

Florida Citrus Economic & Market Indicators August 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 were down 17.5% from the previous 3 season average with exports to the NAFTA region, Europe and the Far East down 37.7%, down 8.6% and down 14.4%, respectively.
- Season-to-date through 07/27/19, Florida FCOJ availability, movement and ending inventories were up 14.8%, up 11.4%, and up 17.9% respectively, from last season.
- Season-to-date through 07/27/19, Florida SSOJ availability, movement and ending inventories were up 14.3%, down 5.9%, and up 49.4% respectively, from last season.
- For October through June of the 2018-19 season, U.S. OJ imports and exports were down 19.6% and down 6.1% from last season, respectively. Season-to-date through 07/27/19, Florida OJ exports were up 25.8% (FDOC Processors Report).
- For October through July of the 2018-19 season, Non-FDOC Processor FCOJ disappearance, based on FCOJ inventories and imports, was down 64.6%.
- Season-to-date through 07/06/19, 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 5.6% from the previous season, with the NFC price down 3.4%, the Recon price down 1.5% and the overall OJ price down 2.8%.
- The average FCOJ Futures price was \$1.01/PS, down \$0.66/PS from last year.
- Season-to-date through 02/23/19, the delivered-in price for early and midseason oranges was \$2.20/PS, down \$0.39/PS from last season. Late season Orange Prices have not been released through 07/27/19
- Season to date through 06/02/19, fresh orange and specialty citrus shipments were up 2.5%, from last season.
- From August through June of the 2018-19 season, clementine and tangerine imports were down 0.2% relative to last season. Season-to-date through 06/22/19, Texas fresh grapefruit shipments were down 12.8% relative to last season.
- Season-to-date through 07/27/19, Florida FCGJ availability, movement and ending inventories were down 36.1%, down 57.3%, and up 6.1% respectively, from last season.
- Season-to-date through 07/27/19, Florida SSGJ availability, movement and ending inventories were up 3.7%, down 12.6%, and up 15.5% respectively, from last season.
- For October through June of the 2018-19 season, U.S. GJ exports were down 3.7%. Season-to-date through 07/27/19, Florida GJ exports were down 53.4% (FDOC Processors report).
- Season-to-date through 07/06/19, 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 11.3% from the previous season, with the overall GJ price up 7.6%.
- Season-to-date through 06/02/19, Florida fresh grapefruit shipments were up 10.1% from last season, with Domestic/Canadian shipments up 24.8% and offshore shipments down 6.9% (DFVI). Shipments to Europe and Japan were down 15.2% and down 3.6%, respectively. Domestic FOB prices (CAC) for fresh white and red/pink grapefruit were down 19.0% and down 6.9%, respectively.
- For the month of July versus the same period last year, the Euro/USD, Real/USD, and Yen/USD exchange rates were up 4.2%, down 1.1%, and down 2.5% respectively.

Brazil Orange Juice Exports

Destination		Season-to-date (July)				Change from 3 season average
		2016-17	2017-18	2018-19	2019-20	
million SSE Gallons						%
NAFTA ^b	Total	29.6	26.4	25.0	13.7	-49.2
	FCOJ	21.9	16.1	13.6	8.5	-50.8
	SSOJ	7.6	10.3	11.4	5.2	-46.4
Europe ^c	Total	102.1	75.2	99.2	110.9	+20.3
	FCOJ	73.9	59.2	76.8	87.7	+25.3
	SSOJ	28.2	16.0	22.4	23.2	+4.7
East Asia ^d	Total	7.9	7.6	4.1	8.0	+22.8
Others	Total	8.3	3.3	3.2	3.3	-33.3
Total		147.8	112.5	131.5	135.9	+4.1

^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 11.8° 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 07/27/19 (FDOC Processor Week 43)		
	2016-17	2017-18	Change	2017-18	2018-19	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	219.0	192.2	-12.2	192.2	243.1	+26.5
Pack from Fruit	74.5	41.1	-44.8	41.1	87.3	+112.4
Imports^a	261.8	313.9	+19.9	285.2	265.0	-7.1
Availability	555.2	547.2	-1.4	518.5	595.4	+14.8
Movement	363.0	303.5	-16.4	243.9	271.6	+11.4
Bulk	292.3	237.3	-18.8	189.2	219.3	+15.9
Packaged	70.7	66.2	-6.4	54.7	52.3	-4.4
Ending Inventory	192.2	243.7	+26.8	274.6	323.9	+17.9
Bulk	185.0	237.8	+28.5	268.5	318.2	+18.5
Packaged	7.2	5.9	-17.8	6.1	5.6	-7.5
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^b	27.5	41.8	+51.7	48.4	51.3	+5.9

^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 07/27/19 (FDOC Processor Week 43)		
	2016-17	2017-18	Change	2017-18	2018-19	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	202.8	186.7	-7.9	186.7	124.5	-33.3
Pack from Fruit	320.8	200.2	-37.6	200.1	318.2	+59.1
Imports^a	63.7	104.9	+64.6	96.3	109.6	+13.9
Availability	587.2	491.8	-16.2	483.1	552.4	+14.3
Movement^b	397.9	365.4	-8.2	309.2	290.8	-5.9
Bulk	31.2	26.7	-14.4	21.9	16.1	-26.7
Packaged	366.7	338.7	-7.6	287.3	274.8	-4.3
Ending Inventory	186.7	124.6	-33.3	172.7	258.0	+49.4
Bulk	181.0	119.7	-33.9	167.3	252.7	+51.1
Packaged	5.8	4.9	-15.1	5.5	5.3	-3.0
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^c	24.4	17.7	-27.4	24.0	38.1	+58.8

^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 - June						
Country	Volume			FOB Value/SSG ^c		
	2017-18	2018-19	Change	2017-18	2018-19	Change
TOTAL OJ						
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Brazil	310.36	186.92	-39.8	1.35	1.47	+8.9
CBI ^b	27.73	24.50	-11.6	1.86	1.67	-10.2
Mexico	158.80	189.03	+19.0	2.03	1.86	-8.4
Other	2.71	1.37	-49.4	2.73	3.44	+26.0
TOTAL	499.61	401.82	-19.6	1.60	1.67	+4.4
NFC OJ						
Brazil	100.43	94.22	-6.2	1.53	1.61	+5.2
CBI ^b	0.01	0.01	0.0	4.68	5.21	+11.3
Mexico	23.31	24.28	+4.2	2.68	2.56	-4.5
Other	0.08	0.05	-37.5	2.93	4.63	+58.0
TOTAL	123.82	118.56	-4.2	1.74	1.81	+4.0

^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 - June						
Country	Volume			FOB Value/SSG ^c		
	2017-18	2018-19	Change	2017-18	2018-19	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	24.52	22.58	-7.9	4.94	5.19	+5.1
Europe	0.77	0.34	-55.8	4.70	6.36	+35.3
Japan	0.32	0.33	+3.1	4.44	6.36	+43.2
Other	8.07	8.39	+4.0	5.51	5.39	-2.2
TOTAL	33.68	31.64	-6.1	5.07	5.27	+3.9

^a Includes OJ with added vitamins and minerals.

^b FDOC Processor exports of OJ for the 2018-19 season were up 25.8%, season-to-date through 07/27/19.

^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 - July		
	2017-18	2018-19	Change
- million SSE gallons -			- % -
Beginning Inventory^a	15.5	12.3	-20.8
Foreign Imports^b	<u>128.9</u>	<u>54.3</u>	<u>-57.9</u>
Availability^c	144.4	66.5	-53.9
Ending Inventory^a	<u>15.2</u>	<u>20.8</u>	<u>+37.0</u>
Non-FDOC Processor FCOJ Disappearance^d	129.2	45.8	-64.6

^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		
	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 07/06/19, Topline Report #10									
	2017-18	2018-19	Change	2017-18	2018-19	Change	2017-18	2018-19	Change
Refrigerated	329.88	310.33	-5.9	2,264.29	2,198.43	-2.9	6.86	7.08	+3.2
NFC	216.02	196.12	-9.2	1,696.54	1,639.33	-3.4	7.85	8.36	+6.4
RECON	113.86	114.21	+0.3	567.74	559.09	-1.5	4.99	4.90	-1.8
FCOJ	14.16	13.10	-7.4	71.05	65.33	-8.1	5.02	4.99	-0.7
Shelf Stable	10.21	10.80	+5.7	74.63	79.38	+6.4	7.31	7.35	+0.6
TOTAL	354.25	334.24	-5.6	2,409.97	2,343.14	-2.8	6.80	7.01	+3.0

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.

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		
	08/05/17	08/04/18	08/03/19	08/05/17	08/04/18	08/03/19
Non-Promotional Price						
NFC <11 oz	\$3.81	\$3.89	\$4.03	\$11.99	\$12.03	\$12.20
NFC 11-20 oz	\$1.92	\$1.96	\$1.93	\$16.04	\$15.56	\$16.29
NFC 20-50 oz	\$3.86	\$3.55	\$3.83	\$14.79	\$13.99	\$15.11
NFC 50-70 oz	\$3.70	\$3.71	\$3.73	\$7.64	\$8.07	\$8.62
NFC 70-110 oz	\$5.86	\$5.86	\$5.88	\$8.43	\$8.43	\$8.46
NFC >110 oz	\$6.38	\$6.61	\$6.70	\$6.38	\$6.61	\$6.70
Promotional Price^a						
NFC <11 oz	\$3.69	\$3.11	\$3.26	\$10.70	\$10.23	\$10.11
NFC 11-20 oz	\$1.29	\$1.29	\$1.29	\$13.53	\$13.32	\$13.10
NFC 20-50 oz	\$3.13	\$2.69	\$3.00	\$11.74	\$10.49	\$11.69
NFC 50-70 oz	\$3.09	\$3.16	\$3.08	\$6.66	\$7.07	\$7.51
NFC 70-110 oz	\$5.42	\$5.52	\$5.53	\$7.80	\$7.94	\$7.96
NFC >110 oz	\$6.40	\$6.09	\$6.61	\$6.40	\$6.09	\$6.62

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)

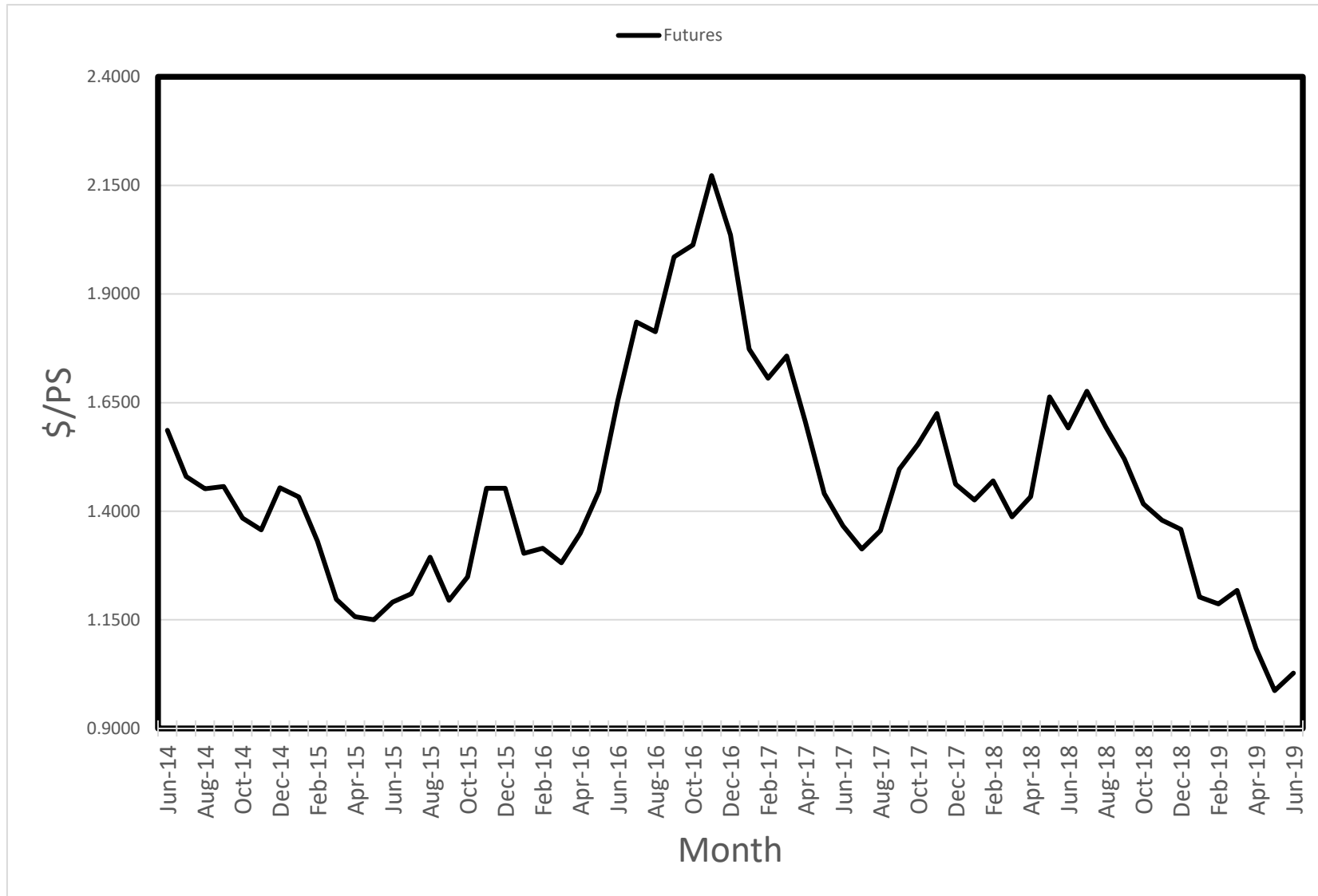
Unit Sizes	Dollar Sales			Gallon Sales		
	16 Week Period Ending			16 Week Period Ending		
	08/05/17	08/04/18	08/03/19	08/05/17	08/04/18	08/03/19
NFC <11 oz	\$9,611,029	\$8,724,407	\$8,373,881	810,071	734,843	696,763
NFC 11-20 oz	\$29,605,326	\$31,772,224	\$31,945,442	1,928,399	2,128,377	2,063,484
NFC 20-50 oz	\$5,973,240	\$7,423,265	\$7,120,795	421,691	556,658	485,067
NFC 50-70 oz	\$374,802,307	\$348,611,109	\$339,834,464	51,898,044	45,622,285	41,712,648
NFC 70-110 oz	\$127,243,381	\$133,171,721	\$139,318,424	15,363,001	16,014,353	16,663,700
NFC >110 oz	\$25,668,822	\$21,060,383	\$19,955,576	4,019,614	3,206,399	2,981,216
% Sold on Promotion^a						
NFC <11 oz	8.8%	7.3%	7.2%	9.7%	8.5%	8.5%
NFC 11-20 oz	24.2%	25.0%	21.5%	27.5%	28.0%	25.4%
NFC 20-50 oz	16.9%	14.6%	10.1%	20.4%	18.6%	12.7%
NFC 50-70 oz	39.7%	39.6%	39.5%	43.0%	42.8%	42.8%
NFC 70-110 oz	22.1%	22.9%	18.5%	23.5%	24.0%	19.4%
NFC >110 oz	8.7%	6.9%	2.5%	8.7%	7.4%	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.

^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

July 2014 through July 2019



FCOJ Prices July

Item	2018	2019	Change
- \$ / PS -			- % -
FCOJ Futures	1.6761	1.0128	-39.6

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	\$2.59	\$2.20	-15.2
Late Season Oranges ^b	\$2.84	N/A	N/A
White Grapefruit ^c	\$3.25	\$3.15	-2.8
Red/Pink Grapefruit ^c	\$3.20	\$3.07	-4.0

^a 2018-19 Season final price from 02/23/19. 2017-18 Season final price from 02/17/18.

^b 2018-19 STD price through 07/27/19. 2017-18 Season final price from 07/21/18.

^c 2018-19 Season final price from 05/18/19. 2017-18 Season final price from 04/14/18.

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

Season	July Average		Season-to-Date ^a	
	Price	Change from Year Ago	Price	Change from Year Ago
	- \$ / box ^b -	- % -	- \$ / box ^b -	- % -
2017-18	5.78		5.78	
2018-19	5.37	-7.1	5.37	-7.1
2019-20	5.23	-2.6	5.23	-2.6

^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 06/02/19			FOB Price through 05/26/19		
	2017-18 STD	2018-19 STD	Change	2017-18 Final	2018-19 STD	Change
	- 1,000 of 4/5 bu. cartons -		- % -	- \$ / carton -		- % -
Early & Mid Oranges	1,613	1,735	+7.6	17.43	15.07	-13.5
Navel	504	665	+32.1	21.75	17.60	-19.1
Valencia	2,196	1,926	-12.3	17.43	N/A	N/A
Tangelo	136	133	-2.0	21.86	16.07	-26.5
Early Tangerines ^a	513	576	+12.1	26.14	21.37	-18.2
Honey / Murcotts	175	218	+24.3	26.91	29.67	+10.3
Royal Tangerines / Temples	40	52	+28.3	21.60	17.91	-17.1
TOTAL	5,177	5,304	+2.5			

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 - June			STD - 06/22/19		
- million pounds -		- % -	- thousand 7/10 bu. Cartons -		- % -
571.8	570.6	-0.2	Total 5,141	4,481	-12.8
			Export 379	274	-27.7
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 07/27/19 (FDOC Processor Week 43)		
	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	-45.8
Pack from Fruit	8.6	2.3	-73.4	2.3	2.7	+19.5
Imports^a	1.5	4.5	+193.0	4.4	2.4	-44.1
Availability	24.4	16.4	-32.9	16.2	10.3	-36.1
Movement	15.9	11.7	-26.7	9.9	4.2	-57.3
Bulk	15.8	11.6	-26.9	9.8	4.1	-58.4
Packaged	0.1	0.1	-9.2	0.1	0.1	+67.2
Ending Inventory	9.6	5.2	-45.6	7.1	7.5	+6.1
Bulk	9.5	5.2	-45.6	7.0	7.5	+6.3
Packaged	0.0	0.0	-25.3	0.0	0.0	-31.9
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	31.3	23.2	-25.7	30.6	76.2	+148.7

^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: 07/27/19 (FDOC Processor Week 43)		
	2016-17	2017-18	Change	2017-18	2018-19	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	9.6	8.6	-11.2	8.6	6.9	-19.7
Pack from Fruit	11.2	6.4	-42.9	6.4	8.7	+36.8
Imports^a	2.0	4.4	+120.6	4.3	4.4	+1.3
Availability	22.8	19.3	-15.3	19.3	20.0	+3.7
Movement	14.2	12.4	-12.9	10.4	9.1	-12.6
Bulk	2.4	1.2	-50.4	1.0	0.4	-58.4
Packaged	11.8	11.2	-5.3	9.4	8.7	-7.5
Ending Inventory	8.6	6.8	-20.5	8.7	10.1	+15.5
Bulk	8.4	6.7	-20.3	8.4	9.9	+16.9
Packaged	0.2	0.1	-28.5	0.3	0.2	-25.8
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	31.3	28.6	-8.7	35.9	47.4	+32.2

^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 - June						
Country	Volume			FOB Value/SSG ^c		
	2017-18	2018-19	Change	2017-18	2018-19	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	0.87	1.21	+39.1	4.92	6.06	+23.2
Europe	2.15	1.54	-28.4	4.62	5.36	+16.0
Japan	0.68	0.79	+16.2	4.70	5.06	+7.7
Other	1.15	1.15	0.0	4.91	4.43	-9.8
TOTAL	4.86	4.68	-3.7	4.75	5.26	+10.7

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

^b FDOC Processor exports of GJ for the 2018-19 season were down 53.4%, season-to-date through 07/27/19.

^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		
	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	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
FCGJ	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 07/06/19, Topline Report #10									
	2017-18	2018-19	Change	2017-18	2018-19	Change	2017-18	2018-19	Change
Refrigerated	7.96	7.03	-11.7	64.96	62.44	-3.9	8.16	8.88	+8.8
NFC	7.50	6.94	-7.5	61.92	61.17	-1.2	8.26	8.82	+6.8
RECON	0.46	0.10	-79.4	3.04	1.28	-58.0	6.58	13.40	+103.6
FCGJ	0.08	0.31	+304.1	0.37	1.46	+293.9	4.83	4.70	-2.5
Shelf Stable	3.17	2.59	-18.1	19.54	17.11	-12.4	6.17	6.60	+6.9
TOTAL	11.20	9.93	-11.3	84.88	81.01	-4.6	7.58	8.16	+7.6

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.

Florida Fresh Grapefruit Shipments Season-to-Date through 06/02/19

Destination/Variety	2017-18 STD	2018-19 STD	Change
- 1,000 4/5-bu. cartons -			- % -
Domestic & Canadian - All	1,732	2,162	+24.8
White	50	43	-14.7
Red/Pink	1,682	2,119	+26.0
Offshore Exports - All	1,508	1,405	-6.9
White	300	356	+18.8
Red/Pink	1,209	1,049	-13.2
TOTAL - All	3,241	3,567	+10.1
White	350	399	+14.0
Red/Pink	2,891	3,168	+9.6

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Shipments Season-to-Date through 06/02/19

Country	2017-18 STD	2018-19 STD	Change
- 1,000 4/5-bu. cartons -			- % -
United States	1,512	1,862	+23.2
Canada	221	300	+36.0
Europe	610	517	-15.2
Japan	676	652	-3.6
Other	222	236	+6.2
TOTAL - All	3,241	3,567	+10.1

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Domestic FOB Prices
Season-to-Date through 05/26/19

Variety	FOB Price		
	2017-18 Final	2018-19 STD	Change
	- \$ / carton -		- % -
TOTAL^a	19.30	17.69	-8.3
White	20.58	16.66	-19.0
Red/Pink	19.14	17.82	-6.9

^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	3.640	110.24
2018 (through July)	0.8303	3.479	109.05
2019 (through July)	0.8862	3.835	109.78
% Change	+6.7	+10.2	+0.7
Average for Month of July			
2018	0.8552	3.823	111.04
2019	0.8909	3.780	108.23
% Change	+4.2	-1.1	-2.5