FLORIDA DEPARTMENT OF CITRUS

Florida Citrus Economic & Market Indicators September 2018

Florida Department of Citrus

Economic and Market Research

Florida Citrus Economic & Market Indicators

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THERE'S AMAZING INSIDE FLORIDA CITRUS

Summary Comments

- Brazil's OJ exports for 2018-19 Brazilian season (July - August) were down 5.9% from the previous year with exports to the NAFTA region, Europe and the Far East down 2.8%, down 4.5% and down 20.6%, respectively.
- Season-to-date through 09/01/18, Florida FCOJ availability, movement and ending inventories were up 2.3%, down 18.6%,, and up 42.7% respectively, from last season.
- Season-to-date through 09/01/18, Florida SSOJ availability, movement and ending inventories were down 15.9%, down 7.5%,, and down 30.6% respectively, from last season.
- For October through July of the 2017-18 season, U.S. OJ imports and exports were up 46.3% and down 44.6% from last season, respectively. Season-to-date though 09/01/18, Florida OJ exports were down 74.7% (FDOC Processors Report).
- For October through July of the 2017-18 season, Non-FDOC Processor FCOJ disappearance, based on FCOJ inventories and imports, was up 26.7%.
- Season-to-date through 09/01/18, 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 4.8% from the previous season, with the NFC price down 3.4%, the Recon price down 1.4% and the overall OJ price down 3.0%.
- The average FCOJ Futures price was $1.59/PS, up $0.24/PS from last year.
- Season-to-date through 02/10/18, the delivered-in price for early and midseason oranges was $2.59/PS, up $0.18/PS from last season. Early/Midseason Orange Prices have not been released through 09/01/18.Season-to-date through 43302, the delivered-in price for late season oranges was $2.75/PS, up $0.15/PS from last season.
- Season to date through 05/06/18, fresh orange and specialty citrus shipments were down 16.7%, from last season.
- From August through July of the 2017-18 season, clementine and tangerine imports were down 30.0% relative to last season. Season-to-date through 05/26/18, Texas fresh grapefruit shipments were down 1.8% relative to last season.
- Season-to-date through 09/01/18, Florida FCGJ availability, movement and ending inventories were down 33.0%, down 28.3%,, and down 41.7% respectively, from last season.
- Season-to-date through 09/01/18, Florida SSGJ availability, movement and ending inventories were down 15.3%, down 13.8%,, and down 18.4% respectively, from last season.
- For October through July of the 2017-18 season, U.S. GJ exports were down 29.4%. Season-to-date through 09/01/18, Florida GJ exports were down 41.8% (FDOC Processors report).
- Season-to-date through 09/01/18, 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 5.4% from the previous season, with the overall GJ price up 2.8%.
- Season-to-date through 05/06/18, Florida fresh grapefruit shipments were down 50.1% from last season, with Domestic/Canadian shipments down 43.9% and offshore shipments down 55.7% (DFVI). Shipments to Europe and Japan were down 57.0% and down 57.2%, respectively. Domestic FOB prices (CAC) for fresh white and red/pink grapefruit were up 25.8% and up 31.4%, respectively.
- For the month of August versus the same period last year, the Euro/USD, Real/USD, and Yen/USD exchange rates were up 2.4%, up 23.9%, and up 1.1% respectively.

THERE'S AMAZING INSIDE
FLORIDA CITRUS

Brazil Orange Juice Exports

Destination	Season-to-Date (July - August)		
	2017-18	2018-19	Change
	-million SSE Gallons-		- % -
NAFTA[b]	54.9	53.3	-2.8
Europe[c]	172.7	165.0	-4.5
Far East[d]	14.6	11.6	-20.6
Others	8.9	6.5	-27.6
Total	251.1	236.3	-5.9

[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

THERE'S AMAZING INSIDE FLORIDA CITRUS

Florida FCOJ Availability, Movement and Inventory

Item	Prior Season Comparison (October - September)			Season-to-Date 09/01/18 (FDOC Processor Week 48)		
	2015-16	2016-17	Change	2016-17	2017-18	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	**289.3**	**219.0**	**-24.3**	**219.0**	**192.2**	**-12.2**
Pack from Fruit	**92.6**	**74.5**	**-19.5**	**74.5**	**41.1**	**-44.8**
Imports[a]	**203.5**	**261.8**	**+28.6**	**227.2**	**299.6**	**+31.8**
Availability	**585.3**	**555.2**	**-5.1**	**520.7**	**532.9**	**+2.3**
Movement	**366.3**	**363.0**	**-0.9**	**342.9**	**279.2**	**-18.6**
Bulk	285.3	292.3	+2.5	276.1	217.9	-21.1
Packaged	81.0	70.7	-12.7	66.7	61.2	-8.2
Ending Inventory	**219.0**	**192.2**	**-12.2**	**177.8**	**253.7**	**+42.7**
Bulk	212.2	185.0	-12.8	172.0	247.4	+43.9
Packaged	6.8	7.2	+6.1	5.9	6.3	+7.7
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD[b]	**31.1**	**27.5**	**-11.5**	**24.9**	**43.6**	**+75.2**

[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.

THERE'S AMAZING INSIDE FLORIDA CITRUS

Florida SSOJ Availability, Movement and Inventory

Item	Prior Season Comparison (October - September)			Season-to-Date 09/01/18 (FDOC Processor Week 48)		
	2015-16	2016-17	Change	2016-17	2017-18	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	**228.4**	**202.8**	**-11.2**	**202.8**	**186.7**	**-7.9**
Pack from Fruit	**361.0**	**320.8**	**-11.1**	**320.6**	**200.1**	**-37.6**
Imports[a]	**46.4**	**63.7**	**+37.3**	**55.0**	**99.3**	**+80.6**
Availability	**635.8**	**587.2**	**-7.6**	**578.4**	**486.2**	**-15.9**
Movement[b]	**427.5**	**397.9**	**-6.9**	**367.2**	**339.7**	**-7.5**
Bulk	31.0	31.2	+0.4	26.0	24.5	-5.7
Packaged	396.4	366.7	-7.5	341.2	315.2	-7.6
Ending Inventory	**202.8**	**186.7**	**-7.9**	**208.5**	**144.7**	**-30.6**
Bulk	196.2	181.0	-7.7	202.9	139.5	-31.2
Packaged	6.6	5.8	-12.3	5.7	5.3	-7.3
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD[c]	**24.7**	**24.4**	**-1.0**	**27.3**	**20.5**	**-25.0**

[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.

THERE'S AMAZING INSIDE FLORIDA CITRUS

U.S. Orange Juice Imports[a]

Country	Season-to-Date October - July					
	Volume			FOB Value/SSG[c]		
	2016-17	2017-18	Change	2016-17	2017-18	Change
TOTAL OJ						
	- million SSE gallons -		- % -	- $/SSE gallon -		- % -
Brazil	167.05	330.37	+97.8	1.42	1.36	-4.2
CBI[b]	22.06	31.53	+42.9	2.37	1.87	-21.1
Mexico	161.12	161.78	+0.4	2.29	2.05	-10.5
Other	9.81	3.05	-68.9	2.54	2.73	+7.5
TOTAL	**360.05**	**526.73**	**+46.3**	**1.90**	**1.61**	**-15.3**
NFC OJ						
Brazil	60.39	108.40	+79.5	1.50	1.53	+2.0
CBI[b]	0.04	0.01	-75.0	2.74	4.68	+70.8
Mexico	17.41	23.33	+34.0	2.85	2.68	-6.0
Other	0.10	0.09	-10.0	2.85	3.15	+10.5
TOTAL	**77.94**	**131.83**	**+69.1**	**1.80**	**1.74**	**-3.3**

[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.

THERE'S AMAZING INSIDE FLORIDA CITRUS

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

Country	Season-to-Date October - July					
	Volume			FOB Value/SSG[c]		
	2016-17	2017-18	Change	2016-17	2017-18	Change
	- million SSE gallons -		- % -	- $/SSE gallon -		- % -
Canada	31.42	27.18	-13.5	4.96	4.95	-0.2
Europe	17.74	0.82	-95.4	2.68	4.62	+72.4
Japan	0.47	0.38	-19.1	4.14	4.56	+10.1
Other	17.91	9.04	-49.5	4.29	5.53	+28.9
TOTAL	67.54	37.42	-44.6	4.18	5.08	+21.5

[a] Includes OJ with added vitamins and minerals.
[b] FDOC Processor exports of OJ for the 2017-18 season were down 74.7%, season-to-date through 09/01/18.
[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.

THERE'S AMAZING INSIDE FLORIDA CITRUS

Non-FDOC Processor FCOJ Disappearance Index

Item	Season-to-Date October - July		
	2016-17	2017-18	Change
	- million SSE gallons -		- % -
Beginning Inventory[a]	33.3	15.5	-53.5
Foreign Imports[b]	80.6	128.9	+60.0
Availability[c]	113.9	144.4	+26.8
Ending Inventory[a]	11.9	15.2	+27.3
Non-FDOC Processor FCOJ Disappearance[d]	102.0	129.2	+26.7

[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.

THERE'S AMAZING INSIDE FLORIDA CITRUS

U.S. Retail Orange Juice Sales

Expanded All Outlets Combined (xAOC)[a]

Item	Volume Sales			Dollar Sales			Price/Eq Gallon		
	2015-16	2016-17	Change	2015-16	2016-17	Change	2015-16	2016-17	Change
	- million SSE gallons -		- % -	- million dollars -		- % -	- $/SSE gallon -		- % -
Full Season Results for the Previous Two Seasons									
Refrigerated	**444.74**	**411.51**	**-7.5**	**2,941.03**	**2,796.20**	**-4.9**	**6.61**	**6.79**	**+2.8**
NFC	281.23	264.37	-6.0	2,135.51	2,036.49	-4.6	7.59	7.70	+1.4
RECON	163.52	147.14	-10.0	805.52	759.71	-5.7	4.93	5.16	+4.8
FCOJ	**19.19**	**17.31**	**-9.8**	**94.21**	**87.34**	**-7.3**	**4.91**	**5.04**	**+2.7**
Shelf Stable	**0.36**	**0.30**	**-16.7**	**3.23**	**2.62**	**-18.9**	**8.95**	**8.71**	**-2.7**
TOTAL	**464.29**	**429.13**	**-7.6**	**3,038.47**	**2,886.16**	**-5.0**	**6.54**	**6.73**	**+2.8**
Season-to-Date through 09/01/18, Topline Report #12									
	2016-17	**2017-18**	**Change**	**2016-17**	**2017-18**	**Change**	**2016-17**	**2017-18**	**Change**
Refrigerated	**384.87**	**367.12**	**-4.6**	**2,600.97**	**2,526.84**	**-2.9**	**6.76**	**6.88**	**+1.8**
NFC	247.10	232.36	-6.0	1,892.42	1,827.92	-3.4	7.66	7.87	+2.7
RECON	137.77	134.77	-2.2	708.56	698.92	-1.4	5.14	5.19	+0.8
FCOJ	**16.79**	**15.29**	**-8.9**	**82.76**	**76.45**	**-7.6**	**4.93**	**5.00**	**+1.5**
Shelf Stable	**0.27**	**0.22**	**-18.0**	**2.37**	**2.01**	**-15.2**	**8.69**	**8.98**	**+3.4**
TOTAL	**401.94**	**382.64**	**-4.8**	**2,686.10**	**2,605.31**	**-3.0**	**6.68**	**6.81**	**+1.9**

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.

THERE'S AMAZING INSIDE FLORIDA CITRUS

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		
	09/03/16	09/02/17	09/01/18	09/03/16	09/02/17	09/01/18
Non-Promotional Price						
NFC <11 oz	$3.91	$3.85	$3.93	$11.98	$11.97	$12.03
NFC 11-20 oz	$1.79	$1.91	$1.94	$15.59	$15.90	$15.40
NFC 20-50 oz	$3.79	$3.85	$3.58	$14.03	$14.86	$14.13
NFC 50-70 oz	$3.77	$3.68	$3.72	$7.73	$7.59	$8.10
NFC 70-110 oz	$5.67	$5.86	$5.86	$8.15	$8.43	$8.43
NFC >110 oz	$6.45	$6.39	$6.65	$6.55	$6.39	$6.65
Promotional Price[a]						
NFC <11 oz	$2.54	$3.41	$2.95	$9.55	$10.62	$10.12
NFC 11-20 oz	$1.29	$1.27	$1.30	$13.78	$13.37	$13.17
NFC 20-50 oz	$2.90	$3.36	$2.71	$10.82	$12.67	$10.54
NFC 50-70 oz	$3.06	$3.12	$3.14	$6.62	$6.73	$7.07
NFC 70-110 oz	$5.26	$5.42	$5.51	$7.56	$7.80	$7.92
NFC >110 oz	$6.39	$6.37	$6.10	$6.47	$6.37	$6.10

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.

THERE'S AMAZING INSIDE FLORIDA CITRUS

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

Unit Sizes	Dollar Sales			Gallon Sales		
	16 Week Period Ending			16 Week Period Ending		
	09/03/16	09/02/17	09/01/18	09/03/16	09/02/17	09/01/18
NFC <11 oz	$10,040,102	$9,585,095	$8,513,541	857,245	809,296	719,753
NFC 11-20 oz	$29,372,185	$29,541,564	$31,636,996	1,945,547	1,945,492	2,146,157
NFC 20-50 oz	$8,038,577	$5,771,352	$7,478,034	590,720	398,865	555,238
NFC 50-70 oz	$393,254,960	$368,345,531	$340,153,938	54,409,980	50,917,838	44,374,605
NFC 70-110 oz	$127,888,746	$125,761,694	$132,658,780	16,018,658	15,186,505	15,936,608
NFC >110 oz	$31,070,027	$25,066,767	$20,032,848	4,746,718	3,925,416	3,033,210
% Sold on Promotion[a]						
NFC <11 oz	9.0%	8.2%	8.9%	11.0%	9.2%	10.4%
NFC 11-20 oz	24.7%	25.0%	26.3%	27.0%	28.4%	29.5%
NFC 20-50 oz	10.5%	15.6%	14.5%	13.2%	17.8%	18.5%
NFC 50-70 oz	41.6%	38.5%	39.0%	45.4%	41.4%	42.3%
NFC 70-110 oz	26.9%	22.1%	20.1%	28.3%	23.5%	21.1%
NFC >110 oz	10.6%	8.0%	7.0%	10.7%	8.0%	7.6%

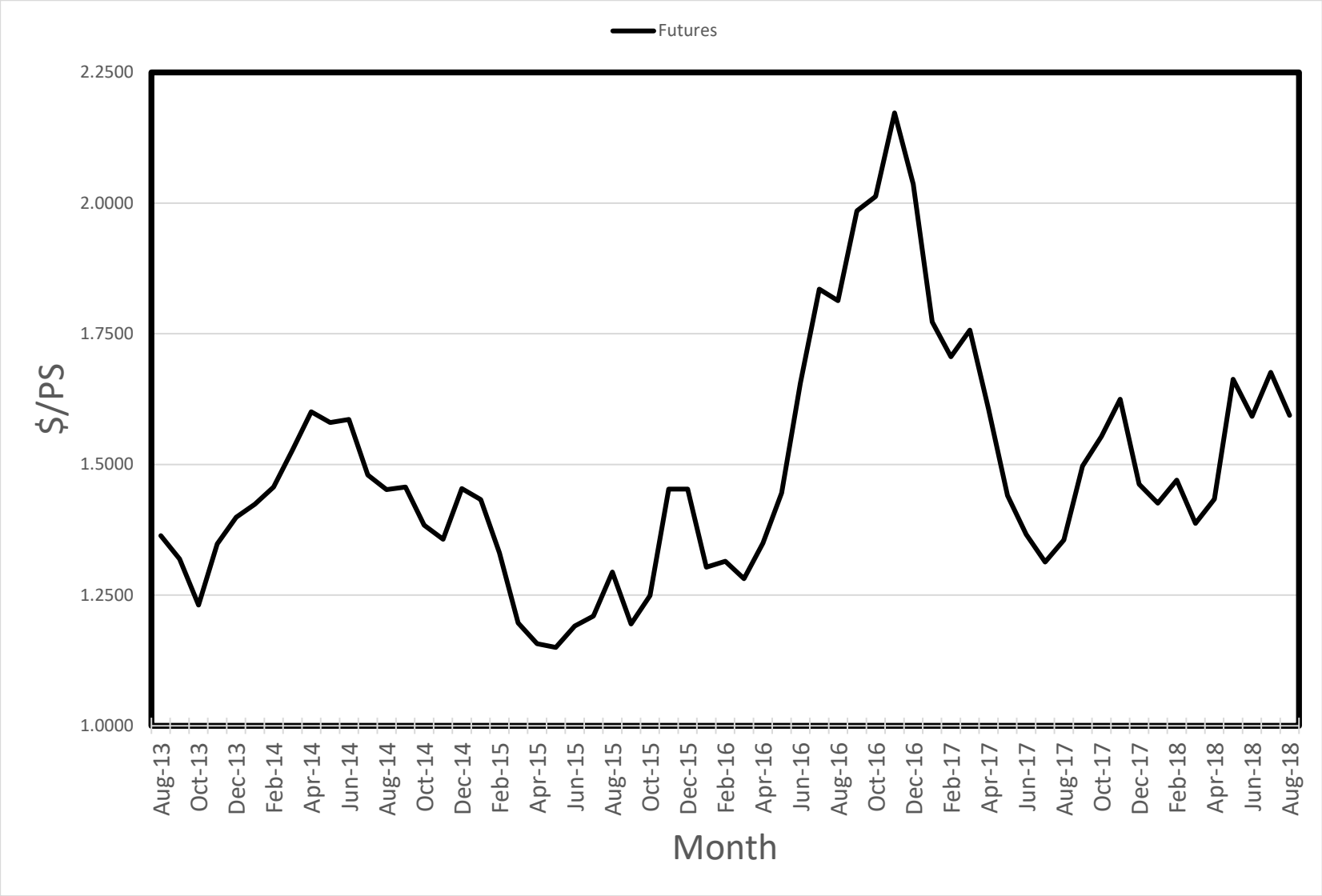
Source: Nielsen. xAOC = Expanded All Outlets Combined. xAOC data consists of POS data for U.S. grocery stores doing $2 million and greater annual sales, drug stores doing $1 million and greater annual sales, mass merchandisers (like Target), Walmart, club (Sam's and BJ's), dollar stores (Dollar General,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

THERE'S AMAZING INSIDE FLORIDA CITRUS

FCOJ Futures Monthly Average Prices

August 2013 through August 2018



THERE'S AMAZING INSIDE FLORIDA CITRUS

FCOJ Prices

August

Item	2017	2018	Change
	- $ / PS -		- % -
FCOJ Futures	**1.3554**	**1.5939**	**+17.6**

SOURCES: Intercontinental Exchange, Inc. (Futures)

THERE'S AMAZING INSIDE
FLORIDA CITRUS

FDOC Processor Delivered-In Prices

Variety	STD Prices Reported for Canner's A		
	2016-17	2017-18	Change
	- $ / PS -		- % -
Early & Midseason Oranges[a]	$2.41	$2.59	+7.5
Late Season Oranges[b]	$2.60	$2.75	+5.8
White Grapefruit[c]	$2.07	$3.25	+56.5
Red/Pink Grapefruit[c]	$2.39	$3.20	+33.9

[a] 2017-18 Season final price from 02/10/18. 2016-17 Season final price from 03/04/17.

[b] 2017-18 STD price through 09/01/18. 2016-17 Season final price from 07/15/17.

[c] 2017-18 Season final price from 04/14/18. 2016-17 Season final price from 05/13/17.

THERE'S AMAZING INSIDE FLORIDA CITRUS

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

Season	August Average		Season-to-Date[a] (July - August)	
	Price	Change from Year Ago	Price	Change from Year Ago
	- $ / box[b] -	- % -	- $ / box[b] -	- % -
2016-17	6.23		6.11	
2017-18	6.13	-1.6	5.96	-2.5
2018-19	5.60	-8.6	5.49	-7.9

[a] Unweighted average of monthly prices.

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

THERE'S AMAZING INSIDE FLORIDA CITRUS

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

Variety	Shipments through 05/06/18			FOB Price through 05/21/18		
	2016-17 STD	2017-18 STD	Change	2016-17 STD	2017-18 STD	Change
	- 1,000 of 4/5 bu. cartons -		- % -	- $ / carton -		- % -
Early & Mid Oranges	1,495	1,612	+7.9	14.92	17.43	+16.8
Navel	728	500	-31.3	17.01	21.75	+27.9
Valencia	1,732	1,755	+1.4	16.54	17.43	+5.4
Tangelo	253	135	-46.8	13.25	21.86	+65.0
Early Tangerines[a]	911	513	-43.7	24.80	26.14	+5.4
Honey / Murcotts	491	175	-64.4	26.28	26.91	+2.4
Royal Tangerines / Temples	66	40	-39.4	20.70	21.60	+4.3
TOTAL	5,677	4,731	-16.7			

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

[a]Prices for Sunburst.

THERE'S AMAZING INSIDE FLORIDA CITRUS

Selected Competitive Fresh Fruit Shipments

U.S. Clementine, Tangerine and Wilkings Imports			Texas Fresh Grapefruit Shipments				
2016-17	2017-18	Change		2016-17	2017-18	Change
August - July				STD - 05/26/18		
- million pounds -		- % -		- thousand 7/10 bu. Cartons -		- % -
515.3	360.8	-30.0	Total	5,232	5,138	-1.8
			Export	229	379	+65.2
Source: U.S. Department of Commerce.				Source: Texas Valley Citrus Committee.		

THERE'S AMAZING INSIDE FLORIDA CITRUS

Florida FCGJ Availability, Movement and Inventory

Item	Prior Season Comparison (October - September)			Season-to-Date 09/01/18 (FDOC Processor Week 48)		
	2015-16	2016-17	Change	2016-17	2017-18	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	**16.1**	**14.2**	**-11.3**	**14.2**	**9.5**	**-33.0**
Pack from Fruit	**12.9**	**8.6**	**-33.2**	**8.5**	**2.3**	**-73.2**
Imports[a]	**0.0**	**1.5**	**N/A**	**1.4**	**4.4**	**+208.0**
Availability	**28.9**	**24.4**	**-15.7**	**24.2**	**16.2**	**-33.0**
Movement	**17.7**	**15.9**	**-10.0**	**15.1**	**10.8**	**-28.3**
Bulk	17.6	15.8	-10.2	15.0	10.7	-28.4
Packaged	0.1	0.1	+36.4	0.1	0.1	-13.5
Ending Inventory	**14.3**	**9.6**	**-33.1**	**10.1**	**5.9**	**-41.7**
Bulk	14.2	9.5	-33.0	10.1	5.9	-41.8
Packaged	0.1	0.0	-40.7	0.0	0.0	-20.0
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over[b]	**42.1**	**31.3**	**-25.7**	**32.2**	**26.2**	**-18.7**

[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.

THERE'S AMAZING INSIDE FLORIDA GRAPEFRUIT.

Florida SSGJ Availability, Movement and Inventory

Item	Prior Season Comparison (October - September)			Season-to-Date: 09/01/18 (FDOC Processor Week 48)		
	2015-16	2016-17	Change	2016-17	2017-18	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	**9.6**	**9.6**	**+0.8**	**9.6**	**8.6**	**-11.2**
Pack from Fruit	**14.0**	**11.2**	**-20.2**	**11.1**	**6.4**	**-42.6**
Imports[a]	**1.7**	**2.0**	**+18.5**	**2.0**	**4.3**	**+117.6**
Availability	**25.2**	**22.8**	**-9.7**	**22.8**	**19.3**	**-15.3**
Movement	**15.5**	**14.2**	**-8.0**	**13.1**	**11.3**	**-13.8**
Bulk	3.5	2.4	-30.8	2.2	1.0	-55.6
Packaged	12.0	11.8	-1.4	10.9	10.3	-5.2
Ending Inventory	**9.6**	**8.6**	**-11.2**	**9.6**	**7.8**	**-18.4**
Bulk	9.5	8.4	-12.1	9.4	7.6	-19.4
Packaged	0.1	0.2	+52.6	0.2	0.3	+22.4
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over[b]	**32.5**	**31.3**	**-3.5**	**35.0**	**33.1**	**-5.4**

[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.

THERE'S AMAZING INSIDE FLORIDA GRAPEFRUIT™

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

Country	Season-to-Date October - July					
	Volume			FOB Value/SSG[c]		
	2016-17	2017-18	Change	2016-17	2017-18	Change
	- million SSE gallons -		- % -	- $/SSE gallon -		- % -
Canada	1.43	1.00	-30.1	3.97	4.94	+24.4
Europe	3.70	2.39	-35.4	3.16	4.65	+47.2
Japan	1.28	0.78	-39.1	5.44	4.79	-11.9
Other	1.31	1.28	-2.3	4.99	4.78	-4.2
TOTAL	7.72	5.45	-29.4	4.00	4.76	+19.0

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

[b] FDOC Processor exports of GJ for the 2017-18 season were down 41.8%, season-to-date through 09/01/18.

[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.

THERE'S AMAZING INSIDE FLORIDA GRAPEFRUIT™

U.S. Retail Grapefruit Juice Sales

Expanded All Outlets Combined (xAOC)[a]

Item	Volume Sales			Dollar Sales			Price/Eq Gallon		
	2015-16	2016-17	Change	2015-16	2016-17	Change	2015-16	2016-17	Change
	- million SSE gallons -		- % -	- million dollars -		- % -	- $/SSE gallon -		- % -
Full Season Results for the Previous Two Seasons									
Refrigerated	**10.36**	**9.98**	**-3.7**	**79.84**	**78.62**	**-1.5**	**7.71**	**7.88**	**+2.2**
NFC	9.38	9.14	-2.5	73.50	71.68	-2.5	7.83	7.84	+0.1
RECON	0.98	0.84	-14.5	6.33	6.93	+9.5	6.48	8.29	+28.0
FCOJ	**0.18**	**0.14**	**-19.2**	**0.78**	**0.66**	**-14.6**	**4.36**	**4.60**	**+5.7**
Shelf Stable	**3.82**	**3.75**	**-1.9**	**24.48**	**23.97**	**-2.1**	**6.41**	**6.40**	**-0.2**
TOTAL	**14.38**	**13.88**	**-3.5**	**105.21**	**103.29**	**-1.8**	**7.32**	**7.44**	**+1.7**
Season-to-Date through 09/01/18, Topline Report #12									
	2016-17	2017-18	Change	2016-17	2017-18	Change	2016-17	2017-18	Change
Refrigerated	**9.32**	**8.62**	**-7.5**	**72.99**	**70.53**	**-3.4**	**7.83**	**8.19**	**+4.5**
NFC	8.53	7.84	-8.2	66.51	63.53	-4.5	7.79	8.11	+4.0
RECON	0.78	0.78	-0.6	6.48	7.00	+8.1	8.26	8.99	+8.8
FCOJ	**0.11**	**0.08**	**-24.2**	**0.49**	**0.41**	**-16.9**	**4.41**	**4.83**	**+9.7**
Shelf Stable	**3.49**	**3.52**	**+1.0**	**21.87**	**21.76**	**-0.5**	**6.27**	**6.18**	**-1.4**
TOTAL	**12.92**	**12.22**	**-5.4**	**95.38**	**92.70**	**-2.8**	**7.38**	**7.59**	**+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.

THERE'S AMAZING INSIDE FLORIDA GRAPEFRUIT™

Florida Fresh Grapefruit Shipments
Season-to-Date through 05/06/18

Destination/Variety	2016-17 STD	2017-18 STD	Change
	- 1,000 4/5-bu. cartons -		- % -
Domestic & Canadian - All	**3,083**	**1,730**	**-43.9**
White	68	50	-26.7
Red/Pink	3,015	1,680	-44.3
Offshore Exports - All	**3,405**	**1,508**	**-55.7**
White	629	300	-52.4
Red/Pink	2,776	1,209	-56.5
TOTAL - All	**6,488**	**3,239**	**-50.1**
White	697	350	-49.8
Red/Pink	5,791	2,889	-50.1

Source: DFVI, Florida Dept. of Agriculture

THERE'S AMAZING INSIDE FLORIDA GRAPEFRUIT™

Florida Fresh Grapefruit Shipments
Season-to-Date through 05/06/18

Country	2016-17 STD	2017-18 STD	Change
	- 1,000 4/5-bu. cartons -		- % -
United States	**2,660**	**1,510**	**-43.2**
Canada	**423**	**221**	**-47.9**
Europe	**1,420**	**610**	**-57.0**
Japan	**1,582**	**676**	**-57.2**
Other	**403**	**222**	**-45.0**
TOTAL - All	**6,488**	**3,239**	**-50.1**

Source: DFVI, Florida Dept. of Agriculture

THERE'S AMAZING INSIDE FLORIDA GRAPEFRUIT™

Florida Fresh Grapefruit Domestic FOB Prices

Season-to-Date through 05/21/18

Variety	FOB Price		
	2016-17 STD	2017-18 STD	Change
	- $ / carton -		- % -
TOTAL[a]	14.76	19.30	+30.7
White	16.36	20.58	+25.8
Red/Pink	14.57	19.14	+31.4

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

THERE'S AMAZING INSIDE FLORIDA GRAPEFRUIT™

Foreign Exchange Rates Per USD

Date	Euro	Real	Yen
Annual			
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
2017	0.8871	3.188	112.14
2017 (through August)	0.9074	3.172	112.04
2018 (through August)	0.8348	3.533	109.29
% Change	-8.0	+11.4	-2.4
Average for Month of August			
2017	0.8462	3.157	109.77
2018	0.8665	3.912	111.02
% Change	+2.4	+23.9	+1.1

THERE'S AMAZING INSIDE
FLORIDA CITRUS