

Florida Citrus Economic & Market Indicators October 2017

Florida Department of
Citrus

Economic and Market
Research



Florida Citrus Economic & Market Indicators

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Summary Comments

- Brazil's OJ exports for 2017-18 Brazilian season (July - September) were up 11.8% from the previous year with exports to the NAFTA region, Europe and the Far East up 65.7%, up 5.5% and down 3.0%, respectively.
- Season-to-date through 09/30/17, Florida FCOJ availability, movement and ending inventories were down 5.1%, down 0.9%, and down 12.2% respectively, from last season.
- Season-to-date through 09/30/17, Florida SSOJ availability, movement and ending inventories were down 7.6%, down 6.9%, and down 7.9% respectively, from last season.
- For October through August of the 2016-17 season, U.S. OJ imports and exports were up 3.6% and down 19.0% from last season, respectively. Season-to-date through 09/30/17, Florida OJ exports were up 33.3% (FDOC Processors Report).
- For October through August of the 2016-17 season, Non-FDOC Processor FCOJ disappearance, based on FCOJ inventories and imports, was down 18.8%.
- Season-to-date through 09/30/17, 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 7.6% from the previous season, with the NFC price down 4.6%, the Recon price down 5.7% and the overall OJ price down 5.0%.
- The average FCOJ Futures price was \$1.50/PS, down \$0.49/PS from last year, while the Rotterdam price was at an estimated \$2500/MT, up \$0/MT from last year.
- FALSELate season Orange Prices have not been released through 09/30/17.
- Season to date through 09/24/17, fresh orange and specialty citrus shipments were down /A%, from last season.
- From August of the 2017-18 season, clementine and tangerine imports were up 69.1% relative to last season. Season-to-date through 06/03/17, Texas fresh grapefruit shipments were up 9.3% relative to last season.
- Season-to-date through 09/30/17, Florida FCGJ availability, movement and ending inventories were down 15.7%, down 10.0%, and down 33.1% respectively, from last season.
- Season-to-date through 09/30/17, Florida SSGJ availability, movement and ending inventories were down 9.7%, down 8.0%, and down 11.2% respectively, from last season.
- For October through August of the 2016-17 season, U.S. GJ exports were down 10.6%. Season-to-date through 09/30/17, Florida GJ exports were down 21.9% (FDOC Processors report).
- Season-to-date through 09/30/17, 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 3.5% from the previous season, with the overall GJ price up 1.7%.
- Season-to-date through 09/24/17, Florida fresh grapefruit shipments were down /A% from last season, with Domestic/Canadian shipments down /A% and offshore shipments down /A% (DFVI). Shipments to Europe and Japan were down /A% and down /A%, respectively. Domestic FOB prices (CAC) for fresh white and red/pink grapefruit were down /A% and down /A%, respectively.
- For the month of September versus the same period last year, the Euro/USD, Real/USD, and Yen/USD exchange rates were down 5.9%, down 3.8%, and up 8.5% respectively.

Brazil Orange Juice Exports

Destination	Season-to-Date (July - September)		
	2016-17	2017-18	Change
	-million SSE Gallons-		- % -
NAFTA^b	63.6	105.4	+65.7
Europe^c	272.7	287.8	+5.5
Far East^d	22.1	21.5	-3.0
Others	26.4	15.6	-40.8
Total	384.8	430.3	+11.8

^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.

SOURCE: Secretary of External Commerce - Brazil

Florida FCOJ Availability, Movement and Inventory

Item	Prior Season Comparison (October - September)			Season-to-Date 09/30/17 (FDOC Processor Week 52)		
	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	203.5	261.8	+28.6
Availability	653.8	585.3	-10.5	585.3	555.2	-5.1
Movement	364.6	366.3	+0.5	366.5	363.0	-0.9
Bulk	278.2	285.3	+2.6	285.3	292.3	+2.5
Packaged	86.4	81.0	-6.2	81.2	70.7	-12.9
Ending Inventory	289.3	219.0	-24.3	219.0	192.2	-12.2
Bulk	281.4	212.2	-24.6	212.2	185.0	-12.8
Packaged	7.8	6.8	-13.2	6.8	7.2	+6.1
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^b	41.3	31.1	-24.6	31.1	27.5	-11.4

^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 09/30/17 (FDOC Processor Week 52)		
	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	361.0	320.8	-11.1
Imports^a	41.7	46.4	+11.1	46.4	63.7	+37.3
Availability	691.5	635.8	-8.1	635.8	587.2	-7.6
Movement^b	457.0	427.5	-6.5	427.5	397.9	-6.9
Bulk	36.2	31.0	-14.3	31.0	31.2	+0.4
Packaged	420.8	396.4	-5.8	396.4	366.7	-7.5
Ending Inventory	227.8	202.8	-11.0	202.8	186.7	-7.9
Bulk	221.6	196.2	-11.5	196.2	181.0	-7.7
Packaged	6.2	6.6	+6.4	6.6	5.8	-12.3
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^c	25.9	24.7	-4.8	24.7	24.4	-1.0

^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.

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

U.S. Orange Juice Imports^a

Season-to-Date October - August						
Country	Volume			FOB Value/SSG ^c		
	2015-16	2016-17	Change	2015-16	2016-17	Change
TOTAL OJ						
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Brazil	188.48	177.21	-6.0	1.13	1.42	+25.7
CBI ^b	36.36	26.30	-27.7	1.75	2.30	+31.4
Mexico	137.51	167.29	+21.7	1.70	2.29	+34.7
Other	6.03	10.77	+78.6	2.59	2.58	-0.4
TOTAL	368.38	381.57	+3.6	1.42	1.90	+33.8
NFC OJ						
Brazil	48.76	65.66	+34.7	1.44	1.50	+4.2
CBI ^b	0.00	0.04	N/A	0.00	2.74	N/A
Mexico	11.72	17.48	+49.1	2.63	2.86	+8.7
Other	0.08	0.11	+37.5	4.75	2.88	-39.4
TOTAL	60.56	83.29	+37.5	1.67	1.78	+6.6

^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 - August						
Country	Volume			FOB Value/SSG ^c		
	2015-16	2016-17	Change	2015-16	2016-17	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	42.59	33.60	-21.1	4.99	4.94	-1.0
Europe	16.76	17.76	+6.0	2.99	2.68	-10.4
Japan	0.78	0.47	-39.7	3.51	4.14	+17.9
Other	26.00	17.92	-31.1	3.50	4.29	+22.6
TOTAL	86.13	69.75	-19.0	4.14	4.19	+1.2

^a Includes OJ with added vitamins and minerals.

^b FDOC Processor exports of OJ for the 2016-17 season were up 33.3%, season-to-date through 09/30/17.

^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 - August		
	2015-16	2016-17	Change
- million SSE gallons -			- % -
Beginning Inventory^a	27.9	33.3	+19.5
Foreign Imports^b	<u>135.7</u>	<u>89.9</u>	<u>-33.8</u>
Availability^c	163.6	123.2	-24.7
Ending Inventory^a	<u>33.0</u>	<u>17.2</u>	<u>-47.8</u>
Non-FDOC Processor FCOJ Disappearance^d	130.5	105.9	-18.8

^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 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 09/30/17, Topline Report #13									
	2015-16	2016-17	Change	2015-16	2016-17	Change	2015-16	2016-17	Change
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

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		
	10/03/15	10/01/16	09/30/17	10/03/15	10/01/16	09/30/17
Non-Promotional Price						
NFC <11 oz	\$3.93	\$3.87	\$3.83	\$12.17	\$11.86	\$11.96
NFC 11-20 oz	\$1.56	\$1.83	\$1.91	\$15.98	\$15.43	\$15.93
NFC 20-50 oz	\$3.70	\$3.80	\$3.82	\$13.96	\$14.10	\$14.79
NFC 50-70 oz	\$3.84	\$3.81	\$3.73	\$7.89	\$7.80	\$7.68
NFC 70-110 oz	\$6.07	\$5.66	\$5.87	\$8.73	\$8.14	\$8.44
NFC >110 oz	\$6.65	\$6.47	\$6.39	\$6.76	\$6.57	\$6.39
Promotional Price^a						
NFC <11 oz	\$3.50	\$2.71	\$3.52	\$10.28	\$9.94	\$10.98
NFC 11-20 oz	\$1.20	\$1.29	\$1.28	\$12.98	\$13.70	\$13.49
NFC 20-50 oz	\$2.93	\$2.96	\$3.24	\$11.01	\$10.97	\$12.20
NFC 50-70 oz	\$3.08	\$3.09	\$3.14	\$6.68	\$6.68	\$6.78
NFC 70-110 oz	\$5.29	\$5.28	\$5.41	\$7.61	\$7.59	\$7.77
NFC >110 oz	\$6.93	\$6.62	\$6.27	\$7.39	\$6.78	\$6.27

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.

^aPromotional 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)

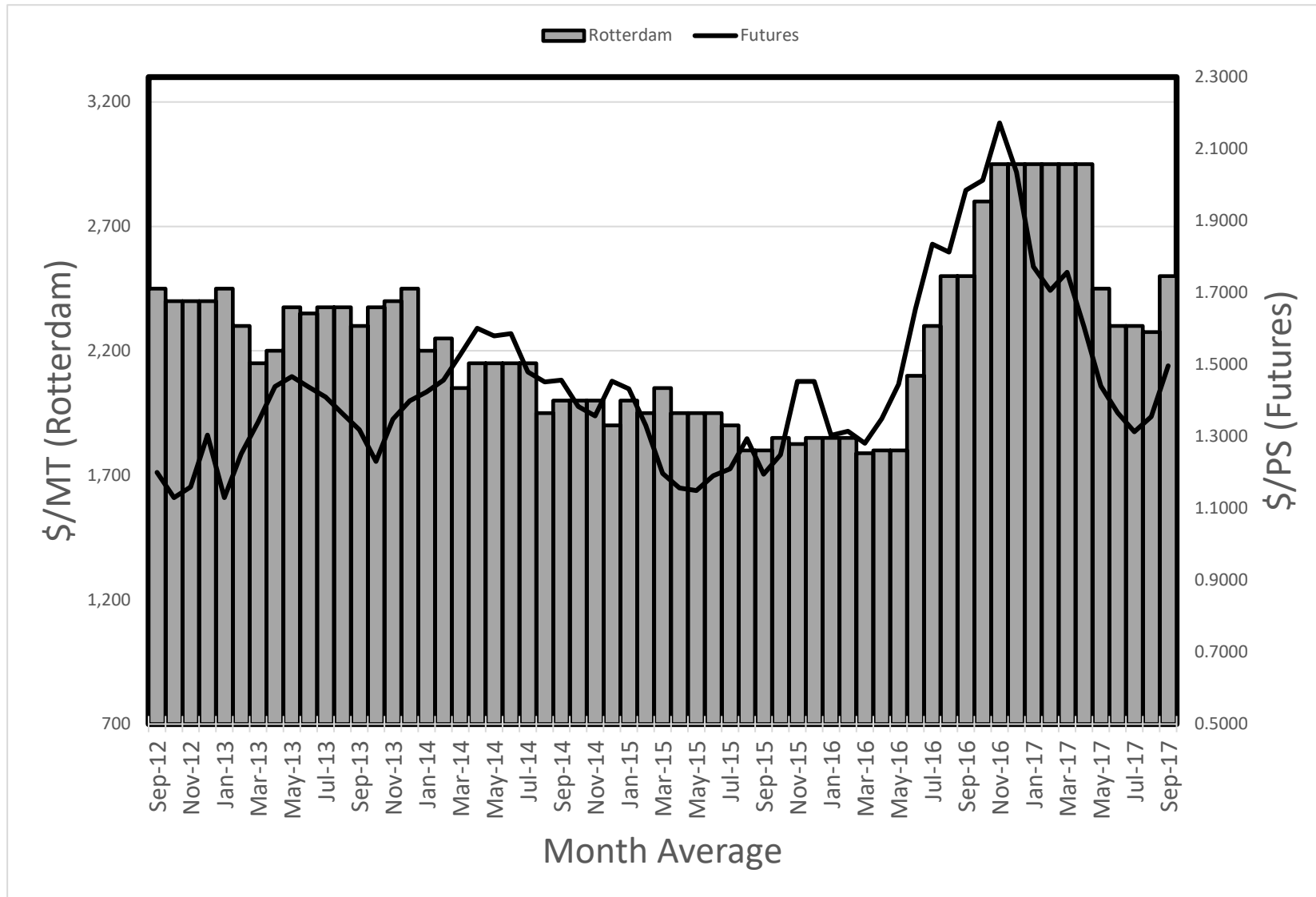
Unit Sizes	Dollar Sales			Gallon Sales		
	16 Week Period Ending			16 Week Period Ending		
	10/03/15	10/01/16	09/30/17	10/03/15	10/01/16	09/30/17
NFC <11 oz	\$10,017,844	\$10,327,346	\$9,918,333	845,646	885,770	836,153
NFC 11-20 oz	\$28,562,179	\$30,550,794	\$30,368,448	1,903,929	2,045,460	1,998,286
NFC 20-50 oz	\$7,485,202	\$8,345,656	\$6,065,275	549,536	608,425	424,804
NFC 50-70 oz	\$415,257,467	\$395,799,792	\$367,107,835	57,021,358	54,194,263	50,178,406
NFC 70-110 oz	\$124,321,739	\$127,176,746	\$125,431,854	14,908,757	15,913,936	15,138,653
NFC >110 oz	\$41,748,317	\$28,806,937	\$24,793,829	6,132,106	4,373,336	3,887,568
% Sold on Promotion^a						
NFC <11 oz	14.8%	8.8%	9.7%	17.1%	10.4%	10.5%
NFC 11-20 oz	28.2%	26.1%	26.6%	32.6%	28.4%	30.0%
NFC 20-50 oz	9.4%	9.8%	16.8%	11.6%	12.3%	19.7%
NFC 50-70 oz	45.9%	40.8%	37.7%	50.1%	44.6%	40.7%
NFC 70-110 oz	31.7%	25.6%	22.2%	34.7%	27.0%	23.6%
NFC >110 oz	8.3%	7.0%	7.8%	7.6%	6.8%	7.9%

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.

^aPromotional 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

September 2012 through September 2017



FCOJ Prices September

Item	2016	2017	Change
- \$ / PS -			- % -
FCOJ Futures	1.9853	1.4969	-24.6
- \$ / MT -			
FCOJ Rotterdam	2500	2500	0.0

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	N/A	N/A	N/A
Late Season Oranges ^b	N/A	N/A	N/A
White Grapefruit ^c	N/A	N/A	N/A
Red/Pink Grapefruit ^c	N/A	N/A	N/A

^a 2016-17 Season final price from 09/30/17. 2015-16 Season final price from 10/01/16.

^b Late season fruit has not begun for this season

^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	September Average		Season-to-Date ^a (July - September)	
	Price	Change from Year Ago	Price	Change from Year Ago
	- \$ / box ^b -	- % -	- \$ / box ^b -	- % -
2015-16	3.11		3.13	
2016-17	6.23	+100.3	6.15	+96.7
2017-18	6.10	-2.1	6.00	-2.4

^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 09/24/17			FOB Price through 05/14/17		
	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	0	2	N/A	0.00	14.92	N/A
Navel	0	1	N/A	0.00	17.01	N/A
Valencia	0	0	N/A	0.00	16.72	N/A
Tangelo	0	0	N/A	0.00	13.25	N/A
Early Tangerines ^a	0	1	N/A	N/A	24.80	N/A
Honey / Murcotts	0	0	N/A	0.00	26.28	N/A
Royal Tangerines / Temples	0	0	N/A	0.00	20.70	N/A
TOTAL	0	4	N/A			

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

^aPrices for Sunburst.

Selected Competitive Fresh Fruit Shipments

U.S. Clementine and Tangerine Imports			Texas Fresh Grapefruit Shipments		
2016-17	2017-18	Change	2015-16	2016-17	Change
August			STD - 06/03/17		
- million pounds -		- % -	- thousand 7/10 bu. Cartons -		- % -
69.8	118.1	+69.1	Total 4,788	5,232	+9.3
			Export 122	229	+87.8
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 09/30/17 (FDOC Processor Week 52)		
	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	8.6	-33.2
Imports^a	0.0	0.0	N/A	0.0	1.5	N/A
Availability	36.5	28.9	-20.8	28.9	24.4	-15.7
Movement	23.6	17.7	-24.9	17.7	15.9	-10.0
Bulk	23.4	17.6	-24.8	17.6	15.8	-10.2
Packaged	0.2	0.1	-46.8	0.1	0.1	+36.4
Ending Inventory	16.1	14.3	-11.2	14.3	9.6	-33.1
Bulk	16.1	14.2	-11.3	14.2	9.5	-33.0
Packaged	0.0	0.1	+43.7	0.1	0.0	-40.7
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	35.5	42.1	+18.3	42.1	31.3	-25.7

^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.

Florida SSGJ Availability, Movement and Inventory

Item	Prior Season Comparison (October - September)			Season-to-Date: 09/30/17 (FDOC Processor Week 52)		
	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	11.2	-20.2
Imports^a	1.1	1.7	+54.6	1.7	2.0	+18.5
Availability	28.1	25.2	-10.2	25.2	22.8	-9.7
Movement	16.9	15.5	-8.4	15.5	14.2	-8.0
Bulk	4.5	3.5	-22.5	3.5	2.4	-30.8
Packaged	12.4	12.0	-3.2	12.0	11.8	-1.4
Ending Inventory	9.5	9.6	+1.3	9.6	8.6	-11.2
Bulk	9.3	9.5	+2.2	9.5	8.4	-12.1
Packaged	0.2	0.1	-38.3	0.1	0.2	+52.6
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	29.4	32.5	+10.6	32.5	31.3	-3.5

^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 - August						
Country	Volume			FOB Value/SSG ^c		
	2015-16	2016-17	Change	2015-16	2016-17	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	1.64	1.43	-12.8	3.65	3.97	+8.8
Europe	4.00	3.70	-7.5	2.94	3.16	+7.5
Japan	1.41	1.28	-9.2	5.44	5.44	0.0
Other	1.59	1.31	-17.6	4.96	4.99	+0.6
TOTAL	8.64	7.72	-10.6	3.85	4.00	+3.9

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

^b FDOC Processor exports of GJ for the 2016-17 season were down 21.9%, season-to-date through 09/30/17.

^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		
	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 09/30/17, Topline Report #13									
	2015-16	2016-17	Change	2015-16	2016-17	Change	2015-16	2016-17	Change
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

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 09/24/17

Destination/Variety	2016-17 STD	2017-18 STD	Change
- 1,000 4/5-bu. cartons -			- % -
Domestic & Canadian - All	0	9	N/A
White	0	0	N/A
Red/Pink	0	9	N/A
Offshore Exports - All	0	0	N/A
White	0	0	N/A
Red/Pink	0	0	N/A
TOTAL - All	0	9	N/A
White	0	0	N/A
Red/Pink	0	9	N/A

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Shipments Season-to-Date through 09/24/17

Country	2016-17 STD	2017-18 STD	Change
- 1,000 4/5-bu. cartons -			- % -
United States	0	9	N/A
Canada	0	0	N/A
Europe	0	0	N/A
Japan	0	0	N/A
Other	0	0	N/A
TOTAL - All	0	9	N/A

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Domestic FOB Prices

Season-to-Date through 05/14/17

Variety	FOB Price		
	2016-17	2017-18	Change
	STD	STD	
	- \$ / carton -		- % -
TOTAL^a	N/A	14.57	N/A
White	0	16.36	N/A
Red/Pink	0	14.57	N/A

^aWeighted 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 September	0.8958	3.557	108.73
2017 (through September	0.8998	3.167	111.88
% Change	+0.5	-11.0	+2.9
Average for Month of September			
2016	0.8922	3.255	102.03
2017	0.8392	3.130	110.65
% Change	-5.9	-3.8	+8.5