Florida Citrus Economic & Market Indicators September 2014



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Summary Comments



- Brazil's OJ exports for 2013-14 Brazilian season (July August) were down 17.5% from the previous year with exports to the NAFTA region, Europe and the Far East down 3.8%, 21.1% and 22.0%, respectively.
- Season-to-date through 08/30/2014, Florida OJ availability, movement and ending inventories were down 7.9%, 6.9%, and 9.5%, respectively, from last season.
- From October through July of the 2013-14 season, U.S. OJ imports and exports were down 1.1% and 3.6% from last season, respectively. Season-to-date though 08/30/2014, Florida OJ exports were down 18.6% (FDOC Processors Report).
- From October through July of the 2013-14 season, Non-FDOC Processor FCOJ disappearance, based on FCOJ inventories and imports, was down 13.1%.
- Season-to-date through 08/30/2014, 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 6.2% from the previous season, with the NFC price even, the Recon price up 1.3% and the overall OJ price up 1.3%.
- The August average FCOJ Futures price was \$1.45/PS, up \$.09/PS from last year, while the Rotterdam price was at an estimated \$1,950/MT, down \$425/MT from last year.
- For the 2013-14 season, the delivered-in price for early and midseason oranges was \$1.72/PS, up \$.36/PS from last season. The delivered-in price for Valencias was \$2.38/PS (up \$.71/PS). White grapefruit was \$1.51/PS (up \$.11/PS) and red grapefruit was \$.98/PS (down \$.05/PS).
- For the 2013-14 season, fresh orange and specialty citrus shipments were down 10.3% from last season.
- Season-to-date through July, clementine and tangerine imports were up 30.7% relative to last season. For the 2013-14 season, Texas fresh grapefruit shipments were down 6.8% relative to last season.
- Season-to-date through 08/30/2014, Florida GJ availability, movement and ending inventory were down 13.4%, 20.4% and 3.4%, respectively.
- From October through July of the 2013-14 season, U.S. GJ exports were down 19.1%. Season-to-date through 08/30/2014, Florida GJ exports were down 22.5% (FDOC Processors report).
- Season-to-date through 08/30/2014, 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 9.3% from the previous season, with the overall GJ price up 2.3%.
- For the 2013-14 season, Florida fresh grapefruit shipments were down 15.2% from last season, with Domestic/Canadian shipments down 13.6% and offshore shipments down 16.7% (DFVI). For the 2013-14 season, shipments to Europe and Japan were down 10.6% and 25.6% respectively. For the 2013-14 season, domestic FOB prices (CAC) for fresh white grapefruit and for fresh colored grapefruit were up 11.7% and down 5.4% respectively.
- For the week ending 09/07/2014 versus the same period last year, the Euro-per-Dollar exchange rate was up 0.9%, while the Yen-per-Dollar was up 5.7%.



Brazil Orange-Juice Exports

	Season-to-Date (July - August)					
Destination						
	2012-13	2013-14	Change			
	million SSI	E gallons ^a	- % -			
NAFTA ^b	55.5	53.4	-3.8			
Europe ^c	190.4	150.1	-21.1			
Far East ^d	8.2	6.4	-22.0			
Others	9.9	8.0	-19.5			
TOTAL	264.0	217.9	-17.5			

 $^{^{\}mathrm{a}}$ 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.

^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: SECEX.

Florida Orange-Juice Availability, Movement and Inventory

	Season (October-September)			Season-to-Date 08/30/14 (FDOC Processor Week 48)		
Item						
	2012-13	2013-14f	Change	2012-13	2013-14	Change
	- million S	SE gallons -	- % -	- million SS	E gallons -	- % -
Beginning Inventory	433.6	523.6	+20.8	433.6	523.6	+20.8
Pack from Fruit	812.3	614.6	-24.3	812.3	614.6	-24.3
Receipts & Losses ^a	232.7	215.1	-7.6	228.0	218.9	-4.0
Availability	1,478.6	1,357.7	-8.2	1,473.9	1,357.1	-7.9
Movement	955.0	897.4	-6.0	888.4	827.2	-6.9
FCOJ	438.0	392.9	-10.3	409.6	367.4	-10.3
SSOJ	517.1	500.0	-3.3	478.8	459.8	-4.0
Ending Inventory	523.6	464.9	-11.2	585.5	529.9	-9.5
FCOJ	310.5	253.4	-18.4	335.0	291.7	-12.9
SSOJ	213.1	211.5	-0.8	250.4	238.2	-4.9
	weeks	supply	- % -	weeks supply		- % -
Carryover – STD ^b	28.5	26.9	-5.5	31.6	30.7	-2.8
$FCOJ^b$	36.9	33.5	-9.0	39.3	38.1	-3.0
$SSOJ^b$	21.4	22.0	+2.6	25.1	24.9	-1.0

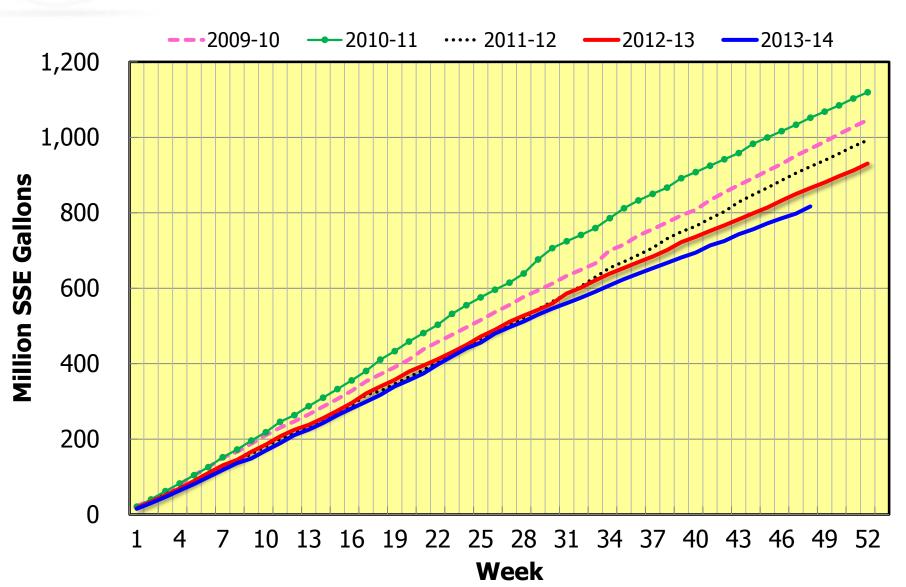
f = forecast (season estimates for 2013-14 reflect the latest USDA-FASS crop forecast released on July 11th, 2014.

a Includes net gain/loss, foreign imports, domestic receipts, chilled OJ used in FCOJ, reprocessed FCTJ, and FCOJ used in SSOJ.

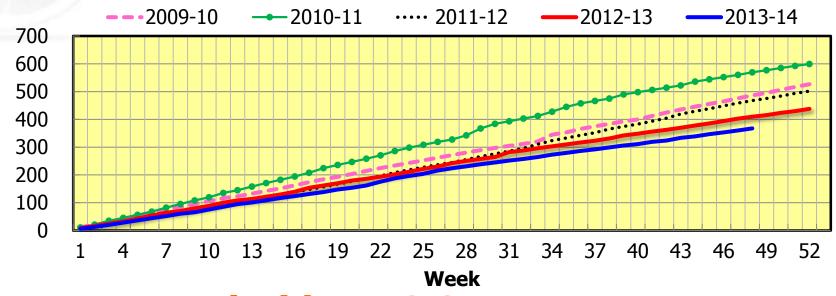
b Season-to-date weeks supply based on season-to-date movement.



Florida Orange Juice Movement

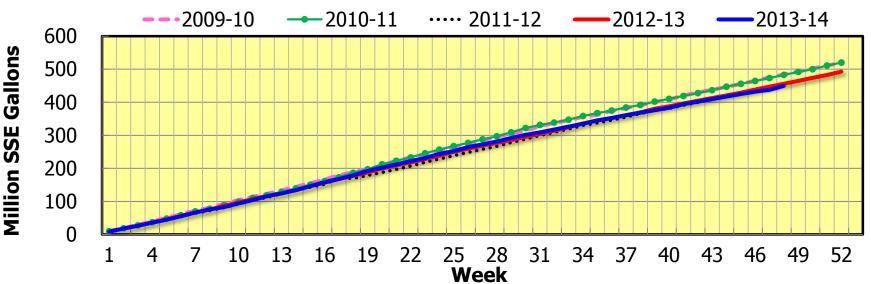


Florida FCOJ Movement



Million SSE Gallons

Florida NFC OJ Movement





U.S. Orange-Juice Imports^a

Season-to-Date

(October – July)

		Volume		Value/SSG ^c		
Country	2012-13	2013-14	Change	2012-13	2013-14	Change
	million S	SSE gallons	%	\$/SSE	gallon	%
			TOTAL OJ			
Brazil	198.91	202.68	+1.9	1.19	1.24	+4.2
CBI ^b	44.23	41.40	-6.4	1.55	1.57	+1.3
Mexico	118.43	115.03	-2.9	1.42	1.54	+8.5
Other	8.46	7.04	-16.8	3.14	2.94	-6.4
TOTAL	370.04	366.14	-1.1	1.35	1.41	+4.4
			NFC OJ			
Brazil	42.31	22.94	-45.8	1.52	1.45	-4.6
CBIb	.01	.00	N/A	8.15	.00	N/A
Mexico	6.09	7.36	+20.9	2.35	2.45	+4.3
Other	.03	.05	+66.7	5.06	3.29	-35.0
TOTAL	48.44	30.53	-37.0	1.63	1.69	+3.7

^aIncludes OJ with added vitamins and minerals.

^bIncludes Dominican Republic-Central America initiatives.

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.



U.S. Orange-Juice Exports^{a,b}

Season-to-Date

(October - July)

		Volume		Value/SSG ^c		
Country	2012-13	2013-14	Change	2012-13	2013-14	Change
	million SS	SE gallons	- % -	\$/SSE	gallon	- % -
Canada	77.86	80.07	+2.8	3.03	3.09	+2.0
Europe	35.11	21.18	-39.7	1.86	2.46	+32.3
Japan	.85	.95	+11.8	3.54	2.87	-18.9
Other	31.57	37.95	+20.2	2.78	2.76	-0.7
TOTAL	145.40	140.15	-3.6	2.69	2.90	+7.8

^aIncludes OJ with added vitamins and minerals.

^bFDOC Processor exports of OJ for the 2013-14 season were down 18.6%, season-to-date through 08/30/2014.

^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.



Non-FDOC Processor FCOJ Disappearance Index

	Season-to-Date (October - July)				
Item					
	2012-13	2013-14	Change		
	- million S	SE gallons -	- % -		
Beginning Inventory ^a	30.0	16.0	-46.6		
Foreign Imports ^b	<u>152.3</u>	<u>156.4</u>	<u>+2.7</u>		
A vailability ^c	182.2	172.4	-5.4		
Ending Inventory ^a	<u>16.0</u>	<u>28.0</u>	<u>+75.3</u>		
Non-FDOC Proc. FCOJ Disappearance ^d	166.3	144.4	-13.1		

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. Retail Orange Juice Sales Expanded All Outlets Combined (xAOC)^a

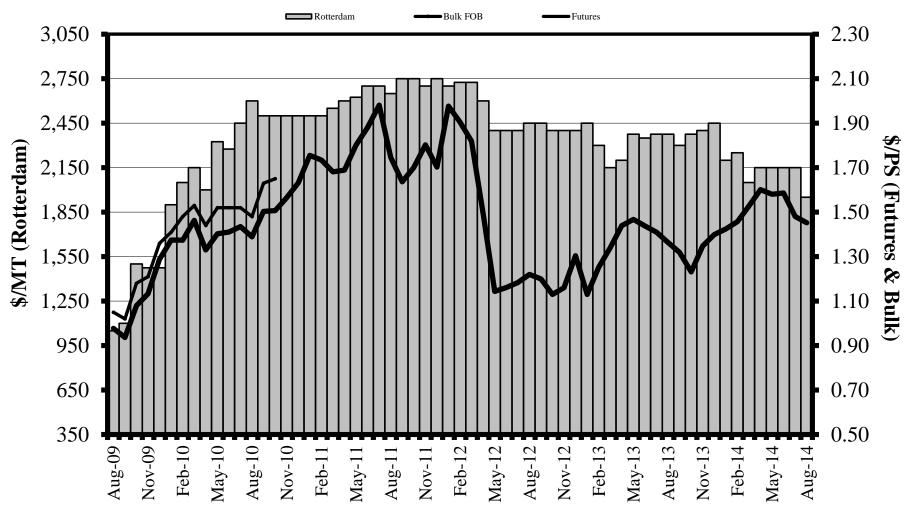
		Volume		Price			
ITEM	2012-13	2013-14f	Change	2012-13	2013-14	Change	
	- million SS	SE gallons -	%	- \$/SSE	E gallon -	%	
SEASON ^b :							
Refrigerated	532.52	501.00	-5.9	6.27	6.33	+1.0	
NFC	320.03	309.00	-3.4	7.25	7.28	+0.5	
RECON	212.49	192.00	-9.6	4.79	4.80	+0.1	
FCOJ	27.49	22.92	-16.6	4.76	4.96	+4.1	
Shelf Stable	0.75	0.68	-9.3	8.46	8.91	+5.3	
TOTAL	560.76	524.60	-6.4	6.20	6.27	+1.2	
SEASON-TO-DA	TE: (through 08	8/30/14)					
Refrigerated	494.15	466.05	-5.7	6.27	6.34	+1.1	
NFC	296.68	288.28	-2.8	7.25	7.25	0.0	
RECON	197.47	177.77	-10.0	4.80	4.86	+1.3	
FCOJ	25.66	21.73	-15.3	4.76	4.90	+2.9	
Shelf Stable	0.68	0.62	-10.1	8.49	8.88	+4.7	
TOTAL	520.49	488.40	-6.2	6.20	6.28	+1.3	

f = forecast (season estimates for 2013-14 reflect the latest USDA-FASS crop forecast released on July 11 th, 2014.

^b Actual for 2012-13 and forecast for 2013-14.

^a Expanded All Outlets Combined (xAOC) is a new Nielsen retail universe. xAOC data are for 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. Walmart data is now point-of sale (POS) data; previously, it was panel data. All periods in this report have been restated with the new POS data. Previous reports will not be compatible with this report.

FCOJ Futures, Florida Bulk FOB & Rotterdam Monthly Average Prices August 2009 through August 2014





FCOJ Prices August

Item	2013	2014	Change
	\$/pound	%	
FCOJ Futures	1.36	1.45	+6.6
	\$/metr	ric ton	
FCOJ Rotterdam	2,375	1,950	-17.9

SOURCES: IntercontinentalExchange, Inc. (Futures); Foodnews (Rotterdam).



FDOC Processor Delivered-In Prices Report #38 – Week Ending 06/21/14

	SEASON FINAL				
Variety	2012-13	2013-14	Change		
		\$/PS			
Early & Midseason ^a	1.360	1.716	+.356		
Valencias ^a	1.665	2.377	+.712		
White Grapefruit	1.398	1.508	+.110		
Red Grapefruit	1.033	0.982	051		

^a Final priced, combined.



Sao Paulo Processed Orange Spot PricesMonthly Average and Season-to-Date

Season	August	Average	Season-to-Date (July-August)		
	Price	Change from Year Ago	Price	Change from Year Ago	
	\$/box ^b	%	\$/box ^b	%	
2012-13	3.45	N/A	3.44	N/A	
2013-14	2.93	-15.07	2.97	-13.66	
2014-15	4.28	+46.08	4.38	+47.31	

^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

	Shipme	ents thru 06/15	5/14	FOB Price thru 06/01/14			
Variety	2012-13	2013-14		2012-13	2013-14	4	
	Season Final	Season Final	Change	Season Final	Season Final	Change	
	1,000 4/5	-bu. cartons	- % -	\$/ca	arton	- % -	
Early, Mids & Temples ^a	2,820	2,514	-10.9	11.42	12.88	+12.8	
Navel	2,668	2,094	-21.5	15.13	16.18	+6.9	
Valencia	3,218	3,464	+7.6	11.58	14.61	+26.2	
Tangelo	788	582	-26.1	11.96	12.50	+4.5	
Early Tangerines ^b	2,304	2,044	-11.3	17.56	18.71	+6.5	
Honey	1,664	1,372	-17.5	18.88	20.34	+7.7	
TOTAL	13,462	12,070	-10.3				

^aPrices for Early & Mids.

SOURCE: Citrus Administrative Committee

^bPrices for Sunburst



Selected Competitive Fresh Fruit Shipments

	Clementine gerine Impo		Texas Fresh Grapefruit Shipments			
2012-13	2013-14	Classics	2012-13	2013-14	Chana	
August	– July	Change	Seasor	Change		
million	pounds	- % -	thousand 7/1	- % -		
306.91	401.02	+30.7	5,637	5,252	-6.8	
SOURCE: U.S. Department	t of Commerce.	1	SOURCE: Texas Valley	Citrus Committee.		

Florida Grapefruit-Juice Availability, Movement and Inventory

Ţ,	(0)	Season (October-September)			Season-to-Date 08/30/14 (FDOC Processor Week 48)		
Item	`						
	2012-13	2013-14	Change	2012-13	2013-14	Change	
	- million S	- million SSE gallons -		- million SSE gallons -		- % -	
Beginning Inventory	39.6	36.8	-7.0	39.6	36.8	-6.9	
Pack from Fruit	57.5	48.4	-15.8	57.5	48.4	-15.9	
Receipts & Losses ^a	0.6	-	-100.0	1.1	(0.2)	-113.9	
Availability	97.7	85.2	-12.8	98.2	85.0	-13.4	
Movement	60.8	48.7	-20.0	57.5	45.7	-20.4	
FCGJ	38.6	29.2	-24.4	36.8	28.1	-23.6	
SSGJ	22.2	19.5	-12.3	20.6	17.6	-14.7	
Ending Inventory	36.8	36.5	-0.9	40.7	39.3	-3.4	
FCGJ	23.9	22.2	-7.1	25.8	23.4	-9.5	
SSGJ	12.9	14.3	+10.5	14.9	15.9	+7.2	
	weeks	weeks supply % -		weeks supply		- % -	
Carryover – STD ^b	31.5	39.0	+23.8	34.0	41.2	+21.4	
$FCGJ^b$	32.2	39.5	+22.9	33.6	39.8	+18.5	
$SSGJ^b$	30.3	38.1	+26.0	34.6	43.5	+25.7	

 $f = forecast \ (season\ estimates\ for\ 2013-14\ reflect\ the\ latest\ USDA-FASS\ crop\ forecast\ released\ on\ July\ 11,\ 2014.$

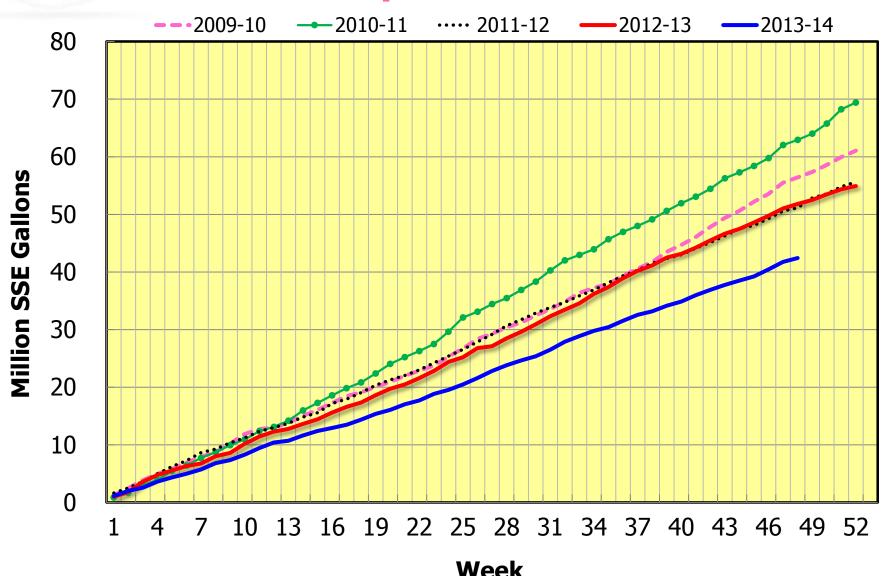
All volumes in the table reflect Single Strength Gallons using a standard conversion factor of 10 brix (SSG=.865PS).

 $a\ Includes\ net\ gain/loss,\ for eign\ imports,\ domestic\ receipts,\ chilled\ GJ\ used\ in\ FCGJ,\ and\ FCGJ\ used\ in\ SSGJ.$

 $b\,Season\text{-}to\text{-}date\,\,weeks\,\,supply\,\,based\,\,on\,\,season\text{-}to\text{-}date\,\,movement.$



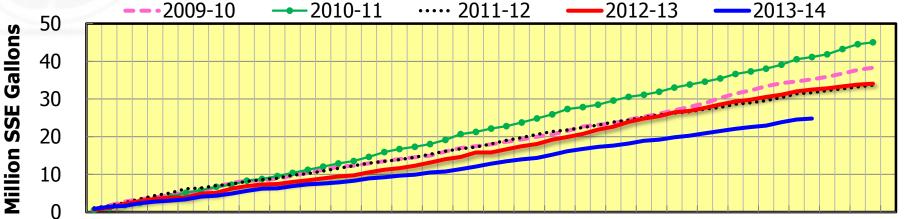
Florida Grapefruit Juice Movement



Week

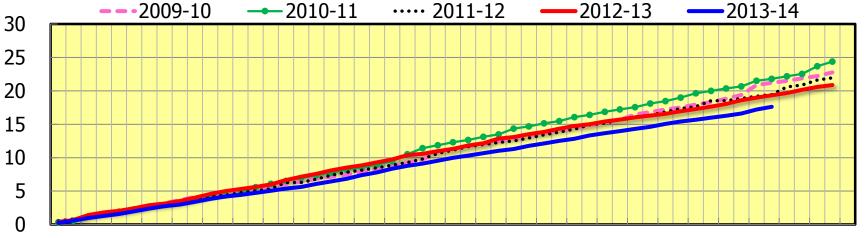


Florida FCGJ Movement



Week

Florida NFC GJ Movement



Million SSE Gallons

Week 20



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

Season-to-Date

(October - July)

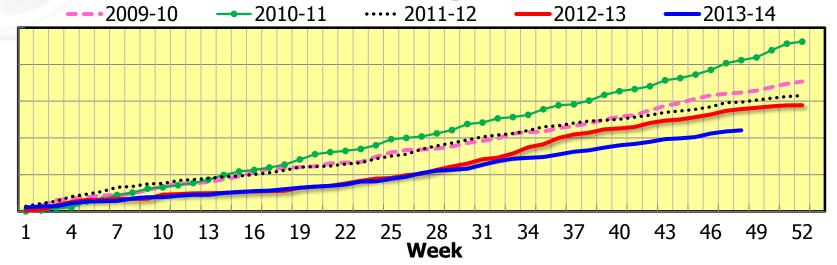
	Volume			Value/SSG ^c		
Country	2012-13	2013-14	Change	2012-13	2013-14	Change
	million SS	SE gallons	- % -	\$/SSE	gallon	- % -
Canada	1.69	1.50	-11.2	4.95	4.72	-4.6
Europe	5.09	4.40	-13.6	3.68	3.74	+1.6
Japan	3.77	2.81	-25.5	3.34	3.39	+1.5
Other	2.10	1.52	-27.6	4.22	4.41	+4.5
TOTAL	12.64	10.22	-19.1	3.84	3.89	+1.3

^aFDOC estimates.

^bFDOC Processor exports of GJ for the 2013-14 season were down 22.5%, season-to-date through 08/30/2014.

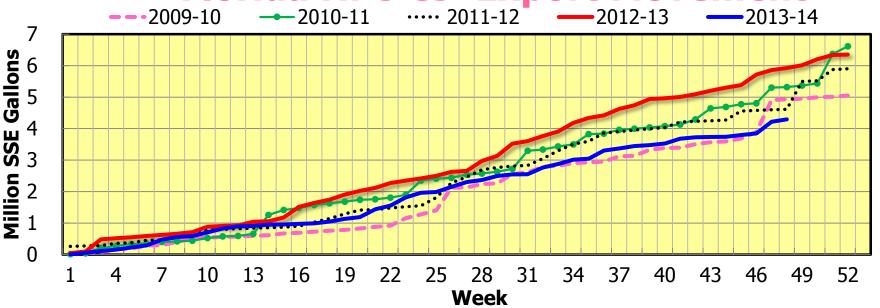
^cThe FOB value of the products reported by the exporter, which does not include duties, freight, custom fees or other charges, divided by the reported number of single strength gallons. SOURCE: U.S. Department of Commerce.





Willion SSE Gallons 15 10 5 0

Florida NFC GJ Export Movement 9-10 → 2010-11 ····· 2011-12 — 2012-13 — 2013-14





U.S. Retail Grapefruit Juice Sales Expanded All Outlets Combined (xAOC)^a

		Volume		Price		
ITEM	2012-13	2013-14f	Change	2012-13	2013-14	Change
	- million SS	- million SSE gallons -		- \$/SSE	- \$/SSE gallon -	
SEASON ^b :	-			-		
Refrigerated	11.60	10.99	-5.3	7.41	7.30	-1.5
NFC	10.64	9.94	-6.5	7.53	7.53	0.0
RECON	0.97	0.92	-5.0	6.09	6.24	+2.4
FCGJ	0.39	0.35	-10.5	4.46	4.62	+3.7
Shelf Stable	5.04	4.10	-18.7	6.03	6.58	+9.0
TOTAL	17.04	15.44	-9.4	6.94	7.04	+1.5
SEASON-TO-DA	TE: (through 0	8/30/14)		-		
Refrigerated	10.76	10.15	-5.7	7.42	7.44	+0.3
NFC	9.86	9.28	-5.9	7.54	7.55	+0.1
RECON	0.90	0.86	-3.8	6.09	6.26	+2.9
FCGJ	0.36	0.30	-17.1	4.45	4.59	+3.1
Shelf Stable	4.70	3.90	-17.0	6.01	6.39	+6.3
TOTAL	15.83	14.35	-9.3	6.93	7.09	+2.3

f = forecast (season estimates for 2013-14 reflect the latest USDA-FASS crop forecast released on July 11 th, 2014.

^a Expanded All Outlets Combined (xAOC) is a new Nielsen retail universe. xAOC data are for 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. Walmart data is now point-of sale (POS) data; previously, it was panel data. All periods in this report have been restated with the new POS data. Previous reports will not be compatible with this report.

^b Actual for 2012-13 and forecast for 2013-14.



Florida Fresh Grapefruit Shipments Season-to-Date through 07/31/14

Shipments/Variety	2012-13 SEASON FINAL	2013-14 SEASON FINAL	Change
	1,000 4/5-1	ou. Cartons	- % -
Domestic & Canadian – All	7,074	6,113	-13.6
White	147	103	-29.9
Colored	6,927	6,010	-13.2
Offshore Exports – All	7,198	5,995	-16.7
White	1,541	1,167	-24.3
Colored	5,657	4,828	-14.7
TOTAL - All	14,272	12,108	-15.2
White	1,688	1,270	-24.8
Colored	12,584	10,838	-13.9

SOURCE: DFVI, Florida Dept of Agriculture

Florida Fresh Grapefruit Domestic and Export Certified Shipments, Season-to-Date through 07/31/14

Country	2012-13 SEASON FINAL	2013-14 SEASON FINAL	Change	
	thousan	thousand cartons		
United States	5,988	5,126	-14.4	
Canada	1,087	987	-9.2	
Europe	2,917	2,609	-10.6	
Japan	3,894	2,898	-25.6	
Other	386	488	+26.4	
TOTAL	14,272	12,108	-15.2	

Source: Florida Department of Citrus



Florida Fresh Grapefruit Domestic FOB Prices Season-to-Date through 06/01/14

		FOB Price	
Variety	2012-13 Season Final	2013-14 Season Final	Change
	\$/c	arton	%
TOTAL			
White	12.37	13.82	+11.7
Colored	11.61	10.98	-5.4

SOURCE: Citrus Administrative Committee.



Foreign Exchange Rates Per \$US

Date	Euro	Real	Yen
ANNUAL		-	
2009	0.7190	1.9924	93.58
2010	0.7546	1.7535	87.78
2011	0.7188	1.6698	79.70
2012	0.7781	1.9508	79.79
2013	0.7532	2.1546	97.58
2013 (thru 09/07/2013)	0.7605	2.1029	96.41
2014 (thru 09/07/2014)	0.7340	2.2774	102.48
% Change	-3.5	+8.3	+6.3
WEEK ENDING 09/07	/2014		
2013	0.7582	2.3659	99.10
2014	0.7650	2.2344	104.76
% Change	+0.9	-5.6	+5.7