

# CALIFORNIA MONTHLY OLIVE REPORT

Released: December 19, 2002

<b>Summary Report - Sales</b>									
<b>Month Ending November 30, 2002</b>									
<b>Converted 24/300 Case Basis</b>									
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
<b>Total</b>	1,618,227	1,736,209	-6.80	5,236,551	5,470,129	-4.27	14,294,639	14,401,407	-0.74
<b>Markets</b>									
Consumer	1,290,411	1,363,620	-5.37	3,833,504	3,840,521	-0.18	9,845,316	9,362,807	5.15
Food Service	327,816	372,589	-12.02	1,403,047	1,629,608	-13.90	4,449,322	5,038,600	-11.70
<b>Styles</b>									
Whole	6,374	4,922	29.50	18,951	22,148	-14.43	59,045	71,240	-17.12
Pitted	1,211,345	1,272,924	-4.84	3,505,619	3,538,688	-0.93	9,023,754	8,661,864	4.18
Wedged	6,771	7,935	-14.67	28,011	27,193	3.01	83,944	82,399	1.88
Sliced	347,514	392,447	-11.45	1,496,116	1,652,008	-9.44	4,537,012	4,943,658	-8.23
Chopped	37,869	47,342	-20.01	147,976	194,473	-23.91	486,085	549,960	-11.61
Broken Pitt	8,354	10,639	-21.47	39,878	35,619	11.96	104,799	92,287	13.56
<b>Key Items</b>									
24/300 Pitt	1,115,564	1,174,842	-5.05	3,090,802	3,114,636	-0.77	7,778,161	7,328,637	6.13
6/10 Pitt	90,008	89,371	0.71	391,225	392,543	-0.34	1,178,338	1,244,405	-5.31
6/10 Sliced	225,959	266,567	-15.23	966,519	1,151,339	-16.05	3,061,080	3,522,245	-13.09
24/300 Whole	4,669	3,877	20.43	11,912	15,227	-21.77	38,382	46,310	-17.12
6/10 Whole	1,705	1,045	63.14	7,028	6,504	8.05	20,628	24,083	-14.35
6/10 Wedged	6,525	7,689	-15.14	27,437	26,373	4.03	81,378	79,163	2.80
2.25 Sliced	66,910	67,416	-0.75	297,731	277,206	7.40	827,710	801,772	3.24
4.5 Chopped	33,840	38,592	-12.31	130,870	139,693	-6.32	362,932	373,836	-2.92

<b>Summary Report - Packout and Inventory</b>									
<b>Month Ending November 30, 2002</b>									
<b>Converted 24/300 Case Basis</b>									
Item	Monthly Packout			Year-to-Date Packout			Inventory		
	02/03	01/02	% change	02/03	01/02	% change	02/03	01/02	% change
<b>Total</b>	1,470,478	1,746,188	-15.79	5,990,360	5,567,524	7.59	7,397,515	4,843,383	52.73
<b>Markets</b>									
Consumer	1,159,659	1,264,036	-8.26	4,792,544	3,642,982	31.56	4,777,737	2,939,377	62.54

Food Service	310,819	482,152	-35.54	1,197,816	1,924,542	-37.76	2,619,777	1,904,006	37.59
Styles									
Whole	6,733	1,394	383.00	19,668	6,406	207.02	65,782	50,012	31.53
Pitted	957,191	1,142,167	-16.20	3,969,443	3,162,580	25.51	4,824,715	2,872,400	67.97
Wedged	37,218	77	48,078.06	37,503	77	48,448.06	56,179	70,225	-20.00
Sliced	420,271	539,769	-22.14	1,784,710	2,202,977	-18.99	2,237,089	1,702,762	31.38
Chopped	38,476	57,322	-32.88	151,993	189,509	-19.80	151,529	134,729	12.47
Broken Pitt	10,590	5,458	94.03	27,042	5,974	352.65	62,222	13,255	369.44
Key Items									
24/300 Pitt	872,097	1,001,797	-12.95	3,776,205	2,794,526	35.13	3,943,389	2,252,548	75.06
6/10 Pitt	70,796	133,857	-47.11	166,914	351,132	-52.46	830,542	570,165	45.67
6/10 Sliced	204,257	340,351	-39.99	984,806	1,533,075	-35.76	1,614,038	1,209,977	33.39
24/300 Whole	6,733	1,394	383.00	16,238	5,961	172.40	36,061	24,627	46.43
6/10 Whole	0	0	0.00	3,430	0	0.00	29,423	25,048	17.47
6/10 Wedged	35,767	77	46,200.00	36,053	77	46,570.00	52,128	63,523	-17.94
2.25 Sliced	66,925	129,264	-48.23	490,326	387,146	26.65	331,573	280,819	18.07
4.5 Chopped	38,476	49,455	-22.20	144,760	147,495	-1.85	107,737	94,531	13.97
							Approximate Supply in Converted Cases		
							Total Inventory	7,397,515	
							Converted Storage	13,181,803	
							Approximate Supply	20,579,318	

Storage - Month Ending November 30, 2002	
Whole Canning Sizes	
Size	Tons
Small	10,578
Medium	16,475
Large	17,946
Ex. Large	17,153
Ex.Large Sev. "C"	891
Jumbo	5,531
Colossal	4,376
Super Colossal	1,396
Orchard Run	0
Total Canning	74,346
Limited	10,698

Total	85,044
Total Converted (*155)	13,181,803

Packout - Month Ending November 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	6,733	0			6,733	6,733
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	6,733	0			6,733	
Conv. Total	0	6,733	0				6,733
Prior Year	0	1,394	0				1,394
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	700	41,410	6,853			48,963	46,882
Medium	19,001	303,199	12,861			335,061	351,124
Large	3,261	376,598	4,896			384,755	386,385
Ex. Large	0	77,598	0			77,598	77,598
Ex. Large Sev "C"	4,499	0	0			4,499	9,578
Jumbo	2,882	8,428	0			11,310	14,564
Colossal	2,910	44,404	0			47,314	50,599
Sup. Colossal	0	20,460	0			20,460	20,460
Grn. Ripe Whole	0	0	0			0	0
Total	33,253	872,097	24,610			929,960	
Conv. Total	70,796	872,097	14,298				957,191
Prior Year	133,857	1,001,797	6,514				1,142,167
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	13,890	1,240	0	0	0	15,130	37,218
Sliced	79,323	22,888	178,816	0	163,232	444,259	420,271
Chopped	0	0	0	49,646	0	49,646	38,476
Total	93,213	24,128	178,816	49,646	163,232	509,035	
Conv. Total	240,023	28,230	122,310	38,476	66,925		495,964
Prior Year	348,295	41,983	28,171	49,455	129,264	0	597,168

Broken Pitt	6 No. 10s	24 No. 300s	Total	Conv. Total
Bkn. Pitt	0	10,590	10,590	10,590
Bkn. Pitt Grn. Ripe	0	0	0	0
Total	0	10,590	10,590	
Conv. Total	0	10,590		10,590
Prior Year	0	5,458		5,458
			<b>Converted Total</b>	<b>1,470,478</b>

Cumulative Packout - Month Ending November 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	11,679	0			11,679	11,679
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	16,238	0			17,849	
Conv. Total	3,430	16,238	0				19,668
Prior Year	0	5,961	445				6,406
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	700	59,945	6,853			67,498	65,417
Medium	42,576	917,562	24,671			984,809	1,022,540
Large	3,261	1,632,385	13,785			1,649,431	1,647,337
Ex. Large	0	818,082	0			818,082	818,082
Ex. Large Sev "C"	9,444	0	0			9,444	20,106
Jumbo	16,578	77,163	0			93,741	112,458
Colossal	5,841	231,973	0			237,814	244,408
Sup. Colossal	0	39,095	0			39,095	39,095
Grn. Ripe Whole	0	0	0			0	0
Total	78,400	3,776,205	45,309			3,899,914	
Conv. Total	166,914	3,776,205	26,325				3,969,443
Prior Year	351,132	2,794,526	16,922				3,162,580
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total

Segmented	14,001	1,240	0	0	0	15,241	37,503	
Sliced	382,449	33,855	394,689	0	1,195,917	2,006,910	1,784,710	
Chopped	1,725	0	504	186,787	0	189,016	151,993	
Total	398,175	35,095	395,193	186,787	1,195,917	2,211,167		
Conv. Total	1,027,472	41,061	270,587	144,760	490,326		1,974,207	
Prior Year	1,573,210	54,186	230,526	147,495	387,146		2,392,563	
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total	
Bkn. Pitt	0	27,042				27,042	27,042	
Bkn. Pitt Grn. Ripe	0	0				0	0	
Total	0	27,042				27,042		
Conv. Total	0	27,042					27,042	
Prior Year	200	5,774					5,974	
<b>Converted Total</b>								<b>5,990,360</b>

<b>Inventory - Month Ending November 30, 2002</b>							
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	24	4,841	0			4,865	4,892
Medium	479	3,712	0			4,191	4,732
Large	561	12,639	413			13,613	14,073
Ex. Large	321	3,638	100			4,059	4,380
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	11,442	4,396	0			15,838	28,756
Colossal	953	4,946	0			5,899	6,975
Super Colossal	40	1,713	0			1,753	1,798
Grn. Ripe Whole	0	176	0			176	176
Total	13,820	36,061	513			50,394	
Conv. Total	29,423	36,061	298				65,782
Prior Year	25,048	24,627	338				50,012
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	5,868	418,475	8,624			432,967	435,979
Medium	137,744	798,014	54,262			990,020	1,122,797
Large	67,267	1,698,946	20,985			1,787,198	1,854,350
Ex. Large	81,537	599,276	1,080			681,893	773,496
Ex. Large Sev "C"	3,741	563	0			4,304	8,528
Jumbo	69,596	164,841	2,457			236,894	314,438
Colossal	24,343	197,311	0			221,654	249,137
Sup. Colossal	0	32,446	0			32,446	32,446

Grn. Ripe Whole	13	33,517	0			33,530	33,545
Total	390,109	3,943,389	87,408			4,420,906	
Conv. Total	830,542	3,943,389	50,784				4,824,715
Prior Year	570,165	2,252,548	49,687				2,872,400
<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	20,244	1,858	0	0	4,577	26,679	56,179
Sliced	626,811	48,169	343,742	0	808,715	1,827,437	2,237,089
Chopped	8,883	2,207	3,697	139,016	0	153,803	151,529
Total	655,938	52,234	347,439	139,016	813,292	2,007,919	
Conv. Total	1,700,224	63,718	239,667	107,737	333,450		2,444,796
Prior Year	1,308,240	88,557	131,039	94,531	285,350		1,907,716
<b>Broken Pitt</b>	<b>6 No. 10s</b>	<b>24 No. 300s</b>				<b>Total</b>	<b>Conv. Total</b>
Bkn. Pitt	27,989	2,633				30,622	62,222
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	27,989	2,633				30,622	
Conv. Total	59,589	2,633					62,222
Prior Year	554	12,701					13,255
						<b>Converted Total</b>	<b>7,397,515</b>

Sales - Month Ending November 30, 2002							
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	15	680	0			695	712
Medium	24	102	0			126	153
Large	55	1,582	0			1,637	1,699
Ex. Large	0	520	0			520	520
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	571	476	0			1,047	1,692
Colossal	136	1,156	0			1,292	1,446
Super Colossal	0	153	0			153	153
Grn. Ripe Whole	0	0	0			0	0
Total	801	4,669	0			5,470	
Conv. Total	1,705	4,669	0				6,374
Prior Year	1,045	3,877	0				4,922
<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	626	140,590	700			141,916	142,329
Medium	15,513	282,394	5,540			303,447	318,640

Large	4,889	466,616	3,696			475,201	479,172
Ex. Large	13,124	112,913	0			126,037	140,854
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	5,679	76,672	0			82,351	88,763
Colossal	2,446	30,426	0			32,872	35,634
Sup. Colossal	0	2,526	0			2,526	2,526
Grn. Ripe Whole	0	3,427	0			3,427	3,427
Total	42,277	1,115,564	9,936			1,167,777	
Conv. Total	90,008	1,115,564	5,773				1,211,345
Prior Year	89,371	1,174,842	8,711				1,272,924
<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	2,534	0	0	0	600	3,134	6,771
Sliced	87,751	10,403	62,096	0	163,194	323,444	347,514
Chopped	944	70	200	43,664	0	44,878	37,869
Total	91,229	10,473	62,296	43,664	163,794	371,456	
Conv. Total	236,103	12,336	42,720	33,840	67,156		392,154
Prior Year	282,096	8,039	51,335	38,592	67,662		447,724
<b>Broken Pitt</b>	<b>6 No. 10s</b>	<b>24 No. 300s</b>				<b>Total</b>	<b>Conv. Total</b>
Bkn. Pitt	0	8,354				8,354	8,354
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	0	8,354				8,354	
Conv. Total	0	8,354					8,354
Prior Year	77	10,562					10,639
						<b>Converted Total</b>	<b>1,618,227</b>

### Cumulative Sales - Month Ending November 30, 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	18	1,091	0		1,109	1,129
Medium	30	329	0		359	393
Large	55	4,977	0		5,032	5,094
Ex. Large	0	1,114	20		1,134	1,126
Ex. Large Sev "C"	0	0	0		0	0
Jumbo	2,898	1,051	0		3,949	7,221
Colossal	300	2,851	0		3,151	3,490
Super Colossal	0	499	0		499	499
Grn. Ripe Whole	0	0	0		0	0
Total	3,301	11,912	20		15,233	

Conv. Total	7,028	11,912	12				18,951
Prior Year	6,504	15,227	417				22,148
<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	3,424	375,928	6,460			385,812	386,971
Medium	72,119	785,397	21,315			878,831	951,322
Large	18,772	1,284,966	12,830			1,316,568	1,332,386
Ex. Large	54,526	313,457	0			367,983	429,543
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	26,947	224,393	0			251,340	281,763
Colossal	7,972	82,961	0			90,933	99,933
Sup. Colossal	0	11,345	0			11,345	11,345
Grn. Ripe Whole	0	12,355	0			12,355	12,355
<b>Total</b>	<b>183,760</b>	<b>3,090,802</b>	<b>40,605</b>			<b>3,315,167</b>	
Conv. Total	391,225	3,090,802	23,592				3,505,619
Prior Year	392,543	3,114,636	31,509				3,538,688
<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	10,655	0	0	0	1,400	12,055	28,011
Sliced	375,347	36,066	277,294	0	726,173	1,414,880	1,496,116
Chopped	2,705	161	5,168	168,865	0	176,899	147,976
<b>Total</b>	<b>388,707</b>	<b>36,227</b>	<b>282,462</b>	<b>168,865</b>	<b>727,573</b>	<b>1,603,834</b>	
Conv. Total	1,004,326	42,576	196,026	130,870	298,305		1,672,103
Prior Year	1,229,862	41,373	184,721	139,693	278,026		1,873,675
<b>Broken Pitt</b>	<b>6 No. 10s</b>	<b>24 No. 300s</b>				<b>Total</b>	<b>Conv. Total</b>
Bkn. Pitt	220	39,410				39,630	39,878
Bkn. Pitt Grn. Ripe	0	0				0	0
<b>Total</b>	<b>220</b>	<b>39,410</b>				<b>39,630</b>	
Conv. Total	468	39,410					39,878
Prior Year	698	34,921					35,619
						<b>Converted Total</b>	<b>5,236,551</b>

### Consecutive Sales - 12 Months Ending November 30, 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	4	4,410	0			4,414	4,419
Medium	111	1,412	0			1,523	1,648
Large	55	13,484	0			13,539	13,601
Ex. Large	7	2,816	60			2,883	2,866



Ex. Large Sev "C"	0	0	0			0	0	
Jumbo	8,586	7,549	0			16,135	25,829	
Colossal	926	7,199	0			8,125	9,170	
Super Colossal	0	1,509	0			1,509	1,509	
Grn. Ripe Whole	0	3	0			3	3	
Total	9,689	38,382	60			48,131		
Conv. Total	20,628	38,382	35				59,045	
Prior Year	24,083	46,310	847				71,240	
<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	11,434	1,091,212	14,523			1,117,169	1,123,993	
Medium	221,679	1,913,173	66,787			2,201,639	2,423,931	
Large	55,365	3,056,557	33,828			3,145,750	3,194,083	
Ex. Large	145,855	838,515	620			984,990	1,149,401	
Ex. Large Sev "C"	1,296	12,653	0			13,949	15,412	
Jumbo	84,234	568,465	0			652,699	747,799	
Colossal	33,607	218,889	0			252,496	290,438	
Sup. Colossal	0	45,370	0			45,370	45,370	
Grn. Ripe Whole	0	33,327	0			33,327	33,327	
Total	553,470	7,778,161	115,758			8,447,389		
Conv. Total	1,178,338	7,778,161	67,255				9,023,754	
Prior Year	1,244,405	7,328,637	88,822				8,661,864	
<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	31,603	0	0	0	6,260	37,863	83,944	
Sliced	1,188,769	107,371	764,033	0	2,018,804	4,078,977	4,537,012	
Chopped	26,961	290	15,531	468,299	0	511,081	486,085	
Total	1,247,333	107,661	779,564	468,299	2,025,064	4,627,921		
Conv. Total	3,245,826	126,306	541,702	362,932	830,276		5,107,042	
Prior Year	3,768,103	106,560	523,942	373,836	803,576		5,576,017	
<b>Broken Pitt</b>	<b>6 No. 10s</b>	<b>24 No. 300s</b>				<b>Total</b>	<b>Conv. Total</b>	
Bkn. Pitt	2,128	100,268				102,396	104,799	
Bkn. Pitt Grn. Ripe	0	0				0	0	
Total	2,128	100,268				102,396		
Conv. Total	4,531	100,268					104,799	
Prior Year	2,010	90,277					92,287	
<b>Converted Total</b>								<b>14,294,639</b>

Return to: [[Table of Contents for Olives](#)] [[CASS Publications](#)] [[CASS Homepage](#)] [[Questions?](#)]

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