

Florida Citrus Economic & Market Indicators November 2016



Florida Department of
Citrus
Economic and Market
Research

Florida Citrus Economic & Market Indicators

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Summary Comments

- Brazil's OJ exports for 2016-17 Brazilian season (July - October) were up 4.3 from the previous year with exports to the NAFTA region, Europe and the Far East up 27.6, down 5.5 and up 19.2, respectively.
- Season-to-date through 10/29/16, Florida FCOJ availability, movement and ending inventories were down 21.8%, down 24.7%, and down 21.5% respectively, from last season.
- Season-to-date through 10/29/16, Florida SSOJ availability, movement and ending inventories were down 10.1%, down 9.7%, and down 10.2% respectively, from last season.
- For October through September of the 2016-17 season, U.S. OJ imports and exports were down 14.9% and down 19.1% from last season, respectively. Season-to-date through 10/29/16, Florida OJ exports were down 45.3% (FDOC Processors Report).
- For October through September of the 2015-16 season, Non-FDOC Processor FCOJ disappearance, based on FCOJ inventories and imports, was down 12.6%.
- Season-to-date through 01/23/16, 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 7.5% from the previous season, with the NFC price down 4.1%, the Recon price down 10.8% and the overall OJ price down 6.2%.
- The average FCOJ Futures price was \$2.01/PS up \$0.76/PS from last year, while the Rotterdam price was at an estimated \$2800/MT, up \$950/MT from last year.
- Early/Midseason Orange Prices have not been released through 10/29/16. Late season Orange Prices have not been released through 10/29/16.
- Season to date through 10/23/16, fresh orange and specialty citrus shipments were down 63.4%, from last season.
- From August through September of the 2016-17 season, clementine and tangerine imports were up 21.3% relative to last season. Season-to-date through 11/05/16, Texas fresh grapefruit shipments were up 32.3% relative to last season.
- Season-to-date through 10/29/16, Florida FCGJ availability, movement and ending inventories were down 12.4%, up 144.4%, and down 10.0% respectively, from last season.
- Season-to-date through 10/29/16, Florida SSGJ availability, movement and ending inventories were up 1.4%, down 3.3%, and up 2.1% respectively, from last season.
- For October through September of the 2016-17 season, U.S. GJ exports were down 13.2%. Season-to-date through 10/29/16, Florida GJ exports were down 25.5% (FDOC Processors report).
- Season-to-date through 01/23/16, 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 up 0.1% from the previous season, with the overall GJ price down 1.5%.
- Season-to-date through 10/23/16, Florida fresh grapefruit shipments were down 65.2% from last season, with Domestic/Canadian shipments down 36.2% and offshore shipments down 97.7% (DFVI). Shipments to Europe and Japan were down 100.0% and down 96.9%, respectively. Domestic FOB prices (CAC) for red/pink grapefruit were up 21.6%.
- For the month of October versus the same period last year, the Euro/USD, Real/USD, and Yen/USD exchange rates were up 2.4%, down 17.7%, and down 13.7% respectively.

Brazil Orange Juice Exports

Destination	Season-to-Date (July - October)		
	2015-16	2016-17	Change
	-million SSE Gallons ^a -		- % -
NAFTA^b	70.1	89.4	+27.6
Europe^c	336.9	318.2	-5.5
Far East^d	25.2	30.0	+19.2
Others	21.2	35.4	+66.7
Total	453.4	473.1	+4.3

^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 10/29/16 (FDOC Processor Week 4)		
	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	0.3	0.2	-46.1
Imports^a	259.7	203.5	-21.6	12.9	17.2	+33.6
Availability	653.8	585.3	-10.5	302.5	236.4	-21.8
Movement	364.6	366.3	+0.5	29.5	22.2	-24.7
Bulk	278.2	285.3	+2.6	22.0	16.6	-24.4
Packaged	86.4	81.0	-6.2	7.5	5.6	-25.6
Ending Inventory	289.3	219.0	-24.3	273.0	214.2	-21.5
Bulk	281.4	212.2	-24.6	266.3	207.1	-22.2
Packaged	7.8	6.8	-13.2	6.6	7.1	+7.1
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^b	41.3	31.1	-24.6	37.0	38.6	+4.2

^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 10/29/16 (FDOC Processor Week 4)		
	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	0.1	0.1	+5.2
Imports^a	41.7	46.4	+11.1	4.1	6.2	+52.3
Availability	691.5	635.8	-8.1	232.5	209.0	-10.1
Movement^b	457.0	427.5	-6.5	34.9	31.5	-9.7
Bulk	36.2	31.0	-14.3	2.4	1.8	-25.7
Packaged	420.8	396.4	-5.8	32.5	29.8	-8.5
Ending Inventory	227.8	202.8	-11.0	197.6	177.4	-10.2
Bulk	221.6	196.2	-11.5	191.1	170.0	-11.0
Packaged	6.2	6.6	+6.4	6.5	7.4	+13.7
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^c	25.9	24.7	-4.8	22.6	22.5	-0.6

^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 - September						
Country	Volume			FOB Value/SSG ^c		
	2015-16	2016-17	Change	2015-16	2016-17	Change
TOTAL OJ						
	- million SSE gallons -		- % -	- million SSE gallons -		- % -
Brazil	303.54	205.98	-32.1	1.13	1.14	+0.9
CBI ^b	29.74	38.69	+30.1	1.46	1.75	+19.9
Mexico	119.39	138.94	+16.4	1.79	1.71	-4.5
Other	5.70	6.52	+14.4	2.81	2.60	-7.5
TOTAL	458.37	390.14	-14.9	1.34	1.43	+6.7
NFC OJ						
Brazil	57.62	56.53	-1.9	1.39	1.44	+3.6
CBI ^b	0.00	0.00	N/A	0.00	0.00	N/A
Mexico	5.67	11.72	+106.7	2.27	2.63	+15.9
Other	0.18	0.08	-55.6	4.13	4.74	+14.8
TOTAL	63.46	68.33	+7.7	1.48	1.64	+10.8

^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 gallon

SOURCE: U.S. Department of Commerce.

U.S. Orange Juice Exports^{a,b}

Season-to-Date October - September						
Country	Volume			FOB Value/SSG ^c		
	2015-16	2016-17	Change	2015-16	2016-17	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	63.31	46.48	-26.6	3.90	4.97	+27.4
Europe	17.08	16.87	-1.2	2.27	3.00	+32.2
Japan	0.91	0.87	-4.4	3.42	3.54	+3.5
Other	31.85	27.33	-14.2	3.10	3.55	+14.5
TOTAL	113.14	91.56	-19.1	3.43	4.17	+21.6

^aIncludes OJ with added vitamins and minerals.

^bFDOC Processor exports of OJ for the 2015-16 season were up 116.7%, season-to-date through 02/27/2016.

^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 gallon

SOURCE: U.S. Department of Commerce.

Non-FDOC Processor FCOJ Disappearance Index

Item	Season-to-Date October - September		
	2014-15	2015-16	Change
- million SSE gallons -			- % -
Beginning Inventory^a	24.2	27.9	+15.2
Foreign Imports^b	<u>155.9</u>	<u>144.4</u>	<u>-7.4</u>
Availability^c	180.1	172.3	-4.3
Ending Inventory^a	<u>15.6</u>	<u>28.5</u>	<u>+82.8</u>
Non-FDOC Processor FCOJ Disappearance^d	164.5	143.8	-12.6

^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		
	2014-15	2015-16	Change	2014-15	2015-16	Change	2014-15	2015-16	Change
	- million SSE gallons -		- % -	- million dollars -		- % -	- \$/SSE gallon -		- % -
Full Season Results for the Previous Two Seasons									
Refrigerated	468.33	444.68	-5.0	3,097.99	2,940.15	-5.1	6.62	6.61	0.0
NFC	291.59	281.16	-3.6	2,221.56	2,134.63	-3.9	7.62	7.59	-0.4
RECON	176.74	163.52	-7.5	876.43	805.52	-8.1	4.96	4.93	-0.7
FCOJ	21.24	19.19	-9.6	105.29	94.21	-10.5	4.96	4.91	-1.0
Shelf Stable	0.56	0.36	-35.1	5.07	3.23	-36.3	9.11	8.95	-1.8
TOTAL	490.12	464.23	-5.3	3,208.35	3,037.59	-5.3	6.55	6.54	0.0
Season-to-Date through 10/29/16, Topline Report #01									
	2015-16	2016-17	Change	2015-16	2016-17	Change	2015-16	2016-17	Change
Refrigerated	34.51	31.98	-7.3	226.49	212.96	-6.0	6.56	6.66	+1.5
NFC	21.24	20.34	-4.3	162.12	155.55	-4.1	7.63	7.65	+0.2
RECON	13.27	11.64	-12.2	64.37	57.41	-10.8	4.85	4.93	+1.6
FCOJ	1.46	1.31	-9.9	7.24	6.47	-10.6	4.97	4.93	-0.8
Shelf Stable	0.04	0.02	-41.9	0.35	0.21	-39.5	8.83	9.20	+4.3
TOTAL	36.00	33.31	-7.5	234.09	219.65	-6.2	6.50	6.59	+1.4

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		
	11/01/14	10/31/15	10/29/16	11/01/14	10/31/15	10/29/16
Non-Promotional Price						
NFC <11 oz	\$4.00	\$3.94	\$3.84	\$11.94	\$12.18	\$11.79
NFC 11-20 oz	\$1.58	\$1.57	\$1.84	\$16.27	\$16.00	\$15.37
NFC 20-50 oz	\$3.55	\$3.72	\$3.79	\$13.43	\$14.00	\$14.09
NFC 50-70 oz	\$3.73	\$3.84	\$3.83	\$7.76	\$7.90	\$7.80
NFC 70-110 oz	\$5.77	\$6.02	\$5.66	\$8.29	\$8.66	\$8.14
NFC >110 oz	\$6.40	\$6.63	\$6.53	\$6.54	\$6.74	\$6.64
Promotional Price^a						
NFC <11 oz	\$3.44	\$3.36	\$3.00	\$10.41	\$10.48	\$9.86
NFC 11-20 oz	\$1.24	\$1.23	\$1.33	\$13.19	\$13.29	\$13.32
NFC 20-50 oz	\$3.08	\$2.94	\$3.11	\$11.14	\$11.00	\$11.56
NFC 50-70 oz	\$3.00	\$3.06	\$3.08	\$6.50	\$6.61	\$6.66
NFC 70-110 oz	\$5.19	\$5.23	\$5.14	\$7.46	\$7.52	\$7.40
NFC >110 oz	\$6.46	\$6.75	\$6.52	\$6.65	\$7.13	\$6.69

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)

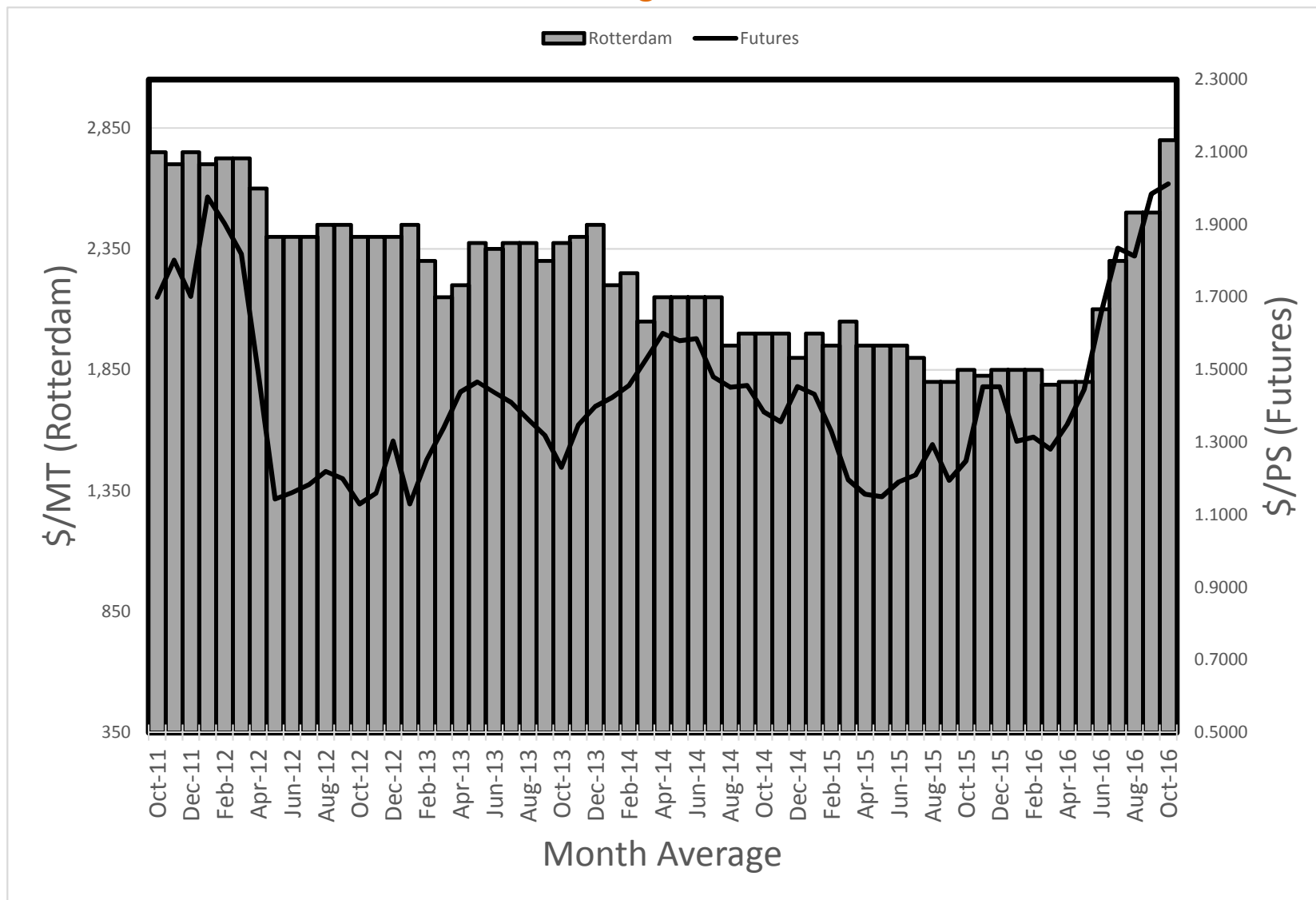
Unit Sizes	Dollar Sales			Gallon Sales		
	16 Week Period Ending			16 Week Period Ending		
	11/01/14	10/31/15	10/29/16	11/01/14	10/31/15	10/29/16
NFC <11 oz	\$9,984,119	\$10,592,472	\$10,754,207	849,348	888,922	928,057
NFC 11-20 oz	\$25,519,154	\$29,353,823	\$31,579,251	1,662,556	1,931,239	2,142,050
NFC 20-50 oz	\$7,195,823	\$7,627,064	\$8,309,022	544,783	559,020	602,366
NFC 50-70 oz	\$425,145,352	\$418,254,235	\$401,158,735	59,764,296	57,665,795	55,005,670
NFC 70-110 oz	\$121,903,511	\$127,520,438	\$129,245,543	15,121,268	15,493,053	16,274,858
NFC >110 oz	\$49,608,621	\$41,413,764	\$27,317,866	7,571,749	6,111,040	4,112,254
% Sold on Promotion^a						
NFC <11 oz	10.9%	13.6%	9.0%	12.3%	15.4%	10.6%
NFC 11-20 oz	25.6%	25.8%	27.6%	29.8%	29.5%	30.6%
NFC 20-50 oz	8.1%	9.6%	9.7%	9.6%	11.9%	11.6%
NFC 50-70 oz	46.8%	45.8%	40.7%	51.2%	50.2%	44.6%
NFC 70-110 oz	25.6%	34.4%	25.0%	27.7%	37.6%	26.9%
NFC >110 oz	7.8%	8.7%	6.7%	7.7%	8.3%	6.6%

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.

^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

October 2011 through October 2016



FCOJ Prices October

Item	2015	2016	Change
- \$ / PS -			- % -
FCOJ Futures	1.2490	2.0127	+61.1
- \$ / MT -			
FCOJ Rotterdam	1850	2800	+51.4

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 42826. 2015-16 Season final price from 42420.

^b 2016-17 Season final price from 42887. 2015-16 Season final price from 42518.

^c 2016-17 Season final price from 42887. 2015-16 Season final price from 42483.

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

Season	October Average		Season-to-Date ^a (July - October)	
	Price	Change from Year Ago	Price	Change from Year Ago
	- \$ / box ^b -	- % -	- \$ / box ^b -	- % -
2014-15	4.16		4.31	
2015-16	3.37	-19.0	3.19	-26.1
2016-17	6.94	+105.9	6.35	+99.1

^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 10/23/16			FOB Price through 11/13/16		
	2015-16 STD	2016-17 STD	Change	2015-16 STD	2016-17 STD	Change
	- 1,000 of 4/5 bu. cartons -		- % -	- \$ / carton -		- % -
Early & Mid Oranges	247	65	-73.8	14.27	14.95	+4.8
Navel	92	35	-62.3	19.59	18.90	-3.5
Valencia	17	0	-100.0	N/A	N/A	N/A
Tangelo	0	0	-100.0	15.36	N/A	N/A
Early Tangerines ^a	349	159	-54.6	23.96	24.35	+1.6
Honey / Murcotts	0	0	N/A	24.03	N/A	N/A
Royal Tangerines / Temples	0	0	N/A	21.60	N/A	N/A
TOTAL	706	258	-63.4			

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		
2015-16	2016-17	Change	2015-16	2016-17	Change
August - September			STD - 11/05/16		
- million pounds -		- % -	- thousand 7/10 bu. Cartons -		- % -
94.0	114.0	+21.3	512	677	+32.3
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 10/29/16 (FDOC Processor Week 4)		
	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	0.5	0.2	-59.6
Imports^a	0.0	0.0	N/A	0.0	0.1	N/A
Availability	36.5	28.9	-20.8	16.6	14.5	-12.4
Movement	23.6	17.7	-24.9	1.7	4.1	+144.4
Bulk	23.4	17.6	-24.8	1.6	4.1	+146.9
Packaged	0.2	0.1	-46.8	0.0	0.0	-220.8
Ending Inventory	16.1	14.3	-11.2	15.7	14.1	-10.0
Bulk	16.1	14.2	-11.3	15.7	14.1	-10.1
Packaged	0.0	0.1	+43.7	0.0	0.1	+20.8
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	35.5	42.1	+18.3	37.9	13.9	-63.2

^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			Season-to-Date: 10/29/16		
	Oct- Sep			FDOC Processor Week 4		
	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	0.0	0.0	+145.8
Imports^a	1.1	1.7	+54.6	0.0	0.0	-631.6
Availability	28.1	25.2	-10.2	9.6	9.7	+1.4
Movement	16.9	15.5	-8.4	1.3	1.2	-3.3
Bulk	4.5	3.5	-22.5	0.4	0.3	-5.9
Packaged	12.4	12.0	-3.2	0.9	0.9	-2.2
Ending Inventory	9.5	9.6	+1.3	8.3	8.5	+2.1
Bulk	9.3	9.5	+2.2	8.1	8.3	+2.8
Packaged	0.2	0.1	-38.3	0.2	0.2	-23.0
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	29.4	32.5	+10.6	26.3	27.7	+5.5

^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 - September						
Country	Volume			FOB Value/SSG ^c		
	2015-16	2016-17	Change	2015-16	2016-17	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	1.63	1.83	+12.3	4.24	3.64	-14.2
Europe	4.62	4.49	-2.8	2.84	3.00	+5.6
Japan	2.60	1.52	-41.5	4.23	5.58	+31.9
Other	2.15	1.71	-20.5	4.54	4.89	+7.7
TOTAL	11.00	9.55	-13.2	3.71	3.87	+4.3

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

^bFDOC Processor exports of GJ for the 2015-16 season were down 27.2%, season-to-date through 02/27/2016.

^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 Sales			Dollar Sales			Price/Eq Gallon		
	2014-15	2015-16	Change	2014-15	2015-16	Change	2014-15	2015-16	Change
	- million SSE gallons -		- % -	- million dollars -		- % -	- \$/SSE gallon -		- % -
Full Season Results for the Previous Two Seasons									
Refrigerated	10.70	10.36	-3.2	82.24	79.84	-2.9	7.69	7.71	+0.2
NFC	9.71	9.38	-3.4	76.13	73.50	-3.4	7.84	7.83	-0.1
RECON	0.99	0.98	-0.9	6.11	6.33	+3.6	6.20	6.48	+4.5
FCOJ	0.18	0.18	+1.4	0.92	0.78	-16.0	5.25	4.36	-17.1
Shelf Stable	3.98	3.82	-3.9	25.63	24.48	-4.5	6.44	6.41	-0.6
TOTAL	14.86	14.38	-3.2	108.83	105.21	-3.3	7.33	7.32	-0.1
Season-to-Date through 10/29/16, Topline Report #01									
	2015-16	2016-17	Change	2015-16	2016-17	Change	2015-16	2016-17	Change
Refrigerated	0.77	0.76	-1.0	5.95	5.86	-1.4	7.71	7.68	-0.4
NFC	0.69	0.68	-2.2	5.46	5.35	-2.0	7.86	7.87	+0.2
RECON	0.08	0.08	+9.5	0.48	0.51	+5.1	6.37	6.11	-4.0
FCOJ	0.01	0.01	-11.5	0.06	0.05	-22.7	4.96	4.34	-12.6
Shelf Stable	0.27	0.28	+3.4	1.79	1.76	-1.1	6.59	6.30	-4.4
TOTAL	1.05	1.06	+0.1	7.79	7.68	-1.5	7.39	7.28	-1.5

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 10/23/16

Destination/Variety	2015-16 STD	2016-17 STD	Change
- 1,000 4/5-bu. cartons -			- % -
Domestic & Canadian - All	395	252	-36.2
White	1	0	-100.0
Red/Pink	394	252	-35.9
Offshore Exports - All	351	8	-97.7
White	34	0	-100.0
Red/Pink	318	8	-97.5
TOTAL - All	746	260	-65.2
White	35	0	-100.0
Red/Pink	711	260	-63.5

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Shipments Season-to-Date through 10/23/16

Country	2015-16 STD	2016-17 STD	Change
- 1,000 4/5-bu. cartons -			- % -
United States	325	230	-29.2
Canada	70	22	-68.8
Europe	147	0	-100.0
Japan	149	5	-96.9
Other	56	3	-93.9
TOTAL - All	746	260	-65.2

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Domestic FOB Prices
Season-to-Date through 11/13/16

Variety	FOB Price		
	2015-16	2016-17	Change
	STD	STD	
	- \$ / carton -		- % -
TOTAL^a	14.05	N/A	N/A
White	15.87	N/A	N/A
Red/Pink	13.96	16.97	+21.6

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

Foreign Exchange Rates Per USD

Date	Euro	Real	Yen
Annual			
2011	0.7189	1.673	79.72
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
2015 (through October)	0.8966	3.230	120.81
2016 (through October)	0.8974	3.520	108.23
% Change	+0.1	+9.0	-10.4
Average for Month of October			
2015	0.8907	3.880	120.14
2016	0.9117	3.193	103.74
% Change	+2.4	-17.7	-13.7