FLORIDA DEPARTMENT OF CITRUS

Florida Citrus Economic & Market Indicators
July 2017

Florida Department of Citrus
Economic and Market Research

THERE'S AMAZING INSIDE
FLORIDA CITRUS®

Florida Citrus Economic & Market Indicators

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Summary Comments

- Brazil’s OJ exports for 2016-17 Brazilian season (July - June) were down 16.9 from the previous year with exports to the NAFTA region, Europe and the Far East down 12.3, down 21.4 and down 9.0, respectively.
- Season-to-date through 07/01/17, Florida FCOJ availability, movement and ending inventories were down 10.7%, up 1.4%,, and down 22.9% respectively, from last season.
- Season-to-date through 07/01/17, Florida SSOJ availability, movement and ending inventories were down 9.1%, down 7.5%,, and down 10.1% respectively, from last season.
- For October through May of the 2016-17 season, U.S. OJ imports and exports were up 7.7% and down 14.8% from last season, respectively. Season-to-date though 07/01/17, Florida OJ exports were up 61.1% (FDOC Processors Report).
- For October through April of the 2016-17 season, Non-FDOC Processor FCOJ disappearance, based on FCOJ inventories and imports, was down 13.1%.
- Season-to-date through 06/10/17, 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 7.4% from the previous season, with the NFC price down 4.1%, the Recon price down 6.5% and the overall OJ price down 4.9%.
- The average FCOJ Futures price was $1.37/PS down $-0.29/PS from last year, while the Rotterdam price was at an estimated $2300/MT, up $200/MT from last year.
- Season-to-date through 03/04/17, the delivered-in price for early and midseason oranges was $2.41/PS, up $0.52/PS from last season. Late season Orange Prices have not been released through 07/01/17.
- Season to date through 07/07/17, fresh orange and specialty citrus shipments were down 28.0%, from last season.
- From August through May of the 2016-17 season, clementine and tangerine imports were up 5.7% relative to last season. Season-to-date through 05/06/17, Texas fresh grapefruit shipments were up 8.8% relative to last season.
- Season-to-date through 07/01/17, Florida FCGJ availability, movement and ending inventories were down 16.9%, down 8.0%,, and down 30.0% respectively, from last season.
- Season-to-date through 07/01/17, Florida SSGJ availability, movement and ending inventories were down 9.9%, down 8.3%,, and down 11.5% respectively, from last season.
- For October through May of the 2016-17 season, U.S. GJ exports were down 11.4%. Season-to-date through 07/01/17, Florida GJ exports were down 20.4% (FDOC Processors report).
- Season-to-date through 06/10/17, 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 3.4% from the previous season, with the overall GJ price up 1.1%.
- Season-to-date through 07/07/17, Florida fresh grapefruit shipments were down 28.5% from last season, with Domestic/Canadian shipments down 30.6% and offshore shipments down 26.4% (DFVI). Shipments to Europe and Japan were down 26.3% and down 25.6%, respectively. Domestic FOB prices (CAC) for fresh white and red/pink grapefruit were equal to the previous season and up 3.8%, respectively.
- For the month of June versus the same period last year, the Euro/USD, Real/USD, and Yen/USD exchange rates were up 0.6%, down 3.9%, and up 5.3% respectively.

Brazil Orange Juice Exports

Destination	Season-to-Date (July - June)		
	2015-16	2016-17	Change
	-million SSE Gallons[a]-		- % -
NAFTA[b]	278.9	244.6	-12.3
Europe[c]	1125.1	884.8	-21.4
Far East[d]	124.8	113.5	-9.0
Others	81.9	96.2	+17.4
Total	1610.6	1339.1	-16.9

[a]Assumes 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.

[b]U.S., Canada, and Mexico.

[c]Russia, Ukraine, and Turkey are included in Europe.

[d]China, Japan, Taiwan, Hong Kong, Macau, South Korea, North Korea, Philippines, and Vietnam.

SOURCE: Secretary of External Commerce - Brazil

Florida FCOJ Availability, Movement and Inventory

Item	Prior Season Comparison (October - September)			Season-to-Date 07/01/17 (FDOC Processor Week 39)		
	2014-15	2015-16	Change	2015-16	2016-17	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	**274.1**	**289.3**	**+5.5**	**289.3**	**219.0**	**-24.3**
Pack from Fruit	**120.0**	**92.6**	**-22.9**	**92.6**	**74.5**	**-19.5**
Imports[a]	**259.7**	**203.5**	**-21.6**	**177.6**	**206.3**	**+16.2**
Availability	**653.8**	**585.3**	**-10.5**	**559.4**	**499.8**	**-10.7**
Movement	**364.6**	**366.3**	**+0.5**	**281.7**	**285.6**	**+1.4**
Bulk	278.2	285.3	+2.6	218.9	230.9	+5.5
Packaged	86.4	81.0	-6.2	62.7	54.7	-12.8
Ending Inventory	**289.3**	**219.0**	**-24.3**	**277.8**	**214.2**	**-22.9**
Bulk	281.4	212.2	-24.6	270.3	207.4	-23.3
Packaged	7.8	6.8	-13.2	7.5	6.8	-9.5
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD[b]	**41.3**	**31.1**	**-24.6**	**38.5**	**29.2**	**-24.0**

[a] Also 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.

[b] Season-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 07/01/17 (FDOC Processor Week 39)		
	2014-15	2015-16	Change	2015-16	2016-17	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	**213.6**	**228.4**	**+6.9**	**228.4**	**202.8**	**-11.2**
Pack from Fruit	**436.2**	**361.0**	**-17.2**	**360.8**	**320.5**	**-11.2**
Imports[a]	**41.7**	**46.4**	**+11.1**	**35.0**	**44.3**	**+26.5**
Availability	**691.5**	**635.8**	**-8.1**	**624.3**	**567.6**	**-9.1**
Movement[b]	**457.0**	**427.5**	**-6.5**	**331.3**	**306.5**	**-7.5**
Bulk	36.2	31.0	-14.3	25.1	21.5	-14.5
Packaged	420.8	396.4	-5.8	306.2	285.0	-6.9
Ending Inventory	**227.8**	**202.8**	**-11.0**	**287.5**	**258.5**	**-10.1**
Bulk	221.6	196.2	-11.5	280.3	252.1	-10.1
Packaged	6.2	6.6	+6.4	7.1	6.5	-9.5
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD[c]	**25.9**	**24.7**	**-4.8**	**33.8**	**32.9**	**-2.8**

[a]Also 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.

[b]Excludes evaporated COJ.

[c]Season-to-date weeks supply based on season-to-date movement.

U.S. Orange Juice Imports[a]

Country	Volume			FOB Value/SSG[c]		
	Season-to-Date October - May					
	2015-16	2016-17	Change	2015-16	2016-17	Change
TOTAL OJ						
	- million SSE gallons -		- % -	- million SSE gallons -		- % -
Brazil	146.71	149.44	+1.9	1.11	1.41	+27.0
CBI[b]	23.07	18.31	-20.6	1.73	2.13	+23.1
Mexico	126.66	148.45	+17.2	1.63	2.28	+39.9
Other	4.39	7.67	+74.7	2.49	2.61	+4.8
TOTAL	**300.83**	**323.87**	**+7.7**	**1.40**	**1.88**	**+34.3**
NFC OJ						
Brazil	38.69	50.78	+31.2	1.47	1.46	-0.7
CBI[b]	0.00	0.04	N/A	0.00	2.74	N/A
Mexico	11.65	17.34	+48.8	2.64	2.85	+8.0
Other	0.05	0.10	+100.0	4.46	2.83	-36.5
TOTAL	**50.38**	**68.26**	**+35.5**	**1.74**	**1.81**	**+4.0**

[a]Includes OJ with added vitamins and minerals.
[b]Includes Dominican Republic-Central America initiatives.
[c]The 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]

Country	Season-to-Date October - May					
	Volume			FOB Value/SSG[c]		
	2015-16	2016-17	Change	2015-16	2016-17	Change
	- million SSE gallons -		- % -	- $/SSE gallon -		- % -
Canada	32.00	26.23	-18.0	5.02	4.94	-1.6
Europe	14.22	17.58	+23.6	2.08	2.65	+27.4
Japan	0.59	0.39	-33.9	3.46	3.94	+13.9
Other	21.14	13.69	-35.2	3.44	4.31	+25.3
TOTAL	67.95	57.89	-14.8	3.90	4.09	+4.9

[a]Includes OJ with added vitamins and minerals.
[b]FDOC Processor exports of OJ for the 2015-16 season were up 116.7%, season-to-date through 02/27/2016.
[c]The 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 - April		
	2015-16	2016-17	Change
	- million SSE gallons -		- % -
Beginning Inventory[a]	28.0	33.3	+19.0
Foreign Imports[b]	98.8	76.3	-22.8
Availability[c]	126.8	109.6	-13.6
Ending Inventory[a]	37.7	32.2	-14.7
Non-FDOC Processor FCOJ Disappearance[d]	89.1	77.4	-13.1

[a]National 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.

[b]U.S. Department of Commerce, FCOJ imports (excludes bonded product) minus FDOC Processor, FCOJ foreign product imported by members (includes bonded product).

[c]Beginning inventory and imports.

[d]Non-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.

U.S. Retail Orange Juice Sales

Expanded All Outlets Combined (xAOC)[a]

Item	Volume Sales			Dollar Sales			Price/Eq Gallon		
	2014-15	2015-16	Change	2014-15	2015-16	Change	2014-15	2015-16	Change
	- million SSE gallons -		- % -	- million dollars -		- % -	- $/SSE gallon -		- % -
Full Season Results for the Previous Two Seasons									
Refrigerated	**468.33**	**444.68**	**-5.0**	**3,097.99**	**2,940.15**	**-5.1**	**6.62**	**6.61**	**0.0**
NFC	291.59	281.16	-3.6	2,221.56	2,134.63	-3.9	7.62	7.59	-0.4
RECON	176.74	163.52	-7.5	876.43	805.52	-8.1	4.96	4.93	-0.7
FCOJ	**21.24**	**19.19**	**-9.6**	**105.29**	**94.21**	**-10.5**	**4.96**	**4.91**	**-1.0**
Shelf Stable	**0.56**	**0.36**	**-35.1**	**5.07**	**3.23**	**-36.3**	**9.11**	**8.95**	**-1.8**
TOTAL	**490.12**	**464.23**	**-5.3**	**3,208.35**	**3,037.59**	**-5.3**	**6.55**	**6.54**	**0.0**
Season-to-Date through 06/10/17, Topline Report #09									
	2015-16	**2016-17**	**Change**	**2015-16**	**2016-17**	**Change**	**2015-16**	**2016-17**	**Change**
Refrigerated	**320.57**	**297.01**	**-7.4**	**2,113.81**	**2,013.17**	**-4.8**	**6.59**	**6.78**	**+2.8**
NFC	203.21	191.76	-5.6	1,534.50	1,471.60	-4.1	7.55	7.67	+1.6
RECON	117.37	105.25	-10.3	579.31	541.57	-6.5	4.94	5.15	+4.2
FCOJ	**13.73**	**12.46**	**-9.3**	**67.83**	**62.49**	**-7.9**	**4.94**	**5.02**	**+1.6**
Shelf Stable	**0.26**	**0.21**	**-18.8**	**2.37**	**1.89**	**-20.2**	**8.95**	**8.80**	**-1.6**
TOTAL	**334.57**	**309.68**	**-7.4**	**2,184.01**	**2,077.55**	**-4.9**	**6.53**	**6.71**	**+2.8**

Source: Nielsen. xAOC = Expanded All Outlets Combined. xAOC data consists of POS data for U.S. grocery stores doing $2 million and greater annual sales, drug stores doing $1 million and greater annual sales, mass merchandisers (like Target), Walmart, club (Sam's and BJ's), dollar stores (Dollar General, Family Dollar and Fred's), and military/DECA.

U.S. Retail NFC Orange Juice
Promotional Pricing (xAOC)

Unit Sizes	Average Price Per Unit			Average Price Per Eq. Gallon		
	16 Week Period Ending			16 Week Period Ending		
	06/13/15	06/11/16	06/10/17	06/13/15	06/11/16	06/10/17
Non-Promotional Price						
NFC <11 oz	$4.09	$3.88	$3.84	$12.47	$12.23	$12.04
NFC 11-20 oz	$1.67	$1.77	$1.87	$16.91	$15.88	$15.95
NFC 20-50 oz	$3.68	$3.78	$3.85	$13.72	$14.02	$14.49
NFC 50-70 oz	$3.84	$3.80	$3.79	$7.89	$7.82	$7.84
NFC 70-110 oz	$5.98	$5.77	$5.86	$8.61	$8.30	$8.42
NFC >110 oz	$6.67	$6.52	$6.41	$6.81	$6.62	$6.41
Promotional Price[a]						
NFC <11 oz	$3.35	$2.74	$3.61	$9.69	$8.89	$10.66
NFC 11-20 oz	$1.24	$1.27	$1.29	$13.40	$13.76	$13.61
NFC 20-50 oz	$3.12	$3.20	$2.82	$11.52	$11.77	$10.63
NFC 50-70 oz	$3.10	$3.03	$3.07	$6.71	$6.57	$6.59
NFC 70-110 oz	$5.35	$5.29	$5.46	$7.70	$7.61	$7.85
NFC >110 oz	$6.54	$6.04	$6.34	$6.74	$6.07	$6.34

Source: Nielsen. xAOC = Expanded All Outlets Combined. xAOC data consists of POS data for U.S. grocery stores doing $2 million and greater annual sales, drug stores doing $1 million and greater annual sales, mass merchandisers (like Target), Walmart, club (Sam's and BJ's), dollar stores (Dollar General, Family Dollar and Fred's), and military/DECA.

[a]Promotional prices includes features, displays, and combined feature and display prices. Temporary price reductions (TPR) are not included in promotional prices.

U.S. Retail NFC Orange Juice
Sales by Unit Size (xAOC)

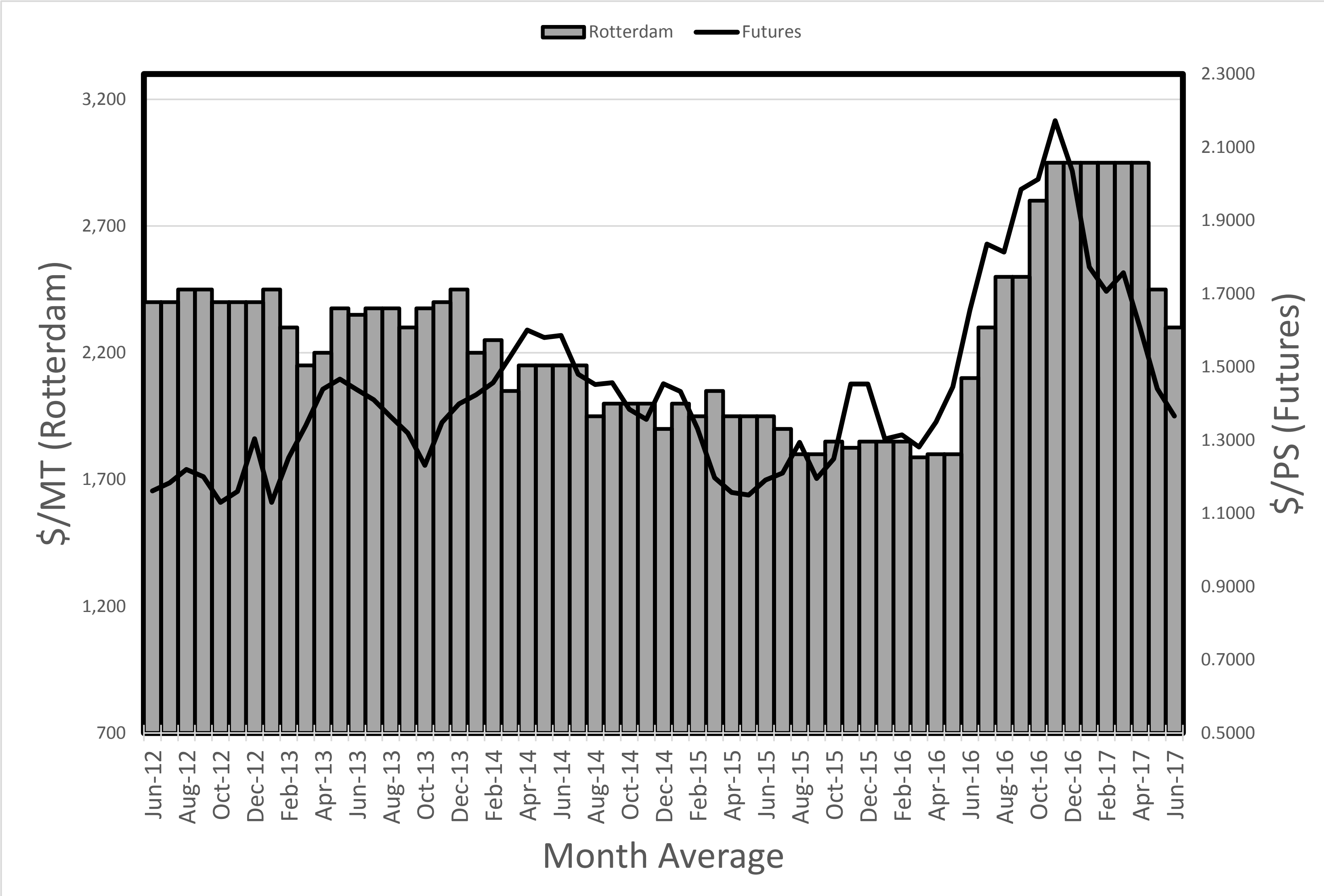
Unit Sizes	Dollar Sales 16 Week Period Ending			Gallon Sales 16 Week Period Ending		
	06/13/15	06/11/16	06/10/17	06/13/15	06/11/16	06/10/17
NFC <11 oz	$10,530,449	$10,995,862	$10,924,303	877,574	929,959	918,837
NFC 11-20 oz	$26,540,889	$30,058,037	$31,044,230	1,689,409	1,973,058	2,023,473
NFC 20-50 oz	$8,091,943	$9,015,965	$7,387,430	604,086	657,485	546,666
NFC 50-70 oz	$449,763,343	$425,050,873	$407,734,595	62,027,888	59,082,580	56,194,059
NFC 70-110 oz	$133,309,769	$135,823,661	$137,299,109	16,100,810	16,911,114	16,594,465
NFC >110 oz	$47,430,437	$38,198,075	$28,103,057	6,976,079	5,867,674	4,392,229
% Sold on Promotion[a]						
NFC <11 oz	13.6%	9.2%	10.0%	16.8%	12.3%	11.2%
NFC 11-20 oz	29.1%	27.6%	23.0%	34.1%	30.6%	25.9%
NFC 20-50 oz	12.6%	11.6%	19.8%	14.6%	13.5%	25.2%
NFC 50-70 oz	50.2%	45.5%	42.4%	54.2%	49.8%	46.7%
NFC 70-110 oz	33.3%	37.1%	24.6%	35.9%	39.1%	26.0%
NFC >110 oz	11.5%	18.6%	10.7%	11.6%	20.0%	10.8%

Source: Nielsen. xAOC = Expanded All Outlets Combined. xAOC data consists of POS data for U.S. grocery stores doing $2 million and greater annual sales, drug stores doing $1 million and greater annual sales, mass merchandisers (like Target), Walmart, club (Sam's and BJ's), dollar stores (Dollar General, Family Dollar and Fred's), and military/DECA.

[a]Promotional prices includes features, displays, and combined feature and display prices. Temporary price reductions (TPR) are not included in promotional prices.

FCOJ Futures & Rotterdam Monthly Average Prices

June 2012 through June 2017



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FCOJ Prices

June

Item	2016	2017	Change
	- $ / PS -		- % -
FCOJ Futures	1.6550	1.3662	-17.5
	- $ / MT -		
FCOJ Rotterdam	2100	2300	+9.5

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

FDOC Processor Delivered-In Prices

Variety	STD Prices Reported for Canner's A		
	2015-16	2016-17	Change
	- $ / PS -		- % -
Early & Midseason Oranges[a]	$1.89	$2.41	+27.4
Late Season Oranges[b]	$2.15	N/A	N/A
White Grapefruit[c]	$1.83	$2.07	+13.1
Red/Pink Grapefruit[c]	$1.89	$2.39	+26.4

[a] 2016-17 Season final price from 03/04/17. 2015-16 Season final price from 02/20/16.

[b] 2016-17 STD price through 07/01/17. 2015-16 Season final price from 05/28/16.

[c] 2016-17 Season final price from 05/13/17. 2015-16 Season final price from 04/23/16.

Sao Paulo Processed Orange Spot Prices
Monthly Average and Season-to-Date

Season	June Average		Season-to-Date[a] (July - June)	
	Price	Change from Year Ago	Price	Change from Year Ago
	- $ / box[b] -	- % -	- $ / box[b] -	- % -
2014-15	3.15		3.83	
2015-16	5.5	+74.6	3.65	-4.7
2016-17	4.89	-11.1	5.70	+56.0

[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 through 07/07/17			FOB Price through 05/14/17		
	2015-16 STD	2016-17 STD	Change	2015-16 STD	2016-17 STD	Change
	- 1,000 of 4/5 bu. cartons -		- % -	- $ / carton -		- % -
Early & Mid Oranges	2,101	1,495	-28.9	14.25	14.92	+4.7
Navel	1,052	728	-30.8	19.17	17.01	-11.3
Valencia	2,829	2,071	-26.8	13.98	16.72	+19.6
Tangelo	414	253	-38.8	15.36	13.25	-13.7
Early Tangerines[a]	1,071	911	-14.9	23.96	24.38	+1.8
Honey / Murcotts	765	492	-35.7	26.26	26.28	+0.1
Royal Tangerines / Temples	122	66	-45.5	21.60	20.70	-4.2
TOTAL	8,354	6,017	-28.0			

Source: Fresh fruit shipments as reported by FDACS. FOB prices as released by the Citrus Administrative Committee.

[a]Prices for Sunburst.

Selected Competitive Fresh Fruit Shipments

U.S. Clementine and Tangerine Imports			Texas Fresh Grapefruit Shipments		
2015-16	2016-17	Change	2015-16	2016-17	Change
August - May			STD - 05/06/17		
- million pounds -		- % -	- thousand 7/10 bu. Cartons -		- % -
322.6	340.8	+5.7	4,787	5,209	+8.8
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 07/01/17 (FDOC Processor Week 39)		
	2014-15	2015-16	Change	2015-16	2016-17	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	**18.8**	**16.1**	**-14.7**	**16.1**	**14.2**	**-11.3**
Pack from Fruit	**17.7**	**12.9**	**-27.3**	**12.9**	**8.5**	**-33.8**
Imports[a]	**0.0**	**0.0**	**N/A**	**0.0**	**1.3**	**N/A**
Availability	**36.5**	**28.9**	**-20.8**	**28.9**	**24.0**	**-16.9**
Movement	**23.6**	**17.7**	**-24.9**	**13.3**	**12.2**	**-8.0**
Bulk	23.4	17.6	-24.8	13.2	12.1	-8.0
Packaged	0.2	0.1	-46.8	0.1	0.1	-7.7
Ending Inventory	**16.1**	**14.3**	**-11.2**	**18.4**	**12.9**	**-30.0**
Bulk	16.1	14.2	-11.3	18.4	12.8	-30.1
Packaged	0.0	0.1	+43.7	0.0	0.0	+25.3
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over[b]	**35.5**	**42.1**	**+18.3**	**54.1**	**41.1**	**-23.9**

[a]Also 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.

[b]Season-to-date weeks supply based on season-to-date movement.

Florida SSGJ Availability, Movement and Inventory

Item	Prior Season Comparison Oct- Sep			Season-to-Date: 07/01/17 FDOC Processor Week 39		
	2014-15	2015-16	Change	2015-16	2016-17	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	**12.2**	**9.6**	**-21.4**	**9.6**	**9.6**	**+0.8**
Pack from Fruit	**14.9**	**14.0**	**-5.7**	**14.0**	**11.1**	**-20.6**
Imports[a]	**1.1**	**1.7**	**+54.6**	**1.7**	**2.0**	**+18.5**
Availability	**28.1**	**25.2**	**-10.2**	**25.3**	**22.8**	**-9.9**
Movement	**16.9**	**15.5**	**-8.4**	**11.9**	**10.9**	**-8.3**
Bulk	4.5	3.5	-22.5	2.8	1.9	-30.9
Packaged	12.4	12.0	-3.2	9.1	9.0	-1.5
Ending Inventory	**9.5**	**9.6**	**+1.3**	**13.4**	**11.8**	**-11.5**
Bulk	9.3	9.5	+2.2	13.2	11.7	-11.5
Packaged	0.2	0.1	-38.3	0.2	0.2	-9.7
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over[b]	**29.4**	**32.5**	**+10.6**	**43.8**	**42.3**	**-3.4**

[a]Also 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.

[b]Season-to-date weeks supply based on season-to-date movement.

U.S. Grapefruit Juice Exports[a,b]

Country	Season-to-Date October - May: Volume			FOB Value/SSG[c]		
	2015-16	2016-17	Change	2015-16	2016-17	Change
	- million SSE gallons -		- % -	- $/SSE gallon -		- % -
Canada	1.07	1.20	+12.1	4.49	3.59	-20.0
Europe	3.43	3.30	-3.8	2.67	2.85	+6.7
Japan	1.71	1.05	-38.6	4.05	5.06	+24.9
Other	1.30	1.11	-14.6	4.44	5.27	+18.7
TOTAL	7.52	6.66	-11.4	3.55	3.74	+5.4

[a] SOURCE: U.S. Department of Commerce.

[b]FDOC Processor exports of GJ for the 2015-16 season were down 27.2%, season-to-date through 02/27/2016.

[c]The 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 Sales			Dollar Sales			Price/Eq Gallon		
	2014-15	2015-16	Change	2014-15	2015-16	Change	2014-15	2015-16	Change
	- million SSE gallons -		- % -	- million dollars -		- % -	- $/SSE gallon -		- % -
Full Season Results for the Previous Two Seasons									
Refrigerated	**10.70**	**10.36**	**-3.2**	**82.24**	**79.84**	**-2.9**	**7.69**	**7.71**	**+0.2**
NFC	9.71	9.38	-3.4	76.13	73.50	-3.4	7.84	7.83	-0.1
RECON	0.99	0.98	-0.9	6.11	6.33	+3.6	6.20	6.48	+4.5
FCOJ	**0.18**	**0.18**	**+1.4**	**0.92**	**0.78**	**-16.0**	**5.25**	**4.36**	**-17.1**
Shelf Stable	**3.98**	**3.82**	**-3.9**	**25.63**	**24.48**	**-4.5**	**6.44**	**6.41**	**-0.6**
TOTAL	**14.86**	**14.38**	**-3.2**	**108.83**	**105.21**	**-3.3**	**7.33**	**7.32**	**-0.1**
Season-to-Date through 06/10/17, Topline Report #09									
	2015-16	**2016-17**	**Change**	**2015-16**	**2016-17**	**Change**	**2015-16**	**2016-17**	**Change**
Refrigerated	**7.30**	**7.01**	**-4.0**	**56.02**	**54.74**	**-2.3**	**7.67**	**7.81**	**+1.8**
NFC	6.62	6.41	-3.2	51.59	49.90	-3.3	7.80	7.79	-0.1
RECON	0.69	0.61	-11.8	4.43	4.85	+9.4	6.45	8.01	+24.0
FCOJ	**0.12**	**0.10**	**-15.3**	**0.56**	**0.47**	**-15.7**	**4.60**	**4.58**	**-0.5**
Shelf Stable	**2.64**	**2.61**	**-1.1**	**16.96**	**16.59**	**-2.2**	**6.42**	**6.34**	**-1.1**
TOTAL	**10.08**	**9.74**	**-3.4**	**73.62**	**71.84**	**-2.4**	**7.30**	**7.38**	**+1.1**

Source: Nielsen. xAOC = Expanded All Outlets Combined. xAOC data consists of POS data for U.S. grocery stores doing $2 million and greater annual sales, drug stores doing $1 million and greater annual sales, mass merchandisers (like Target), Walmart, club (Sam's and BJ's), dollar stores (Dollar General, Family Dollar and Fred's), and military/DECA.

Florida Fresh Grapefruit Shipments
Season-to-Date through 07/07/17

Destination/Variety	2015-16 STD	2016-17 STD	Change
	- 1,000 4/5-bu. cartons -		- % -
Domestic & Canadian - All	**4,445**	**3,084**	**-30.6**
White	75	69	-9.1
Red/Pink	4,370	3,015	-31.0
Offshore Exports - All	**4,626**	**3,405**	**-26.4**
White	905	629	-30.5
Red/Pink	3,721	2,776	-25.4
TOTAL - All	**9,071**	**6,489**	**-28.5**
White	980	698	-28.8
Red/Pink	8,091	5,791	-28.4

Source: DFVI, Florida Dept. of Agriculture

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Florida Fresh Grapefruit Shipments
Season-to-Date through 07/07/17

Country	2015-16 STD	2016-17 STD	Change
	- 1,000 4/5-bu. cartons -		- % -
United States	**3,791**	**2,660**	**-29.8**
Canada	**655**	**423**	**-35.3**
Europe	**1,926**	**1,420**	**-26.3**
Japan	**2,125**	**1,582**	**-25.6**
Other	**574**	**403**	**-29.7**
TOTAL - All	**9,071**	**6,489**	**-28.5**

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Domestic FOB Prices

Season-to-Date through 05/14/17

Variety	FOB Price		
	2015-16 STD	2016-17 STD	Change
	- $ / carton -		- % -
TOTAL[a]	**14.28**	**14.76**	**+3.4**
White	**16.36**	**16.36**	**0.0**
Red/Pink	**14.03**	**14.57**	**+3.8**

[a]Weighted average based on FDACS reporting of fresh fruit shipments.
Source: Citrus Administrative Committee

Foreign Exchange Rates Per USD

Date	Euro	Real	Yen
Annual			
2012	0.7780	1.953	79.80
2013	0.7532	2.156	97.56
2014	0.7536	2.353	105.84
2015	0.9013	3.329	121.02
2016	0.9042	3.492	108.91
2016 (through June)	0.8956	3.706	111.62
2017 (through June)	0.9242	3.178	112.36
% Change	+3.2	-14.2	+0.7
Average for Month of June			
2016	0.8859	3.427	105.26
2017	0.8909	3.293	110.83
% Change	+0.6	-3.9	+5.3