

Florida Citrus Economic & Market Indicators March 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 2017-18 Brazilian season (July - February) were up 21.7% from the previous year with exports to the NAFTA region, Europe and the Far East up 40.9%, up 17.2% and up 36.8%, respectively.
- Season-to-date through 02/24/18, Florida FCOJ availability, movement and ending inventories were down 8.9%, down 19.7%, and down 0.1% respectively, from last season.
- Season-to-date through 02/24/18, Florida SSOJ availability, movement and ending inventories were down 18.4%, down 2.4%, and down 31.6% respectively, from last season.
- For October through January of the 2017-18 season, U.S. OJ imports and exports were up 27.5% and down 47.2% from last season, respectively. Season-to-date through 02/24/18, Florida OJ exports were down 76.4% (FDOC Processors Report).
- For October through January of the 1899-00 season, Non-FDOC Processor FCOJ disappearance, based on FCOJ inventories and imports, was down 43.4%.
- Season-to-date through 02/17/18, 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 3.8% from the previous season, with the NFC price down 2.5%, the Recon price down 1.5% and the overall OJ price down 2.4%.
- The average FCOJ Futures price was \$1.47/PS, down \$0.24/PS from last year, while the Rotterdam price was at an estimated \$2200/MT, down \$750/MT 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 02/24/18. Late season Orange Prices had not been released through 02/25/17 last season.
- Season to date through 02/25/18, fresh orange and specialty citrus shipments were down 20.0%, from last season.
- From August through January of the 2017-18 season, clementine and tangerine imports were up 16.0% relative to last season. Season-to-date through 03/03/18, Texas fresh grapefruit shipments were up 1.4% relative to last season.
- Season-to-date through 02/24/18, Florida FCGJ availability, movement and ending inventories were down 29.5%, down 16.6%, and down 36.7% respectively, from last season.
- Season-to-date through 02/24/18, Florida SSGJ availability, movement and ending inventories were down 10.9%, down 7.4%, and down 12.6% respectively, from last season.
- For October through January of the 2017-18 season, U.S. GJ exports were down 56.3%. Season-to-date through 02/24/18, Florida GJ exports were down 24.3% (FDOC Processors report).
- Season-to-date through 02/17/18, 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 2.8% from the previous season, with the overall GJ price up 1.8%.
- Season-to-date through 02/25/18, Florida fresh grapefruit shipments were down 48.3% from last season, with Domestic/Canadian shipments down 41.9% and offshore shipments down 53.8% (DFVI). Shipments to Europe and Japan were down 54.3% and down 56.4%, respectively. Domestic FOB prices (CAC) for fresh white and red/pink grapefruit were up 25.6% and up 31.1%, respectively.
- For the month of February versus the same period last year, the Euro/USD, Real/USD, and Yen/USD exchange rates were down 13.8%, up 4.4%, and down 4.3% respectively.

Brazil Orange Juice Exports

Destination	Season-to-Date (July - February)		
	2016-17	2017-18	Change
	-million SSE Gallons-		- % -
NAFTA^b	190.0	267.7	+40.9
Europe^c	594.2	696.2	+17.2
Far East^d	69.1	94.5	+36.8
Others	65.3	58.9	-9.8
Total	918.5	1117.4	+21.7

^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 02/24/18 (FDOC Processor Week 21)		
	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	42.1	24.4	-42.0
Imports^a	203.5	261.8	+28.6	82.8	96.6	+16.6
Availability	585.3	555.2	-5.1	343.9	313.2	-8.9
Movement	366.3	363.0	-0.9	155.4	124.8	-19.7
Bulk	285.3	292.3	+2.5	125.7	98.3	-21.8
Packaged	81.0	70.7	-12.7	29.7	26.5	-10.7
Ending Inventory	219.0	192.2	-12.2	188.6	188.4	-0.1
Bulk	212.2	185.0	-12.8	180.5	180.9	+0.2
Packaged	6.8	7.2	+6.1	8.1	7.5	-7.1
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^b	31.1	27.5	-11.5	25.5	31.7	+24.4

^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 02/24/18 (FDOC Processor Week 21)		
	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	137.9	69.4	-49.7
Imports^a	46.4	63.7	+37.3	30.3	46.4	+53.5
Availability	635.8	587.2	-7.6	370.9	302.6	-18.4
Movement^b	427.5	397.9	-6.9	171.6	167.6	-2.4
Bulk	31.0	31.2	+0.4	10.5	12.2	+16.2
Packaged	396.4	366.7	-7.5	161.1	155.4	-3.6
Ending Inventory	202.8	186.7	-7.9	197.3	134.9	-31.6
Bulk	196.2	181.0	-7.7	190.1	130.4	-31.4
Packaged	6.6	5.8	-12.3	7.2	4.5	-37.0
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^c	24.7	24.4	-1.0	24.1	16.9	-30.0

^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 - January						
Country	Volume			FOB Value/SSG ^c		
	2016-17	2017-18	Change	2016-17	2017-18	Change
TOTAL OJ						
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Brazil	101.85	134.35	+31.9	1.41	1.38	-2.1
CBI ^b	5.59	4.35	-22.2	1.89	2.04	+7.9
Mexico	39.24	52.11	+32.8	2.14	1.84	-14.0
Other	3.98	1.28	-67.8	2.51	2.47	-1.6
TOTAL	150.65	192.09	+27.5	1.65	1.53	-7.3
NFC OJ						
Brazil	36.28	47.15	+30.0	1.45	1.53	+5.5
CBI ^b	0.04	0.00	-100.0	2.74	0.00	-100.0
Mexico	3.43	3.89	+13.4	2.58	2.49	-3.5
Other	0.01	0.03	+200.0	5.58	2.41	-56.8
TOTAL	39.77	51.08	+28.4	1.55	1.61	+3.9

^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 - January						
Country	Volume			FOB Value/SSG ^c		
	2016-17	2017-18	Change	2016-17	2017-18	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	13.92	9.77	-29.8	4.95	4.60	-7.1
Europe	3.18	0.30	-90.6	6.60	3.30	-50.0
Japan	0.19	0.09	-52.6	3.60	4.21	+16.9
Other	5.68	1.98	-65.1	4.39	5.58	+27.1
TOTAL	22.97	12.13	-47.2	5.03	4.73	-6.0

^a Includes OJ with added vitamins and minerals.

^b FDOC Processor exports of OJ for the 2017-18 season were down 76.4%, season-to-date through 02/24/18.

^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 - January		
	1898-99	1899-00	Change
	- million SSE gallons -		- % -
Beginning Inventory^a	33.3	15.5	-53.5
Foreign Imports^b	<u>51.5</u>	<u>41.1</u>	<u>-20.2</u>
Availability^c	84.8	56.6	-33.3
Ending Inventory^a	<u>27.5</u>	<u>24.1</u>	<u>-12.2</u>
Non-FDOC Processor FCOJ Disappearance^d	57.3	32.5	-43.4

^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

Expanded Full Season Results Combined (prior to)

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 02/17/18, Topline Report #05									
	2016-17	2017-18	Change	2016-17	2017-18	Change	2016-17	2017-18	Change
Refrigerated	172.97	166.82	-3.6	1,158.91	1,133.32	-2.2	6.70	6.79	+1.4
NFC	111.68	107.77	-3.5	849.72	828.72	-2.5	7.61	7.69	+1.1
RECON	61.30	59.05	-3.7	309.19	304.60	-1.5	5.04	5.16	+2.3
FCOJ	7.61	6.88	-9.5	37.14	34.41	-7.4	4.88	5.00	+2.4
Shelf Stable	0.12	0.09	-19.9	1.04	0.84	-18.8	8.96	9.08	+1.4
TOTAL	180.70	173.80	-3.8	1,197.09	1,168.58	-2.4	6.62	6.72	+1.5

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.

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		
	02/20/16	02/18/17	02/17/18	02/20/16	02/18/17	02/17/18
Non-Promotional Price						
NFC <11 oz	\$4.03	\$3.84	\$3.87	\$12.22	\$11.64	\$11.94
NFC 11-20 oz	\$1.72	\$1.78	\$1.89	\$16.28	\$15.59	\$15.71
NFC 20-50 oz	\$3.75	\$3.71	\$3.46	\$13.88	\$13.97	\$13.71
NFC 50-70 oz	\$3.76	\$3.86	\$3.77	\$7.70	\$7.86	\$7.79
NFC 70-110 oz	\$5.91	\$5.78	\$5.83	\$8.50	\$8.32	\$8.38
NFC >110 oz	\$6.60	\$6.57	\$6.40	\$6.73	\$6.64	\$6.40
Promotional Price^a						
NFC <11 oz	\$2.73	\$3.12	\$3.44	\$10.21	\$9.88	\$9.81
NFC 11-20 oz	\$1.35	\$1.30	\$1.33	\$14.45	\$13.81	\$14.03
NFC 20-50 oz	\$3.12	\$3.00	\$2.81	\$11.54	\$11.26	\$11.12
NFC 50-70 oz	\$2.99	\$3.01	\$3.06	\$6.46	\$6.49	\$6.59
NFC 70-110 oz	\$5.32	\$5.32	\$5.41	\$7.65	\$7.64	\$7.77
NFC >110 oz	\$6.25	\$6.47	\$6.68	\$6.36	\$6.57	\$6.68

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)

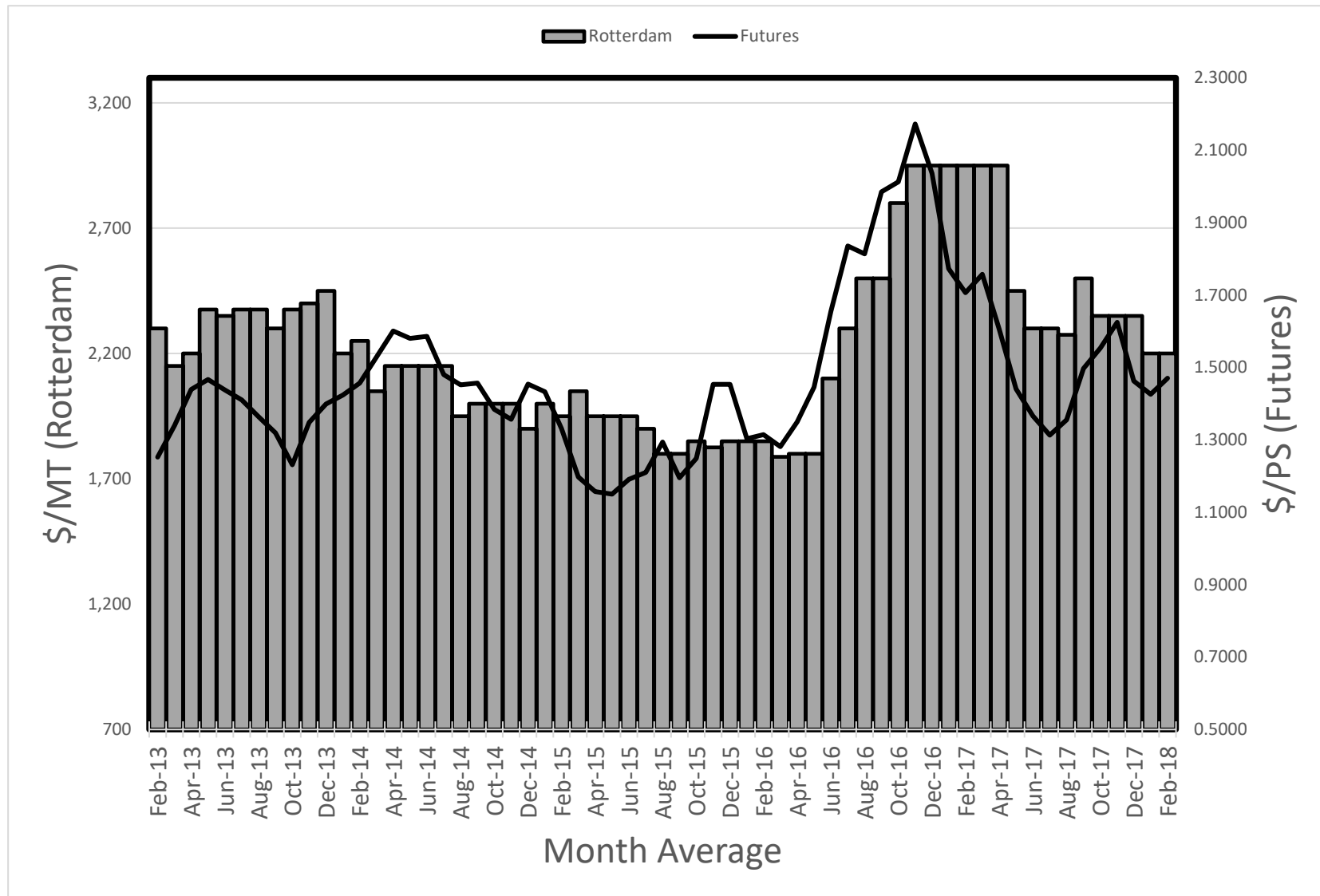
Unit Sizes	Dollar Sales			Gallon Sales		
	16 Week Period Ending			16 Week Period Ending		
	02/20/16	02/18/17	02/17/18	02/20/16	02/18/17	02/17/18
NFC <11 oz	\$10,891,814	\$11,061,819	\$10,976,508	908,150	962,940	942,155
NFC 11-20 oz	\$29,408,037	\$31,527,536	\$33,163,946	1,858,128	2,081,824	2,167,999
NFC 20-50 oz	\$8,941,882	\$7,855,091	\$6,693,205	658,806	582,916	509,629
NFC 50-70 oz	\$479,668,682	\$462,747,688	\$448,416,362	68,250,126	64,508,489	62,157,175
NFC 70-110 oz	\$149,018,423	\$152,382,976	\$155,280,153	18,373,388	18,800,432	18,904,853
NFC >110 oz	\$45,934,068	\$28,520,941	\$27,717,469	6,881,560	4,299,531	4,315,851
% Sold on Promotion^a						
NFC <11 oz	9.4%	7.3%	11.4%	11.1%	8.4%	13.6%
NFC 11-20 oz	22.6%	22.9%	22.6%	24.7%	25.1%	24.7%
NFC 20-50 oz	11.3%	15.1%	18.7%	13.3%	18.1%	22.1%
NFC 50-70 oz	50.0%	45.5%	44.1%	54.4%	50.3%	48.2%
NFC 70-110 oz	43.1%	29.8%	26.3%	45.7%	31.5%	27.8%
NFC >110 oz	14.3%	6.5%	8.1%	15.0%	6.5%	7.8%

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.

^aPromotional 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

February 2013 through February 2018



FCOJ Prices February

Item	2017	2018	Change
- \$ / PS -			- % -
FCOJ Futures	1.7063	1.4699	-13.9
- \$ / MT -			
FCOJ Rotterdam	2950	2200	-25.4

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	\$2.41	\$2.59	+7.5
Late Season Oranges ^b	N/A	\$2.60	N/A
White Grapefruit ^c	\$1.95	N/A	N/A
Red/Pink Grapefruit ^c	\$2.29	\$3.17	+38.7

^a 2017-18 Season final price from 02/10/18. 2016-17 Season final price from 02/25/17.

^b 2017-18 STD price through 02/24/18. 2016-17 STD price through 02/25/17.

^c 2017-18 STD price through 02/24/18. 2016-17 STD price through 02/25/17.

Sao Paulo Processed Orange Spot Prices
Monthly Average and Season-to-Date

Season	February Average		Season-to-Date ^a (July - February)	
	Price	Change from Year Ago	Price	Change from Year Ago
	- \$ / box ^b -	- % -	- \$ / box ^b -	- % -
2015-16	3.47		3.47	
2016-17	7.09	+104.3	5.71	+64.7
2017-18	5.15	-27.4	5.80	+1.6

^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 02/25/18			FOB Price through 02/04/18		
	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	1,487	1,598	+7.4	14.92	17.43	+16.8
Navel	728	500	-31.3	17.01	21.75	+27.9
Valencia	421	408	-3.1	17.99	16.99	-5.6
Tangelo	252	134	-46.7	13.25	21.86	+65.0
Early Tangerines ^a	910	510	-43.9	24.80	26.14	+5.4
Honey / Murcotts	291	134	-53.7	27.18	27.03	-0.6
Royal Tangerines / Temples	57	31	-46.0	20.70	21.60	+4.3
TOTAL	4,146	3,316	-20.0			

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 and Tangerine Imports			Texas Fresh Grapefruit Shipments		
2016-17	2017-18	Change	2016-17	2017-18	Change
August - January			STD - 03/03/18		
- million pounds -		- % -	- thousand 7/10 bu. Cartons -		- % -
296.1	343.4	+16.0	Total 3,916	3,971	+1.4
			Export 354	174	-51.0
Source: U.S. Department of Commerce.			Source: Texas Valley Citrus Committee.		

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 02/24/18 (FDOC Processor Week 21)		
	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	6.3	2.0	-67.6
Imports^a	0.0	1.5	N/A	0.5	3.3	+520.0
Availability	28.9	24.4	-15.7	21.1	14.9	-29.5
Movement	17.7	15.9	-10.0	6.4	5.3	-16.6
Bulk	17.6	15.8	-10.2	6.3	5.3	-16.7
Packaged	0.1	0.1	+36.4	0.0	0.0	-9.1
Ending Inventory	14.3	9.6	-33.1	15.3	9.7	-36.7
Bulk	14.2	9.5	-33.0	15.2	9.6	-36.7
Packaged	0.1	0.0	-40.7	0.1	0.0	-33.3
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	42.1	31.3	-25.7	50.3	38.2	-24.1

^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: 02/24/18 (FDOC Processor Week 21)		
	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	9.0	6.0	-33.8
Imports^a	1.7	2.0	+18.5	1.0	3.0	+203.7
Availability	25.2	22.8	-9.7	19.6	17.5	-10.9
Movement	15.5	14.2	-8.0	5.8	5.4	-7.4
Bulk	3.5	2.4	-30.8	1.0	0.6	-38.9
Packaged	12.0	11.8	-1.4	4.8	4.8	-0.7
Ending Inventory	9.6	8.6	-11.2	13.8	12.1	-12.6
Bulk	9.5	8.4	-12.1	13.6	11.8	-13.1
Packaged	0.1	0.2	+52.6	0.2	0.2	+16.8
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	32.5	31.3	-3.5	49.8	47.0	-5.7

^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.

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

Season-to-Date October - January						
Country	Volume			FOB Value/SSG ^c		
	2016-17	2017-18	Change	2016-17	2017-18	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	0.56	0.26	-53.6	3.95	4.60	+16.5
Europe	1.41	0.61	-56.7	2.55	4.08	+60.0
Japan	0.39	0.10	-74.4	6.42	4.19	-34.7
Other	0.57	0.30	-47.4	4.81	3.75	-22.0
TOTAL	2.93	1.28	-56.3	3.77	4.12	+9.3

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

^b FDOC Processor exports of GJ for the 2017-18 season were down 24.3%, season-to-date through 02/24/18.

^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 Financials Combined (Page 1)

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 02/17/18, Topline Report #05									
	2016-17	2017-18	Change	2016-17	2017-18	Change	2016-17	2017-18	Change
Refrigerated	3.91	3.77	-3.6	30.06	29.70	-1.2	7.69	7.87	+2.5
NFC	3.54	3.45	-2.7	27.38	26.89	-1.8	7.72	7.80	+1.0
RECON	0.37	0.32	-11.6	2.68	2.81	+4.7	7.32	8.67	+18.5
FCOJ	0.04	0.03	-22.8	0.19	0.17	-9.2	4.14	4.87	+17.5
Shelf Stable	1.41	1.42	+0.6	8.69	8.73	+0.4	6.16	6.15	-0.2
TOTAL	5.37	5.23	-2.8	38.98	38.60	-1.0	7.25	7.39	+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.

Florida Fresh Grapefruit Shipments Season-to-Date through 02/25/18

Destination/Variety	2016-17 STD	2017-18 STD	Change
- 1,000 4/5-bu. cartons -			- % -
Domestic & Canadian - All	2,695	1,566	-41.9
White	62	49	-21.8
Red/Pink	2,633	1,517	-42.4
Offshore Exports - All	3,185	1,472	-53.8
White	616	298	-51.6
Red/Pink	2,569	1,173	-54.3
TOTAL - All	5,880	3,038	-48.3
White	679	347	-48.8
Red/Pink	5,201	2,691	-48.3

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Shipments Season-to-Date through 02/25/18

Country	2016-17 STD	2017-18 STD	Change
- 1,000 4/5-bu. cartons -			- % -
United States	2,300	1,355	-41.1
Canada	396	211	-46.7
Europe	1,300	594	-54.3
Japan	1,524	665	-56.4
Other	361	213	-40.9
TOTAL - All	5,880	3,038	-48.3

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Domestic FOB Prices
Season-to-Date through 02/04/18

Variety	FOB Price		
	2016-17	2017-18	Change
	STD	STD	
	- \$ / carton -		- % -
TOTAL^a	14.80	19.30	+30.4
White	16.38	20.58	+25.6
Red/Pink	14.59	19.13	+31.1

^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 February)	0.9400	3.152	113.99
2018 (through February)	0.8150	3.229	109.53
% Change	-13.3	+2.4	-3.9
Average for Month of February			
2017	0.9391	3.107	112.87
2018	0.8094	3.245	107.98
% Change	-13.8	+4.4	-4.3