

Florida Citrus Economic & Market Indicators August 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 were up 16.3% from the previous year with exports to the NAFTA region, Europe and the Far East down 5.3%, up 31.1% and down 39.9%, respectively.
- Season-to-date through 07/28/18, Florida FCOJ availability, movement and ending inventories were up 1.6%, down 21.5%, and up 37.3% respectively, from last season.
- Season-to-date through 07/28/18, Florida SSOJ availability, movement and ending inventories were down 16.0%, down 7.8%, and down 27.1% respectively, from last season.
- For October through June of the 2017-18 season, U.S. OJ imports and exports were up 46.4% and down 46.7% from last season, respectively. Season-to-date through 07/28/18, Florida OJ exports were down 75.9% (FDOC Processors Report).
- For October through June of the 2017-18 season, Non-FDOC Processor FCOJ disappearance, based on FCOJ inventories and imports, was up 17.2%.
- Season-to-date through 07/07/18, 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 4.9% from the previous season, with the NFC price down 3.5%, the Recon price down 1.6% and the overall OJ price down 3.1%.
- The average FCOJ Futures price was \$1.68/PS, up \$0.36/PS from last year.
- Season-to-date through 02/10/18, the delivered-in price for early and midseason oranges was \$2.59/PS, up \$0.18/PS from last season. Early/Midseason Orange Prices have not been released through 07/28/18. Season-to-date through 43302, the delivered-in price for late season oranges was \$2.75/PS, up \$0.15/PS from last season.
- Season to date through 05/06/18, fresh orange and specialty citrus shipments were down 16.7%, from last season.
- From August through June of the 2017-18 season, clementine and tangerine imports were down 17.5% relative to last season. Season-to-date through 05/26/18, Texas fresh grapefruit shipments were down 1.8% relative to last season.
- Season-to-date through 07/28/18, Florida FCGJ availability, movement and ending inventories were down 32.6%, down 27.7%, and down 37.8% respectively, from last season.
- Season-to-date through 07/28/18, Florida SSGJ availability, movement and ending inventories were down 15.2%, down 12.7%, and down 19.0% respectively, from last season.
- For October through June of the 2017-18 season, U.S. GJ exports were down 29.1%. Season-to-date through 07/28/18, Florida GJ exports were down 40.4% (FDOC Processors report).
- Season-to-date through 07/07/18, 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 5.3% from the previous season, with the overall GJ price up 2.7%.
- Season-to-date through 05/06/18, Florida fresh grapefruit shipments were down 50.1% from last season, with Domestic/Canadian shipments down 43.9% and offshore shipments down 55.7% (DFVI). Shipments to Europe and Japan were down 57.0% and down 57.2%, respectively. Domestic FOB prices (CAC) for fresh white and red/pink grapefruit were up 25.8% and up 31.4%, respectively.
- For the month of July versus the same period last year, the Euro/USD, Real/USD, and Yen/USD exchange rates were down 1.5%, up 21.4%, and down 1.2% respectively.

Brazil Orange Juice Exports

Destination	Season-to-Date		
	July		
	2016-17	2018-19	Change
	-million SSE Gallons-		- % -
NAFTA^b	26.3	24.9	-5.3
Europe^c	75.1	98.4	+31.1
Far East^d	7.6	4.6	-39.9
Others	3.3	2.7	-18.7
Total	112.3	130.6	+16.3

^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.

SOURCE: Secretary of External Commerce - Brazil

Florida FCOJ Availability, Movement and Inventory

Item	Prior Season Comparison (October - September)			Season-to-Date 07/28/18 (FDOC Processor Week 43)		
	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	74.5	41.1	-44.8
Imports^a	203.5	261.8	+28.6	217.1	285.2	+31.4
Availability	585.3	555.2	-5.1	510.6	518.5	+1.6
Movement	366.3	363.0	-0.9	310.5	243.9	-21.5
Bulk	285.3	292.3	+2.5	250.6	189.2	-24.5
Packaged	81.0	70.7	-12.7	59.9	54.7	-8.7
Ending Inventory	219.0	192.2	-12.2	200.0	274.6	+37.3
Bulk	212.2	185.0	-12.8	193.5	268.5	+38.8
Packaged	6.8	7.2	+6.1	6.6	6.1	-6.9
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^b	31.1	27.5	-11.5	27.7	48.4	+74.8

^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 07/28/18 (FDOC Processor Week 43)		
	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	320.6	200.1	-37.6
Imports^a	46.4	63.7	+37.3	51.8	96.3	+85.7
Availability	635.8	587.2	-7.6	575.2	483.1	-16.0
Movement^b	427.5	397.9	-6.9	335.5	309.2	-7.8
Bulk	31.0	31.2	+0.4	25.5	21.9	-13.9
Packaged	396.4	366.7	-7.5	310.0	287.3	-7.3
Ending Inventory	202.8	186.7	-7.9	237.1	172.7	-27.1
Bulk	196.2	181.0	-7.7	230.8	167.3	-27.5
Packaged	6.6	5.8	-12.3	6.3	5.5	-13.0
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^c	24.7	24.4	-1.0	30.4	24.0	-20.9

^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 - June						
Country	Volume			FOB Value/SSG ^c		
	2016-17	2017-18	Change	2016-17	2017-18	Change
TOTAL OJ						
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Brazil	156.38	310.36	+98.5	1.41	1.35	-4.3
CBI ^b	19.41	27.73	+42.9	2.26	1.86	-17.7
Mexico	156.49	158.80	+1.5	2.29	2.03	-11.4
Other	9.04	2.71	-70.0	2.53	2.73	+7.9
TOTAL	341.32	499.61	+46.4	1.89	1.60	-15.3
NFC OJ						
Brazil	52.62	100.43	+90.9	1.46	1.53	+4.8
CBI ^b	0.04	0.01	-75.0	2.74	4.68	+70.8
Mexico	17.39	23.31	+34.0	2.85	2.68	-6.0
Other	0.10	0.08	-20.0	2.85	2.93	+2.8
TOTAL	70.15	123.82	+76.5	1.80	1.74	-3.3

^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 gallons.

SOURCE: U.S. Department of Commerce.

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

Season-to-Date October - June						
Country	Volume			FOB Value/SSG ^c		
	2016-17	2017-18	Change	2016-17	2017-18	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	28.84	24.52	-15.0	4.95	4.94	-0.2
Europe	17.63	0.77	-95.6	2.66	4.70	+76.7
Japan	0.44	0.32	-27.3	4.07	4.44	+9.1
Other	16.33	8.07	-50.6	4.30	5.51	+28.1
TOTAL	63.24	33.68	-46.7	4.14	5.07	+22.5

^a Includes OJ with added vitamins and minerals.

^b FDOC Processor exports of OJ for the 2017-18 season were down 75.9%, season-to-date through 07/28/18.

^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 - June		
	2016-17	2017-18	Change
- million SSE gallons -			- % -
Beginning Inventory^a	33.3	15.5	-53.5
Foreign Imports^b	<u>77.5</u>	<u>114.6</u>	<u>+47.8</u>
Availability^c	110.8	130.1	+17.3
Ending Inventory^a	<u>14.1</u>	<u>16.6</u>	<u>+18.4</u>
Non-FDOC Processor FCOJ Disappearance^d	96.8	113.4	+17.2

^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		
	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 07/07/18, Topline Report #10									
	2016-17	2017-18	Change	2016-17	2017-18	Change	2016-17	2017-18	Change
Refrigerated	356.10	339.38	-4.7	2,405.50	2,333.44	-3.0	6.76	6.88	+1.8
NFC	228.84	215.34	-5.9	1,751.45	1,689.97	-3.5	7.65	7.85	+2.5
RECON	127.26	124.04	-2.5	654.04	643.47	-1.6	5.14	5.19	+0.9
FCOJ	15.57	14.16	-9.1	76.67	70.79	-7.7	4.92	5.00	+1.5
Shelf Stable	0.25	0.21	-17.4	2.19	1.87	-14.7	8.72	9.00	+3.2
TOTAL	371.93	353.75	-4.9	2,484.36	2,406.10	-3.1	6.68	6.80	+1.8

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		
	08/06/16	08/05/17	08/04/18	08/06/16	08/05/17	08/04/18
Non-Promotional Price						
NFC <11 oz	\$3.91	\$3.81	\$3.89	\$12.09	\$11.99	\$12.03
NFC 11-20 oz	\$1.76	\$1.91	\$1.95	\$15.70	\$15.94	\$15.46
NFC 20-50 oz	\$3.78	\$3.88	\$3.57	\$14.03	\$14.86	\$14.07
NFC 50-70 oz	\$3.78	\$3.69	\$3.72	\$7.78	\$7.63	\$8.06
NFC 70-110 oz	\$5.68	\$5.86	\$5.86	\$8.17	\$8.43	\$8.43
NFC >110 oz	\$6.45	\$6.38	\$6.61	\$6.55	\$6.38	\$6.61
Promotional Price^a						
NFC <11 oz	\$2.51	\$3.69	\$3.11	\$9.35	\$10.70	\$10.23
NFC 11-20 oz	\$1.27	\$1.28	\$1.28	\$13.69	\$13.50	\$13.29
NFC 20-50 oz	\$2.93	\$3.14	\$2.68	\$10.84	\$11.75	\$10.44
NFC 50-70 oz	\$3.04	\$3.09	\$3.16	\$6.60	\$6.66	\$7.08
NFC 70-110 oz	\$5.31	\$5.42	\$5.52	\$7.63	\$7.80	\$7.94
NFC >110 oz	\$6.26	\$6.39	\$6.10	\$6.31	\$6.39	\$6.10

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)

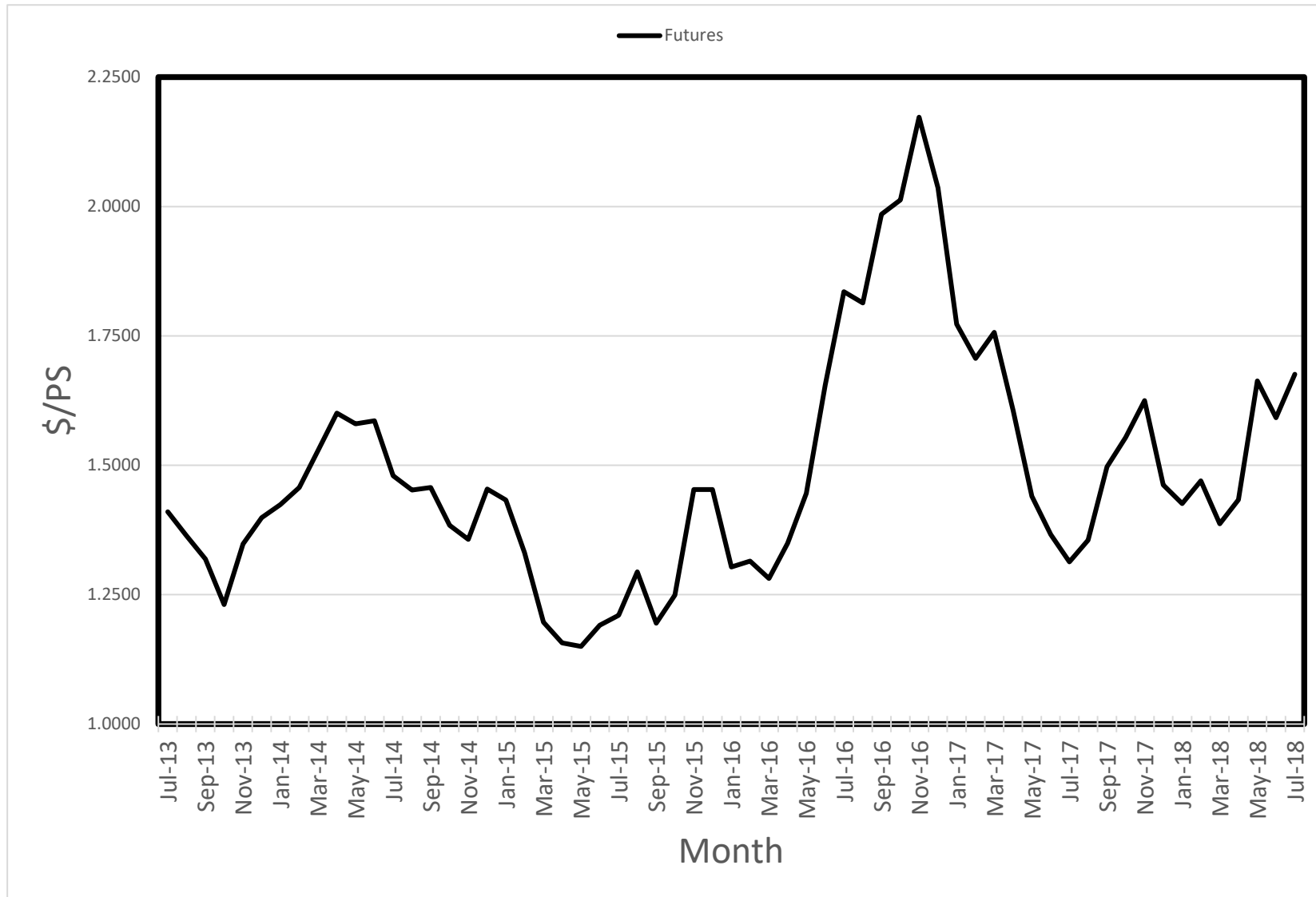
Unit Sizes	Dollar Sales			Gallon Sales		
	16 Week Period Ending			16 Week Period Ending		
	08/06/16	08/05/17	08/04/18	08/06/16	08/05/17	08/04/18
NFC <11 oz	\$10,077,452	\$9,611,503	\$8,721,143	853,301	810,116	734,541
NFC 11-20 oz	\$29,087,338	\$29,457,353	\$31,584,705	1,920,213	1,929,218	2,126,432
NFC 20-50 oz	\$8,127,690	\$5,957,049	\$7,332,547	597,951	418,778	547,745
NFC 50-70 oz	\$394,750,742	\$373,972,273	\$343,926,798	54,562,428	51,866,067	45,004,985
NFC 70-110 oz	\$129,630,183	\$127,263,468	\$133,117,472	16,203,649	15,365,147	16,007,344
NFC >110 oz	\$33,554,586	\$25,666,035	\$21,051,721	5,148,760	4,019,853	3,204,892
% Sold on Promotion^a						
NFC <11 oz	8.2%	8.8%	7.3%	10.3%	9.7%	8.5%
NFC 11-20 oz	24.7%	24.3%	25.0%	27.3%	27.4%	28.0%
NFC 20-50 oz	10.9%	16.9%	14.7%	13.7%	20.5%	18.8%
NFC 50-70 oz	42.1%	39.8%	39.6%	46.1%	43.1%	42.7%
NFC 70-110 oz	30.0%	22.1%	22.9%	31.4%	23.5%	24.0%
NFC >110 oz	14.9%	8.7%	6.9%	15.4%	8.7%	7.4%

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

July 2013 through July 2018



FDOC Processor Delivered-In Prices

Variety	STD Prices Reported for Canner's A		
	2016-17	2017-18	Change
	- \$ / PS -		- % -
Early & Midseason Oranges ^a	\$2.41	\$2.59	+7.5
Late Season Oranges ^b	\$2.60	\$2.75	+5.8
White Grapefruit ^c	\$2.07	\$3.25	+56.5
Red/Pink Grapefruit ^c	\$2.39	\$3.20	+33.9

^a 2017-18 Season final price from 02/10/18. 2016-17 Season final price from 03/04/17.

^b 2017-18 STD price through 07/28/18. 2016-17 Season final price from 07/15/17.

^c 2017-18 Season final price from 04/14/18. 2016-17 Season final price from 05/13/17.

FCOJ Prices July

Item	2017	2018	Change
- \$ / PS -			- % -
FCOJ Futures	1.3132	1.6761	+27.6

SOURCES: Intercontinental Exchange, Inc. (Futures)

Sao Paulo Processed Orange Spot Prices

Monthly Average and Season-to-Date

Season	July Average		Season-to-Date ^a (July - July)	
	Price	Change from Year Ago	Price	Change from Year Ago
	- \$ / box ^b -	- % -	- \$ / box ^b -	- % -
2016-17	5.99		5.99	
2017-18	5.78	-3.5	5.78	-3.5
2018-19	5.37	-7.1	5.37	-7.1

^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 05/06/18			FOB Price through 05/21/18		
	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	1,495	1,612	+7.9	14.92	17.43	+16.8
Navel	728	500	-31.3	17.01	21.75	+27.9
Valencia	1,732	1,755	+1.4	16.54	17.43	+5.4
Tangelo	253	135	-46.8	13.25	21.86	+65.0
Early Tangerines ^a	911	513	-43.7	24.80	26.14	+5.4
Honey / Murcotts	491	175	-64.4	26.28	26.91	+2.4
Royal Tangerines / Temples	66	40	-39.4	20.70	21.60	+4.3
TOTAL	5,677	4,731	-16.7			

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			
2016-17	2017-18	Change	2016-17	2017-18	Change	
August - June			STD - 05/26/18			
- million pounds -		- % -	- thousand 7/10 bu. Cartons -		- % -	
437.6	360.8	-17.5	Total	5,232	5,138	-1.8
			Export	229	379	+65.2
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 07/28/18 (FDOC Processor Week 43)		
	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	8.5	2.3	-73.2
Imports^a	0.0	1.5	N/A	1.3	4.4	+246.8
Availability	28.9	24.4	-15.7	24.0	16.2	-32.6
Movement	17.7	15.9	-10.0	13.7	9.9	-27.7
Bulk	17.6	15.8	-10.2	13.6	9.8	-27.8
Packaged	0.1	0.1	+36.4	0.1	0.1	-17.2
Ending Inventory	14.3	9.6	-33.1	11.4	7.1	-37.8
Bulk	14.2	9.5	-33.0	11.3	7.0	-38.0
Packaged	0.1	0.0	-40.7	0.0	0.0	+11.8
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	42.1	31.3	-25.7	35.6	30.6	-14.0

^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: 07/28/18 (FDOC Processor Week 43)		
	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	11.1	6.4	-42.6
Imports^a	1.7	2.0	+18.5	2.0	4.3	+119.8
Availability	25.2	22.8	-9.7	22.7	19.3	-15.2
Movement	15.5	14.2	-8.0	12.0	10.4	-12.7
Bulk	3.5	2.4	-30.8	2.1	1.0	-50.5
Packaged	12.0	11.8	-1.4	9.8	9.4	-4.6
Ending Inventory	9.6	8.6	-11.2	10.8	8.7	-19.0
Bulk	9.5	8.4	-12.1	10.6	8.4	-20.4
Packaged	0.1	0.2	+52.6	0.2	0.3	+80.7
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	32.5	31.3	-3.5	38.7	35.9	-7.3

^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 - June						
Country	Volume			FOB Value/SSG ^c		
	2016-17	2017-18	Change	2016-17	2017-18	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	1.29	0.87	-32.6	3.96	4.92	+24.2
Europe	3.26	2.15	-34.0	3.10	4.62	+49.0
Japan	1.11	0.68	-38.7	5.52	4.70	-14.9
Other	1.19	1.15	-3.4	5.05	4.91	-2.8
TOTAL	6.85	4.86	-29.1	3.99	4.75	+19.0

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

^b FDOC Processor exports of GJ for the 2017-18 season were down 40.4%, season-to-date through 07/28/18.

^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

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 07/07/18, Topline Report #10									
	2016-17	2017-18	Change	2016-17	2017-18	Change	2016-17	2017-18	Change
Refrigerated	8.58	7.96	-7.3	67.11	64.91	-3.3	7.82	8.16	+4.3
NFC	7.86	7.21	-8.3	61.17	58.32	-4.7	7.79	8.09	+3.9
RECON	0.72	0.75	+3.2	5.93	6.60	+11.2	8.19	8.83	+7.8
FCOJ	0.10	0.08	-24.8	0.45	0.37	-17.8	4.41	4.83	+9.4
Shelf Stable	3.21	3.24	+1.0	20.08	20.02	-0.3	6.26	6.18	-1.3
TOTAL	11.90	11.27	-5.3	87.68	85.31	-2.7	7.37	7.57	+2.7

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 05/06/18

Destination/Variety	2016-17 STD	2017-18 STD	Change
- 1,000 4/5-bu. cartons -			- % -
Domestic & Canadian - All	3,083	1,730	-43.9
White	68	50	-26.7
Red/Pink	3,015	1,680	-44.3
Offshore Exports - All	3,405	1,508	-55.7
White	629	300	-52.4
Red/Pink	2,776	1,209	-56.5
TOTAL - All	6,488	3,239	-50.1
White	697	350	-49.8
Red/Pink	5,791	2,889	-50.1

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Shipments Season-to-Date through 05/06/18

Country	2016-17 STD	2017-18 STD	Change
- 1,000 4/5-bu. cartons -			- % -
United States	2,660	1,510	-43.2
Canada	423	221	-47.9
Europe	1,420	610	-57.0
Japan	1,582	676	-57.2
Other	403	222	-45.0
TOTAL - All	6,488	3,239	-50.1

Source: DFVI, Florida Dept. of Agriculture

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

Variety	FOB Price		
	2016-17	2017-18	Change
	STD	STD	
	- \$ / carton -		- % -
TOTAL^a	14.76	19.30	+30.7
White	16.36	20.58	+25.8
Red/Pink	14.57	19.14	+31.4

^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 July)	0.9161	3.174	112.36
2018 (through July)	0.8303	3.479	109.05
% Change	-9.4	+9.6	-2.9
Average for Month of July			
2017	0.8679	3.149	112.34
2018	0.8552	3.823	111.04
% Change	-1.5	+21.4	-1.2