

Florida Citrus Economic & Market Indicators November 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 2017-18 Brazilian season (July - October) were up 24.9% from the previous year with exports to the NAFTA region, Europe and the Far East up 54.0%, up 20.1% and up 42.9%, respectively.
- Season-to-date through 10/28/17, Florida FCOJ availability, movement and ending inventories were down 10.3%, down 1.1%, and down 11.2% respectively, from last season.
- Season-to-date through 10/28/17, Florida SSOJ availability, movement and ending inventories were down 6.4%, down 14.1%, and down 5.1% respectively, from last season.
- For October through September of the 2016-17 season, U.S. OJ imports and exports were up 6.8% and down 21.2% from last season, respectively. Season-to-date through 10/28/17, Florida OJ exports were down 19.1% (FDOC Processors Report).
- For October through September of the 2016-17 season, Non-FDOC Processor FCOJ disappearance, based on FCOJ inventories and imports, was down 29.8%.
- Season-to-date through 10/28/17, 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 7.3% from the previous season, with the NFC price down 5.9%, the Recon price down 1.4% and the overall OJ price down 4.8%.
- The average FCOJ Futures price was \$1.55/PS, down \$0.46/PS from last year, while the Rotterdam price was at an estimated \$2350/MT, down \$450/MT from last year.
- Season-to-date through 10/28/17, the delivered-in price for early and midseason oranges was \$1.82/PS. Early/Midseason Orange Prices have not been released through 10/28/17. Late season Orange Prices have not been released through 10/28/17.
- Season to date through 10/29/17, fresh orange and specialty citrus shipments were up 14.2%, from last season.
- From August through September of the 2017-18 season, clementine and tangerine imports were up 47.3% relative to last season. Season-to-date through 11/04/17, Texas fresh grapefruit shipments were down 17.6% relative to last season.
- Season-to-date through 10/28/17, Florida FCGJ availability, movement and ending inventories were down 32.3%, down 16.1%, and down 37.0% respectively, from last season.
- Season-to-date through 10/28/17, Florida SSGJ availability, movement and ending inventories were down 10.3%, down 17.0%, and down 9.3% respectively, from last season.
- For October through September of the 2016-17 season, U.S. GJ exports were down 19.1%. Season-to-date through 10/28/17, Florida GJ exports were down 30.2% (FDOC Processors report).
- Season-to-date through 10/28/17, 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 4.5% from the previous season, with the overall GJ price up 3.5%.
- Season-to-date through 10/29/17, Florida fresh grapefruit shipments were down 51.6% from last season, with Domestic/Canadian shipments down 49.5% and offshore shipments down 57.1% (DFVI). Shipments to Europe and Japan were down 45.6% and down 66.5%, respectively. Domestic FOB prices (CAC) for fresh white and red/pink grapefruit were down /A% and down 29.0%, respectively.
- For the month of October versus the same period last year, the Euro/USD, Real/USD, and Yen/USD exchange rates were down 6.7%, down 0.2%, and up 8.8% respectively.

Brazil Orange Juice Exports

Destination	Season-to-Date (July - October)		
	2016-17	2017-18	Change
	-million SSE Gallons-		- % -
NAFTA^b	89.4	137.7	+54.0
Europe^c	318.2	382.0	+20.1
Far East^d	30.0	42.9	+42.9
Others	35.4	28.2	-20.4
Total	473.1	590.8	+24.9

^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 10/28/17 (FDOC Processor Week 4)		
	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	0.2	0.1	-30.7
Imports^a	203.5	261.8	+28.6	17.2	19.8	+15.1
Availability	585.3	555.2	-5.1	236.4	212.1	-10.3
Movement	366.3	363.0	-0.9	22.2	22.0	-1.1
Bulk	285.3	292.3	+2.5	16.6	16.2	-2.7
Packaged	81.0	70.7	-12.7	5.6	5.8	+3.5
Ending Inventory	219.0	192.2	-12.2	214.2	190.2	-11.2
Bulk	212.2	185.0	-12.8	207.1	182.8	-11.7
Packaged	6.8	7.2	+6.1	7.1	7.4	+3.7
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^b	31.1	27.5	-11.5	38.6	34.6	-10.2

^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 10/28/17 (FDOC Processor Week 4)		
	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	0.1	0.5	+693.5
Imports^a	46.4	63.7	+37.3	6.2	8.4	+36.0
Availability	635.8	587.2	-7.6	209.0	195.6	-6.4
Movement^b	427.5	397.9	-6.9	31.5	27.1	-14.1
Bulk	31.0	31.2	+0.4	1.8	0.1	-93.6
Packaged	396.4	366.7	-7.5	29.8	27.0	-9.3
Ending Inventory	202.8	186.7	-7.9	177.4	168.4	-5.1
Bulk	196.2	181.0	-7.7	170.0	161.4	-5.0
Packaged	6.6	5.8	-12.3	7.4	7.0	-5.8
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^c	24.7	24.4	-1.0	22.5	24.9	+10.5

^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 - September						
Country	Volume			FOB Value/SSG ^c		
	2015-16	2016-17	Change	2015-16	2016-17	Change
TOTAL OJ						
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Brazil	205.98	209.00	+1.5	1.14	1.40	+22.8
CBI ^b	38.69	28.53	-26.3	1.75	2.28	+30.3
Mexico	138.94	168.21	+21.1	1.71	2.31	+35.1
Other	6.52	11.02	+69.0	2.60	2.60	0.0
TOTAL	390.14	416.76	+6.8	1.43	1.86	+30.1
NFC OJ						
Brazil	56.53	76.61	+35.5	1.44	1.49	+3.5
CBI ^b	0.00	0.04	N/A	0.00	2.74	N/A
Mexico	11.72	17.48	+49.1	2.63	2.86	+8.7
Other	0.08	0.11	+37.5	4.74	2.91	-38.6
TOTAL	68.33	94.24	+37.9	1.64	1.74	+6.1

^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 - September						
Country	Volume			FOB Value/SSG ^c		
	2015-16	2016-17	Change	2015-16	2016-17	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	46.48	35.89	-22.8	4.97	4.88	-1.8
Europe	16.87	17.77	+5.3	3.00	2.68	-10.7
Japan	0.87	0.47	-46.0	3.54	4.14	+16.9
Other	27.33	17.99	-34.2	3.55	4.31	+21.4
TOTAL	91.56	72.11	-21.2	4.17	4.19	+0.5

^a Includes OJ with added vitamins and minerals.

^b FDOC Processor exports of OJ for the 2017-18 season were down 19.1%, season-to-date through 10/28/17.

^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 - September		
	2015-16	2016-17	Change
	- million SSE gallons -		- % -
Beginning Inventory^a	27.9	33.3	+19.5
Foreign Imports^b	<u>144.3</u>	<u>79.7</u>	<u>-44.7</u>
Availability^c	172.2	113.0	-34.3
Ending Inventory^a	<u>33.3</u>	<u>15.5</u>	<u>-53.5</u>
Non-FDOC Processor FCOJ Disappearance^d	138.9	97.6	-29.8

^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

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 10/28/17, Topline Report #01									
	2016-17	2017-18	Change	2016-17	2017-18	Change	2016-17	2017-18	Change
Refrigerated	32.17	29.85	-7.2	213.45	203.46	-4.7	6.63	6.82	+2.7
NFC	20.44	18.78	-8.1	155.63	146.48	-5.9	7.61	7.80	+2.5
RECON	11.73	11.08	-5.6	57.82	56.98	-1.4	4.93	5.15	+4.4
FCOJ	1.36	1.23	-9.7	6.59	6.13	-7.0	4.84	4.98	+2.9
Shelf Stable	0.02	0.02	-17.5	0.21	0.17	-20.4	9.19	8.87	-3.5
TOTAL	33.56	31.10	-7.3	220.25	209.76	-4.8	6.56	6.74	+2.8

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.

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		
	10/31/15	10/29/16	10/28/17	10/31/15	10/29/16	10/28/17
Non-Promotional Price						
NFC <11 oz	\$3.96	\$3.86	\$3.85	\$12.14	\$11.77	\$11.91
NFC 11-20 oz	\$1.57	\$1.84	\$1.92	\$15.99	\$15.35	\$15.88
NFC 20-50 oz	\$3.69	\$3.76	\$3.73	\$13.86	\$13.98	\$14.56
NFC 50-70 oz	\$3.83	\$3.77	\$3.74	\$7.87	\$7.68	\$7.71
NFC 70-110 oz	\$6.01	\$5.65	\$5.85	\$8.64	\$8.12	\$8.41
NFC >110 oz	\$6.63	\$6.54	\$6.38	\$6.75	\$6.65	\$6.38
Promotional Price^a						
NFC <11 oz	\$3.37	\$3.01	\$3.50	\$10.48	\$9.84	\$10.73
NFC 11-20 oz	\$1.23	\$1.32	\$1.29	\$13.26	\$13.30	\$13.68
NFC 20-50 oz	\$2.92	\$3.10	\$3.13	\$10.96	\$11.53	\$11.92
NFC 50-70 oz	\$3.05	\$3.07	\$3.13	\$6.60	\$6.64	\$6.76
NFC 70-110 oz	\$5.23	\$5.12	\$5.33	\$7.52	\$7.37	\$7.66
NFC >110 oz	\$6.75	\$6.52	\$6.30	\$7.13	\$6.69	\$6.30

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)

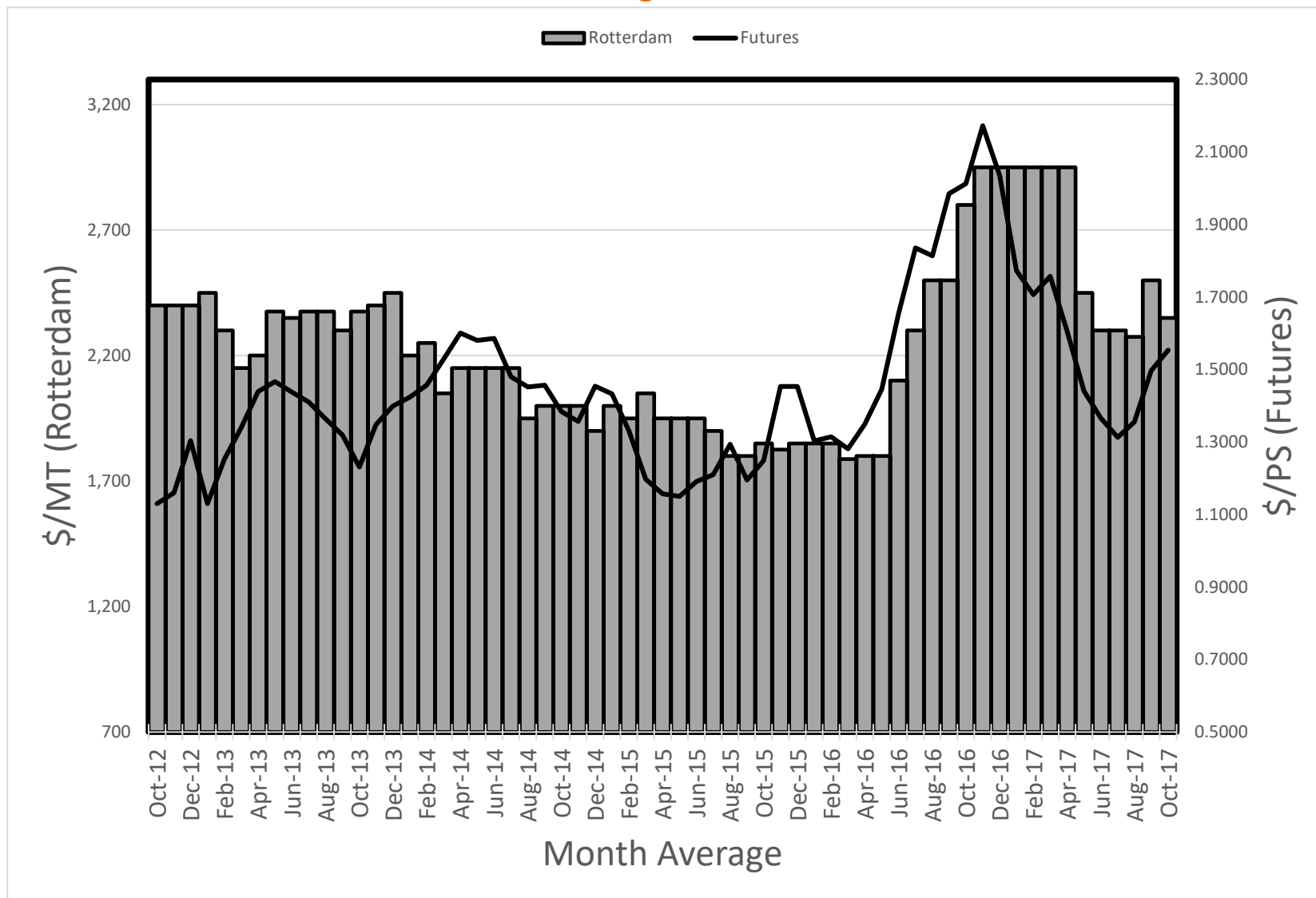
Unit Sizes	Dollar Sales			Gallon Sales		
	16 Week Period Ending			16 Week Period Ending		
	10/31/15	10/29/16	10/28/17	10/31/15	10/29/16	10/28/17
NFC <11 oz	\$10,523,139	\$10,699,211	\$10,426,486	885,305	925,395	886,361
NFC 11-20 oz	\$29,151,659	\$31,305,624	\$30,818,802	1,920,307	2,127,026	2,028,147
NFC 20-50 oz	\$7,292,098	\$7,987,325	\$5,706,381	539,980	583,509	405,274
NFC 50-70 oz	\$418,145,215	\$401,832,536	\$368,475,144	57,833,147	55,637,640	50,317,774
NFC 70-110 oz	\$128,583,571	\$130,471,977	\$128,032,272	15,643,762	16,473,229	15,567,905
NFC >110 oz	\$41,555,243	\$27,466,389	\$24,978,774	6,128,926	4,129,417	3,919,335
% Sold on Promotion^a						
NFC <11 oz	13.7%	9.0%	11.5%	15.5%	10.6%	12.6%
NFC 11-20 oz	25.9%	27.8%	27.9%	29.7%	30.8%	31.0%
NFC 20-50 oz	10.0%	10.1%	15.5%	12.3%	12.0%	18.3%
NFC 50-70 oz	46.0%	40.8%	38.0%	50.3%	44.3%	41.2%
NFC 70-110 oz	34.4%	25.0%	23.1%	37.6%	26.9%	24.8%
NFC >110 oz	8.8%	6.7%	8.5%	8.4%	6.6%	8.6%

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.

^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

October 2012 through October 2017



FCOJ Prices October

Item	2016	2017	Change
- \$ / PS -			- % -
FCOJ Futures	2.0127	1.5537	-22.8
- \$ / MT -			
FCOJ Rotterdam	2800	2350	-16.1

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	N/A	\$1.82	N/A
Late Season Oranges ^b	N/A	N/A	N/A
White Grapefruit ^c	N/A	N/A	N/A
Red/Pink Grapefruit ^c	N/A	\$2.20	N/A

^a 2017-18 STD price through 10/28/17. 2016-17 STD price through 10/29/16.

^b Late season fruit has not begun for this season

^c 2017-18 STD price through 10/28/17. 2016-17 STD price through 10/29/16.

Sao Paulo Processed Orange Spot Prices

Monthly Average and Season-to-Date

Season	October Average		Season-to-Date ^a (July - October)	
	Price	Change from Year Ago	Price	Change from Year Ago
	- \$ / box ^b -	- % -	- \$ / box ^b -	- % -
2015-16	3.37		3.19	
2016-17	6.44	+91.1	6.22	+95.2
2017-18	5.99	-7.0	6.00	-3.6

^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 10/29/17			FOB Price through 11/12/17		
	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	136	268	+96.8	18.15	14.92	-17.8
Navel	71	93	+30.2	20.54	17.01	-17.2
Valencia	0	0	N/A	N/A	16.72	N/A
Tangelo	0	0	N/A	N/A	13.25	N/A
Early Tangerines ^a	207	113	-45.6	26.96	24.80	-8.0
Honey / Murcotts	0	0	N/A	N/A	26.28	N/A
Royal Tangerines / Temples	0	0	N/A	N/A	20.70	N/A
TOTAL	415	474	+14.2			

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 - September			STD - 11/04/17		
- million pounds -		- % -	- thousand 7/10 bu. Cartons -		- % -
156.6	230.8	+47.3	Total	802	661
			Export	27	33
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 10/28/17 (FDOC Processor Week 4)		
	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	0.2	0.0	-96.4
Imports^a	0.0	1.5	N/A	0.1	0.3	+367.0
Availability	28.9	24.4	-15.7	14.5	9.8	-32.3
Movement	17.7	15.9	-10.0	1.1	0.9	-16.1
Bulk	17.6	15.8	-10.2	1.1	0.9	-15.9
Packaged	0.1	0.1	+36.4	0.0	0.0	-29.4
Ending Inventory	14.3	9.6	-33.1	14.1	8.9	-37.0
Bulk	14.2	9.5	-33.0	14.1	8.9	-37.1
Packaged	0.1	0.0	-40.7	0.1	0.0	-26.0
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	42.1	31.3	-25.7	50.2	37.7	-25.0

^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: 10/28/17 (FDOC Processor Week 4)		
	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	0.0	0.2	+886.0
Imports^a	1.7	2.0	+18.5	0.0	0.0	-158.0
Availability	25.2	22.8	-9.7	9.7	8.7	-10.3
Movement	15.5	14.2	-8.0	1.2	1.0	-17.0
Bulk	3.5	2.4	-30.8	0.3	0.1	-58.7
Packaged	12.0	11.8	-1.4	0.9	0.9	-1.4
Ending Inventory	9.6	8.6	-11.2	8.5	7.7	-9.3
Bulk	9.5	8.4	-12.1	8.3	7.5	-10.1
Packaged	0.1	0.2	+52.6	0.2	0.2	+30.6
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	32.5	31.3	-3.5	27.7	30.3	+9.3

^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 - September						
Country	Volume			FOB Value/SSG ^c		
	2015-16	2016-17	Change	2015-16	2016-17	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	1.83	1.44	-21.3	3.64	3.97	+9.1
Europe	4.49	3.70	-17.6	3.00	3.16	+5.3
Japan	1.52	1.28	-15.8	5.58	5.44	-2.5
Other	1.71	1.31	-23.4	4.89	4.99	+2.0
TOTAL	9.55	7.73	-19.1	3.87	4.00	+3.4

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

^b FDOC Processor exports of GJ for the 2017-18 season were down 30.2%, season-to-date through 10/28/17.

^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

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 10/28/17, Topline Report #01									
	2016-17	2017-18	Change	2016-17	2017-18	Change	2016-17	2017-18	Change
Refrigerated	0.77	0.73	-6.1	5.90	5.80	-1.6	7.63	7.99	+4.8
NFC	0.69	0.67	-3.2	5.38	5.28	-1.7	7.81	7.93	+1.6
RECON	0.08	0.06	-29.2	0.52	0.52	+0.0	6.12	8.64	+41.2
FCOJ	0.01	0.01	-21.6	0.04	0.03	-14.9	4.41	4.79	+8.6
Shelf Stable	0.28	0.28	+0.9	1.76	1.77	+0.9	6.26	6.26	+0.0
TOTAL	1.06	1.02	-4.5	7.70	7.61	-1.2	7.24	7.49	+3.5

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.

Florida Fresh Grapefruit Shipments Season-to-Date through 10/29/17

Destination/Variety	2016-17 STD	2017-18 STD	Change
- 1,000 4/5-bu. cartons -			- % -
Domestic & Canadian - All	372	188	-49.5
White	1	5	+375.3
Red/Pink	371	183	-50.6
Offshore Exports - All	148	63	-57.1
White	29	7	-74.0
Red/Pink	119	56	-53.0
TOTAL - All	520	251	-51.6
White	30	12	-58.6
Red/Pink	490	239	-51.2

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Shipments Season-to-Date through 10/29/17

Country	2016-17 STD	2017-18 STD	Change
- 1,000 4/5-bu. cartons -			- % -
United States	336	164	-51.1
Canada	36	24	-34.0
Europe	46	25	-45.6
Japan	80	27	-66.5
Other	22	12	-46.9
TOTAL - All	520	251	-51.6

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Domestic FOB Prices
Season-to-Date through 11/12/17

Variety	FOB Price		
	2016-17	2017-18	Change
	STD	STD	
	- \$ / carton -		- % -
TOTAL^a	N/A	14.66	N/A
White	N/A	16.36	N/A
Red/Pink	20.53	14.57	-29.0

^aWeighted average based on FDACS reporting of fresh fruit shipments.
Source: Citrus Administrative Committee

Foreign Exchange Rates Per USD

Date	Euro	Real	Yen
Annual			
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 October)	0.8974	3.520	108.23
2017 (through October)	0.8949	3.169	111.98
% Change	-0.3	-10.0	+3.5
Average for Month of October			
2016	0.9117	3.193	103.74
2017	0.8506	3.187	112.89
% Change	-6.7	-0.2	+8.8