

Florida Citrus Economic & Market Indicators May, 2010

Summary Comments	1
Oranges & Specialty Fruit	
Brazil Orange-Juice Exports	2
• Florida Orange-Juice Availability, Movement and Inventory	
Florida Orange-Juice Movement	
Florida FCOJ Movement	5
Florida NFC-OJ Movement	
• U.S. Orange-Juice Imports.	
Non-FDOC Processor FCOJ Disappearance Index	7
• U.S. Orange-Juice Exports.	
• U.S. Retail Orange-Juice Sales.	
• FCOJ Futures, Florida Bulk FOB & Rotterdam Monthly Average Prices.	10
• FCOJ Prices.	11
• FDOC Processor Delivered-In Prices.	12
Sao Paulo Processed Orange Delivered-In Prices	13
• Florida Fresh Orange and Specialty Fruit Shipments and FOB Prices, Season-to-Date	14
Selected Competitive Fresh Fruit Shipments	15
Grapefruit	
Florida Grapefruit-Juice Availability, Movement and Inventory	16
Florida Grapefruit-Juice Movement	17
Florida FCGJ Movement	18
Florida NFC-GJ Movement	18
• U.S. Grapefruit-Juice Exports	19
Florida FCGJ Export Movement	20
Florida NFC-GJ Export Movement	20
• U.S. Retail Grapefruit-Juice Sales	21
Florida Fresh Grapefruit Shipments, Season-to-Date	22
Florida Fresh Grapefruit Domestic and Export Certified Shipments	23
Florida Fresh Grapefruit Domestic FOB Prices, Season-to-Date	24
Foreign Exchange Rates Per \$US	25
FDOC Consumer Tracking Study	
Total Communication Awareness	26
Purchase Trends	27
Consumption	28
Satisfaction	29

Summary Comments

- > Over July through April of the 2009-10 season, Brazil's OJ exports were up 4.4% from the previous year with exports to NAFTA countries, Europe and the Far East up 34.9%, down 4.2% and up 41.1%, respectively.
- Season-to-date through 05/01/10, Florida OJ availability, movement and ending inventories were down 5.6%, 9.4% and 2.4%, respectively, from last season.
- For October through March of the 2009-10 season, U.S. OJ imports and exports were up 23.7% and down 9.3%, respectively. For 2009-10, season-to-date through 05/01/10, Florida OJ exports were up 8.8% (FDOC Processors report).
- > For October through March of the 2009-10 season, Non-FDOC Processor FCOJ disappearance, based on FCOJ inventories and imports, was down 7.1%.
- ➤ Season-to-date through 04/17/10, 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 up .6% from the previous season, with the NFC price down 2.9%, the Recon price down 9.1% and the overall OJ price down 5.3%.
- > The April average FCOJ Futures price was \$1.33/PS, up \$.52/PS from last year. The Florida bulk FCOJ FOB price was \$1.42/PS for the week ending 04/17/10, up \$.52/PS from last year; while the Rotterdam price was at an estimated \$2,000/MT, up \$850/MT from last year.
- ➤ The season (final) delivered-in price for early and midseason oranges was \$1.32/PS, up \$.31/PS from last season; season-to-date through 05/01/10, the delivered-in price for Valencia oranges was \$1.53/PS, up \$.45/PS from last season; season-to-date delivered-in prices for white and red grapefruit juice were \$1.16/PS and \$1.13/PS, up \$.58/PS and \$.49/PS from last season, respectively.
- > Season-to-date through 05/09/10, fresh orange and specialty citrus shipments were down 11.5% from last season.
- > Season-to-date through March, clementine/tangerine imports were down 12.6%. Season-to-date through 05/09/10, Texas fresh grapefruit shipments were up 1.8%.
- > Season-to-date through 05/01/10, Florida GJ availability, movement and ending inventory were down 17.0%, 31.4% and 8.2%, respectively.
- For October through March of 2009-10, U.S. GJ exports were down 40.9%. Season-to-date through 05/01/10, Florida GJ exports were down 36.5% (FDOC Processors report).
- > Season-to-date through 04/17/10, GJ volume sales in all Nielsen retail outlets were down 6.0% from last season, with the overall GJ price slightly up.
- ➤ Season-to-date through 05/09/10, Florida fresh grapefruit shipments were down 1.3% from last season, with Domestic/Canadian shipments down 2.5% and offshore shipments down .5% (CAC). Season-to-date through 05/02/10, certified shipments to Europe and Japan were down 11.9% and up 4.0%, respectively. Season-to-date through 05/09/10, Domestic FOB prices (CAC) for fresh white and colored grapefruit were up 43.3% and 26.2%, respectively.
- For the week ending 05/17/10 versus the same period last year, the Euro-per-Dollar exchange rate was up 8.1%, while the Yen-per-Dollar was down 4.0%.
- ➤ Communication awareness has dropped slightly from Q4-2009 despite similar levels of spend.
- > There has been no significant change in purchasing trends in Q1-2010.
- > There was a small increase in the number of regular drinkers during Q1-2010; however, this was offset by a slight decrease in more frequent drinkers.
- > During Q1-2010, satisfaction with orange juice steadied at levels consistent with its pre-Q3-2009 peak.

Brazil Orange-Juice Exports

Destination	Season-to-Date (July-April)				
	2008-09	2009-10	Change		
	million S	- % -			
NAFTA ^b	179.9	242.6	+34.9		
Europec	1,124.9	1,077.5	-4.2		
Far East ^d	110.7	156.2	+41.1		
Others	69.6	74.9	+7.6		
TOTAL	1,485.2	1,551.2	+4.4		

^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.

SOURCE: SECEX.

^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.

Florida Orange-Juice Availability, Movement and Inventory

Item	Season (October-September)			Season-to-Date 05/01/10 (FDOC Processor Week 30)		
	2008-09	2009-10e	Change	2008-09	2009-10	Change
	- million S	SE gallons -	- % -	- million SS	SE gallons -	- % -
Beginning Inventory	624.2	672.9	+7.8	624.2	672.9	+7.8
Pack from Fruit ^a	1,034.7	799.4	-22.7	746.2	612.7	-17.9
Imports ^{a,b}	152.4	176.4	+15.7	88.1	91.2	+3.5
Availability	1,811.3	1,648.7	-9.0	1,458.5	1,376.8	-5.6
Movement	1,138.4	1,026.6	-9.8	675.6	612.3	-9.4
FCOJ	591.1	495.8	-16.1	352.6	297.4	-15.7
NFC^c	547.3	530.8	-3.0	323.0	315.0	-2.5
Ending Inventory	672.9	622.1	-7.6	782.9	764.4	-2.4
FCOJ	470.8	435.5	-7.5	522.3	519.6	5
NFC	202.2	186.6	-7.7	260.6	244.8	-6.0
	weeks	supply	- % -	weeks supply		- % -
Carryover – STD ^d	31.3	31.5	+.6	34.8	37.5	+7.7
$FCOJ^d$	42.4	46.7	+10.1	44.4	52.4	+17.9
$\mathrm{COJ}^{\mathrm{d}}$	18.3	17.8	-2.7	22.2	22.3	+.4

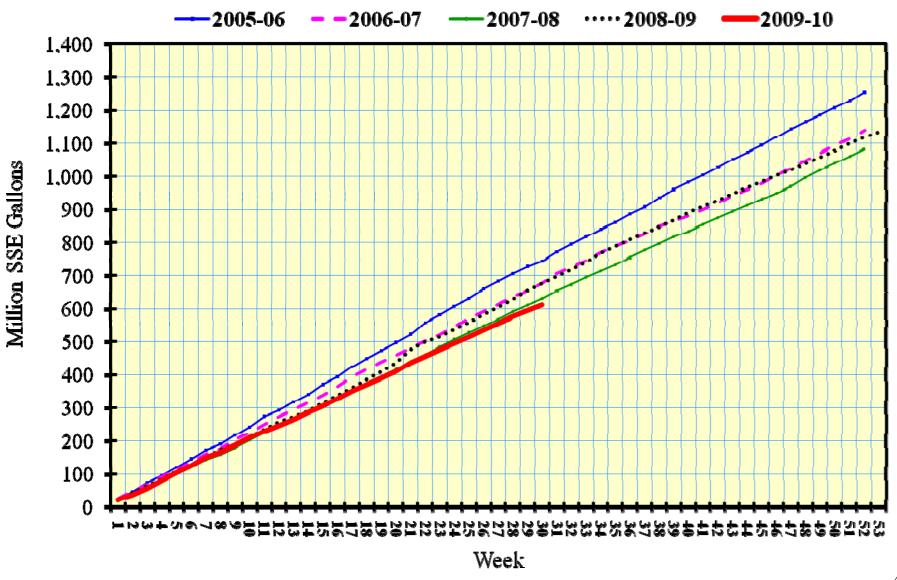
^aFDOC Processor non-member Florida product included in pack from fruit for season data but included in imports for season-to-date data.

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

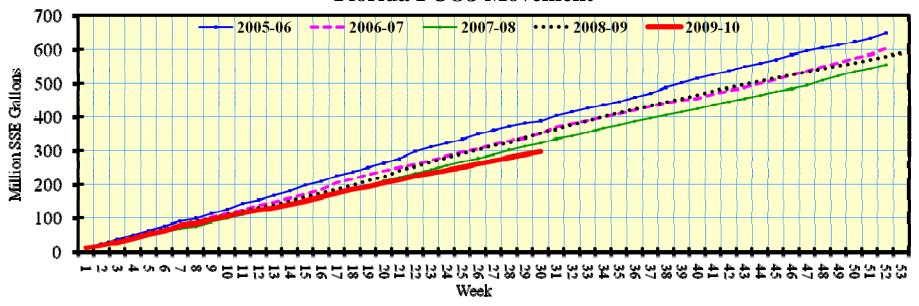
^cExcludes movement of reconstituted chilled orange juice and evaporated COJ.

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

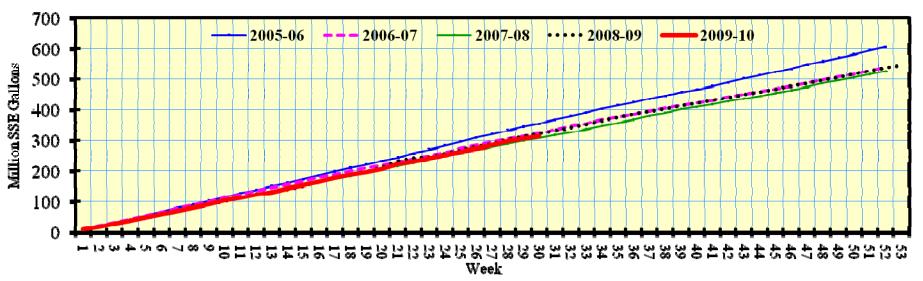
Florida Orange-Juice Movement



Florida FCOJ Movement



Florida NFC-OJ Movement



U.S. Orange-Juice Imports^a

	Season-to-Date (October-March)							
Country		TOTAL O	J	NFC-OJ				
	2008-09	2009-10	Change	2008-09	2009-10	Change		
	mil. SSE gal		- % -	mil. SSE gal		- % -		
Brazil	96.22	112.62	+17.0	41.54	27.95	-32.7		
CBI ^b	15.14	23.69	+56.5	.02	.03	+50.0		
Mexico	44.58	58.48	+31.2	.47	1.75	+272.3		
Other	4.21	3.30	-21.6	.02				
TOTAL	160.15	198.10	+23.7	42.05	29.73	-29.3		

^aIncludes OJ with added vitamins and minerals.

SOURCE: U.S. Department of Commerce.

^bIncludes Dominican Republic-Central America initiatives.

Non-FDOC Processor FCOJ Disappearance Index

Item	Season-to-Date (October-March)				
	2008-09	2009-10	Change		
	- million SSE gallons -		- % -		
Beginning Inventorya	57.3	23.7	-58.6		
Foreign Imports ^b	<u>74.7</u>	<u>108.0</u>	<u>+44.6</u>		
Availability ^c	132.0	131.7	2		
Ending Inventory ^a	32.0	<u>38.8</u>	<u>+21.3</u>		
Non-FDOC Proc. FCOJ Disappearance ^d	100.0	92.9	-7.1		

^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,b}

Country	Season-to-Date (October-March)					
·	2008-09	2009-10	Change			
	million SS	- % -				
Canada	35.33	33.71	-4.5			
Europe	16.19	14.21	-12.2			
Japan	1.48	.40	-73.0			
Other	13.28	11.80	-11.1			
TOTAL	66.28	60.12	-9.3			

^aIncludes OJ with added vitamins and minerals.

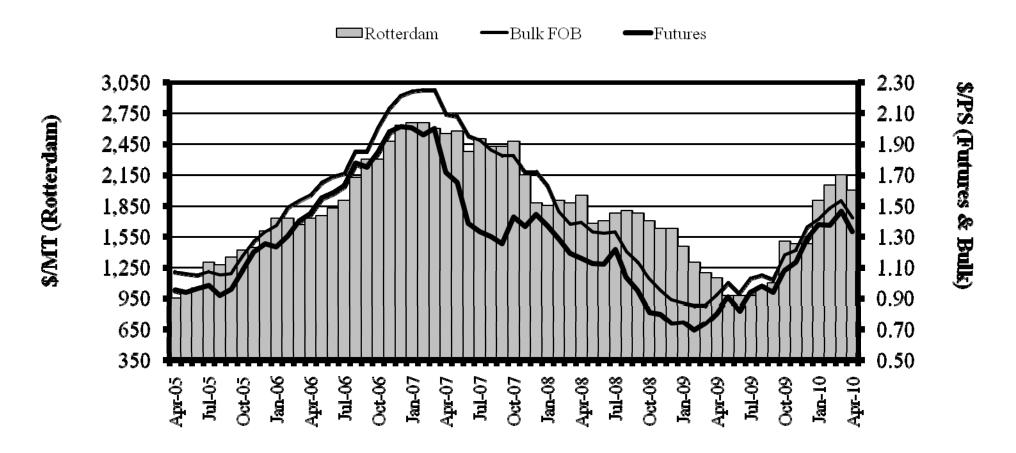
^bFDOC Processor exports of OJ for the 2009-10 season were up 8.8%, season-to-date through 05/01/10. SOURCE: U.S. Department of Commerce.

U.S. Retail Orange-Juice Sales

		Volume			Price			
Item	2008-09p	2009-10f	Change	2008-09p	2009-10f	Change		
	- million S	SE gallons -	- % -	\$/SSE	gallon	- % -		
SEASON:								
Refrigerated	578.6	594.2	+2.7	5.68	5.48	-3.5		
NFC	317.1	318.6	+.5	6.59	6.50	-1.4		
RECON	261.5	275.6	+5.4	4.58	4.32	-5.7		
FCOJ	45.2	38.1	-15.7	4.66	4.62	9		
Shelf Stable	5.3	3.6	-32.8	6.76	6.88	+1.8		
TOTAL	629.1	634.8	+.9	5.62	5.46	-2.8		
SEASON-TO	-DATE: (throu	igh 04/17/10) ^a						
Refrigerated	320.13	327.96	+2.4	5.80	5.47	-5.7		
NFC	178.25	177.38	5	6.63	6.44	-2.9		
RECON	141.89	150.58	+6.1	4.76	4.32	-9.1		
FCOJ	26.14	21.63	-17.2	4.66	4.56	-2.2		
Shelf Stable	3.04	1.89	-37.9	6.77	6.90	+2.0		
TOTAL	349.31	351.48	+.6	5.72	5.42	-5.3		

^aActual for 2008-09 and preliminary for 2009-10.
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 April 2005 through April 2010



Month Average

FCOJ Prices – Aprila

Item	2008-09	2009-10	Change
	\$/pound	s solids	%
FCOJ Florida Bulk FOB	.90	1.42	+57.8
FCOJ Futures	.81	1.33	+64.2
	\$/metr	ic ton	
FCOJ Rotterdam	1,150	2,000	+73.9

^aPrices are for the following time periods: Florida Bulk FCOJ FOB – Week ending 04/17/10.

Futures – April average.

Rotterdam – April *Foodnews*.

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

FDOC Processor Delivered-In Prices

Report #30 – Week Ending 05/01/10

Variety	Week Ending			Season-to-Date			
	2008-09	2009-10	Change	2008-09	2009-10	Change	
Early & Midseason ^{a,b}	.889	1.426	+.537	1.009	1.318	+.309	
Valenciasa	1.107	1.541	+.434	1.081	1.529	+.448	
White Grapefruit	.683	1.047	+.364	.580	1.164	+.584	
Red Grapefruit	.781	.843	+.062	.647	1.132	+.485	

^aFinal priced, combined.

bSeason final.

Sao Paulo Processed Orange Delivered-In Prices

Monthly Average and Season-to-Date

	April A	Average	Season-to-Date (July-April) ^a		
Season	Price	Price Change From Year Ago		Change From Year Ago	
	- \$/box ^b -	%	- \$/box ^b -	%	
2007-08	4.96	+14.8	6.07	+4.8	
2008-09	2.04	-58.9	3.90	-35.7	
2009-10	4.69	+129.9	3.88	6	

^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 05/09/10			FOB Price thru 05/09/10		
Variety	2008-09 STD	2009-10 STD	Change	2008-09 STD	2009-10 STD	Change
	- 1,000 4/5-	bu. cartons -	- % -	\$/ca	rton	- % -
Early, Mids & Temples ^a	2,848	2,850	+.1	8.45	10.66	+26.2
Navel	3,878	2,862	-26.2	10.46	13.62	+30.2
Valencia	2,844	1,934	-32.0	7.87	11.02	+40.0
Tangelo	827	637	-23.0	9.37	11.24	+20.0
Early Tangerines ^b	3,431	2,695	-21.5	12.43	16.33	+31.4
Honey	1,687	2,757	+63.4	15.36	15.25	7
TOTAL	15,515	13,735	-11.5			

^aPrices for Early & Mids.

SOURCE: Citrus Administrative Committee.

^bPrices for Sunburst.

Selected Competitive Fresh Fruit Shipments

	U.S. Clementine and Tangerine Imports			Texas Fresh Fruit Shipm	ents
2008-09	2009-10	Change	2008-09	2009-10	Charre
August	August-March		STD – 0	Change	
million	million pounds %		thousand 7/10-bu. cartons		- % -
221.59	193.77	-12.6	6,061	6,170	+1.8
SOURCE: U.S. Departmen	at of Commerce.	1	SOURCE: Citrus Adminis	strative Committee.	

Florida Grapefruit-Juice Availability, Movement and Inventory

Item	Season (October-September)			Season-to-Date 05/01/10 (FDOC Processor Week 30)		
	2008-09	2009-10e	Change	2008-09	2009-10	Change
	- million S	SE gallons -	- % -	- million SSE gallons -		- % -
Beginning Inventory	59.3	45.7	-23.0	59.3	45.7	-23.0
Pack from Fruita	68.0	60.6	-10.9	64.8	57.6	-11.1
Availability	127.3	106.3	-16.5	124.1	103.0	-17.0
Movement	81.6	57.2	-30.0	47.3	32.5	-31.4
FCGJ	52.3	35.0	-33.2	30.6	19.7	-35.6
NFC^b	29.3	22.2	-24.2	16.8	12.8	-23.6
Ending Inventory	45.7	49.1	+7.6	76.7	70.5	-8.2
	weeks	supply	- % -	weeks	supply	- % -
Carryover - STD ^c	29.7	44.7	+50.7	48.6	65.1	+33.8
Carryover – 13 Weeks ^d				52.2	65.3	+25.1
Carryover – 3 Years ^e				50.2	46.1	-8.2

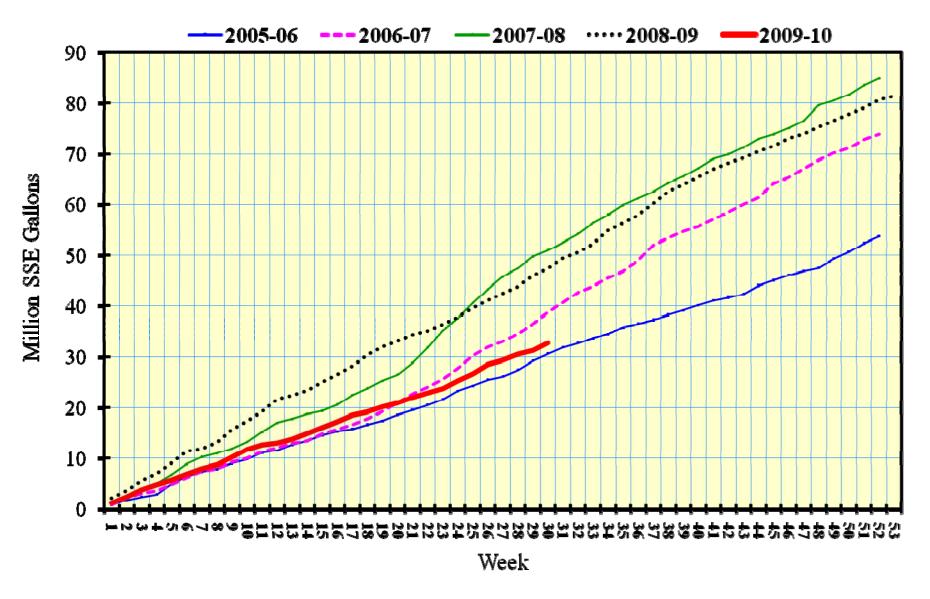
^aIncludes domestic receipts by members of non-Florida product, Florida product received by members from non-members, foreign imports, net loss or gain during reprocessing and adjustments.

^bExcludes movement of reconstituted chilled grapefruit juice and evaporated CGJ.

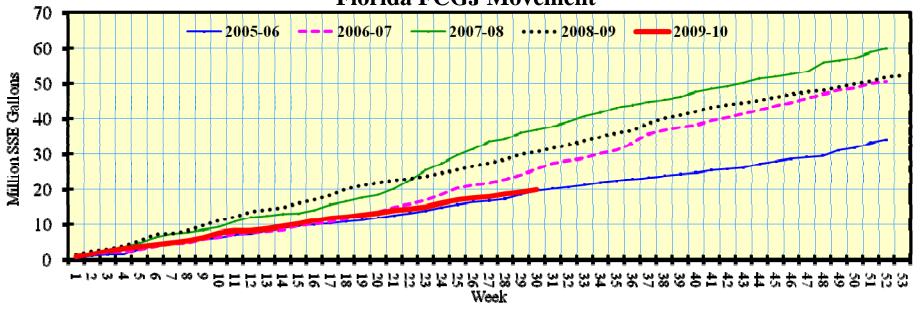
^cSeason-to-date weeks supply based on season-to-date movement.

dSeason-to-date weeks supply based on last 13-week movement. Season-to-date weeks supply based on last 3-year movement.

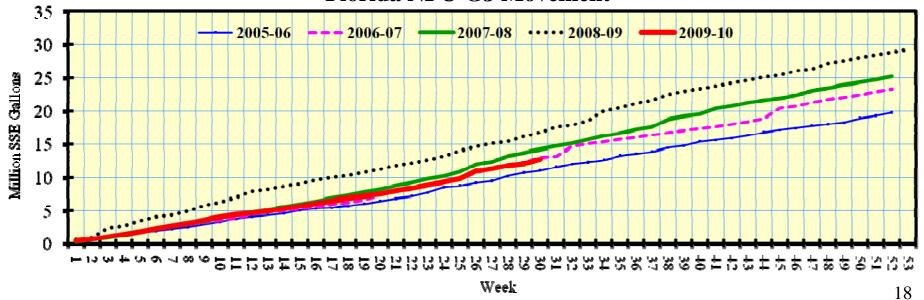
Florida Grapefruit-Juice Movement







Florida NFC-GJ Movement



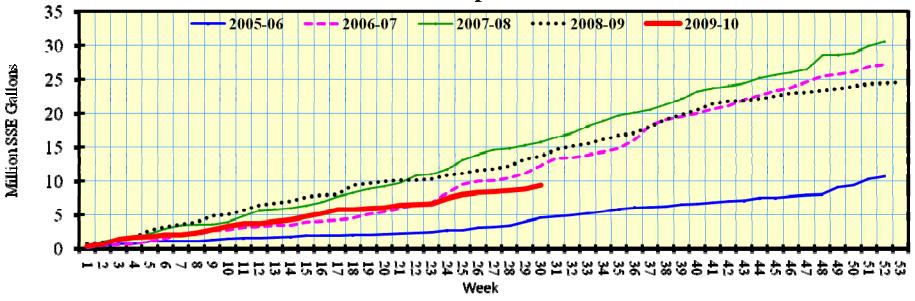
U.S. Grapefruit-Juice Exports^{a,b}

Country	Season-to-Date (October-March)			
· ·	2008-09	2009-10	Change	
	million S	SE gallons	- % -	
Canada	1.40	1.10	-21.4	
Europe	4.05	1.73	-57.3	
Japan	1.37	1.30	-5.1	
Other	.88	.43	-51.1	
TOTAL	7.71	4.56	-40.9	

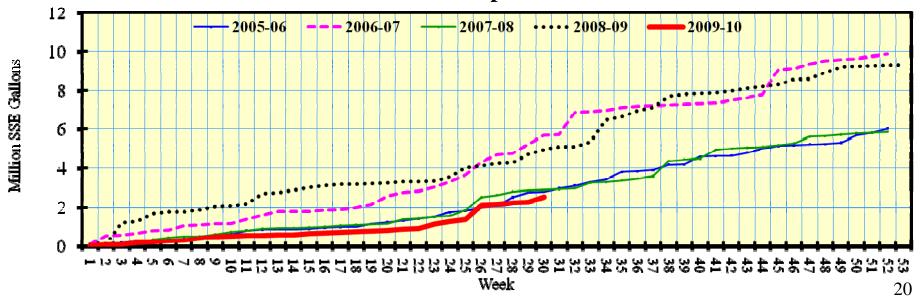
^aFDOC estimates.

 $[^]bFDOC$ Processor exports of GJ for the 2009-10 season were down 36.5%, season-to-date through 05/01/10. SOURCE: U.S. Department of Commerce.

Florida FCGJ Export Movement



Florida NFC-GJ Export Movement



U.S. Retail Grapefruit-Juice Sales

		Volume			Price		
Item	2008-09p	2009-10f	Change	2008-09p	2009-10f	Change	
	- million S	SE gallons -	- % -	\$/SSE	gallon	- % -	
SEASON:							
Refrigerated	13.01	12.45	-4.3	6.60	6.46	-2.0	
NFC	12.27	11.82	-3.7	6.74	6.56	-2.6	
RECON	.73	.63	-14.1	4.27	4.60	+7.8	
FCGJ	.77	.47	-38.6	4.26	4.29	+.7	
Shelf Stable	7.16	6.99	-2.4	6.04	6.00	6	
TOTAL	20.94	19.91	-5.0	6.32	6.27	9	
SEASON-TO	-DATE: (throu	igh 04/17/10) ^a					
Refrigerated	7.27	7.12	-2.1	6.60	6.51	-1.4	
NFC	6.87	6.77	-1.5	6.74	6.61	-2.0	
RECON	.41	.35	-12.6	4.21	4.62	+9.8	
FCGJ	.45	.25	-43.5	4.23	4.40	+3.9	
Shelf Stable	3.99	3.64	-8.8	5.97	6.06	+1.6	
TOTAL	11.71	11.01	-6.0	6.30	6.32	+.3	

^aSEASON-TO-DATE: Actual for 2008-09 and preliminary for 2009-10.

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 05/09/10

Shipments/ Variety	2008-09 STD	2009-10 STD	Change
	1,000 4/5-b	ou. cartons	%
Domestic & Canadian – All	7,112	6,936	-2.5
White	223	218	-2.2
Colored	6,889	6,718	-2.5
Offshore Exports – All	10,220	10,167	5
White	2,210	2,395	+8.4
Colored	8,010	7,772	-3.0
TOTAL - All	17,332	17,103	-1.3
White	2,433	2,613	+7.4
Colored	14,899	14,490	-2.7

SOURCE: Citrus Administrative Committee, preliminary; last two weeks of the 2009-10 season contain estimates.

Florida Fresh Grapefruit Domestic and Export Certified Shipments, Season-to-Date through 05/02/10

Country	2008-09 STD	2009-10 STD	Change
	- thousan	d cartons -	- % -
United States	6,003	5,736	-4.4
Canada	1,068	1,096	+2.7
Europe	3,924	3,455	-11.9
Japan	6,036	6,277	+4.0
Other	260	430	+65.4
TOTAL	17,291	16,994	-1.7

SOURCE: Florida Department of Citrus.

Florida Fresh Grapefruit Domestic FOB Prices Season-to-Date through 05/09/10

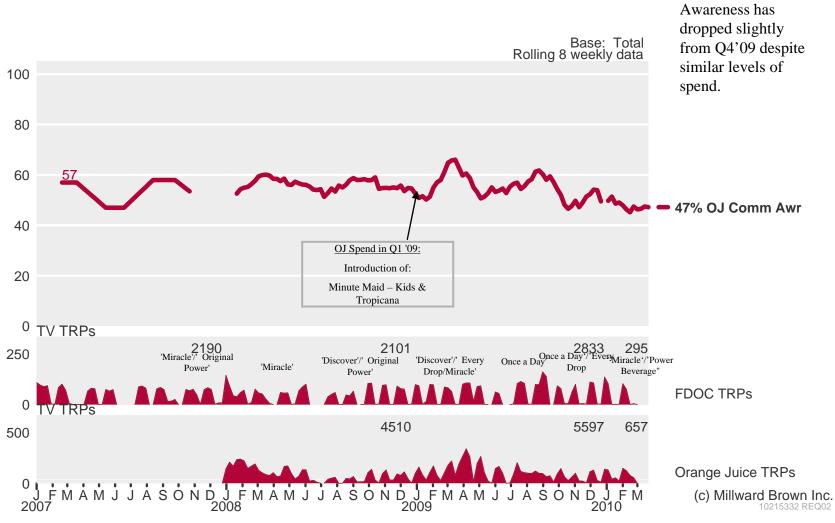
Vonictr	FOB Price				
Variety	2008-09 STD	2009-10 STD	Change		
	\$/c	arton	%		
TOTAL					
White	9.26	13.27	+43.3		
Colored	9.40	11.86	+26.2		

SOURCE: Citrus Administrative Committee.

Foreign Exchange Rates Per \$US

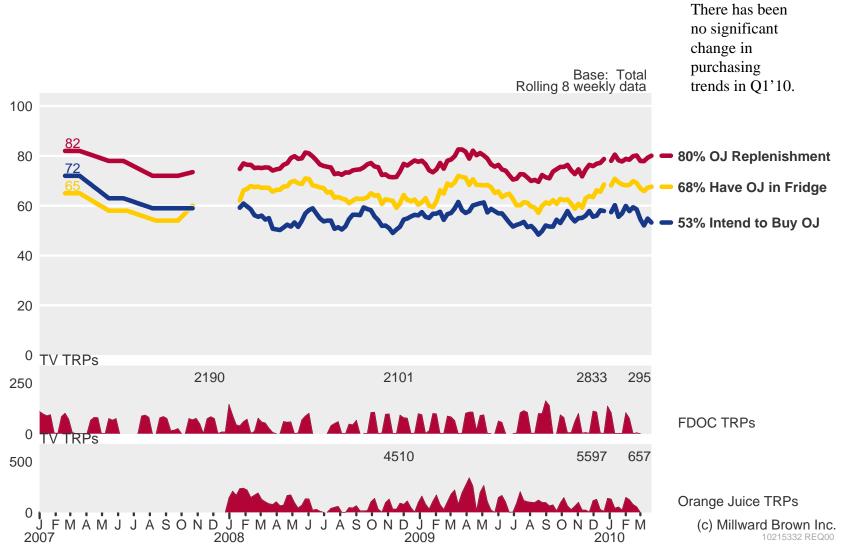
Date	Euro	Euro Real	
ANNUAL			
2006	0.79703	2.17995	116.33664
2007	0.73082	1.95159	117.81453
2008	0.68341	1.84021	103.46616
2009	0.71916	2.00847	93.61672
2009 (thru 05/17/09)	0.76096	2.27811	95.26330
2010 (thru 05/17/10)	0.73424	1.79804	91.63695
% Change	-3.5	-21.1	-3.8
WEEK ENDING 05/17	7/10		
2009	0.73554	2.09106	96.57461
2010	0.79536	1.79347	92.75101
% Change	+8.1	-14.2	-4.0

Total Communication Awareness



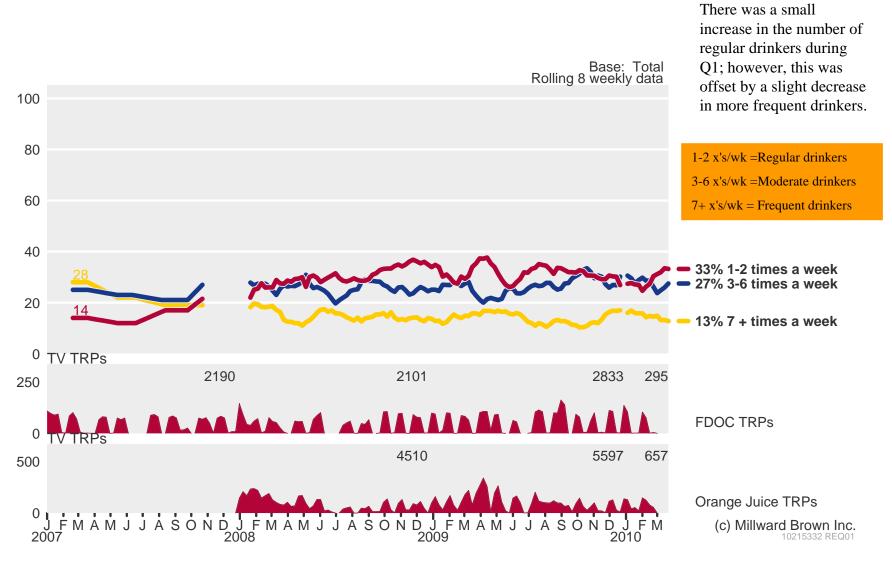
Q10. Have you seen, heard or read anything lately about Orange juice anywhere recently? Orange Juice TRPs include FDOC, Tropicana, Minute Maid, Simply Orange, Florida Natural.

Purchase Trends

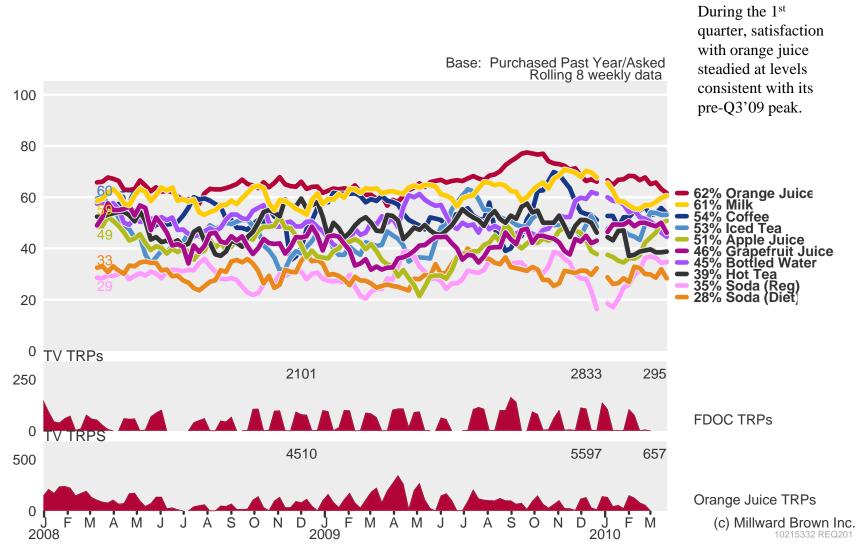


^{*} Intend to purchase or/and have OJ in the fridge Orange Juice TRPs include FDOC, Tropicana, Minute Maid, Simply Orange, Florida Natural.

Consumption



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.