

Florida Citrus Economic & Market Indicators January 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 - December) were up 0.4 from the previous year with exports to the NAFTA region, Europe and the Far East up 20.0, down 11.8 and up 58.1, respectively.
- Season-to-date through 12/31/16, Florida FCOJ availability, movement and ending inventories were down 17.9%, down 4.8%, and down 23.0% respectively, from last season.
- Season-to-date through 12/31/16, Florida SSOJ availability, movement and ending inventories were down 9.9%, down 8.3%, and down 10.5% respectively, from last season.
- For October through November of the 2016-17 season, U.S. OJ imports and exports were up 23.9% and down 51.4% from last season, respectively. Season-to-date through 12/31/16, Florida OJ exports were up 1.7% (FDOC Processors Report).
- For October through November of the 2016-17 season, Non-FDOC Processor FCOJ disappearance, based on FCOJ inventories and imports, was down 16.5%.
- Season-to-date through 12/24/16, 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 4.4%, the Recon price down 8.8% and the overall OJ price down 5.7%.
- The average FCOJ Futures price was \$2.04/PS up \$0.58/PS from last year, while the Rotterdam price was at an estimated \$2950/MT, up \$1100/MT from last year.
- Season-to-date through 12/31/16, the delivered-in price for early and midseason oranges was \$2.27/PS, up \$0.61/PS from last season. Late season Orange Prices have not been released through 12/31/16.
- Season to date through 12/04/16, fresh orange and specialty citrus shipments were down 38.9%, from last season.
- From August through November of the 2016-17 season, clementine and tangerine imports were up 32.2% relative to last season. Season-to-date through 12/31/16, Texas fresh grapefruit shipments were up 10.1% relative to last season.
- Season-to-date through 12/31/16, Florida FCGJ availability, movement and ending inventories were down 9.7%, down 13.8%, and down 8.4% respectively, from last season.
- Season-to-date through 12/31/16, Florida SSGJ availability, movement and ending inventories were up 0.7%, down 2.6%, and up 2.5% respectively, from last season.
- For October through November of the 2016-17 season, U.S. GJ exports were up 36.2%. Season-to-date through 12/31/16, Florida GJ exports were down 11.5% (FDOC Processors report).
- Season-to-date through 12/24/16, 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 2.8% from the previous season, with the overall GJ price down 0.4%.
- Season-to-date through 12/04/16, Florida fresh grapefruit shipments were down 24.5% from last season, with Domestic/Canadian shipments down 25.8% and offshore shipments down 23.1% (DFVI). Shipments to Europe and Japan were down 28.3% and down 7.9%, respectively. Domestic FOB prices (CAC) for fresh white and red/pink grapefruit were down 0.8% and up 5.2%, respectively.
- For the month of December versus the same period last year, the Euro/USD, Real/USD, and Yen/USD exchange rates were up 3.4%, down 13.3%, and down 4.6% respectively.

Brazil Orange Juice Exports

Destination	Season-to-Date (July - December)		
	2015-16	2016-17	Change
	-million SSE Gallons ^a -		- % -
NAFTA^b	126.9	152.2	+20.0
Europe^c	526.3	464.3	-11.8
Far East^d	37.8	59.8	+58.1
Others	32.6	50.1	+53.7
Total	723.6	726.5	+0.4

^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 12/31/16 (FDOC Processor Week 13)		
	2014-15	2015-16	Change	2015-16	2016-17	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	274.1	289.3	+5.5	289.3	219.0	-24.3
Pack from Fruit	120.0	92.6	-22.9	29.3	18.7	-36.2
Imports^a	259.7	203.5	-21.6	35.7	53.3	+49.1
Availability	653.8	585.3	-10.5	354.3	291.0	-17.9
Movement	364.6	366.3	+0.5	99.5	94.7	-4.8
Bulk	278.2	285.3	+2.6	77.2	75.1	-2.8
Packaged	86.4	81.0	-6.2	22.3	19.7	-11.6
Ending Inventory	289.3	219.0	-24.3	254.8	196.3	-23.0
Bulk	281.4	212.2	-24.6	249.0	189.6	-23.9
Packaged	7.8	6.8	-13.2	5.9	6.7	+15.1
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^b	41.3	31.1	-24.6	33.3	26.9	-19.1

^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 12/31/16 (FDOC Processor Week 13)		
	2014-15	2015-16	Change	2015-16	2016-17	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	213.6	228.4	+6.9	228.4	202.8	-11.2
Pack from Fruit	436.2	361.0	-17.2	45.2	40.3	-11.0
Imports^a	41.7	46.4	+11.1	21.1	22.4	+6.2
Availability	691.5	635.8	-8.1	294.7	265.4	-9.9
Movement^b	457.0	427.5	-6.5	116.4	106.8	-8.3
Bulk	36.2	31.0	-14.3	8.6	6.3	-26.6
Packaged	420.8	396.4	-5.8	107.8	100.5	-6.8
Ending Inventory	227.8	202.8	-11.0	177.1	158.5	-10.5
Bulk	221.6	196.2	-11.5	171.8	152.7	-11.1
Packaged	6.2	6.6	+6.4	5.3	5.8	+9.8
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^c	25.9	24.7	-4.8	19.8	19.3	-2.5

^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 - November						
Country	Volume			FOB Value/SSG ^c		
	2015-16	2016-17	Change	2015-16	2016-17	Change
TOTAL OJ						
	- million SSE gallons -		- % -	- million SSE gallons -		- % -
Brazil	43.94	53.04	+20.7	0.99	1.34	+35.4
CBI ^b	0.89	4.72	+430.3	1.57	1.88	+19.7
Mexico	10.01	10.16	+1.5	1.41	1.79	+27.0
Other	1.15	1.43	+24.3	2.42	2.83	+16.9
TOTAL	55.99	69.36	+23.9	1.10	1.48	+34.5
NFC OJ						
Brazil	11.24	16.62	+47.9	1.41	1.41	0.0
CBI ^b	0.00	0.04	N/A	0.00	2.74	N/A
Mexico	0.13	0.41	+215.4	3.19	2.41	-24.5
Other	0.00	0.00	N/A	6.27	6.47	+3.2
TOTAL	11.38	17.08	+50.1	1.43	1.44	+0.7

^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 gallon

SOURCE: U.S. Department of Commerce.

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

Season-to-Date October - November						
Country	Volume			FOB Value/SSG ^c		
	2015-16	2016-17	Change	2015-16	2016-17	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	8.14	6.72	-17.4	5.16	4.97	-3.7
Europe	8.38	1.80	-78.5	1.48	9.01	+508.8
Japan	0.15	0.09	-40.0	3.13	4.15	+32.6
Other	6.32	2.55	-59.7	3.24	4.38	+35.2
TOTAL	22.99	11.17	-51.4	3.28	5.48	+67.1

^aIncludes OJ with added vitamins and minerals.

^bFDOC Processor exports of OJ for the 2015-16 season were up 116.7%, season-to-date through 02/27/2016.

^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 gallon

SOURCE: U.S. Department of Commerce.

Non-FDOC Processor FCOJ Disappearance Index

Item	Season-to-Date October - November		
	2015-16	2016-17	Change
- million SSE gallons -			- % -
Beginning Inventory^a	28.0	33.3	+19.0
Foreign Imports^b	<u>23.6</u>	<u>27.2</u>	<u>+15.2</u>
Availability^c	51.6	60.5	+17.3
Ending Inventory^a	<u>14.0</u>	<u>29.2</u>	<u>+107.8</u>
Non-FDOC Processor FCOJ Disappearance^d	37.6	31.4	-16.5

^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.

^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		
	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 12/24/16, Topline Report #03									
	2015-16	2016-17	Change	2015-16	2016-17	Change	2015-16	2016-17	Change
Refrigerated	109.63	101.64	-7.3	717.14	677.08	-5.6	6.54	6.66	+1.8
NFC	69.40	65.69	-5.4	520.29	497.61	-4.4	7.50	7.58	+1.0
RECON	40.23	35.95	-10.6	196.85	179.48	-8.8	4.89	4.99	+2.0
FCOJ	4.85	4.34	-10.5	24.06	21.80	-9.4	4.96	5.02	+1.3
Shelf Stable	0.10	0.07	-26.9	0.90	0.66	-26.7	8.96	8.99	+0.3
TOTAL	114.58	106.06	-7.4	742.10	699.54	-5.7	6.48	6.60	+1.8

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		
	12/27/14	12/26/15	12/24/16	12/27/14	12/26/15	12/24/16
Non-Promotional Price						
NFC <11 oz	\$3.98	\$3.99	\$3.82	\$11.94	\$12.21	\$11.68
NFC 11-20 oz	\$1.60	\$1.68	\$1.80	\$16.44	\$16.48	\$15.39
NFC 20-50 oz	\$3.57	\$3.76	\$3.74	\$13.51	\$14.04	\$14.04
NFC 50-70 oz	\$3.75	\$3.82	\$3.86	\$7.81	\$7.84	\$7.84
NFC 70-110 oz	\$5.83	\$5.97	\$5.71	\$8.38	\$8.58	\$8.22
NFC >110 oz	\$6.37	\$6.58	\$6.59	\$6.50	\$6.70	\$6.69
Promotional Price^a						
NFC <11 oz	\$3.35	\$2.99	\$3.21	\$10.19	\$10.48	\$10.00
NFC 11-20 oz	\$1.27	\$1.33	\$1.33	\$13.64	\$14.29	\$13.28
NFC 20-50 oz	\$3.02	\$3.08	\$3.09	\$10.64	\$11.50	\$11.46
NFC 50-70 oz	\$3.01	\$2.98	\$3.00	\$6.48	\$6.45	\$6.47
NFC 70-110 oz	\$5.21	\$5.26	\$5.19	\$7.50	\$7.56	\$7.47
NFC >110 oz	\$6.58	\$6.51	\$6.45	\$6.82	\$6.78	\$6.61

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)

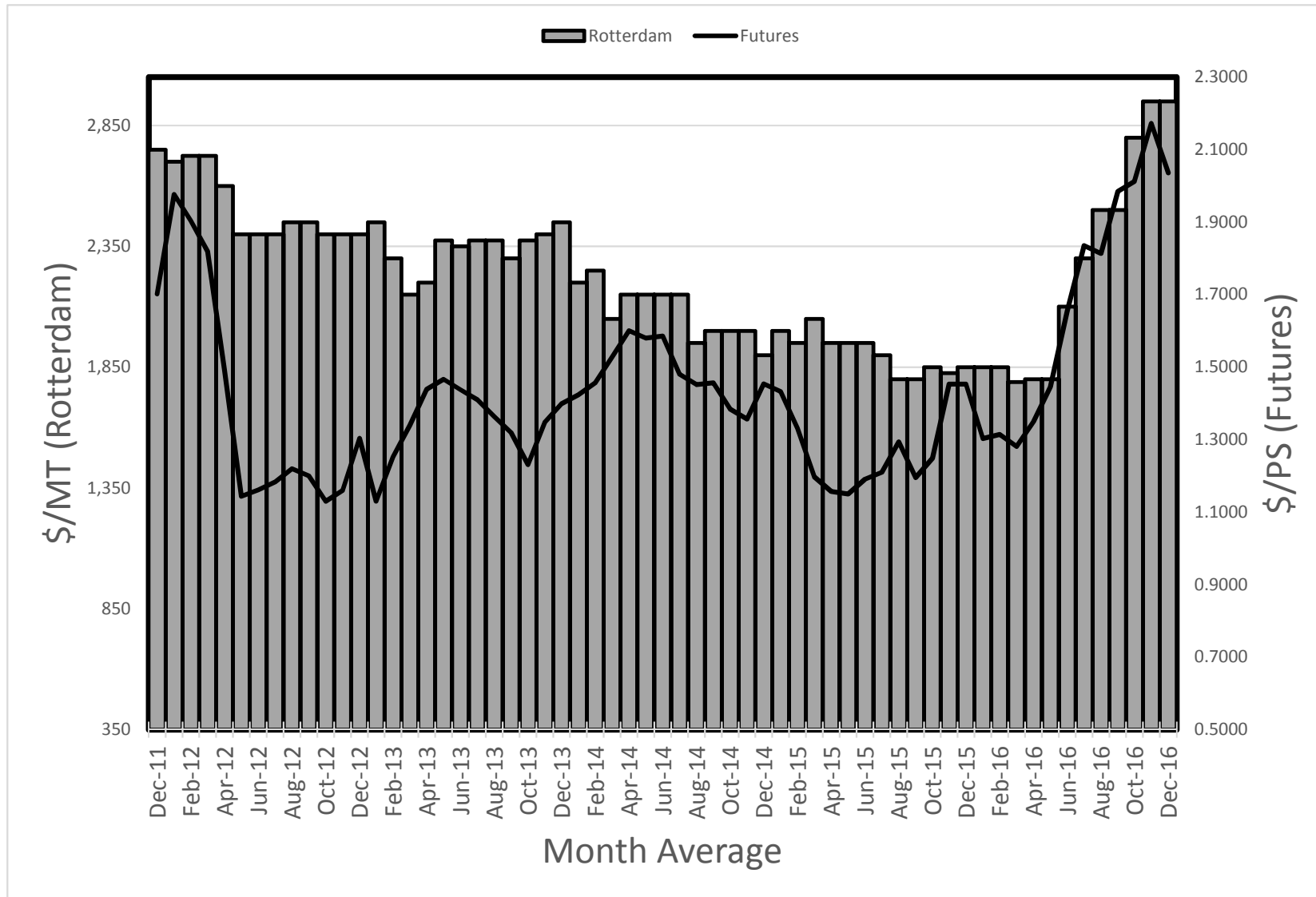
Unit Sizes	Dollar Sales			Gallon Sales		
	16 Week Period Ending			16 Week Period Ending		
	12/27/14	12/26/15	12/24/16	12/27/14	12/26/15	12/24/16
NFC <11 oz	\$10,500,057	\$11,074,862	\$11,203,116	894,773	924,100	970,825
NFC 11-20 oz	\$26,578,259	\$29,620,375	\$32,351,348	1,688,126	1,856,527	2,185,781
NFC 20-50 oz	\$7,524,291	\$8,456,345	\$8,238,966	568,774	616,958	600,595
NFC 50-70 oz	\$463,197,420	\$450,717,320	\$431,230,287	65,204,373	63,441,733	60,031,786
NFC 70-110 oz	\$134,099,551	\$137,106,822	\$140,590,037	16,515,756	16,820,874	17,621,363
NFC >110 oz	\$51,754,315	\$43,192,177	\$27,587,557	7,941,061	6,438,645	4,124,538
% Sold on Promotion^a						
NFC <11 oz	10.1%	11.5%	7.4%	11.7%	13.2%	8.6%
NFC 11-20 oz	21.6%	21.3%	25.1%	24.9%	23.8%	27.9%
NFC 20-50 oz	7.8%	10.9%	10.5%	9.7%	13.0%	12.5%
NFC 50-70 oz	48.5%	47.8%	43.1%	53.1%	52.6%	47.9%
NFC 70-110 oz	27.2%	39.1%	29.8%	29.4%	42.2%	31.8%
NFC >110 oz	6.2%	8.3%	7.1%	5.9%	8.3%	7.2%

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

December 2012 through December 2017



FCOJ Prices December

Item	2015	2016	Change
- \$ / PS -			- % -
FCOJ Futures	1.4530	2.0360	+40.1
- \$ / MT -			
FCOJ Rotterdam	1850	2950	+59.5

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^a	\$1.66	\$2.27	+37.0
Late Season Oranges^b	N/A	N/A	N/A
White Grapefruit^c	\$1.83	N/A	N/A
Red/Pink Grapefruit^c	\$1.89	\$1.99	+5.3

^a 2016-17 STD price through 12/31/16. 2015-16 STD price through 01/02/16.

^b 2016-17 STD price through 01/12/00. 2015-16 STD price through 01/02/16.

^c 2016-17 STD price through 12/31/16. 2015-16 STD price through 01/02/16.

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

Season	December Average		Season-to-Date ^a (July - December)	
	Price	Change from Year Ago	Price	Change from Year Ago
	- \$ / box ^b -	- % -	- \$ / box ^b -	- % -
2014-15	3.86		4.18	
2015-16	3.63	-6.0	3.34	-20.0
2016-17	7.73	+112.9	6.70	+100.5

^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 12/04/16			FOB Price through 01/01/17		
	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	999	659	-34.1	14.27	14.29	+0.1
Navel	747	438	-41.3	19.59	17.99	-8.2
Valencia	17	0	-100.0	N/A	N/A	N/A
Tangelo	156	56	-63.8	15.36	13.25	-13.7
Early Tangerines ^a	845	537	-36.5	23.96	24.36	+1.7
Honey / Murcotts	0	0	N/A	24.03	N/A	N/A
Royal Tangerines / Temples	0	0	N/A	21.60	N/A	N/A
TOTAL	2,764	1,690	-38.9			

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		
2015-16	2016-17	Change	2015-16	2016-17	Change
August - November			STD - 12/31/16		
- million pounds -		- % -	- thousand 7/10 bu. Cartons -		- % -
146.8	194.0	+32.2	1,945	2,141	+10.1
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 12/31/16 (FDOC Processor Week 13)		
	2014-15	2015-16	Change	2015-16	2016-17	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	18.8	16.1	-14.7	16.1	14.2	-11.3
Pack from Fruit	17.7	12.9	-27.3	3.3	2.9	-13.2
Imports^a	0.0	0.0	N/A	0.0	0.4	N/A
Availability	36.5	28.9	-20.8	19.4	17.5	-9.7
Movement	23.6	17.7	-24.9	4.2	3.6	-13.8
Bulk	23.4	17.6	-24.8	4.1	3.6	-13.9
Packaged	0.2	0.1	-46.8	0.0	0.0	-9.0
Ending Inventory	16.1	14.3	-11.2	16.0	14.6	-8.4
Bulk	16.1	14.2	-11.3	15.9	14.6	-8.4
Packaged	0.0	0.1	+43.7	0.0	0.1	+11.1
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	35.5	42.1	+18.3	49.8	53.0	+6.3

^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.

Florida SSGJ Availability, Movement and Inventory

Item	Prior Season Comparison			Season-to-Date: 12/31/16		
	Oct- Sep			FDOC Processor Week 13		
	2014-15	2015-16	Change	2015-16	2016-17	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	12.2	9.6	-21.4	9.6	9.6	+0.8
Pack from Fruit	14.9	14.0	-5.7	1.4	1.4	+2.8
Imports^a	1.1	1.7	+54.6	0.1	0.1	-33.7
Availability	28.1	25.2	-10.2	11.1	11.1	+0.7
Movement	16.9	15.5	-8.4	3.9	3.8	-2.6
Bulk	4.5	3.5	-22.5	0.9	0.8	-5.8
Packaged	12.4	12.0	-3.2	3.0	2.9	-1.7
Ending Inventory	9.5	9.6	+1.3	7.2	7.4	+2.5
Bulk	9.3	9.5	+2.2	7.0	7.2	+2.3
Packaged	0.2	0.1	-38.3	0.2	0.2	+10.3
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	29.4	32.5	+10.6	24.2	25.5	+5.3

^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 - November						
Country	Volume			FOB Value/SSG ^c		
	2015-16	2016-17	Change	2015-16	2016-17	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	0.27	0.28	+3.7	4.77	3.29	-31.0
Europe	0.53	0.97	+83.0	3.68	2.72	-26.1
Japan	0.38	0.42	+10.5	3.08	5.26	+70.8
Other	0.20	0.21	+5.0	4.14	6.15	+48.6
TOTAL	1.38	1.88	+36.2	3.80	3.75	-1.3

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

^bFDOC Processor exports of GJ for the 2015-16 season were down 27.2%, season-to-date through 02/27/2016.

^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.

U.S. Retail Grapefruit Juice Sales

Expanded All Outlets Combined (xAOC)^a

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 12/24/16, Topline Report #03									
	2015-16	2016-17	Change	2015-16	2016-17	Change	2015-16	2016-17	Change
Refrigerated	2.35	2.28	-2.9	17.89	17.39	-2.8	7.62	7.63	+0.1
NFC	2.13	2.05	-3.6	16.49	15.87	-3.8	7.74	7.73	-0.2
RECON	0.22	0.23	+3.7	1.40	1.52	+8.8	6.39	6.71	+4.9
FCOJ	0.04	0.04	-17.0	0.20	0.16	-19.1	4.70	4.59	-2.5
Shelf Stable	0.81	0.80	-1.8	5.25	5.04	-4.1	6.45	6.30	-2.4
TOTAL	3.21	3.12	-2.8	23.36	22.62	-3.2	7.28	7.25	-0.4

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 12/04/16

Destination/Variety	2015-16 STD	2016-17 STD	Change
- 1,000 4/5-bu. cartons -			- % -
Domestic & Canadian - All	1,504	1,116	-25.8
White	19	17	-9.0
Red/Pink	1,486	1,099	-26.0
Offshore Exports - All	1,546	1,188	-23.1
White	262	245	-6.4
Red/Pink	1,284	943	-26.6
TOTAL - All	3,050	2,304	-24.5
White	281	262	-6.5
Red/Pink	2,769	2,041	-26.3

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Shipments Season-to-Date through 12/04/16

Country	2015-16 STD	2016-17 STD	Change
- 1,000 4/5-bu. cartons -			- % -
United States	1,561	1,246	-20.2
Canada	259	151	-41.4
Europe	655	470	-28.3
Japan	639	588	-7.9
Other	521	594	+14.0
TOTAL - All	3,635	3,050	-16.1

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Domestic FOB Prices
Season-to-Date through 01/01/17

Variety	FOB Price		
	2015-16	2016-17	Change
	STD	STD	
	- \$ / carton -		- % -
TOTAL^a	14.20	14.89	+4.8
White	16.55	16.41	-0.8
Red/Pink	13.96	14.69	+5.2

^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
2015 (through December)	0.9013	3.329	121.02
2016 (through December)	0.9042	3.492	108.91
% Change	+0.3	+4.9	-10.0
Average for Month of December			
2015	0.9181	3.870	121.62
2016	0.9490	3.354	116.07
% Change	+3.4	-13.3	-4.6