FLORIDA DEPARTMENT OF CITRUS

Florida Citrus Economic & Market Indicators December 2017

Florida Department of Citrus

Economic and Market Research

Florida Citrus Economic & Market Indicators

THERE'S AMAZING INSIDE FLORIDA CITRUS.

Summary Comments

- Brazil's OJ exports for 2018-19 Brazilian season (July - November) were up 22.0% from the previous year with exports to the NAFTA region, Europe and the Far East up 56.0%, up 18.6% and down 1.5%, respectively.
- Season-to-date through 11/25/17, Florida FCOJ availability, movement and ending inventories were down 8.1%, down 21.8%,, and down 3.9% respectively, from last season.
- Season-to-date through 11/25/17, Florida SSOJ availability, movement and ending inventories were down 5.1%, down 9.2%,, and down 3.3% respectively, from last season.
- For October of the 2017-18 season, U.S. OJ imports and exports were up 27.4% and down 65.6% from last season, respectively. Season-to-date though 11/25/17, Florida OJ exports were down 84.2% (FDOC Processors Report).
- For (October) of the 2017-18 season, Non-FDOC Processor FCOJ disappearance, based on FCOJ inventories and imports, was up 8.4%.
- Season-to-date through 11/25/17, 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 6.1% from the previous season, with the NFC price down 4.6%, the Recon price down 1.7% and the overall OJ price down 3.9%.
- The average FCOJ Futures price was $1.63/PS, down $0.55/PS from last year, while the Rotterdam price was at an estimated $2350/MT, down $600/MT from last year.
- Season-to-date through 11/25/17, the delivered-in price for early and midseason oranges was $1.94/PS, down $0.05/PS from last season. Early/Midseason Orange Prices have not been released through 11/25/17.Late season Orange Prices have not been released through 11/25/17.
- Season to date through 11/19/17, fresh orange and specialty citrus shipments were down 14.2%, from last season.
- From August through October of the 2017-18 season, clementine and tangerine imports were up 39.0% relative to last season. Season-to-date through 12/02/17, Texas fresh grapefruit shipments were down 10.1% relative to last season.
- Season-to-date through 11/25/17, Florida FCGJ availability, movement and ending inventories were down 34.8%, down 19.8%,, and down 40.5% respectively, from last season.
- Season-to-date through 11/25/17, Florida SSGJ availability, movement and ending inventories were down 2.1%, down 7.8%,, and down 0.3% respectively, from last season.
- For October of the 2017-18 season, U.S. GJ exports were down 100.0%. Season-to-date through 11/25/17, Florida GJ exports were down 33.6% (FDOC Processors report).
- Season-to-date through 11/25/17, 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 2.9% from the previous season, with the overall GJ price up 2.0%.
- Season-to-date through 11/19/17, Florida fresh grapefruit shipments were down 56.3% from last season, with Domestic/Canadian shipments down 43.6% and offshore shipments down 67.3% (DFVI). Shipments to Europe and Japan were down 66.2% and down 73.6%, respectively. Domestic FOB prices (CAC) for fresh white and red/pink grapefruit were down 27.5% and down 17.0%, respectively.
- For the month of November versus the same period last year, the Euro/USD, Real/USD, and Yen/USD exchange rates were down 8.1%, down 2.5%, and up 4.0% respectively.

Brazil Orange Juice Exports

Destination	Season-to-Date (July - November)		
	2017-18	2018-19	Change
	-million SSE Gallons-		- % -
NAFTA[b]	114.0	177.8	+56.0
Europe[c]	387.1	459.1	+18.6
Far East[d]	51.2	50.4	-1.5
Others	41.7	37.0	-11.3
Total	593.9	724.3	+22.0

[a]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.

[b]U.S., Canada, and Mexico.

[c]Russia, Ukraine, and Turkey are included in Europe.

[d]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 11/25/17 (FDOC Processor Week 8)		
	2015-16	2016-17	Change	2016-17	2017-18	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	**289.3**	**219.0**	**-24.3**	**219.0**	**192.2**	**-12.2**
Pack from Fruit	**92.6**	**74.5**	**-19.5**	**1.5**	**3.3**	**+118.7**
Imports[a]	**203.5**	**261.8**	**+28.6**	**26.1**	**31.0**	**+19.0**
Availability	**585.3**	**555.2**	**-5.1**	**246.6**	**226.5**	**-8.1**
Movement	**366.3**	**363.0**	**-0.9**	**58.4**	**45.7**	**-21.8**
Bulk	285.3	292.3	+2.5	46.3	35.0	-24.5
Packaged	81.0	70.7	-12.7	12.1	10.7	-11.6
Ending Inventory	**219.0**	**192.2**	**-12.2**	**188.2**	**180.9**	**-3.9**
Bulk	212.2	185.0	-12.8	180.8	173.7	-3.9
Packaged	6.8	7.2	+6.1	7.4	7.1	-2.9
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD[b]	**31.1**	**27.5**	**-11.5**	**25.8**	**31.7**	**+22.9**

[a]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.

[b]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 11/25/17 (FDOC Processor Week 8)		
	2015-16	2016-17	Change	2016-17	2017-18	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	**228.4**	**202.8**	**-11.2**	**202.8**	**186.7**	**-7.9**
Pack from Fruit	**361.0**	**320.8**	**-11.1**	**0.2**	**4.3**	**+2299.9**
Imports[a]	**46.4**	**63.7**	**+37.3**	**12.6**	**13.6**	**+7.8**
Availability	**635.8**	**587.2**	**-7.6**	**215.5**	**204.6**	**-5.1**
Movement[b]	**427.5**	**397.9**	**-6.9**	**64.5**	**58.6**	**-9.2**
Bulk	31.0	31.2	+0.4	3.8	2.3	-38.4
Packaged	396.4	366.7	-7.5	60.7	56.3	-7.4
Ending Inventory	**202.8**	**186.7**	**-7.9**	**150.9**	**145.9**	**-3.3**
Bulk	196.2	181.0	-7.7	144.7	140.3	-3.0
Packaged	6.6	5.8	-12.3	6.2	5.6	-10.2
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD[c]	**24.7**	**24.4**	**-1.0**	**18.7**	**19.9**	**+6.5**

[a] 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.

[b] Excludes evaporated COJ.

[c] Season-to-date weeks supply based on season-to-date movement.

U.S. Orange Juice Imports[a]

Country	Season-to-Date October					
	Volume			FOB Value/SSG[c]		
	2016-17	2017-18	Change	2016-17	2017-18	Change
TOTAL OJ						
	- million SSE gallons -		- % -	- $/SSE gallon -		- % -
Brazil	39.54	52.82	+33.6	1.34	1.32	-1.5
CBI[b]	4.15	3.87	-6.7	1.85	2.01	+8.6
Mexico	2.66	2.64	-0.8	1.86	2.56	+37.6
Other	0.56	0.44	-21.4	2.55	1.59	-37.6
TOTAL	**46.92**	**59.77**	**+27.4**	**1.43**	**1.42**	**-0.7**
NFC OJ						
Brazil	10.56	14.03	+32.9	1.40	1.46	+4.3
CBI[b]	0.00	0.00	N/A	0.00	0.00	N/A
Mexico	0.05	0.00	-100.0	2.35	N/A	N/A
Other	0.00	0.01	N/A	N/A	0.00	N/A
TOTAL	**10.60**	**14.03**	**+32.4**	**1.40**	**1.46**	**+4.3**

[a]Includes OJ with added vitamins and minerals.
[b]Includes Dominican Republic-Central America initiatives.
[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.

U.S. Orange Juice Exports[a,b]

Country	Volume			FOB Value/SSG[c]		
Season-to-Date October	2016-17	2017-18	Change	2016-17	2017-18	Change
	- million SSE gallons -		- % -	- $/SSE gallon -		- % -
Canada	3.10	2.09	-32.6	5.00	3.76	-24.8
Europe	1.69	0.00	-100.0	9.40	2.62	-72.1
Japan	0.04	0.00	-100.0	4.33	N/A	N/A
Other	1.27	0.00	-100.0	4.64	N/A	N/A
TOTAL	6.10	2.10	-65.6	6.14	3.75	-38.9

[a] Includes OJ with added vitamins and minerals.
[b] FDOC Processor exports of OJ for the 2017-18 season were down 84.2%, season-to-date through 11/25/17.
[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)		
	2016-17	2017-18	Change
	- million SSE gallons -		- % -
Beginning Inventory[a]	33.3	15.5	-53.5
Foreign Imports[b]	19.4	27.3	+40.8
Availability[c]	52.7	42.8	-18.8
Ending Inventory[a]	28.5	16.6	-41.8
Non-FDOC Processor FCOJ Disappearance[d]	24.2	26.2	+8.4

[a]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.

[b]U.S. Department of Commerce, FCOJ imports (excludes bonded product) minus FDOC Processor, FCOJ foreign product imported by members (includes bonded product).

[c]Beginning inventory and imports.

[d]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)[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	**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 11/25/17, Topline Report #02									
	2016-17	**2017-18**	**Change**	**2016-17**	**2017-18**	**Change**	**2016-17**	**2017-18**	**Change**
Refrigerated	**66.00**	**62.05**	**-6.0**	**436.92**	**420.23**	**-3.8**	**6.62**	**6.77**	**+2.3**
NFC	42.29	39.59	-6.4	319.89	305.14	-4.6	7.56	7.71	+1.9
RECON	23.71	22.46	-5.3	117.03	115.08	-1.7	4.93	5.12	+3.8
FCOJ	**2.85**	**2.58**	**-9.4**	**13.91**	**12.88**	**-7.4**	**4.89**	**4.99**	**+2.2**
Shelf Stable	**0.05**	**0.04**	**-20.2**	**0.42**	**0.33**	**-21.2**	**9.19**	**9.06**	**-1.3**
TOTAL	**68.89**	**64.66**	**-6.1**	**451.24**	**433.43**	**-3.9**	**6.55**	**6.70**	**+2.3**

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		
	11/28/15	11/26/16	11/25/17	11/28/15	11/26/16	11/25/17
Non-Promotional Price						
NFC <11 oz	$3.94	$3.85	$3.86	$12.14	$11.70	$11.89
NFC 11-20 oz	$1.62	$1.84	$1.92	$16.22	$15.30	$15.81
NFC 20-50 oz	$3.73	$3.75	$3.66	$13.95	$13.99	$14.35
NFC 50-70 oz	$3.82	$3.77	$3.78	$7.85	$7.68	$7.77
NFC 70-110 oz	$5.99	$5.67	$5.83	$8.62	$8.15	$8.38
NFC >110 oz	$6.61	$6.57	$6.38	$6.73	$6.68	$6.38
Promotional Price[a]						
NFC <11 oz	$3.35	$3.12	$3.46	$10.59	$9.83	$10.40
NFC 11-20 oz	$1.26	$1.32	$1.30	$13.61	$13.20	$13.82
NFC 20-50 oz	$2.85	$3.02	$3.00	$10.76	$11.25	$11.58
NFC 50-70 oz	$3.01	$3.04	$3.10	$6.52	$6.57	$6.71
NFC 70-110 oz	$5.23	$5.13	$5.34	$7.53	$7.38	$7.69
NFC >110 oz	$6.52	$6.50	$6.34	$6.79	$6.69	$6.34

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.

[a]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)

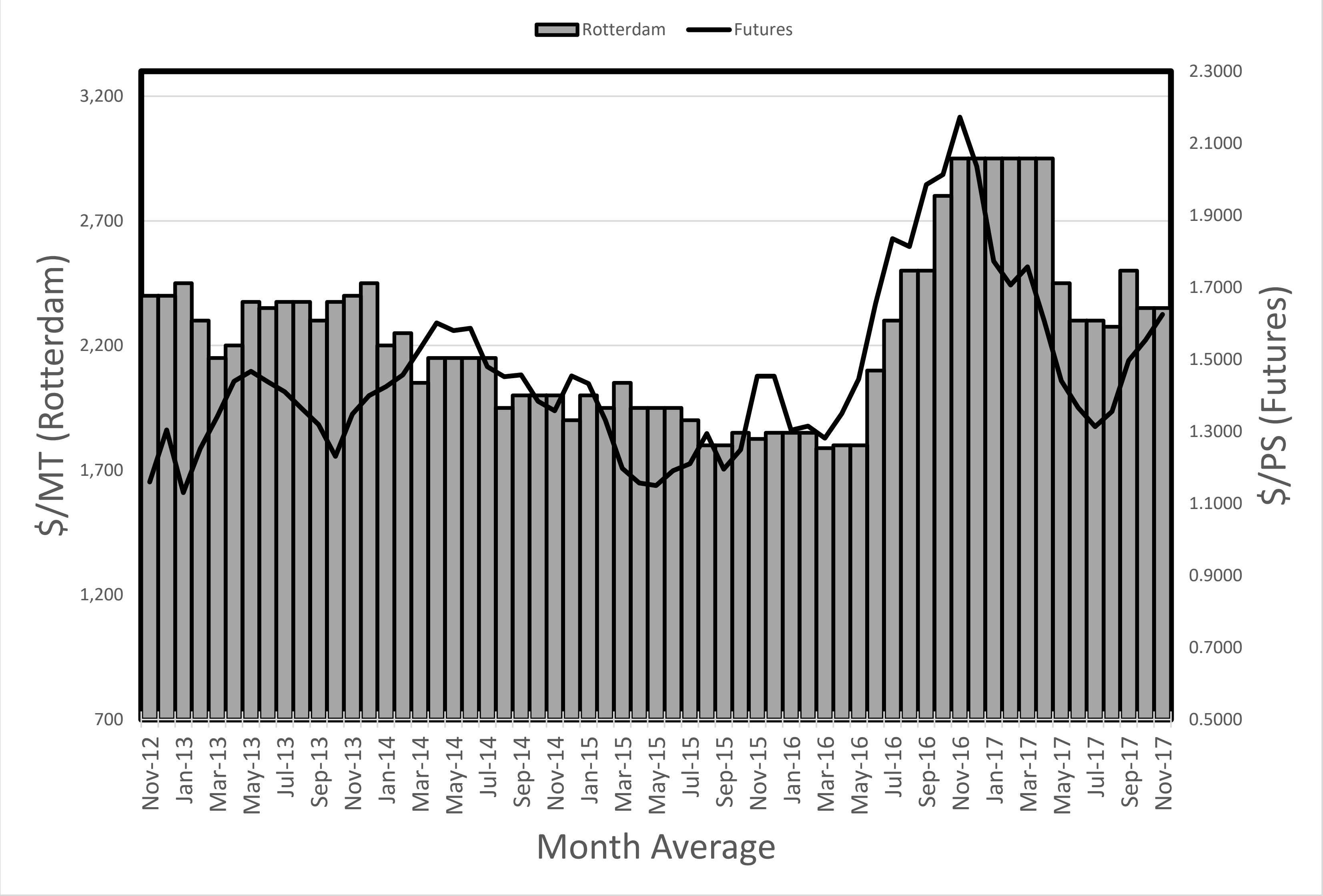
Unit Sizes	Dollar Sales 16 Week Period Ending			Gallon Sales 16 Week Period Ending		
	11/28/15	11/26/16	11/25/17	11/28/15	11/26/16	11/25/17
NFC <11 oz	$11,021,630	$11,078,786	$10,865,886	925,216	963,146	929,948
NFC 11-20 oz	$29,574,478	$32,137,583	$31,758,237	1,905,687	2,193,723	2,092,696
NFC 20-50 oz	$7,704,511	$7,961,264	$5,949,769	570,410	583,739	430,945
NFC 50-70 oz	$431,678,214	$413,391,260	$383,597,440	60,268,894	57,659,766	52,592,057
NFC 70-110 oz	$132,834,365	$134,419,789	$132,436,297	16,300,205	16,974,049	16,150,013
NFC >110 oz	$42,493,092	$27,281,040	$25,129,297	6,309,661	4,084,107	3,939,510
% Sold on Promotion[a]						
NFC <11 oz	13.1%	8.9%	12.5%	14.7%	10.4%	14.0%
NFC 11-20 oz	23.6%	27.9%	29.0%	26.9%	31.0%	31.9%
NFC 20-50 oz	11.0%	10.5%	16.6%	13.8%	12.7%	19.7%
NFC 50-70 oz	47.0%	42.2%	41.2%	51.7%	46.0%	44.8%
NFC 70-110 oz	39.7%	27.9%	24.5%	43.0%	30.0%	26.2%
NFC >110 oz	8.1%	6.8%	5.5%	8.0%	6.8%	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.

[a]Promotional 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 2012 through November 2017



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FCOJ Prices
November

Item	2016	2017	Change
	- $ / PS -		- % -
FCOJ Futures	2.1725	1.6250	-25.2
	- $ / MT -		
FCOJ Rotterdam	2950	2350	-20.3

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

FDOC Processor Delivered-In Prices

Variety	STD Prices Reported for Canner's A		
	2016-17	2017-18	Change
	- $ / PS -		- % -
Early & Midseason Oranges[a]	$1.99	$1.94	-2.3
Late Season Oranges[b]	N/A	N/A	N/A
White Grapefruit[c]	N/A	N/A	N/A
Red/Pink Grapefruit[c]	$1.87	$2.56	+36.9

[a] 2017-18 STD price through 11/25/17. 2016-17 STD price through 11/26/16.

[b] Late season fruit has not begun for this season

[c] 2017-18 STD price through 11/25/17. 2016-17 STD price through 11/26/16.

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] -	- % -
2015-16	3.67		3.28	
2016-17	7.59	+106.8	6.50	+97.8
2017-18	5.83	-23.2	5.97	-8.2

[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 11/19/17			FOB Price through 12/04/17		
	2016-17 STD	2017-18 STD	Change	2016-17 STD	2017-18 STD	Change
	- 1,000 of 4/5 bu. cartons -		- % -	- $ / carton -		- % -
Early & Mid Oranges	**442**	**512**	**+15.9**	**18.83**	**14.22**	**-24.5**
Navel	**251**	**229**	**-8.9**	**22.33**	**17.03**	**-23.7**
Valencia	**0**	**0**	**N/A**	**N/A**	**N/A**	**N/A**
Tangelo	**6**	**9**	**+32.0**	**22.57**	**13.40**	**-40.6**
Early Tangerines[a]	**392**	**187**	**-52.2**	**25.91**	**24.75**	**-4.5**
Honey / Murcotts	**0**	**0**	**N/A**	**N/A**	**N/A**	**N/A**
Royal Tangerines / Temples	**0**	**0**	**N/A**	**21.60**	**20.70**	**-4.2**
TOTAL	**1,091**	**936**	**-14.2**			

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

[a]Prices for Sunburst.

Selected Competitive Fresh Fruit Shipments

<table>
<tr><th colspan="3">U.S. Clementine and Tangerine Imports</th><th colspan="4">Texas Fresh Grapefruit Shipments</th></tr>
<tr><th>2016-17</th><th>2017-18</th><th rowspan="2">Change</th><th colspan="2">2016-17</th><th>2017-18</th><th rowspan="2">Change</th></tr>
<tr><th colspan="2">August - October</th><th colspan="3">STD - 12/02/17</th></tr>
<tr><td colspan="2">- million pounds -</td><td>- % -</td><td colspan="3">- thousand 7/10 bu. Cartons -</td><td>- % -</td></tr>
<tr><td rowspan="2">193.8</td><td rowspan="2">269.4</td><td rowspan="2">+39.0</td><td>Total</td><td>1,362</td><td>1,224</td><td>-10.1</td></tr>
<tr><td>Export</td><td>48</td><td>78</td><td>+61.6</td></tr>
<tr><td colspan="3">Source: U.S. Department of Commerce.</td><td colspan="4">Source: Texas Valley Citrus Committee.</td></tr>
</table>

Florida FCGJ Availability, Movement and Inventory

Item	Prior Season Comparison (October - September)			Season-to-Date 11/25/17 (FDOC Processor Week 8)		
	2015-16	2016-17	Change	2016-17	2017-18	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	**16.1**	**14.2**	**-11.3**	**14.2**	**9.5**	**-33.0**
Pack from Fruit	**12.9**	**8.6**	**-33.2**	**1.6**	**0.0**	**-99.5**
Imports[a]	**0.0**	**1.5**	**N/A**	**0.1**	**0.8**	**+1239.2**
Availability	**28.9**	**24.4**	**-15.7**	**15.9**	**10.3**	**-34.8**
Movement	**17.7**	**15.9**	**-10.0**	**2.4**	**2.0**	**-19.8**
Bulk	17.6	15.8	-10.2	2.4	1.9	-19.8
Packaged	0.1	0.1	+36.4	0.0	0.0	-17.3
Ending Inventory	**14.3**	**9.6**	**-33.1**	**14.2**	**8.5**	**-40.5**
Bulk	14.2	9.5	-33.0	14.2	8.4	-40.6
Packaged	0.1	0.0	-40.7	0.1	0.0	-11.1
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over[b]	**42.1**	**31.3**	**-25.7**	**46.8**	**34.8**	**-25.7**

[a]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.

[b]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: 11/25/17 (FDOC Processor Week 8)		
	2015-16	2016-17	Change	2016-17	2017-18	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	**9.6**	**9.6**	**+0.8**	**9.6**	**8.6**	**-11.2**
Pack from Fruit	**14.0**	**11.2**	**-20.2**	**0.1**	**0.9**	**+1388.1**
Imports[a]	**1.7**	**2.0**	**+18.5**	**0.1**	**0.1**	**+58.1**
Availability	**25.2**	**22.8**	**-9.7**	**9.8**	**9.6**	**-2.1**
Movement	**15.5**	**14.2**	**-8.0**	**2.3**	**2.1**	**-7.8**
Bulk	3.5	2.4	-30.8	0.5	0.3	-43.8
Packaged	12.0	11.8	-1.4	1.8	1.8	+3.1
Ending Inventory	**9.6**	**8.6**	**-11.2**	**7.5**	**7.4**	**-0.3**
Bulk	9.5	8.4	-12.1	7.2	7.2	-0.8
Packaged	0.1	0.2	+52.6	0.2	0.2	+16.5
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over[b]	**32.5**	**31.3**	**-3.5**	**25.7**	**27.8**	**+8.1**

[a]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.

[b]Season-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]		
	2016-17	2017-18	Change	2016-17	2017-18	Change
	- million SSE gallons -		- % -	- $/SSE gallon -		- % -
Canada	0.11	0.00	-100.0	4.22	N/A	N/A
Europe	0.44	0.00	-100.0	2.21	N/A	N/A
Japan	0.13	0.00	-100.0	6.30	N/A	N/A
Other	0.15	0.00	-100.0	3.24	N/A	N/A
TOTAL	0.83	0.00	-100.0	3.29	N/A	N/A

[a] SOURCE: U.S. Department of Commerce.

[b] FDOC Processor exports of GJ for the 2017-18 season were down 33.6%, season-to-date through 11/25/17.

[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		
	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 11/25/17, Topline Report #02									
	2016-17	**2017-18**	**Change**	**2016-17**	**2017-18**	**Change**	**2016-17**	**2017-18**	**Change**
Refrigerated	**1.54**	**1.47**	**-4.8**	**11.74**	**11.54**	**-1.7**	**7.61**	**7.87**	**+3.3**
NFC	1.38	1.35	-2.6	10.71	10.52	-1.8	7.74	7.80	+0.9
RECON	0.16	0.12	-24.5	1.03	1.02	-0.7	6.53	8.58	+31.4
FCOJ	**0.02**	**0.01**	**-21.7**	**0.07**	**0.06**	**-14.2**	**4.39**	**4.80**	**+9.5**
Shelf Stable	**0.54**	**0.56**	**+3.9**	**3.38**	**3.47**	**+2.5**	**6.22**	**6.14**	**-1.3**
TOTAL	**2.11**	**2.05**	**-2.9**	**15.22**	**15.08**	**-0.9**	**7.22**	**7.37**	**+2.0**

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.

Florida Fresh Grapefruit Shipments
Season-to-Date through 11/19/17

Destination/Variety	2016-17 STD	2017-18 STD	Change
	- 1,000 4/5-bu. cartons -		- % -
Domestic & Canadian - All	**786**	**443**	**-43.6**
White	12	8	-29.1
Red/Pink	774	435	-43.8
Offshore Exports - All	**909**	**297**	**-67.3**
White	192	53	-72.6
Red/Pink	718	244	-65.9
TOTAL - All	**1,695**	**740**	**-56.3**
White	203	61	-70.0
Red/Pink	1,492	679	-54.5

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Shipments
Season-to-Date through 11/19/17

Country	2016-17 STD	2017-18 STD	Change
	- 1,000 4/5-bu. cartons -		- % -
United States	684	380	-44.5
Canada	102	63	-37.6
Europe	339	115	-66.2
Japan	472	124	-73.6
Other	99	58	-41.3
TOTAL - All	1,695	740	-56.3

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Domestic FOB Prices

Season-to-Date through 12/04/17

Variety	FOB Price		
	2016-17 STD	2017-18 STD	Change
	- $ / carton -		- % -
TOTAL[a]	**20.71**	**16.93**	**-18.3**
White	**22.65**	**16.43**	**-27.5**
Red/Pink	**20.44**	**16.97**	**-17.0**

[a]Weighted average based on FDACS reporting of fresh fruit shipments.
Source: Citrus Administrative Committee

Foreign Exchange Rates Per USD

Date	Euro	Real	Yen
Annual			
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
2016	0.9042	3.492	108.91
2016 (through November)	0.9001	3.505	108.26
2017 (through November)	0.8910	3.178	112.06
% Change	-1.0	-9.3	+3.5
Average for Month of November			
2016	0.9275	3.347	108.55
2017	0.8521	3.263	112.86
% Change	-8.1	-2.5	+4.0