

Florida Citrus Economic & Market Indicators November 2018

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 - October) were down 22.0% from the previous year with exports to the NAFTA region, Europe and the Far East down 41.8%, down 15.0% and down 8.3%, respectively.
- Season-to-date through 10/27/18, Florida FCOJ availability, movement and ending inventories were up 18.8%, up 12.7%, and up 19.5% respectively, from last season.
- Season-to-date through 10/27/18, Florida SSOJ availability, movement and ending inventories were down 30.0%, down 12.3%, and down 32.9% respectively, from last season.
- For October through September of the 2017-18 season, U.S. OJ imports and exports were up 31.2% and down 43.2% from last season, respectively. Season-to-date through 10/27/18, Florida OJ exports were down 16.6% (FDOC Processors Report).
- For October through September of the 2017-18 season, Non-FDOC Processor FCOJ disappearance, based on FCOJ inventories and imports, was up 23.2%.
- Season-to-date through 09/29/18, 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 4.9% from the previous season, with the NFC price down 3.5%, the Recon price down 1.4% and the overall OJ price down 3.1%.
- The average FCOJ Futures price was \$1.42/PS, down \$0.14/PS from last year.
- Early/Midseason Orange Prices have not been released through 10/27/18. Late season Orange Prices have not been released through 10/27/18.
- Season to date through 11/04/18, fresh orange and specialty citrus shipments were down 16.8%, from last season.
- From August through September of the 2018-19 season, clementine and tangerine imports were down 60.3% relative to last season. Season-to-date through 11/10/18, Texas fresh grapefruit shipments were down 34.1% relative to last season.
- Season-to-date through 10/27/18, Florida FCGJ availability, movement and ending inventories were down 45.3%, down 15.7%, and down 44.6% respectively, from last season.
- Season-to-date through 10/27/18, Florida SSGJ availability, movement and ending inventories were down 20.4%, down 14.7%, and down 21.2% respectively, from last season.
- For October through September of the 2017-18 season, U.S. GJ exports were down 22.5%. Season-to-date through 10/27/18, Florida GJ exports were down 15.3% (FDOC Processors report).
- Season-to-date through 09/29/18, 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 6.0% from the previous season, with the overall GJ price up 2.9%.
- Season-to-date through 11/04/18, Florida fresh grapefruit shipments were down 3.1% from last season, with Domestic/Canadian shipments down 4.7% and offshore shipments up 0.4% (DFVI). Shipments to Europe and Japan were down 38.4% and up 26.1%, respectively. Domestic FOB prices (CAC) for fresh white and red/pink grapefruit were down /A% and up 6.8%, respectively.
- For the month of October versus the same period last year, the Euro/USD, Real/USD, and Yen/USD exchange rates were up 2.2%, up 18.3%, and down 0.1% respectively.

Brazil Orange Juice Exports

Destination	Season-to-Date (July - October)		
	2017-18	2018-19	Change
	-million SSE Gallons-		- % -
NAFTA^b	137.7	80.2	-41.8
Europe^c	382.0	324.8	-15.0
Far East^d	42.9	39.4	-8.3
Others	28.2	16.7	-40.9
Total	590.8	461.0	-22.0

^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 10/27/18 (FDOC Processor Week 4)		
	2016-17	2017-18	Change	2017-18	2018-19	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	219.0	192.2	-12.2	192.2	243.7	+26.8
Pack from Fruit	74.5	41.1	-44.8	0.1	0.1	+13.6
Imports^a	261.8	313.9	+19.9	19.8	8.1	-59.1
Availability	555.2	547.2	-1.4	212.1	252.0	+18.8
Movement	363.0	303.5	-16.4	22.0	24.8	+12.7
Bulk	292.3	237.3	-18.8	16.2	20.1	+24.5
Packaged	70.7	66.2	-6.4	5.8	4.6	-20.3
Ending Inventory	192.2	243.7	+26.8	190.2	227.2	+19.5
Bulk	185.0	237.8	+28.5	182.8	221.5	+21.2
Packaged	7.2	5.9	-17.8	7.4	5.7	-22.4
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^b	27.5	41.8	+51.7	34.6	36.7	+6.0

^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 10/27/18 (FDOC Processor Week 4)		
	2016-17	2017-18	Change	2017-18	2018-19	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	202.8	186.7	-7.9	186.7	124.6	-33.3
Pack from Fruit	320.8	200.2	-37.6	0.5	0.1	-67.9
Imports^a	63.7	104.9	+64.6	8.4	12.3	+45.6
Availability	587.2	491.8	-16.2	195.7	137.0	-30.0
Movement^b	397.9	365.4	-8.2	27.1	23.8	-12.3
Bulk	31.2	26.7	-14.4	0.1	1.0	+797.9
Packaged	366.7	338.7	-7.6	27.0	22.7	-15.8
Ending Inventory	186.7	124.6	-33.3	168.4	113.0	-32.9
Bulk	181.0	119.7	-33.9	161.4	107.0	-33.7
Packaged	5.8	4.9	-15.1	7.0	6.0	-13.6
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^c	24.4	17.7	-27.4	24.9	19.0	-23.5

^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		
	2016-17	2017-18	Change	2016-17	2017-18	Change
TOTAL OJ						
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Brazil	209.00	346.21	+65.7	1.40	1.35	-3.6
CBI ^b	28.53	33.02	+15.7	2.28	1.87	-18.0
Mexico	168.21	164.37	-2.3	2.31	2.06	-10.8
Other	11.02	3.29	-70.1	2.60	2.77	+6.5
TOTAL	416.76	546.89	+31.2	1.86	1.61	-13.4
NFC OJ						
Brazil	76.61	113.24	+47.8	1.49	1.53	+2.7
CBI ^b	0.04	0.01	-75.0	2.74	4.68	+70.8
Mexico	17.48	23.36	+33.6	2.86	2.68	-6.3
Other	0.11	0.09	-18.2	2.91	3.19	+9.6
TOTAL	94.24	136.69	+45.0	1.74	1.73	-0.6

^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 - September						
Country	Volume			FOB Value/SSG ^c		
	2016-17	2017-18	Change	2016-17	2017-18	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	35.89	29.85	-16.8	4.88	4.96	+1.6
Europe	17.77	0.87	-95.1	2.68	4.72	+76.1
Japan	0.47	0.40	-14.9	4.14	4.63	+11.8
Other	17.99	9.84	-45.3	4.31	5.58	+29.5
TOTAL	72.11	40.97	-43.2	4.19	5.10	+21.7

^a Includes OJ with added vitamins and minerals.

^b FDOC Processor exports of OJ for the 2018-19 season were down 16.6%, season-to-date through 10/27/18.

^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.

Non-FDOC Processor FCOJ Disappearance Index

Item	Season-to-Date October - September		
	2016-17	2017-18	Change
- million SSE gallons -			- % -
Beginning Inventory^a	33.3	15.5	-53.5
Foreign Imports^b	<u>79.7</u>	<u>116.9</u>	<u>+46.6</u>
Availability^c	113.0	132.4	+17.1
Ending Inventory^a	<u>15.5</u>	<u>12.2</u>	<u>-21.4</u>
Non-FDOC Processor FCOJ Disappearance^d	97.6	120.2	+23.2

^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		
	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 09/29/18, Topline Report #13									
	2017-18	2018-19	Change	2017-18	2018-19	Change	2017-18	2018-19	Change
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

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		
	10/01/16	09/30/17	09/29/18	10/01/16	09/30/17	09/29/18
Non-Promotional Price						
NFC <11 oz	\$3.89	\$3.85	\$3.95	\$11.83	\$11.94	\$12.02
NFC 11-20 oz	\$1.83	\$1.91	\$1.93	\$15.41	\$15.89	\$15.37
NFC 20-50 oz	\$3.77	\$3.82	\$3.62	\$14.01	\$14.79	\$14.31
NFC 50-70 oz	\$3.75	\$3.71	\$3.73	\$7.67	\$7.64	\$8.15
NFC 70-110 oz	\$5.65	\$5.86	\$5.85	\$8.12	\$8.43	\$8.41
NFC >110 oz	\$6.48	\$6.39	\$6.66	\$6.58	\$6.39	\$6.66
Promotional Price^a						
NFC <11 oz	\$2.72	\$3.53	\$2.88	\$9.92	\$10.94	\$9.89
NFC 11-20 oz	\$1.28	\$1.28	\$1.31	\$13.68	\$13.46	\$13.27
NFC 20-50 oz	\$2.94	\$3.17	\$2.65	\$10.92	\$11.98	\$10.38
NFC 50-70 oz	\$3.08	\$3.13	\$3.12	\$6.67	\$6.77	\$7.10
NFC 70-110 oz	\$5.26	\$5.40	\$5.48	\$7.57	\$7.76	\$7.89
NFC >110 oz	\$6.63	\$6.27	\$6.21	\$6.79	\$6.27	\$6.21

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)

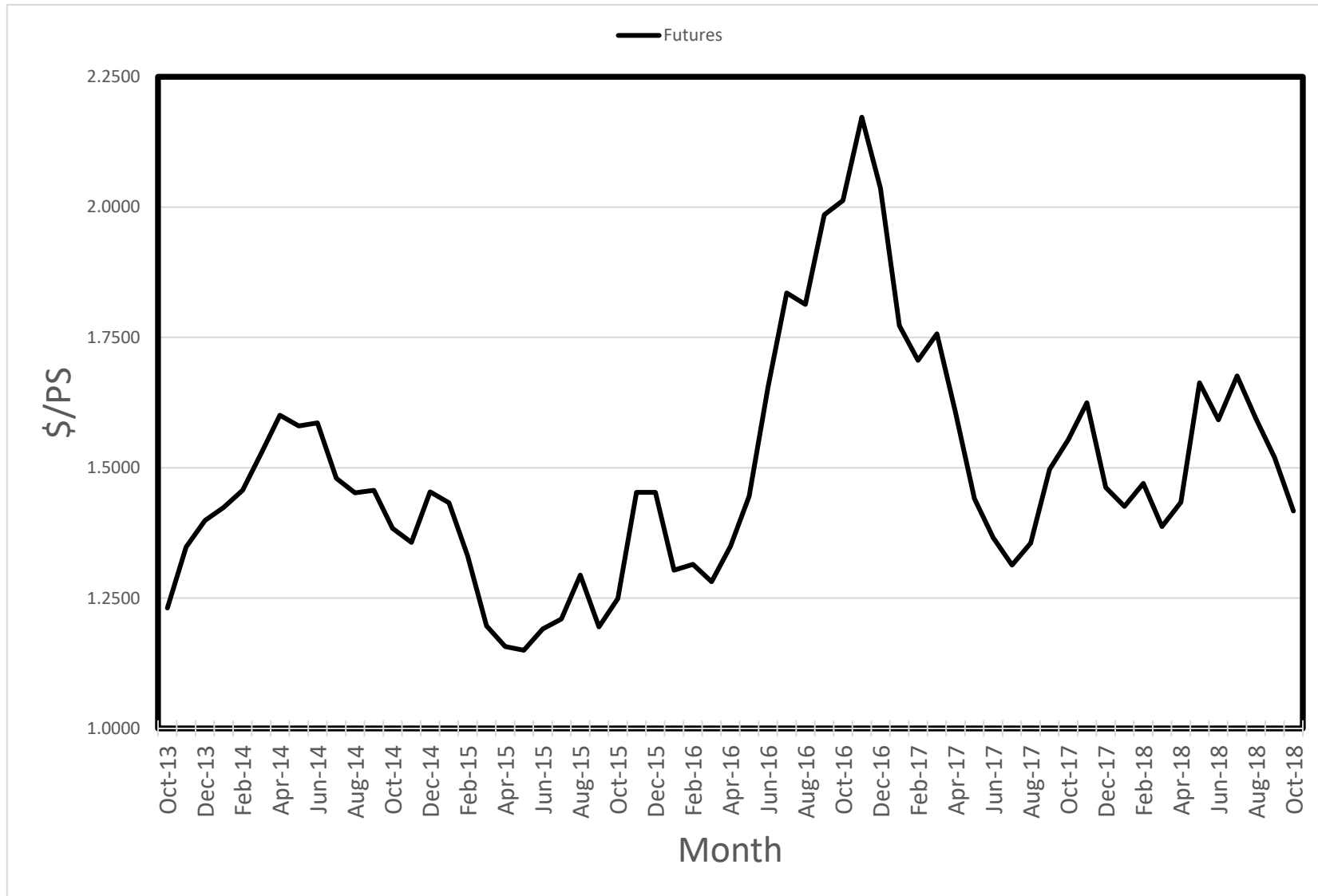
Unit Sizes	Dollar Sales			Gallon Sales		
	16 Week Period Ending			16 Week Period Ending		
	10/01/16	09/30/17	09/29/18	10/01/16	09/30/17	09/29/18
NFC <11 oz	\$10,275,704	\$9,847,330	\$8,754,161	883,251	831,918	744,143
NFC 11-20 oz	\$30,319,513	\$30,135,939	\$32,081,326	2,032,532	1,987,832	2,172,516
NFC 20-50 oz	\$8,064,459	\$5,734,378	\$7,576,292	592,052	403,196	556,794
NFC 50-70 oz	\$395,646,533	\$366,356,246	\$337,627,280	54,756,057	50,280,412	43,810,758
NFC 70-110 oz	\$128,487,070	\$126,026,273	\$133,834,414	16,119,683	15,241,297	16,129,892
NFC >110 oz	\$28,988,823	\$24,875,773	\$19,398,801	4,393,903	3,900,780	2,926,985
% Sold on Promotion^a						
NFC <11 oz	8.9%	9.7%	10.2%	10.4%	10.4%	12.1%
NFC 11-20 oz	26.3%	26.8%	25.9%	28.7%	30.2%	28.8%
NFC 20-50 oz	10.2%	17.1%	13.7%	12.7%	20.3%	17.9%
NFC 50-70 oz	40.9%	37.9%	38.6%	44.3%	40.8%	41.9%
NFC 70-110 oz	25.7%	22.3%	20.3%	27.1%	23.7%	21.4%
NFC >110 oz	6.9%	7.7%	7.5%	6.7%	7.8%	8.0%

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

October 2013 through October 2018



FCOJ Prices October

Item	2017	2018	Change
- \$ / PS -			- % -
FCOJ Futures	1.5537	1.4170	-8.8

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	\$1.82	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	\$2.20	N/A	N/A

^a 2018-19 STD price through 10/27/18. 2017-18 STD price through 10/28/17.

^b Late season fruit has not begun for this season

^c 2018-19 STD price through 10/27/18. 2017-18 STD price through 10/28/17.

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 -	- % -
2016-17	6.44		6.22	
2017-18	5.99	-7.0	6.00	-3.6
2018-19	5.93	-1.0	5.60	-6.8

^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 11/04/18			FOB Price through 05/21/18		
	2017-18	2018-19	Change	2017-18	2018-19	Change
	STD	STD		STD	STD	
	- 1,000 of 4/5 bu. cartons -		- % -	- \$ / carton -		- % -
Early & Mid Oranges	336	305	-9.3	17.43	17.36	-0.4
Navel	125	83	-33.6	21.75	20.49	-5.8
Valencia	0	2	N/A	17.43	N/A	N/A
Tangelo	0	0	N/A	21.86	N/A	N/A
Early Tangerines ^a	135	106	-21.5	26.14	18.49	-29.3
Honey / Murcotts	0	0	N/A	26.91	N/A	N/A
Royal Tangerines / Temples	0	0	N/A	21.60	N/A	N/A
TOTAL	596	496	-16.8			

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 - September			STD - 11/10/18			
- million pounds -		- % -	- thousand 7/10 bu. Cartons -		- % -	
241.1	95.7	-60.3	Total	661	436	-34.1
			Export	33	33	-0.5
Source: U.S. Department of Commerce.			Source: Texas Valley Citrus Committee.			

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 10/27/18 (FDOC Processor Week 4)		
	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	-45.6
Pack from Fruit	8.6	2.3	-73.4	0.0	0.1	+918.3
Imports^a	1.5	4.5	+193.0	0.3	0.1	-58.5
Availability	24.4	16.4	-32.9	9.8	5.4	-45.3
Movement	15.9	11.7	-26.7	0.9	0.8	-15.7
Bulk	15.8	11.6	-26.9	0.9	0.8	-16.1
Packaged	0.1	0.1	-9.2	0.0	0.0	+34.3
Ending Inventory	9.6	5.2	-45.6	8.9	4.9	-44.6
Bulk	9.5	5.2	-45.6	8.9	4.9	-44.6
Packaged	0.0	0.0	-25.3	0.0	0.0	-48.5
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	31.3	23.2	-25.7	37.7	24.8	-34.2

^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 (October - September)			Season-to-Date: 10/27/18 (FDOC Processor Week 4)		
	2016-17	2017-18	Change	2017-18	2018-19	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	9.6	8.6	-11.2	8.6	6.8	-20.5
Pack from Fruit	11.2	6.4	-42.9	0.2	0.0	-90.0
Imports^a	2.0	4.4	+120.6	0.0	0.1	-579.3
Availability	22.8	19.3	-15.3	8.7	6.9	-20.4
Movement	14.2	12.4	-12.9	1.0	0.9	-14.7
Bulk	2.4	1.2	-50.4	0.1	0.1	-9.4
Packaged	11.8	11.2	-5.3	0.9	0.7	-15.6
Ending Inventory	8.6	6.8	-20.5	7.7	6.1	-21.2
Bulk	8.4	6.7	-20.3	7.5	5.9	-20.8
Packaged	0.2	0.1	-28.5	0.2	0.2	-32.8
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	31.3	28.6	-8.7	30.3	28.0	-7.5

^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		
	2016-17	2017-18	Change	2016-17	2017-18	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	1.44	1.17	-18.8	3.97	4.98	+25.4
Europe	3.70	2.56	-30.8	3.16	4.57	+44.6
Japan	1.28	0.87	-32.0	5.44	4.76	-12.5
Other	1.31	1.38	+5.3	4.99	4.76	-4.6
TOTAL	7.73	5.99	-22.5	4.00	4.72	+18.0

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

^b FDOC Processor exports of GJ for the 2018-19 season were down 15.3%, season-to-date through 10/27/18.

^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.

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 09/29/18, Topline Report #13									
	2017-18	2018-19	Change	2017-18	2018-19	Change	2017-18	2018-19	Change
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

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 11/04/18

Destination/Variety	2017-18 STD	2018-19 STD	Change
- 1,000 4/5-bu. cartons -			- % -
Domestic & Canadian - All	261	248	-4.7
White	5	1	-89.7
Red/Pink	255	248	-2.9
Offshore Exports - All	123	124	+0.4
White	13	24	+79.3
Red/Pink	110	100	-9.0
TOTAL - All	384	372	-3.1
White	18	24	+30.6
Red/Pink	366	348	-4.8

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Shipments Season-to-Date through 11/04/18

Country	2017-18 STD	2018-19 STD	Change
- 1,000 4/5-bu. cartons -			- % -
United States	225	234	+4.0
Canada	36	15	-59.5
Europe	49	30	-38.4
Japan	53	67	+26.1
Other	21	26	+24.9
TOTAL - All	384	372	-3.1

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Domestic FOB Prices
Season-to-Date through 05/21/18

Variety	FOB Price		
	2017-18	2018-19	Change
	STD	STD	
	- \$ / carton -		- % -
TOTAL^a	19.21	N/A	N/A
White	20.58	N/A	N/A
Red/Pink	19.14	20.44	+6.8

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

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 October)	0.8949	3.169	111.98
2018 (through October)	0.8407	3.613	109.68
% Change	-6.1	+14.0	-2.1
Average for Month of October			
2017	0.8506	3.187	112.89
2018	0.8697	3.769	112.74
% Change	+2.2	+18.3	-0.1