

Florida Citrus Economic & Market Indicators January 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 - December) were down 15.5% from the previous year with exports to the NAFTA region, Europe and the Far East down 25.6%, down 15.0% and up 20.3%, respectively.
- Season-to-date through 12/29/18, Florida FCOJ availability, movement and ending inventories were up 12.0%, up 7.3%, and up 13.9% respectively, from last season.
- Season-to-date through 12/29/18, Florida SSOJ availability, movement and ending inventories were down 18.6%, down 11.3%, and down 23.7% respectively, from last season.
- For October through November of the 2018-19 season, U.S. OJ imports and exports were down 72.0% and down 49.1% from last season, respectively. Season-to-date through 12/29/18, Florida OJ exports were up 19.8% (FDOC Processors Report).
- For October through November of the 2018-19 season, Non-FDOC Processor FCOJ disappearance, based on FCOJ inventories and imports, was up 128.6%.
- Season-to-date through 12/22/18, 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 7.6% from the previous season, with the NFC price down 5.2%, the Recon price up 0.7% and the overall OJ price down 3.8%.
- The average FCOJ Futures price was \$1.36/PS, down \$0.10/PS from last year.
- Season-to-date through 12/29/18, the delivered-in price for early and midseason oranges was \$2.15/PS, down \$0.32/PS from last season. Late season Orange Prices have not been released through 12/29/18.
- Season to date through 12/16/18, fresh orange and specialty citrus shipments were down 3.7%, from last season.
- From August through November of the 2018-19 season, clementine and tangerine imports were down 10.1% relative to last season. Season-to-date through 12/29/18, Texas fresh grapefruit shipments were down 18.1% relative to last season.
- Season-to-date through 12/29/18, Florida FCGJ availability, movement and ending inventories were down 32.3%, down 34.8%, and down 28.8% respectively, from last season.
- Season-to-date through 12/29/18, Florida SSGJ availability, movement and ending inventories were down 22.0%, down 23.1%, and down 21.2% respectively, from last season.
- For October through November of the 2018-19 season, U.S. GJ exports were down 1.2%. Season-to-date through 12/29/18, Florida GJ exports were down 57.3% (FDOC Processors report).
- Season-to-date through 12/22/18, 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 16.1% from the previous season, with the overall GJ price up 7.2%.
- Season-to-date through 12/16/18, Florida fresh grapefruit shipments were down 3.4% from last season, with Domestic/Canadian shipments up 1.2% and offshore shipments down 9.8% (DFVI). Shipments to Europe and Japan were down 37.3% and up 12.7%, respectively. Domestic FOB prices (CAC) for fresh white and red/pink grapefruit were down 9.5% and down 4.6%, respectively.
- For the month of December versus the same period last year, the Euro/USD, Real/USD, and Yen/USD exchange rates were up 4.1%, up 18.0%, and down 0.6% respectively.

Due to US Government shutdown, Imports and Export data for November is unavailable. Reported totals for the 2018-19 season are through October.

Brazil Orange Juice Exports

Destination	Season-to-Date (July - December)		
	2017-18	2018-19	Change
	-million SSE Gallons-		- % -
NAFTA^b	212.9	158.4	-25.6
Europe^c	559.0	475.0	-15.0
Far East^d	59.3	71.3	+20.3
Others	45.6	36.5	-20.1
Total	876.8	741.2	-15.5

^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 12/29/18 (FDOC Processor Week 13)		
	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	15.5	13.8	-10.8
Imports^a	261.8	313.9	+19.9	59.1	41.2	-30.2
Availability	555.2	547.2	-1.4	266.7	298.8	+12.0
Movement	363.0	303.5	-16.4	75.5	81.1	+7.3
Bulk	292.3	237.3	-18.8	58.4	65.4	+12.0
Packaged	70.7	66.2	-6.4	17.2	15.7	-8.6
Ending Inventory	192.2	243.7	+26.8	191.2	217.7	+13.9
Bulk	185.0	237.8	+28.5	183.8	212.4	+15.6
Packaged	7.2	5.9	-17.8	7.4	5.3	-28.9
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^b	27.5	41.8	+51.7	32.9	34.9	+6.1

^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 12/29/18 (FDOC Processor Week 13)		
	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	41.4	40.6	-1.9
Imports^a	63.7	104.9	+64.6	25.9	41.7	+60.9
Availability	587.2	491.8	-16.2	254.0	206.8	-18.6
Movement^b	397.9	365.4	-8.2	103.1	91.5	-11.3
Bulk	31.2	26.7	-14.4	7.3	4.9	-33.5
Packaged	366.7	338.7	-7.6	95.8	86.6	-9.6
Ending Inventory	186.7	124.6	-33.3	150.8	115.1	-23.7
Bulk	181.0	119.7	-33.9	144.0	109.5	-23.9
Packaged	5.8	4.9	-15.1	6.7	5.6	-17.6
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^c	24.4	17.7	-27.4	19.0	16.4	-14.0

^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 - November						
Country	Volume			FOB Value/SSG ^c		
	2017-18	2018-19	Change	2017-18	2018-19	Change
TOTAL OJ						
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Brazil	76.78	21.58	-71.9	1.31	1.49	+13.7
CBI ^b	4.08	0.08	-98.0	2.02	3.31	+63.9
Mexico	11.30	4.22	-62.7	1.81	3.33	+84.0
Other	0.77	0.16	-79.2	2.13	3.28	+54.0
TOTAL	92.93	26.05	-72.0	1.41	1.80	+27.7
NFC OJ						
Brazil	23.12	13.30	-42.5	1.40	1.56	+11.4
CBI ^b	0.00	0.00	N/A	0.00	0.00	N/A
Mexico	0.23	0.13	-43.5	2.50	2.48	-0.8
Other	0.01	0.00	-100.0	2.82	3.55	+25.9
TOTAL	23.35	13.44	-42.4	1.41	1.57	+11.3

^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.

Due to US Government shutdown, Imports and Export data for November is unavailable. Reported totals for the 2018-19 season are through October.

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

Season-to-Date October - November						
Country	Volume			FOB Value/SSG ^c		
	2017-18	2018-19	Change	2017-18	2018-19	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	4.97	2.46	-50.5	4.44	5.07	+34.8
Europe	0.05	0.01	-80.0	5.45	4.77	+82.1
Japan	0.06	0.02	-66.7	4.03	5.95	N/A
Other	1.17	0.69	-41.0	5.34	5.70	N/A
TOTAL	6.25	3.18	-49.1	4.61	5.21	+38.9

^a Includes OJ with added vitamins and minerals.

^b FDOC Processor exports of OJ for the 2018-19 season were up 19.8%, season-to-date through 12/29/18.

^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.

Due to US Government shutdown, Imports and Export data for November

SOURCE: U.S. Department of Commerce. is unavailable. Reported totals for the 2018-19 season are through October.

Non-FDOC Processor FCOJ Disappearance Index

Item	Season-to-Date October - November		
	2017-18	2018-19	Change
- million SSE gallons -			- % -
Beginning Inventory^a	15.5	11.7	-24.6
Foreign Imports^b	<u>24.3</u>	<u>52.5</u>	<u>+116.0</u>
Availability^c	39.8	64.2	+61.3
Ending Inventory^a	<u>15.3</u>	<u>8.1</u>	<u>-46.7</u>
Non-FDOC Processor FCOJ Disappearance^d	24.5	56.1	+128.6

^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 production not 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.

Due to US Government shutdown, Imports and Export data for November is unavailable. Reported totals for the 2018-19 season are through October.

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 12/22/18, Topline Report #03									
	2017-18	2018-19	Change	2017-18	2018-19	Change	2017-18	2018-19	Change
Refrigerated	96.55	89.11	-7.7	651.16	627.62	-3.6	6.74	7.04	+4.4
NFC	62.36	54.83	-12.1	475.70	450.85	-5.2	7.63	8.22	+7.8
RECON	34.19	34.27	+0.2	175.46	176.77	+0.7	5.13	5.16	+0.5
FCOJ	4.08	3.85	-5.6	20.43	18.75	-8.2	5.01	4.87	-2.8
Shelf Stable	0.06	0.05	-17.1	0.50	0.41	-18.6	9.12	8.95	-1.8
TOTAL	100.68	93.01	-7.6	672.09	646.78	-3.8	6.68	6.95	+4.2

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		
	12/24/16	12/23/17	12/22/18	12/24/16	12/23/17	12/22/18
Non-Promotional Price						
NFC <11 oz	\$3.83	\$3.85	\$4.00	\$11.65	\$11.90	\$12.07
NFC 11-20 oz	\$1.80	\$1.90	\$1.93	\$15.37	\$15.79	\$15.83
NFC 20-50 oz	\$3.73	\$3.59	\$3.75	\$13.96	\$14.16	\$14.83
NFC 50-70 oz	\$3.81	\$3.78	\$3.69	\$7.75	\$7.80	\$8.38
NFC 70-110 oz	\$5.69	\$5.82	\$5.81	\$8.19	\$8.37	\$8.36
NFC >110 oz	\$6.59	\$6.38	\$6.64	\$6.69	\$6.38	\$6.64
Promotional Price^a						
NFC <11 oz	\$3.22	\$3.51	\$3.02	\$9.97	\$10.13	\$9.88
NFC 11-20 oz	\$1.33	\$1.32	\$1.31	\$13.25	\$14.07	\$13.49
NFC 20-50 oz	\$3.08	\$2.85	\$2.64	\$11.43	\$11.17	\$10.57
NFC 50-70 oz	\$3.00	\$3.05	\$3.04	\$6.46	\$6.59	\$7.23
NFC 70-110 oz	\$5.17	\$5.33	\$5.43	\$7.44	\$7.67	\$7.81
NFC >110 oz	\$6.45	\$6.48	\$6.39	\$6.61	\$6.48	\$6.39

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)

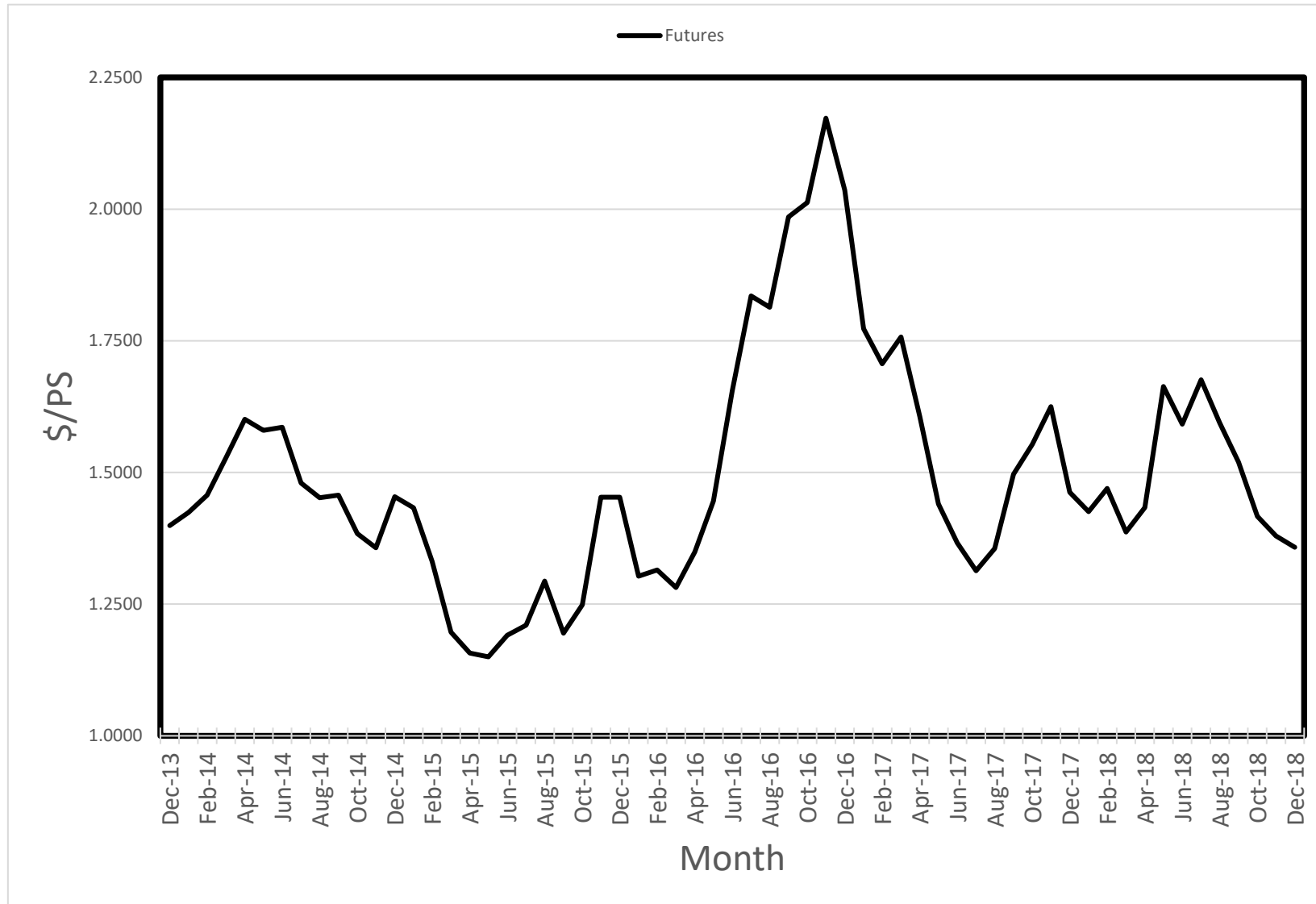
Unit Sizes	Dollar Sales			Gallon Sales		
	16 Week Period Ending			16 Week Period Ending		
	12/24/16	12/23/17	12/22/18	12/24/16	12/23/17	12/22/18
NFC <11 oz	\$11,132,258	\$10,973,017	\$9,649,267	967,264	940,926	818,058
NFC 11-20 oz	\$32,046,815	\$32,203,063	\$33,367,689	2,168,676	2,104,785	2,189,105
NFC 20-50 oz	\$7,847,728	\$6,269,852	\$8,058,656	575,698	464,974	572,811
NFC 50-70 oz	\$431,458,461	\$405,235,625	\$367,460,979	60,477,847	56,113,717	46,784,907
NFC 70-110 oz	\$141,955,434	\$138,708,703	\$147,529,017	17,850,658	16,954,527	17,922,069
NFC >110 oz	\$27,674,708	\$25,987,064	\$21,448,949	4,137,343	4,071,490	3,244,783
% Sold on Promotion^a						
NFC <11 oz	7.4%	11.8%	10.6%	8.5%	13.6%	12.7%
NFC 11-20 oz	25.2%	26.4%	22.3%	28.1%	28.7%	25.2%
NFC 20-50 oz	10.9%	18.6%	13.4%	13.0%	22.5%	17.9%
NFC 50-70 oz	43.2%	43.4%	42.0%	47.7%	47.6%	45.6%
NFC 70-110 oz	29.7%	25.1%	22.5%	31.7%	26.8%	23.7%
NFC >110 oz	7.0%	6.0%	9.7%	7.1%	6.0%	10.1%

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

December 2014 through December 2019



FCOJ Prices December

Item	2017	2018	Change
- \$ / PS -			- % -
FCOJ Futures	1.4622	1.3582	-7.1

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	\$2.48	\$2.15	-13.0
Late Season Oranges^b	N/A	N/A	N/A
White Grapefruit^c	N/A	N/A	N/A
Red/Pink Grapefruit^c	\$2.98	\$3.38	+13.4

^a 2018-19 STD price through 12/29/18. 2017-18 STD price through 12/30/17.

^b Late season fruit has not begun for this season

^c 2018-19 STD price through 12/29/18. 2017-18 STD price through 12/30/17.

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

Season	December Average		Season-to-Date ^a (July - December)	
	Price	Change from Year Ago	Price	Change from Year Ago
	- \$ / box ^b -	- % -	- \$ / box ^b -	- % -
2016-17	7.73		6.70	
2017-18	5.66	-26.8	5.92	-11.7
2018-19	5.70	+0.7	5.67	-4.1

^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 12/16/18			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	865	837	-3.3	17.43	15.67	-10.1
Navel	470	494	+5.1	21.75	17.62	-19.0
Valencia	0	2	N/A	17.43	N/A	N/A
Tangelo	67	33	-50.2	21.86	N/A	N/A
Early Tangerines ^a	343	316	-8.0	26.14	24.30	-7.0
Honey / Murcotts	1	1	-62.2	26.91	N/A	N/A
Royal Tangerines / Temples	0	0	N/A	21.60	N/A	N/A
TOTAL	1,747	1,683	-3.7			

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 - November			STD - 12/29/18			
- million pounds -		- % -	- thousand 7/10 bu. Cartons -		- % -	
328.9	295.5	-10.1	Total	2,034	1,666	-18.1
			Export	141	165	+17.4
Source: U.S. Department of Commerce.			Source: Texas Valley Citrus Committee.			

Due to US Government shutdown, Imports and Export data for November is unavailable. Reported totals for the 2018-19 season are through October.

Florida FCGJ Availability, Movement and Inventory

Item	Prior Season Comparison (October - September)			Season-to-Date 12/29/18 (FDOC Processor Week 13)		
	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	0.4	0.3	-30.4
Imports^a	1.5	4.5	+193.0	2.3	2.8	+23.1
Availability	24.4	16.4	-32.9	12.3	8.3	-32.3
Movement	15.9	11.7	-26.7	3.6	2.3	-34.8
Bulk	15.8	11.6	-26.9	3.5	2.3	-35.1
Packaged	0.1	0.1	-9.2	0.0	0.0	+7.0
Ending Inventory	9.6	5.2	-45.6	8.8	6.3	-28.8
Bulk	9.5	5.2	-45.6	8.8	6.3	-28.8
Packaged	0.0	0.0	-25.3	0.0	0.0	-24.5
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	31.3	23.2	-25.7	32.3	35.3	+9.2

^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: 12/29/18 (FDOC Processor Week 13)		
	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	2.9	1.8	-38.8
Imports^a	2.0	4.4	+120.6	0.9	1.1	+15.8
Availability	22.8	19.3	-15.3	12.4	9.7	-22.0
Movement	14.2	12.4	-12.9	3.4	2.7	-23.1
Bulk	2.4	1.2	-50.4	0.5	0.1	-72.6
Packaged	11.8	11.2	-5.3	2.9	2.5	-13.9
Ending Inventory	8.6	6.8	-20.5	8.9	7.0	-21.2
Bulk	8.4	6.7	-20.3	8.6	6.7	-22.3
Packaged	0.2	0.1	-28.5	0.3	0.3	+7.4
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	31.3	28.6	-8.7	33.7	34.5	+2.4

^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.

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

Season-to-Date October - November						
Country	Volume			FOB Value/SSG ^c		
	2017-18	2018-19	Change	2017-18	2018-19	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	0.14	0.15	+7.1	4.02	5.05	+25.6
Europe	0.43	0.54	+25.6	3.92	5.66	+44.4
Japan	0.08	0.04	-50.0	4.42	4.65	+5.2
Other	0.18	0.08	-55.6	3.50	4.00	+14.3
TOTAL	0.82	0.81	-1.2	3.89	5.34	+37.3

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

^b FDOC Processor exports of GJ for the 2018-19 season were down 57.3%, season-to-date through 12/29/18.

^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.

Due to US Government shutdown, Imports and Export data for November is unavailable. Reported totals for the 2018-19 season are through October.

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 12/22/18, Topline Report #03									
	2017-18	2018-19	Change	2017-18	2018-19	Change	2017-18	2018-19	Change
Refrigerated	2.23	1.79	-19.7	17.43	15.53	-10.9	7.81	8.67	+11.0
NFC	2.04	1.71	-16.5	15.81	14.41	-8.9	7.74	8.45	+9.2
RECON	0.19	0.08	-54.7	1.62	1.12	-31.0	8.67	13.21	+52.4
FCOJ	0.02	0.06	+184.4	0.10	0.28	+184.2	4.83	4.82	-0.1
Shelf Stable	0.83	0.74	-11.4	5.12	4.56	-10.9	6.16	6.19	+0.5
TOTAL	3.08	2.58	-16.1	22.65	20.37	-10.1	7.35	7.88	+7.2

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 12/16/18

Destination/Variety	2017-18 STD	2018-19 STD	Change
- 1,000 4/5-bu. cartons -			- % -
Domestic & Canadian - All	853	863	+1.2
White	18	13	-30.5
Red/Pink	835	851	+1.9
Offshore Exports - All	612	552	-9.8
White	113	134	+18.6
Red/Pink	499	418	-16.2
TOTAL - All	1,465	1,415	-3.4
White	131	147	+11.8
Red/Pink	1,334	1,269	-4.9

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Shipments Season-to-Date through 12/16/18

Country	2017-18 STD	2018-19 STD	Change
- 1,000 4/5-bu. cartons -			- % -
United States	745	757	+1.7
Canada	108	106	-2.4
Europe	260	163	-37.3
Japan	246	278	+12.7
Other	106	112	+5.6
TOTAL - All	1,465	1,415	-3.4

Source: DFVI, Florida Dept. of Agriculture

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

Variety	FOB Price		
	2017-18 STD	2018-19 STD	Change
	- \$ / carton -		- % -
TOTAL^a	19.27	18.30	-5.0
White	20.58	18.62	-9.5
Red/Pink	19.14	18.26	-4.6

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

Foreign Exchange Rates Per USD

Date	Euro	Real	Yen
Annual			
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	3.650	110.24
2017 (through December)	0.8871	3.188	112.14
2018 (through December)	0.8472	3.650	110.24
% Change	-4.5	+14.5	-1.7
Average for Month of December			
2017	0.8447	3.296	112.93
2018	0.8794	3.889	112.28
% Change	+4.1	+18.0	-0.6