

# Florida Citrus Economic & Market Indicators July 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 2017-18 Brazilian season (July - June) were up 28.1% from the previous year with exports to the NAFTA region, Europe and the Far East up 81.6%, up 16.7% and up 34.1%, respectively.
- Season-to-date through 06/30/18, Florida FCOJ availability, movement and ending inventories were up 2.7%, down 22.1%, and up 35.9% respectively, from last season.
- Season-to-date through 06/30/18, Florida SSOJ availability, movement and ending inventories were down 16.0%, down 7.0%, and down 26.3% respectively, from last season.
- For October through May of the 2017-18 season, U.S. OJ imports and exports were up 41.6% and down 48.9% from last season, respectively. Season-to-date through 06/30/18, Florida OJ exports were down 77.1% (FDOC Processors Report).
- For October through May of the 2017-18 season, Non-FDOC Processor FCOJ disappearance, based on FCOJ inventories and imports, was up 11.1%.
- Season-to-date through 06/09/18, 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 3.4%, the Recon price down 1.9% and the overall OJ price down 3.1%.
- The average FCOJ Futures price was \$1.59/PS, up \$0.23/PS from last year.
- Season-to-date through 02/10/18, the delivered-in price for early and midseason oranges was \$2.59/PS, up \$0.18/PS from last season. Early/Midseason Orange Prices have not been released through 06/30/18. Late season Orange Prices have not been released through 06/30/18.
- Season to date through 05/06/18, fresh orange and specialty citrus shipments were down 16.7%, from last season.
- From August through May of the 2017-18 season, clementine and tangerine imports were down 6.0% relative to last season. Season-to-date through 05/26/18, Texas fresh grapefruit shipments were down 1.8% relative to last season.
- Season-to-date through 06/30/18, Florida FCGJ availability, movement and ending inventories were down 32.6%, down 26.8%, and down 37.7% respectively, from last season.
- Season-to-date through 06/30/18, Florida SSGJ availability, movement and ending inventories were down 15.5%, down 12.5%, and down 19.1% respectively, from last season.
- For October through May of the 2017-18 season, U.S. GJ exports were down 32.9%. Season-to-date through 06/30/18, Florida GJ exports were down 36.8% (FDOC Processors report).
- Season-to-date through 06/09/18, 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 5.0% from the previous season, with the overall GJ price up 2.5%.
- Season-to-date through 05/06/18, Florida fresh grapefruit shipments were down 50.1% from last season, with Domestic/Canadian shipments down 43.9% and offshore shipments down 55.7% (DFVI). Shipments to Europe and Japan were down 57.0% and down 57.2%, respectively. Domestic FOB prices (CAC) for fresh white and red/pink grapefruit were up 25.8% and up 31.4%, respectively.
- For the month of June versus the same period last year, the Euro/USD, Real/USD, and Yen/USD exchange rates were down 3.9%, up 14.5%, and down 0.7% respectively.

## Brazil Orange Juice Exports

Destination	Season-to-Date (July - June)		
	2016-17	2017-18	Change
-million SSE Gallons-			- % -
NAFTA <sup>b</sup>	244.6	444.1	+81.6
Europe <sup>c</sup>	884.8	1032.9	+16.7
Far East <sup>d</sup>	113.5	152.2	+34.1
Others	96.2	85.6	-11.0
<b>Total</b>	<b>1339.1</b>	<b>1714.8</b>	<b>+28.1</b>

<sup>a</sup>Assumes 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.

<sup>b</sup>U.S., Canada, and Mexico.

<sup>c</sup>Russia, Ukraine, and Turkey are included in Europe.

<sup>d</sup>China, 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 06/30/18 (FDOC Processor Week 39)		
	2015-16	2016-17	Change	2016-17	2017-18	Change
	- million PS -		- % -	- million PS -		- % -
<b>Beginning Inventory</b>	<b>289.3</b>	<b>219.0</b>	<b>-24.3</b>	<b>219.0</b>	<b>192.2</b>	<b>-12.2</b>
<b>Pack from Fruit</b>	<b>92.6</b>	<b>74.5</b>	<b>-19.5</b>	<b>74.5</b>	<b>41.1</b>	<b>-44.8</b>
<b>Imports<sup>a</sup></b>	<b>203.5</b>	<b>261.8</b>	<b>+28.6</b>	<b>206.3</b>	<b>280.2</b>	<b>+35.8</b>
<b>Availability</b>	<b>585.3</b>	<b>555.2</b>	<b>-5.1</b>	<b>499.8</b>	<b>513.5</b>	<b>+2.7</b>
<b>Movement</b>	<b>366.3</b>	<b>363.0</b>	<b>-0.9</b>	<b>285.6</b>	<b>222.4</b>	<b>-22.1</b>
Bulk	285.3	292.3	+2.5	230.9	172.6	-25.3
Packaged	81.0	70.7	-12.7	54.7	49.8	-8.9
<b>Ending Inventory</b>	<b>219.0</b>	<b>192.2</b>	<b>-12.2</b>	<b>214.2</b>	<b>291.1</b>	<b>+35.9</b>
Bulk	212.2	185.0	-12.8	207.4	285.2	+37.5
Packaged	6.8	7.2	+6.1	6.8	5.9	-13.3
	- weeks supply -		- % -	- weeks supply -		- % -
<b>Carry Over - STD<sup>b</sup></b>	<b>31.1</b>	<b>27.5</b>	<b>-11.5</b>	<b>29.2</b>	<b>51.1</b>	<b>+74.6</b>

<sup>a</sup>Also 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.

<sup>b</sup>Season-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 06/30/18 (FDOC Processor Week 39)		
	2015-16	2016-17	Change	2016-17	2017-18	Change
	- million PS -		- % -	- million PS -		- % -
<b>Beginning Inventory</b>	<b>228.4</b>	<b>202.8</b>	<b>-11.2</b>	<b>202.8</b>	<b>186.7</b>	<b>-7.9</b>
<b>Pack from Fruit</b>	<b>361.0</b>	<b>320.8</b>	<b>-11.1</b>	<b>320.5</b>	<b>200.0</b>	<b>-37.6</b>
<b>Imports<sup>a</sup></b>	<b>46.4</b>	<b>63.7</b>	<b>+37.3</b>	<b>44.3</b>	<b>90.0</b>	<b>+103.1</b>
<b>Availability</b>	<b>635.8</b>	<b>587.2</b>	<b>-7.6</b>	<b>567.6</b>	<b>476.8</b>	<b>-16.0</b>
<b>Movement<sup>b</sup></b>	<b>427.5</b>	<b>397.9</b>	<b>-6.9</b>	<b>306.5</b>	<b>285.2</b>	<b>-7.0</b>
Bulk	31.0	31.2	+0.4	21.5	19.8	-7.8
Packaged	396.4	366.7	-7.5	285.0	265.3	-6.9
<b>Ending Inventory</b>	<b>202.8</b>	<b>186.7</b>	<b>-7.9</b>	<b>258.5</b>	<b>190.5</b>	<b>-26.3</b>
Bulk	196.2	181.0	-7.7	252.1	185.0	-26.6
Packaged	6.6	5.8	-12.3	6.5	5.4	-16.1
	- weeks supply -		- % -	- weeks supply -		- % -
<b>Carry Over - STD<sup>c</sup></b>	<b>24.7</b>	<b>24.4</b>	<b>-1.0</b>	<b>32.9</b>	<b>26.0</b>	<b>-20.8</b>

<sup>a</sup>Also 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.

<sup>b</sup>Excludes evaporated COJ.

<sup>c</sup>Season-to-date weeks supply based on season-to-date movement.

## U.S. Orange Juice Imports<sup>a</sup>

Season-to-Date October - May						
Country	Volume			FOB Value/SSG <sup>c</sup>		
	2016-17	2017-18	Change	2016-17	2017-18	Change
<b>TOTAL OJ</b>						
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Brazil	149.44	282.14	+88.8	1.41	1.34	-5.0
CBI <sup>b</sup>	18.31	22.74	+24.2	2.13	1.86	-12.7
Mexico	148.45	151.35	+2.0	2.28	2.03	-11.0
Other	7.67	2.34	-69.5	2.61	2.68	+2.7
<b>TOTAL</b>	<b>323.87</b>	<b>458.58</b>	<b>+41.6</b>	<b>1.88</b>	<b>1.60</b>	<b>-14.9</b>
<b>NFC OJ</b>						
Brazil	50.78	93.08	+83.3	1.46	1.51	+3.4
CBI <sup>b</sup>	0.04	0.01	-75.0	2.74	4.68	+70.8
Mexico	17.34	23.22	+33.9	2.85	2.68	-6.0
Other	0.10	0.08	-20.0	2.83	2.89	+2.1
<b>TOTAL</b>	<b>68.26</b>	<b>116.38</b>	<b>+70.5</b>	<b>1.81</b>	<b>1.75</b>	<b>-3.3</b>

<sup>a</sup>Includes OJ with added vitamins and minerals.

<sup>b</sup>Includes Dominican Republic-Central America initiatives.

<sup>c</sup>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.

## U.S. Orange Juice Exports<sup>a,b</sup>

Season-to-Date October - May						
Country	Volume			FOB Value/SSG <sup>c</sup>		
	2016-17	2017-18	Change	2016-17	2017-18	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	26.23	21.64	-17.5	4.94	4.92	-0.4
Europe	17.58	0.72	-95.9	2.65	4.73	+78.5
Japan	0.39	0.30	-23.1	3.94	4.43	+12.4
Other	13.69	6.94	-49.3	4.31	5.54	+28.5
<b>TOTAL</b>	<b>57.89</b>	<b>29.59</b>	<b>-48.9</b>	<b>4.09</b>	<b>5.06</b>	<b>+23.7</b>

<sup>a</sup> Includes OJ with added vitamins and minerals.

<sup>b</sup> FDOC Processor exports of OJ for the 2017-18 season were down 77.1%, season-to-date through 06/30/18.

<sup>c</sup> 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 - May		
	2016-17	2017-18	Change
- million SSE gallons -			- % -
<b>Beginning Inventory<sup>a</sup></b>	<b>33.3</b>	<b>15.5</b>	<b>-53.5</b>
<b>Foreign Imports<sup>b</sup></b>	<b><u>79.4</u></b>	<b><u>108.5</u></b>	<b><u>+36.6</u></b>
<b>Availability<sup>c</sup></b>	<b>112.7</b>	<b>124.0</b>	<b>+10.0</b>
<b>Ending Inventory<sup>a</sup></b>	<b><u>18.2</u></b>	<b><u>19.0</u></b>	<b><u>+4.1</u></b>
<b>Non-FDOC Processor FCOJ Disappearance<sup>d</sup></b>	<b>94.4</b>	<b>105.0</b>	<b>+11.1</b>

<sup>a</sup>National 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.

<sup>b</sup>U.S. Department of Commerce, FCOJ imports (excludes bonded product) minus FDOC Processor, FCOJ foreign product imported by members (includes bonded product).

<sup>c</sup>Beginning inventory and imports.

<sup>d</sup>Non-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)<sup>a</sup>

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 06/09/18, Topline Report #09									
	2016-17	2017-18	Change	2016-17	2017-18	Change	2016-17	2017-18	Change
Refrigerated	327.89	312.61	-4.7	2,213.83	2,147.49	-3.0	6.75	6.87	+1.7
NFC	211.03	199.25	-5.6	1,613.90	1,558.87	-3.4	7.65	7.82	+2.3
RECON	116.86	113.36	-3.0	599.93	588.62	-1.9	5.13	5.19	+1.1
FCOJ	14.32	13.02	-9.1	70.35	65.04	-7.5	4.91	5.00	+1.7
Shelf Stable	0.23	0.19	-15.1	2.00	1.73	-13.5	8.79	8.96	+1.9
TOTAL	342.44	325.83	-4.9	2,286.18	2,214.27	-3.1	6.68	6.80	+1.8

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		
	07/09/16	07/08/17	07/07/18	07/09/16	07/08/17	07/07/18
<b>Non-Promotional Price</b>						
NFC <11 oz	\$3.92	\$3.81	\$3.90	\$12.15	\$11.99	\$12.02
NFC 11-20 oz	\$1.77	\$1.89	\$1.95	\$15.78	\$15.93	\$15.51
NFC 20-50 oz	\$3.78	\$3.86	\$3.55	\$14.01	\$14.62	\$13.99
NFC 50-70 oz	\$3.76	\$3.72	\$3.72	\$7.77	\$7.69	\$8.00
NFC 70-110 oz	\$5.71	\$5.86	\$5.88	\$8.22	\$8.42	\$8.45
NFC >110 oz	\$6.47	\$6.38	\$6.55	\$6.57	\$6.38	\$6.55
<b>Promotional Price<sup>a</sup></b>						
NFC <11 oz	\$2.51	\$3.77	\$3.28	\$9.12	\$10.73	\$10.05
NFC 11-20 oz	\$1.27	\$1.29	\$1.27	\$13.65	\$13.64	\$13.12
NFC 20-50 oz	\$2.95	\$2.91	\$2.73	\$10.85	\$10.94	\$10.66
NFC 50-70 oz	\$3.03	\$3.06	\$3.16	\$6.56	\$6.59	\$7.07
NFC 70-110 oz	\$5.28	\$5.45	\$5.52	\$7.60	\$7.84	\$7.93
NFC >110 oz	\$6.15	\$6.37	\$6.17	\$6.20	\$6.37	\$6.17

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.

<sup>a</sup>Promotional 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)

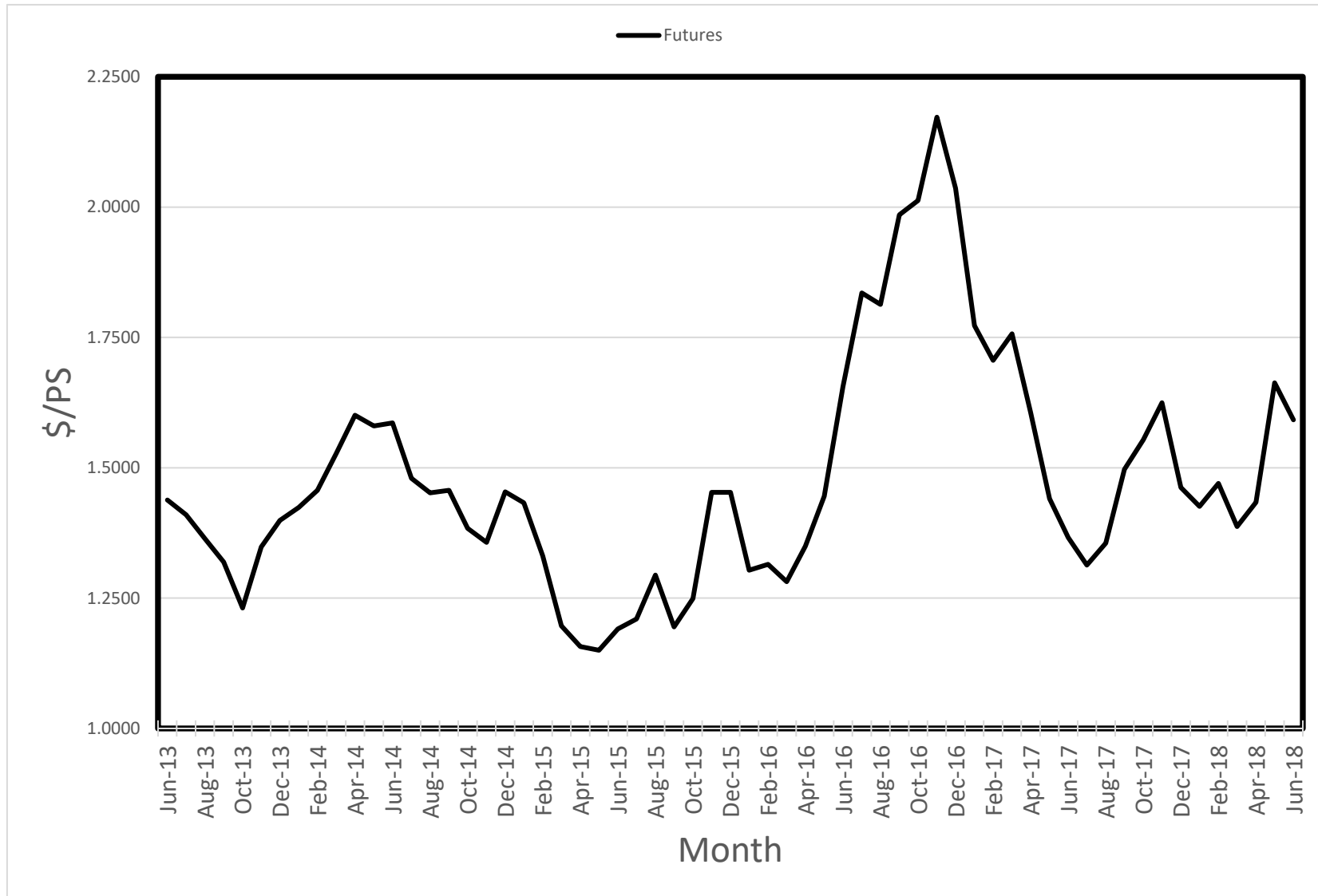
Unit Sizes	Dollar Sales			Gallon Sales		
	16 Week Period Ending			16 Week Period Ending		
	07/09/16	07/08/17	07/07/18	07/09/16	07/08/17	07/07/18
NFC <11 oz	\$10,433,534	\$10,139,596	\$9,436,153	883,127	855,723	796,477
NFC 11-20 oz	\$29,270,375	\$30,020,225	\$32,433,059	1,928,972	1,960,504	2,186,481
NFC 20-50 oz	\$8,307,131	\$6,475,599	\$7,348,416	611,262	471,694	550,468
NFC 50-70 oz	\$406,600,532	\$390,320,230	\$361,755,277	56,544,998	54,340,192	47,745,294
NFC 70-110 oz	\$133,590,357	\$132,010,305	\$137,217,387	16,712,926	15,946,782	16,515,493
NFC >110 oz	\$36,147,185	\$26,748,920	\$22,400,430	5,552,616	4,190,736	3,429,502
<b>% Sold on Promotion<sup>a</sup></b>						
NFC <11 oz	8.6%	9.9%	7.3%	11.1%	10.9%	8.5%
NFC 11-20 oz	25.6%	24.0%	25.1%	28.5%	26.9%	28.4%
NFC 20-50 oz	10.6%	19.4%	15.4%	13.2%	24.3%	19.3%
NFC 50-70 oz	43.8%	42.5%	42.5%	48.0%	46.3%	45.6%
NFC 70-110 oz	34.5%	23.3%	26.9%	36.3%	24.7%	28.1%
NFC >110 oz	14.8%	7.2%	5.2%	15.6%	7.2%	5.5%

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.

<sup>a</sup>Promotional 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

June 2013 through June 2018



## FCOJ Prices June

Item	2017	2018	Change
- \$ / PS -			- % -
FCOJ Futures	1.3662	1.5918	+16.5

SOURCES: Intercontinental Exchange, Inc. (Futures)

## FDOC Processor Delivered-In Prices

Variety	STD Prices Reported for Canner's A		
	2016-17	2017-18	Change
	- \$ / PS -		- % -
Early & Midseason Oranges <sup>a</sup>	\$2.41	\$2.59	+7.5
Late Season Oranges <sup>b</sup>	N/A	N/A	N/A
White Grapefruit <sup>c</sup>	\$2.07	\$3.25	+56.5
Red/Pink Grapefruit <sup>c</sup>	\$2.39	\$3.20	+33.9

<sup>a</sup> 2017-18 Season final price from 02/10/18. 2016-17 Season final price from 03/04/17.

<sup>b</sup> 2017-18 Season final price from 07/14/18. 2016-17 STD price through 07/01/17.

<sup>c</sup> 2017-18 Season final price from 04/14/18. 2016-17 Season final price from 05/13/17.

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

Season	June Average		Season-to-Date <sup>a</sup> (July - June)	
	Price	Change from Year Ago	Price	Change from Year Ago
	- \$ / box <sup>b</sup> -	- % -	- \$ / box <sup>b</sup> -	- % -
<b>2015-16</b>	<b>5.5</b>		<b>3.65</b>	
<b>2016-17</b>	<b>4.89</b>	<b>-11.1</b>	<b>5.70</b>	<b>+56.0</b>
<b>2017-18</b>	<b>5.11</b>	<b>+4.5</b>	<b>5.65</b>	<b>-0.8</b>

<sup>a</sup> Unweighted average of monthly prices.

<sup>b</sup> 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 05/06/18			FOB Price through 05/21/18		
	2016-17	2017-18	Change	2016-17	2017-18	Change
	STD	STD		STD	STD	
	- 1,000 of 4/5 bu. cartons -		- % -	- \$ / carton -		- % -
Early & Mid Oranges	1,495	1,612	+7.9	14.92	17.43	+16.8
Navel	728	500	-31.3	17.01	21.75	+27.9
Valencia	1,732	1,755	+1.4	16.54	17.43	+5.4
Tangelo	253	135	-46.8	13.25	21.86	+65.0
Early Tangerines <sup>a</sup>	911	513	-43.7	24.80	26.14	+5.4
Honey / Murcotts	491	175	-64.4	26.28	26.91	+2.4
Royal Tangerines / Temples	66	40	-39.4	20.70	21.60	+4.3
<b>TOTAL</b>	<b>5,677</b>	<b>4,731</b>	<b>-16.7</b>			

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

<sup>a</sup>Prices for Sunburst.

## Selected Competitive Fresh Fruit Shipments

U.S. Clementine, Tangerine and Wilkings Imports			Texas Fresh Grapefruit Shipments			
2016-17	2017-18	Change	2016-17	2017-18	Change	
August - May			STD - 05/26/18			
- million pounds -		- % -	- thousand 7/10 bu. Cartons -		- % -	
383.8	360.8	-6.0	Total	5,232	5,138	-1.8
			Export	229	379	+65.2
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 06/30/18 (FDOC Processor Week 39)		
	2015-16	2016-17	Change	2016-17	2017-18	Change
	- million PS -		- % -	- million PS -		- % -
<b>Beginning Inventory</b>	<b>16.1</b>	<b>14.2</b>	<b>-11.3</b>	<b>14.2</b>	<b>9.5</b>	<b>-33.0</b>
<b>Pack from Fruit</b>	<b>12.9</b>	<b>8.6</b>	<b>-33.2</b>	<b>8.5</b>	<b>2.3</b>	<b>-73.2</b>
<b>Imports<sup>a</sup></b>	<b>0.0</b>	<b>1.5</b>	<b>N/A</b>	<b>1.3</b>	<b>4.4</b>	<b>+246.8</b>
<b>Availability</b>	<b>28.9</b>	<b>24.4</b>	<b>-15.7</b>	<b>24.0</b>	<b>16.2</b>	<b>-32.6</b>
<b>Movement</b>	<b>17.7</b>	<b>15.9</b>	<b>-10.0</b>	<b>12.2</b>	<b>8.9</b>	<b>-26.8</b>
Bulk	17.6	15.8	-10.2	12.1	8.9	-26.9
Packaged	0.1	0.1	+36.4	0.1	0.1	-18.0
<b>Ending Inventory</b>	<b>14.3</b>	<b>9.6</b>	<b>-33.1</b>	<b>12.9</b>	<b>8.0</b>	<b>-37.7</b>
Bulk	14.2	9.5	-33.0	12.8	8.0	-37.8
Packaged	0.1	0.0	-40.7	0.0	0.0	-1.1
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
<b>Carry Over<sup>b</sup></b>	<b>42.1</b>	<b>31.3</b>	<b>-25.7</b>	<b>41.1</b>	<b>35.0</b>	<b>-14.9</b>

<sup>a</sup>Also 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.

<sup>b</sup>Season-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: 06/30/18 (FDOC Processor Week 39)		
	2015-16	2016-17	Change	2016-17	2017-18	Change
	- million PS -		- % -	- million PS -		- % -
<b>Beginning Inventory</b>	<b>9.6</b>	<b>9.6</b>	<b>+0.8</b>	<b>9.6</b>	<b>8.6</b>	<b>-11.2</b>
<b>Pack from Fruit</b>	<b>14.0</b>	<b>11.2</b>	<b>-20.2</b>	<b>11.1</b>	<b>6.4</b>	<b>-42.6</b>
<b>Imports<sup>a</sup></b>	<b>1.7</b>	<b>2.0</b>	<b>+18.5</b>	<b>2.0</b>	<b>4.3</b>	<b>+114.6</b>
<b>Availability</b>	<b>25.2</b>	<b>22.8</b>	<b>-9.7</b>	<b>22.8</b>	<b>19.2</b>	<b>-15.5</b>
<b>Movement</b>	<b>15.5</b>	<b>14.2</b>	<b>-8.0</b>	<b>10.9</b>	<b>9.5</b>	<b>-12.5</b>
Bulk	3.5	2.4	-30.8	1.9	0.9	-53.3
Packaged	12.0	11.8	-1.4	9.0	8.7	-3.9
<b>Ending Inventory</b>	<b>9.6</b>	<b>8.6</b>	<b>-11.2</b>	<b>11.8</b>	<b>9.6</b>	<b>-19.1</b>
Bulk	9.5	8.4	-12.1	11.7	9.4	-19.6
Packaged	0.1	0.2	+52.6	0.2	0.2	+17.9
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
<b>Carry Over<sup>b</sup></b>	<b>32.5</b>	<b>31.3</b>	<b>-3.5</b>	<b>42.3</b>	<b>39.1</b>	<b>-7.5</b>

<sup>a</sup>Also 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.

<sup>b</sup>Season-to-date weeks supply based on season-to-date movement.

## U.S. Grapefruit Juice Exports<sup>a,b</sup>

Season-to-Date October - May						
Country	Volume			FOB Value/SSG <sup>c</sup>		
	2016-17	2017-18	Change	2016-17	2017-18	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	1.16	0.74	-36.2	3.96	4.94	+24.7
Europe	2.92	1.96	-32.9	3.06	4.55	+48.7
Japan	1.00	0.46	-54.0	5.57	4.61	-17.2
Other	1.09	0.99	-9.2	5.15	4.61	-10.5
<b>TOTAL</b>	<b>6.17</b>	<b>4.14</b>	<b>-32.9</b>	<b>4.01</b>	<b>4.64</b>	<b>+15.7</b>

<sup>a</sup> SOURCE: U.S. Department of Commerce.

<sup>b</sup> FDOC Processor exports of GJ for the 2017-18 season were down 36.8%, season-to-date through 06/30/18.

<sup>c</sup> 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)<sup>a</sup>

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 06/09/18, Topline Report #09									
	2016-17	2017-18	Change	2016-17	2017-18	Change	2016-17	2017-18	Change
Refrigerated	7.84	7.28	-7.2	61.13	59.07	-3.4	7.80	8.12	+4.1
NFC	7.18	6.56	-8.5	55.72	52.89	-5.1	7.77	8.06	+3.7
RECON	0.67	0.71	+7.3	5.41	6.19	+14.4	8.12	8.66	+6.7
FCOJ	0.09	0.07	-25.5	0.41	0.34	-18.5	4.41	4.83	+9.4
Shelf Stable	2.91	2.96	+1.8	18.18	18.25	+0.4	6.26	6.17	-1.3
TOTAL	10.85	10.31	-5.0	79.77	77.66	-2.6	7.35	7.54	+2.5

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 05/06/18

Destination/Variety	2016-17 STD	2017-18 STD	Change
- 1,000 4/5-bu. cartons -			- % -
<b>Domestic &amp; Canadian - All</b>	<b>3,083</b>	<b>1,730</b>	<b>-43.9</b>
White	68	50	-26.7
Red/Pink	3,015	1,680	-44.3
<b>Offshore Exports - All</b>	<b>3,405</b>	<b>1,508</b>	<b>-55.7</b>
White	629	300	-52.4
Red/Pink	2,776	1,209	-56.5
<b>TOTAL - All</b>	<b>6,488</b>	<b>3,239</b>	<b>-50.1</b>
White	697	350	-49.8
Red/Pink	5,791	2,889	-50.1

Source: DFVI, Florida Dept. of Agriculture

## Florida Fresh Grapefruit Shipments Season-to-Date through 05/06/18

Country	2016-17 STD	2017-18 STD	Change
- 1,000 4/5-bu. cartons -			- % -
United States	2,660	1,510	-43.2
Canada	423	221	-47.9
Europe	1,420	610	-57.0
Japan	1,582	676	-57.2
Other	403	222	-45.0
<b>TOTAL - All</b>	<b>6,488</b>	<b>3,239</b>	<b>-50.1</b>

Source: DFVI, Florida Dept. of Agriculture



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

Variety	FOB Price		
	2016-17	2017-18	Change
	STD	STD	
	- \$ / carton -		- % -
<b>TOTAL<sup>a</sup></b>	<b>14.76</b>	<b>19.30</b>	<b>+30.7</b>
<b>White</b>	<b>16.36</b>	<b>20.58</b>	<b>+25.8</b>
<b>Red/Pink</b>	<b>14.57</b>	<b>19.14</b>	<b>+31.4</b>

<sup>a</sup>Weighted average based on FDACS reporting of fresh fruit shipments.  
Source: Citrus Administrative Committee

## Foreign Exchange Rates Per USD

Date	Euro	Real	Yen
<b>Annual</b>			
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 June)	0.9242	3.178	112.36
2018 (through June)	0.8262	3.422	108.71
% Change	-10.6	+7.7	-3.2
<b>Average for Month of June</b>			
2017	0.8909	3.293	110.83
2018	0.8565	3.771	110.03
% Change	-3.9	+14.5	-0.7