

Florida Citrus Economic & Market Indicators

April 2019

Florida Department
of Citrus

Economic and Market
Research



Florida Citrus Economic & Market Indicators

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Summary Comments

- Brazil's OJ exports for 2018-19 Brazilian season (July - March) were down 13.2% from the previous year with exports to the NAFTA region, Europe and the Far East down 26.0%, down 8.0% and down 6.9%, respectively.
- Season-to-date through 03/30/19, Florida FCOJ availability, movement and ending inventories were up 18.1%, up 8.3%, and up 25.0% respectively, from last season.
- Season-to-date through 03/30/19, Florida SSOJ availability, movement and ending inventories were up 1.7%, down 9.6%, and up 13.8% respectively, from last season.
- For October through February of the 2018-19 season, U.S. OJ imports and exports were down 16.0% and up 5.1% from last season, respectively. Season-to-date through 03/30/19, Florida OJ exports were up 43.3% (FDOC Processors Report).
- For October through February of the 2018-19 season, Non-FDOC Processor FCOJ disappearance, based on FCOJ inventories and imports, was down 62.2%.
- Season-to-date through 03/16/19, 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 7.3% from the previous season, with the NFC price down 4.4%, the Recon price down 2.6% and the overall OJ price down 3.8%.
- The average FCOJ Futures price was \$1.22/PS, down \$0.17/PS from last year.
- Season-to-date through 02/23/19, the delivered-in price for early and midseason oranges was \$2.20/PS, down \$0.39/PS from last season. Season-to-date through 43667, the delivered-in price for late season oranges was \$2.47/PS, down \$0.30/PS from last season.
- Season to date through 04/21/19, fresh orange and specialty citrus shipments were up 1.8%, from last season.
- From August through February of the 2018-19 season, clementine and tangerine imports were down 22.0% relative to last season. Season-to-date through 04/05/19, Texas fresh grapefruit shipments were down 22.8% relative to last season.
- Season-to-date through 03/30/19, Florida FCGJ availability, movement and ending inventories were down 33.2%, down 52.7%, and down 13.0% respectively, from last season.
- Season-to-date through 03/30/19, Florida SSGJ availability, movement and ending inventories were down 2.7%, down 16.5%, and up 4.3% respectively, from last season.
- For October through February of the 2018-19 season, U.S. GJ exports were up 45.7%. Season-to-date through 03/30/19, Florida GJ exports were down 51.9% (FDOC Processors report).
- Season-to-date through 03/16/19, 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 12.3% from the previous season, with the overall GJ price up 7.5%.
- Season-to-date through 04/21/19, Florida fresh grapefruit shipments were up 9.3% from last season, with Domestic/Canadian shipments up 23.4% and offshore shipments down 6.9% (DFVI). Shipments to Europe and Japan were down 15.2% and down 3.6%, respectively. Domestic FOB prices (CAC) for fresh white and red/pink grapefruit were down 19.0% and down 6.9%, respectively.
- For the month of March versus the same period last year, the Euro/USD, Real/USD, and Yen/USD exchange rates were up 9.1%, up 17.2%, and up 4.8% respectively.

Brazil Orange Juice Exports

Destination	Season-to-Date (July - March)		
	2017-18	2018-19	Change
	-million SSE Gallons-		- % -
NAFTA^b	318.8	236.0	-26.0
Europe^c	791.9	728.8	-8.0
Far East^d	104.8	97.6	-6.9
Others	66.8	50.7	-24.2
Total	1282.3	1113.0	-13.2

^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 03/30/19 (FDOC Processor Week 26)		
	2016-17	2017-18	Change	2017-18	2018-19	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	219.0	192.2	-12.2	192.2	243.1	+26.5
Pack from Fruit	74.5	41.1	-44.8	29.8	53.6	+79.7
Imports^a	261.8	313.9	+19.9	154.0	147.3	-4.3
Availability	555.2	547.2	-1.4	376.0	444.0	+18.1
Movement	363.0	303.5	-16.4	155.8	168.8	+8.3
Bulk	292.3	237.3	-18.8	122.6	137.9	+12.5
Packaged	70.7	66.2	-6.4	33.2	30.9	-6.9
Ending Inventory	192.2	243.7	+26.8	220.2	275.2	+25.0
Bulk	185.0	237.8	+28.5	213.3	269.3	+26.3
Packaged	7.2	5.9	-17.8	6.8	5.9	-14.2
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^b	27.5	41.8	+51.7	36.7	42.4	+15.4

^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 03/30/19 (FDOC Processor Week 26)		
	2016-17	2017-18	Change	2017-18	2018-19	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	202.8	186.7	-7.9	186.7	124.5	-33.3
Pack from Fruit	320.8	200.2	-37.6	119.7	169.0	+41.2
Imports^a	63.7	104.9	+64.6	67.5	86.7	+28.4
Availability	587.2	491.8	-16.2	373.9	380.2	+1.7
Movement^b	397.9	365.4	-8.2	203.9	184.3	-9.6
Bulk	31.2	26.7	-14.4	13.3	10.0	-25.3
Packaged	366.7	338.7	-7.6	190.6	174.3	-8.5
Ending Inventory	186.7	124.6	-33.3	169.8	193.3	+13.8
Bulk	181.0	119.7	-33.9	165.7	187.9	+13.4
Packaged	5.8	4.9	-15.1	4.2	5.4	+28.7
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^c	24.4	17.7	-27.4	21.7	27.3	+25.9

^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 - February						
Country	Volume			FOB Value/SSG ^c		
	2017-18	2018-19	Change	2017-18	2018-19	Change
TOTAL OJ						
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Brazil	170.71	119.41	-30.1	1.35	1.50	+11.1
CBI ^b	6.61	5.94	-10.1	1.98	1.82	-8.1
Mexico	78.23	89.76	+14.7	1.93	1.93	0.0
Other	1.50	0.76	-49.3	2.64	3.08	+16.7
TOTAL	257.05	215.87	-16.0	1.55	1.69	+9.0
NFC OJ						
Brazil	64.16	71.28	+11.1	1.46	1.61	+10.3
CBI ^b	0.00	0.00	N/A	0.00	5.40	N/A
Mexico	8.89	10.72	+20.6	2.67	2.64	-1.1
Other	0.04	0.02	-50.0	2.77	4.35	+57.0
TOTAL	73.09	82.03	+12.2	1.60	1.74	+8.7

^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			FOB Value/SSG ^c		
	2017-18	2018-19	Change	2017-18	2018-19	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	12.90	12.52	-2.9	4.71	5.14	+36.7
Europe	0.41	0.10	-75.6	4.75	4.64	+77.1
Japan	0.11	0.18	+63.6	4.52	6.86	N/A
Other	3.12	4.59	+47.1	5.56	5.52	N/A
TOTAL	16.54	17.39	+5.1	4.87	5.26	+40.3

^a Includes OJ with added vitamins and minerals.

^b FDOC Processor exports of OJ for the 2018-19 season were up 43.3%, season-to-date through 03/30/19.

^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 - February		
	2017-18	2018-19	Change
- million SSE gallons -			- % -
Beginning Inventory^a	15.5	12.3	-20.8
Foreign Imports^b	<u>95.5</u>	<u>34.4</u>	<u>-64.0</u>
Availability^c	111.0	46.7	-57.9
Ending Inventory^a	<u>21.4</u>	<u>12.8</u>	<u>-40.3</u>
Non-FDOC Processor FCOJ Disappearance^d	89.6	33.9	-62.2

^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 Sales			Dollar Sales			Price/Eq Gallon		
	2016-17	2017-18	Change	2016-17	2017-18	Change	2016-17	2017-18	Change
	- million SSE gallons -		- % -	- million dollars -		- % -	- \$/SSE gallon -		- % -
Full Season Results for the Previous Two Seasons									
Refrigerated	414.05	394.63	-4.7	2,801.24	2,719.60	-2.9	6.77	6.89	+1.9
NFC	265.39	249.12	-6.1	2,036.10	1,964.97	-3.5	7.67	7.89	+2.8
RECON	148.66	145.51	-2.1	765.14	754.63	-1.4	5.15	5.19	+0.8
FCOJ	18.08	16.40	-9.3	89.20	82.00	-8.1	4.93	5.00	+1.3
Shelf Stable	0.29	0.24	-18.4	2.55	2.15	-15.6	8.67	8.96	+3.4
TOTAL	432.43	411.27	-4.9	2,892.99	2,803.76	-3.1	6.69	6.82	+1.9
Season-to-Date through 03/16/19, Topline Report #06									
	2017-18	2018-19	Change	2017-18	2018-19	Change	2017-18	2018-19	Change
Refrigerated	193.40	178.62	-7.6	1,315.62	1,263.63	-4.0	6.80	7.07	+4.0
NFC	128.21	114.16	-11.0	990.25	946.63	-4.4	7.72	8.29	+7.4
RECON	65.19	64.45	-1.1	325.37	317.00	-2.6	4.99	4.92	-1.5
FCOJ	8.17	7.51	-8.2	40.96	37.19	-9.2	5.01	4.95	-1.1
Shelf Stable	5.53	5.96	+7.8	40.11	42.79	+6.7	7.25	7.18	-1.0
TOTAL	207.11	192.09	-7.3	1,396.68	1,343.61	-3.8	6.74	6.99	+3.7

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.

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		
	03/18/17	03/17/18	03/16/19	03/18/17	03/17/18	03/16/19
Non-Promotional Price						
NFC <11 oz	\$3.88	\$3.88	\$4.03	\$11.75	\$11.96	\$12.13
NFC 11-20 oz	\$1.79	\$1.91	\$1.94	\$15.76	\$15.80	\$16.24
NFC 20-50 oz	\$3.73	\$3.46	\$3.63	\$14.01	\$13.71	\$14.36
NFC 50-70 oz	\$3.88	\$3.76	\$3.71	\$7.92	\$7.81	\$8.50
NFC 70-110 oz	\$5.80	\$5.84	\$5.83	\$8.34	\$8.40	\$8.38
NFC >110 oz	\$6.54	\$6.41	\$6.67	\$6.59	\$6.41	\$6.67
Promotional Price^a						
NFC <11 oz	\$3.10	\$3.51	\$3.46	\$10.10	\$9.99	\$10.37
NFC 11-20 oz	\$1.30	\$1.33	\$1.32	\$13.87	\$13.87	\$13.65
NFC 20-50 oz	\$2.92	\$2.75	\$2.99	\$11.02	\$10.86	\$11.96
NFC 50-70 oz	\$3.04	\$3.08	\$3.04	\$6.56	\$6.65	\$7.42
NFC 70-110 oz	\$5.37	\$5.41	\$5.51	\$7.72	\$7.78	\$7.92
NFC >110 oz	\$6.37	\$6.66	\$6.59	\$6.40	\$6.66	\$6.59

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)

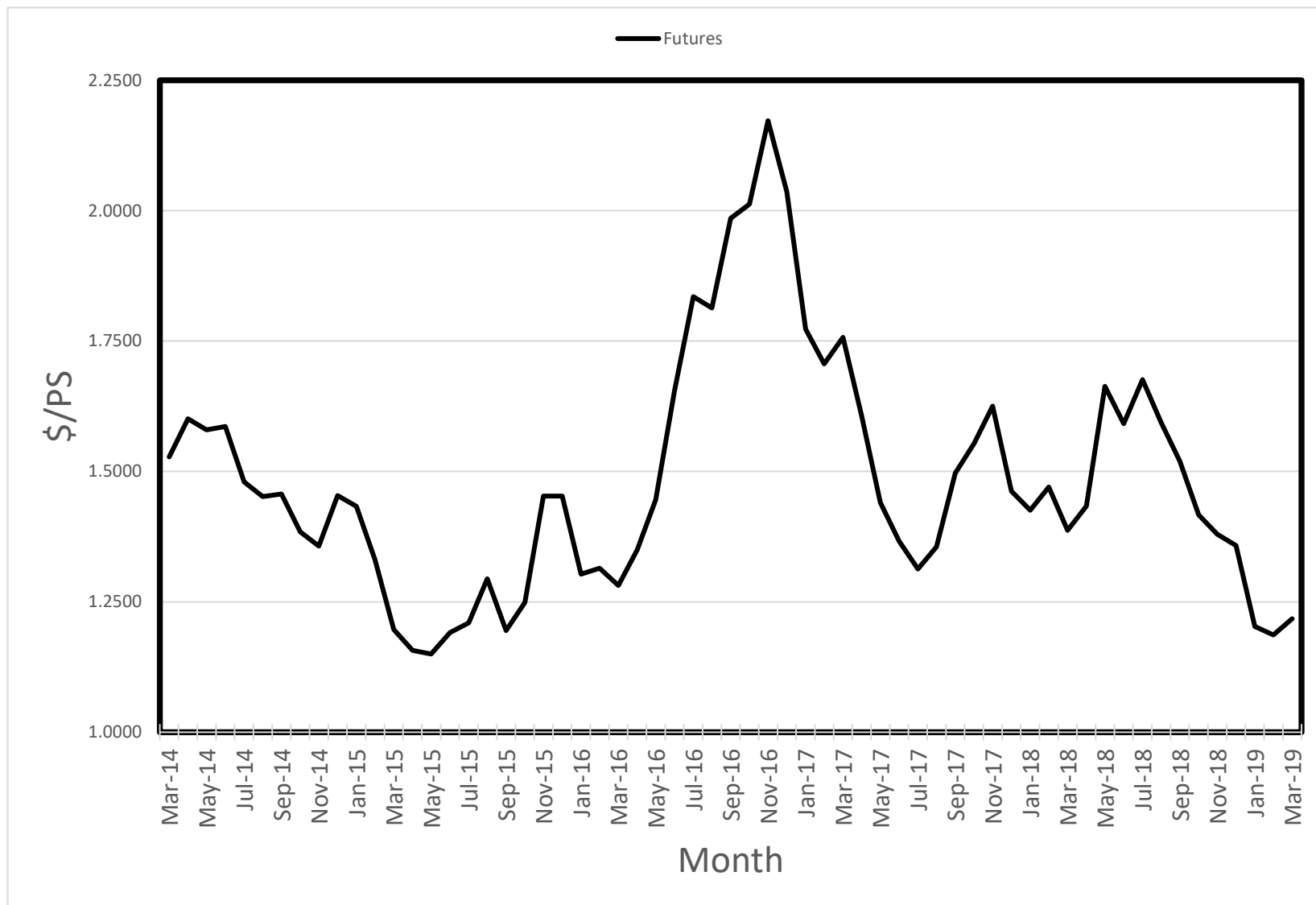
Unit Sizes	Dollar Sales			Gallon Sales		
	16 Week Period Ending			16 Week Period Ending		
	03/18/17	03/17/18	03/16/19	03/18/17	03/17/18	03/16/19
NFC <11 oz	\$11,265,673	\$10,998,134	\$9,851,570	969,555	939,880	824,459
NFC 11-20 oz	\$31,743,066	\$33,942,294	\$33,778,034	2,072,618	2,212,661	2,163,614
NFC 20-50 oz	\$7,953,047	\$6,982,040	\$8,069,866	594,546	532,726	574,288
NFC 50-70 oz	\$464,431,299	\$446,095,252	\$411,800,345	63,965,008	61,277,764	51,482,575
NFC 70-110 oz	\$154,693,735	\$158,659,993	\$168,030,034	18,963,693	19,306,194	20,299,645
NFC >110 oz	\$29,353,060	\$27,840,177	\$23,375,100	4,466,705	4,326,192	3,508,619
% Sold on Promotion^a						
NFC <11 oz	6.8%	11.2%	9.0%	7.8%	13.1%	10.4%
NFC 11-20 oz	21.5%	21.6%	21.1%	23.7%	23.9%	24.1%
NFC 20-50 oz	17.4%	17.5%	11.1%	21.2%	21.1%	13.0%
NFC 50-70 oz	44.1%	41.7%	42.9%	48.8%	45.6%	46.2%
NFC 70-110 oz	28.0%	27.5%	22.2%	29.6%	29.1%	23.2%
NFC >110 oz	8.5%	9.4%	7.7%	8.7%	9.1%	7.8%

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.

^aPromotional prices includes features, displays, and combined feature and display prices. Temporary price reductions (TPR) are not included in promotional prices.

FCOJ Futures Monthly Average Prices

March 2014 through March 2019



FCOJ Prices March

Item	2018	2019	Change
- \$ / PS -			- % -
FCOJ Futures	1.3870	1.2177	-12.2

SOURCES: Intercontinental Exchange, Inc. (Futures)

FDOC Processor Delivered-In Prices

Variety	STD Prices Reported for Canner's A		
	2017-18	2018-19	Change
	- \$ / PS -		- % -
Early & Midseason Oranges ^a	\$2.59	\$2.20	-15.2
Late Season Oranges ^b	\$2.78	\$2.47	-11.0
White Grapefruit ^c	N/A	N/A	N/A
Red/Pink Grapefruit ^c	N/A	\$3.13	N/A

^a 2018-19 Season final price from 02/23/19. 2017-18 Season final price from 02/17/18.

^b 2018-19 Season final price from 07/21/19. 2017-18 STD price through 03/31/18.

^c 2018-19 STD price through 03/30/19. 2017-18 STD price through 03/31/18.

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

Season	March Average		Season-to-Date ^a (July - March)	
	Price	Change from Year Ago	Price	Change from Year Ago
	- \$ / box ^b -	- % -	- \$ / box ^b -	- % -
2016-17	6.87		6.92	
2017-18	4.96	-27.8	5.68	-17.9
2018-19	5.62	+13.3	5.69	+0.1

^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 through 04/21/19			FOB Price through 04/21/19		
	2017-18	2018-19	Change	2017-18	2018-19	Change
	STD	STD		Final	STD	
	- 1,000 of 4/5 bu. cartons -		- % -	- \$ / carton -		- % -
Early & Mid Oranges	1,612	1,735	+7.6	17.43	15.07	-13.5
Navel	500	665	+32.9	21.75	17.60	-19.1
Valencia	1,507	1,189	-21.1	17.43	12.91	-25.9
Tangelo	135	133	-1.2	21.86	16.07	-26.5
Early Tangerines ^a	513	576	+12.1	26.14	21.37	-18.2
Honey / Murcotts	175	213	+21.4	26.91	29.67	+10.3
Royal Tangerines / Temples	40	51	+28.0	21.60	17.91	-17.1
TOTAL	4,483	4,562	+1.8			

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, Tangerine and Wilkings Imports			Texas Fresh Grapefruit Shipments		
2017-18	2018-19	Change	2017-18	2018-19	Change
August - February			STD - 04/05/19		
- million pounds -		- % -	- thousand 7/10 bu. Cartons -		- % -
438.5	342.2	-22.0	Total 7,104	5,484	-22.8
			Export 379	274	-27.7
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 03/30/19 (FDOC Processor Week 26)		
	2016-17	2017-18	Change	2017-18	2018-19	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	14.2	9.5	-33.0	9.5	5.2	-45.8
Pack from Fruit	8.6	2.3	-73.4	2.3	2.6	+15.7
Imports^a	1.5	4.5	+193.0	3.5	2.4	-30.9
Availability	24.4	16.4	-32.9	15.4	10.3	-33.2
Movement	15.9	11.7	-26.7	6.4	3.0	-52.7
Bulk	15.8	11.6	-26.9	6.3	2.9	-53.9
Packaged	0.1	0.1	-9.2	0.1	0.1	+98.2
Ending Inventory	9.6	5.2	-45.6	9.1	7.9	-13.0
Bulk	9.5	5.2	-45.6	9.0	7.9	-13.0
Packaged	0.0	0.0	-25.3	0.1	0.0	-23.0
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	31.3	23.2	-25.7	37.0	68.0	+83.6

^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: 03/30/19 (FDOC Processor Week 26)		
	2016-17	2017-18	Change	2017-18	2018-19	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	9.6	8.6	-11.2	8.6	6.9	-19.7
Pack from Fruit	11.2	6.4	-42.9	6.4	8.3	+30.2
Imports^a	2.0	4.4	+120.6	4.0	3.3	-18.8
Availability	22.8	19.3	-15.3	19.0	18.4	-2.7
Movement	14.2	12.4	-12.9	6.7	5.6	-16.5
Bulk	2.4	1.2	-50.4	0.7	0.2	-66.8
Packaged	11.8	11.2	-5.3	5.9	5.3	-10.4
Ending Inventory	8.6	6.8	-20.5	12.2	12.8	+4.3
Bulk	8.4	6.7	-20.3	12.0	12.6	+5.0
Packaged	0.2	0.1	-28.5	0.2	0.2	-29.4
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	31.3	28.6	-8.7	47.7	59.6	+24.9

^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			FOB Value/SSG ^c		
	2017-18	2018-19	Change	2017-18	2018-19	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	0.37	0.64	+73.0	4.72	5.83	+23.5
Europe	0.92	1.07	+16.3	4.57	5.34	+16.8
Japan	0.14	0.45	+221.4	4.23	4.98	+17.7
Other	0.43	0.55	+27.9	4.06	4.36	+7.4
TOTAL	1.86	2.71	+45.7	4.46	5.20	+16.6

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

^b FDOC Processor exports of GJ for the 2018-19 season were down 51.9%, season-to-date through 03/30/19.

^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	10.04	9.25	-7.9	78.85	75.95	-3.7	7.85	8.21	+4.6
NFC	9.20	8.44	-8.3	71.83	68.57	-4.5	7.81	8.13	+4.1
RECON	0.84	0.81	-4.2	7.02	7.38	+5.1	8.31	9.12	+9.7
FCOJ	0.12	0.09	-22.9	0.52	0.44	-15.6	4.42	4.84	+9.4
Shelf Stable	3.77	3.77	-0.1	23.66	23.33	-1.4	6.28	6.19	-1.3
TOTAL	13.94	13.11	-6.0	103.07	99.72	-3.3	7.39	7.61	+2.9
Season-to-Date through 03/16/19, Topline Report #06									
	2017-18	2018-19	Change	2017-18	2018-19	Change	2017-18	2018-19	Change
Refrigerated	4.51	3.87	-14.3	35.82	33.77	-5.7	7.95	8.74	+9.9
NFC	4.26	3.82	-10.3	34.24	33.28	-2.8	8.03	8.70	+8.3
RECON	0.25	0.04	-83.5	1.59	0.48	-69.7	6.45	11.84	+83.6
FCOJ	0.04	0.14	+237.3	0.20	0.66	+227.2	4.85	4.70	-3.0
Shelf Stable	1.68	1.46	-13.3	10.37	9.29	-10.4	6.18	6.38	+3.4
TOTAL	6.23	5.46	-12.3	46.39	43.72	-5.8	7.45	8.00	+7.5

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 04/21/19

Destination/Variety	2017-18 STD	2018-19 STD	Change
- 1,000 4/5-bu. cartons -			- % -
Domestic & Canadian - All	1,730	2,134	+23.4
White	50	43	-14.7
Red/Pink	1,680	2,091	+24.5
Offshore Exports - All	1,508	1,405	-6.9
White	300	356	+18.8
Red/Pink	1,209	1,049	-13.2
TOTAL - All	3,238	3,539	+9.3
White	350	399	+14.0
Red/Pink	2,889	3,140	+8.7

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Shipments Season-to-Date through 04/21/19

Country	2017-18 STD	2018-19 STD	Change
- 1,000 4/5-bu. cartons -			- % -
United States	1,509	1,835	+21.6
Canada	221	299	+35.5
Europe	610	517	-15.2
Japan	676	652	-3.6
Other	222	236	+6.2
TOTAL - All	3,238	3,539	+9.3

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Domestic FOB Prices
Season-to-Date through 04/21/19

Variety	FOB Price		
	2017-18 Final	2018-19 STD	Change
	- \$ / carton -		- % -
TOTAL^a	19.30	17.69	-8.3
White	20.58	16.66	-19.0
Red/Pink	19.14	17.82	-6.9

^aWeighted average based on FDACS reporting of fresh fruit shipments.
Source: Citrus Administrative Committee

Foreign Exchange Rates Per USD

Date	Euro	Real	Yen
Annual			
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
2018	0.8472	3.640	110.24
2018 (through March)	0.8137	3.245	108.35
2019 (through March)	0.8804	3.768	110.12
% Change	+8.2	+16.1	+1.6
Average for Month of March			
2018	0.8111	3.277	106.01
2019	0.8846	3.840	111.14
% Change	+9.1	+17.2	+4.8