

Florida Citrus Economic & Market Indicators February, 2009

Summary Comments.	1
Oranges & Specialty Fruit	
Brazil Orange-Juice Exports	2
Florida Orange-Juice Availability, Movement and Inventory	3
• U.S. Orange-Juice Imports	4
Non-FDOC Processor FCOJ Disappearance Index	5
• U.S. Orange-Juice Exports	6
U.S. Retail Orange-Juice Sales	7
• FCOJ Futures, Florida Bulk FOB & Rotterdam Monthly Average Prices	8
• FCOJ Prices	9
FDOC Processor Delivered-In Prices	10
Sao Paulo Processed-Orange Delivered-In Prices	11
Florida Fresh Orange and Specialty Fruit Shipments and FOB Prices, Season-to-Date	12
Selected Competitive Fresh Fruit Shipments	13
Grapefruit	
Florida Grapefruit-Juice Availability, Movement and Inventory	14
• U.S. Grapefruit-Juice Exports.	15
U.S. Retail Grapefruit-Juice Sales.	16
Florida Fresh Grapefruit Shipments, Season-to-Date	17
Florida Fresh Grapefruit Domestic and Export Certified Shipments	18
Florida Fresh Grapefruit Domestic FOB Prices, Season-to-Date	19
Foreign Exchange Rates Per \$US	20
FDOC Consumer Tracking Study	
Total Communication Awareness	21
Purchase Trends	22
• Consumption	23
Satisfaction	24

Summary Comments

- ➤ Over the July through December period of the 2008-09 Brazilian season, Brazil's OJ exports were up 1.2% from the previous season with exports to NAFTA countries, Europe and the Far East down 47.2%, up 17.7% and down 15.0%, respectively.
- Season-to-date through 01/31/09, Florida OJ availability, movement and ending inventories were up 23.6%, 3.0% and 40.1%, respectively, from last season.
- > Season-to-date through December, U.S. OJ imports and exports were down 40.3% and 16.9%, respectively. Season-to-date through 01/31/09, Florida OJ exports were up 49.4% (FDOC Processor report).
- > Season-to-date through December, Non-FDOC Processor FCOJ disappearance, based on FCOJ inventories and imports, was up 95.5%.
- ➤ Season-to-date through 01/17/09, OJ volume sales in all Nielsen retail outlets (U.S. grocery stores doing \$2 million plus business, Wal-Mart stores excluding Sam's Clubs, mass merchandisers and drug stores doing \$1 million plus business) were down 1.1% from the previous season, with the NFC price down .5%, the Recon price down 5.0%, the FCOJ price up .1%, and the overall OJ price down 2.1%.
- ➤ The January average FCOJ Futures price was \$.74/PS, down \$.63/PS from last year. The Florida bulk FCOJ FOB price was \$.87/PS for the week ending 01/17/09, down \$.75/PS from last year; while the Rotterdam price was at an estimated \$1,450/MT, down \$400/MT from last year.
- ➤ Season-to-date through 01/31/09, the delivered-in price for early and midseason oranges was \$1.03/PS, down \$.34/PS from last season; season-to-date delivered-in prices for white and red grapefruit juice were \$.57/PS and \$.63/PS, up \$.15/PS and \$.22/PS from last season, respectively.
- ➤ Season-to-date through 02/08/09, fresh orange and specialty citrus shipments were up 13.2% from last season. Domestic FOB prices for 1) early, midseason & Temple oranges, 2) Navel oranges, 3) Tangelos, 4) early tangerines and 5) Honey tangerines were down 15.5%, up 1.4%, down 3.6%, down 9.2% and up 1.2%, respectively.
- > Season -to-date through December, clementine/tangerine imports were up 35.1%. Season-to-date through 02/08/09, Texas fresh grapefruit shipments were down 9.6%.
- ➤ Season-to-date through 01/31/09, Florida GJ availability, movement and ending inventory were up 9.7%, 27.1% and 1.7%, respectively.
- Season-to-date through December, U.S. GJ exports were up 25.6%. Season-to-date through 01/31/09, Florida GJ exports were up 34.1% (FDOC Processor report).
- > Season-to-date through 01/17/09, GJ volume sales in all Nielsen retail outlets were up 2.9% from last season, with the NFC price down 1.3%, the RECON price down 2.4% and the overall GJ price down .8%.
- ➤ Season-to-date through 02/08/09, Florida fresh grapefruit shipments were down 2.9% from last season, with domestic/Canadian shipments up 11.0% and offshore shipments down 11.3% (CAC). Season-to-date through 02/01/09, certified shipments to Europe and Japan were down 6.2% and 12.9%, respectively.
- ➤ Season-to-date through 02/08/09, domestic FOB prices (CAC) for fresh white and colored grapefruit were down 7.6% and 15.6%, respectively.
- For the week ending 02/17/09 versus the same period last year, the Euro-per-Dollar exchange rate was up 13.3%, while the Yen-per-Dollar was down 15.2%.
- > Through the end of Q4, the level of communications awareness achieved is on target with the prediction.
- > Purchase intent shifts occurred during the solo airing of "Miracle" during the April-September period.
- > Regular drinkers have significantly increased since the beginning of the study, where as the frequent drinker has continued to slowly decline through the end of Q4.
- > Satisfaction levels are stable as Orange Juice and Milk continue to be the beverage leaders.

Brazil Orange-Juice Exports

Destination	Season-to-Date (July-December)				
	2007-08	2008-09	Change		
	million SS	SE gallons ^a	- % -		
NAFTA ^b	185.8	98.1	-47.2		
Europec	597.1	702.5	+17.7		
Far East ^d	95.4	81.1	-15.0		
Others	43.9	51.2	+16.6		
TOTAL	922.1	932.9	+1.2		

^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.

SOURCE: SECEX.

^cRussia, Ukraine, and Turkey are included in Europe.

dChina, Japan, Taiwan, Hong Kong, Macau, South Korea, North Korea, Philippines, and Vietnam.

Florida Orange-Juice Availability, Movement and Inventory

Item	Season (October-September)			Season-to-Date 01/31/09 (FDOC Processor Week 18)		
	2007-08	2008-09e	Change	2007-08	2008-09	Change
	- million S	SE gallons -	- % -	- million SS	SE gallons -	- % -
Beginning Inventory	363.1	624.2	+71.9	363.1	624.2	+71.9
Pack from Fruit ^a	1,109.0	987.6	-10.9	327.5	361.1	+10.3
Imports ^{a,b}	236.3	123.6	-47.7	139.9	41.3	-70.5
Availability	1,708.4	1,735.4	+1.6	830.4	1,026.6	+23.6
Movement	1,084.2	1,174.4	+8.3	369.2	380.3	+3.0
FCOJ ^c	537.4	627.3	+16.7	182.2	191.0	+4.8
NFC^d	546.8	547.0	0.0	187.1	189.3	+1.2
Ending Inventory	624.2	561.0	-10.1	461.2	646.3	+40.1
	weeks	supply	- % -	weeks supply		- % -
Carryover - STDe	29.9	24.8	-17.0	25.5	30.6	+36.1
Carryover – 13 Weeks ^f				17.1	23.5	+37.0
				21.1	29.5	+40.1

^aFDOC Processor non-member Florida product included in pack from fruit for season data but included in imports for season-to-date data.

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

^dExcludes movement of reconstituted chilled orange juice. ^eSeason-to-date weeks supply based on season-to-date movement.

^fSeason-to-date weeks supply based on last 13-week movement. ^gSeason-to-date weeks supply based on last 3-year movement.

U.S. Orange-Juice Imports^a

	Season-to-Date (October-December)								
Country		TOTAL O	J		NFC-OJ	J			
	2007-08	2008-09	Change	2007-08	2008-09	Change			
	mil. SSE gal		- % -	mil. S	mil. SSE gal				
Brazil	95.7	58.2	-39.2	28.4	29.1	+2.5			
CBI	11.0	1.7	-84.5	.0	.0	NC			
Mexico	8.6	8.2	-4.7	.1					
Other	2.5	2.3	-8.0			NC			
TOTAL	117.8	70.3	-40.3	28.5	29.1	+2.1			

^aIncludes OJ with added vitamins and minerals.

SOURCE: U.S. Department of Commerce.

Non-FDOC Processor FCOJ Disappearance Index

Item	Season-to-Date (October-December)			
	2007-08	2008-09	Change	
	- million SSE gallons -		- % -	
Beginning Inventorya	42.6	53.3	+24.9	
Foreign Imports ^b	<u>25.3</u>	<u>20.6</u>	<u>-18.6</u>	
Availability ^c	67.9	73.8	+8.7	
Ending Inventory ^a	<u>44.5</u>	<u>28.1</u>	<u>-36.9</u>	
Non-FDOC Proc. FCOJ Disappearanced	23.4	45.8	+95.5	

^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.

^dPartial measure of non-Florida presumed consumption. Omits non-Florida, U.S. production and exports.

U.S. Orange-Juice Exports^a

Country	Season-to-Date (October-December)					
V	2007-08	2008-09	Change			
	million SS	- % -				
Canada	28.34	17.56	-38.0			
Europe	.88	3.97	+351.1			
Japan	.51	.85	+68.6			
Other	4.29	5.89	+37.3			
TOTAL	34.02	28.27	-16.9			

^aIncludes OJ with added vitamins and minerals.

^bFDOC Processor exports of OJ for the 2008-09 season were up 49.4%, season-to-date through 01/31/09. SOURCE: U.S. Department of Commerce.

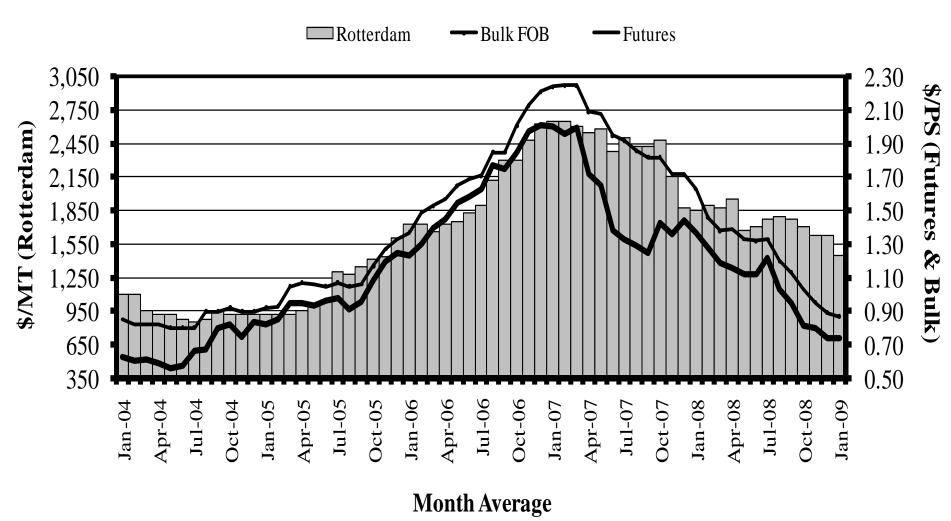
U.S. Retail Orange-Juice Sales

		Volume			Price			
Item	2007-08p	2008-09f	Change	2007-08p	2008-09f	Change		
	- million S	SE gallons -	- % -	\$/SSE	gallon	- % -		
SEASON:								
Refrigerated	565.3	572.1	+1.2	6.01	5.83	-3.0		
NFC	322.3	328.5	+1.9	6.73	6.55	-2.7		
RECON	243.0	243.6	+.2	5.04	4.86	-3.6		
FCOJ	48.9	46.8	-4.3	4.68	4.50	-3.8		
Shelf Stable	5.7	5.6	-1.8	6.61	6.43	-2.7		
TOTAL	619.9	624.5	+.7	5.91	5.73	-3.0		
SEASON-TO	-DATE: (throu	igh 01/17/09)a						
Refrigerated	181.4	180.0	7	6.02	5.88	-2.4		
NFC	103.3	101.4	-1.8	6.71	6.68	5		
RECON	78.1	78.6	+.7	5.11	4.85	-5.0		
FCOJ	16.4	15.5	-5.4	4.66	4.67	+.1		
Shelf Stable	1.8	1.8	+1.6	6.46	6.73	+4.1		
TOTAL	199.5	197.3	-1.1	5.91	5.79	-2.1		

^aActual for 2007-08 and preliminary for 2008-09.

SOURCE: Nielsen—Data are for U.S. grocery stores doing \$2 million and greater annual sales, Wal-Mart stores excluding Sam's Clubs, mass-merchandisers and drug stores doing \$1 million and greater annual sales.

FCOJ Futures, Florida Bulk FOB & Rotterdam Monthly Average Prices January 2004 through January 2009



FCOJ Prices – January^a

Item	2007-08	2008-09	Change
	\$/pound	ls solids	%
FCOJ Florida Bulk FOB	1.62	.87	-46.3
FCOJ Futures	1.37	.74	-46.0
	\$/metı	ic ton	
FCOJ Rotterdam	1,850	1,450	-21.6

^aPrices are for the following time periods: Florida Bulk FCOJ FOB – Week ending 01/17/09.

 $Futures-January\ average.$

Rotterdam – January *Foodnews*.

SOURCES: IntercontinentalExchange, Inc. (Futures); Florida Citrus Mutual (Florida Bulk FCOJ FOB); Foodnews (Rotterdam).

FDOC Processor Delivered-In Prices Report #18 – Week Ending 01/31/09

Variety	Week Ending			Season-to-Date			
	2007-08	2008-09	Change	2007-08	2008-09	Change	
Early & Midseason ^{a,b}	1.416	.996	420	1.370	1.033	337	
Valenciasa	NA	NA	NA	NA	NA	NA	
White Grapefruit	.431	.563	+.132	.419	.566	+.147	
Red Grapefruit	.469	.593	+.124	.410	.633	+.223	

^aFinal priced, combined.

^bSeason final.

Sao Paulo Processed Orange Delivered-In Prices

Monthly Average and Season-to-Date

	Decembe	r Average	Season-to-Date (July-January) ^a		
Season	Price	Change From Year Ago	Price	Change From Year Ago	
	- \$/box ^b -	%	- \$/box ^b -	%	
2006-07	7.22	35.7	5.67	37.1	
2007-08	7.58	5.0	6.13	8.2	
2008-09	2.94	-61.2	4.61	-24.8	

^a Unweighted average of monthly prices.

SOURCE: CEPEA website - http://www.cepea.esalq.usp.br

^b In U.S. dollars as reported at the CEPEA website.

Florida Fresh Orange and Specialty Fruit Shipments and FOB Prices, Season-to-Date

	Shipments thru 02/08/09			FOB Price thru 02/08/09		
Variety	2007-08 STD	2008-09 STD	Change	2007-08 STD	2008-09 STD	Change
	- 1,000 4/5-bu. cartons -		- % -	\$/carton		- % -
Early, Mids & Temples ^a	1,826	2,276	+24.6	10.01	8.46	-15.5
Navel	3,432	3,816	+11.2	10.29	10.54	+1.4
Valencia	16	8	-50.0			NC
Tangelo	667	791	+18.6	9.60	9.33	-3.6
Early Tangerines ^b	3,166	3,421	+8.1	13.63	12.43	-9.2
Honey	681	764	+12.2	15.48	15.66	+1.2
TOTAL	9,788	11,076	+13.2			

^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			
2007-08	2008-09	Change	2007-08	2008-09	Change		
STD thru	STD thru December		STD – 0	Change			
million	pounds	- % -	thousand 7/1	thousand 7/10-bu. cartons			
119.79	161.88	+35.1	4,303	3,889	-9.6		
SOURCE: U.S. Department	of Commerce.		SOURCE: Citrus Admini	strative Committee.			

SOURCE: U.S. Department of Commerce.

SOURCE: Citrus Administrative Committee.

Florida Grapefruit-Juice Availability, Movement and Inventory

Item	Season (October-September)			Season-to-Date 01/31/09 (FDOC Processor Week 18)		
	2007-08	2008-09e	Change	2007-08	2008-09	Change
	- million S	SE gallons -	- % -	- million SSE gallons -		- % -
Beginning Inventory	56.9	59.3	+4.3	56.9	59.3	+4.2
Pack from Fruit ^a	87.5	74.4	-15.0	19.2	24.2	+25.8
Availability	144.3	133.7	-7.4	76.1	83.5	+9.7
Movement	85.0	92.5	+8.8	23.9	30.4	+27.1
$FCGJ^b$	58.4	63.2	+8.3	16.6	20.0	+20.9
NFC^c	26.6	29.3	+10.0	7.3	10.3	+40.9
Ending Inventory	59.3	41.1	-30.6	52.2	53.1	+1.7
	weeks	supply	- % -	weeks	supply	- % -
Carryover - STD ^d	36.3	23.1	-36.2	39.3	31.5	-19.9
Carryover – 13 Weeks ^e				29.9	24.6	-17.9
Carryover – 3 Years ^f				41.1	41.8	+1.7

^aIncludes domestic receipts by members of non-Florida product, Florida product received by members from non-members, foreign imports, net loss or gain during reprocessing and adjustments.

^bExcludes CGJ used in FCGJ.

^eExcludes movement of reconstituted chilled grapefruit juice.

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

^eSeason-to-date weeks supply based on last 13-week movement.

^fSeason-to-date weeks supply based on last 3-year movement.

U.S. Grapefruit-Juice Exports

Country	Season-to-Date (October-December)				
· ·	2007-08	2008-09	Change		
	million S	- % -			
Canada	.65	.76	+16.9		
Europe	1.66	3.06	+84.3		
Japan	1.40	.85	-39.3		
Other	.27	.34	+25.9		
TOTAL	3.98	5.00	+25.6		

^aFDOC estimates.

 $[^]b$ FDOC Processor exports of GJ for the 2008-09 season were up 34.1%, season-to-date through 01/31/09. SOURCE: U.S. Department of Commerce.

U.S. Retail Grapefruit-Juice Sales

		Volume		Price		
Item	2007-08p	2008-09f	Change	2007-08p	2008-09f	Change
	- million S	SE gallons -	- % -	\$/SSE	gallon	- % -
SEASON:						
NFC	12.5	12.3	-1.6	6.92	6.92	NC
RECON	8.3	8.3	NC	5.92	5.92	NC
FCGJ	.9	.9	NC	4.14	4.14	NC
TOTAL	21.7	21.6	5	6.42	6.42	NC
SEASON-TO	-DATE: (throu	igh 01/17/09) ^a				
NFC	3.54	3.97	+12.3	6.85	6.76	-1.3
RECON	2.55	2.32	-9.1	5.92	5.77	-2.4
FCGJ	.26	.24	-7.6	4.13	4.23	+2.3
TOTAL	6.35	6.53	+2.9	6.36	6.31	8

^aSEASON-TO-DATE: Actual for 2007-08 and preliminary for 2008-09.

SOURCE: Nielsen—Data are for U.S. grocery stores doing \$2 million and greater annual sales, Wal-Mart stores excluding Sam's Clubs, mass-merchandisers and drug stores doing \$1 million and greater annual sales.

Florida Fresh Grapefruit Shipments, Season-to-Date through 02/08/09

Shipments/ Variety	2007-08	2008-09	Change
	1,000 4/5-t	ou. cartons	%
Domestic & Canadian – All	4,127	4,581	+11.0
White	149	148	7
Colored	3,978	4,433	+11.4
Offshore Exports – All	6,810	6,043	-11.3
White	1,795	1,453	-19.1
Colored	5,015	4,590	-8.5
TOTAL - All	10,937	10,624	-2.9
White	1,944	1,601	-17.6
Colored	8,993	9,023	+.3

SOURCE: Citrus Administrative Committee, preliminary; last two weeks of the 2008-09 season contain estimates.

Florida Fresh Grapefruit Domestic and Export Shipments Season-to-Date through 02/01/09

Country	2007-08 STD	2008-09 STD	Change
	- thousan	d cartons -	- % -
United States	3,289	3,681	+11.9
Canada	600	641	+6.9
Europe	2,728	2,560	-6.2
Japan	3,293	2,868	-12.9
Other	207	103	-50.2
TOTAL	10,117	9,853	-2.6

SOURCE: Florida Department of Citrus.

Florida Fresh Grapefruit Domestic FOB Prices Season-to-Date through 02/08/09

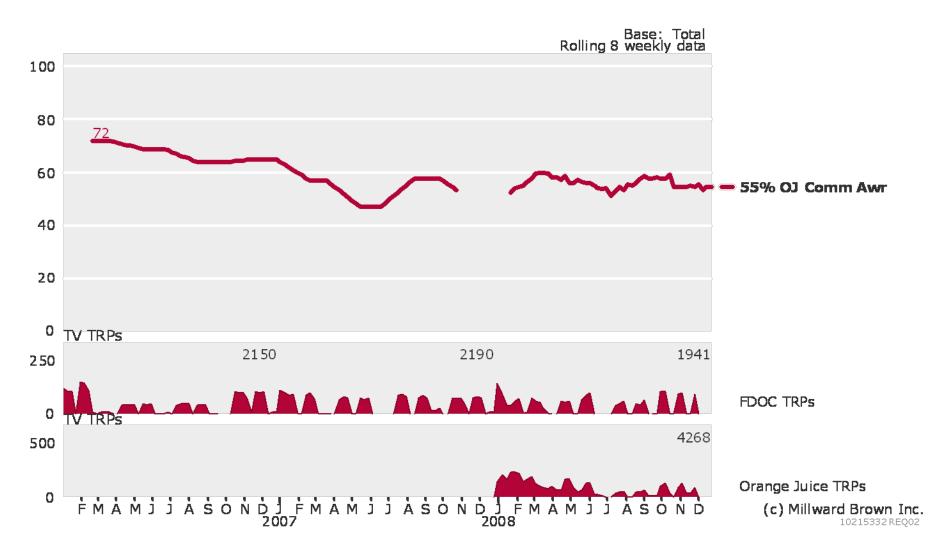
Vominter	FOB Price				
Variety	2007-08 STD 2008-09 STD		Change		
	\$/ca	arton	%		
TOTAL					
White	10.80	9.98	-7.6		
Colored	11.34	9.57	-15.6		

SOURCE: Citrus Administrative Committee.

Foreign Exchange Rates Per \$US

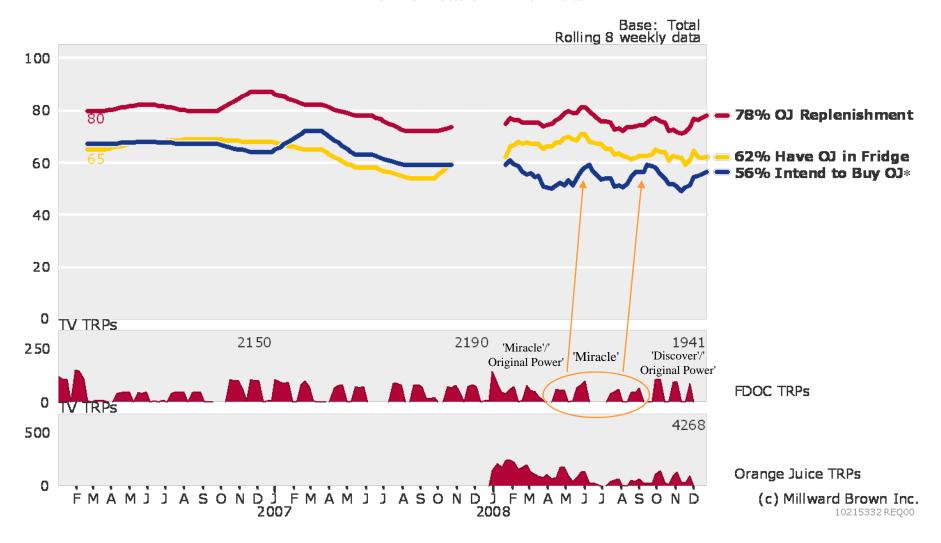
Date	Euro	Real	Yen
ANNUAL			
2005	0.80453	2.43480	110.12445
2006	0.79703	2.17995	116.33664
2007	0.73082	1.95159	117.81453
2008	0.68341	1.84021	103.46616
2008 (thru 02/17/08)	0.68105	1.77258	107.77521
2009 (thru 02/17/09)	0.75913	2.31630	90.54665
% Change	+11.5	+30.7	-16.0
WEEK ENDING 02/17	7/09		
2008	0.68581	1.76123	107.56457
2009	0.77721	2.28600	91.21753
% Change	+13.3	+29.8	-15.2

Total Communication Awareness



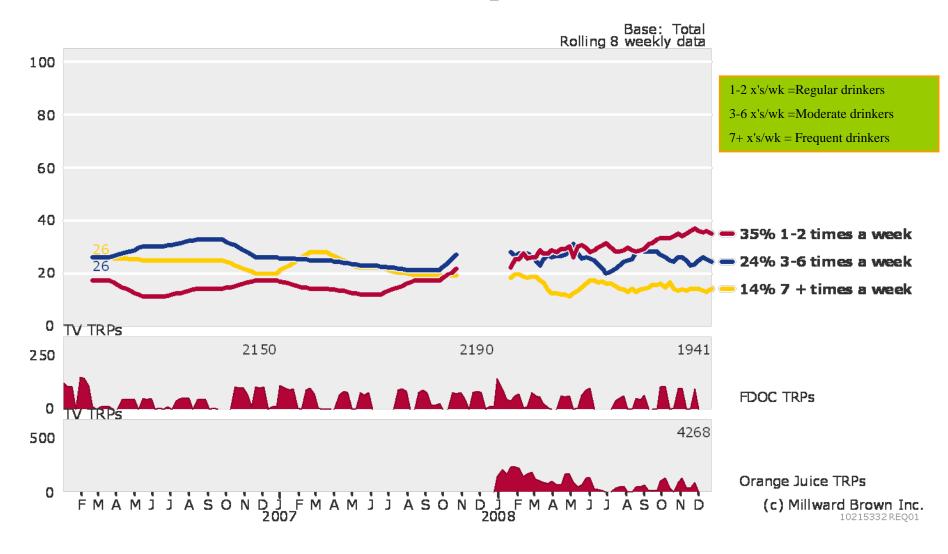
Q10. Have you seen, heard or read anything lately about Orange juice anywhere recently? Orange Juice TRPs include FDOC, Tropicana, Minute Maid, Simply Orange, Florida Natural.

Purchase Trends



^{*} Intend to purchase or/and have OJ in the fridge Orange Juice TRPs include FDOC, Tropicana, Minute Maid, Simply Orange, Florida Natural.

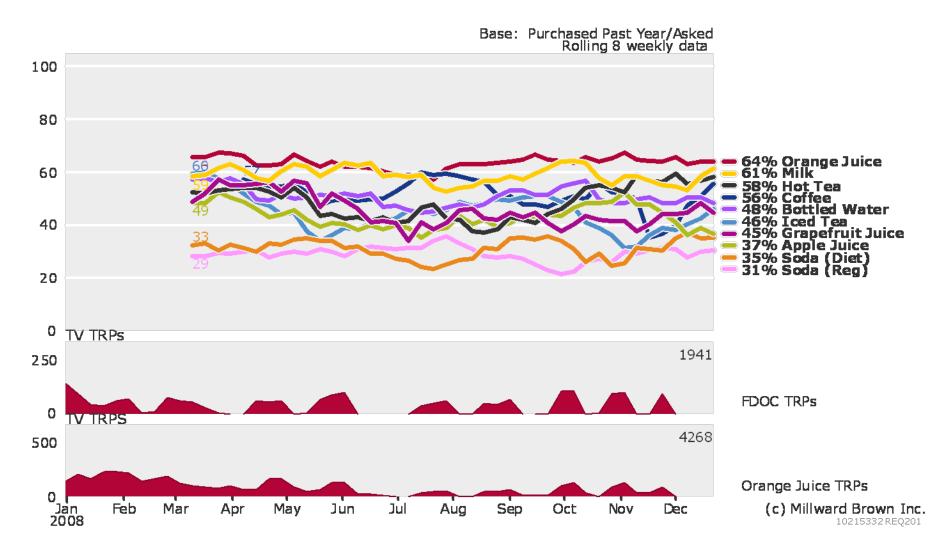
Consumption



Q1: How often would you say you consume the following beverages?

Orange Juice TRPs include FDOC, Tropicana, Minute Maid, Simply Orange, Florida Natural.

Satisfaction



Q22: Overall, how satisfied are you with each of the following beverages?

Orange Juice TRPs include FDOC, Tropicana, Minute maid, Simply Orange, Florida Natural.