

Florida Citrus Economic & Market Indicators December 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 - November) were down 4.2 from the previous year with exports to the NAFTA region, Europe and the Far East up 13.2, down 16.1 and up 58.6, respectively.
- Season-to-date through 11/26/16, Florida FCOJ availability, movement and ending inventories were down 21.4%, down 0.2%, and down 26.2% respectively, from last season.
- Season-to-date through 11/26/16, Florida SSOJ availability, movement and ending inventories were down 11.2%, down 8.2%, and down 12.0% respectively, from last season.
- For October of the 2016-17 season, U.S. OJ imports and exports were up 105.9% and down 2.1% from last season, respectively. Season-to-date through 11/26/16, Florida OJ exports were up 122.0% (FDOC Processors Report).
- For (October) of the 2016-17 season, Non-FDOC Processor FCOJ disappearance, based on FCOJ inventories and imports, was up 50.3%.
- 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 8.5% from the previous season, with the NFC price down 5.7%, the Recon price down 10.5% and the overall OJ price down 7.2%.
- The average FCOJ Futures price was \$2.17/PS up \$0.72/PS from last year, while the Rotterdam price was at an estimated \$2950/MT, up \$1125/MT from last year.
- Season-to-date through 11/26/16, the delivered-in price for early and midseason oranges was \$1.99/PS, up \$0.38/PS from last season. Late season Orange Prices have not been released through 11/26/16.
- Season to date through 11/20/16, fresh orange and specialty citrus shipments were down 43.0%, from last season.
- From August through October of the 2016-17 season, clementine and tangerine imports were up 36.3% relative to last season. Season-to-date through 12/03/16, Texas fresh grapefruit shipments were up 11.1% relative to last season.
- Season-to-date through 11/26/16, Florida FCGJ availability, movement and ending inventories were down 10.6%, down 18.3%, and down 9.0% respectively, from last season.
- Season-to-date through 11/26/16, Florida SSGJ availability, movement and ending inventories were up 1.7%, down 8.0%, and up 5.1% respectively, from last season.
- For October of the 2016-17 season, U.S. GJ exports were up 58.3%. Season-to-date through 11/26/16, Florida GJ exports were down 19.8% (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 down 2.5% from the previous season, with the overall GJ price down 0.9%.
- Season-to-date through 11/20/16, Florida fresh grapefruit shipments were down 27.7% from last season, with Domestic/Canadian shipments down 27.1% and offshore shipments down 28.2% (DFVI). Shipments to Europe and Japan were down 37.0% and down 10.8%, respectively. Domestic FOB prices (CAC) for fresh white and red/pink grapefruit were down 1.6% and up 9.0%, respectively.
- For the month of November versus the same period last year, the Euro/USD, Real/USD, and Yen/USD exchange rates were down 0.4%, down 11.3%, and down 11.4% respectively.

Brazil Orange Juice Exports

Destination	Season-to-Date (July - November)		
	2015-16	2016-17	Change
	-million SSE Gallons ^a -		- % -
NAFTA^b	100.6	114.0	+13.2
Europe^c	461.3	387.1	-16.1
Far East^d	32.3	51.2	+58.6
Others	25.9	41.7	+61.0
Total	620.1	593.9	-4.2

^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 11/26/16 (FDOC Processor Week 8)		
	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	1.1	1.5	+38.3
Imports^a	259.7	203.5	-21.6	23.3	26.1	+12.1
Availability	653.8	585.3	-10.5	313.6	246.6	-21.4
Movement	364.6	366.3	+0.5	58.5	58.4	-0.2
Bulk	278.2	285.3	+2.6	44.3	46.3	+4.5
Packaged	86.4	81.0	-6.2	14.2	12.1	-15.0
Ending Inventory	289.3	219.0	-24.3	255.1	188.2	-26.2
Bulk	281.4	212.2	-24.6	249.0	180.8	-27.4
Packaged	7.8	6.8	-13.2	6.1	7.4	+20.9
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^b	41.3	31.1	-24.6	34.9	25.8	-26.0

^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 11/26/16 (FDOC Processor Week 8)		
	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	1.2	0.2	-85.1
Imports^a	41.7	46.4	+11.1	13.3	12.6	-4.9
Availability	691.5	635.8	-8.1	242.9	215.5	-11.2
Movement^b	457.0	427.5	-6.5	70.3	64.5	-8.2
Bulk	36.2	31.0	-14.3	5.5	3.8	-30.9
Packaged	420.8	396.4	-5.8	64.8	60.7	-6.2
Ending Inventory	227.8	202.8	-11.0	171.5	150.9	-12.0
Bulk	221.6	196.2	-11.5	165.3	144.7	-12.5
Packaged	6.2	6.6	+6.4	6.1	6.2	+1.5
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^c	25.9	24.7	-4.8	19.5	18.7	-4.1

^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						
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	19.47	39.54	+103.1	0.96	1.34	+39.6
CBI ^b	0.30	4.15	+1283.3	1.66	1.85	+11.4
Mexico	2.48	2.66	+7.3	2.08	1.86	-10.6
Other	0.54	0.56	+3.7	2.47	2.55	+3.2
TOTAL	22.79	46.92	+105.9	1.13	1.43	+26.5
NFC OJ						
Brazil	4.11	10.56	+156.9	1.66	1.40	-15.7
CBI ^b	0.00	0.00	N/A	0.00	0.00	N/A
Mexico	0.11	0.05	-54.5	3.20	2.35	-26.6
Other	0.00	0.00	N/A	6.79	0.00	-100.0
TOTAL	4.22	10.60	+151.2	1.70	1.40	-17.6

^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 gallon

SOURCE: U.S. Department of Commerce.

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

Season-to-Date October						
Country	Volume			FOB Value/SSG ^c		
	2015-16	2016-17	Change	2015-16	2016-17	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	3.90	3.10	-20.5	5.18	5.00	-3.5
Europe	0.06	1.69	+2716.7	3.54	9.40	+165.5
Japan	0.06	0.04	-33.3	3.05	4.33	+42.0
Other	2.21	1.27	-42.5	3.23	4.64	+43.7
TOTAL	6.23	6.10	-2.1	4.45	6.14	+38.0

^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)		
	2015-16	2016-17	Change
- million SSE gallons -			- % -
Beginning Inventory^a	28.0	33.3	+19.0
Foreign Imports^b	<u>6.9</u>	<u>19.4</u>	<u>+181.1</u>
Availability^c	34.9	52.7	+51.1
Ending Inventory^a	<u>18.7</u>	<u>28.4</u>	<u>+51.7</u>
Non-FDOC Processor FCOJ Disappearance^d	16.1	24.2	+50.3

^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 11/26/16, Topline Report #02									
	2015-16	2016-17	Change	2015-16	2016-17	Change	2015-16	2016-17	Change
Refrigerated	71.23	65.26	-8.4	466.72	434.02	-7.0	6.55	6.65	+1.5
NFC	44.66	41.76	-6.5	336.97	317.92	-5.7	7.54	7.61	+0.9
RECON	26.57	23.50	-11.5	129.75	116.11	-10.5	4.88	4.94	+1.2
FCOJ	3.06	2.73	-10.9	15.30	13.61	-11.1	5.00	4.99	-0.2
Shelf Stable	0.07	0.05	-33.8	0.63	0.43	-32.0	8.96	9.20	+2.7
TOTAL	74.37	68.04	-8.5	482.66	448.06	-7.2	6.49	6.59	+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.

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		
	11/29/14	11/28/15	11/26/16	11/29/14	11/28/15	11/26/16
Non-Promotional Price						
NFC <11 oz	\$3.99	\$3.93	\$3.84	\$11.93	\$12.17	\$11.73
NFC 11-20 oz	\$1.59	\$1.62	\$1.84	\$16.32	\$16.23	\$15.33
NFC 20-50 oz	\$3.55	\$3.76	\$3.77	\$13.45	\$14.08	\$14.08
NFC 50-70 oz	\$3.75	\$3.84	\$3.84	\$7.77	\$7.88	\$7.82
NFC 70-110 oz	\$5.79	\$6.01	\$5.68	\$8.33	\$8.64	\$8.17
NFC >110 oz	\$6.37	\$6.61	\$6.57	\$6.51	\$6.73	\$6.67
Promotional Price^a						
NFC <11 oz	\$3.38	\$3.34	\$3.11	\$10.29	\$10.59	\$9.84
NFC 11-20 oz	\$1.25	\$1.26	\$1.32	\$13.41	\$13.63	\$13.21
NFC 20-50 oz	\$3.05	\$2.88	\$3.02	\$10.88	\$10.89	\$11.25
NFC 50-70 oz	\$2.99	\$3.02	\$3.05	\$6.48	\$6.53	\$6.58
NFC 70-110 oz	\$5.21	\$5.23	\$5.15	\$7.49	\$7.53	\$7.40
NFC >110 oz	\$6.61	\$6.52	\$6.50	\$6.87	\$6.79	\$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)

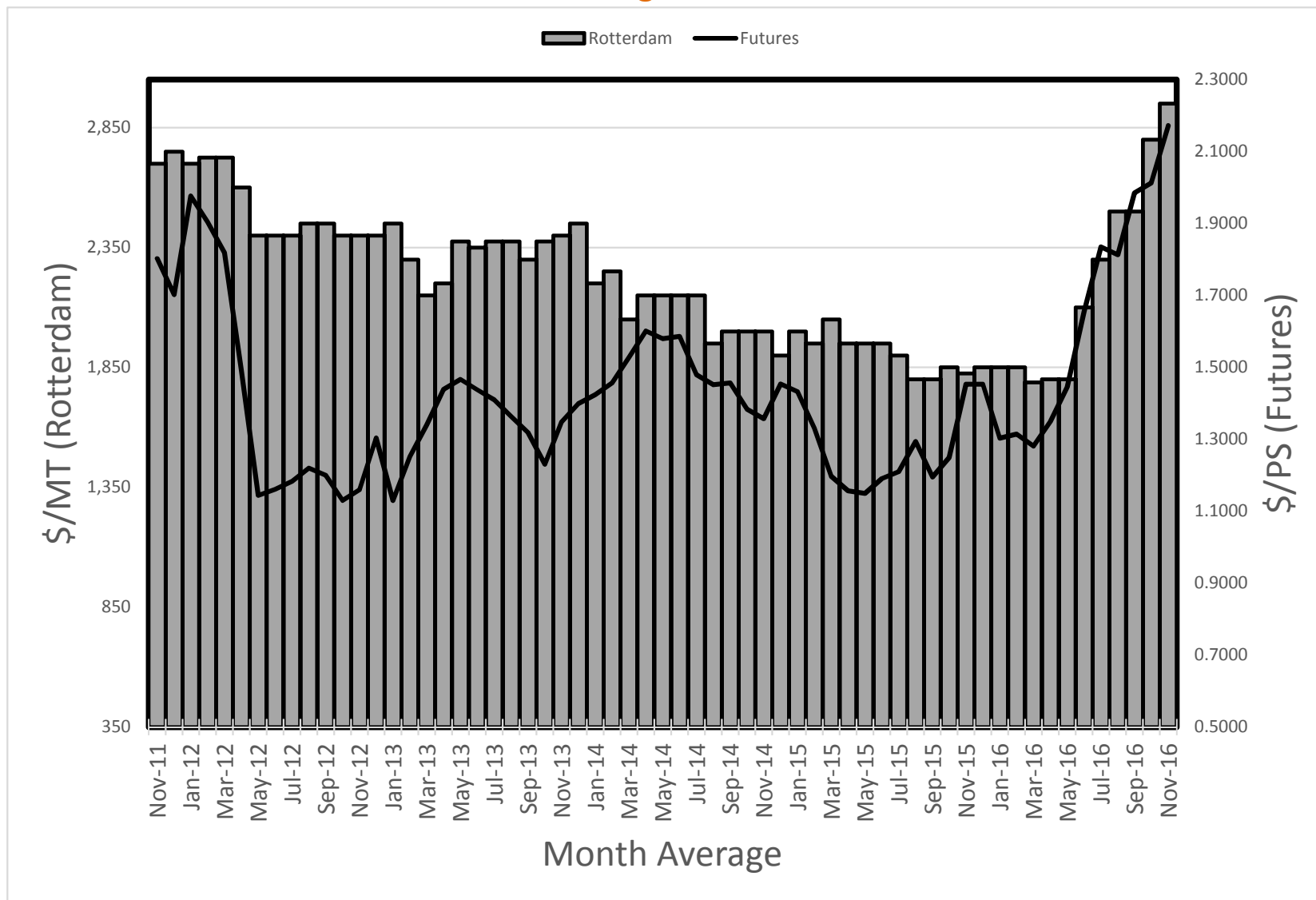
Unit Sizes	Dollar Sales			Gallon Sales		
	16 Week Period Ending			16 Week Period Ending		
	11/29/14	11/28/15	11/26/16	11/29/14	11/28/15	11/26/16
NFC <11 oz	\$10,461,185	\$11,093,083	\$11,139,094	891,756	928,883	966,136
NFC 11-20 oz	\$26,206,316	\$29,781,121	\$32,440,081	1,689,067	1,917,252	2,210,311
NFC 20-50 oz	\$7,379,579	\$8,057,445	\$8,324,699	558,575	590,423	606,168
NFC 50-70 oz	\$441,344,509	\$431,756,989	\$411,193,246	62,153,831	60,084,545	56,774,241
NFC 70-110 oz	\$126,318,182	\$131,781,209	\$133,191,667	15,606,706	16,150,553	16,769,332
NFC >110 oz	\$50,313,869	\$42,365,989	\$27,175,164	7,703,015	6,293,532	4,071,419
% Sold on Promotion^a						
NFC <11 oz	10.4%	12.9%	8.9%	11.9%	14.6%	10.4%
NFC 11-20 oz	23.9%	23.5%	27.7%	27.7%	26.7%	30.8%
NFC 20-50 oz	7.8%	10.9%	10.0%	9.5%	13.6%	12.2%
NFC 50-70 oz	47.2%	46.9%	42.2%	51.7%	51.6%	46.5%
NFC 70-110 oz	25.8%	39.7%	28.0%	27.9%	43.0%	30.0%
NFC >110 oz	6.4%	8.0%	6.9%	6.1%	8.0%	6.9%

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

November 2011 through November 2016



FCOJ Prices November

Item	2015	2016	Change
- \$ / PS -			- % -
FCOJ Futures	1.4530	2.1725	+49.5
- \$ / MT -			
FCOJ Rotterdam	1825	2950	+61.6

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	\$1.61	\$1.99	+23.3
Late Season Oranges^b	N/A	N/A	N/A
White Grapefruit^c	\$1.83	N/A	N/A
Red/Pink Grapefruit^c	\$1.89	\$1.87	-1.1

^a 2016-17 STD price through 11/26/16. 2015-16 STD price through 11/28/15.

^b 2016-17 STD price through 01/11/00. 2015-16 STD price through 11/28/15.

^c 2016-17 STD price through 11/26/16. 2015-16 STD price through 11/28/15.

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

Season	November Average		Season-to-Date ^a (July - November)	
	Price	Change from Year Ago	Price	Change from Year Ago
	- \$ / box ^b -	- % -	- \$ / box ^b -	- % -
2014-15	3.96		4.24	
2015-16	3.67	-7.3	3.28	-22.6
2016-17	7.59	+106.8	6.50	+97.8

^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 11/20/16			FOB Price through 12/04/16		
	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	748	442	-41.0	14.27	14.24	-0.2
Navel	427	251	-41.2	19.59	17.54	-10.5
Valencia	17	0	-100.0	N/A	N/A	N/A
Tangelo	23	6	-71.7	15.36	11.08	-27.9
Early Tangerines ^a	700	392	-44.0	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	1,914	1,091	-43.0			

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 - October			STD - 12/03/16		
- million pounds -		- % -	- thousand 7/10 bu. Cartons -		- % -
117.4	160.1	+36.3	1,226	1,362	+11.1
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 11/26/16 (FDOC Processor Week 8)		
	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	1.7	1.6	-7.6
Imports^a	0.0	0.0	N/A	0.0	0.1	N/A
Availability	36.5	28.9	-20.8	17.8	15.9	-10.6
Movement	23.6	17.7	-24.9	3.0	2.4	-18.3
Bulk	23.4	17.6	-24.8	3.0	2.4	-18.6
Packaged	0.2	0.1	-46.8	0.0	0.0	+41.3
Ending Inventory	16.1	14.3	-11.2	15.6	14.2	-9.0
Bulk	16.1	14.2	-11.3	15.6	14.2	-9.1
Packaged	0.0	0.1	+43.7	0.0	0.1	+29.6
	-- weeks supply --		- % -	-- weeks supply --		- % -
Carry Over^b	35.5	42.1	+18.3	42.0	46.8	+11.4

^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: 11/26/16		
	Oct- Sep			FDOC Processor Week 8		
	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	0.1	+24.2
Imports^a	1.1	1.7	+54.6	0.0	0.1	-939.5
Availability	28.1	25.2	-10.2	9.6	9.8	+1.7
Movement	16.9	15.5	-8.4	2.5	2.3	-8.0
Bulk	4.5	3.5	-22.5	0.7	0.5	-21.5
Packaged	12.4	12.0	-3.2	1.8	1.8	-2.8
Ending Inventory	9.5	9.6	+1.3	7.1	7.5	+5.1
Bulk	9.3	9.5	+2.2	6.9	7.2	+5.4
Packaged	0.2	0.1	-38.3	0.2	0.2	-4.3
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	29.4	32.5	+10.6	22.5	25.7	+14.2

^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.

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

Season-to-Date October						
Country	Volume			FOB Value/SSG ^c		
	2015-16	2016-17	Change	2015-16	2016-17	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	0.14	0.15	+7.1	4.94	2.83	-42.7
Europe	0.10	0.41	+310.0	6.64	2.52	-62.0
Japan	0.28	0.26	-7.1	3.31	5.42	+63.7
Other	0.09	0.13	+44.4	3.41	5.90	+73.0
TOTAL	0.60	0.95	+58.3	4.24	3.82	-9.9

^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 11/26/16, Topline Report #02									
	2015-16	2016-17	Change	2015-16	2016-17	Change	2015-16	2016-17	Change
Refrigerated	1.57	1.52	-3.1	12.01	11.64	-3.1	7.65	7.65	+0.0
NFC	1.42	1.37	-3.8	11.05	10.63	-3.8	7.79	7.78	0.0
RECON	0.15	0.16	+3.6	0.96	1.01	+5.7	6.39	6.52	+2.0
FCOJ	0.03	0.02	-14.0	0.12	0.10	-23.2	4.90	4.38	-10.7
Shelf Stable	0.54	0.54	-0.3	3.55	3.41	-3.8	6.52	6.29	-3.6
TOTAL	2.14	2.09	-2.5	15.69	15.16	-3.4	7.33	7.26	-0.9

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 11/20/16

Destination/Variety	2015-16 STD	2016-17 STD	Change
- 1,000 4/5-bu. cartons -			- % -
Domestic & Canadian - All	1,078	786	-27.1
White	13	12	-10.6
Red/Pink	1,065	774	-27.3
Offshore Exports - All	1,266	909	-28.2
White	217	192	-11.7
Red/Pink	1,049	718	-31.6
TOTAL - All	2,344	1,695	-27.7
White	230	203	-11.6
Red/Pink	2,114	1,492	-29.4

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Shipments Season-to-Date through 11/20/16

Country	2015-16 STD	2016-17 STD	Change
- 1,000 4/5-bu. cartons -			- % -
United States	874	684	-21.7
Canada	203	102	-50.1
Europe	538	339	-37.0
Japan	528	472	-10.8
Other	200	99	-50.5
TOTAL - All	2,344	1,695	-27.7

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Domestic FOB Prices
Season-to-Date through 12/04/16

Variety	FOB Price		
	2015-16	2016-17	Change
	STD	STD	
	- \$ / carton -		- % -
TOTAL^a	14.21	15.34	+7.9
White	16.55	16.29	-1.6
Red/Pink	13.96	15.21	+9.0

^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 November)	0.8998	3.280	120.96
2016 (through November)	0.9001	3.505	108.26
% Change	+0.0	+6.9	-10.5
Average for Month of November			
2015	0.9315	3.776	122.56
2016	0.9275	3.347	108.55
% Change	-0.4	-11.3	-11.4