

CALIFORNIA MONTHLY OLIVE REPORT

Released: January 23, 2003

Summary Report - Sales									
Month Ending December 31, 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	1,372,502	1,369,852	0.19	6,609,053	6,839,981	-3.38	14,297,289	14,414,212	-0.81
Markets									
Consumer	1,016,156	969,074	4.86	4,849,659	4,809,595	0.83	9,892,399	9,419,721	5.02
Food Service	356,346	400,779	-11.09	1,759,394	2,030,386	-13.35	4,404,890	4,994,490	-11.81
Styles									
Whole	5,455	5,182	5.26	24,406	27,330	-10.70	59,318	67,321	-11.89
Pitted	980,809	922,381	6.33	4,486,428	4,461,069	0.57	9,082,182	8,699,696	4.40
Wedged	5,129	6,661	-23.00	33,140	33,854	-2.11	82,412	81,683	0.89
Sliced	335,848	385,444	-12.87	1,831,963	2,037,452	-10.09	4,487,416	4,924,200	-8.87
Chopped	39,293	39,179	0.29	187,269	233,652	-19.85	486,199	545,001	-10.79
Broken Pitt	5,968	11,005	-45.77	45,847	46,625	-1.67	99,762	96,310	3.58
Key Items									
24/300 Pitt	861,227	809,868	6.34	3,952,029	3,924,504	0.70	7,829,520	7,376,865	6.14
6/10 Pitt	114,016	106,139	7.42	505,242	498,682	1.32	1,186,215	1,237,128	-4.12
6/10 Sliced	231,567	277,255	-16.48	1,198,086	1,428,595	-16.14	3,015,392	3,491,020	-13.62
24/300 Whole	3,509	3,381	3.79	15,421	18,608	-17.13	38,510	42,447	-9.28
6/10 Whole	1,946	1,801	8.04	8,974	8,305	8.05	20,773	24,028	-13.55
6/10 Wedged	5,047	6,579	-23.29	32,484	32,952	-1.42	79,846	78,445	1.79
2.25 Sliced	53,605	59,186	-9.43	351,336	336,391	4.44	822,129	807,454	1.82
4.5 Chopped	33,523	29,362	14.17	164,393	169,055	-2.76	367,092	373,068	-1.60

Summary Report - Packout and Inventory									
Month Ending December 31, 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	618,194	1,461,436	-57.70	6,608,553	7,028,960	-5.98	6,665,702	4,737,135	40.71
Markets									
Consumer	398,507	1,038,201	-61.62	5,191,050	4,681,183	10.89	4,176,838	2,868,969	45.59

Food Service	219,687	423,236	-48.09	1,417,503	2,347,777	-39.62	2,488,864	1,868,166	33.23
Styles									
Whole	0	1,428	-100.00	19,668	7,834	151.06	59,747	43,923	36.03
Pitted	378,380	1,044,318	-63.77	4,347,823	4,206,898	3.35	4,239,483	2,861,732	48.14
Wedged	4,553	0	0.00	42,056	77	54,341.39	56,365	66,239	-14.91
Sliced	210,694	351,203	-40.01	1,995,404	2,554,180	-21.88	2,115,943	1,600,742	32.19
Chopped	22,249	61,357	-63.74	174,243	250,867	-30.54	132,351	150,371	-11.98
Broken Pitt	2,318	3,130	-25.94	29,360	9,104	222.49	61,814	14,127	337.55
Key Items									
24/300 Pitt	334,904	868,395	-61.43	4,111,109	3,662,921	12.24	3,432,148	2,193,303	56.48
6/10 Pitt	41,726	171,808	-75.71	208,640	522,940	-60.10	760,291	623,863	21.87
6/10 Sliced	172,569	245,611	-29.74	1,157,375	1,778,686	-34.93	1,558,627	1,136,721	37.12
24/300 Whole	0	1,428	-100.00	16,238	7,389	119.76	32,204	22,817	41.14
6/10 Whole	0	0	0.00	3,430	0	0.00	27,245	20,768	31.18
6/10 Wedged	4,553	0	0.00	40,605	77	52,463.33	52,396	59,619	-12.12
2.25 Sliced	26,463	80,929	-67.30	516,789	468,075	10.41	304,544	292,586	4.09
4.5 Chopped	21,409	55,541	-61.45	166,169	203,036	-18.16	93,660	119,090	-21.35
							Approximate Supply in Converted Cases		
							Total Inventory	6,665,702	
							Converted Storage	13,676,754	
							Approximate Supply	20,342,456	

Storage - Month Ending December 31, 2002	
Whole Canning Sizes	
Size	Tons
Small	6,228
Medium	16,954
Large	15,556
Ex. Large	17,208
Ex.Large Sev. "C"	1,236
Jumbo	9,094
Colossal	6,769
Super Colossal	1,593
Orchard Run	0
Total Canning	74,637
Limited	13,600
Total	88,237

Total Converted (*155)	13,676,754
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Packout - Month Ending December 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	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	0	1,428	0				1,428
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	1,752	7,414	0			9,166	11,144
Medium	7,115	150,622	0			157,737	165,770
Large	4,247	97,893	3,012			105,152	108,685
Ex. Large	5,221	57,882	0			63,103	68,998
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	1,264	3,242	0			4,506	5,933
Colossal	0	17,851	0			17,851	17,851
Sup. Colossal	0	0	0			0	0
Grn. Ripe Whole	0	0	0			0	0
Total	19,599	334,904	3,012			357,515	
Conv. Total	41,726	334,904	1,750				378,380
Prior Year	171,808	868,395	4,115				1,044,318
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	1,768	0	0	0	0	1,768	4,553
Sliced	67,017	0	17,050	0	64,544	148,611	210,694
Chopped	219	0	0	27,625	0	27,844	22,249
Total	69,004	0	17,050	27,625	64,544	178,223	
Conv. Total	177,961	0	11,662	21,409	26,463		237,496
Prior Year	251,427	7,956	16,707	55,541	80,929	0	412,561
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total

Bkn. Pitt	0	2,318	2,318	2,318
Bkn. Pitt Grn. Ripe	0	0	0	0
Total	0	2,318	2,318	
Conv. Total	0	2,318		2,318
Prior Year	0	3,130		3,130
Converted Total				618,194

Cumulative Packout - Month Ending December 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	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	7,389	445				7,834
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	2,452	67,359	6,853			76,664	76,561
Medium	49,691	1,068,184	24,671			1,142,546	1,188,310
Large	7,508	1,730,278	16,797			1,754,583	1,756,022
Ex. Large	5,221	875,964	0			881,185	887,080
Ex. Large Sev "C"	9,444	0	0			9,444	20,106
Jumbo	17,842	80,405	0			98,247	118,391
Colossal	5,841	249,824	0			255,665	262,259
Sup. Colossal	0	39,095	0			39,095	39,095
Grn. Ripe Whole	0	0	0			0	0
Total	97,999	4,111,109	48,321			4,257,429	
Conv. Total	208,640	4,111,109	28,075				4,347,823
Prior Year	522,940	3,662,921	21,037				4,206,898
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	15,769	1,240	0	0	0	17,009	42,056
Sliced	449,466	33,855	411,739	0	1,260,461	2,155,521	1,995,404

Chopped	1,944	0	504	214,412	0	216,860	174,243
Total	467,179	35,095	412,243	214,412	1,260,461	2,389,390	
Conv. Total	1,205,433	41,061	282,249	166,169	516,789		2,211,702
Prior Year	1,824,637	62,142	247,234	203,036	468,075		2,805,124
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	0	29,360				29,360	29,360
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	0	29,360				29,360	
Conv. Total	0	29,360					29,360
Prior Year	200	8,904					9,104
				Converted Total			6,608,553

Inventory - Month Ending December 31, 2002						
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff		Total	Conv. Total
Small	24	4,297	0		4,321	4,348
Medium	479	3,440	0		3,919	4,460
Large	561	10,175	413		11,149	11,609
Ex. Large	321	4,239	100		4,660	4,981
Ex. Large Sev "C"	0	0	0		0	0
Jumbo	10,557	4,023	0		14,580	26,499
Colossal	815	4,299	0		5,114	6,034
Super Colossal	40	1,555	0		1,595	1,640
Grn. Ripe Whole	0	176	0		176	176
Total	12,797	32,204	513		45,514	
Conv. Total	27,245	32,204	298			59,747
Prior Year	20,768	22,817	338			43,923
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff		Total	Conv. Total
Small	7,357	376,806	8,822		392,985	397,595
Medium	125,494	747,416	46,860		919,770	1,041,818
Large	64,440	1,404,058	21,751		1,490,249	1,553,888
Ex. Large	74,680	528,025	1,080		603,785	687,646
Ex. Large Sev "C"	315	563	0		878	1,234
Jumbo	62,251	139,213	2,457		203,921	273,173
Colossal	22,562	180,913	0		203,475	228,947
Sup. Colossal	0	26,282	0		26,282	26,282
Grn. Ripe Whole	13	28,872	0		28,885	28,900
Total	357,112	3,432,148	80,970		3,870,230	

Conv. Total	760,291	3,432,148	47,044				4,239,483
Prior Year	623,863	2,193,303	44,566				2,861,732
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	20,348	1,858	0	0	4,377	26,583	56,365
Sliced	605,292	42,514	296,828	0	742,791	1,687,425	2,115,943
Chopped	8,182	1,730	2,647	120,851	0	133,410	132,351
Total	633,822	46,102	299,475	120,851	747,168	1,847,418	
Conv. Total	1,642,393	55,981	206,286	93,660	306,339		2,304,658
Prior Year	1,223,151	76,861	101,215	119,090	297,035		1,817,352
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	27,682	2,879				30,561	61,814
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	27,682	2,879				30,561	
Conv. Total	58,935	2,879					61,814
Prior Year	383	13,744					14,127
						Converted Total	6,665,702

Sales - Month Ending December 31, 2002							
Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	0	476	0			476	476
Medium	0	272	0			272	272
Large	0	1,305	0			1,305	1,305
Ex. Large	0	348	0			348	348
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	776	373	0			1,149	2,025
Colossal	138	578	0			716	872
Super Colossal	0	157	0			157	157
Grn. Ripe Whole	0	0	0			0	0
Total	914	3,509	0			4,423	
Conv. Total	1,946	3,509	0				5,455
Prior Year	1,801	3,381	0				5,182
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	818	95,896	200			96,914	97,754
Medium	22,154	194,893	6,717			223,764	245,961
Large	4,829	372,681	2,663			380,173	384,509
Ex. Large	15,489	106,260	0			121,749	139,236

Ex. Large Sev "C"	0	0	0			0	0
Jumbo	8,529	63,129	0			71,658	81,287
Colossal	1,735	22,652	0			24,387	26,346
Sup. Colossal	0	1,775	0			1,775	1,775
Grn. Ripe Whole	0	3,941	0			3,941	3,941
Total	53,554	861,227	9,580			924,361	
Conv. Total	114,016	861,227	5,566				980,809
Prior Year	106,139	809,868	6,374				922,381
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	1,960	0	0	0	200	2,160	5,129
Sliced	89,929	5,846	64,087	0	130,744	290,606	335,848
Chopped	870	476	1,070	43,255	0	45,671	39,293
Total	92,759	6,322	65,157	43,255	130,944	338,437	
Conv. Total	239,950	7,958	45,152	33,523	53,687		380,269
Prior Year	292,668	10,000	39,985	29,362	59,268		431,284
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	204	5,534				5,738	5,968
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	204	5,534				5,738	
Conv. Total	434	5,534					5,968
Prior Year	170	10,835					11,005
Converted Total							1,372,502

Cumulative Sales - Month Ending December 31, 2002

Ripe Whole	6 No. 10s	24 No. 300s	24 Buff		Total	Conv. Total
Small	18	1,567	0		1,585	1,605
Medium	30	601	0		631	665
Large	55	6,282	0		6,337	6,399
Ex. Large	0	1,462	20		1,482	1,474
Ex. Large Sev "C"	0	0	0		0	0
Jumbo	3,674	1,424	0		5,098	9,246
Colossal	438	3,429	0		3,867	4,362
Super Colossal	0	656	0		656	656
Grn. Ripe Whole	0	0	0		0	0
Total	4,215	15,421	20		19,656	
Conv. Total	8,974	15,421	12			24,406
Prior Year	8,305	18,608	417			27,330

Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total	
Small	4,242	471,824	6,660			482,726	484,725	
Medium	94,273	980,290	28,032			1,102,595	1,197,284	
Large	23,601	1,657,647	15,493			1,696,741	1,716,895	
Ex. Large	70,015	419,717	0			489,732	568,779	
Ex. Large Sev "C"	0	0	0			0	0	
Jumbo	35,476	287,522	0			322,998	363,050	
Colossal	9,707	105,613	0			115,320	126,279	
Sup. Colossal	0	13,120	0			13,120	13,120	
Grn. Ripe Whole	0	16,296	0			16,296	16,296	
Total	237,314	3,952,029	50,185			4,239,528		
Conv. Total	505,242	3,952,029	29,157				4,486,428	
Prior Year	498,682	3,924,504	37,883				4,461,069	
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total	
Segmented	12,615	0	0	0	1,600	14,215	33,140	
Sliced	465,276	41,912	341,381	0	856,917	1,705,486	1,831,963	
Chopped	3,575	637	6,238	212,120	0	222,570	187,269	
Total	481,466	42,549	347,619	212,120	858,517	1,942,271		
Conv. Total	1,244,276	50,534	241,177	164,393	351,992		2,052,372	
Prior Year	1,522,530	51,373	224,706	169,055	337,293		2,304,957	
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total	
Bkn. Pitt	424	44,944				45,368	45,847	
Bkn. Pitt Grn. Ripe	0	0				0	0	
Total	424	44,944				45,368		
Conv. Total	903	44,944					45,847	
Prior Year	869	45,756					46,625	
Converted Total								6,609,053

Consecutive Sales - 12 Months Ending December 31, 2002

Ripe Whole	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	4	4,478	0			4,482	4,487
Medium	103	1,491	0			1,594	1,710
Large	55	13,474	0			13,529	13,591
Ex. Large	7	2,738	60			2,805	2,788
Ex. Large Sev "C"	0	0	0			0	0
Jumbo	8,649	7,819	0			16,468	26,233

Colossal	939	7,079	0			8,018	9,078
Super Colossal	0	1,428	0			1,428	1,428
Grn. Ripe Whole	0	3	0			3	3
Total	9,757	38,510	60			48,327	
Conv. Total	20,773	38,510	35				59,318
Prior Year	24,028	42,447	847				67,322
Ripe Pitted	6 No. 10s	24 No. 300s	24 Buff			Total	Conv. Total
Small	11,356	1,054,909	14,423			1,080,688	1,087,466
Medium	222,568	1,909,394	66,638			2,198,600	2,421,958
Large	54,516	3,108,761	33,306			3,196,583	3,244,176
Ex. Large	150,861	879,296	0			1,030,157	1,200,479
Ex. Large Sev "C"	0	12,653	0			12,653	12,653
Jumbo	85,026	569,482	0			654,508	750,502
Colossal	32,843	217,741	0			250,584	287,664
Sup. Colossal	0	43,455	0			43,455	43,455
Grn. Ripe Whole	0	33,829	0			33,829	33,829
Total	557,170	7,829,520	114,367			8,501,057	
Conv. Total	1,186,215	7,829,520	66,447				9,082,182
Prior Year	1,237,128	7,376,865	85,703				8,699,696
Limited	6 No. 10s	24 No. 300s	24 Buff	24 4.5oz	24 2.25oz	Total	Conv. Total
Segmented	31,008	0	0	0	6,260	37,268	82,412
Sliced	1,171,026	104,690	771,065	0	2,005,192	4,051,973	4,487,416
Chopped	25,527	756	15,821	473,667	0	515,771	486,199
Total	1,227,561	105,446	786,886	473,667	2,011,452	4,605,012	
Conv. Total	3,193,108	124,264	546,868	367,092	824,695		5,056,028
Prior Year	3,731,172	110,561	526,744	373,068	809,340		5,550,885
Broken Pitt	6 No. 10s	24 No. 300s				Total	Conv. Total
Bkn. Pitt	2,252	94,967				97,219	99,762
Bkn. Pitt Grn. Ripe	0	0				0	0
Total	2,252	94,967				97,219	
Conv. Total	4,795	94,967					99,762
Prior Year	2,163	94,147					96,310
Converted Total							14,297,289

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