

Florida Citrus Economic & Market Indicators April 2016



Florida Citrus Economic & Market Indicators

| | |
|---|-----------|
| Summary Comments | 3 |
| Oranges & Specialty Fruit | |
| • Brazil Orange-Juice Exports | 4 |
| • Florida FCOJ Availability, Movement and Inventory | 5 |
| • Florida SSOJ Availability, Movement and Inventory..... | 6 |
| • U.S. Orange-Juice Imports..... | 7 |
| • U.S. Orange-Juice Exports..... | 8 |
| • Non-FDOC Processor FCOJ Disappearance Index | 9 |
| • U.S. Retail Orange-Juice Sales Expanded All Outlets Combined (xAOC)..... | 10 |
| • FCOJ Futures, Florida Bulk FOB & Rotterdam Monthly Average Prices | 11 |
| • FCOJ Prices | 12 |
| • FDOC Processor Delivered-In Prices | 13 |
| • Sao Paulo Processed Orange Delivered-In Prices..... | 14 |
| • Florida Fresh Orange and Specialty Fruit Shipments and FOB Prices, Season-to-Date | 15 |
| • Selected Competitive Fresh Fruit Shipments..... | 16 |
| Grapefruit | |
| • Florida FCGJ Availability, Movement and Inventory | 17 |
| • Florida SSGJ Availability, Movement and Inventory..... | 18 |
| • U.S. Grapefruit-Juice Exports..... | 19 |
| • U.S. Retail Grapefruit-Juice Sales (Expanded Outlets XAOC)..... | 20 |
| • Florida Fresh Grapefruit Shipments, Season-to-Date | 21 |
| • Florida Fresh Grapefruit Domestic and Export Certified Shipments..... | 22 |
| • Florida Fresh Grapefruit Domestic FOB Prices, Season-to-Date | 23 |
| Foreign Exchange Rates Per \$US..... | 24 |

Summary Comments

- Brazil's OJ exports for 2015-16 Brazilian season (July - March) were down 5.8% from the previous year with exports to the NAFTA region, Europe and the Far East down 27.8%, up 0.9% and up 0.9%, respectively.
- Season-to-date through 3/26/2016, Florida FCOJ availability, movement and ending inventories were down 3.7%, up 20.2%, and down 16.1%, respectively, from last season.
- Season-to-date through 3/26/2016, Florida SSOJ availability, movement and ending inventories were up 6.5%, down 4.7%, and up 17.2%, respectively, from last season.
- For October through February of the 2015-16 season, U.S. OJ imports and exports were up 4.3% and down 4.8% from last season, respectively. Season-to-date through 3/26/2016, Florida OJ exports were up 61.9% (FDOC Processors Report).
- For October through February of the 2015-16 season, Non-FDOC Processor FCOJ disappearance, based on FCOJ inventories and imports, was up 14.2%.
- Season-to-date through 3/19/2016, 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 4.9% from the previous season, with the NFC price down 0.3%, the Recon price down 1.3% and the overall OJ price was even with the previous season.
- The March average FCOJ Futures price was \$1.28/PS, up \$0.08/PS from last year, while the Rotterdam price was at an estimated \$1,788/MT, down \$262/MT from last year.
- Season-to-date through 3/26/2016, the delivered-in price for Valencias was \$2.26/PS, up \$.31/PS from last season.
- Season-to-date through 3/26/2016, the delivered-in price for White Grapefruit was \$1.83/PS, up \$.53/PS from last season.
- Season-to-date through 3/26/2016, the delivered-in price for Red/Pink Grapefruit was \$1.88/PS, up \$.96/PS from last season.
- Season to date through 03/20/2016, fresh orange and specialty citrus shipments were down 25.8%, from last season.
- From August through February of the 2015-16 season, clementine and tangerine imports were up 3.2% relative to last season. Season-to-date through 3/26/2016, Texas fresh grapefruit shipments were down 5.8% relative to last season.
- Season-to-date through 3/26/2016, Florida FCGJ availability, movement and ending inventory were down 8.6%, 16.5%, and 2.5%, respectively.
- Season-to-date through 3/26/2016, Florida SSGJ availability, movement and ending inventory were up 4.2%, 5.3% and 16.9%, respectively.
- For October through February of the 2015-16 season, U.S. GJ exports were up 2.3%. Season-to-date through 3/26/2016, Florida GJ exports were up 42.1% (FDOC Processors report).
- Season-to-date through 3/19/2016, 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 4.2% from the previous season, with the overall GJ price up 0.3%.
- Season-to-date through 3/20/2016, Florida fresh grapefruit shipments were down 13.7% from last season, with Domestic/Canadian shipments down 15.8% and offshore shipments down 11.9% (DFVI). Season-to-date through 3/20/2016, shipments to Europe and Japan were down 15.8% and 12.0%, respectively. Season-to-date through 3/20/2016, domestic FOB prices (CAC) for fresh white and red/pink grapefruit were up 24.3% and 21.4%, respectively.
- For the week ending 04/05/2016 versus the same period last year, the Euro-per-Dollar exchange rate was down 4.6%, while the Yen-per-Dollar was down 6.6%.

Brazil Orange-Juice Exports

| Destination | Season-to-Date (July - March) | | |
|-----------------------------|----------------------------------|----------------|-------------|
| | 2014-15 | 2015-16 | Change |
| - million SSE gallons (a) - | | | - % - |
| NAFTA ^{b, e} | 276.3 | 199.6 | -27.8 |
| Europe ^c | 870.0 | 877.4 | +0.9 |
| Far East ^d | 90.3 | 91.1 | +0.9 |
| Others | 65.0 | 58.1 | -10.6 |
| Total | 1,301.7 | 1,226.2 | -5.8 |

^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 03/26/2016 (FDOC Processor Week 25) | | |
|------------------------------------|--|--------------|--------------|---|--------------|--------------|
| | 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 | 58.7 | 65.3 | +11.2 |
| Imports ^a | 210.8 | 259.7 | +23.2 | 144.0 | 104.5 | -27.4 |
| Availability | 678.4 | 653.8 | -3.6 | 476.8 | 459.0 | -3.7 |
| Movement | 404.3 | 364.6 | -9.8 | 163.1 | 196.0 | +20.2 |
| Bulk | 317.2 | 278.2 | -12.3 | 122.4 | 154.7 | +26.4 |
| Packaged | 87.1 | 86.4 | -0.8 | 40.7 | 41.3 | +1.5 |
| Ending Inventory | 274.1 | 289.3 | +5.5 | 313.6 | 263.0 | -16.1 |
| Bulk | 265.9 | 281.4 | +5.8 | 306.8 | 255.8 | -16.6 |
| Packaged | 8.2 | 7.8 | -4.9 | 6.9 | 7.2 | +4.3 |
| | - - weeks supply - - | | - % - | - - weeks supply - - | | - % - |
| Carryover – STD^b | 35.3 | 41.3 | +17.0 | 48.1 | 33.5 | -30.4 |

^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 03/26/2016 (FDOC Processor Week 25) | | |
|------------------------------------|--|--------------|--------------|---|--------------|--------------|
| | 2013-14 | 2014-15 | Change | 2014-15 | 2015-16 | Change |
| | - million PS - | | - % - | - million PS - | | - % - |
| Beginning Inventory | 219.3 | 213.6 | -2.6 | 213.6 | 228.4 | +6.9 |
| Pack from Fruit | 484.3 | 436.2 | -9.9 | 221.2 | 234.3 | +5.9 |
| Imports^a | 21.4 | 41.7 | +94.9 | 28.1 | 30.2 | +7.5 |
| Availability | 724.9 | 691.5 | -4.6 | 462.9 | 492.9 | +6.5 |
| Movement^b | 508.0 | 457.0 | -10.0 | 234.1 | 223.2 | -4.7 |
| Bulk | 57.2 | 36.2 | -36.7 | 17.2 | 15.9 | -7.6 |
| Packaged | 450.9 | 420.8 | -6.7 | 216.9 | 207.3 | -4.4 |
| Ending Inventory | 213.6 | 227.8 | +6.6 | 226.8 | 265.7 | +17.2 |
| Bulk | 207.1 | 221.6 | +7.0 | 220.8 | 259.5 | +17.5 |
| Packaged | 6.5 | 6.2 | -4.6 | 6.0 | 6.2 | +3.3 |
| | - - weeks supply - - | | - % - | - - weeks supply - - | | - % - |
| Carryover – STD^c | 21.9 | 25.9 | +18.3 | 24.2 | 29.8 | +23.1 |

^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 – February)

| Country | Volume | | | Value/SSG ^c | | |
|------------------|-----------------------------|---------|-----------|------------------------|---------|-----------|
| | 2014-15 | 2015-16 | Change | 2014-15 | 2015-16 | Change |
| | - - million SSE gallons - - | | - - % - - | - - \$/SSE gallon - - | | - - % - - |
| TOTAL OJ | | | | | | |
| Brazil | 141.69 | 99.10 | -30.1 | 1.22 | 1.12 | -8.2 |
| CBI ^b | 2.70 | 6.25 | +131.5 | 1.38 | 1.87 | +35.5 |
| Mexico | 42.22 | 58.17 | +37.8 | 1.94 | 1.56 | -19.6 |
| Other | 2.76 | 2.92 | +5.8 | 2.86 | 2.40 | -16.1 |
| TOTAL | 189.37 | 166.45 | -12.1 | 1.41 | 1.32 | -6.4 |
| NFC OJ | | | | | | |
| Brazil | 33.29 | 32.15 | -3.4 | 1.43 | 1.48 | +3.5 |
| CBI ^b | 0.00 | 0.00 | N/A | 0.00 | 0.00 | N/A |
| Mexico | 1.64 | 4.40 | +168.3 | 2.09 | 2.59 | +23.9 |
| Other | 0.12 | 0.02 | -83.3 | 3.88 | 5.97 | +53.9 |
| TOTAL | 35.05 | 36.57 | +4.3 | 1.47 | 1.61 | +9.5 |

^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 - February)

| Country | Volume | | | Value/SSG ^c | | |
|--------------|-----------------------------|--------------|-------------|------------------------|-------------|--------------|
| | 2014-15 | 2015-16 | Change | 2014-15 | 2015-16 | Change |
| | - - million SSE gallons - - | | - % - | - - \$/SSE gallon - - | | - % - |
| Canada | 35.28 | 20.05 | -43.2 | 3.12 | 5.09 | +63.1 |
| Europe | 1.58 | 11.46 | +625.3 | 3.23 | 1.73 | -46.4 |
| Japan | 0.33 | 0.33 | +0.0 | 3.60 | 3.44 | -4.4 |
| Other | 7.44 | 10.66 | +43.3 | 3.70 | 3.58 | -3.2 |
| TOTAL | 44.63 | 42.49 | -4.8 | 3.23 | 3.79 | +17.3 |

^aIncludes OJ with added vitamins and minerals.

^bFDOC Processor exports of OJ for the 2015-16 season were up 61.9%, season-to-date through 03/26/2016.

^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 - February) | | |
|--|--|--------------------|---------------------|
| | 2014-15 | 2015-16 | Change |
| | - million SSE gallons - | | - % - |
| Beginning Inventory^a | 24.2 | 27.9 | +15.3 |
| Foreign Imports^b | <u>66.2</u> | <u>69.8</u> | <u>+5.4</u> |
| Availability^c | 90.4 | 97.7 | +8.1 |
| Ending Inventory^a | <u>19.3</u> | <u>16.3</u> | <u>-15.5</u> |
| Non-FDOC Proc. FCOJ Disappearance^d | 71.2 | 81.3 | +14.2 |

^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.

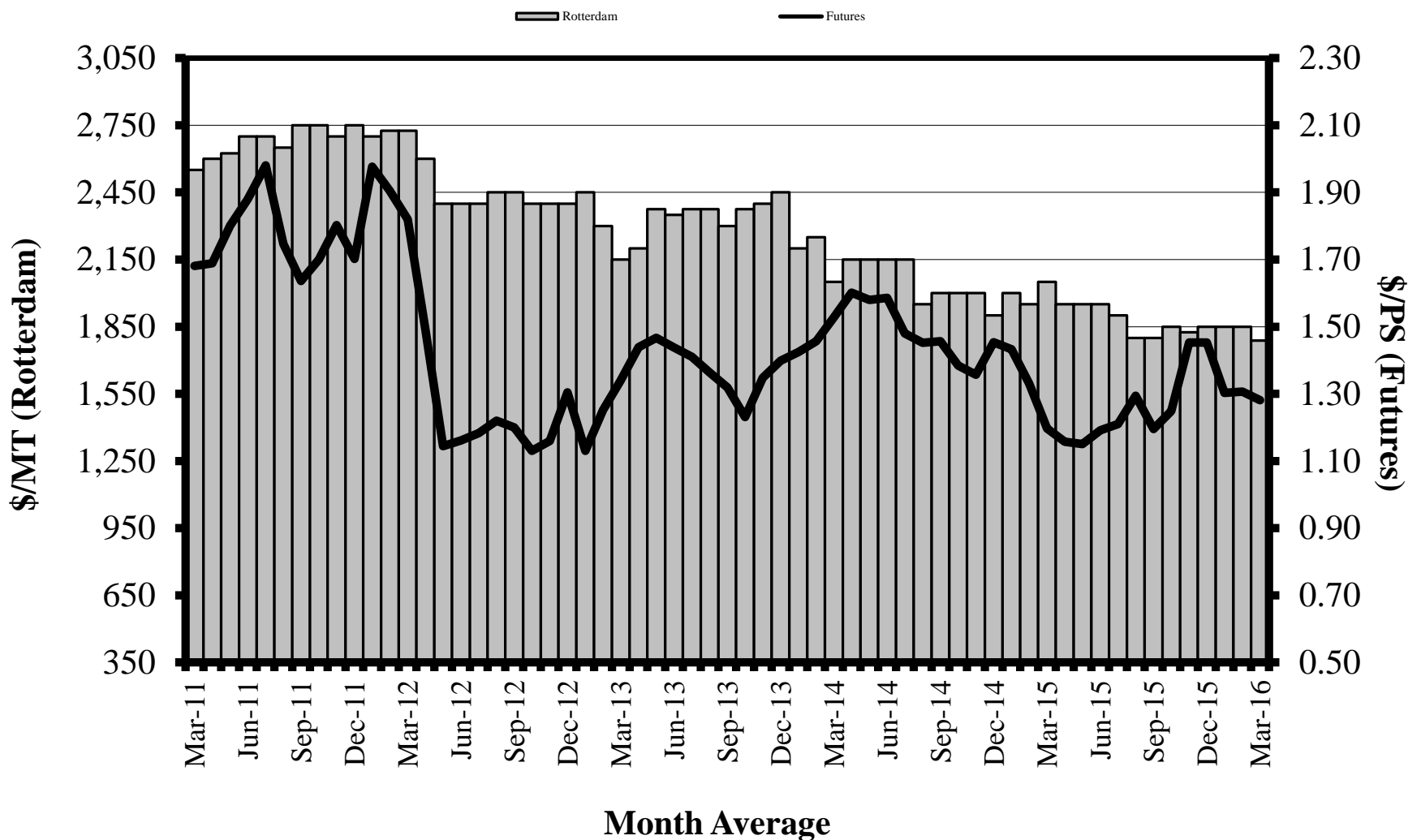
U.S. Retail Orange Juice Sales

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 03/19/2016, TOP LINE REPORT #6 | | | | | | |
| | 2014-15 | 2015-16 | Change | 2014-15 | 2015-16 | Change |
| Refrigerated | 232.19 | 221.15 | -4.8 | 6.60 | 6.59 | -0.1 |
| NFC | 145.88 | 141.67 | -2.9 | 7.55 | 7.53 | -0.3 |
| RECON | 86.30 | 79.48 | -7.9 | 4.98 | 4.92 | -1.3 |
| FCOJ | 10.57 | 9.70 | -8.3 | 4.96 | 4.93 | -0.5 |
| Shelf Stable | 0.29 | 0.19 | -35.6 | 9.03 | 8.96 | -0.8 |
| TOTAL | 243.04 | 231.03 | -4.9 | 6.53 | 6.52 | -0.0 |

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 March 2011 through March 2016



FCOJ Prices

March

| Item | 2015 | 2016 | Change |
|-----------------------|----------------------------------|--------------|--------------|
| | - - - - \$/pounds solids - - - - | | - - % - - |
| FCOJ Futures | 1.20 | 1.28 | +6.7 |
| | - - - - \$/metric ton - - - - | | |
| FCOJ Rotterdam | 2,050 | 1,788 | -12.8 |

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

FDOC Processor Delivered-In Prices

Report #25– Week Ending 03/26/16

| Variety | STD Prices Reported for Canner's A | | |
|--------------------------------|------------------------------------|---------|--------|
| | 2014-15 | 2015-16 | Change |
| | -----\$/PS----- | | |
| Early & Midseason ^a | \$1.94 | \$1.89 | -2.6 |
| Valencias ^b | \$1.95 | \$2.26 | +15.9 |
| White Grapefruit | \$1.30 | \$1.83 | +40.8 |
| Red/Pink Grapefruit | \$0.92 | \$1.88 | +104.3 |

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

^bSpot & Contract.

N/D – withheld to avoid disclosing data for individual operations.

Sao Paulo Processed Orange Spot Prices

Monthly Average and Season-to-Date

| Season | March Average | | Season-to-Date (Jul – Mar) ^a | |
|----------------|---------------------------|-------------------------|--|-------------------------|
| | Price | Change from Year Ago | Price | Change from Year Ago |
| | -- \$/box ^b -- | -- % -- | -- \$/box ^b -- | -- % -- |
| 2013-14 | 4.18 | +29.0 | 3.45 | +4.8 |
| 2014-15 | 3.27 | -21.8 | 3.98 | +15.4 |
| 2015-16 | 3.79 | +15.9 | 3.42 | -14.1 |

^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 3/20/16 ¹ | | | FOB Price thru 3/20/16 ¹ | | |
|------------------------------------|-------------------------------------|----------------|--------------|-------------------------------------|----------------|--------|
| | 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 | 2,663 | 2,214 | -16.9 | 13.44 | 14.27 | +6.2 |
| Navel | 1,634 | 1,051 | -35.7 | 18.95 | 19.59 | +3.4 |
| Valencia | 801 | 969 | +21.0 | 13.80 | 14.02 | +1.6 |
| Tangelo | 597 | 414 | -30.7 | 13.28 | 15.36 | +15.7 |
| Early Tangerines ^b | 1,809 | 1,071 | -40.8 | 19.44 | 24.24 | +24.7 |
| Honey | 939 | 548 | -41.6 | 22.37 | 25.28 | +13.0 |
| TOTAL | 8,442 | 6,267 | -25.8 | | | |

¹Based on most recent release of fresh fruit shipments as reported by FDACS

^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 - February | | | STD – 03/26/2016 | | |
| - - - - million pounds - - - - | | - % - | - - thousand 7/10-bu. cartons - - | | - % - |
| 294.4 | 303.7 | +3.2 | 4,623 | 4,356 | -5.8 |

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 03/26/2016 (FDOC Processor Week 25) | | |
|------------------------------------|--|-------------|--------------|---|-------------|--------------|
| | 2013-14 | 2014-15 | Change | 2014-15 | 2015-16 | Change |
| | - million PS - | | - % - | - million PS - | | - % - |
| Beginning Inventory | 20.6 | 18.8 | -8.7 | 18.8 | 16.1 | -14.4 |
| Pack from Fruit | 22.5 | 17.7 | -21.3 | 12.7 | 12.7 | +0.0 |
| Imports^a | 0 | 0 | -- | 0 | 0 | -- |
| Availability | 43.1 | 36.5 | -15.3 | 31.5 | 28.8 | -8.6 |
| Movement | 25.6 | 23.6 | -7.8 | 9.7 | 8.1 | -16.5 |
| Bulk | 25.3 | 23.4 | -7.5 | 9.7 | 8.1 | -16.5 |
| Packaged | 0.4 | 0.2 | -50.0 | 0.1 | 0.1 | -0.0 |
| Ending Inventory | 18.9 | 16.1 | -14.8 | 23.6 | 23.0 | -2.5 |
| Bulk | 18.8 | 16.1 | -14.4 | 23.6 | 22.9 | -3.0 |
| Packaged | 0 | 0 | -- | 0 | 0 | +0.0 |
| | - - weeks supply - - | | - % - | - - weeks supply - - | | - % - |
| Carryover – STD^b | 38.3 | 35.5 | -7.3 | 60.64 | 70.8 | +16.8 |

^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 03/26/2016 (FDOC Processor Week 25) | | |
|------------------------------------|--|-------------|--------------|---|-------------|--------------|
| | 2012-13 | 2013-14 | Change | 2013-14 | 2014-15 | Change |
| | - million PS - | | - % - | - million PS - | | - % - |
| Beginning Inventory | 11.2 | 12.2 | +8.9 | 12.2 | 9.6 | -21.3 |
| Pack from Fruit | 19.3 | 14.9 | -22.8 | 11.3 | 13.4 | +18.6 |
| Imports ^a | 0.0 | 1.1 | +100 | 0.1 | 1.6 | +1500 |
| Availability | 30.5 | 28.1 | -7.9 | 23.6 | 24.6 | +4.2 |
| Movement | 16.8 | 16.9 | +0.6 | 7.6 | 8.0 | +5.3 |
| Bulk | 4.4 | 4.5 | +2.3 | 1.2 | 2.0 | +66.7 |
| Packaged | 12.4 | 12.4 | 0.0 | 6.4 | 6.0 | -6.3 |
| Ending Inventory | 12.2 | 9.5 | -22.1 | 14.2 | 16.6 | +16.9 |
| Bulk | 11.9 | 9.3 | -21.8 | 14.0 | 16.3 | +16.4 |
| Packaged | 0.2 | 0.2 | 0.0 | 0.2 | 0.2 | +0.0 |
| | - - weeks supply - - | | - % - | - - weeks supply - - | | - % - |
| Carryover – STD^b | 37.7 | 29.4 | -22.0 | 46.7 | 51.6 | +10.5 |

^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 - February)

| Country | Volume | | | Value/SSG ^c | | |
|--------------|---------------------------|-------------|-------------|------------------------|-------------|-------------|
| | 2014-15 | 2015-16 | Change | 2014-15 | 2015-16 | Change |
| | -- million SSE gallons -- | | -- % -- | -- \$/SSE gallon -- | | -- % -- |
| Canada | 0.61 | 0.73 | +19.7 | 4.69 | 3.37 | -28.1 |
| Europe | 1.62 | 2.14 | +32.1 | 3.13 | 2.86 | -8.6 |
| Japan | 1.03 | 0.58 | -43.7 | 3.39 | 5.29 | +56.0 |
| Other | 0.67 | 0.57 | -14.9 | 4.52 | 6.12 | +35.4 |
| TOTAL | 3.93 | 4.02 | +2.3 | 3.68 | 3.77 | +2.4 |

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

^bFDOC Processor exports of GJ for the 2015-16 season were up 42.1%, season-to-date through 03/26/2016.

^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 03/19/2016, TOP LINE REPORT #6 | | | | | | |
| | 2014-15 | 2015-16 | Change | 2014-15 | 2015-16 | Change |
| Refrigerated | 5.03 | 4.83 | -3.9 | 7.65 | 7.67 | +0.2 |
| NFC | 4.58 | 4.38 | -4.3 | 7.80 | 7.79 | -0.1 |
| RECON | 0.46 | 0.45 | -0.7 | 6.17 | 6.47 | +4.8 |
| FCGJ | 0.09 | 0.08 | -3.1 | 5.20 | 4.51 | -13.4 |
| Shelf Stable | 1.88 | 1.78 | -5.3 | 6.35 | 6.42 | +1.0 |
| TOTAL | 7.00 | 6.70 | -4.2 | 7.27 | 7.30 | +0.3 |

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 03/20/2016¹

| Shipments/Variety | 2015-15 Season-to-Date | 2015-16 Season-to-Date | Change |
|--------------------------------------|---------------------------------|---------------------------|--------------|
| | ---- 1,000 4/5-bu. Cartons ---- | | - % - |
| Domestic & Canadian – All | 4,791 | 4,036 | -15.8 |
| White | 104 | 75 | -27.9 |
| Red/Pink | 4,687 | 3,962 | -15.5 |
| Offshore Exports – All | 5,240 | 4,616 | -11.9 |
| White | 943 | 905 | -4.0 |
| Red/Pink | 4,297 | 3,711 | -13.6 |
| TOTAL - All | 10,031 | 8,652 | -13.7 |
| White | 1,047 | 980 | -6.4 |
| Red/Pink | 8,984 | 7,672 | -14.6 |

SOURCE: DFVI, Florida Dept of Agriculture

Florida Fresh Grapefruit Domestic and Export Certified Shipments, Season-to-Date through 03/20/16¹

| Country | 2014-15 Season-to-Date | 2015-16 Season-to-Date | Change |
|--------------------------------------|---------------------------|---------------------------|--------------|
| - - - - - thousand cartons - - - - - | | | - - % - - |
| United States | 4,048 | 3,410 | -15.8 |
| Canada | 743 | 627 | -15.6 |
| Europe | 2,276 | 1,917 | -15.8 |
| Japan | 2,416 | 2,125 | -12.0 |
| Other | 547 | 574 | +4.9 |
| TOTAL | 10,031 | 8,652 | -13.7 |

¹Based on most recent release of fresh fruit shipments as reported by FDACS
Source: Florida Department of Citrus

Florida Fresh Grapefruit Domestic FOB Prices

Season-to-Date through 03/20/2016¹

| Variety | FOB Price | | |
|-----------------|---------------------------|---------------------------|--------------|
| | 2014-15 Season-to-Date | 2015-16 Season-to-Date | Change |
| | ----- \$/carton----- | | -- % -- |
| TOTAL | | | |
| White | 12.77 | 15.87 | +24.3 |
| Red/Pink | 11.46 | 13.91 | +21.4 |

¹Based on most recent release of fresh fruit shipments as reported by FDACS

SOURCE: Citrus Administrative Committee.

Foreign Exchange Rates Per \$US

| Date | Euro | Real | Yen |
|-------------------------------|---------------|---------------|---------------|
| ANNUAL | | | |
| 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 |
| 2015 | 0.9012 | 3.3310 | 121.03 |
| 2015 (thru 04/05/2015) | 0.8889 | 2.8727 | 119.17 |
| 2016 (thru 04/05/2016) | 0.9051 | 3.8881 | 115.16 |
| % Change | +1.8 | +35.3 | -3.4 |
| WEEK ENDING 04/05/2016 | | | |
| 2015 | 0.9211 | 3.1826 | 119.51 |
| 2016 | 0.8784 | 3.5790 | 111.67 |
| % Change | -4.6 | +12.5 | -6.6 |