



## Citrus Marketing Forum



21 Nov 2013

### Contacts:

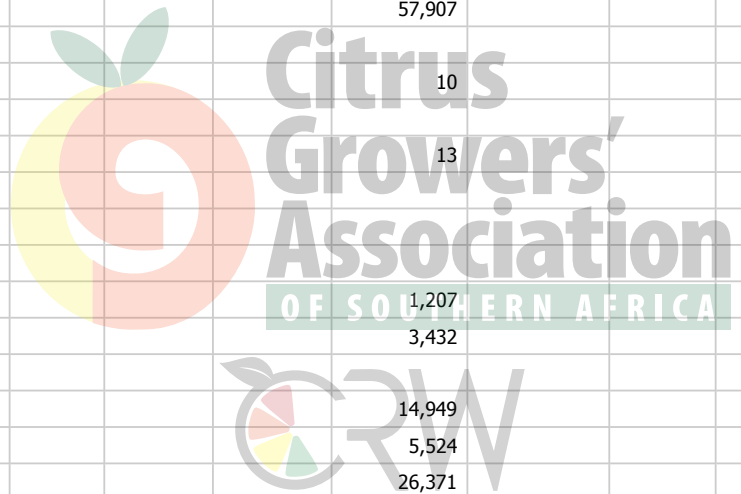
John Edmonds Tel: (031) 765-2514; E-mail: [johne@cga.co.za](mailto:johne@cga.co.za)  
Gloria Smail Tel: (031) 765-2514; E-mail: [gloria@cga.co.za](mailto:gloria@cga.co.za)

### For Reference:

Product	Standard Carton Mass	# of Cartons per Pallet
Grapefruit	17 kg	56
Lemons	15 kg	70
Oranges	15 kg	70
Soft Citrus	15 kg	60

### Valencias Passed for Export: Current Season per Size-Count

Size Count	BENNY VALENCIA	CLANORS	DELICIA	DELTA SEEDLESS	DO ROI	JUVALLE	MALTAISE	MCCLEAN VALENCIAS	MIDKNIGHTS	SALUSTIANAS	TAROCCO	TOMANGOES	TURKEY	VALENCIA LATES	VALENCIAS	Total per Count
															316	<b>316</b>
1									227						14,660	<b>14,887</b>
2				5,369					1,620						7,336	<b>14,325</b>
3									3,690						420	<b>4,110</b>
4	400								4,546						2,374	<b>7,320</b>
5				716					3,398						4,682	<b>8,796</b>
6				7,951					12,971						10,678	<b>31,600</b>
7				2,661					23,164				80		42,355	<b>68,260</b>
8				4,678					57,907						47,638	<b>110,223</b>
9															720	<b>720</b>
10				4,370					10						24,686	<b>29,066</b>
12				3,160											1,353	<b>4,513</b>
13									13							<b>13</b>
14															1,120	<b>1,120</b>
15															4,337	<b>4,337</b>
16															16	<b>16</b>
17									1,207						1,360	<b>2,567</b>
18									3,432						1,656	<b>5,088</b>
19															1,520	<b>1,520</b>
20				2,412					14,949						6,158	<b>23,519</b>
21									5,524							<b>5,524</b>
22									26,371						1,108	<b>27,479</b>
23				1,902					3,204						525	<b>5,631</b>
24				153					27,645						9,316	<b>37,114</b>
25				2,651					12,154						4,517	<b>19,322</b>
26				240					1,820						166	<b>2,226</b>
27															1,105	<b>1,105</b>
28	235			13,800					32,435		139				11,371	<b>57,980</b>
30															1,734	<b>1,734</b>
31									29						16	<b>45</b>
32				5,113		110			4,138		293	80			3,784	<b>13,518</b>
35				1,767		390			3,825		400				8,614	<b>14,997</b>
36	800			1,734					25,389						12,009	<b>39,932</b>
38									140							<b>140</b>



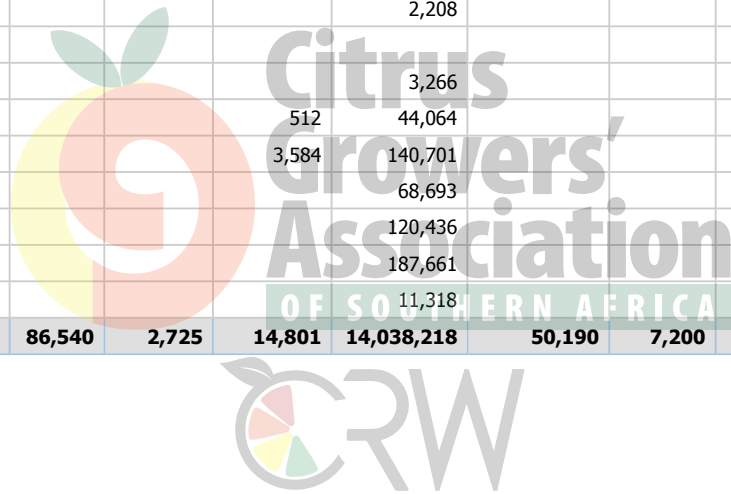
### Valencias Passed for Export: Current Season per Size-Count

Size Count	BENNY VALENCIA	CLANORS	DELICIA	DELTA SEEDLESS	DO ROI	JUVALLE	MALTAISE	MCCLEAN VALENCIAS	MIDKNIGHTS	SALUSTIANAS	TAROCCO	TOMANGOES	TURKEY	VALENCIA LATES	VALENCIAS	Total per Count
39									39							<b>39</b>
40	2,950		382	81,683	70	3,120		865	203,668		70		4,202	1,188	318,236	<b>616,434</b>
42				417					916						126	<b>1,459</b>
44				10,136					8,084						4,251	<b>22,471</b>
45	1,495			8,300		1,040	60		13,799						23,980	<b>48,674</b>
46															161	<b>161</b>
48	14,570		925	255,151	870	1,020	80	1,440	630,120	261	70		12,487	70	1,138,752	<b>2,055,815</b>
50	4,385			48,910		6,285	120		83,497				285	956	126,562	<b>271,000</b>
54				210					310						950	<b>1,470</b>
55	520			70,212		2,730	325		86,925				1,271	326	162,033	<b>324,342</b>
56	28,144	160	5,613	540,969	2,860	4,250	320	1,840	1,279,140	1,650	240		25,426	70	2,712,614	<b>4,603,296</b>
58									80						70	<b>150</b>
60				48,135		13,975	780		129,510				6,110	181	227,674	<b>426,365</b>
62															460	<b>460</b>
64	18,309	172	4,080	665,632	3,120	1,680	400	1,840	1,642,562	3,818	508	550	39,977		3,466,107	<b>5,848,755</b>
65	2,675			29,063		12,280			125,309				4,015	209	182,342	<b>356,738</b>
66									65						480	<b>545</b>
70				350					422				80		1,780	<b>2,632</b>
71															160	<b>160</b>
72	24,850	190	4,016	1,243,887	4,320	25,930	240	1,760	3,286,446	8,629	1,616	1,520	82,271	3,970	7,095,640	<b>11,785,285</b>
73									560							<b>560</b>
74															280	<b>280</b>
75				80		675			1,025						6,652	<b>8,432</b>
76															70	<b>70</b>
78									80						347	<b>427</b>
80	80			2,310					323						7,494	<b>10,207</b>
84									80							<b>80</b>
85									80							<b>80</b>
88	13,757	198	5,984	1,249,252	4,640	2,320	240	1,920	3,042,831	17,107	303	3,920	55,371	2,890	6,246,598	<b>10,647,332</b>
90	75			29,513		8,255			105,404		1,200		3,505		130,121	<b>278,073</b>
94									160							<b>160</b>
98															35	<b>35</b>
100				12,260					29,531						39,319	<b>81,110</b>
102				75					9,380						7,445	<b>16,900</b>

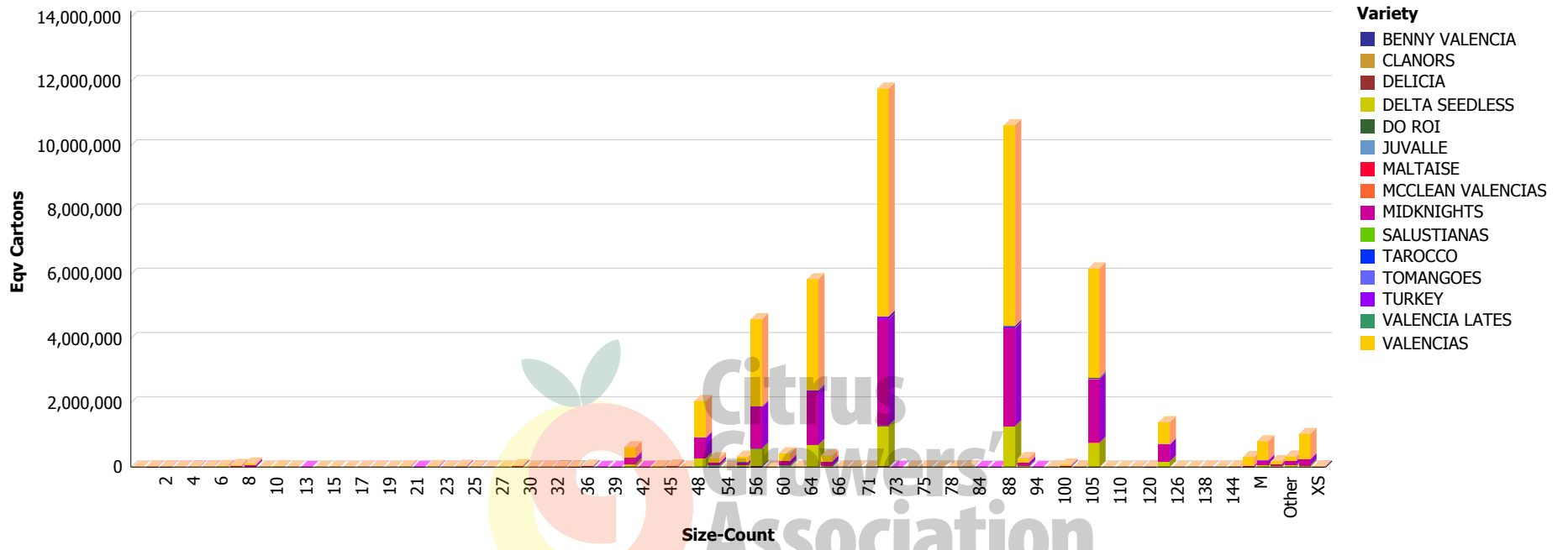
### Valencias Passed for Export: Current Season per Size-Count

Size Count	BENNY VALENCIA	CLANORS	DELICIA	DELTA SEEDLESS	DO ROI	JUVALLE	MALTAISE	MCCLEAN VALENCIAS	MIDKNIGHTS	SALUSTIANAS	TAROCCO	TOMANGOES	TURKEY	VALENCIA LATES	VALENCIAS	Total per Count
105	2,940	240	3,440	747,930	480	2,480	160	1,040	1,983,352	16,633	1,515	4,960	25,406	2,290	3,392,296	<b>6,185,162</b>
108				80											120	<b>200</b>
110															5	<b>5</b>
113									160						240	<b>400</b>
120				4,615									3,055		3,610	<b>11,280</b>
125		80		176,278					526,206	2,092		720	4,949		686,882	<b>1,397,207</b>
126				80											3,024	<b>3,104</b>
135															640	<b>640</b>
138									2,208						7,520	<b>9,728</b>
140				140											280	<b>420</b>
144									3,266						23,290	<b>26,556</b>
L				610				512	44,064				2,326		262,826	<b>310,338</b>
M				60,331				3,584	140,701				836		596,888	<b>802,340</b>
MIX				34,609					68,693						80,493	<b>183,795</b>
Other				70,845					120,436				2,603		131,675	<b>325,559</b>
S				54,876					187,661				1,815		787,395	<b>1,031,747</b>
XS				1,316					11,318						2,514	<b>15,148</b>
<b>Total</b>	<b>116,185</b>	<b>1,040</b>	<b>24,440</b>	<b>5,506,933</b>	<b>16,360</b>	<b>86,540</b>	<b>2,725</b>	<b>14,801</b>	<b>14,038,218</b>	<b>50,190</b>	<b>7,200</b>	<b>11,750</b>	<b>276,070</b>	<b>12,150</b>	<b>28,108,088</b>	<b>48,272,689</b>

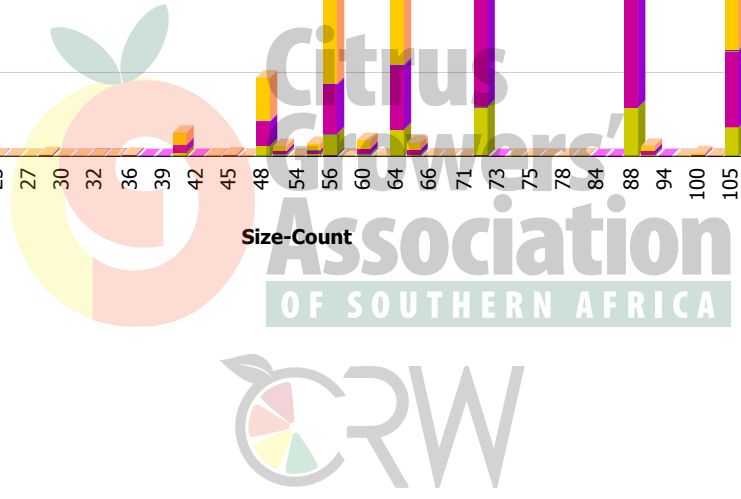
21 Nov 2013 10:46:56 AM



### Valencias Passed for Export: Current Season per Size-Count

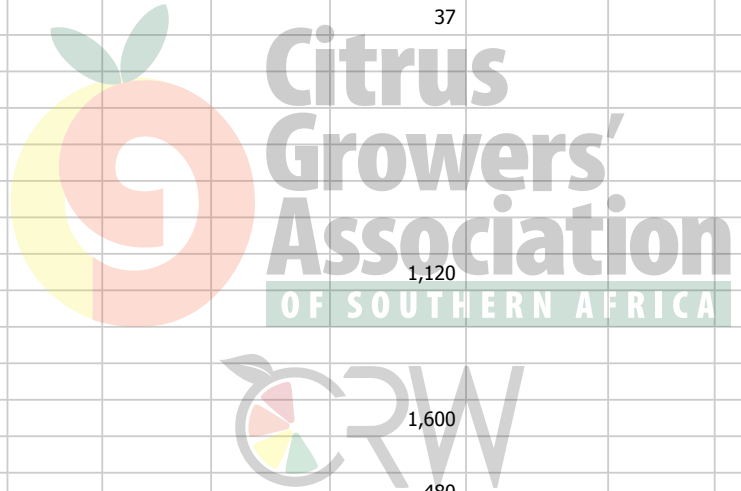


21 Nov 2013 10:46:56 AM



### Valencias Passed for Export: Current Season per Variety

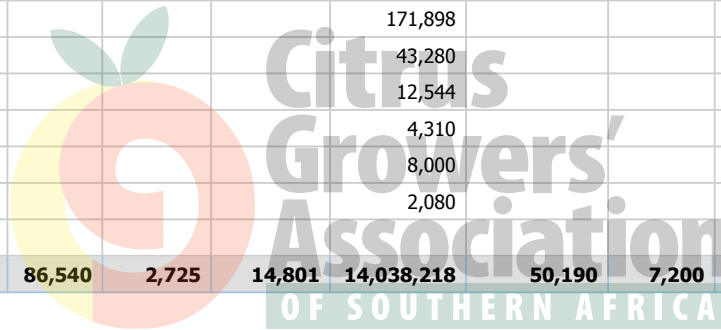
Eqv Ctns per Week	BENNY VALENCIA	CLANORS	DELICIA	DELTA SEEDLESS	DO ROI	JUVALLE	MALTAISE	MCCLEAN VALENCIAS	MIDKNIGHTS	SALUSTIANAS	TAROCCO	TOMANGOES	TURKEY	VALENCIA LATES	VALENCIAS	Total per Week
1									1,040						4,931	5,971
2															6,451	6,451
3															4,375	4,375
4															1,678	1,678
5									1,540						3,203	4,743
6									595						10,388	10,983
7									1						1,276	1,277
8									37						921	958
9															925	925
10															9,302	9,302
11															2,122	2,122
12															2,565	2,565
13															691	691
14															13,409	13,409
15				640					1,120						3,146	4,906
16															1,468	1,468
17															496	496
18															22,392	22,392
19				3,513					1,600						2,016	7,129
20															544	544
21				6,621					480				2,240		42,583	51,924
22						1,415						9,810	16,480		197,344	225,049
23				2,320		12,560				9,040		1,940	44,230		391,244	461,334
24						15,985			1,280	4,400			19,680		878,383	919,728
25	16,685					13,505			36,010	5,680			29,335		956,707	1,057,922
26	23,720			14,190		13,925			102,350	23,200			29,635		1,351,244	1,558,264
27	7,330			64,777		13,915			321,147	4,510			8,505	400	1,532,722	1,953,306
28	16,250			154,500		14,275			559,707	3,280			41,272	80	1,453,859	2,243,223
29	12,815			193,952		960			842,563	80	1,742		47,727	140	1,180,918	2,280,898
30	4,240			279,195			1,440		1,058,452		3,497		25,644		1,221,883	2,594,351
31	5,640			433,856	9,080		1,285		1,420,443		1,960		11,012		1,184,153	3,067,429
32	3,720	1,040		525,589	5,360				1,152,163				310	800	1,193,582	2,882,564
33	2,405		3,400	778,766	1,920				1,424,167					610	1,753,230	3,964,498



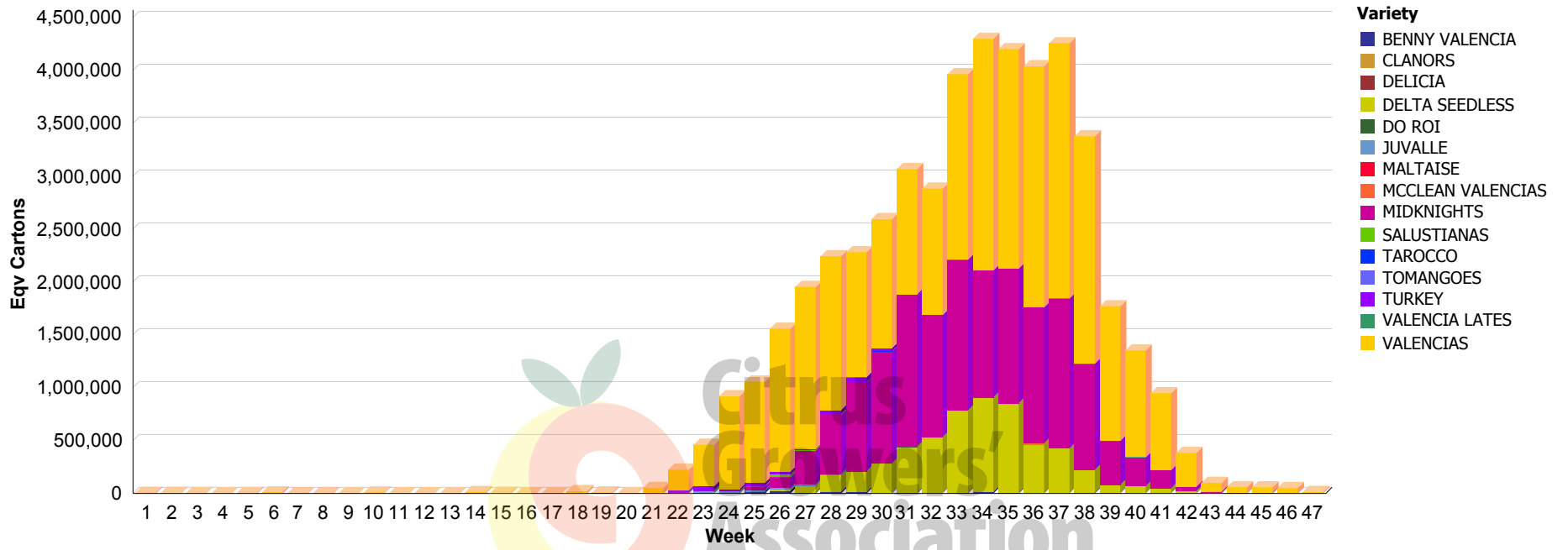
### Valencias Passed for Export: Current Season per Variety

<b>Eqv Ctns per Week</b>	<b>BENNY VALENCIA</b>	<b>CLANORS</b>	<b>DELICIA</b>	<b>DELTA SEEDLESS</b>	<b>DO ROI</b>	<b>JUVALLE</b>	<b>MALTAISE</b>	<b>MCCLEAN VALENCIAS</b>	<b>MIDKNIGHTS</b>	<b>SALUSTIANAS</b>	<b>TAROCCO</b>	<b>TOMANGOES</b>	<b>TURKEY</b>	<b>VALENCIA LATES</b>	<b>VALENCIAS</b>	<b>Total per Week</b>
34	14,060		2,000	892,017					1,199,884						2,190,329	<b>4,298,289</b>
35	8,680		1,120	843,670					1,272,831					65	2,074,662	<b>4,201,028</b>
36	640			460,602				14,801	1,283,346					1,690	2,278,367	<b>4,039,445</b>
37				424,362					1,418,621					2,290	2,411,177	<b>4,256,450</b>
38			10,720	211,093					1,004,923					1,670	2,148,882	<b>3,377,288</b>
39			7,200	72,880					416,775					2,205	1,270,816	<b>1,769,876</b>
40				66,400					275,030					2,200	1,008,212	<b>1,351,842</b>
41				47,890					171,898						727,799	<b>947,588</b>
42				21,480					43,280						318,415	<b>383,175</b>
43				6,300					12,544						81,982	<b>100,826</b>
44				1,680					4,310						53,024	<b>59,014</b>
45				640					8,000						49,461	<b>58,101</b>
46									2,080						49,986	<b>52,066</b>
47															14,825	<b>14,825</b>
<b>Total</b>	<b>116,185</b>	<b>1,040</b>	<b>24,440</b>	<b>5,506,933</b>	<b>16,360</b>	<b>86,540</b>	<b>2,725</b>	<b>14,801</b>	<b>14,038,218</b>	<b>50,190</b>	<b>7,200</b>	<b>11,750</b>	<b>276,070</b>	<b>12,150</b>	<b>28,108,088</b>	<b>48,272,689</b>

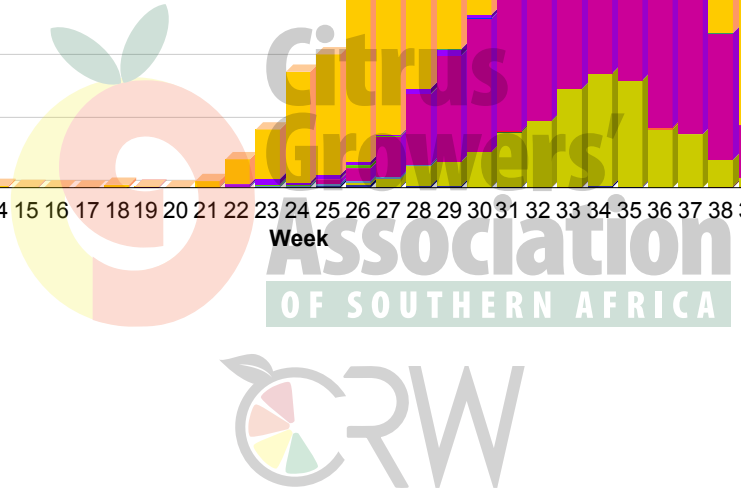
21 Nov 2013 10:46:56 AM



### Valencias Passed for Export: Current Season per Variety



21 Nov 2013 10:46:56 AM





## Valencias Passed for Export: Current Season vs Previous Seasons per Variety

### Last Three Seasons Year to Date

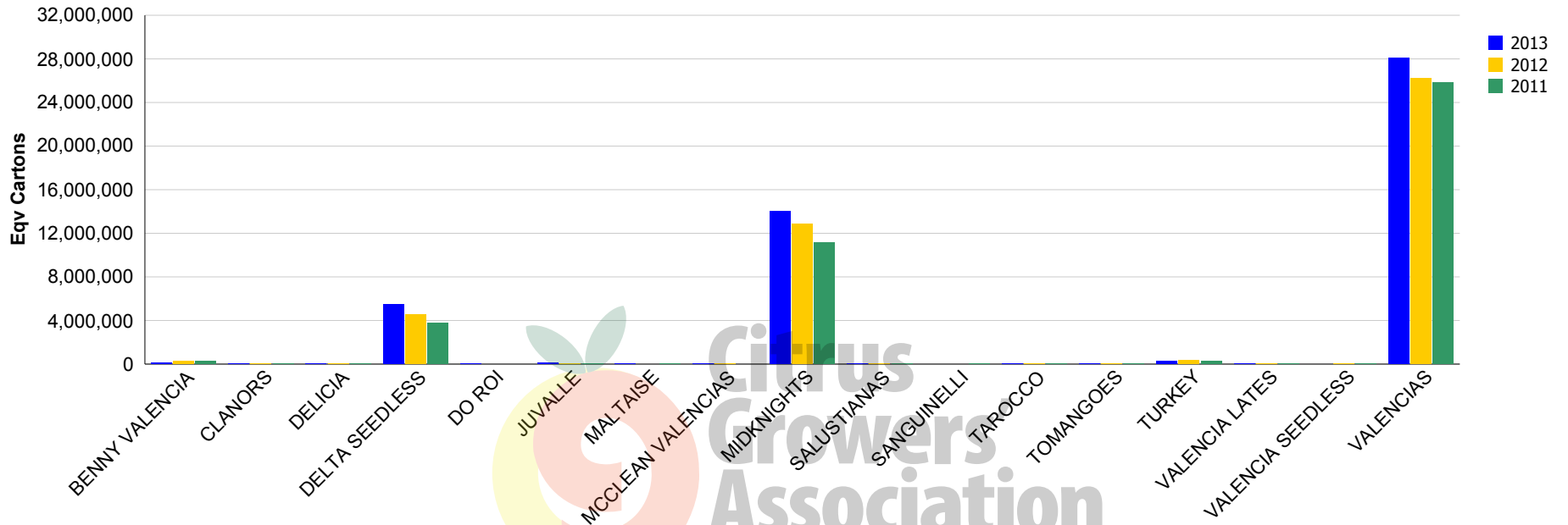
Eqv Ctns per Variety	2013	2012	2011
BENNY VALENCIA	116,185	306,696	303,135
CLANORS	1,040	720	968
DELICIA	24,440	2,130	2,640
DELTA SEEDLESS	5,506,933	4,523,918	3,790,546
DO ROI	16,360		
JUVALLE	86,540	76,150	77,921
MALTAISE	2,725		2,740
MCCLEAN VALENCIAS	14,801	7,810	
MIDKNIGHTS	14,038,218	12,861,822	11,126,816
SALUSTIANAS	50,190	59,634	68,114
SANGUINELLI			1,545
TAROCCO	7,200	15,855	3,465
TOMANGOES	11,750	3,320	15,740
TURKEY	276,070	327,044	306,022
VALENCIA LATES	12,150	16,490	9,540
VALENCIA SEEDLESS		4,855	4,240
VALENCIAS	28,093,263	26,217,943	25,803,850
<b>YTD Total</b>	<b>48,257,864</b>	<b>44,424,388</b>	<b>41,517,282</b>

Figures are shown to the last full week. 21 Nov 2013 10:46:56 AM

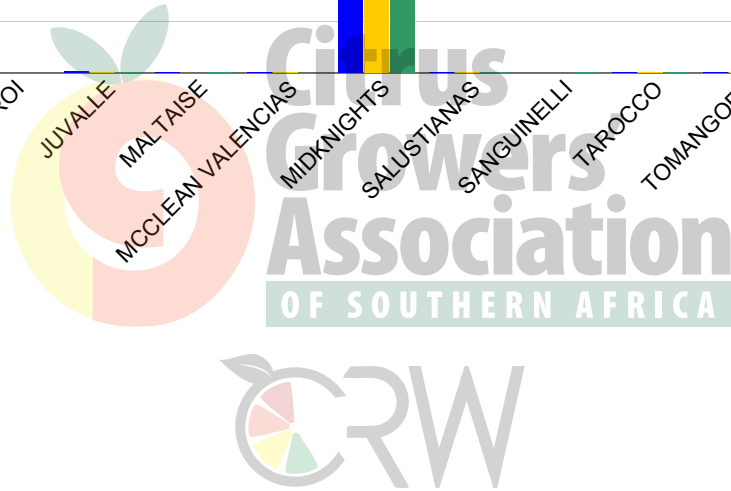


## Valencias Passed for Export: Current Season vs Previous Seasons per Variety

Last Three Seasons Year to Date

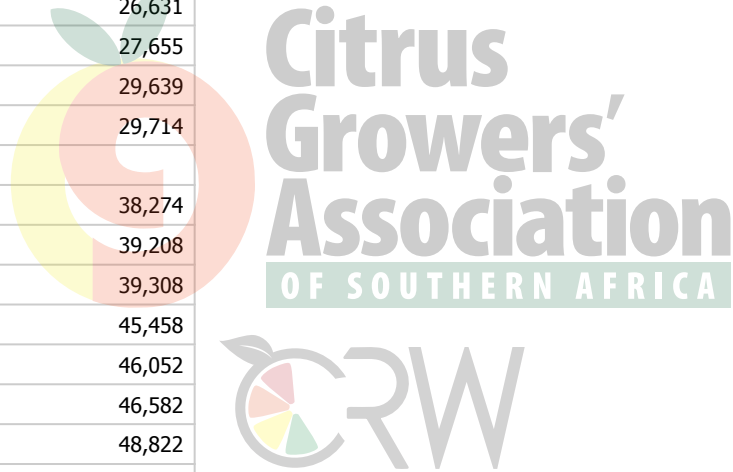


21 Nov 2013 10:46:56 AM



## Valencias Passed for Export: Current Season vs Previous Season

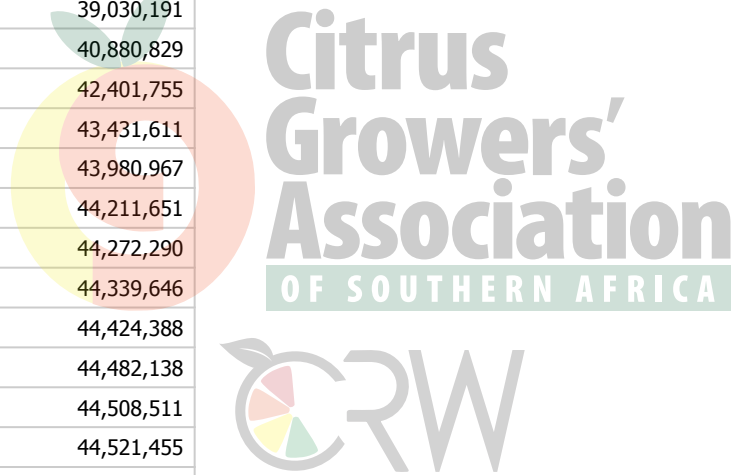
Week	2013		2012	
	Cur Eqv Ctns	Cur Cum Eqv Ctns	Prev Eqv Ctns	Prev Cum Eqv Ctns
1	5,971	5,971	1,234	1,234
2	6,451	12,422	1,981	3,215
3	4,375	16,797	3,029	6,243
4	1,678	18,475	4,489	10,732
5	4,743	23,218	12,320	23,052
6	10,983	34,201	1,640	24,692
7	1,277	35,478	1,031	25,723
8	958	36,436	908	26,631
9	925	37,362	1,024	27,655
10	9,302	46,663	1,984	29,639
11	2,122	48,785	75	29,714
12	2,565	51,350		
13	691	52,041	8,560	38,274
14	13,409	65,450	934	39,208
15	4,906	70,356	100	39,308
16	1,468	71,824	6,150	45,458
17	496	72,320	593	46,052
18	22,392	94,712	530	46,582
19	7,129	101,842	2,240	48,822
20	544	102,386	21,540	70,362
21	51,924	154,310	73,715	144,077
22	225,049	379,359	230,108	374,185
23	461,334	840,692	614,543	988,728
24	919,728	1,760,420	1,216,547	2,205,275
25	1,057,922	2,818,342	1,647,653	3,852,928
26	1,558,264	4,376,606	1,580,282	5,433,210
27	1,953,306	6,329,911	1,748,561	7,181,771
28	2,243,223	8,573,134	2,015,925	9,197,696
29	2,280,898	10,854,032	2,282,508	11,480,204
30	2,594,351	13,448,384	2,439,393	13,919,597



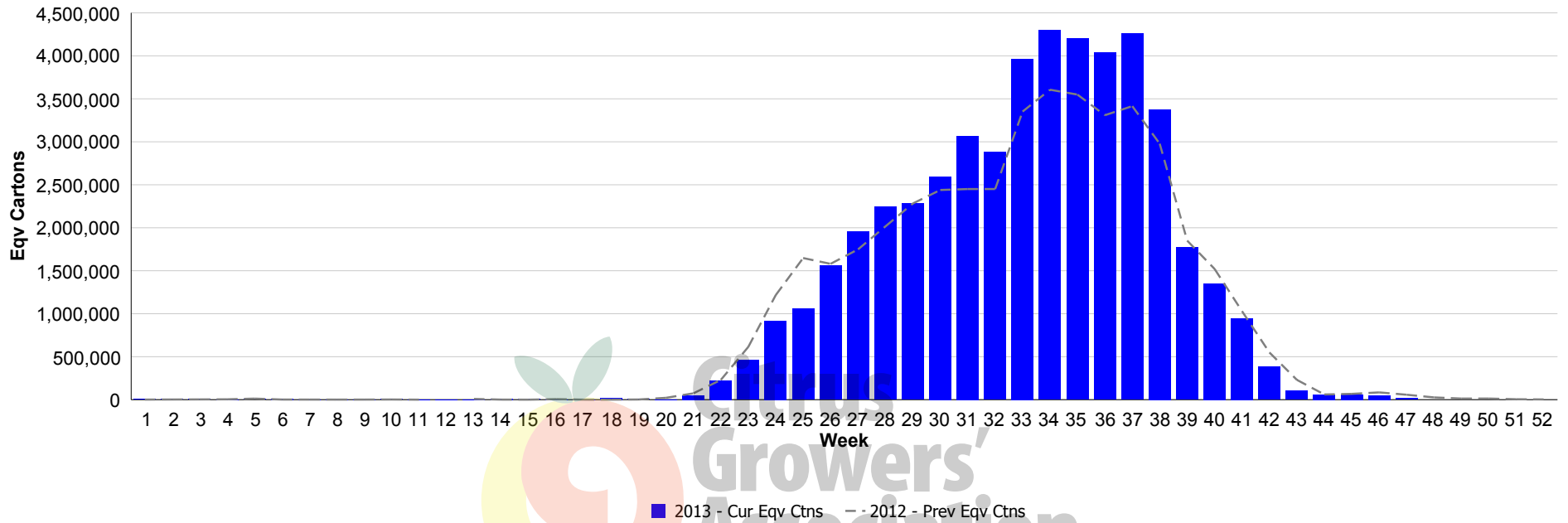
## Valencias Passed for Export: Current Season vs Previous Season

Week	2013		2012	
	Cur Eqv Ctns	Cur Cum Eqv Ctns	Prev Eqv Ctns	Prev Cum Eqv Ctns
31	3,067,429	16,515,813	2,450,492	16,370,089
32	2,882,564	19,398,377	2,450,603	18,820,692
33	3,964,498	23,362,875	3,351,617	22,172,309
34	4,298,289	27,661,165	3,606,085	25,778,394
35	4,201,028	31,862,193	3,549,379	29,327,773
36	4,039,445	35,901,638	3,309,420	32,637,193
37	4,256,450	40,158,089	3,414,969	36,052,163
38	3,377,288	43,535,376	2,978,029	39,030,191
39	1,769,876	45,305,252	1,850,638	40,880,829
40	1,351,842	46,657,094	1,520,926	42,401,755
41	947,588	47,604,682	1,029,856	43,431,611
42	383,175	47,987,857	549,356	43,980,967
43	100,826	48,088,683	230,684	44,211,651
44	59,014	48,147,697	60,639	44,272,290
45	58,101	48,205,798	67,356	44,339,646
46	52,066	48,257,864	84,742	44,424,388
47	14,825	48,272,689	57,750	44,482,138
48			26,373	44,508,511
49			12,944	44,521,455
50			13,171	44,534,626
51			4,981	44,539,607
52			2,871	44,542,478

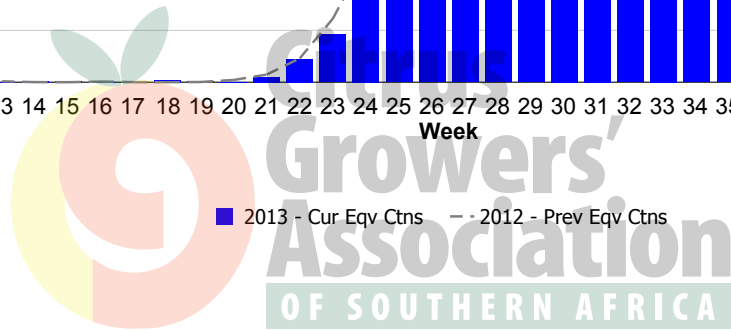
21 Nov 2013 10:46:56 AM



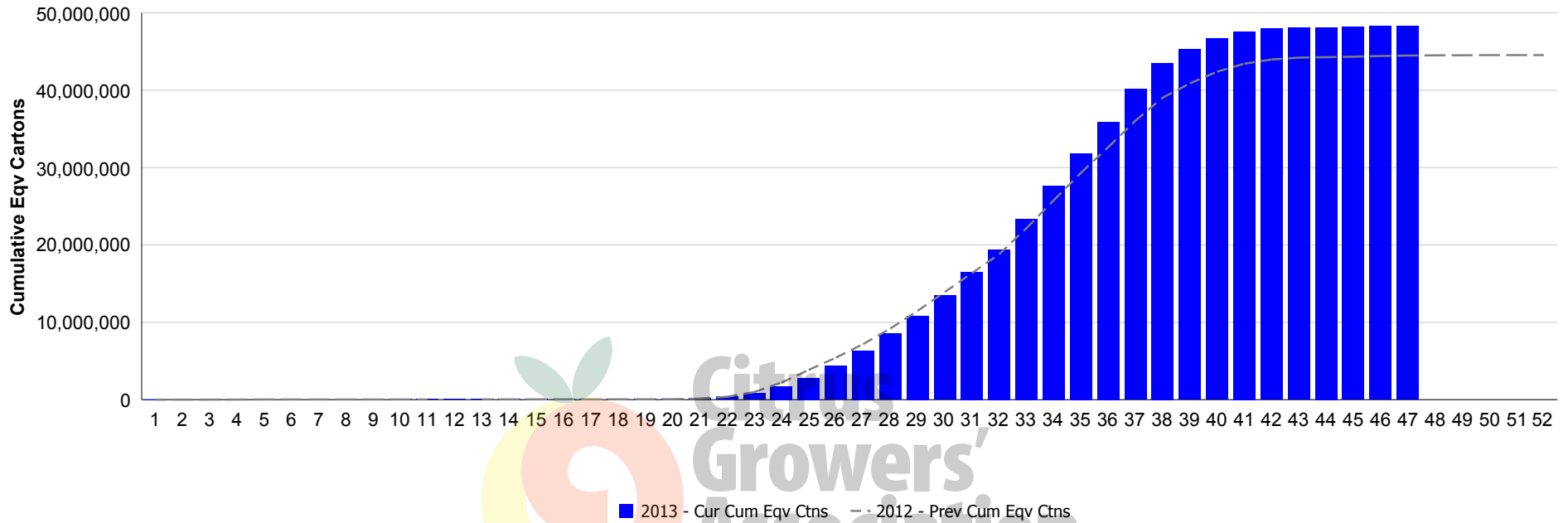
### Valencias Passed for Export: Current Season vs Previous Season



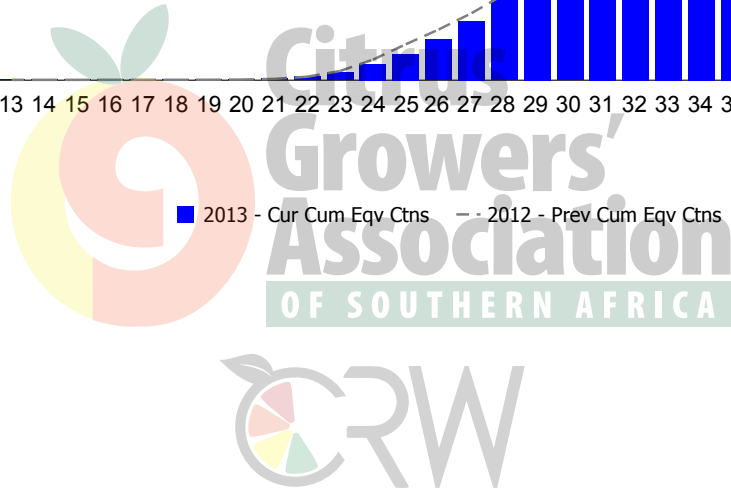
21 Nov 2013 10:46:56 AM



### Valencias Passed for Export: Current Season vs Previous Season - Cumulative Volume

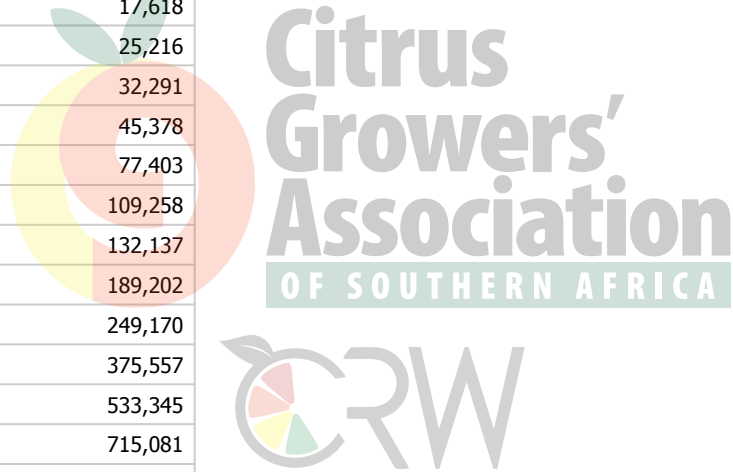


21 Nov 2013 10:46:56 AM



## Valencias - Processing Purposes - Passed for Export: Current Season vs Previous Season

Week	2013		2012	
	Cur Eqv Ctns	Cur Cum Eqv Ctns	Prev Eqv Ctns	Prev Cum Eqv Ctns
2	316	316		
10	1,264	1,580		
15	2,112	3,692		
19	553	4,245		
21	8,147	12,392	1,882	1,882
22			2,460	4,342
23			2,520	6,862
24			10,756	17,618
25			7,598	25,216
26	18,784	31,176	7,075	32,291
27	40,892	72,069	13,087	45,378
28	37,319	109,388	32,025	77,403
29	51,738	161,126	31,855	109,258
30	66,242	227,368	22,879	132,137
31	80,278	307,646	57,065	189,202
32	97,587	405,233	59,968	249,170
33	176,458	581,691	126,387	375,557
34	214,385	796,076	157,789	533,345
35	239,609	1,035,685	181,736	715,081
36	217,522	1,253,207	177,691	892,772
37	215,438	1,468,645	180,256	1,073,028
38	197,369	1,666,014	162,573	1,235,601
39	36,236	1,702,250	97,580	1,333,181
40	29,085	1,731,335	83,061	1,416,242
41	41,898	1,773,233	35,667	1,451,909
42	8,081	1,781,314	23,779	1,475,688
43	13,902	1,795,216	5,536	1,481,224
44	13,031	1,808,247	7,648	1,488,872
45	23,768	1,832,015	17,187	1,506,059
46	3,559	1,835,574	28,370	1,534,429



## Valencias - Processing Purposes - Passed for Export: Current Season vs Previous Season

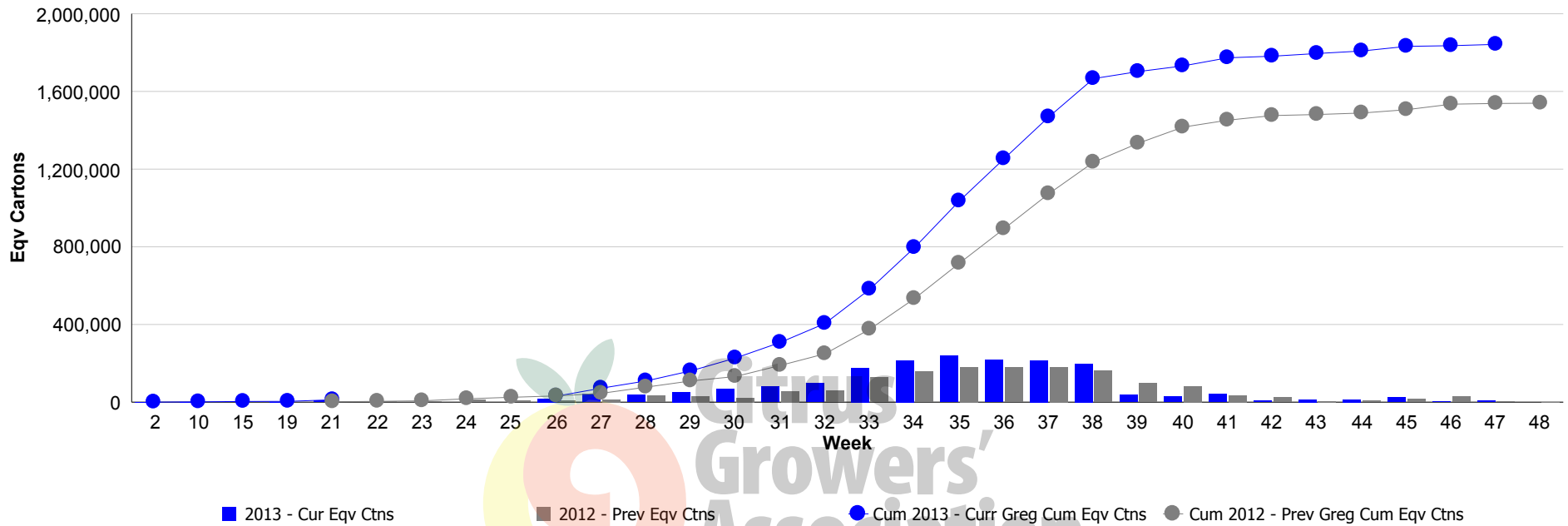
Week	2013		2012	
	Cur Eqv Ctns	Cur Cum Eqv Ctns	Prev Eqv Ctns	Prev Cum Eqv Ctns
47	6,745	1,842,319	3,618	1,538,047
48			1,398	1,539,445

21 Nov 2013 10:46:56 AM





### Valencias - Processing Purposes - Passed for Export: Current Season vs Previous Season



21 Nov 2013 10:46:56 AM

