

Florida Citrus Economic & Market Indicators December 2018

**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 - November) were down 25.7% from the previous year with exports to the NAFTA region, Europe and the Far East down 45.5%, down 20.1% and down 2.4%, respectively.
- Season-to-date through 12/01/18, Florida FCOJ availability, movement and ending inventories were up 15.0%, up 5.9%, and up 17.7% respectively, from last season.
- Season-to-date through 12/01/18, Florida SSOJ availability, movement and ending inventories were down 26.4%, down 10.5%, and down 34.1% respectively, from last season.
- For October of the 2017-18 season, U.S. OJ imports and exports were up 27.4% and up 51.4% from last season, respectively. Season-to-date through 12/01/18, Florida OJ exports were up 13.7% (FDOC Processors Report).
- For (October) of the 2018-19 season, Non-FDOC Processor FCOJ disappearance, based on FCOJ inventories and imports, was down 75.6%.
- Season-to-date through 11/24/18, 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 7.5% from the previous season, with the NFC price down 5.0%, the Recon price up 0.2% and the overall OJ price down 3.7%.
- The average FCOJ Futures price was \$1.38/PS, down \$0.25/PS from last year.
- Early/Midseason Orange Prices have not been released through 12/01/18. Late season Orange Prices have not been released through 12/01/18.
- Season to date through 11/18/18, fresh orange and specialty citrus shipments were down 8.5%, from last season.
- From August through October of the 2018-19 season, clementine and tangerine imports were up 3.3% relative to last season. Season-to-date through 11/24/18, Texas fresh grapefruit shipments were down 28.1% relative to last season.
- Season-to-date through 12/01/18, Florida FCGJ availability, movement and ending inventories were down 38.5%, down 32.0%, and down 37.3% respectively, from last season.
- Season-to-date through 12/01/18, Florida SSGJ availability, movement and ending inventories were down 21.3%, down 26.7%, and down 19.6% respectively, from last season.
- For October of the 2018-19 season Florida GJ exports were down 37.9% (FDOC Processors report).
- Season-to-date through 11/24/18, 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 20.2% from the previous season, with the overall GJ price up 4.0%.
- Season-to-date through 11/18/18, Florida fresh grapefruit shipments were down 4.0% from last season, with Domestic/Canadian shipments down 0.1% and offshore shipments down 9.9% (DFVI). Shipments to Europe and Japan were down 37.7% and up 13.6%, respectively. Domestic FOB prices (CAC) for fresh white and red/pink grapefruit were down 13.8% and down 6.4%, respectively.
- For the month of November versus the same period last year, the Euro/USD, Real/USD, and Yen/USD exchange rates were up 3.2%, up 15.6%, and up 0.4% respectively.

Brazil Orange Juice Exports

Destination	Season-to-Date (July - November)		
	2017-18	2018-19	Change
	-million SSE Gallons-		- % -
NAFTA^b	177.8	97.0	-45.5
Europe^c	459.1	367.0	-20.1
Far East^d	50.4	49.2	-2.4
Others	37.0	25.2	-31.8
Total	724.3	538.4	-25.7

^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 12/01/18 (FDOC Processor Week 9)		
	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	6.0	3.8	-37.4
Imports^a	261.8	313.9	+19.9	35.4	21.2	-40.0
Availability	555.2	547.2	-1.4	233.6	268.7	+15.0
Movement	363.0	303.5	-16.4	53.5	56.7	+5.9
Bulk	292.3	237.3	-18.8	41.4	46.0	+11.0
Packaged	70.7	66.2	-6.4	12.1	10.7	-11.5
Ending Inventory	192.2	243.7	+26.8	180.1	212.0	+17.7
Bulk	185.0	237.8	+28.5	172.9	206.8	+19.6
Packaged	7.2	5.9	-17.8	7.2	5.2	-27.8
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^b	27.5	41.8	+51.7	30.3	33.7	+11.2

^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 12/01/18 (FDOC Processor Week 9)		
	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	8.0	1.4	-83.1
Imports^a	63.7	104.9	+64.6	16.2	29.3	+80.6
Availability	587.2	491.8	-16.2	210.9	155.2	-26.4
Movement^b	397.9	365.4	-8.2	67.7	60.6	-10.5
Bulk	31.2	26.7	-14.4	3.5	3.8	+8.5
Packaged	366.7	338.7	-7.6	64.2	56.8	-11.5
Ending Inventory	186.7	124.6	-33.3	143.1	94.4	-34.1
Bulk	181.0	119.7	-33.9	136.5	89.2	-34.6
Packaged	5.8	4.9	-15.1	6.6	5.2	-22.2
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^c	24.4	17.7	-27.4	19.0	14.0	-26.4

^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						
Country	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

^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 gallon

SOURCE: U.S. Department of Commerce.

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

Season-to-Date October						
Country	Volume			FOB Value/SSG ^c		
	2017-18	2018-al	Change	2017-18	2018-al	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	2.09	2.46	+17.7	3.76	5.07	+34.8
Europe	0.00	0.01	N/A	2.62	4.77	+82.1
Japan	0.00	0.02	N/A	N/A	5.95	N/A
Other	0.00	0.69	N/A	N/A	5.70	N/A
TOTAL	2.10	3.18	+51.4	3.75	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 13.7%, season-to-date through 12/01/18

^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.

SOURCE: U.S. Department of Commerce.

Non-FDOC Processor FCOJ Disappearance Index

Item	Season-to-Date (October)		
	2017-18	2018-19	Change
- million SSE gallons -			- % -
Beginning Inventory^a	15.5	11.7	-24.6
Foreign Imports^b	<u>27.3</u>	<u>5.0</u>	<u>-81.5</u>
Availability^c	42.8	16.7	-60.9
Ending Inventory^a	<u>16.6</u>	<u>10.4</u>	<u>-37.7</u>
Non-FDOC Processor FCOJ Disappearance^d	26.2	6.4	-75.6

^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 11/24/18, Topline Report #02									
	2017-18	2018-19	Change	2017-18	2018-19	Change	2017-18	2018-19	Change
Refrigerated	62.10	57.44	-7.5	420.56	405.50	-3.6	6.77	7.06	+4.2
NFC	39.60	35.11	-11.3	305.34	290.02	-5.0	7.71	8.26	+7.1
RECON	22.50	22.33	-0.7	115.22	115.48	+0.2	5.12	5.17	+1.0
FCOJ	2.58	2.40	-7.0	12.88	11.80	-8.4	4.99	4.92	-1.5
Shelf Stable	0.04	0.03	-18.5	0.33	0.27	-18.5	9.07	9.08	+0.1
TOTAL	64.71	59.87	-7.5	433.77	417.56	-3.7	6.70	6.97	+4.0

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		
	11/26/16	11/25/17	11/24/18	11/26/16	11/25/17	11/24/18
Non-Promotional Price						
NFC <11 oz	\$3.85	\$3.86	\$4.01	\$11.70	\$11.89	\$12.05
NFC 11-20 oz	\$1.84	\$1.92	\$1.93	\$15.31	\$15.82	\$15.64
NFC 20-50 oz	\$3.75	\$3.67	\$3.74	\$14.00	\$14.41	\$14.80
NFC 50-70 oz	\$3.77	\$3.78	\$3.70	\$7.68	\$7.77	\$8.33
NFC 70-110 oz	\$5.67	\$5.83	\$5.82	\$8.15	\$8.38	\$8.37
NFC >110 oz	\$6.58	\$6.38	\$6.65	\$6.68	\$6.38	\$6.65
Promotional Price^a						
NFC <11 oz	\$3.12	\$3.46	\$2.91	\$9.83	\$10.40	\$9.83
NFC 11-20 oz	\$1.32	\$1.30	\$1.31	\$13.20	\$13.82	\$13.30
NFC 20-50 oz	\$3.02	\$3.00	\$2.64	\$11.25	\$11.58	\$10.50
NFC 50-70 oz	\$3.04	\$3.10	\$3.09	\$6.57	\$6.71	\$7.21
NFC 70-110 oz	\$5.13	\$5.34	\$5.47	\$7.38	\$7.69	\$7.86
NFC >110 oz	\$6.50	\$6.34	\$6.32	\$6.69	\$6.34	\$6.32

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)

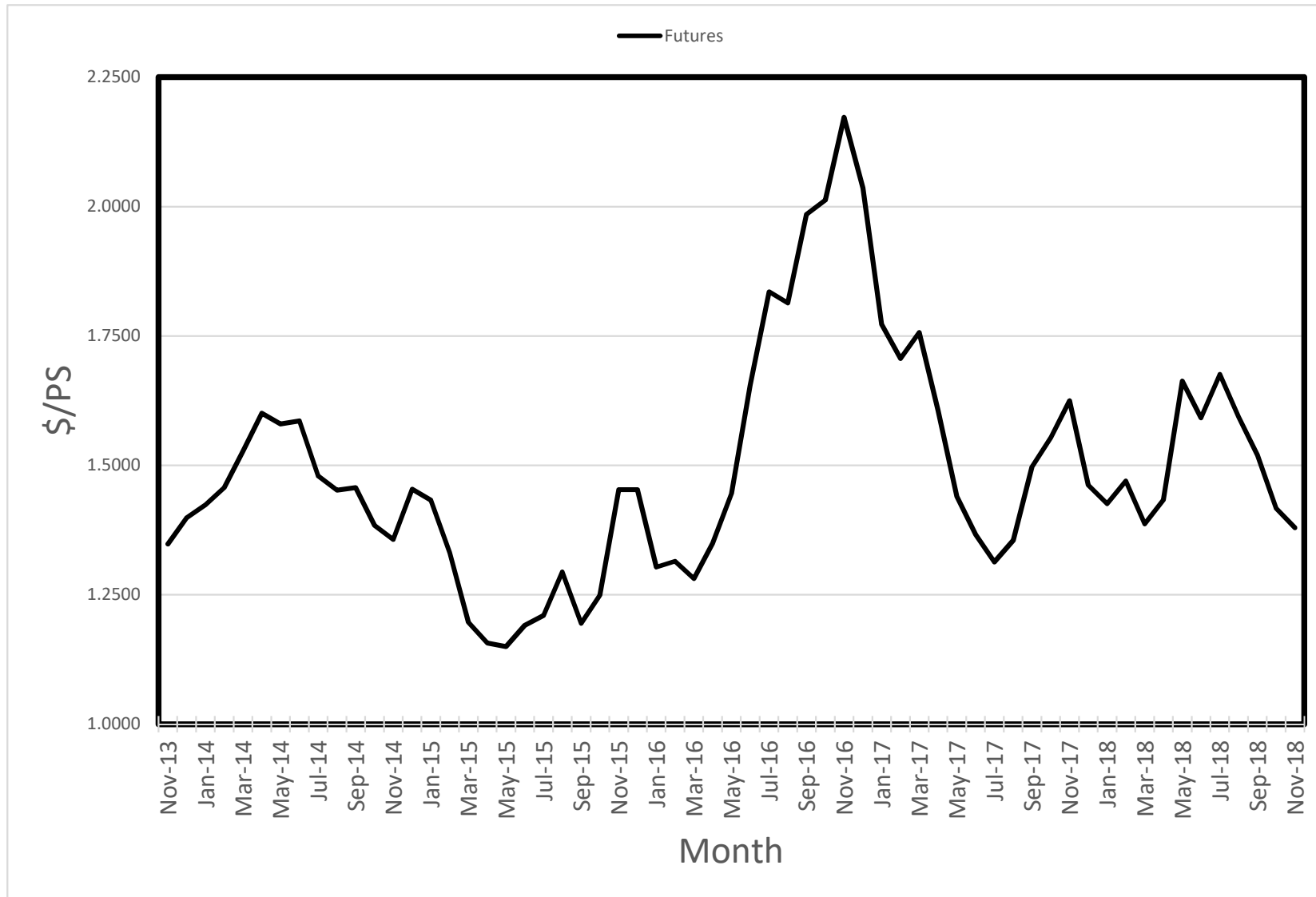
Unit Sizes	Dollar Sales			Gallon Sales		
	16 Week Period Ending			16 Week Period Ending		
	11/26/16	11/25/17	11/24/18	11/26/16	11/25/17	11/24/18
NFC <11 oz	\$11,078,786	\$10,866,131	\$9,558,747	963,146	929,965	814,239
NFC 11-20 oz	\$32,155,367	\$31,778,909	\$33,240,750	2,194,249	2,093,370	2,217,541
NFC 20-50 oz	\$7,978,972	\$6,018,108	\$8,007,708	584,392	434,311	574,776
NFC 50-70 oz	\$413,414,836	\$383,757,032	\$351,012,220	57,661,098	52,606,207	44,836,852
NFC 70-110 oz	\$134,419,692	\$132,437,543	\$139,947,007	16,974,038	16,150,279	16,956,480
NFC >110 oz	\$27,284,087	\$25,132,506	\$20,528,862	4,084,412	3,939,846	3,103,740
% Sold on Promotion^a						
NFC <11 oz	8.9%	12.5%	11.9%	10.4%	14.1%	14.2%
NFC 11-20 oz	27.9%	28.9%	24.6%	31.0%	31.8%	27.7%
NFC 20-50 oz	10.5%	16.4%	15.2%	12.7%	19.6%	20.1%
NFC 50-70 oz	42.2%	41.2%	41.2%	46.0%	44.8%	44.7%
NFC 70-110 oz	28.0%	24.5%	22.3%	30.0%	26.1%	23.4%
NFC >110 oz	6.8%	5.5%	9.8%	6.8%	5.5%	10.3%

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.

^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

November 2013 through November 2018



FCOJ Prices November

Item	2017	2018	Change
- \$ / PS -			- % -
FCOJ Futures	1.6250	1.3796	-15.1

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	N/A	N/A	N/A
Late Season Oranges ^b	N/A	N/A	N/A
White Grapefruit ^c	N/A	N/A	N/A
Red/Pink Grapefruit ^c	N/A	N/A	N/A

^a 2018-19 STD price through 12/01/18. 2017-18 STD price through 12/02/17.

^b Late season fruit has not begun for this season

^c 2018-19 STD price through 12/01/18. 2017-18 STD price through 12/02/17.

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 -	- % -
2016-17	7.59		6.50	
2017-18	5.83	-23.2	5.97	-8.2
2018-19	5.94	+1.9	5.66	-5.1

^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 11/18/18			FOB Price through 05/21/18		
	2017-18 STD	2018-19 STD	Change	2017-18 STD	2018-19 STD	Change
	- 1,000 of 4/5 bu. cartons -		- % -	- \$ / carton -		- % -
Early & Mid Oranges	512	474	-7.5	17.43	15.30	-12.2
Navel	229	210	-8.1	21.75	17.82	-18.1
Valencia	0	2	N/A	17.43	N/A	N/A
Tangelo	9	1	-91.4	21.86	N/A	N/A
Early Tangerines ^a	187	170	-9.5	26.14	23.58	-9.8
Honey / Murcotts	0	0	N/A	26.91	N/A	N/A
Royal Tangerines / Temples	0	0	N/A	21.60	N/A	N/A
TOTAL	936	856	-8.5			

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 - October			STD - 11/24/18			
- million pounds -		- % -	- thousand 7/10 bu. Cartons -		- % -	
286.0	295.5	+3.3	Total	984	707	-28.1
			Export	70	78	+10.6
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 12/01/18 (FDOC Processor Week 9)		
	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	0.0	0.3	+3379.7
Imports^a	1.5	4.5	+193.0	1.6	1.4	-10.7
Availability	24.4	16.4	-32.9	11.1	6.8	-38.5
Movement	15.9	11.7	-26.7	2.5	1.7	-32.0
Bulk	15.8	11.6	-26.9	2.5	1.7	-32.2
Packaged	0.1	0.1	-9.2	0.0	0.0	-9.6
Ending Inventory	9.6	5.2	-45.6	8.8	5.5	-37.3
Bulk	9.5	5.2	-45.6	8.7	5.5	-37.4
Packaged	0.0	0.0	-25.3	0.0	0.0	-17.4
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	31.3	23.2	-25.7	31.8	29.4	-7.7

^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: 12/01/18 (FDOC Processor Week 9)		
	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	1.3	0.6	-54.9
Imports^a	2.0	4.4	+120.6	0.2	0.5	+165.2
Availability	22.8	19.3	-15.3	10.1	7.9	-21.3
Movement	14.2	12.4	-12.9	2.4	1.8	-26.7
Bulk	2.4	1.2	-50.4	0.3	0.1	-55.9
Packaged	11.8	11.2	-5.3	2.1	1.6	-22.1
Ending Inventory	8.6	6.8	-20.5	7.7	6.2	-19.6
Bulk	8.4	6.7	-20.3	7.4	5.9	-20.3
Packaged	0.2	0.1	-28.5	0.3	0.3	-0.3
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	31.3	28.6	-8.7	28.5	31.3	+9.8

^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						
Country	Volume			FOB Value/SSG ^c		
	2017-18	2018-19	Change	2017-18	2018-19	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	0.00	0.15	N/A	N/A	5.05	N/A
Europe	0.00	0.54	N/A	N/A	5.66	N/A
Japan	0.00	0.04	N/A	N/A	4.65	N/A
Other	0.00	0.08	N/A	N/A	4.00	N/A
TOTAL	0.00	0.81	N/A	N/A	5.34	N/A

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

^b FDOC Processor exports of GJ for the 2018-19 season were down 37.9%, season-to-date through 12/01/18.

^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.

U.S. Retail Grapefruit Juice Sales

Expanded All Outlets Combined (xAOC)^a

Expanded Product Comparison

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 11/24/18, Topline Report #02									
	2017-18	2018-19	Change	2017-18	2018-19	Change	2017-18	2018-19	Change
Refrigerated	1.47	1.03	-29.9	11.64	9.12	-21.6	7.89	8.83	+11.8
NFC	1.35	0.98	-27.7	10.55	8.36	-20.7	7.82	8.57	+9.7
RECON	0.12	0.06	-53.3	1.08	0.76	-30.0	8.73	13.07	+49.6
FCOJ	0.01	0.10	+677.9	0.06	0.38	+487.5	4.80	3.63	-24.5
Shelf Stable	0.57	0.50	-11.5	3.47	3.09	-11.1	6.15	6.18	+0.5
TOTAL	2.05	1.64	-20.2	15.18	12.59	-17.0	7.39	7.69	+4.0

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 11/18/18

Destination/Variety	2017-18 STD	2018-19 STD	Change
- 1,000 4/5-bu. cartons -			- % -
Domestic & Canadian - All	443	443	-0.1
White	8	4	-52.0
Red/Pink	435	439	+0.9
Offshore Exports - All	297	268	-9.9
White	53	63	+19.2
Red/Pink	244	205	-16.1
TOTAL - All	740	710	-4.0
White	61	67	+9.4
Red/Pink	679	644	-5.2

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Shipments Season-to-Date through 11/18/18

Country	2017-18 STD	2018-19 STD	Change
- 1,000 4/5-bu. cartons -			- % -
United States	380	398	+4.8
Canada	63	45	-29.4
Europe	115	71	-37.7
Japan	124	141	+13.6
Other	58	55	-5.0
TOTAL - All	740	710	-4.0

Source: DFVI, Florida Dept. of Agriculture

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

Variety	FOB Price		
	2017-18	2018-19	Change
	STD	STD	
	- \$ / carton -		- % -
TOTAL^a	19.26	17.89	-7.1
White	20.58	17.73	-13.8
Red/Pink	19.14	17.91	-6.4

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

Foreign Exchange Rates Per USD

Date	Euro	Real	Yen
Annual			
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
2017	0.8871	3.188	112.14
2017 (through November)	0.8910	3.178	112.06
2018 (through November)	0.8442	3.628	110.04
% Change	-5.3	+14.2	-1.8
Average for Month of November			
2017	0.8521	3.263	112.86
2018	0.8798	3.772	113.27
% Change	+3.2	+15.6	+0.4