FLORIDA DEPARTMENT OF CITRUS

Florida Citrus Economic & Market Indicators February 2019

Florida Department of Citrus

Economic and Market Research

Florida Citrus Economic & Market Indicators

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THERE'S AMAZING INSIDE FLORIDA CITRUS

Summary Comments

- Brazil's OJ exports for 2018-19 Brazilian season (July - January) were down 18.5% from the previous year with exports to the NAFTA region, Europe and the Far East down 27.2%, down 16.3% and down 8.2%, respectively.
- Season-to-date through 01/26/19, Florida FCOJ availability, movement and ending inventories were up 17.7%, up 4.2%,, and up 24.6% respectively, from last season.
- Season-to-date through 01/26/19, Florida SSOJ availability, movement and ending inventories were down 3.2%, down 9.2%,, and up 2.0% respectively, from last season.
- For October through December of the 2017-18 season, U.S. OJ imports and exports were up 24.8% and down 21.3% from last season, respectively. Season-to-date though 01/26/19, Florida OJ exports were up 31.8% (FDOC Processors Report).
- For October through November of the 2018-19 season, Non-FDOC Processor FCOJ disappearance, based on FCOJ inventories and imports, was up 128.2%.
- Season-to-date through 01/19/19, 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 7.7% from the previous season, with the NFC price down 5.1%, the Recon price down 1.9% and the overall OJ price down 4.2%.
- The average FCOJ Futures price was $1.20/PS, down $0.22/PS from last year.
- Season-to-date through 01/26/19, the delivered-in price for early and midseason oranges was $2.22/PS, down $0.36/PS from last season. Late season Orange Prices have not been released through 01/26/19.
- Season to date through 02/03/19, fresh orange and specialty citrus shipments were down 0.2%, from last season.
- From August through December of the 2018-19 season, clementine and tangerine imports were down 14.7% relative to last season. Season-to-date through 02/16/19, Texas fresh grapefruit shipments were down 20.7% relative to last season.
- Season-to-date through 01/26/19, Florida FCGJ availability, movement and ending inventories were down 37.9%, down 51.8%,, and down 28.0% respectively, from last season.
- Season-to-date through 01/26/19, Florida SSGJ availability, movement and ending inventories were down 20.9%, down 20.4%,, and down 20.7% respectively, from last season.
- For October through December of the 2018-19 season, U.S. GJ exports were up 78.0%. Season-to-date through 01/26/19, Florida GJ exports were down 49.9% (FDOC Processors report).
- Season-to-date through 01/19/19, 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 12.6% from the previous season, with the overall GJ price up 7.4%.
- Season-to-date through 02/03/19, Florida fresh grapefruit shipments were down 4.0% from last season, with Domestic/Canadian shipments up 7.1% and offshore shipments down 16.0% (DFVI). Shipments to Europe and Japan were down 28.5% and down 9.4%, respectively. Domestic FOB prices (CAC) for fresh white and red/pink grapefruit were down 20.1% and down 9.5%, respectively.
- For the month of January versus the same period last year, the Euro/USD, Real/USD, and Yen/USD exchange rates were up 6.7%, up 16.7%, and down 1.9% respectively.

Due to US Government shutdown, Imports and Export data for December is unavailable. Reported totals for the 2018-19 season are through November.

THERE'S AMAZING INSIDE FLORIDA CITRUS

Brazil Orange Juice Exports

Destination	Season-to-Date (July - January)		
	2017-18	2018-19	Change
	-million SSE Gallons-		- % -
NAFTA[b]	228.0	166.0	-27.2
Europe[c]	611.8	512.1	-16.3
Far East[d]	83.9	77.0	-8.2
Others	52.9	41.2	-22.2
Total	976.6	796.2	-18.5

[a]Assumes 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

[b]U.S., Canada, and Mexico.

[c]Russia, Ukraine, and Turkey are included in Europe.

[d]China, Japan, Taiwan, Hong Kong, Macau, South Korea, North Korea, Philippines, and Vietnam.

SOURCE: Secretary of External Commerce - Brazil

THERE'S AMAZING INSIDE FLORIDA CITRUS

Florida FCOJ Availability, Movement and Inventory

Item	Prior Season Comparison (October - September)			Season-to-Date 01/26/19 (FDOC Processor Week 17)		
	2016-17	2017-18	Change	2017-18	2018-19	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	**219.0**	**192.2**	**-12.2**	**192.2**	**243.1**	**+26.5**
Pack from Fruit	**74.5**	**41.1**	**-44.8**	**24.1**	**25.9**	**+7.6**
Imports[a]	**261.8**	**313.9**	**+19.9**	**74.3**	**73.0**	**-1.8**
Availability	**555.2**	**547.2**	**-1.4**	**290.6**	**342.1**	**+17.7**
Movement	**363.0**	**303.5**	**-16.4**	**98.3**	**102.4**	**+4.2**
Bulk	292.3	237.3	-18.8	76.4	82.4	+7.8
Packaged	70.7	66.2	-6.4	21.9	20.0	-8.3
Ending Inventory	**192.2**	**243.7**	**+26.8**	**192.3**	**239.7**	**+24.6**
Bulk	185.0	237.8	+28.5	185.0	233.8	+26.4
Packaged	7.2	5.9	-17.8	7.3	5.9	-19.7
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD[b]	**27.5**	**41.8**	**+51.7**	**33.3**	**39.8**	**+19.6**

[a]Also 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.

[b]Season-to-date weeks supply based on season-to-date movement.

THERE'S AMAZING INSIDE FLORIDA CITRUS

Florida SSOJ Availability, Movement and Inventory

Item	Prior Season Comparison (October - September)			Season-to-Date 01/26/19 (FDOC Processor Week 17)		
	2016-17	2017-18	Change	2017-18	2018-19	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	**202.8**	**186.7**	**-7.9**	**186.7**	**124.5**	**-33.3**
Pack from Fruit	**320.8**	**200.2**	**-37.6**	**66.4**	**88.5**	**+33.2**
Imports[a]	**63.7**	**104.8**	**+64.6**	**31.1**	**62.0**	**+99.4**
Availability	**587.2**	**491.8**	**-16.3**	**284.2**	**275.0**	**-3.2**
Movement[b]	**397.9**	**365.4**	**-8.2**	**134.7**	**122.4**	**-9.2**
Bulk	31.2	26.7	-14.4	7.4	6.9	-7.5
Packaged	366.7	338.7	-7.6	127.3	115.5	-9.3
Ending Inventory	**186.7**	**124.5**	**-33.3**	**149.4**	**152.4**	**+2.0**
Bulk	181.0	119.7	-33.9	143.3	147.0	+2.6
Packaged	5.8	4.9	-15.1	6.1	5.4	-10.9
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD[c]	**24.4**	**17.7**	**-27.4**	**18.9**	**21.2**	**+12.3**

[a]Also 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.

[b]Excludes evaporated COJ.

[c]Season-to-date weeks supply based on season-to-date movement.

THERE'S AMAZING INSIDE FLORIDA CITRUS

U.S. Orange Juice Imports[a]

Country	Season-to-Date October - December					
	Volume			FOB Value/SSG[c]		
	2016-17	2017-18	Change	2016-17	2017-18	Change
TOTAL OJ						
	- million SSE gallons -		- % -	- $/SSE gallon -		- % -
Brazil	85.11	111.58	+31.1	1.41	1.34	-5.0
CBI[b]	5.50	4.14	-24.7	1.89	2.03	+7.4
Mexico	23.54	29.21	+24.1	1.88	1.84	-2.1
Other	2.86	1.07	-62.6	2.59	2.42	-6.6
TOTAL	**117.02**	**145.99**	**+24.8**	**1.56**	**1.47**	**-5.8**
NFC OJ						
Brazil	27.97	35.44	+26.7	1.43	1.47	+2.8
CBI[b]	0.04	0.00	-100.0	2.74	0.00	-100.0
Mexico	1.39	1.13	-18.7	2.39	2.55	+6.7
Other	0.01	0.01	0.0	5.36	2.71	-49.4
TOTAL	**29.41**	**36.58**	**+24.4**	**1.48**	**1.51**	**+2.0**

[a]Includes OJ with added vitamins and minerals.
[b]Includes Dominican Republic-Central America initiatives.
[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.

Due to US Government shutdown, Imports and Export data for December is unavailable. Reported totals for the 2018-19 season are through November.

THERE'S AMAZING INSIDE FLORIDA CITRUS

U.S. Orange Juice Exports[a,b]

Country	Season-to-Date October - December					
	Volume			FOB Value/SSG[c]		
	2017-18	2018-al	Change	2017-18	2018-al	Change
	- million SSE gallons -		- % -	- $/SSE gallon -		- % -
Canada	7.42	4.95	-33.3	4.33	5.07	+34.8
Europe	0.05	0.03	-40.0	6.13	4.19	+59.9
Japan	0.06	0.05	-16.7	4.03	5.78	N/A
Other	1.19	1.84	+54.6	5.31	5.37	N/A
TOTAL	8.72	6.86	-21.3	4.47	5.15	+37.3

[a] Includes OJ with added vitamins and minerals.
[b] FDOC Processor exports of OJ for the 2018-19 season were up 31.8%, season-to-date through 01/26/19.
[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.

Due to US Government shutdown, Imports and Export data for December is unavailable. Reported totals for the 2018-19 season are through November.

SOURCE: U.S. Department of Commerce.

THERE'S AMAZING INSIDE FLORIDA CITRUS

Non-FDOC Processor FCOJ Disappearance Index

Item	Season-to-Date October - November		
	2017-18	2018-19	Change
	- million SSE gallons -		- % -
Beginning Inventory[a]	15.5	12.3	-20.8
Foreign Imports[b]	24.3	52.5	+116.0
Availability[c]	39.8	64.8	+62.8
Ending Inventory[a]	15.3	8.8	-42.2
Non-FDOC Processor FCOJ Disappearance[d]	24.5	56.0	+128.2

[a]National 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.

[b]U.S. Department of Commerce, FCOJ imports (excludes bonded product) minus FDOC Processor, FCOJ foreign product imported by members (includes bonded product).

Due to US Government shutdown, Imports and Export data for December is unavailable. Reported totals for the 2018-19 season are through November.

[c]Beginning inventory and imports.

[d]Non-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.

THERE'S AMAZING INSIDE FLORIDA CITRUS

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 01/19/19, Topline Report #04									
	2017-18	**2018-19**	**Change**	**2017-18**	**2018-19**	**Change**	**2017-18**	**2018-19**	**Change**
Refrigerated	**130.09**	**119.52**	**-8.1**	**879.96**	**842.02**	**-4.3**	**6.76**	**7.04**	**+4.1**
NFC	86.77	76.58	-11.7	665.07	631.13	-5.1	7.66	8.24	+7.5
RECON	43.32	42.95	-0.9	214.89	210.89	-1.9	4.96	4.91	-1.0
FCOJ	**5.55**	**5.14**	**-7.4**	**27.92**	**25.41**	**-9.0**	**5.03**	**4.94**	**-1.7**
Shelf Stable	**3.70**	**3.94**	**+6.4**	**26.81**	**27.76**	**+3.6**	**7.24**	**7.05**	**-2.7**
TOTAL	**139.34**	**128.60**	**-7.7**	**934.68**	**895.19**	**-4.2**	**6.71**	**6.96**	**+3.8**

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.

THERE'S AMAZING INSIDE FLORIDA CITRUS

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		
	01/21/17	01/20/18	01/19/19	01/21/17	01/20/18	01/19/19
Non-Promotional Price						
NFC <11 oz	$3.82	$3.85	$4.00	$11.64	$11.91	$12.11
NFC 11-20 oz	$1.79	$1.91	$1.94	$15.63	$15.87	$16.12
NFC 20-50 oz	$3.71	$3.49	$3.68	$13.92	$13.85	$14.57
NFC 50-70 oz	$3.86	$3.78	$3.67	$7.84	$7.79	$8.45
NFC 70-110 oz	$5.75	$5.83	$5.82	$8.28	$8.38	$8.38
NFC >110 oz	$6.60	$6.39	$6.64	$6.69	$6.39	$6.64
Promotional Price[a]						
NFC <11 oz	$3.20	$3.41	$3.17	$9.88	$9.74	$9.99
NFC 11-20 oz	$1.36	$1.34	$1.31	$13.42	$14.23	$13.53
NFC 20-50 oz	$2.99	$2.93	$2.79	$11.22	$11.59	$11.21
NFC 50-70 oz	$3.00	$3.06	$3.03	$6.46	$6.59	$7.30
NFC 70-110 oz	$5.18	$5.36	$5.45	$7.46	$7.71	$7.84
NFC >110 oz	$6.40	$6.72	$6.56	$6.52	$6.72	$6.56

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.

[a]Promotional prices includes features, displays, and combined feature and display prices. Temporary price reductions (TPR) are not included in promotional prices.

THERE'S AMAZING INSIDE FLORIDA CITRUS

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		
	01/21/17	01/20/18	01/19/19	01/21/17	01/20/18	01/19/19
NFC <11 oz	$11,027,580	$10,984,429	$9,625,817	959,700	945,364	811,216
NFC 11-20 oz	$31,861,798	$32,929,541	$33,803,447	2,116,192	2,132,261	2,182,244
NFC 20-50 oz	$7,912,867	$6,627,028	$8,300,364	585,647	494,121	589,617
NFC 50-70 oz	$454,167,770	$437,361,528	$396,643,903	63,433,978	60,670,192	50,174,210
NFC 70-110 oz	$149,780,657	$149,931,309	$160,040,703	18,677,394	18,276,705	19,395,633
NFC >110 oz	$28,208,277	$27,231,533	$22,716,733	4,222,221	4,249,713	3,425,406
% Sold on Promotion[a]						
NFC <11 oz	7.2%	11.1%	9.8%	8.4%	13.3%	11.6%
NFC 11-20 oz	23.1%	24.0%	21.2%	25.9%	26.0%	24.3%
NFC 20-50 oz	12.7%	16.6%	11.6%	15.3%	19.2%	14.6%
NFC 50-70 oz	44.6%	44.6%	43.4%	49.4%	48.8%	47.0%
NFC 70-110 oz	29.2%	24.9%	22.1%	31.4%	26.4%	23.2%
NFC >110 oz	6.9%	6.2%	8.4%	7.1%	5.9%	8.5%

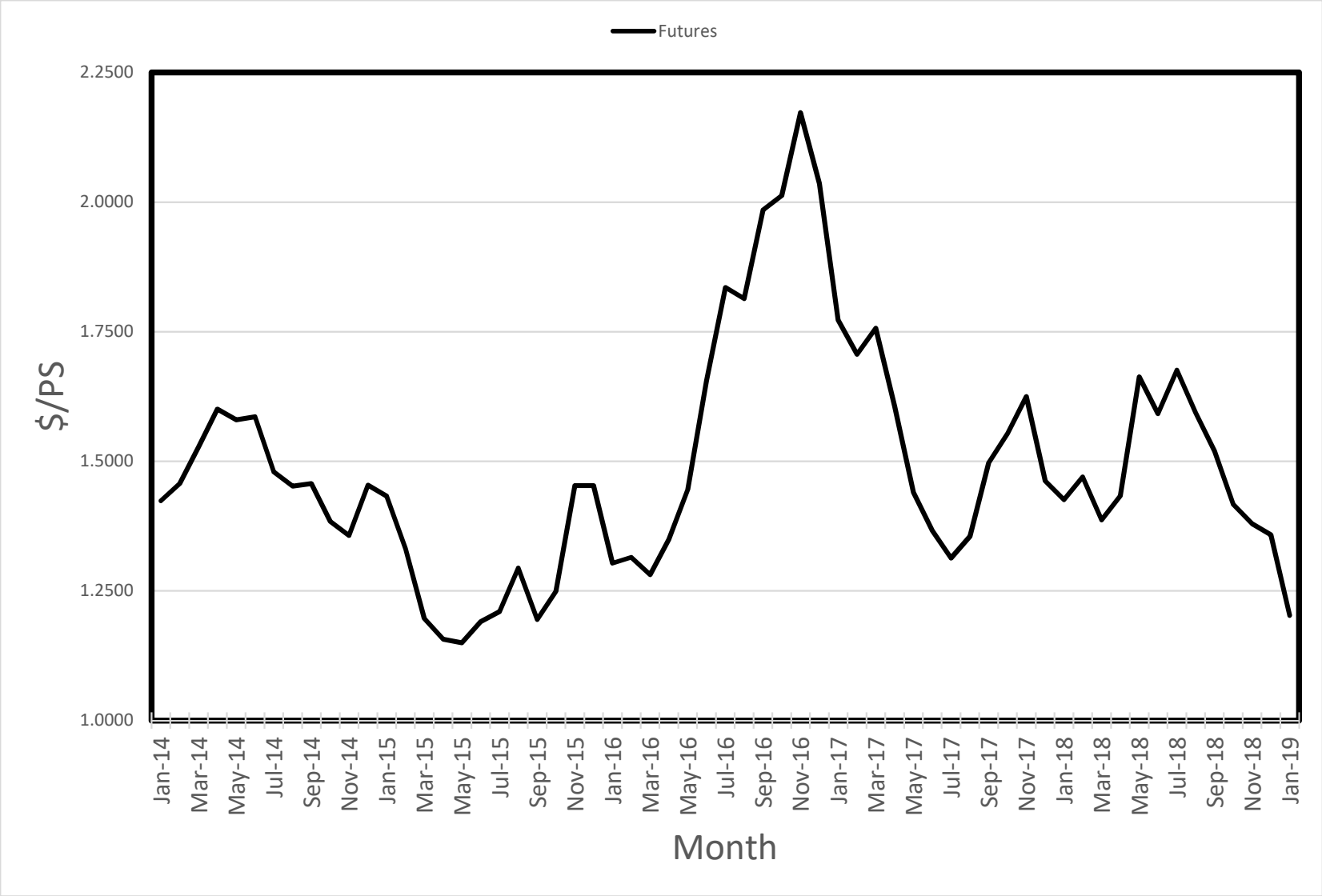
Source: Nielsen. xAOC = Expanded All Outlets Combined. xAOC data consists of POS data for U.S. grocery stores doing $2 million and greater annual sales, drug stores doing $1 million and greater annual sales, mass merchandisers (like Target), Walmart, club (Sam's and BJ's), dollar stores (Dollar General, Family Dollar and Fred's), and military/DECA.

[a]Promotional prices includes features, displays, and combined feature and display prices. Temporary price reductions (TPR) are not included in promotional prices.

THERE'S AMAZING INSIDE FLORIDA CITRUS

FCOJ Futures Monthly Average Prices

January 2014 through January 2019



THERE'S AMAZING INSIDE
FLORIDA CITRUS

FCOJ Prices

January

Item	2018	2019	Change
	- $ / PS -		- % -
FCOJ Futures	**1.4258**	**1.2028**	**-15.6**

SOURCES: Intercontinental Exchange, Inc. (Futures)

THERE'S AMAZING INSIDE
FLORIDA CITRUS

FDOC Processor Delivered-In Prices

Variety	STD Prices Reported for Canner's A		
	2017-18	2018-19	Change
	- $ / PS -		- % -
Early & Midseason Oranges[a]	$2.58	$2.22	-14.1
Late Season Oranges[b]	N/A	N/A	N/A
White Grapefruit[c]	N/A	N/A	N/A
Red/Pink Grapefruit[c]	$3.03	$3.43	+13.2

[a] 2018-19 STD price through 01/26/19. 2017-18 STD price through 01/27/18.

[b] Late season fruit has not begun for this season

[c] 2018-19 STD price through 01/26/19. 2017-18 STD price through 01/27/18.

THERE'S AMAZING INSIDE FLORIDA CITRUS

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

Season	January Average		Season-to-Date[a] (July - January)	
	Price	Change from Year Ago	Price	Change from Year Ago
	- $ / box[b] -	- % -	- $ / box[b] -	- % -
2016-17	8.09		6.90	
2017-18	5.50	-32.0	5.86	-15.1
2018-19	5.83	+6.0	5.69	-2.8

[a] Unweighted average of monthly prices.

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

THERE'S AMAZING INSIDE FLORIDA CITRUS

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

Variety	Shipments through 02/03/19			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	1,522	1,478	-2.9	17.43	13.68	-21.5
Navel	500	651	+30.1	21.75	14.27	-34.4
Valencia	129	8	-93.4	17.43	16.82	-3.5
Tangelo	129	112	-13.6	21.86	16.07	-26.5
Early Tangerines[a]	492	536	+9.1	26.14	21.37	-18.2
Honey / Murcotts	78	62	-20.2	26.91	29.46	+9.5
Royal Tangerines / Temples	14	11	-21.7	21.60	N/A	N/A
TOTAL	2,863	2,858	-0.2			

Source: Fresh fruit shipments as reported by FDACS. FOB prices as released by the Citrus Administrative Committee.

[a]Prices for Sunburst.

THERE'S AMAZING INSIDE FLORIDA CITRUS

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 - December				STD - 02/16/19		
- million pounds -		- % -		- thousand 7/10 bu. Cartons -		- % -
360.8	307.6	-14.7	Total	3,553	2,818	-20.7
			Export	297	269	-9.5
Source: U.S. Department of Commerce.				Source: Texas Valley Citrus Committee.		

Due to US Government shutdown, Imports and Export data for December is unavailable. Reported totals for the 2018-19 season are through November.

THERE'S AMAZING INSIDE FLORIDA CITRUS

Florida FCGJ Availability, Movement and Inventory

Item	Prior Season Comparison (October - September)			Season-to-Date 01/26/19 (FDOC Processor Week 17)		
	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**	**-45.8**
Pack from Fruit	**8.6**	**2.3**	**-73.4**	**0.8**	**0.6**	**-30.1**
Imports[a]	**1.5**	**4.5**	**+193.0**	**2.6**	**2.3**	**-11.9**
Availability	**24.4**	**16.4**	**-32.9**	**13.0**	**8.1**	**-37.9**
Movement	**15.9**	**11.7**	**-26.7**	**4.5**	**2.2**	**-51.8**
Bulk	15.8	11.6	-26.9	4.5	2.1	-52.5
Packaged	0.1	0.1	-9.2	0.0	0.0	+46.3
Ending Inventory	**9.6**	**5.2**	**-45.7**	**8.6**	**6.2**	**-28.0**
Bulk	9.5	5.2	-45.8	8.6	6.2	-27.9
Packaged	0.0	0.0	-25.3	0.0	0.0	-29.8
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over[b]	**31.3**	**23.2**	**-25.9**	**32.5**	**48.6**	**+49.4**

[a]Also 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.

[b]Season-to-date weeks supply based on season-to-date movement.

THERE'S AMAZING INSIDE FLORIDA GRAPEFRUIT.

Florida SSGJ Availability, Movement and Inventory

Item	Prior Season Comparison (October - September)			Season-to-Date: 01/26/19 (FDOC Processor Week 17)		
	2016-17	2017-18	Change	2017-18	2018-19	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	**9.6**	**8.6**	**-11.2**	**8.6**	**6.9**	**-19.7**
Pack from Fruit	**11.2**	**6.4**	**-42.9**	**4.8**	**3.9**	**-20.2**
Imports[a]	**2.0**	**4.4**	**+124.1**	**1.9**	**1.3**	**-28.0**
Availability	**22.8**	**19.4**	**-15.0**	**15.3**	**12.1**	**-20.9**
Movement	**14.2**	**12.4**	**-12.9**	**4.5**	**3.6**	**-20.4**
Bulk	2.4	1.2	-50.4	0.6	0.2	-64.3
Packaged	11.8	11.2	-5.3	3.9	3.3	-13.4
Ending Inventory	**8.6**	**6.9**	**-19.7**	**10.8**	**8.5**	**-20.7**
Bulk	8.4	6.7	-19.5	10.5	8.2	-21.3
Packaged	0.2	0.1	-28.5	0.3	0.3	-3.2
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over[b]	**31.3**	**28.9**	**-7.8**	**40.9**	**40.8**	**-0.4**

[a]Also 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.

[b]Season-to-date weeks supply based on season-to-date movement.

THERE'S AMAZING INSIDE FLORIDA GRAPEFRUIT™

U.S. Grapefruit Juice Exports[a,b]

Season-to-Date October - December						
Country	Volume			FOB Value/SSG[c]		
	2017-18	2018-19	Change	2017-18	2018-19	Change
	- million SSE gallons -		- % -	- $/SSE gallon -		- % -
Canada	0.14	0.25	+78.6	4.02	5.07	+26.1
Europe	0.43	0.69	+60.5	3.92	5.42	+38.3
Japan	0.08	0.22	+175.0	4.42	4.96	+12.2
Other	0.18	0.30	+66.7	3.50	4.48	+28.0
TOTAL	0.82	1.46	+78.0	3.89	5.10	+31.1

[a] SOURCE: U.S. Department of Commerce.

[b] FDOC Processor exports of GJ for the 2018-19 season were down 49.9%, season-to-date through 01/26/19.

[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.

Due to US Government shutdown, Imports and Export data for December is unavailable. Reported totals for the 2018-19 season are through November.

THERE'S AMAZING INSIDE FLORIDA GRAPEFRUIT™

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	**10.04**	**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 01/19/19, Topline Report #04									
	2017-18	2018-19	Change	2017-18	2018-19	Change	2017-18	2018-19	Change
Refrigerated	**3.02**	**2.55**	**-15.5**	**23.69**	**22.13**	**-6.6**	**7.85**	**8.67**	**+10.5**
NFC	2.87	2.53	-11.9	22.71	21.82	-3.9	7.92	8.64	+9.0
RECON	0.15	0.03	-82.9	0.98	0.31	-68.7	6.39	11.65	+82.3
FCOJ	**0.03**	**0.08**	**+187.7**	**0.13**	**0.38**	**+184.9**	**4.88**	**4.84**	**-1.0**
Shelf Stable	**1.09**	**0.99**	**-9.7**	**6.73**	**6.17**	**-8.4**	**6.15**	**6.24**	**+1.5**
TOTAL	**4.14**	**3.62**	**-12.6**	**30.56**	**28.68**	**-6.1**	**7.38**	**7.92**	**+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.

THERE'S AMAZING INSIDE FLORIDA GRAPEFRUIT™

Florida Fresh Grapefruit Shipments
Season-to-Date through 02/03/19

Destination/Variety	2017-18 STD	2018-19 STD	Change
	- 1,000 4/5-bu. cartons -		- % -
Domestic & Canadian - All	**1,374**	**1,472**	**+7.1**
White	41	29	-28.7
Red/Pink	1,333	1,443	+8.2
Offshore Exports - All	**1,270**	**1,066**	**-16.0**
White	278	290	+4.2
Red/Pink	991	776	-21.7
TOTAL - All	**2,644**	**2,538**	**-4.0**
White	319	319	0.0
Red/Pink	2,325	2,219	-4.5

Source: DFVI, Florida Dept. of Agriculture

THERE'S AMAZING INSIDE
FLORIDA GRAPEFRUIT™

Florida Fresh Grapefruit Shipments
Season-to-Date through 02/03/19

Country	2017-18 STD	2018-19 STD	Change
	- 1,000 4/5-bu. cartons -		- % -
United States	**1,191**	**1,257**	**+5.5**
Canada	**183**	**215**	**+17.5**
Europe	**496**	**355**	**-28.5**
Japan	**583**	**528**	**-9.4**
Other	**190**	**184**	**-3.5**
TOTAL - All	**2,644**	**2,538**	**-4.0**

Source: DFVI, Florida Dept. of Agriculture

THERE'S AMAZING INSIDE
FLORIDA GRAPEFRUIT™

Florida Fresh Grapefruit Domestic FOB Prices

Season-to-Date through 05/21/18

Variety	FOB Price		
	2017-18 STD	2018-19 STD	Change
	- $ / carton -		- % -
TOTAL[a]	19.31	17.22	-10.9
White	20.58	16.44	-20.1
Red/Pink	19.14	17.33	-9.5

[a]Weighted average based on FDACS reporting of fresh fruit shipments
Source: Citrus Administrative Committee

THERE'S AMAZING INSIDE
FLORIDA GRAPEFRUIT™

Foreign Exchange Rates Per USD

Date	Euro	Real	Yen
Annual			
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
2018	0.8472	3.640	110.24
2018 (through January)	0.8206	3.212	111.07
2019 (through January)	0.8757	3.748	108.97
% Change	+6.7	+16.7	-1.9
Average for Month of January			
2018	0.8206	3.212	111.07
2019	0.8757	3.748	108.97
% Change	+6.7	+16.7	-1.9

THERE'S AMAZING INSIDE FLORIDA CITRUS