

Florida Citrus Economic & Market Indicators December 2015



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Summary Comments

- Brazil's OJ exports for 2015-16 Brazilian season (July - November) were down 2.6% from the previous year with exports to the NAFTA region, Europe and the Far East down 7.0%, up 2.8% and down 35.8%, respectively.
- Season-to-date through 11/28/2015, Florida FCOJ availability, movement and ending inventories were up 0.1%, up 12.1%, and down 2.3%, respectively, from last season.
- Season-to-date through 11/28/2015, Florida SSOJ availability, movement and ending inventories were up 7.0%, down 3.5%, and up 11.2%, respectively, from last season.
- For October of the 2015/16 season, U.S. OJ imports and exports were down 57.8% and down 28.6% from last season, respectively. Season-to-date through 11/28/2015, Florida OJ exports were down 71.1% (FDOC Processors Report).
- For October of the 2015-16 season, Non-FDOC Processor FCOJ disappearance, based on FCOJ inventories and imports, was down 18.7%.
- Season-to-date through 10/31/2015, OJ volume sales in all Nielsen retail outlets (U.S. grocery stores doing \$2 million and greater annual sales, drug stores doing \$1 million and greater annual sales, mass merchandisers, Walmart, club (Sam's and BJ's), dollar stores (Dollar General, Family Dollar and Fred's), and military/DECA) were down 2.6% from the previous season, with the NFC price up 2.1%, the Recon price down 3.2% and the overall OJ price up 0.9%.
- The November average FCOJ Futures price was \$1.45/PS, up \$.09/PS from last year, while the Rotterdam price was at an estimated \$1,825/MT, down \$175/MT from last year.
- Season-to-date through 11/28/2015, season, the delivered-in price for early and midseason oranges was \$1.57/PS, up \$.31/PS from last season.
- From August through October of the 2015-16 season, clementine and tangerine imports were up 36.3% relative to last season. Season-to-date through 11/28/2015, Texas fresh grapefruit shipments were down 22.1% relative to last season.
- Season-to-date through 11/28/2015, Florida FCGJ availability, movement and ending inventory were up 52.1%, down 9.1%, and down 19.6%, respectively.
- Season-to-date through 11/28/2015, Florida SSGJ availability, movement and ending inventory were down 21.5%, up 8.7%, and down 13.6%, respectively.
- For October of the 2015-16 season, U.S. GJ exports were down 9.9%. Season-to-date through 11/28/2015, Florida GJ exports were down 58.5% (FDOC Processors report).
- Season-to-date through 10/31/2015, GJ volume sales in all Nielsen retail outlets (U.S. grocery stores doing \$2 million and greater annual sales, drug stores doing \$1 million and greater annual sales, mass merchandisers, Walmart, club (Sam's and BJ's), dollar stores (Dollar General, Family Dollar and Fred's), and military/DECA) were down 7.4% from the previous season, with the overall GJ price up 0.8%.
- Season-to-date through 11/15/2015, Florida fresh grapefruit shipments were down 19.5% from last season, with Domestic/Canadian shipments down 24.2% and offshore shipments down 15.2% (DFVI). Season-to-date through 11/15/2015, shipments to Europe and Japan were down 10.4% and 25.0%, respectively. Season-to-date through 11/15/2015, domestic FOB prices (CAC) for fresh white and colored grapefruit were up 37.7% and 32.9%, respectively.
- For the week ending 12/06/2015 versus the same period last year, the Euro-per-Dollar exchange rate was up 15.4%, while the Yen-per-Dollar was up 2.9%.

Brazil Orange-Juice Exports

Destination	Season-to-Date (July - November)		
	2014-15	2015-16	Change
- million SSE gallons (a) -			- % -
NAFTA^{b, e}	108.2	100.6	-7.0
Europe^c	448.6	461.3	+2.8
Far East^d	50.3	32.3	-35.8
Others	29.3	25.9	-11.6
Total	636.4	620.1	-2.6

^aAssumes exports with codes 2009.11.00 (FCOJ) and 2009.19.00 (Other) are 66° Brix, while exports with code 2009.12.00 (NFC) are 11.6° Brix.

^bU.S., Canada, and Mexico.

^cRussia, Ukraine, and Turkey are included in Europe.

^dChina, Japan, Taiwan, Hong Kong, Macau, South Korea, North Korea, Philippines, and Vietnam.

^e Brazil reported no exports to NAFTA for the month of August.

SOURCE: Secretary of External Commerce - Brazil

Florida FCOJ Availability, Movement and Inventory

Item	Prior Season Comparison (October - September)			Season-to-Date 11/28/2015 (FDOC Processor Week 8)		
	2013-14	2014-15	Change	2014-15	2015-16	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	319.5	274.1	-14.2	274.1	289.3	+5.5
Pack from Fruit	148.2	120.0	-19.0	0.4	1.1	+175
Imports ^a	210.8	259.7	+23.2	38.7	23.2	-40.1
Availability	678.4	653.8	-3.6	313.2	313.5	+0.1
Movement	404.3	364.6	-9.8	52.2	58.5	+12.1
Bulk	317.2	278.2	-12.3	39.1	44.3	+13.3
Packaged	87.1	86.4	-0.8	13.1	14.2	+8.4
Ending Inventory	274.1	289.3	+5.5	261.1	255.1	-2.3
Bulk	265.9	281.4	+5.8	254.0	249.0	-2.0
Packaged	8.2	7.8	-4.9	7.0	6.1	-12.9
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carryover – STD^b	35.3	41.3	+17.0	40.0	34.9	-12.8

^aAlso includes domestic receipts by members of non-Florida product, foreign imports, reprocessed tangerine juice, chilled OJ used in FCOJ, net loss or gain during reprocessing and adjustments.

^bSeason-to-date weeks supply based on season-to-date movement.

Florida SSOJ Availability, Movement and Inventory

Item	Prior Season Comparison (October - September)			Season-to-Date 11/28/2015 (FDOC Processor Week 8)		
	2013-14	2014-15	Change	2014-15	2015-16	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	219.3	213.6	-2.6	213.6	227.8	+6.6
Pack from Fruit	484.3	436.2	-9.9	2.8	1.1	-60.7
Imports^a	21.4	41.7	+94.9	10.0	13.3	+33.0
Availability	724.9	691.5	-4.6	226.3	242.2	+7.0
Movement^b	508.0	457.0	-10.0	72.4	69.9	-3.5
Bulk	57.2	36.2	-36.7	5.5	5.6	+1.8
Packaged	450.9	420.8	-6.7	67.0	64.3	-4.0
Ending Inventory	213.6	227.8	+6.6	153.9	171.1	+11.2
Bulk	207.1	221.6	+7.0	146.1	165.0	+12.9
Packaged	6.5	6.2	-4.6	7.8	6.1	-21.8
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carryover – STD^c	21.9	25.9	+18.3	17.0	19.6	+15.3

^aAlso includes domestic receipts by members of non-Florida product, foreign imports, reprocessed tangerine juice, FCOJ used in chilled OJ, net loss or gain during reprocessing and adjustments.

^bExcludes evaporated COJ.

^dSeason-to-date weeks supply based on season-to-date movement.

U.S. Orange-Juice Imports^a

Season-to-Date (October)						
Country	Volume			Value/SSG ^c		
	2014-15	2015-16	Change	2014-15	2015-16	Change
	-- million SSE gallons --		-- % --	-- \$/SSE gallon --		-- % --
TOTAL OJ						
Brazil	48.80	19.47	-60.1	1.20	0.96	-20.0
CBI ^b	0.09	0.30	+233.3	1.90	1.66	-12.6
Mexico	4.45	2.48	-44.3	1.87	2.08	+11.2
Other	0.65	0.54	-16.9	3.08	2.47	-19.8
TOTAL	53.98	22.79	-57.8	1.28	1.13	-11.7
NFC OJ						
Brazil	7.08	4.11	-41.9	1.36	1.66	+22.1
CBI ^b	0.00	0.00	N/A	0.00	0.00	N/A
Mexico	0.00	0.11	N/A	0.00	3.20	N/A
Other	0.08	0.00	-100.0	0.00	6.79	N/A
TOTAL	7.15	4.22	-41.0	1.39	1.70	+22.3

^aIncludes OJ with added vitamins and minerals.

^bIncludes Dominican Republic-Central America initiatives.

^cThe FOB value of the products reported by the exporter, which does not include duties, freight, custom fees or other charges, divided by the reported number of single strength gallons.

SOURCE: U.S. Department of Commerce.

U.S. Orange-Juice Exports^{a,b}

Season-to-Date
(October)

Country	Volume			Value/SSG ^c		
	2014-15	2015-16	Change	2014-15	2015-16	Change
	- - million SSE gallons - -		- % -	- - \$/SSE gallon - -		- % -
Canada	6.11	3.90	-36.2	3.15	5.18	+64.4
Europe	0.63	0.06	-90.5	2.96	3.54	+19.6
Japan	0.06	0.06	+0.0	3.47	3.05	-12.1
Other	1.92	2.21	+15.1	3.17	3.23	+1.9
TOTAL	8.72	6.23	-28.6	3.14	4.45	+41.7

^aIncludes OJ with added vitamins and minerals.

^bFDOC Processor exports of OJ for the 2015-16 season were down 71.1%, season-to-date through 11/28/2015.

^cThe FOB value of the products reported by the exporter, which does not include duties, freight, custom fees or other charges, divided by the reported number of single strength gallons.

SOURCE: U.S. Department of Commerce.

Non-FDOC Processor FCOJ Disappearance Index

Item	Season-to-Date (October)		
	2014-15	2015-16	Change
	- million SSE gallons -		- % -
Beginning Inventory^a	24.2	27.9	+15.3
Foreign Imports^b	<u>20.9</u>	<u>6.9</u>	<u>-67.0</u>
Availability^c	45.1	34.8	-22.8
Ending Inventory^a	<u>26.4</u>	<u>19.5</u>	<u>-26.1</u>
Non-FDOC Proc. FCOJ Disappearance^d	18.7	15.2	-18.7

^aNational Agricultural Statistics Service (NASS), U.S. FCOJ cold storage minus FDOC Processor, FCOJ inventory, as reported in NASS-USDA, "Cold Storage" reports and FDOC Processor weekly reports.

^bU.S. Department of Commerce, FCOJ imports (excludes bonded product) minus FDOC Processor, FCOJ foreign product imported by members (includes bonded product).

^cBeginning inventory and imports.

^dNon-FDOC Processor FCOJ Disappearance is a partial Measure of non-Florida presumed consumption that does not include U.S. production from States other than Florida or U.S. exports.

NOTE: The difference between the 23.0 Million Gallon Ending Inventory reported in November 2015 Economic Indicators and the 27.9 Million Gallon Starting inventory reported in December 2015 Economic Indicators is due to the inclusion of the 53rd week of the 2014-15 season.

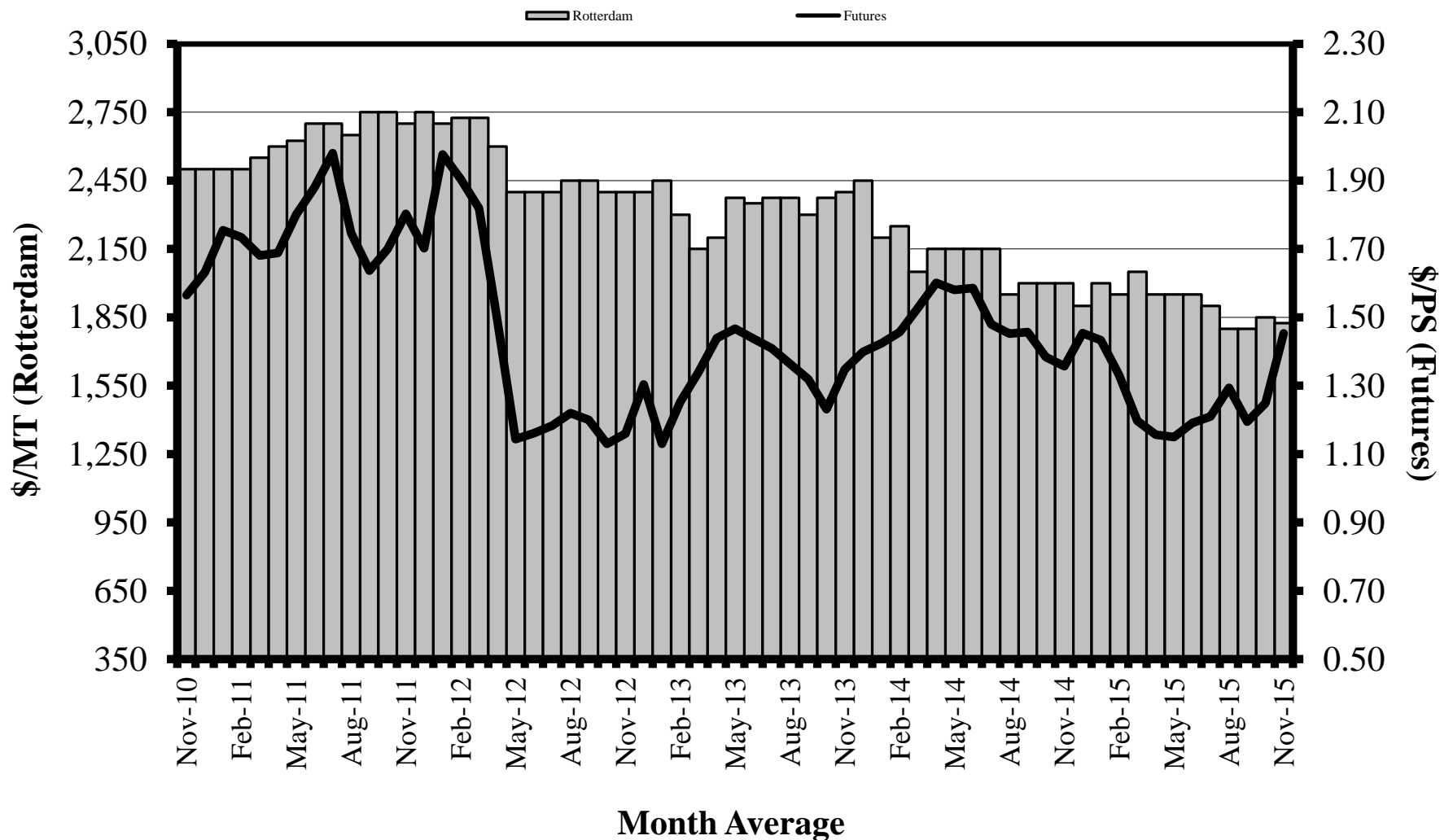
U.S. Retail Orange Juice Sales

Expanded All Outlets Combined (xAOC)^a

ITEM	Volume			Price		
	2013-14	2014-15	Change	2013-14	2014-15	Change
	- million SSE gallons -		%	- \$/SSE gallon -		%
FULL SEASON RESULTS for the PREVIOUS TWO SEASONS						
Refrigerated	502.10	468.92	-6.6	6.35	6.62	+4.3
NFC	310.64	292.21	-5.9	7.27	7.62	+4.8
RECON	191.46	176.71	-7.7	4.87	4.96	+1.8
FCOJ	23.41	21.35	-8.8	4.89	4.95	+1.2
Shelf Stable	0.67	0.56	-16.4	8.89	9.12	+2.6
TOTAL	526.05	490.83	-6.7	6.29	6.55	+4.1
SEASON-TO-DATE through 10/31/2015, TOP LINE REPORT #1						
	2014-15	2015-16	Change	2014-15	2015-16	Change
Refrigerated	37.71	36.85	-2.3	6.53	6.58	+0.8
NFC	23.27	22.86	-1.8	7.49	7.65	+2.1
RECON	14.44	13.98	-3.2	4.99	4.83	-3.2
FCOJ	1.73	1.57	-9.2	4.88	4.96	+1.6
Shelf Stable	0.05	0.04	-20.0	9.29	8.85	-4.7
TOTAL	39.49	38.46	-2.6	6.46	6.52	+0.9

a Expanded All Outlets Combined (xAOC) is a new Nielsen retail universe. xAOC data are for U.S. grocery stores doing \$2 million and greater annual sales, drug stores doing \$1 million and greater annual sales, mass merchandisers, Walmart, club (Sam's and BJ's), dollar stores (Dollar General, Family Dollar and Fred's), and military/DECA. Walmart data is now point-of sale (POS) data; previously, it was panel data. All periods in this report have been restated with the new POS data. Previous reports will not be compatible with this report.

FCOJ Futures & Rotterdam Monthly Average Prices November 2010 through November 2015



FCOJ Prices

November

Item	2014	2015	Change
	- - - - \$/pounds solids - - - -		- - % - -
FCOJ Futures	1.36	1.45	+6.6
	- - - - \$/metric ton - - - -		
FCOJ Rotterdam	2,000	1,825	-8.8

SOURCES: Intercontinental Exchange, Inc. (Futures); *Foodnews* (Rotterdam).

FDOC Processor Delivered-In Prices

Report #8– Week Ending 11/28/15

Variety	Season-to-Date		
	2014-15	2015-16	Change
	-----\$/PS-----		
Early & Midseason ^a	\$1.26	\$1.57	+24.6
Valencias ^b	N/A	N/A	N/A
White Grapefruit	N/A	N/A	N/A
Red Grapefruit	N/A	N/A	N/A

^aFinal priced, combined for STD, Spot & Contract for Week.

^bSpot & Contract.

Sao Paulo Processed Orange Spot Prices

Monthly Average and Season-to-Date

Season	November Average		Season-to-Date (Jul - Nov) ^a	
	Price	Change from Year Ago	Price	Change from Year Ago
	-- \$/box ^b --	-- % --	-- \$/box ^b --	-- % --
2013-14	3.48	+10.5	3.19	-5.6
2014-15	3.96	+13.8	4.24	+32.9
2015-16	3.67	-7.3	3.28	-22.6

^a Unweighted average of monthly prices.

^b In U.S. dollars as reported at the CEPEA website.

Florida Fresh Orange and Specialty Fruit Shipments and FOB Prices, Season-to-Date

Variety	Shipments thru 11/15/15			FOB Price thru 11/15/15		
	2014-15 STD	2015-16 STD	Change	2014-15 STD	2015-16 STD	Change
	-- 1,000 4/5-bu. cartons --		- % -	----- \$/carton -----		- % -
Early, Mids & Temples^a	630	618	-1.9	12.93	15.80	+22.2
Navel	438	291	-33.6	18.33	20.71	+13.0
Valencia	0	17	N/A	N/A	N/A	N/A
Tangelo	51	9	-82.4	12.84	15.22	+18.5
Early Tangerines^b	871	582	-33.2	19.34	23.25	+20.3
Honey	0	0	N/A	N/A	N/A	N/A
TOTAL	1,990	1,517	-23.8			

^aPrices for Early & Mids.

^bPrices for Sunburst

SOURCE: Citrus Administrative Committee

Selected Competitive Fresh Fruit Shipments

U.S. Clementine and Tangerine Imports			Texas Fresh Grapefruit Shipments		
2014-15	2015-16	Change	2014-15	2015-16	Change
August - October			STD – 11/28/2015		
- - - - million pounds - - - -		- % -	- - thousand 7/10-bu. cartons - -		- % -
117.42	160.05	+36.3	1,271	990	-22.1

SOURCE: U.S. Department of Commerce.

SOURCE: Texas Valley Citrus Committee.

Florida FCGJ Availability, Movement and Inventory

Item	Prior Season Comparison (October - September)			Season-to-Date 11/28/2015 (FDOC Processor Week 8)		
	2013-14	2014-15	Change	2014-15	2015-16	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	20.6	18.8	-8.7	9.7	16.1	+66.0
Pack from Fruit	22.5	17.7	-21.3	2.0	1.7	-15.0
Imports^a	--	--	N/A	0.0	0.0	N/A
Availability	43.1	36.5	-15.3	11.7	17.8	+52.1
Movement	25.6	23.6	-7.8	3.3	3.0	-9.1
Bulk	25.3	23.4	-7.5	3.2	3.0	-6.3
Packaged	0.4	0.2	-50.0	0.0	0.0	N/A
Ending Inventory	18.9	16.1	-14.8	19.4	15.6	-19.6
Bulk	18.8	16.1	-14.4	19.3	15.6	-19.2
Packaged	0.0	0.0	N/A	0.0	0.0	N/A
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carryover – STD^b	38.3	35.5	-7.3	47.6	42.0	-11.8

^aAlso includes domestic receipts by members of non-Florida product, foreign imports, reprocessed tangerine juice, chilled GJ used in FCGJ, net loss or gain during reprocessing and adjustments.

^bSeason-to-date weeks supply based on season-to-date movement.

Florida SSGJ Availability, Movement and Inventory

Item	Prior Season Comparison (October - September)			Season-to-Date 11/28/15 (FDOC Processor Week 8)		
	2013-14	2014-15	Change	2014-15	2015-16	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	11.2	12.2	+8.9	12.2	9.5	-22.1
Pack from Fruit	19.3	14.9	-22.8	0.0	0.0	N/A
Imports ^a	0.0	1.1	+100	-0.1	0.0	+100
Availability	30.5	28.1	-7.9	12.1	9.5	-21.5
Movement	16.8	16.9	+0.6	2.3	2.5	+8.7
Bulk	4.4	4.5	+2.3	0.1	0.7	+600
Packaged	12.4	12.4	.0	2.3	1.8	-21.7
Ending Inventory	12.2	9.5	-22.1	8.1	7.0	-13.6
Bulk	11.9	9.3	-21.8	7.8	6.8	-12.8
Packaged	0.2	0.2	.0	0.3	0.2	-33.3
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carryover – STD^b	37.7	29.4	-22.0	27.7	22.5	-18.8

^aAlso includes domestic receipts by members of non-Florida product, foreign imports, reprocessed tangerine juice, FCGJ used in chilled GJ, net loss or gain during reprocessing and adjustments.

^bSeason-to-date weeks supply based on season-to-date movement.

U.S. Grapefruit-Juice Exports^{a,b}

Season-to-Date (October)

Country	Volume			Value/SSG ^c		
	2014-15	2015-16	Change	2014-15	2015-16	Change
	-- million SSE gallons --		-- % --	-- \$/SSE gallon --		-- % --
Canada	0.14	0.15	+7.1	4.94	2.83	-42.7
Europe	0.10	0.41	+310.0	6.64	2.52	-62.0
Japan	0.28	0.26	-7.1	3.31	5.42	+63.7
Other	0.09	0.13	+44.4	3.41	5.90	+73.0
TOTAL	0.60	0.95	+58.3	4.24	3.82	-9.9

^a SOURCE: U.S. Department of Commerce.

^bFDOC Processor exports of GJ for the 2015-16 season were down 58.5%, season-to-date through 11/28/2015.

^cThe FOB value of the products reported by the exporter, which does not include duties, freight, custom fees or other charges, divided by the reported number of single strength gallons.

U.S. Retail Grapefruit Juice Sales

Expanded All Outlets Combined (xAOC)^a

ITEM	Volume			Price		
	2013-14	2014-15	Change	2013-14	2014-15	Change
	- million SSE gallons -		%	- \$/SSE gallon -		%
FULL SEASON RESULTS for the PREVIOUS TWO SEASONS						
Refrigerated	10.99	10.69	-2.7	7.45	7.70	+3.4
NFC	10.10	9.75	-3.5	7.57	7.86	+3.8
RECON	5.11	4.97	-2.7	6.34	6.36	+0.3
FCGJ	0.32	0.18	-43.8	4.61	5.25	+13.9
Shelf Stable	10.99	10.69	-2.7	7.45	7.70	+3.4
TOTAL	15.53	14.90	-4.1	7.11	7.33	+3.1
SEASON-TO-DATE through 10/31/2015, TOP LINE REPORT #1						
	2014-15	2015-16	Change	2014-15	2015-16	Change
Refrigerated	0.87	0.82	-5.7	7.71	7.73	+0.3
NFC	0.79	0.74	-6.3	7.88	7.87	-0.1
RECON	0.08	0.08	0.0	6.11	6.40	+4.7
FCGJ	0.02	0.01	-50.0	5.12	4.99	-2.5
Shelf Stable	0.33	0.30	-9.1	6.41	6.56	+2.3
TOTAL	1.22	1.13	-7.4	7.33	7.39	+0.8

a Expanded All Outlets Combined (xAOC) is a new Nielsen retail universe. xAOC data are for U.S. grocery stores doing \$2 million and greater annual sales, drug stores doing \$1 million and greater annual sales, mass merchandisers, Walmart, club (Sam's and BJ's), dollar stores (Dollar General, Family Dollar and Fred's), and military/DECA. Walmart data is now point-of sale (POS) data; previously, it was panel data. All periods in this report have been restated with the new POS data. Previous reports will not be compatible with this report.

Florida Fresh Grapefruit Shipments, Season-to-Date through 11/15/15

Shipments/Variety	2014-15 Season-to-Date	2015-16 Season-to-Date	Change
- - - 1,000 4/5-bu. Cartons - - -			- % -
Domestic & Canadian – All	1,167	885	-24.2
White	15	10	-33.3
Colored	1,151	875	-24.0
Offshore Exports – All	1,258	1,067	-15.2
White	302	184	-39.1
Colored	956	883	-7.6
TOTAL - All	2,424	1,952	-19.5
White	316	193	-38.9
Colored	2,108	1,759	-16.6

SOURCE: DFVI, Florida Dept of Agriculture

Florida Fresh Grapefruit Domestic and Export Certified Shipments, Season-to-Date through 11/15/15

Country	2014-15 Season-to-Date	2015-16 Season-to-Date	Change
- - - - thousand cartons - - - -			- - % - -
United States	991	725	-26.8
Canada	176	160	-9.1
Europe	492	441	-10.4
Japan	616	462	-25.0
Other	149	164	+10.1
TOTAL	2,424	1,952	-19.5

Source: Florida Department of Citrus

Florida Fresh Grapefruit Domestic FOB Prices

Season-to-Date through 11/15/2015

Variety	FOB Price		
	2014-15 Season-to-Date	2015-16 Season-to-Date	Change
	----- \$/carton-----		-- % --
TOTAL			
White	12.12	16.69	+37.7
Colored	11.03	14.66	+32.9

SOURCE: Citrus Administrative Committee.

Foreign Exchange Rates Per \$US

Date	Euro	Real	Yen
ANNUAL			
2010	0.7546	1.7535	87.78
2011	0.7188	1.6698	79.70
2012	0.7781	1.9508	79.79
2013	0.7532	2.1546	97.58
2014	0.7535	2.3475	105.84
2014 (thru 12/06/2014)	0.7494	2.3254	104.87
2015 (thru 12/06/2015)	0.9002	3.2895	121.01
% Change	+20.1	+41.5	+15.4
WEEK ENDING 12/06/2015			
2014	0.8075	2.5645	119.58
2015	0.9316	3.7988	123.03
% Change	+15.4	+48.1	+2.9