

Florida Citrus Economic & Market Indicators March, 2009

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Summary Comments

- > Over the July through February period of 2008-09, Brazil's OJ exports were down 5.8% from the previous season with exports to NAFTA countries, Europe and the Far East down 41.5%, up 7.4% and down 20.7%, respectively.
- > Season-to-date through 03/07/09, Florida OJ availability, movement and ending inventories were up 16.2%, 4.0% and 27.0%, respectively, from last season.
- ➤ Season-to-date through January, U.S. OJ imports and exports were down 43.2% and 11.0%, respectively. Season-to-date through 03/07/09, Florida OJ exports were up 49.8% (FDOC Processor report).
- > Season-to-date through January, Non-FDOC Processor FCOJ disappearance, based on FCOJ inventories and imports, was up 50.5%.
- ➤ Season-to-date through 02/14/09, OJ volume sales in all Nielsen retail outlets (U.S. grocery stores doing \$2 million plus business, Wal-Mart stores excluding Sam's Clubs, mass merchandisers and drug stores doing \$1 million plus business) were down 1.0% from the previous season, with the NFC price down .7%, the Recon price down 5.7%, the FCOJ price unchanged, and the overall OJ price down 2.5%.
- ➤ The February average FCOJ Futures price was \$.69/PS, down \$.59/PS from last year. The Florida bulk FCOJ FOB price was \$.85/PS for the week ending 02/14/09, down \$.62/PS from last year; while the Rotterdam price was at an estimated \$1,300/MT, down \$600/MT from last year.
- ➤ Season-to-date through 03/07/09, the delivered-in price for early and midseason oranges was \$1.01/PS, down \$.38/PS from last season; season-to-date delivered-in prices for white and red grapefruit juice were \$.56/PS and \$.63/PS, up \$.07/PS and \$.19/PS from last season, respectively.
- ➤ Season-to-date through 03/08/09, fresh orange and specialty citrus shipments were up 13.1% from last season. Domestic FOB prices for 1) early, midseason & Temple oranges, 2) Navel oranges, 3) Valencia oranges, 4) Tangelos, 5) early tangerines and 6) Honey tangerines were down 14.2%, up 1.7%, down 17.9%, down 2.4%, down 8.8% and up 9.1%, respectively.
- Season -to-date through January, clementine/tangerine imports were up 32.6%. Season-to-date through 03/08/09, Texas fresh grapefruit shipments were down 10.6%.
- ➤ Season-to-date through 03/07/09, Florida GJ availability, movement and ending inventory were up 2.1%, 3.1% and 1.6%, respectively.
- > Season-to-date through January, U.S. GJ exports were up 27.9%. Season-to-date through 03/07/09, Florida GJ exports were up 8.9% (FDOC Processor report).
- > Season-to-date through 02/14/09, GJ volume sales in all Nielsen retail outlets were up .7% from last season, with the NFC price down .9%, the RECON price down 2.8% and the overall GJ price down .9%.
- ➤ Season-to-date through 03/08/09, Florida fresh grapefruit shipments were down 2.7% from last season, with domestic/Canadian shipments up 11.5% and offshore shipments down 10.1% (CAC). Season-to-date through 03/01/09, certified shipments to Europe and Japan were down 5.1% and 9.9%, respectively. Season-to-date through 03/08/09, domestic FOB prices (CAC) for fresh white and colored grapefruit were down 10.2% and 14.4%, respectively.
- For the week ending 03/16/09 versus the same period last year, the Euro-per-Dollar exchange rate was up 20.9%, while the Yen-per-Dollar was down 3.3%.
- > Through the end of Q4, the level of communications awareness achieved is on target with the prediction.
- > Purchase intent shifts occurred during the solo airing of "Miracle" during the April-September period.
- > Regular drinkers have significantly increased since the beginning of the study, where as the frequent drinker has continued to slowly decline through the end of Q4.
- > Satisfaction levels are stable as Orange Juice and Milk continue to be the beverage leaders.

Brazil Orange-Juice Exports

Destination	Season-to-Date (July-February)				
	2007-08	2008-09	Change		
	million SS	SE gallons ^a	- % -		
NAFTA ^b	251.2	147.0	-41.5		
Europec	812.7	872.5	+7.4		
Far East ^d	122.7	97.4	-20.7		
Others	60.8	57.9	-4.8		
TOTAL	1,247.4	1,174.7	-5.8		

^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.

SOURCE: SECEX.

^cRussia, Ukraine, and Turkey are included in Europe.

dChina, Japan, Taiwan, Hong Kong, Macau, South Korea, North Korea, Philippines, and Vietnam.

Florida Orange-Juice Availability, Movement and Inventory

Item	Season (October-September)			Season-to-Date 03/07/09 (FDOC Processor Week 23)		
	2007-08	2008-09e	Change	2007-08	2008-09	Change
	- million S	SE gallons -	- % -	- million SS	SE gallons -	- % -
Beginning Inventory	363.1	624.2	+71.9	363.1	624.2	+71.9
Pack from Fruita	1,109.0	989.5	-10.8	496.0	514.7	+3.8
Imports ^{a,b}	236.3	132.4	-44.0	170.5	57.4	-66.3
Availability	1,708.4	1,746.1	+2.2	1,029.6	1,196.3	+16.2
Movement	1,084.2	1,153.5	+6.4	484.2	503.7	+4.0
$FCOJ^c$	537.4	601.3	+11.9	241.6	256.8	+6.3
NFC^d	546.8	552.2	+1.0	242.6	247.0	+1.8
Ending Inventory	624.2	592.6	-5.1	545.4	692.6	+27.0
	weeks	supply	- % -	weeks supply		- % -
Carryover – STD ^e	29.9	26.7	-10.8	25.9	31.6	+22.1
Carryover – 13 Weeks ^f				25.1	30.6	+21.9
				24.9	31.6	+27.0

^aFDOC Processor non-member Florida product included in pack from fruit for season data but included in imports for season-to-date data.

bAlso includes domestic receipts by members of non-Florida product, foreign imports, reprocessed tangerine juice, net loss or gain during reprocessing and adjustments. ^cExcludes COJ used in FCOJ.

^dExcludes movement of reconstituted chilled orange juice. ^eSeason-to-date weeks supply based on season-to-date movement.

^fSeason-to-date weeks supply based on last 13-week movement. ^gSeason-to-date weeks supply based on last 3-year movement.

U.S. Orange-Juice Imports^a

	Season-to-Date (October-January)								
Country		TOTAL O	J	NFC-OJ					
	2007-08	2008-09	Change	2007-08	2008-09	Change			
	mil. S	mil. SSE gal		mil. S	SE gal	- % -			
Brazil	130.4	70.7	-45.8	37.4	33.1	-11.5			
CBI	11.4	2.0	-82.4		.0	NC			
Mexico	16.8	16.5	-1.8	.3	.1	-66.7			
Other	3.5	3.0	-14.3			NC			
TOTAL	162.2	92.2	-43.2	37.8	33.2	-12.2			

^aIncludes OJ with added vitamins and minerals.

SOURCE: U.S. Department of Commerce.

Non-FDOC Processor FCOJ Disappearance Index

Item	Season-to-Date (October-January)			
	2007-08	2008-09	Change	
	- million SSE gallons -		- % -	
Beginning Inventorya	42.6	53.3	+24.9	
Foreign Imports ^b	<u>37.5</u>	<u>32.1</u>	<u>-14.4</u>	
Availability ^c	80.2	85.4	+6.5	
Ending Inventory ^a	<u>45.0</u>	<u>32.5</u>	<u>-27.9</u>	
Non-FDOC Proc. FCOJ Disappearance ^d	35.2	52.9	+50.5	

^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.

^dPartial measure of non-Florida presumed consumption. Omits non-Florida, U.S. production and exports.

U.S. Orange-Juice Exports^a

Country	Season-to-Date (October-January)					
·	2007-08	2008-09	Change			
	million SS	- % -				
Canada	35.40	23.68	-33.1			
Europe	1.74	4.94	+183.9			
Japan	.55	1.01	+83.6			
Other	5.71	9.00	+57.6			
TOTAL	43.39	38.63	-11.0			

^aIncludes OJ with added vitamins and minerals.

^bFDOC Processor exports of OJ for the 2008-09 season were up 49.8%, season-to-date through 03/07/09. SOURCE: U.S. Department of Commerce.

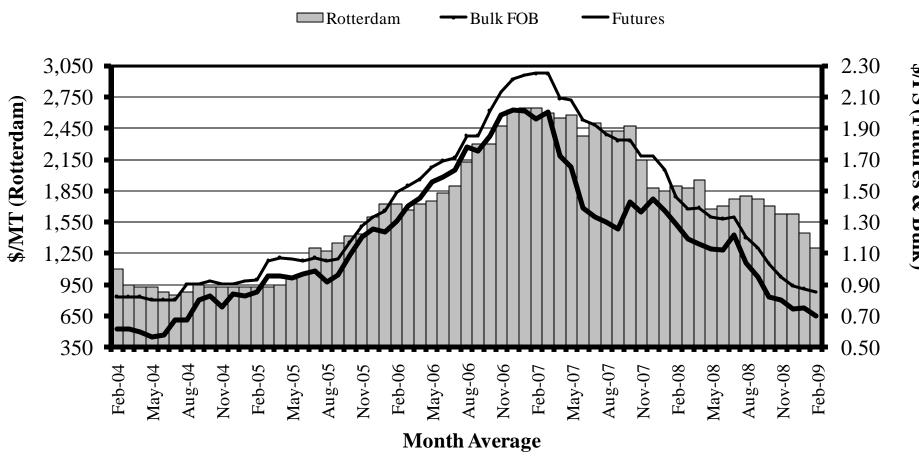
U.S. Retail Orange-Juice Sales

		Volume		Price			
Item	2007-08p	2008-09f	Change	2007-08p	2008-09f	Change	
	- million S	SE gallons -	- % -	\$/SSE gallon		- % -	
SEASON:							
Refrigerated	565.3	572.1	+1.2	6.01	5.83	-3.0	
NFC	322.3	328.5	+1.9	6.73	6.55	-2.7	
RECON	243.0	243.6	+.2	5.04	4.86	-3.6	
FCOJ	48.9	46.8	-4.3	4.68	4.50	-3.8	
Shelf Stable	5.7	5.6	-1.8	6.61	6.43	-2.7	
TOTAL	619.9	624.5	+.7	5.91	5.73	-3.0	
SEASON-TO	-DATE: (throu	igh 02/14/09) ^a					
Refrigerated	228.4	227.1	6	6.02	5.85	-2.9	
NFC	130.1	127.0	-2.4	6.71	6.66	7	
RECON	98.3	100.1	+1.8	5.12	4.83	-5.7	
FCOJ	20.4	19.3	-5.5	4.66	4.66	0.0	
Shelf Stable	2.2	2.2	+.06	6.48	6.73	+3.7	
TOTAL	251.0	248.6	-1.0	5.92	5.77	-2.5	

^aActual for 2007-08 and preliminary for 2008-09.

SOURCE: Nielsen—Data are for U.S. grocery stores doing \$2 million and greater annual sales, Wal-Mart stores excluding Sam's Clubs, mass-merchandisers and drug stores doing \$1 million and greater annual sales.

FCOJ Futures, Florida Bulk FOB & Rotterdam Monthly Average Prices February 2004 through February 2009



FCOJ Prices – February^a

Item	2007-08	2008-09	Change
	\$/pound	ls solids	%
FCOJ Florida Bulk FOB	1.47	.85	-42.2
FCOJ Futures	1.28	.69	-46.1
	\$/metr	ic ton	
FCOJ Rotterdam	1,900	1,300	-31.6

^aPrices are for the following time periods: Florida Bulk FCOJ FOB – Week ending 02/14/09.

 $Futures-February\ average.$

Rotterdam – February Foodnews.

SOURCES: IntercontinentalExchange, Inc. (Futures); Florida Citrus Mutual (Florida Bulk FCOJ FOB); Foodnews (Rotterdam).

FDOC Processor Delivered-In Prices

Report #23 – Week Ending 03/07/09

Variety	Week Ending			Season-to-Date			
	2007-08	2008-09	Change	2007-08	2008-09	Change	
Early & Midseason ^{a,b}	1.413	1.051	362	1.389	1.008	381	
Valenciasa	NA	NA	NA	NA	NA	NA	
White Grapefruit	.571	.586	+.015	.489	.563	+.074	
Red Grapefruit	.426	.687	+.261	.446	.634	+.188	

^aFinal priced, combined.

^bSeason final.

Sao Paulo Processed Orange Delivered-In Prices

Monthly Average and Season-to-Date

	February	y Average	Season-to-Date (July-February) ^a		
Season	Price	Change From Year Ago	Price	Change From Year Ago	
	- \$/box ^b -	%	- \$/box ^b -	%	
2006-07	7.38	+61.1	5.88	+40.4	
2007-08	7.16	-3.0	6.26	+6.4	
2008-09	2.56	-64.2	4.35	-30.4	

^a Unweighted average of monthly prices.

SOURCE: CEPEA website - http://www.cepea.esalq.usp.br

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

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

	Shipments thru 03/08/09			FOB Price thru 03/08/09		
Variety 	2007-08 STD	2008-09 STD	Change	2007-08 STD	2008-09 STD	Change
	- 1,000 4/5-	- 1,000 4/5-bu. cartons -		\$/carton		- % -
Early, Mids & Temples ^a	2,276	2,786	+22.4	9.85	8.45	-14.2
Navel	3,504	3,836	+9.5	10.29	10.46	+1.7
Valencia	258	476	+84.5	9.99	8.20	-17.9
Tangelo	714	827	+15.8	9.60	9.37	-2.4
Early Tangerines ^b	3,168	3,428	+8.2	13.63	12.43	-8.8
Honey	1,276	1,310	+2.7	13.71	14.96	+9.1
TOTAL	11,196	12,663	+13.1			

^aPrices for Early & Mids.

^bPrices for Sunburst.

SOURCE: Citrus Administrative Committee.

Selected Competitive Fresh Fruit Shipments

	U.S. Clementine and Tangerine Imports			Texas Fresh Grapefruit Shipments			
2007-08	2008-09	Change	2007-08	2008-09	Charre		
STD thru	STD thru January		STD – 0	Change			
million	pounds	- % -	thousand 7/1	thousand 7/10-bu. cartons			
153.86	203.98	+32.6	5,001	4,471	-10.6		
SOURCE: U.S. Departmen	t of Commerce.		SOURCE: Citrus Admini	strative Committee.			

Florida Grapefruit-Juice Availability, Movement and Inventory

Item	Season (October-September)			Season-to-Date 03/07/09 (FDOC Processor Week 23)		
	2007-08	2008-09e	Change	2007-08	2008-09	Change
	- million S	SE gallons -	- % -	- million SS	- million SSE gallons -	
Beginning Inventory	56.9	59.3	+4.3	56.9	59.3	+4.2
Pack from Fruita	87.5	71.8	-17.9	43.5	43.2	7
Availability	144.3	131.1	-9.2	100.4	102.5	+2.1
Movement	85.0	89.6	+5.4	35.3	36.4	+3.1
$FCGJ^b$	58.4	61.2	+4.7	25.4	23.7	-6.8
NFC ^c	26.6	28.5	+7.0	9.9	12.7	+28.3
Ending Inventory	59.3	41.4	-30.1	65.1	66.1	+1.6
	weeks	supply	- % -	weeks	supply	- % -
Carryover - STD ^d	36.3	24.0	-33.7	42.4	41.8	-1.5
Carryover – 13 Weeks ^e				38.5	45.4	+17.8
Carryover – 3 Years ^f				51.2	52.0	+1.6

^aIncludes domestic receipts by members of non-Florida product, Florida product received by members from non-members, foreign imports, net loss or gain during reprocessing and adjustments.

^bExcludes CGJ used in FCGJ.

^eExcludes movement of reconstituted chilled grapefruit juice.

^dSeason-to-date weeks supply based on season-to-date movement.

^eSeason-to-date weeks supply based on last 13-week movement.

Season-to-date weeks supply based on last 3-year movement.

U.S. Grapefruit-Juice Exports

Country	Season-to-Date (October-January)			
· ·	2007-08	2008-09	Change	
	million S	- % -		
Canada	.88	.96	+9.1	
Europe	1.75	3.27	+86.9	
Japan	1.60	1.11	-30.6	
Other	.40	.57	+42.5	
TOTAL	4.62	5.91	+27.9	

^aFDOC estimates.

 $[^]b$ FDOC Processor exports of GJ for the 2008-09 season were up 8.9%, season-to-date through 03/07/09. SOURCE: U.S. Department of Commerce.

U.S. Retail Grapefruit-Juice Sales

		Volume		Price		
Item	2007-08p	2008-09f	Change	2007-08p	2008-09f	Change
	- million S	SE gallons -	- % -	\$/SSE	gallon	- % -
SEASON:						
NFC	12.5	12.3	-1.6	6.92	6.92	NC
RECON	8.3	8.3	NC	5.92	5.92	NC
FCGJ	.9	.9	NC	4.14	4.14	NC
TOTAL	21.7	21.6	5	6.42	6.42	NC
SEASON-TO	-DATE: (throu	igh 02/14/09)a				
NFC	4.59	4.90	+6.6	6.85	6.79	9
RECON	3.19	2.97	-6.8	5.92	5.76	-2.8
FCGJ	.35	.31	-9.1	4.10	4.23	+3.2
TOTAL	8.13	8.18	+.7	6.37	6.32	9

^aSEASON-TO-DATE: Actual for 2007-08 and preliminary for 2008-09.

SOURCE: Nielsen—Data are for U.S. grocery stores doing \$2 million and greater annual sales, Wal-Mart stores excluding Sam's Clubs, mass-merchandisers and drug stores doing \$1 million and greater annual sales.

Florida Fresh Grapefruit Shipments, Season-to-Date through 03/08/09

Shipments/ Variety	2007-08	2008-09	Change
	1,000 4/5-t	ou. cartons	%
Domestic & Canadian – All	5,062	5,644	+11.5
White	184	177	-3.8
Colored	4,878	5,467	+12.1
Offshore Exports – All	9,599	8,627	-10.1
White	2,565	1,932	-24.7
Colored	7,034	6,695	-4.8
TOTAL - All	14,661	14,271	-2.7
White	2,749	2,109	-23.3
Colored	11,912	12,162	+2.1

SOURCE: Citrus Administrative Committee, preliminary; last two weeks of the 2008-09 season contain estimates.

Florida Fresh Grapefruit Domestic and Export Shipments Season-to-Date through 03/01/09

Country	2007-08 STD	2008-09 STD	Change
	- thousan	d cartons -	- % -
United States	4,062	4,587	+12.9
Canada	751	793	+5.7
Europe	3,507	3,327	-5.1
Japan	5,106	4,599	-9.9
Other	270	151	-44.1
TOTAL	13,696	13,457	-1.7

SOURCE: Florida Department of Citrus.

Florida Fresh Grapefruit Domestic FOB Prices Season-to-Date through 03/08/09

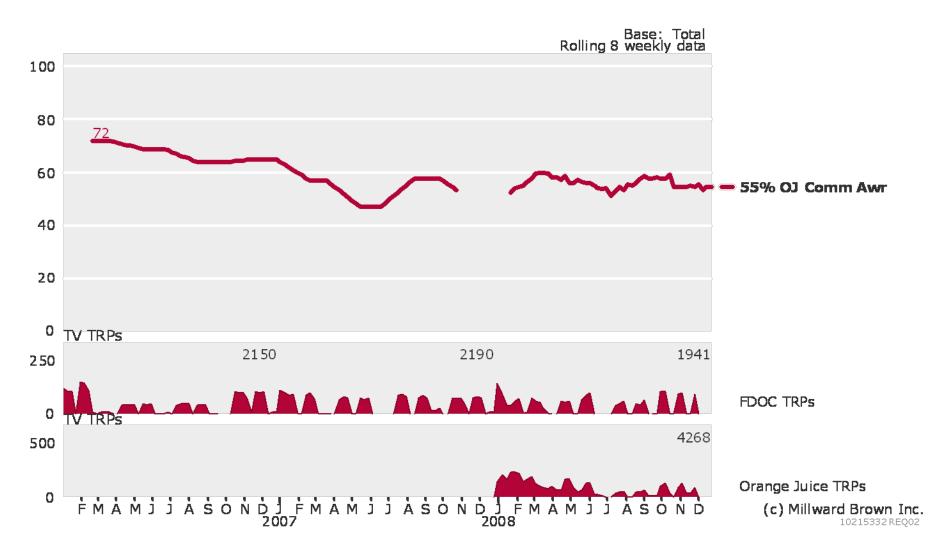
Vonictr	FOB Price				
Variety	2007-08 STD 2008-09 STD		Change		
	\$/ca	arton	%		
TOTAL					
White	10.49	9.42	-10.2		
Colored	10.94	9.36	-14.4		

SOURCE: Citrus Administrative Committee.

Foreign Exchange Rates Per \$US

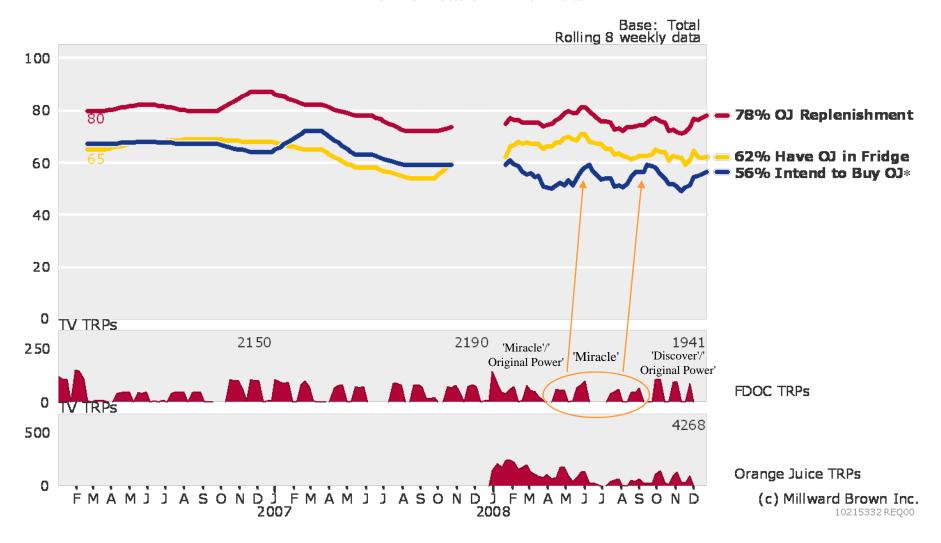
Date	Euro	Real	Yen
ANNUAL			
2005	0.80453	2.43480	110.12445
2006	0.79703	2.17995	116.33664
2007	0.73082	1.95159	117.81453
2008	0.68341	1.84021	103.46616
2008 (thru 03/16/08)	0.67393	1.74623	106.63510
2009 (thru 03/16/09)	0.76910	2.33794	92.75904
% Change	+14.1	+33.9	-13.0
WEEK ENDING 03/16	5/09		
2008	0.64617	1.69884	101.46834
2009	0.78117	2.33830	98.09851
% Change	+20.9	+37.6	-3.3

Total Communication Awareness



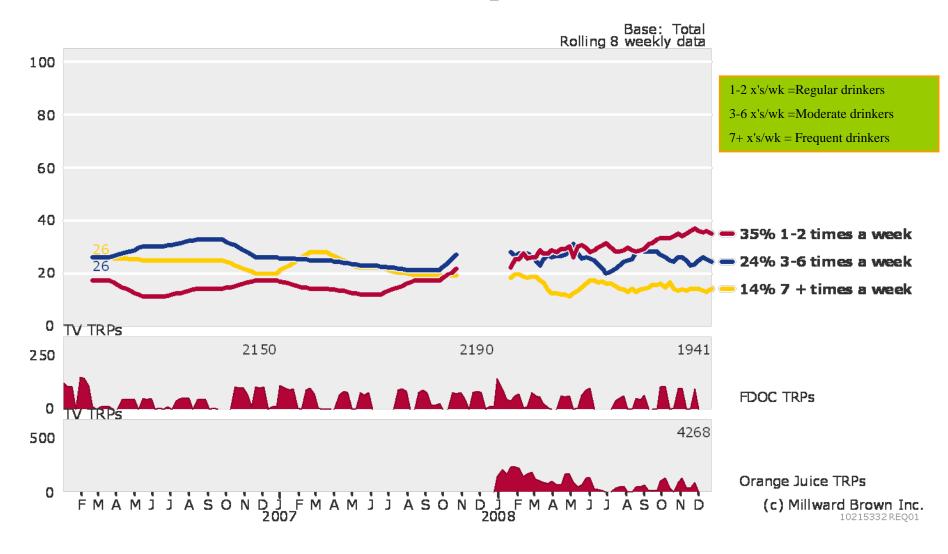
Q10. Have you seen, heard or read anything lately about Orange juice anywhere recently? Orange Juice TRPs include FDOC, Tropicana, Minute Maid, Simply Orange, Florida Natural.

Purchase Trends



^{*} Intend to purchase or/and have OJ in the fridge Orange Juice TRPs include FDOC, Tropicana, Minute Maid, Simply Orange, Florida Natural.

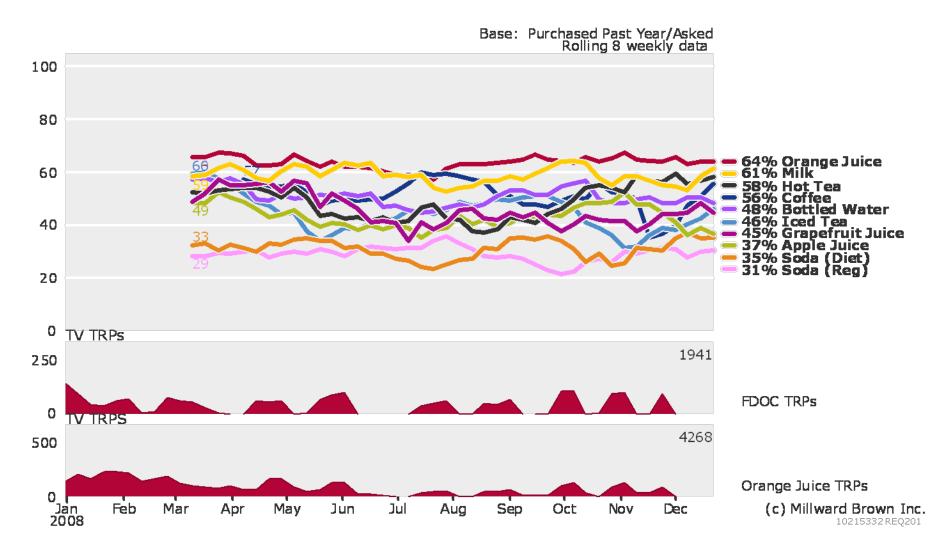
Consumption



Q1: How often would you say you consume the following beverages?

Orange Juice TRPs include FDOC, Tropicana, Minute Maid, Simply Orange, Florida Natural.

Satisfaction



Q22: Overall, how satisfied are you with each of the following beverages?

Orange Juice TRPs include FDOC, Tropicana, Minute maid, Simply Orange, Florida Natural.