

Florida Citrus Economic & Market Indicators February 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 - January) were up 18.1% from the previous year with exports to the NAFTA region, Europe and the Far East up 32.8%, up 14.2% and up 32.0%, respectively.
- Season-to-date through 01/27/18, Florida FCOJ availability, movement and ending inventories were down 7.3%, down 24.7%, and up 5.0% respectively, from last season.
- Season-to-date through 01/27/18, Florida SSOJ availability, movement and ending inventories were down 14.6%, down 3.8%, and down 22.3% 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 50.1% from last season, respectively. Season-to-date through 01/27/18, Florida OJ exports were down 83.9% (FDOC Processors Report).
- For October through January of the 1899-00 season, Non-FDOC Processor FCOJ disappearance, based on FCOJ inventories and imports, was up 2.8%.
- Season-to-date through 01/20/18, 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 4.1% from the previous season, with the NFC price down 2.6%, the Recon price down 1.9% and the overall OJ price down 2.6%.
- The average FCOJ Futures price was \$1.43/PS, down \$0.35/PS from last year, while the Rotterdam price was at an estimated \$2200/MT, down \$750/MT from last year.
- Season-to-date through 01/27/18, the delivered-in price for early and midseason oranges was \$2.58/PS, up \$0.23/PS from last season. Early/Midseason Orange Prices have not been released through 01/27/18. Late season Orange Prices have not been released through 01/27/18.
- Season to date through 01/28/18, fresh orange and specialty citrus shipments were down 22.4%, from last season.
- From August through December of the 2017-18 season, clementine and tangerine imports were up 27.1% relative to last season. Season-to-date through 02/03/18, Texas fresh grapefruit shipments were down 0.4% relative to last season.
- Season-to-date through 01/27/18, Florida FCGJ availability, movement and ending inventories were down 32.9%, down 15.0%, and down 41.5% respectively, from last season.
- Season-to-date through 01/27/18, Florida SSGJ availability, movement and ending inventories were up 5.6%, down 5.0%, and up 10.2% respectively, from last season.
- For October through December of the 2017-18 season, U.S. GJ exports were down 67.8%. Season-to-date through 01/27/18, Florida GJ exports were down 16.7% (FDOC Processors report).
- Season-to-date through 01/20/18, 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 2.6% from the previous season, with the overall GJ price up 2.0%.
- Season-to-date through 01/28/18, Florida fresh grapefruit shipments were down 46.8% from last season, with Domestic/Canadian shipments down 40.8% and offshore shipments down 52.3% (DFVI). Shipments to Europe and Japan were down 52.8% and down 55.8%, respectively. Domestic FOB prices (CAC) for fresh white and red/pink grapefruit were up 25.6% and up 32.1%, respectively.
- For the month of January versus the same period last year, the Euro/USD, Real/USD, and Yen/USD exchange rates were down 12.8%, up 0.5%, and down 3.5% respectively.

Brazil Orange Juice Exports

Destination	Season-to-Date (July - January)		
	2016-17	2017-18	Change
	-million SSE Gallons-		- % -
NAFTA ^b	171.6	228.0	+32.8
Europe ^c	535.6	611.8	+14.2
Far East ^d	63.6	83.9	+32.0
Others	56.4	52.9	-6.2
Total	827.3	976.6	+18.1

^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 01/27/18 (FDOC Processor Week 17)		
	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	32.7	24.1	-26.4
Imports^a	203.5	261.8	+28.6	61.8	74.3	+20.2
Availability	585.3	555.2	-5.1	313.6	290.6	-7.3
Movement	366.3	363.0	-0.9	130.5	98.3	-24.7
Bulk	285.3	292.3	+2.5	106.1	76.4	-28.0
Packaged	81.0	70.7	-12.7	24.3	21.9	-10.1
Ending Inventory	219.0	192.2	-12.2	183.1	192.3	+5.0
Bulk	212.2	185.0	-12.8	175.6	185.0	+5.4
Packaged	6.8	7.2	+6.1	7.5	7.3	-2.9
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^b	31.1	27.5	-11.5	23.9	33.3	+39.4

^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 01/27/18 (FDOC Processor Week 17)		
	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	102.6	66.4	-35.3
Imports^a	46.4	63.7	+37.3	28.5	32.0	+12.3
Availability	635.8	587.2	-7.6	333.9	285.2	-14.6
Movement^b	427.5	397.9	-6.9	141.0	135.6	-3.8
Bulk	31.0	31.2	+0.4	8.4	8.3	-0.6
Packaged	396.4	366.7	-7.5	132.6	127.3	-4.0
Ending Inventory	202.8	186.7	-7.9	192.2	149.4	-22.3
Bulk	196.2	181.0	-7.7	185.3	143.3	-22.7
Packaged	6.6	5.8	-12.3	6.9	6.1	-11.4
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^c	24.7	24.4	-1.0	23.2	18.7	-19.2

^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 - December						
Country	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

^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 - December						
Country	Volume			FOB Value/SSG ^c		
	2016-17	2017-18	Change	2016-17	2017-18	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	10.68	7.15	-33.1	4.94	4.33	-12.3
Europe	1.81	0.05	-97.2	8.98	6.13	-31.7
Japan	0.17	0.06	-64.7	3.39	4.03	+18.9
Other	4.15	1.14	-72.5	4.33	5.35	+23.6
TOTAL	16.82	8.40	-50.1	5.21	4.48	-14.0

^a Includes OJ with added vitamins and minerals.

^b FDOC Processor exports of OJ for the 2017-18 season were down 83.9%, season-to-date through 01/27/18.

^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>36.2</u>	<u>55.6</u>	<u>+53.6</u>
Availability^c	69.5	71.1	+2.3
Ending Inventory^a	<u>20.1</u>	<u>20.3</u>	<u>+1.2</u>
Non-FDOC Processor FCOJ Disappearance^d	49.4	50.8	+2.8

^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 Results Combined (1/15/18)

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 01/20/18, Topline Report #04									
	2016-17	2017-18	Change	2016-17	2017-18	Change	2016-17	2017-18	Change
Refrigerated	139.04	133.66	-3.9	928.31	905.98	-2.4	6.68	6.78	+1.5
NFC	89.95	86.70	-3.6	681.86	664.19	-2.6	7.58	7.66	+1.1
RECON	49.10	46.96	-4.3	246.45	241.79	-1.9	5.02	5.15	+2.6
FCOJ	6.17	5.55	-10.0	30.12	27.82	-7.6	4.88	5.01	+2.7
Shelf Stable	0.09	0.07	-22.8	0.85	0.67	-21.3	8.92	9.09	+1.9
TOTAL	145.31	139.29	-4.1	959.27	934.47	-2.6	6.60	6.71	+1.6

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		
	01/23/16	01/21/17	01/20/18	01/23/16	01/21/17	01/20/18
Non-Promotional Price						
NFC <11 oz	\$4.05	\$3.82	\$3.85	\$12.21	\$11.64	\$11.90
NFC 11-20 oz	\$1.71	\$1.77	\$1.90	\$16.42	\$15.52	\$15.76
NFC 20-50 oz	\$3.74	\$3.71	\$3.49	\$13.88	\$13.93	\$13.82
NFC 50-70 oz	\$3.77	\$3.85	\$3.77	\$7.75	\$7.83	\$7.78
NFC 70-110 oz	\$5.92	\$5.75	\$5.83	\$8.51	\$8.28	\$8.38
NFC >110 oz	\$6.59	\$6.60	\$6.39	\$6.72	\$6.69	\$6.39
Promotional Price^a						
NFC <11 oz	\$2.70	\$3.20	\$3.41	\$10.35	\$9.88	\$9.74
NFC 11-20 oz	\$1.35	\$1.35	\$1.34	\$14.42	\$13.40	\$14.20
NFC 20-50 oz	\$3.08	\$2.98	\$2.93	\$11.36	\$11.19	\$11.61
NFC 50-70 oz	\$2.96	\$3.00	\$3.06	\$6.40	\$6.46	\$6.60
NFC 70-110 oz	\$5.28	\$5.19	\$5.36	\$7.59	\$7.46	\$7.71
NFC >110 oz	\$6.29	\$6.42	\$6.71	\$6.43	\$6.54	\$6.71

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)

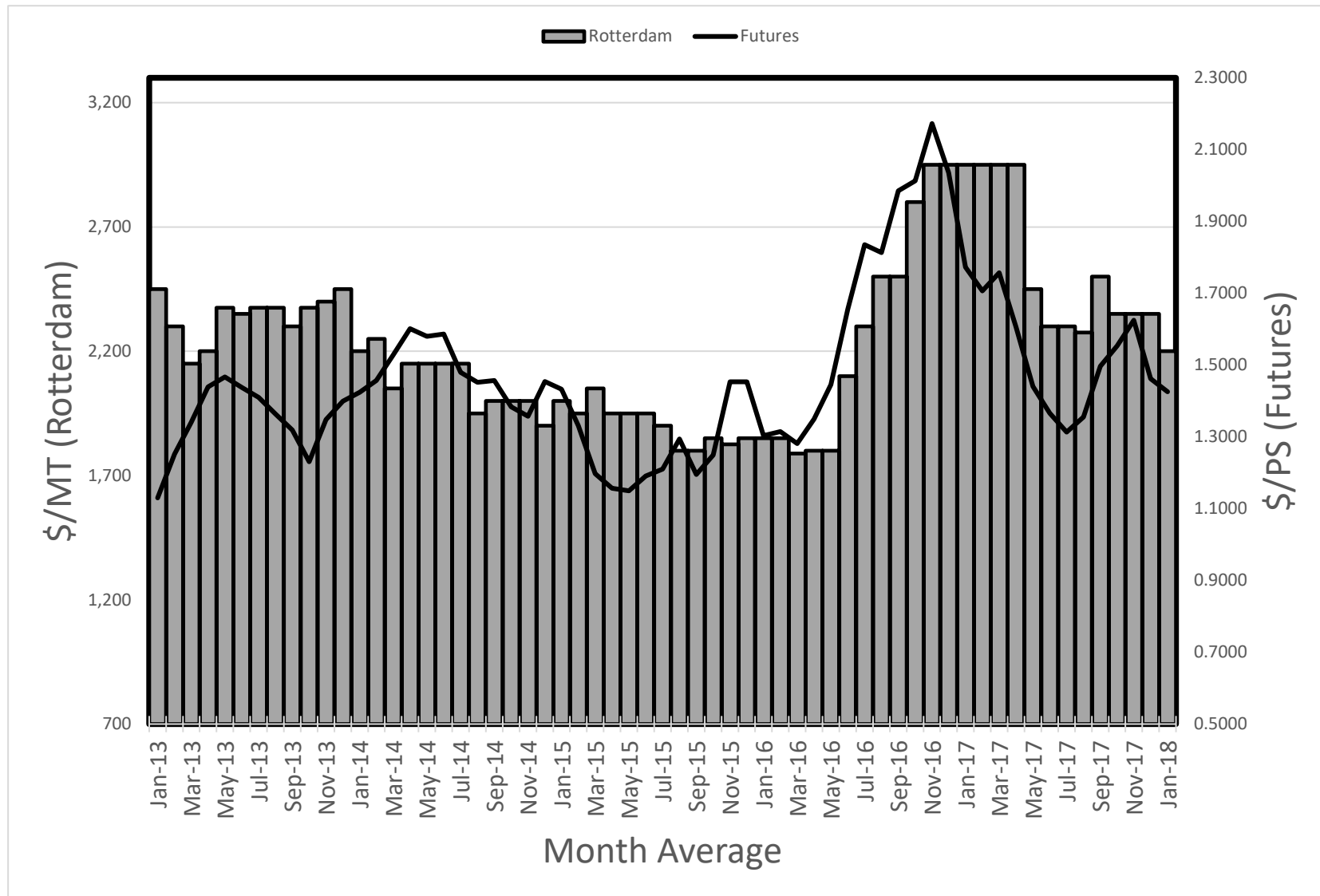
Unit Sizes	Dollar Sales			Gallon Sales		
	16 Week Period Ending			16 Week Period Ending		
	01/23/16	01/21/17	01/20/18	01/23/16	01/21/17	01/20/18
NFC <11 oz	\$10,950,941	\$11,028,008	\$10,982,383	912,709	959,762	945,196
NFC 11-20 oz	\$29,363,964	\$31,689,805	\$32,704,520	1,840,472	2,116,451	2,130,307
NFC 20-50 oz	\$8,521,632	\$7,856,069	\$6,494,193	628,296	581,332	485,054
NFC 50-70 oz	\$471,453,374	\$453,302,428	\$436,900,691	67,052,319	63,389,430	60,620,044
NFC 70-110 oz	\$146,211,575	\$149,781,132	\$149,888,005	18,011,778	18,677,128	18,271,015
NFC >110 oz	\$45,342,305	\$28,203,254	\$27,224,189	6,786,571	4,221,663	4,249,053
% Sold on Promotion^a						
NFC <11 oz	9.8%	7.3%	11.1%	11.4%	8.4%	13.2%
NFC 11-20 oz	21.1%	23.1%	24.0%	23.3%	25.8%	26.0%
NFC 20-50 oz	10.7%	12.6%	17.0%	12.7%	15.3%	19.6%
NFC 50-70 oz	48.5%	44.6%	44.6%	53.3%	49.4%	48.7%
NFC 70-110 oz	39.8%	29.2%	24.9%	42.5%	31.4%	26.5%
NFC >110 oz	14.0%	6.8%	6.2%	14.5%	7.0%	5.9%

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

January 2013 through January 2018



FCOJ Prices January

Item	2017	2018	Change
- \$ / PS -			- % -
FCOJ Futures	1.7729	1.4258	-19.6
- \$ / 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	\$2.36	\$2.58	+9.6
Late Season Oranges ^b	N/A	N/A	N/A
White Grapefruit ^c	N/A	N/A	N/A
Red/Pink Grapefruit ^c	\$2.18	\$3.03	+38.9

^a 2017-18 STD price through 01/27/18. 2016-17 STD price through 01/28/17.

^b Late season fruit has not begun for this season

^c 2017-18 STD price through 01/27/18. 2016-17 STD price through 01/28/17.

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 -	- % -
2015-16	3.41		3.47	
2016-17	8.09	+137.2	5.64	+62.6
2017-18	5.50	-32.0	5.84	+3.5

^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 01/28/18			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	1,376	1,472	+7.0	14.89	17.59	+18.1
Navel	727	500	-31.3	17.01	21.75	+27.9
Valencia	63	53	-16.2	17.99	18.28	+1.6
Tangelo	229	123	-46.3	13.25	21.86	+65.0
Early Tangerines ^a	906	479	-47.1	24.80	26.14	+5.4
Honey / Murcotts	129	51	-60.5	27.18	28.19	+3.7
Royal Tangerines / Temples	29	7	-76.5	20.70	21.60	+4.3
TOTAL	3,458	2,684	-22.4			

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 - December			STD - 02/03/18		
- million pounds -		- % -	- thousand 7/10 bu. Cartons -		- % -
270.1	343.4	+27.1	Total 3,203	3,192	-0.4
			Export 140	242	+73.2
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 01/27/18 (FDOC Processor Week 17)		
	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	4.7	0.8	-82.9
Imports^a	0.0	1.5	N/A	0.4	2.6	+519.6
Availability	28.9	24.4	-15.7	19.4	13.0	-32.9
Movement	17.7	15.9	-10.0	5.3	4.5	-15.0
Bulk	17.6	15.8	-10.2	5.3	4.5	-14.9
Packaged	0.1	0.1	+36.4	0.0	0.0	-21.5
Ending Inventory	14.3	9.6	-33.1	14.7	8.6	-41.5
Bulk	14.2	9.5	-33.0	14.7	8.6	-41.7
Packaged	0.1	0.0	-40.7	0.0	0.0	+3.5
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	42.1	31.3	-25.7	47.3	32.5	-31.2

^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: 01/27/18 (FDOC Processor Week 17)		
	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	4.6	4.8	+5.8
Imports^a	1.7	2.0	+18.5	0.2	1.9	+684.8
Availability	25.2	22.8	-9.7	14.5	15.3	+5.6
Movement	15.5	14.2	-8.0	4.7	4.5	-5.0
Bulk	3.5	2.4	-30.8	0.9	0.6	-28.4
Packaged	12.0	11.8	-1.4	3.8	3.9	+0.2
Ending Inventory	9.6	8.6	-11.2	9.8	10.8	+10.2
Bulk	9.5	8.4	-12.1	9.6	10.5	+9.4
Packaged	0.1	0.2	+52.6	0.2	0.3	+48.9
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	32.5	31.3	-3.5	35.3	40.9	+16.1

^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.

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

Season-to-Date October - December						
Country	Volume			FOB Value/SSG ^c		
	2016-17	2017-18	Change	2016-17	2017-18	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	0.42	0.14	-66.7	4.10	4.02	-2.0
Europe	1.38	0.43	-68.8	2.52	3.92	+55.6
Japan	0.28	0.08	-71.4	6.12	4.42	-27.8
Other	0.47	0.18	-61.7	4.44	3.50	-21.2
TOTAL	2.55	0.82	-67.8	3.52	3.89	+10.5

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

^b FDOC Processor exports of GJ for the 2017-18 season were down 16.7%, season-to-date through 01/27/18.

^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 Full Season Combined (p.10)

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 01/20/18, Topline Report #04									
	2016-17	2017-18	Change	2016-17	2017-18	Change	2016-17	2017-18	Change
Refrigerated	3.12	3.01	-3.5	23.84	23.59	-1.0	7.64	7.83	+2.5
NFC	2.82	2.76	-2.1	21.71	21.39	-1.5	7.70	7.75	+0.7
RECON	0.30	0.25	-16.1	2.13	2.20	+3.4	7.03	8.67	+23.3
FCOJ	0.04	0.03	-23.0	0.15	0.13	-9.5	4.16	4.88	+17.5
Shelf Stable	1.11	1.12	+1.1	6.81	6.90	+1.2	6.15	6.16	+0.1
TOTAL	4.27	4.16	-2.6	30.84	30.62	-0.7	7.22	7.36	+2.0

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 01/28/18

Destination/Variety	2016-17 STD	2017-18 STD	Change
- 1,000 4/5-bu. cartons -			- % -
Domestic & Canadian - All	2,203	1,303	-40.8
White	51	37	-26.2
Red/Pink	2,152	1,266	-41.2
Offshore Exports - All	2,440	1,165	-52.3
White	491	257	-47.6
Red/Pink	1,950	908	-53.4
TOTAL - All	4,643	2,468	-46.8
White	541	294	-45.6
Red/Pink	4,102	2,174	-47.0

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Shipments Season-to-Date through 01/28/18

Country	2016-17 STD	2017-18 STD	Change
- 1,000 4/5-bu. cartons -			- % -
United States	1,888	1,131	-40.1
Canada	315	172	-45.4
Europe	967	457	-52.8
Japan	1,197	528	-55.8
Other	276	179	-35.2
TOTAL - All	4,643	2,468	-46.8

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	19.44	+31.3
White	16.38	20.58	+25.6
Red/Pink	14.59	19.28	+32.1

^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 January)	0.9410	3.197	115.10
2018 (through January)	0.8206	3.212	111.07
% Change	-12.8	+0.5	-3.5
Average for Month of January			
2017	0.9410	3.197	115.10
2018	0.8206	3.212	111.07
% Change	-12.8	+0.5	-3.5