

Florida Citrus Economic & Market Indicators June 2016



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Summary Comments

- Brazil's OJ exports for 2015-16 Brazilian season (July - May) were even from the previous year with exports to the NAFTA region, Europe and the Far East down 26.8%, up 7.5% and down 3.3%, respectively.
- Season-to-date through 5/28/2016, Florida FCOJ availability, movement and ending inventories were down 8.0%, up 8.1%, and down 18.5%, respectively, from last season.
- Season-to-date through 5/28/2016, Florida SSOJ availability, movement and ending inventories were down 4.0%, 3.6%, and 4.1%, respectively, from last season.
- For October through April of the 2015-16 season, U.S. OJ imports and exports were down 16.9% and 8.7% from last season, respectively. Season-to-date through 5/28/2016, Florida OJ exports were down 93.6% (FDOC Processors Report).
- For October through April of the 2015-16 season, Non-FDOC Processor FCOJ disappearance, based on FCOJ inventories and imports, was down 13.9%.
- Season-to-date through 5/14/2016, 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 5.0% from the previous season, with the NFC price down 0.3%, the Recon price down 0.7% and the overall OJ price was up 0.1% from the previous season.
- The May average FCOJ Futures price was \$1.45/PS, up \$0.30/PS from last year, while the Rotterdam price was at an estimated \$1,800/MT, down \$150/MT from last year.
- Season Final, the delivered-in price for Valencias was \$2.29/PS, up \$.13/PS from last season.
- Season Final, the delivered-in price for White Grapefruit was \$1.83/PS, up \$.49/PS from last season.
- Season Final, the delivered-in price for Red/Pink Grapefruit was \$1.89/PS, up \$.92/PS from last season.
- Season to date through 05/22/2016, fresh orange and specialty citrus shipments were down 22.6%, from last season.
- From August through April of the 2015-16 season, clementine and tangerine imports were up 3.9% relative to last season. Season Final, Texas fresh grapefruit shipments were down 10.5% relative to last season.
- Season-to-date through 5/28/2016, Florida FCGJ availability, movement and ending inventory were down 20.8%, 18.5%, and 18.2%, respectively.
- Season-to-date through 5/28/2016, Florida SSGJ availability, movement and ending inventory were down 10.0%, 3.7% and 4.5%, respectively.
- For October through April of the 2015-16 season, U.S. GJ exports were down 6.4%. Season-to-date through 5/28/2016, Florida GJ exports were down 13.2% (FDOC Processors report).
- Season-to-date through 5/14/2016, 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 4.2% from the previous season, with the overall GJ price up 0.3%.
- Season-to-date through 5/22/2016, Florida fresh grapefruit shipments were down 14.0% from last season, with Domestic/Canadian shipments down 14.9% and offshore shipments down 13.1% (DFVI). Season-to-date through 5/22/2016, shipments to Europe and Japan were down 17.3% and 12.6%, respectively. Season-to-date through 5/22/2016, domestic FOB prices (CAC) for fresh white and red/pink grapefruit were up 30.0% and 21.5%, respectively.
- For the week ending 06/07/2016 versus the same period last year, the Euro-per-Dollar exchange rate was down 2.8%, while the Yen-per-Dollar was down 8.7%.

Brazil Orange-Juice Exports

Destination	Season-to-Date (July - May)		
	2014-15	2015-16	Change
- million SSE gallons (a) -			- % -
NAFTA ^{b, e}	327.9	240.0	-26.8
Europe ^c	970.9	1,044.0	+7.5
Far East ^d	121.4	117.4	-3.3
Others	78.6	77.2	-1.8
Total	1,498.8	1,478.6	-1.3

^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.

^e Brazil reported no exports to NAFTA for the month of August.

SOURCE: Secretary of External Commerce - Brazil

Florida FCOJ Availability, Movement and Inventory

Item	Prior Season Comparison (October - September)			Season-to-Date 05/28/2016 (FDOC Processor Week 34)		
	2013-14	2014-15	Change	2014-15	2015-16	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	319.5	274.1	-14.2	274.1	289.3	+5.5
Pack from Fruit	148.2	120.0	-19.0	110.0	92.6	-15.8
Imports ^a	210.8	259.7	+23.2	211.3	165.8	-21.5
Availability	678.4	653.8	-3.6	595.4	547.7	-8.0
Movement	404.3	364.6	-9.8	234.9	253.9	+8.1
Bulk	317.2	278.2	-12.3	178.8	198.6	+11.1
Packaged	87.1	86.4	-0.8	56.1	55.3	-1.4
Ending Inventory	274.1	289.3	+5.5	360.5	293.8	-18.5
Bulk	265.9	281.4	+5.8	353.1	286.2	-18.9
Packaged	8.2	7.8	-4.9	7.3	7.6	+4.1
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carryover – STD^b	35.3	41.3	+17.0	52.2	39.3	-24.7

^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 05/28/2016 (FDOC Processor Week 34)		
	2013-14	2014-15	Change	2014-15	2015-16	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	219.3	213.6	-2.6	213.6	228.4	+6.9
Pack from Fruit	484.3	436.2	-9.9	401.1	360.5	-10.1
Imports^a	21.4	41.7	+94.9	34.1	33.6	-1.5
Availability	724.9	691.5	-4.6	648.8	622.6	-4.0
Movement^b	508.0	457.0	-10.0	306.3	295.2	-3.6
Bulk	57.2	36.2	-36.7	23.6	22.7	-3.8
Packaged	450.9	420.8	-6.7	282.7	272.5	-3.6
Ending Inventory	213.6	227.8	+6.6	336.0	322.2	-4.1
Bulk	207.1	221.6	+7.0	329.4	315.4	-4.3
Packaged	6.5	6.2	-4.6	6.7	6.8	+1.5
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carryover – STD^c	21.9	25.9	+18.3	37.3	37.1	-0.5

^aAlso includes domestic receipts by members of non-Florida product, foreign imports, reprocessed tangerine juice, FCOJ used in chilled OJ, net loss or gain during reprocessing and adjustments.

^bExcludes evaporated COJ.

^dSeason-to-date weeks supply based on season-to-date movement.

U.S. Orange-Juice Imports^a

Season-to-Date (October – April)

Country	Volume			Value/SSG ^c		
	2014-15	2015-16	Change	2014-15	2015-16	Change
	- - million SSE gallons - -		- - % - -	- - \$/SSE gallon - -		- - % - -
TOTAL OJ						
Brazil	221.73	131.28	-40.8	1.16	1.12	-3.4
CBI ^b	12.56	17.15	+36.5	1.39	1.75	+25.9
Mexico	85.07	116.13	+36.5	1.78	1.61	-9.6
Other	3.49	3.88	+11.2	2.86	2.46	-14.0
TOTAL	322.85	268.44	-16.9	1.35	1.39	+3.0
NFC OJ						
Brazil	38.66	36.16	-6.5	1.41	1.47	+4.3
CBI ^b	0.00	0.00	N/A	0.00	0.00	N/A
Mexico	3.87	10.89	+181.4	2.26	2.67	+18.1
Other	0.13	0.04	-69.2	4.14	4.36	+5.3
TOTAL	42.66	47.10	+10.4	1.50	1.75	+16.7

^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 - April)						
Country	Volume			Value/SSG ^c		
	2014-15	2015-16	Change	2014-15	2015-16	Change
	- - million SSE gallons - -		- % -	- - \$/SSE gallon - -		- % -
Canada	46.17	28.03	-39.3	3.3	5.04	+52.7
Europe	2.18	14.03	+543.6	3.41	2.07	-39.3
Japan	0.44	0.47	+6.8	3.69	3.63	-1.6
Other	14.70	15.39	+4.7	3.23	3.56	+10.2
TOTAL	63.48	57.93	-8.7	3.29	3.92	+19.1

^aIncludes OJ with added vitamins and minerals.

^bFDOC Processor exports of OJ for the 2015-16 season were down 93.6%, season-to-date through 05/28/2016.

^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.

SOURCE: U.S. Department of Commerce.

Non-FDOC Processor FCOJ Disappearance Index

Item	Season-to-Date (October - April)		
	2014-15	2015-16	Change
	- million SSE gallons -		- % -
Beginning Inventory^a	24.2	27.9	+15.3
Foreign Imports^b	<u>112.2</u>	<u>98.8</u>	<u>-11.9</u>
Availability^c	136.4	126.7	-7.1
Ending Inventory^a	<u>23.1</u>	<u>29.1</u>	<u>+26.0</u>
Non-FDOC Proc. FCOJ Disappearance^d	113.4	97.6	-13.9

^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.

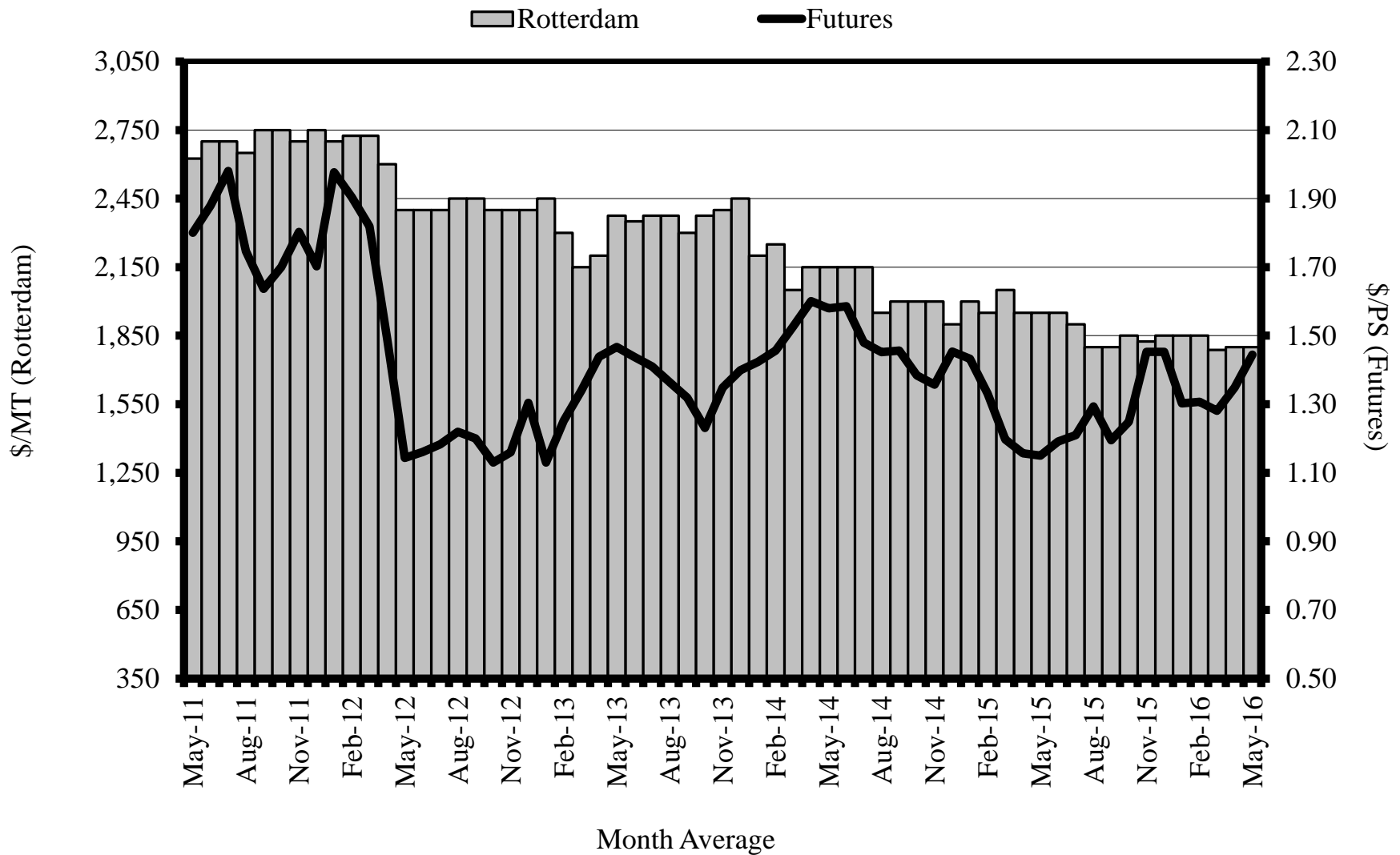
U.S. Retail Orange Juice Sales

Expanded All Outlets Combined (xAOC)^a

ITEM	Volume			Price		
	2013-14	2014-15	Change	2013-14	2014-15	Change
	- million SSE gallons -		%	- \$/SSE gallon -		%
FULL SEASON RESULTS for the PREVIOUS TWO SEASONS						
Refrigerated	502.10	468.92	-6.6	6.35	6.62	+4.3
NFC	310.64	292.21	-5.9	7.27	7.62	+4.8
RECON	191.46	176.71	-7.7	4.87	4.96	+1.8
FCOJ	23.41	21.35	-8.8	4.89	4.95	+1.2
Shelf Stable	0.67	0.56	-16.4	8.89	9.12	+2.6
TOTAL	526.05	490.83	-6.7	6.29	6.55	+4.1
SEASON-TO-DATE through 05/14/2016, TOP LINE REPORT #8						
	2014-15	2015-16	Change	2014-15	2015-16	Change
Refrigerated	303.16	288.44	-4.9	6.59	6.60	+0.1
NFC	189.97	184.84	-2.7	7.57	7.54	-0.3
RECON	113.19	103.60	-8.5	4.96	4.93	-0.7
FCOJ	13.68	12.57	-8.1	4.97	4.94	-0.4
Shelf Stable	0.37	0.24	-36.0	9.10	8.97	-1.4
TOTAL	317.21	301.25	-5.0	6.53	6.54	+0.1

a Expanded All Outlets Combined (xAOC) is a new Nielsen retail universe. xAOC data are for 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. Walmart data is now point-of sale (POS) data; previously, it was panel data. All periods in this report have been restated with the new POS data. Previous reports will not be compatible with this report.

FCOJ Futures & Rotterdam Monthly Average Prices May 2011 through May 2016



FCOJ Prices

May

Item	2015	2016	Change
	- - - - \$/pounds solids - - - -		- - % - -
FCOJ Futures	1.15	1.45	+26.1
	- - - - \$/metric ton - - - -		
FCOJ Rotterdam	1,950	1,800	-7.7

SOURCES: Intercontinental Exchange, Inc. (Futures); *Foodnews* (Rotterdam).

FDOC Processor Delivered-In Prices

Report #34– Week Ending 05/28/16

Variety	STD Prices Reported for Canner's A		
	2014-15	2015-16	Change
	-----\$/PS-----		
Early & Midseason ^a	\$1.94	\$1.89	-2.1
Valencias ^b	\$2.16	\$2.29	+6.0
White Grapefruit	\$1.34	\$1.83	+36.6
Red/Pink Grapefruit	\$0.97	\$1.89	+94.8

^aFinal priced, combined for STD, Spot & Contract for Week.

^bSpot & Contract.

N/D – withheld to avoid disclosing data for individual operations.

Sao Paulo Processed Orange Spot Prices

Monthly Average and Season-to-Date

Season	May Average		Season-to-Date (Jul – May) ^a	
	Price	Change from Year Ago	Price	Change from Year Ago
	-- \$/box ^b --	-- % --	-- \$/box ^b --	-- % --
2013-14	N/A	N/A	N/A	N/A
2014-15	3.53	N/A	3.91	N/A
2015-16	4.87	+38.0	3.61	-7.7

^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 thru 5/22/16 ¹			FOB Price thru 5/22/16 ¹		
	2014-15 STD	2015-16 STD	Change	2014-15 STD	2015-16 STD	Change
	-- 1,000 4/5-bu. cartons --		- % -	----- \$/carton -----		- % -
Early, Mids & Temples ^a	2,668	2,223	-16.7	13.44	14.27	+6.2
Navel	1,648	1,051	-36.2	18.95	19.59	+3.4
Valencia	2,623	2,531	-3.5	13.67	13.71	+0.3
Tangelo	597	414	-30.7	13.28	15.36	+15.7
Early Tangerines ^b	1,810	1,071	-40.8	19.50	24.24	+24.3
Honey	1,061	765	-27.9	22.75	24.03	+5.6
TOTAL	10,406	8,054	-22.6			

¹Based on most recent release of fresh fruit shipments as reported by FDACS

^aPrices for Early & Mids.

^bPrices for Sunburst

SOURCE: Citrus Administrative Committee

Selected Competitive Fresh Fruit Shipments

U.S. Clementine and Tangerine Imports			Texas Fresh Grapefruit Shipments		
2014-15	2015-16	Change	2014-15	2015-16	Change
August - April			STD – 05/07/2016		
- - - - million pounds - - - -		- % -	- - thousand 7/10-bu. cartons - -		- % -
306.3	318.3	+3.9	5,347	4,787	-10.5

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 05/28/2016 (FDOC Processor Week 34)		
	2013-14	2014-15	Change	2014-15	2015-16	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	20.6	18.8	-8.7	18.8	16.1	-14.4
Pack from Fruit	22.5	17.7	-21.3	17.7	12.9	-27.1
Imports^a	0	0	--	0.0	0.0	0.0
Availability	43.1	36.5	-15.3	36.5	28.9	-20.8
Movement	25.6	23.6	-7.8	14.6	11.9	-18.5
Bulk	25.3	23.4	-7.5	14.1	11.9	-17.9
Packaged	0.4	0.2	-50.0	0.1	0.09	0.0
Ending Inventory	18.9	16.1	-14.8	24.2	19.8	-18.2
Bulk	18.8	16.1	-14.4	24.2	19.7	-18.6
Packaged	0	0	--	0.0	0.0	0.0
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carryover – STD^b	38.3	35.5	-7.3	56.5	56.3	-0.4

^aAlso includes domestic receipts by members of non-Florida product, foreign imports, reprocessed tangerine juice, chilled GJ used in FCGJ, 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 05/28/2016 (FDOC Processor Week 34)		
	2012-13	2013-14	Change	2013-14	2014-15	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	11.2	12.2	+8.9	12.2	9.6	-21.3
Pack from Fruit	19.3	14.9	-22.8	14.9	14.0	-6.0
Imports ^a	0.0	1.1	+100	1.0	1.7	+70.0
Availability	30.5	28.1	-7.9	28.0	25.2	-10.0
Movement	16.8	16.9	+0.6	10.9	10.5	-3.7
Bulk	4.4	4.5	+2.3	2.5	2.5	+0.0
Packaged	12.4	12.4	0.0	8.4	8.1	-3.6
Ending Inventory	12.2	9.5	-22.1	15.4	14.7	-4.5
Bulk	11.9	9.3	-21.8	15.1	14.5	-4.0
Packaged	0.2	0.2	0.0	0.2	0.2	0.0
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carryover – STD^b	37.7	29.4	-22.0	47.8	47.4	-0.8

^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 - April)

Country	Volume			Value/SSG ^c		
	2014-15	2015-16	Change	2014-15	2015-16	Change
	-- million SSE gallons --		-- % --	-- \$/SSE gallon --		-- % --
Canada	0.91	1.06	+16.5	4.52	3.54	-21.7
Europe	2.63	2.90	+10.3	2.86	2.86	+0.0
Japan	1.58	0.95	-39.9	4.02	4.95	+23.1
Other	1.11	0.91	-18.0	4.3	5.57	+29.5
TOTAL	6.23	5.83	-6.4	3.65	3.75	+2.7

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

^bFDOC Processor exports of GJ for the 2015-16 season were down 13.2%, season-to-date through 05/28/2016.

^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			Price		
	2013-14	2014-15	Change	2013-14	2014-15	Change
	- million SSE gallons -		%	- \$/SSE gallon -		%
FULL SEASON RESULTS for the PREVIOUS TWO SEASONS						
Refrigerated	10.99	10.69	-2.7	7.45	7.70	+3.4
NFC	10.10	9.75	-3.5	7.57	7.86	+3.8
RECON	5.11	4.97	-2.7	6.34	6.36	+0.3
FCGJ	0.32	0.18	-43.8	4.61	5.25	+13.9
Shelf Stable	10.99	10.69	-2.7	7.45	7.70	+3.4
TOTAL	15.53	14.90	-4.1	7.11	7.33	+3.1
SEASON-TO-DATE through 05/14/2016, TOP LINE REPORT #8						
	2014-15	2015-16	Change	2014-15	2015-16	Change
Refrigerated	6.73	6.45	-4.1	7.66	7.68	+0.3
NFC	6.12	5.84	-4.5	7.80	7.80	+0.0
RECON	0.61	0.61	+0.2	6.19	6.50	+5.1
FCGJ	0.11	0.11	-3.6	5.25	4.57	-13.0
Shelf Stable	2.52	2.40	-4.7	6.35	6.39	+0.6
TOTAL	9.36	8.97	-4.2	7.28	7.30	+0.3

a Expanded All Outlets Combined (xAOC) is a new Nielsen retail universe. xAOC data are for 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. Walmart data is now point-of sale (POS) data; previously, it was panel data. All periods in this report have been restated with the new POS data. Previous reports will not be compatible with this report.

Florida Fresh Grapefruit Shipments, Season-to-Date through 05/22/2016¹

Shipments/Variety	2014-15 Season-to-Date	2015-16 Season-to-Date	Change
----- 1,000 4/5-bu. Cartons -----			- % -
Domestic & Canadian – All	5,227	4,446	-14.9
White	110	76	-30.9
Red/Pink	5,117	4,370	-14.6
Offshore Exports – All	5,322	4,626	-13.1
White	947	905	-4.4
Red/Pink	4,374	3,721	-14.9
TOTAL - All	10,549	9,071	-14.0
White	1,058	980	-7.4
Red/Pink	9,491	8,091	-14.8

SOURCE: DFVI, Florida Dept of Agriculture

Florida Fresh Grapefruit Domestic and Export Certified Shipments, Season-to-Date through 05/22/16¹

Country	2014-15 Season-to-Date	2015-16 Season-to-Date	Change
- - - - thousand cartons - - - -			- - % - -
United States	4,423	3,791	-14.3
Canada	805	655	-18.6
Europe	2,328	1,926	-17.3
Japan	2,430	2,125	-12.6
Other	563	574	+2.0
TOTAL	10,549	9,071	-14.0

¹Based on most recent release of fresh fruit shipments as reported by FDACS
Source: Florida Department of Citrus

Florida Fresh Grapefruit Domestic FOB Prices

Season-to-Date through 05/22/2016¹

Variety	FOB Price		
	2014-15 Season-to-Date	2015-16 Season-to-Date	Change
----- \$/carton-----			-- % --
TOTAL			
White	12.21	15.87	+30.0
Red/Pink	11.49	13.96	+21.5

¹Based on most recent release of fresh fruit shipments as reported by FDACS

SOURCE: Citrus Administrative Committee.

Foreign Exchange Rates Per \$US

Date	Euro	Real	Yen
ANNUAL			
2011	0.7188	1.6698	79.70
2012	0.7781	1.9508	79.79
2013	0.7532	2.1546	97.58
2014	0.7535	2.3475	105.84
2015	0.9012	3.3310	121.03
2015 (thru 06/07/2015)	0.8968	2.9440	119.74
2016 (thru 06/07/2016)	0.8968	3.7453	112.68
% Change	+0.0	+27.2	-5.9
WEEK ENDING 06/07/2016			
2015	0.9008	3.1510	124.55
2016	0.8861	3.5396	107.81
% Change	-2.8	+17.9	-8.7