.54	80,389	77,701	3.46
2.25 Sliced	71,221	63,752	11.72	142,156	129,905	9.43	819,436	815,923	0.43
4.5 Chopped	31,433	27,488	14.35	57,707	63,369	-8.94	366,091	384,696	-4.84

Summary Report - Packout and Inventory									
Month Ending September 30, 2002									
Converted 24/300 Case Basis									
Item	Monthly Packout			Year-to-Date Packout			Inventory		
	02/03	01/02	% change	02/03	01/02	% change	02/03	01/02	% change
Total	1,466,576	1,225,076	19.71	2,632,238	2,210,569	19.08	7,199,330	4,642,762	55.07
Markets									

Consumer	1,133,348	677,745	67.22	2,053,289	1,159,653	77.06	4,490,461	2,884,818	55.66
Food Service	333,228	547,331	-39.12	578,949	1,050,917	-44.91	2,708,869	1,757,944	54.09
Styles									
Whole	2,444	445	449.16	7,989	3,329	139.97	65,125	57,870	12.54
Pitted	918,279	578,628	58.70	1,651,498	959,023	72.21	4,774,570	2,928,218	63.05
Wedged	0	0	0.00	0	0	0.00	33,620	84,427	-60.18
Sliced	500,960	593,795	-15.63	891,372	1,163,611	-23.40	2,114,512	1,418,904	49.02
Chopped	36,456	52,209	-30.17	64,927	84,091	-22.79	144,571	131,976	9.54
Broken Pitt	8,436	0	0.00	16,452	516	3,087.59	66,932	21,367	213.26
Key Items									
24/300 Pitt	894,550	487,377	83.54	1,595,747	790,807	101.79	3,828,653	2,301,885	66.33
6/10 Pitt	16,960	91,251	-81.41	45,927	165,994	-72.33	898,110	573,301	56.66
6/10 Sliced	315,628	442,581	-28.68	526,817	867,129	-39.25	1,654,247	1,042,203	58.73
24/300 Whole	2,444	0	0.00	4,559	2,884	58.08	31,480	29,428	6.97
6/10 Whole	0	0	0.00	3,430	0	0.00	33,347	28,082	18.75
6/10 Wedged	0	0	0.00	0	0	0.00	29,159	77,314	-62.28
2.25 Sliced	90,931	109,917	-17.27	236,770	188,022	25.93	233,550	222,225	5.10
4.5 Chopped	35,196	37,694	-6.63	61,531	64,540	-4.66	102,618	89,812	14.26
							Approximate Supply in Converted Cases		
							Total Inventory	7,199,330	
							Converted Storage	6,324,398	
							Approximate Supply	13,523,728	

Storage - Month Ending September 30, 2002	
Whole Canning Sizes	
Size	Tons
Small	4,231
Medium	9,561
Large	11,272
Ex. Large	6,155
Ex.Large Sev. "C"	127
Jumbo	941
Colossal	1,863
Super Colossal	649
Orchard Run	0
Total Canning	34,798

Limited	6,004
Total	40,803
Total Converted (*155)	6,324,398

Packout - Month Ending September 30, 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	1,793	0			1,793	1,793
Super Colossal	0	651	0			651	651
Grn. Ripe Whole	0	0	0			0	0
Total	0	2,444	0			2,444	
Conv. Total	0	2,444	0				2,444
Prior Year	0	0	445				445
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	0	6,279	0			6,279	6,279
Medium	0	242,087	4,899			246,986	244,933
Large	0	303,699	6,753			310,452	307,622
Ex. Large	0	196,247	0			196,247	196,247
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	5,035	20,938	0			25,973	31,658
Colossal	2,931	113,596	0			116,527	119,836
Sup. Colossal	0	11,704	0			11,704	11,704
Grn. Ripe Whole	0	0	0			0	0
Total	7,966	894,550	11,652			914,168	
Conv. Total	16,960	894,550	6,770				918,279
Prior Year	91,251	487,377	0				578,628
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	122,574	0	138,014	0	221,782	482,370	500,960
Chopped	167	0	504	45,414	0	46,085	36,456
Total	122,741	0	138,518	45,414	221,782	528,455	
Conv. Total	316,268	0	95,021	35,196	90,931		537,416

Prior Year	456,080	0	42,311	37,694	109,917	0	646,003	
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total	
Bkn. Pitt	0	8,436				8,436	8,436	
Bkn. Pitt Grn. Ripe	0	0				0	0	
Total	0	8,436				8,436		
Conv. Total	0	8,436					8,436	
Prior Year	0	0					0	
Converted Total								1,466,576

Cumulative Packout - Month Ending September 30, 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	959	0	0			959	2,042
Colossal	652	3,908	0			4,560	5,296
Super Colossal	0	651	0			651	651
Grn. Ripe Whole	0	0	0			0	0
Total	1,611	4,559	0			6,170	
Conv. Total	3,430	4,559	0				7,989
Prior Year	0	2,884	445				3,329
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	0	18,535	0			18,535	18,535
Medium	0	422,607	8,021			430,628	427,267
Large	0	512,827	8,889			521,716	517,992
Ex. Large	0	366,852	0			366,852	366,852
Ex. Large Sev "C"	4,945	0	0			4,945	10,528
Jumbo	13,696	68,735	0			82,431	97,894
Colossal	2,931	187,556	0			190,487	193,796
Sup. Colossal	0	18,635	0			18,635	18,635
Grn. Ripe Whole	0	0	0			0	0
Total	21,572	1,595,747	16,910			1,634,229	
Conv. Total	45,927	1,595,747	9,825				1,651,498
Prior Year	165,994	790,807	2,222				959,023

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	204,589	3,621	180,626	0	577,488	966,324	891,372	
Chopped	724	0	504	79,395	0	80,623	64,927	
Total	205,313	3,621	181,130	79,395	577,488	1,046,947		
Conv. Total	529,592	4,237	124,168	61,531	236,770		956,298	
Prior Year	884,723	897	109,519	64,540	188,022		1,247,701	
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total	
Bkn. Pitt	0	16,452				16,452	16,452	
Bkn. Pitt Grn. Ripe	0	0				0	0	
Total	0	16,452				16,452		
Conv. Total	0	16,452					16,452	
Prior Year	200	316					516	
Converted Total								2,632,238

Inventory - Month Ending September 30, 2002							
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	39	5,725	413			6,177	6,048
Medium	505	3,893	100			4,498	5,026
Large	616	5,116	0			5,732	6,427
Ex. Large	321	3,101	0			3,422	3,784
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	12,973	5,008	0			17,981	32,628
Colossal	1,147	6,561	0			7,708	9,003
Super Colossal	62	1,900	0			1,962	2,032
Grn. Ripe Whole	0	176	0			176	176
Total	15,663	31,480	513			47,656	
Conv. Total	33,347	31,480	298				65,125
Prior Year	28,082	29,428	361				57,870
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	5,847	507,611	2,200			515,658	521,337
Medium	128,211	718,830	54,011			901,052	1,023,172
Large	76,845	1,323,714	22,536			1,423,095	1,500,410
Ex. Large	91,519	711,088	1,080			803,687	906,559
Ex. Large Sev "C"	12,321	893	0			13,214	27,124
Jumbo	81,062	230,843	2,457			314,362	404,852
Colossal	26,028	269,035	0			295,063	324,449

Sup. Colossal	0	25,593	0			25,593	25,593
Grn. Ripe Whole	13	41,046	0			41,059	41,074
Total	421,846	3,828,653	82,284			4,332,783	
Conv. Total	898,110	3,828,653	47,807				4,774,570
Prior Year	573,301	2,301,885	53,032				2,928,218
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	11,324	1,858	0	0	5,577	18,759	33,620
Sliced	642,426	37,058	268,066	0	569,634	1,517,184	2,114,512
Chopped	9,108	1,037	3,737	132,410	0	146,292	144,571
Total	662,858	39,953	271,803	132,410	575,211	1,682,235	
Conv. Total	1,718,326	47,969	187,954	102,618	235,837		2,292,703
Prior Year	1,155,676	54,253	108,401	89,812	227,165		1,635,307
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	27,753	7,846				35,599	66,932
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	27,753	7,846				35,599	
Conv. Total	59,086	7,846					66,932
Prior Year	886	20,481					21,367
Converted Total							7,199,330

Sales - Month Ending September 30, 2002							
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	3	71	0			74	77
Medium	4	139	0			143	148
Large	0	1,130	0			1,130	1,130
Ex. Large	0	29	0			29	29
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	588	317	0			905	1,569
Colossal	83	879	0			962	1,056
Super Colossal	0	292	0			292	292
Grn. Ripe Whole	0	0	0			0	0
Total	678	2,857	0			3,535	
Conv. Total	1,443	2,857	0				4,300
Prior Year	1,714	4,855	279				6,848
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	1,017	72,534	1,780			75,331	75,733

Medium	19,130	143,034	5,397			167,561	186,897	
Large	4,633	258,399	3,194			266,226	270,118	
Ex. Large	15,858	70,811	0			86,669	104,573	
Ex. Large Sev "C"	0	0	0			0	0	
Jumbo	6,543	40,243	0			46,786	54,173	
Colossal	2,033	16,569	0			18,602	20,897	
Sup. Colossal	0	2,311	0			2,311	2,311	
Grn. Ripe Whole	0	2,423	0			2,423	2,423	
Total	49,214	606,324	10,371			665,909		
Conv. Total	104,777	606,324	6,026				717,126	
Prior Year	99,358	562,658	5,701				667,717	
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total	
Segmented	2,265	0	0	0	0	2,265	5,832	
Sliced	94,527	7,718	70,002	0	173,710	345,957	371,540	
Chopped	713	6	2,168	40,559	0	43,446	36,848	
Total	97,505	7,724	72,170	40,559	173,710	391,668		
Conv. Total	251,973	9,044	50,548	31,433	71,221		414,220	
Prior Year	336,667	12,492	38,817	27,488	63,752		479,216	
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total	
Bkn. Pitt	120	10,938				11,058	11,193	
Bkn. Pitt Grn. Ripe	0	0				0	0	
Total	120	10,938				11,058		
Conv. Total	255	10,938					11,193	
Prior Year	94	7,566					7,660	
Converted Total								1,146,840

Cumulative Sales - Month Ending September 30, 2002

Ripe Whole	6 No. 10s	24 No. 300s	24 Buff	Total	Conv. Total
Small	3	207	0	210	213
Medium	4	147	0	151	156
Large	0	2,204	0	2,204	2,204
Ex. Large	0	283	20	303	295
Ex. Large Sev "C"	0	0	0	0	0
Jumbo	1,448	439	0	1,887	3,522
Colossal	107	1,236	0	1,343	1,464
Super Colossal	0	312	0	312	312
Grn. Ripe Whole	0	0	0	0	0

Total	1,562	4,828	20			6,410		
Conv. Total	3,325	4,828	12				8,165	
Prior Year	3,506	7,803	393				11,702	
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total	
Small	2,006	138,680	3,280			143,966	144,856	
Medium	37,397	269,991	11,655			319,043	356,381	
Large	9,255	438,974	6,533			454,762	462,474	
Ex. Large	31,443	126,055	0			157,498	192,997	
Ex. Large Sev "C"	0	0	0			0	0	
Jumbo	12,808	70,700	0			83,508	97,968	
Colossal	3,409	26,544	0			29,953	33,802	
Sup. Colossal	0	3,610	0			3,610	3,610	
Grn. Ripe Whole	0	4,925	0			4,925	4,925	
Total	96,318	1,079,479	21,468			1,197,265		
Conv. Total	205,061	1,079,479	12,473				1,297,013	
Prior Year	205,710	989,931	13,224				1,208,865	
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total	
Segmented	5,362	0	0	0	0	5,362	13,807	
Sliced	189,871	17,022	142,529	0	346,723	696,145	748,480	
Chopped	1,488	91	4,168	74,460	0	80,207	68,752	
Total	196,721	17,113	146,697	74,460	346,723	781,714		
Conv. Total	508,430	20,130	102,616	57,707	142,156		831,039	
Prior Year	668,843	21,184	83,987	63,369	130,315		967,698	
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total	
Bkn. Pitt	156	17,490				17,646	17,822	
Bkn. Pitt Grn. Ripe	0	0				0	0	
Total	156	17,490				17,646		
Conv. Total	332	17,490					17,822	
Prior Year	366	15,053					15,419	
Converted Total								2,154,039

Consecutive Sales - 12 Months Ending September 30, 2002							
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	-11	4,546	0			4,535	4,523
Medium	101	1,654	0			1,755	1,869
Large	0	13,242	0			13,242	13,242

Ex. Large	7	2,478	100			2,585	2,551	
Ex. Large Sev "C"	0	0	0			0	0	
Jumbo	8,392	8,096	0			16,488	25,963	
Colossal	869	7,205	0			8,074	9,055	
Super Colossal	0	1,488	0			1,488	1,488	
Grn. Ripe Whole	0	13	0			13	13	
Total	9,358	38,722	100			48,180		
Conv. Total	19,923	38,722	58				58,703	
Prior Year	25,146	44,141	1,104				70,391	
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total	
Small	12,353	1,228,734	13,518			1,254,605	1,262,887	
Medium	223,134	1,939,472	77,770			2,240,376	2,459,709	
Large	55,075	3,056,516	36,184			3,147,775	3,194,794	
Ex. Large	143,974	775,533	620			920,127	1,082,414	
Ex. Large Sev "C"	1,343	12,653	0			13,996	15,512	
Jumbo	83,898	577,475	0			661,373	756,094	
Colossal	33,007	222,370	0			255,377	292,642	
Sup. Colossal	0	44,707	0			44,707	44,707	
Grn. Ripe Whole	1,000	34,083	0			35,083	36,212	
Total	553,784	7,891,543	128,092			8,573,419		
Conv. Total	1,179,006	7,891,543	74,421				9,144,971	
Prior Year	1,277,530	7,048,080	87,160				8,412,770	
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total	
Segmented	31,219	0	0	0	5,860	37,079	82,792	
Sliced	1,206,978	105,269	775,234	0	1,998,624	4,086,105	4,580,829	
Chopped	31,975	376	15,257	472,376	0	519,984	508,333	
Total	1,270,172	105,645	790,491	472,376	2,004,484	4,643,168		
Conv. Total	3,310,949	124,048	549,026	366,091	821,838		5,171,954	
Prior Year	3,838,979	105,249	505,797	384,696	817,317		5,652,038	
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total	
Bkn. Pitt	2,220	98,216				100,436	102,942	
Bkn. Pitt Grn. Ripe	0	0				0	0	
Total	2,220	98,216				100,436		
Conv. Total	4,726	98,216					102,942	
Prior Year	2,163	86,989					89,152	
Converted Total								14,478,570

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