FLORIDA DEPARTMENT OF CITRUS

Florida Citrus Economic & Market Indicators October 2018

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 - September) were down 23.2% from the previous year with exports to the NAFTA region, Europe and the Far East down 40.1%, down 22.3% and up 49.7%, respectively.
- Season-to-date through 09/29/18, Florida FCOJ availability, movement and ending inventories were down 1.4%, down 16.6%,, and up 26.8% respectively, from last season.
- Season-to-date through 09/29/18, Florida SSOJ availability, movement and ending inventories were down 16.2%, down 8.2%,, and down 33.3% respectively, from last season.
- For October through August of the 2017-18 season, U.S. OJ imports and exports were up 43.3% and down 41.3% from last season, respectively. Season-to-date though 09/29/18, Florida OJ exports were down 72.8% (FDOC Processors Report).
- For October through August of the 2017-18 season, Non-FDOC Processor FCOJ disappearance, based on FCOJ inventories and imports, was up 32.2%.
- Season-to-date through 09/29/18, 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 4.9% from the previous season, with the NFC price down 3.5%, the Recon price down 1.4% and the overall OJ price down 3.1%.
- The average FCOJ Futures price was $1.52/PS, up $0.02/PS 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 09/29/18.Season-to-date through 43302, the delivered-in price for late season oranges was $2.75/PS, up $0.15/PS from last season.
- Season to date through 09/30/18, fresh orange and specialty citrus shipments were down 44.1%, from last season.
- From August of the 2018-19 season, clementine and tangerine imports were down 22.4% relative to last season. Season-to-date through 09/30/18, Texas fresh grapefruit shipments were down /A% relative to last season.
- Season-to-date through 09/29/18, Florida FCGJ availability, movement and ending inventories were down 32.9%, down 26.7%,, and down 45.6% respectively, from last season.
- Season-to-date through 09/29/18, Florida SSGJ availability, movement and ending inventories were down 15.3%, down 12.9%,, and down 20.5% respectively, from last season.
- For October through August of the 2017-18 season, U.S. GJ exports were down 22.4%. Season-to-date through 09/29/18, Florida GJ exports were down 37.9% (FDOC Processors report).
- Season-to-date through 09/29/18, 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 6.0% from the previous season, with the overall GJ price up 2.9%.
- Season-to-date through 09/30/18, Florida fresh grapefruit shipments were down 35.8% from last season, with Domestic/Canadian shipments down 35.8% and offshore shipments down /A% (DFVI). Shipments to Europe and Japan were down /A% and down /A%, respectively. Domestic FOB prices (CAC) for fresh white and red/pink grapefruit were down /A% and down /A%, respectively.
- For the month of September versus the same period last year, the Euro/USD, Real/USD, and Yen/USD exchange rates were down 100.0%, down 100.0%, and down 100.0% respectively.

THERE'S AMAZING INSIDE FLORIDA CITRUS

Brazil Orange Juice Exports

Destination	Season-to-Date (July - September)		
	2017-18	2018-19	Change
	-million SSE Gallons-		- % -
NAFTA[b]	105.4	63.1	-40.1
Europe[c]	287.8	223.6	-22.3
Far East[d]	21.5	32.1	+49.7
Others	15.6	11.6	-26.1
Total	430.3	330.4	-23.2

[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 09/29/18 (FDOC Processor Week 52)		
	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**	**74.5**	**41.1**	**-44.8**
Imports[a]	**203.5**	**261.8**	**+28.6**	**261.8**	**313.9**	**+19.9**
Availability	**585.3**	**555.2**	**-5.1**	**555.2**	**547.2**	**-1.4**
Movement	**366.3**	**363.0**	**-0.9**	**363.8**	**303.5**	**-16.6**
Bulk	285.3	292.3	+2.5	292.3	237.3	-18.8
Packaged	81.0	70.7	-12.7	71.5	66.2	-7.4
Ending Inventory	**219.0**	**192.2**	**-12.2**	**192.2**	**243.7**	**+26.8**
Bulk	212.2	185.0	-12.8	185.0	237.8	+28.5
Packaged	6.8	7.2	+6.1	7.2	5.9	-17.8
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD[b]	**31.1**	**27.5**	**-11.5**	**27.5**	**41.8**	**+52.0**

[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 09/29/18 (FDOC Processor Week 52)		
	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**	**320.8**	**200.2**	**-37.6**
Imports[a]	**46.4**	**63.7**	**+37.3**	**63.7**	**104.9**	**+64.6**
Availability	**635.8**	**587.2**	**-7.6**	**587.2**	**491.8**	**-16.2**
Movement[b]	**427.5**	**397.9**	**-6.9**	**397.9**	**365.4**	**-8.2**
Bulk	31.0	31.2	+0.4	31.2	26.7	-14.4
Packaged	396.4	366.7	-7.5	366.7	338.7	-7.6
Ending Inventory	**202.8**	**186.7**	**-7.9**	**186.7**	**124.6**	**-33.3**
Bulk	196.2	181.0	-7.7	181.0	119.7	-33.9
Packaged	6.6	5.8	-12.3	5.8	4.9	-15.1
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD[c]	**24.7**	**24.4**	**-1.0**	**24.4**	**17.7**	**-27.4**

[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 - August					
	Volume			FOB Value/SSG[c]		
	2016-17	2017-18	Change	2016-17	2017-18	Change
TOTAL OJ						
	- million SSE gallons -		- % -	- $/SSE gallon -		- % -
Brazil	177.21	346.21	+95.4	1.42	1.35	-4.9
CBI[b]	26.30	33.02	+25.6	2.30	1.87	-18.7
Mexico	167.29	164.37	-1.7	2.29	2.06	-10.0
Other	10.77	3.29	-69.5	2.58	2.77	+7.4
TOTAL	**381.57**	**546.89**	**+43.3**	**1.90**	**1.61**	**-15.3**
NFC OJ						
Brazil	65.66	113.24	+72.5	1.50	1.53	+2.0
CBI[b]	0.04	0.01	-75.0	2.74	4.68	+70.8
Mexico	17.48	23.36	+33.6	2.86	2.68	-6.3
Other	0.11	0.09	-18.2	2.88	3.19	+10.8
TOTAL	**83.29**	**136.69**	**+64.1**	**1.78**	**1.73**	**-2.8**

[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.

THERE'S AMAZING INSIDE FLORIDA CITRUS

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

Country	Season-to-Date October - August					
	Volume			FOB Value/SSG[c]		
	2016-17	2017-18	Change	2016-17	2017-18	Change
	- million SSE gallons -		- % -	- $/SSE gallon -		- % -
Canada	33.60	29.85	-11.2	4.94	4.96	+0.4
Europe	17.76	0.87	-95.1	2.68	4.72	+76.1
Japan	0.47	0.40	-14.9	4.14	4.63	+11.8
Other	17.92	9.84	-45.1	4.29	5.58	+30.1
TOTAL	69.75	40.97	-41.3	4.19	5.10	+21.7

[a] Includes OJ with added vitamins and minerals.
[b] FDOC Processor exports of OJ for the 2017-18 season were down 72.8%, season-to-date through 09/29/18.
[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.

THERE'S AMAZING INSIDE FLORIDA CITRUS

Non-FDOC Processor FCOJ Disappearance Index

Item	Season-to-Date October - August		
	2016-17	2017-18	Change
	- million SSE gallons -		- % -
Beginning Inventory[a]	33.3	15.5	-53.5
Foreign Imports[b]	89.9	131.2	+46.0
Availability[c]	123.2	146.7	+19.1
Ending Inventory[a]	17.2	6.7	-61.2
Non-FDOC Processor FCOJ Disappearance[d]	105.9	140.0	+32.2

[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).

[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		
	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 09/29/18, Topline Report #13									
	2016-17	**2017-18**	**Change**	**2016-17**	**2017-18**	**Change**	**2016-17**	**2017-18**	**Change**
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**

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		
	10/01/16	09/30/17	09/29/18	10/01/16	09/30/17	09/29/18
Non-Promotional Price						
NFC <11 oz	$3.89	$3.85	$3.95	$11.83	$11.94	$12.02
NFC 11-20 oz	$1.83	$1.91	$1.93	$15.41	$15.89	$15.37
NFC 20-50 oz	$3.77	$3.82	$3.62	$14.01	$14.79	$14.31
NFC 50-70 oz	$3.75	$3.71	$3.73	$7.67	$7.64	$8.15
NFC 70-110 oz	$5.65	$5.86	$5.85	$8.12	$8.43	$8.41
NFC >110 oz	$6.48	$6.39	$6.66	$6.58	$6.39	$6.66
Promotional Price[a]						
NFC <11 oz	$2.72	$3.53	$2.88	$9.92	$10.94	$9.89
NFC 11-20 oz	$1.28	$1.28	$1.31	$13.68	$13.46	$13.27
NFC 20-50 oz	$2.94	$3.17	$2.65	$10.92	$11.98	$10.38
NFC 50-70 oz	$3.08	$3.13	$3.12	$6.67	$6.77	$7.10
NFC 70-110 oz	$5.26	$5.40	$5.48	$7.57	$7.76	$7.89
NFC >110 oz	$6.63	$6.27	$6.21	$6.79	$6.27	$6.21

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		
	10/01/16	09/30/17	09/29/18	10/01/16	09/30/17	09/29/18
NFC <11 oz	$10,275,704	$9,847,330	$8,754,161	883,251	831,918	744,143
NFC 11-20 oz	$30,319,513	$30,135,939	$32,081,326	2,032,532	1,987,832	2,172,516
NFC 20-50 oz	$8,064,459	$5,734,378	$7,576,292	592,052	403,196	556,794
NFC 50-70 oz	$395,646,533	$366,356,246	$337,627,280	54,756,057	50,280,412	43,810,758
NFC 70-110 oz	$128,487,070	$126,026,273	$133,834,414	16,119,683	15,241,297	16,129,892
NFC >110 oz	$28,988,823	$24,875,773	$19,398,801	4,393,903	3,900,780	2,926,985
% Sold on Promotion[a]						
NFC <11 oz	8.9%	9.7%	10.2%	10.4%	10.4%	12.1%
NFC 11-20 oz	26.3%	26.8%	25.9%	28.7%	30.2%	28.8%
NFC 20-50 oz	10.2%	17.1%	13.7%	12.7%	20.3%	17.9%
NFC 50-70 oz	40.9%	37.9%	38.6%	44.3%	40.8%	41.9%
NFC 70-110 oz	25.7%	22.3%	20.3%	27.1%	23.7%	21.4%
NFC >110 oz	6.9%	7.7%	7.5%	6.7%	7.8%	8.0%

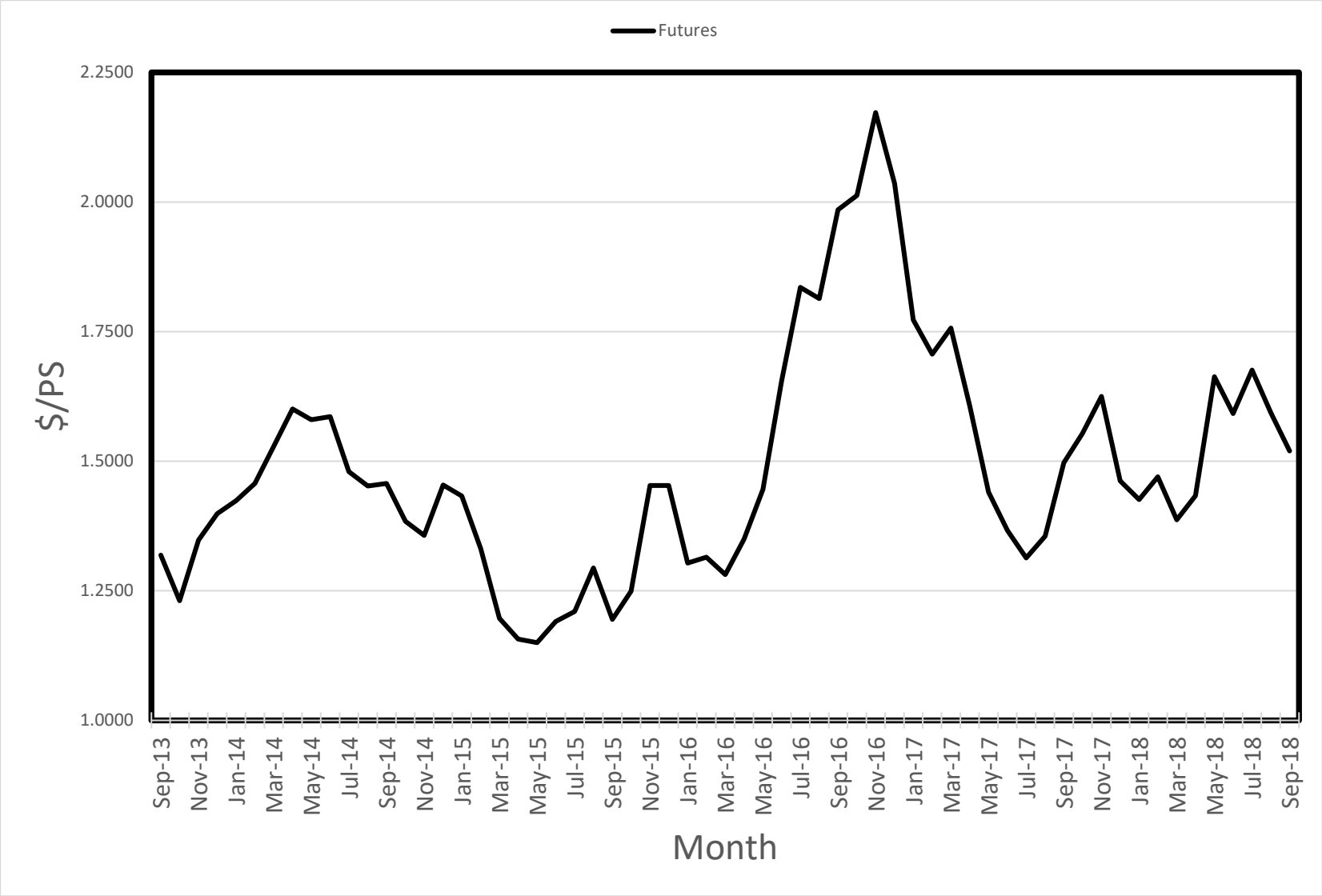
Source: Nielsen. xAOC = Expanded All Outlets Combined. xAOC data consists of POS data for U.S. grocery stores doing $2 million and greater annual sales, drug stores doing $1 million and greater annual sales, mass merchandisers (like Target), Walmart, club (Sam's and BJ's), dollar stores (Dollar General,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

[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

September 2013 through September 2018



THERE'S AMAZING INSIDE
FLORIDA CITRUS

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]	$2.60	$2.75	+5.8
White Grapefruit[c]	$2.07	$3.25	+56.5
Red/Pink Grapefruit[c]	$2.39	$3.20	+33.9

[a] 2017-18 Season final price from 02/10/18. 2016-17 Season final price from 03/04/17.

[b] 2017-18 STD price through 09/29/18. 2016-17 Season final price from 07/15/17.

[c] 2017-18 Season final price from 04/14/18. 2016-17 Season final price from 05/13/17.

THERE'S AMAZING INSIDE FLORIDA CITRUS

FCOJ Prices
September

Item	2017	2018	Change
	- $ / PS -		- % -
FCOJ Futures	**1.4969**	**1.5197**	**+1.5**

SOURCES: Intercontinental Exchange, Inc. (Futures)

THERE'S AMAZING INSIDE
FLORIDA CITRUS

Sao Paulo Processed Orange Spot Prices

Monthly Average and Season-to-Date

Season	September Average		Season-to-Date[a] (July - September)	
	Price	Change from Year Ago	Price	Change from Year Ago
	- $ / box[b] -	- % -	- $ / box[b] -	- % -
2016-17	6.23		6.15	
2017-18	6.1	-2.1	6.00	-2.4
2018-19	5.48	-10.2	5.48	-8.7

[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 09/30/18			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	16	10	-36.7	17.43	N/A	N/A
Navel	8	0	-100.0	21.75	N/A	N/A
Valencia	0	2	N/A	17.43	N/A	N/A
Tangelo	0	0	N/A	21.86	N/A	N/A
Early Tangerines[a]	12	8	-33.6	26.14	N/A	N/A
Honey / Murcotts	0	0	N/A	26.91	N/A	N/A
Royal Tangerines / Temples	0	0	N/A	21.60	N/A	N/A
TOTAL	36	20	-44.1			

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			STD - 09/30/18		
- million pounds -		- % -	- thousand 7/10 bu. Cartons -		- % -
123.2	95.7	-22.4	Total		N/A
			Export		N/A
Source: U.S. Department of Commerce.			Source: Texas Valley Citrus Committee.		

THERE'S AMAZING INSIDE FLORIDA CITRUS

Florida FCGJ Availability, Movement and Inventory

Item	Prior Season Comparison (October - September)			Season-to-Date 09/29/18 (FDOC Processor Week 52)		
	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**	**8.6**	**2.3**	**-73.4**
Imports[a]	**0.0**	**1.5**	**N/A**	**1.5**	**4.5**	**+193.0**
Availability	**28.9**	**24.4**	**-15.7**	**24.4**	**16.4**	**-32.9**
Movement	**17.7**	**15.9**	**-10.0**	**15.9**	**11.7**	**-26.7**
Bulk	17.6	15.8	-10.2	15.8	11.6	-26.9
Packaged	0.1	0.1	+36.4	0.1	0.1	-9.2
Ending Inventory	**14.3**	**9.6**	**-33.1**	**9.6**	**5.2**	**-45.6**
Bulk	14.2	9.5	-33.0	9.5	5.2	-45.6
Packaged	0.1	0.0	-40.7	0.0	0.0	-25.3
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over[b]	**42.1**	**31.3**	**-25.7**	**31.3**	**23.2**	**-25.7**

[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: 09/29/18 (FDOC Processor Week 52)		
	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**	**11.2**	**6.4**	**-42.9**
Imports[a]	**1.7**	**2.0**	**+18.5**	**2.0**	**4.4**	**+120.6**
Availability	**25.2**	**22.8**	**-9.7**	**22.8**	**19.3**	**-15.3**
Movement	**15.5**	**14.2**	**-8.0**	**14.2**	**12.4**	**-12.9**
Bulk	3.5	2.4	-30.8	2.4	1.2	-50.4
Packaged	12.0	11.8	-1.4	11.8	11.2	-5.3
Ending Inventory	**9.6**	**8.6**	**-11.2**	**8.6**	**6.8**	**-20.5**
Bulk	9.5	8.4	-12.1	8.4	6.7	-20.3
Packaged	0.1	0.2	+52.6	0.2	0.1	-28.5
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over[b]	**32.5**	**31.3**	**-3.5**	**31.3**	**28.6**	**-8.7**

[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]

Country	Season-to-Date October - August					
	Volume			FOB Value/SSG[c]		
	2016-17	2017-18	Change	2016-17	2017-18	Change
	- million SSE gallons -		- % -	- $/SSE gallon -		- % -
Canada	1.43	1.17	-18.2	3.97	4.98	+25.4
Europe	3.70	2.56	-30.8	3.16	4.57	+44.6
Japan	1.28	0.87	-32.0	5.44	4.76	-12.5
Other	1.31	1.38	+5.3	4.99	4.76	-4.6
TOTAL	7.72	5.99	-22.4	4.00	4.72	+18.0

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

[b] FDOC Processor exports of GJ for the 2017-18 season were down 37.9%, season-to-date through 09/29/18.

[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.

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	**10.36**	**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 09/29/18, Topline Report #13									
	2016-17	2017-18	Change	2016-17	2017-18	Change	2016-17	2017-18	Change
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**

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 09/30/18

Destination/Variety	2017-18 STD	2018-19 STD	Change
	- 1,000 4/5-bu. cartons -		- % -
Domestic & Canadian - All	**19**	**13**	**-35.8**
White	0	0	N/A
Red/Pink	19	13	-35.8
Offshore Exports - All	**0**	**0**	**N/A**
White	0	0	N/A
Red/Pink	0	0	N/A
TOTAL - All	**19**	**13**	**-35.8**
White	0	0	N/A
Red/Pink	19	13	-35.8

Source: DFVI, Florida Dept. of Agriculture

THERE'S AMAZING INSIDE FLORIDA GRAPEFRUIT.

Florida Fresh Grapefruit Shipments
Season-to-Date through 09/30/18

Country	2017-18 STD	2018-19 STD	Change
	- 1,000 4/5-bu. cartons -		- % -
United States	**17**	**11**	**-38.4**
Canada	**2**	**2**	**-15.0**
Europe	**0**	**0**	**N/A**
Japan	**0**	**0**	**N/A**
Other	**0**	**0**	**N/A**
TOTAL - All	**19**	**13**	**-35.8**

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]	19.14	N/A	N/A
White	20.58	N/A	N/A
Red/Pink	19.14	N/A	N/A

[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			
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 September	0.8998	3.167	111.88
2018 (through September	0.8348	3.533	109.29
% Change	-7.2	+11.6	-2.3
Average for Month of September			
2017	0.8392	3.130	110.65
2018	0.0000	0.000	0.00
% Change	-100.0	-100.0	-100.0

THERE'S AMAZING INSIDE FLORIDA CITRUS