

# Florida Citrus Economic & Market Indicators May 2017



Florida Department of  
Citrus  
Economic and Market  
Research

# Florida Citrus Economic & Market Indicators

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## Summary Comments

- Brazil's OJ exports for 2016-17 Brazilian season (July - April) were down 20.2 from the previous year with exports to the NAFTA region, Europe and the Far East down 7.4, down 25.4 and down 21.4, respectively.
- Season-to-date through 04/29/17, Florida FCOJ availability, movement and ending inventories were down 15.0%, down 0.1%, and down 27.0% respectively, from last season.
- Season-to-date through 04/29/17, Florida SSOJ availability, movement and ending inventories were down 12.8%, down 8.0%, and down 16.1% respectively, from last season.
- For October through March of the 2016-17 season, U.S. OJ imports and exports were down 10.0% and down 46.9% from last season, respectively. Season-to-date through 04/29/17, Florida OJ exports were up 62.1% (FDOC Processors Report).
- For October through March of the 2016-17 season, Non-FDOC Processor FCOJ disappearance, based on FCOJ inventories and imports, was down 30.6%.
- Season-to-date through 04/15/17, 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 7.4% from the previous season, with the NFC price down 3.7%, the Recon price down 7.0% and the overall OJ price down 4.8%.
- The average FCOJ Futures price was \$1.61/PS up \$0.26/PS from last year, while the Rotterdam price was at an estimated \$2950/MT, up \$1150/MT from last year.
- Season-to-date through 03/04/17, the delivered-in price for early and midseason oranges was \$2.41/PS, up \$0.52/PS from last season. Late season Orange Prices have not been released through 04/29/17.
- Season to date through 04/16/17, fresh orange and specialty citrus shipments were down 33.2%, from last season.
- From August through March of the 2016-17 season, clementine and tangerine imports were up 4.6% relative to last season. Season-to-date through 04/22/17, Texas fresh grapefruit shipments were up 6.2% relative to last season.
- Season-to-date through 04/29/17, Florida FCGJ availability, movement and ending inventories were down 19.2%, down 13.1%, and down 29.4% respectively, from last season.
- Season-to-date through 04/29/17, Florida SSGJ availability, movement and ending inventories were down 9.3%, down 10.4%, and down 8.6% respectively, from last season.
- For October through March of the 2016-17 season, U.S. GJ exports were up 7.1%. Season-to-date through 04/29/17, Florida GJ exports were down 28.2% (FDOC Processors report).
- Season-to-date through 04/15/17, 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 3.3% from the previous season, with the overall GJ price up 0.9%.
- Season-to-date through 04/16/17, Florida fresh grapefruit shipments were down 29.0% from last season, with Domestic/Canadian shipments down 31.7% and offshore shipments down 26.4% (DFVI). Shipments to Europe and Japan were down 26.3% and down 25.6%, respectively. Domestic FOB prices (CAC) for fresh white and red/pink grapefruit were equal to the previous season and up 3.8%, respectively.
- For the month of April versus the same period last year, the Euro/USD, Real/USD, and Yen/USD exchange rates were up 5.9%, down 11.7%, and up 0.5% respectively.

## Brazil Orange Juice Exports

Destination	Season-to-Date (July - April)		
	2015-16	2016-17	Change
	-million SSE Gallons <sup>a</sup> -		- % -
<b>NAFTA<sup>b</sup></b>	<b>232.2</b>	<b>215.1</b>	<b>-7.4</b>
<b>Europe<sup>c</sup></b>	<b>951.1</b>	<b>709.9</b>	<b>-25.4</b>
<b>Far East<sup>d</sup></b>	<b>112.5</b>	<b>88.5</b>	<b>-21.4</b>
<b>Others</b>	<b>70.7</b>	<b>77.2</b>	<b>+9.2</b>
<b>Total</b>	<b>1366.6</b>	<b>1090.7</b>	<b>-20.2</b>

<sup>a</sup>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

<sup>b</sup>U.S., Canada, and Mexico.

<sup>c</sup>Russia, Ukraine, and Turkey are included in Europe.

<sup>d</sup>China, 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 04/29/17 (FDOC Processor Week 30)		
	2014-15	2015-16	Change	2015-16	2016-17	Change
	- million PS -		- % -	- million PS -		- % -
<b>Beginning Inventory</b>	<b>274.1</b>	<b>289.3</b>	<b>+5.5</b>	<b>289.3</b>	<b>219.0</b>	<b>-24.3</b>
<b>Pack from Fruit</b>	<b>120.0</b>	<b>92.6</b>	<b>-22.9</b>	<b>85.3</b>	<b>63.6</b>	<b>-25.5</b>
<b>Imports<sup>a</sup></b>	<b>259.7</b>	<b>203.5</b>	<b>-21.6</b>	<b>140.7</b>	<b>155.4</b>	<b>+10.4</b>
<b>Availability</b>	<b>653.8</b>	<b>585.3</b>	<b>-10.5</b>	<b>515.3</b>	<b>438.0</b>	<b>-15.0</b>
<b>Movement</b>	<b>364.6</b>	<b>366.3</b>	<b>+0.5</b>	<b>229.7</b>	<b>229.4</b>	<b>-0.1</b>
Bulk	278.2	285.3	+2.6	180.8	187.0	+3.4
Packaged	86.4	81.0	-6.2	48.9	42.4	-13.3
<b>Ending Inventory</b>	<b>289.3</b>	<b>219.0</b>	<b>-24.3</b>	<b>285.6</b>	<b>208.6</b>	<b>-27.0</b>
Bulk	281.4	212.2	-24.6	278.2	200.5	-27.9
Packaged	7.8	6.8	-13.2	7.4	8.1	+9.5
	- weeks supply -		- % -	- weeks supply -		- % -
<b>Carry Over - STD<sup>b</sup></b>	<b>41.3</b>	<b>31.1</b>	<b>-24.6</b>	<b>37.3</b>	<b>27.3</b>	<b>-26.9</b>

<sup>a</sup>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.

<sup>b</sup>Season-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 04/29/17 (FDOC Processor Week 30)		
	2014-15	2015-16	Change	2015-16	2016-17	Change
	- million PS -		- % -	- million PS -		- % -
<b>Beginning Inventory</b>	<b>213.6</b>	<b>228.4</b>	<b>+6.9</b>	<b>228.4</b>	<b>202.8</b>	<b>-11.2</b>
<b>Pack from Fruit</b>	<b>436.2</b>	<b>361.0</b>	<b>-17.2</b>	<b>327.3</b>	<b>267.7</b>	<b>-18.2</b>
<b>Imports<sup>a</sup></b>	<b>41.7</b>	<b>46.4</b>	<b>+11.1</b>	<b>31.8</b>	<b>41.7</b>	<b>+30.9</b>
<b>Availability</b>	<b>691.5</b>	<b>635.8</b>	<b>-8.1</b>	<b>587.5</b>	<b>512.2</b>	<b>-12.8</b>
<b>Movement<sup>b</sup></b>	<b>457.0</b>	<b>427.5</b>	<b>-6.5</b>	<b>263.6</b>	<b>242.5</b>	<b>-8.0</b>
Bulk	36.2	31.0	-14.3	19.5	15.3	-21.2
Packaged	420.8	396.4	-5.8	244.1	227.2	-6.9
<b>Ending Inventory</b>	<b>227.8</b>	<b>202.8</b>	<b>-11.0</b>	<b>318.8</b>	<b>267.6</b>	<b>-16.1</b>
Bulk	221.6	196.2	-11.5	311.8	261.5	-16.1
Packaged	6.2	6.6	+6.4	7.0	6.1	-12.7
	- weeks supply -		- % -	- weeks supply -		- % -
<b>Carry Over - STD<sup>c</sup></b>	<b>25.9</b>	<b>24.7</b>	<b>-4.8</b>	<b>36.3</b>	<b>33.1</b>	<b>-8.8</b>

<sup>a</sup>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.

<sup>b</sup>Excludes evaporated COJ.

<sup>c</sup>Season-to-date weeks supply based on season-to-date movement.

## U.S. Orange Juice Imports<sup>a</sup>

Season-to-Date October - March						
Country	Volume			FOB Value/SSG <sup>c</sup>		
	2015-16	2016-17	Change	2015-16	2016-17	Change
<b>TOTAL OJ</b>						
	- million SSE gallons -		- % -	- million SSE gallons -		- % -
Brazil	116.95	113.65	-2.8	1.12	1.42	+26.8
CBI <sup>b</sup>	12.16	9.61	-21.0	1.77	1.80	+1.7
Mexico	89.00	71.34	-19.8	1.61	2.13	+32.3
Other	3.36	4.74	+41.1	2.44	2.56	+4.9
<b>TOTAL</b>	<b>221.48</b>	<b>199.33</b>	<b>-10.0</b>	<b>1.37</b>	<b>1.72</b>	<b>+25.5</b>
<b>NFC OJ</b>						
Brazil	34.58	41.93	+21.3	1.47	1.45	-1.4
CBI <sup>b</sup>	0.00	0.04	N/A	0.00	2.74	N/A
Mexico	8.25	7.74	-6.2	2.71	2.86	+5.5
Other	0.03	0.01	-66.7	5.43	5.58	+2.8
<b>TOTAL</b>	<b>42.86</b>	<b>49.72</b>	<b>+16.0</b>	<b>1.71</b>	<b>1.67</b>	<b>-2.3</b>

<sup>a</sup>Includes OJ with added vitamins and minerals.

<sup>b</sup>Includes Dominican Republic-Central America initiatives

<sup>c</sup>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 gallon

SOURCE: U.S. Department of Commerce.

## U.S. Orange Juice Exports<sup>a,b</sup>

Season-to-Date October - March						
Country	Volume			FOB Value/SSG <sup>c</sup>		
	2015-16	2016-17	Change	2015-16	2016-17	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	24.51	16.77	-31.6	5.06	4.94	-2.4
Europe	13.92	3.37	-75.8	2.06	6.43	+212.1
Japan	0.40	0.26	-35.0	3.52	3.74	+6.3
Other	13.80	7.53	-45.4	3.49	4.24	+21.5
<b>TOTAL</b>	<b>52.62</b>	<b>27.92</b>	<b>-46.9</b>	<b>3.84</b>	<b>4.92</b>	<b>+28.1</b>

<sup>a</sup>Includes OJ with added vitamins and minerals.

<sup>b</sup>FDOC Processor exports of OJ for the 2015-16 season were up 116.7%, season-to-date through 02/27/2016.

<sup>c</sup>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 gallon

SOURCE: U.S. Department of Commerce.



## Non-FDOC Processor FCOJ Disappearance Index

Item	Season-to-Date October - March		
	2015-16	2016-17	Change
- million SSE gallons -			- % -
<b>Beginning Inventory<sup>a</sup></b>	<b>28.0</b>	<b>33.3</b>	<b>+19.0</b>
<b>Foreign Imports<sup>b</sup></b>	<b><u>89.4</u></b>	<b><u>49.5</u></b>	<b><u>-44.7</u></b>
<b>Availability<sup>c</sup></b>	<b>117.4</b>	<b>82.8</b>	<b>-29.5</b>
<b>Ending Inventory<sup>a</sup></b>	<b><u>30.9</u></b>	<b><u>22.7</u></b>	<b><u>-26.4</u></b>
<b>Non-FDOC Processor FCOJ Disappearance<sup>d</sup></b>	<b>86.5</b>	<b>60.0</b>	<b>-30.6</b>

<sup>a</sup>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.

<sup>b</sup>U.S. Department of Commerce, FCOJ imports (excludes bonded product) minus FDOC Processor, FCOJ foreign product imported by members (includes bonded product)

<sup>c</sup>Beginning inventory and imports.

<sup>d</sup>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.

# U.S. Retail Orange Juice Sales

## Expanded All Outlets Combined (xAOC)<sup>a</sup>

Item	Volume Sales			Dollar Sales			Price/Eq Gallon		
	2014-15	2015-16	Change	2014-15	2015-16	Change	2014-15	2015-16	Change
	- million SSE gallons -		- % -	- million dollars -		- % -	- \$/SSE gallon -		- % -
Full Season Results for the Previous Two Seasons									
Refrigerated	468.33	444.68	-5.0	3,097.99	2,940.15	-5.1	6.62	6.61	0.0
NFC	291.59	281.16	-3.6	2,221.56	2,134.63	-3.9	7.62	7.59	-0.4
RECON	176.74	163.52	-7.5	876.43	805.52	-8.1	4.96	4.93	-0.7
FCOJ	21.24	19.19	-9.6	105.29	94.21	-10.5	4.96	4.91	-1.0
Shelf Stable	0.56	0.36	-35.1	5.07	3.23	-36.3	9.11	8.95	-1.8
TOTAL	490.12	464.23	-5.3	3,208.35	3,037.59	-5.3	6.55	6.54	0.0
Season-to-Date through 04/15/17, Topline Report #07									
	2015-16	2016-17	Change	2015-16	2016-17	Change	2015-16	2016-17	Change
Refrigerated	256.28	237.55	-7.3	1,686.86	1,608.58	-4.6	6.58	6.77	+2.9
NFC	162.68	153.71	-5.5	1,224.76	1,179.04	-3.7	7.53	7.67	+1.9
RECON	93.59	83.85	-10.4	462.10	429.54	-7.0	4.94	5.12	+3.8
FCOJ	10.97	9.95	-9.3	54.08	49.90	-7.7	4.93	5.02	+1.7
Shelf Stable	0.21	0.17	-21.7	1.92	1.49	-22.2	8.95	8.90	-0.6
TOTAL	267.46	247.67	-7.4	1,742.86	1,659.97	-4.8	6.52	6.70	+2.9

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.

# 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		
	04/18/15	04/16/16	04/15/17	04/18/15	04/16/16	04/15/17
<b>Non-Promotional Price</b>						
NFC <11 oz	\$4.10	\$3.93	\$3.88	\$12.23	\$12.21	\$11.87
NFC 11-20 oz	\$1.65	\$1.76	\$1.82	\$16.85	\$16.13	\$15.85
NFC 20-50 oz	\$3.64	\$3.76	\$3.77	\$13.59	\$13.89	\$14.15
NFC 50-70 oz	\$3.82	\$3.77	\$3.87	\$7.88	\$7.75	\$7.95
NFC 70-110 oz	\$5.96	\$5.87	\$5.84	\$8.57	\$8.44	\$8.41
NFC >110 oz	\$6.62	\$6.60	\$6.50	\$6.77	\$6.72	\$6.52
<b>Promotional Price<sup>a</sup></b>						
NFC <11 oz	\$3.02	\$2.82	\$3.26	\$10.21	\$9.58	\$10.45
NFC 11-20 oz	\$1.29	\$1.31	\$1.30	\$13.84	\$14.09	\$13.80
NFC 20-50 oz	\$3.17	\$3.22	\$2.83	\$11.24	\$11.93	\$10.71
NFC 50-70 oz	\$3.08	\$3.04	\$3.08	\$6.67	\$6.58	\$6.64
NFC 70-110 oz	\$5.30	\$5.29	\$5.42	\$7.63	\$7.61	\$7.79
NFC >110 oz	\$6.27	\$6.06	\$6.34	\$6.41	\$6.12	\$6.35

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.

<sup>a</sup>Promotional 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)

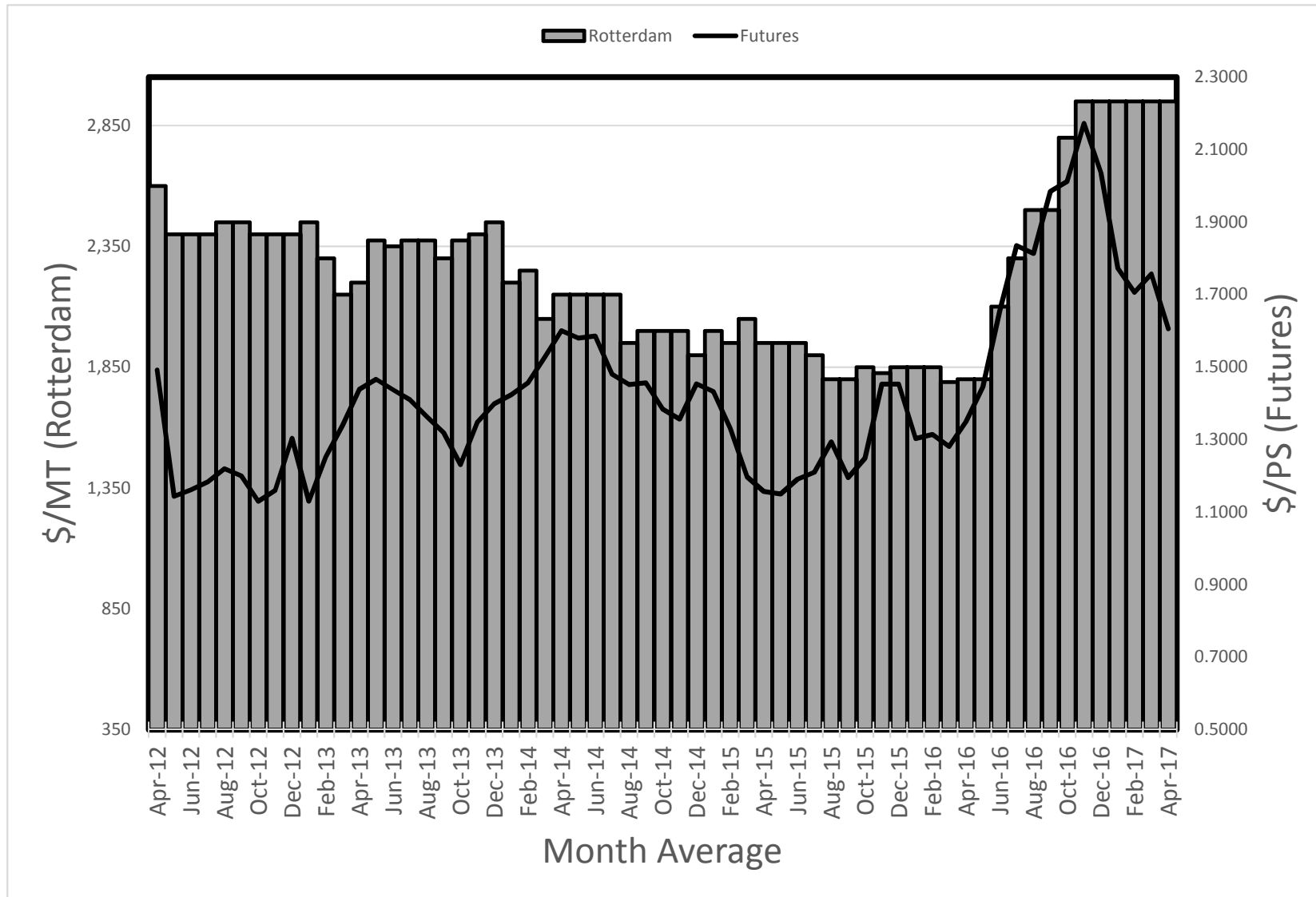
Unit Sizes	Dollar Sales			Gallon Sales		
	16 Week Period Ending			16 Week Period Ending		
	04/18/15	04/16/16	04/15/17	04/18/15	04/16/16	04/15/17
NFC <11 oz	\$11,053,215	\$11,212,688	\$11,455,007	918,245	943,108	976,131
NFC 11-20 oz	\$26,450,177	\$29,915,438	\$31,946,969	1,643,188	1,929,561	2,081,973
NFC 20-50 oz	\$8,126,136	\$9,420,284	\$8,329,973	610,176	691,055	625,859
NFC 50-70 oz	\$492,951,187	\$463,423,321	\$450,598,426	68,077,112	64,912,141	61,625,595
NFC 70-110 oz	\$147,740,055	\$147,380,490	\$149,497,216	17,961,534	18,270,980	18,161,419
NFC >110 oz	\$52,682,522	\$43,126,889	\$29,395,233	7,819,107	6,534,411	4,521,747
<b>% Sold on Promotion<sup>a</sup></b>						
NFC <11 oz	8.1%	9.8%	8.2%	9.5%	12.2%	9.2%
NFC 11-20 oz	21.5%	27.9%	22.0%	25.0%	30.7%	24.5%
NFC 20-50 oz	9.9%	11.4%	19.6%	11.7%	13.0%	24.4%
NFC 50-70 oz	48.5%	48.2%	43.9%	52.6%	52.3%	48.4%
NFC 70-110 oz	33.9%	42.5%	26.7%	36.6%	45.0%	28.3%
NFC >110 oz	8.2%	18.6%	9.3%	8.6%	20.1%	9.5%

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.

<sup>a</sup>Promotional 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

April 2012 through April 2017



# FCOJ Prices

## April

Item	2016	2017	Change
- \$ / PS -			- % -
FCOJ Futures	1.3494	1.6057	+19.0
- \$ / MT -			
FCOJ Rotterdam	1800	2950	+63.9

SOURCES: Intercontinental Exchange, Inc. (Futures); *Foodnews* (Rotterdam).

## FDOC Processor Delivered-In Prices

Variety	STD Prices Reported for Canner's A		
	2015-16	2016-17	Change
	- \$ / PS -		- % -
Early & Midseason Oranges <sup>a</sup>	\$1.89	\$2.41	+27.4
Late Season Oranges <sup>b</sup>	\$2.12	N/A	N/A
White Grapefruit <sup>c</sup>	\$1.83	N/A	N/A
Red/Pink Grapefruit <sup>c</sup>	\$1.89	N/A	N/A

<sup>a</sup> 2016-17 Season final price from 03/04/17. 2015-16 Season final price from 02/20/16.

<sup>b</sup> 2016-17 STD price through 04/29/17. 2015-16 STD price through 04/30/16.

<sup>c</sup> 2016-17 STD price through 04/29/17. 2015-16 Season final price from 04/23/16.

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

Season	April Average		Season-to-Date <sup>a</sup> (July - April)	
	Price	Change from Year Ago	Price	Change from Year Ago
	- \$ / box <sup>b</sup> -	- % -	- \$ / box <sup>b</sup> -	- % -
<b>2014-15</b>	<b>3.62</b>		<b>3.88</b>	
<b>2015-16</b>	<b>4.13</b>	<b>+14.1</b>	<b>3.51</b>	<b>-9.4</b>
<b>2016-17</b>	<b>5.61</b>	<b>+35.8</b>	<b>5.76</b>	<b>+63.9</b>

<sup>a</sup> Unweighted average of monthly prices.

<sup>b</sup> 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 04/16/17			FOB Price through 04/09/17		
	2015-16 STD	2016-17 STD	Change	2015-16 STD	2016-17 STD	Change
	- 1,000 of 4/5 bu. cartons -		- % -	- \$ / carton -		- % -
Early & Mid Oranges	2,101	1,495	-28.9	14.25	14.92	+4.7
Navel	1,051	728	-30.8	19.17	17.01	-11.3
Valencia	1,745	937	-46.3	13.98	16.54	+18.3
Tangelo	414	253	-38.9	15.36	13.25	-13.7
Early Tangerines <sup>a</sup>	1,071	911	-14.9	23.96	24.38	+1.8
Honey / Murcotts	703	427	-39.2	26.26	26.28	+0.1
Royal Tangerines / Temples	122	65	-46.9	21.60	20.70	-4.2
<b>TOTAL</b>	<b>7,206</b>	<b>4,816</b>	<b>-33.2</b>			

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

<sup>a</sup>Prices for Sunburst.

## Selected Competitive Fresh Fruit Shipments

U.S. Clementine and Tangerine Imports			Texas Fresh Grapefruit Shipments		
2015-16	2016-17	Change	2015-16	2016-17	Change
August - March			STD - 04/22/17		
- million pounds -		- % -	- thousand 7/10 bu. Cartons -		- % -
298.4	312.3	+4.6	4,759	5,052	+6.2
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 04/29/17 (FDOC Processor Week 30)		
	2014-15	2015-16	Change	2015-16	2016-17	Change
	- million PS -		- % -	- million PS -		- % -
<b>Beginning Inventory</b>	<b>18.8</b>	<b>16.1</b>	<b>-14.7</b>	<b>16.1</b>	<b>14.2</b>	<b>-11.3</b>
<b>Pack from Fruit</b>	<b>17.7</b>	<b>12.9</b>	<b>-27.3</b>	<b>12.9</b>	<b>8.5</b>	<b>-33.8</b>
<b>Imports<sup>a</sup></b>	<b>0.0</b>	<b>0.0</b>	<b>N/A</b>	<b>0.0</b>	<b>0.6</b>	<b>N/A</b>
<b>Availability</b>	<b>36.5</b>	<b>28.9</b>	<b>-20.8</b>	<b>28.9</b>	<b>23.4</b>	<b>-19.2</b>
<b>Movement</b>	<b>23.6</b>	<b>17.7</b>	<b>-24.9</b>	<b>10.5</b>	<b>9.1</b>	<b>-13.1</b>
Bulk	23.4	17.6	-24.8	10.4	9.1	-13.1
Packaged	0.2	0.1	-46.8	0.1	0.1	-7.8
<b>Ending Inventory</b>	<b>16.1</b>	<b>14.3</b>	<b>-11.2</b>	<b>21.2</b>	<b>15.0</b>	<b>-29.4</b>
Bulk	16.1	14.2	-11.3	21.2	14.9	-29.5
Packaged	0.0	0.1	+43.7	0.0	0.0	+35.3
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
<b>Carry Over<sup>b</sup></b>	<b>35.5</b>	<b>42.1</b>	<b>+18.3</b>	<b>60.6</b>	<b>49.2</b>	<b>-18.7</b>

<sup>a</sup>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.

<sup>b</sup>Season-to-date weeks supply based on season-to-date movement.

## Florida SSGJ Availability, Movement and Inventory

Item	Prior Season Comparison			Season-to-Date: 04/29/17		
	Oct- Sep			FDOC Processor Week 30		
	2014-15	2015-16	Change	2015-16	2016-17	Change
	- million PS -		- % -	- million PS -		- % -
<b>Beginning Inventory</b>	<b>12.2</b>	<b>9.6</b>	<b>-21.4</b>	<b>9.6</b>	<b>9.6</b>	<b>+0.8</b>
<b>Pack from Fruit</b>	<b>14.9</b>	<b>14.0</b>	<b>-5.7</b>	<b>14.0</b>	<b>11.1</b>	<b>-20.6</b>
<b>Imports<sup>a</sup></b>	<b>1.1</b>	<b>1.7</b>	<b>+54.6</b>	<b>1.6</b>	<b>2.1</b>	<b>+28.8</b>
<b>Availability</b>	<b>28.1</b>	<b>25.2</b>	<b>-10.2</b>	<b>25.2</b>	<b>22.8</b>	<b>-9.3</b>
<b>Movement</b>	<b>16.9</b>	<b>15.5</b>	<b>-8.4</b>	<b>9.4</b>	<b>8.4</b>	<b>-10.4</b>
Bulk	4.5	3.5	-22.5	2.3	1.5	-35.4
Packaged	12.4	12.0	-3.2	7.1	7.0	-2.3
<b>Ending Inventory</b>	<b>9.5</b>	<b>9.6</b>	<b>+1.3</b>	<b>15.8</b>	<b>14.4</b>	<b>-8.6</b>
Bulk	9.3	9.5	+2.2	15.5	14.2	-8.7
Packaged	0.2	0.1	-38.3	0.2	0.2	+0.4
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
<b>Carry Over<sup>b</sup></b>	<b>29.4</b>	<b>32.5</b>	<b>+10.6</b>	<b>50.2</b>	<b>51.2</b>	<b>+2.0</b>

<sup>a</sup>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.

<sup>b</sup>Season-to-date weeks supply based on season-to-date movement.

## U.S. Grapefruit Juice Exports<sup>a,b</sup>

Season-to-Date October - March						
Country	Volume			FOB Value/SSG <sup>c</sup>		
	2015-16	2016-17	Change	2015-16	2016-17	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	0.77	0.89	+15.6	4.63	3.39	-26.8
Europe	1.88	2.79	+48.4	3.02	2.81	-7.0
Japan	1.18	0.70	-40.7	3.65	5.26	+44.1
Other	0.94	0.74	-21.3	4.21	5.83	+38.5
<b>TOTAL</b>	<b>4.77</b>	<b>5.11</b>	<b>+7.1</b>	<b>3.67</b>	<b>3.68</b>	<b>+0.3</b>

<sup>a</sup> SOURCE: U.S. Department of Commerce.

<sup>b</sup>FDOC Processor exports of GJ for the 2015-16 season were down 27.2%, season-to-date through 02/27/2016.

<sup>c</sup>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)<sup>a</sup>

Item	Volume Sales			Dollar Sales			Price/Eq Gallon		
	2014-15	2015-16	Change	2014-15	2015-16	Change	2014-15	2015-16	Change
	- million SSE gallons -		- % -	- million dollars -		- % -	- \$/SSE gallon -		- % -
Full Season Results for the Previous Two Seasons									
Refrigerated	10.70	10.36	-3.2	82.24	79.84	-2.9	7.69	7.71	+0.2
NFC	9.71	9.38	-3.4	76.13	73.50	-3.4	7.84	7.83	-0.1
RECON	0.99	0.98	-0.9	6.11	6.33	+3.6	6.20	6.48	+4.5
FCOJ	0.18	0.18	+1.4	0.92	0.78	-16.0	5.25	4.36	-17.1
Shelf Stable	3.98	3.82	-3.9	25.63	24.48	-4.5	6.44	6.41	-0.6
TOTAL	14.86	14.38	-3.2	108.83	105.21	-3.3	7.33	7.32	-0.1
Season-to-Date through 04/15/17, Topline Report #07									
	2015-16	2016-17	Change	2015-16	2016-17	Change	2015-16	2016-17	Change
Refrigerated	5.70	5.48	-4.0	43.62	42.61	-2.3	7.65	7.78	+1.7
NFC	5.17	4.99	-3.5	40.18	38.85	-3.3	7.77	7.78	+0.2
RECON	0.53	0.49	-8.3	3.44	3.76	+9.3	6.49	7.73	+19.1
FCOJ	0.10	0.08	-17.9	0.44	0.36	-18.8	4.54	4.50	-1.1
Shelf Stable	2.04	2.03	-0.7	13.10	12.80	-2.3	6.41	6.31	-1.5
TOTAL	7.85	7.59	-3.3	57.22	55.81	-2.5	7.29	7.35	+0.9

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.

# Florida Fresh Grapefruit Shipments

## Season-to-Date through 04/16/17

Destination/Variety	2015-16 STD	2016-17 STD	Change
- 1,000 4/5-bu. cartons -			- % -
<b>Domestic &amp; Canadian - All</b>	<b>4,423</b>	<b>3,020</b>	<b>-31.7</b>
White	75	65	-13.6
Red/Pink	4,347	2,954	-32.0
<b>Offshore Exports - All</b>	<b>4,626</b>	<b>3,404</b>	<b>-26.4</b>
White	905	629	-30.5
Red/Pink	3,721	2,775	-25.4
<b>TOTAL - All</b>	<b>9,049</b>	<b>6,423</b>	<b>-29.0</b>
White	980	694	-29.2
Red/Pink	8,069	5,729	-29.0

Source: DFVI, Florida Dept. of Agriculture

# Florida Fresh Grapefruit Shipments

## Season-to-Date through 04/16/17

Country	2015-16 STD	2016-17 STD	Change
- 1,000 4/5-bu. cartons -			- % -
United States	3,770	2,598	-31.1
Canada	652	421	-35.4
Europe	1,926	1,420	-26.3
Japan	2,125	1,582	-25.6
Other	574	402	-30.0
<b>TOTAL - All</b>	<b>9,049</b>	<b>6,423</b>	<b>-29.0</b>

Source: DFVI, Florida Dept. of Agriculture



**Florida Fresh Grapefruit Domestic FOB Prices**  
**Season-to-Date through 04/09/17**

Variety	FOB Price		
	2015-16	2016-17	Change
	STD	STD	
	- \$ / carton -		- % -
<b>TOTAL<sup>a</sup></b>	<b>14.28</b>	<b>14.76</b>	<b>+3.4</b>
<b>White</b>	<b>16.36</b>	<b>16.36</b>	<b>0.0</b>
<b>Red/Pink</b>	<b>14.03</b>	<b>14.57</b>	<b>+3.8</b>

<sup>a</sup>Weighted average based on FDACS reporting of fresh fruit shipments  
Source: Citrus Administrative Committee

## Foreign Exchange Rates Per USD

Date	Euro	Real	Yen
<b>Annual</b>			
2012	0.7780	1.953	79.80
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
2016 (through April)	0.9008	3.816	113.89
2017 (through April)	0.9373	3.143	112.78
% Change	+4.0	-17.6	-1.0
<b>Average for Month of April</b>			
2016	0.8819	3.559	109.58
2017	0.9340	3.142	110.17
% Change	+5.9	-11.7	+0.5