MURRAY VALLEY CITRUS BOARD - WEEKLY REPORT

Friday 23rd November 2012

SELLING PRICES

Unless indicated, highest prices are for Class 1, good quality fruit with minimal blemish and no significant defects.

| | | Navels 15kg | | LEMONS 15kg | | GRAPEFRUIT | | |
|-------|----|----------------|-------|----------------|-------|------------|-------|-------|
| Count | \$ | Count \$ | | Count | \$ | Count | | \$ |
| 40 | | 36 | | 48 | | | Marsh | Red |
| 54 | | 40 | 14-18 | 56 | 12-20 | 23 | | |
| 60 | | 48 | 16-22 | 64 | 16-20 | 27 | 10-14 | 12-16 |
| 70 | | 56 | 20-24 | 72 | 18-26 | 32 | 14-20 | 16-24 |
| 80 | | 64 | 18-22 | 80 | 22-28 | 36 | 14-20 | 16-24 |
| 90 | | 72 | 17-20 | 88 | 23-29 | 40 | 12-14 | 14-18 |
| 100 | | 80 | 16-18 | 100 | 24-30 | 48 | 8-12 | 10-14 |
| 110 | | 88 | 14-16 | 113 | 24-30 | 56 | | |
| | | 100 | 13-16 | 125 | 20-26 | 64 | | |
| | | 113 | 12-14 | 138 | 18-25 | 72 | | |
| | | 125 | 10-12 | 150 | 16-24 | 80 | | |
| 18kg | | 138+ | 9-10 | 163 | 14-20 | | | |
| No2's | | No2's | 7-10 | No2's | 10-16 | No2's | 6-10 | 8-12 |

General Comment: WHOLESALE TRADING TREND

The market was well supplied with most of the summer fruits while citrus fruits have been steady on a slow market. Lemons weakened this week with increased numbers of imported USA fruit and southern fruit out of NSW, Victoria and South Australia. There were adequate supplies of Late Lane Navel oranges and the market was steady. Grapefruit were also steady with one line of imported Pomelos from Israel sighted. Limes were weaker this week.

NAVELS:

Demand: Slow Carryover: Some Quality: Good Comment: There were adequate supplies of Late Lane Navel oranges this week and the market was steady for demand and prices. Class 1 Late Lane Navels were selling from \$10-\$24 and the odd higher. Bulk Bins of Navel oranges ranged from \$100-\$160. The 3-kilo net bags were priced from \$1.30-\$1.80 and mainly from \$1.40-\$1.70 and the best to \$1.80. Class 2 Navels were in large numbers and were from \$6-\$10 but mainly around \$8.

GRAPEFRUIT:

Demand: Slow Carryover: Some Quality: Good Comment: Both Red and White grapefruit were steady this week with lighter supplies and prices were unchanged from last week on both the White and Reds. Class 1 Red grapefruit were priced from \$10-\$24 with Premium lines to \$30 while Class 1 White grapefruit were priced from \$8-\$20.

LEMONS:

Demand: Good Carryover: Some Quality: Fair Comment: The Lemon market continued to be mixed this past week with increased numbers of USA imports and larger numbers of mixed quality Southern district fruit from Australia. Imports from New Zealand were almost unsalable and were unwanted due to poor shelf life. The best quality fruit was out of Queensland along with some of the USA brands, while Southern fruit was very mixed and this market weakened on price due to quality issues. Southern fruit from NSW, Victoria and South Australia Class 1 15kilo cartons eased this week to range from \$16-\$30. Class 1 18-kilo cartons from Far North Queensland were reported to be from \$35-\$60 while Imported USA cartons were from \$36-\$48 and Imported New Zealand fruit from \$24-\$30. Class 2 fruit was from \$12-\$20, Qld fruit from \$20-\$30 and coastal fruit was in light supply and sold from \$20 to \$30.

LIMES:

Demand: Fair Carryover: Light Quality: Mixed Comment: Limes increased in numbers and with the Melbourne Cup forgotten demand and prices weakened this week to range with Class 1, 6-kilo trays from \$30-\$50 and with most sales around \$40. Class 2 tray packed fruit were from \$14-\$26, while 10-kilo bulk packs ranged from \$25-\$35 for Class 2 fruit.

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| Mur Honey Cla | cott ass 1- 9kg | Nav 15 | | LEM 15 | | _ | EFRUIT Irsh | VALEN 15k | |
|------------------|--------------------|-----------|-------|-----------|-------|-------|----------------|--------------|----|
| Count | \$ | Count | \$ | Count | \$ | Count | \$ | Count | \$ |
| 40 | | 36 | | 48 | | | | 48 | 15 |
| 54 | | 40 | | 56 | | 23 | | 56 | 18 |
| 60 | | 48 | 20-24 | 64 | | 27 | | 64 | 20 |
| 70 | | 56 | 25-30 | 72 | | 32 | 18-25 | 72 | 20 |
| 80 | 50-55 | 64 | 25-30 | 80 | | 36 | 24-30 | 80 | 20 |
| 88 | 50-55 | 72 | 20-24 | 88 | 40-45 | 40 | 24-30 | 88 | 20 |
| 100 | 50-55 | 80 | 15-25 | 100 | 40-45 | 48 | 22-25 | 100 | 15 |
| 110 | | 88 | 20-22 | 113 | 40-45 | 56 | 12-20 | 113 | 15 |
| 120 | | 100 | 16-20 | 125 | 35-40 | 64 | 12-18 | 125 | 12 |
| 135 | | 113 | 15-16 | 138 | 35-40 | 72 | | 138 | |
| | | 125 | | 150 | 30-35 | 80 | | 150 | |
| | | 138+ | | | | | | | |
| No2's | | No2's | | No2's | | No2's | | | |

General Comment: WHOLESALE TRADING TREND

Market activity was again only fair this week. There were good supplies of most lines of fruit and vegetables to meet buyer requirements. Supplies of stone fruit continued to increase and prices were adjusting accordingly. Citrus has now taken a back seat as evidenced by the display position it now occupies in chain stores and other retail outlets.

NAVELS:

Comment: Supply continued to meet demand and values were unchanged, however premium grade Navels should lift in value next week. The current sales range was generally from \$15-\$25 and up to \$30 for sizes 56-64. No 2 fruit remained at \$5-\$10 and were slow to move. Nets were selling from \$2.20-\$2.50. Bulk Bins were \$200 for the 300kg and \$250 for the 400kg. Valencias ranged between \$15 and \$20 and \$10-\$12 for seconds. Net bags remained at \$1.80-\$2.00

VALENCIA:

Comment: Valencias ranged between \$15 and \$20 and \$10-\$12 for seconds. Net bags remained at \$1.80-\$2.00 MOST SALES \$15-\$20.

MARSH GRAPEFRUIT:

Comment: Supply continued to match demand and the sales range was unchanged between \$20 and \$25 with the odd \$30. Most sales remained around the \$25 mark with seconds at \$10-\$15.

RUBY GRAPEFRUIT:

Comment: A light supply continued at unchanged values with the selling range at \$20 to \$25 and a few to \$30. Seconds were \$14-\$16 and some out to \$20.

LEMONS:

Comment: Good quality lemons continued to meet a good demand at steady values. The selling range remained at \$30 to \$40 and some up to \$45. Sizes 88 -113 ranged from \$40-\$45 and sizes 125-150 ranged from \$30-\$40. Seconds were around \$20-\$25 with fruit from The Yarra Valley mainly in this price bracket. The light supply of USA imports continued at \$45-\$50 (sizes 95 and 115).

LIMES:

Comment: Supply was in excess of demand and prices have eased again. The sales range was now \$35-\$45 with a few to \$50. There was a general feeling that perhaps values should now stabilize around these rates. MOST SALES: \$40-\$50, Class 1 Trays \$35-\$45 with a few to \$50.

MANDARINS:

Comment: Only a few carry-over stocks of Murcotts remained on offer and the sales range continued at \$50-\$55 for sizes 80-105 which were the only ones available. The season is now over.

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SELLING PRICES

Unless indicated, highest prices are for Class 1, good quality fruit with minimal blemish and no significant defects, while lower prices refer to Class 2.

| | | | BRISE | BANE | | | |
|---------------------|----|--------|-------|---------------------|----|-------|-------|
| GRAPEFRUIT Marsh | | LEMONS | | MANDARIN Murcott | | NAVEL | |
| Count | \$ | Count | \$ | Count | \$ | Count | \$ |
| 27 | | 56 | 20-24 | 60 | | 48 | 16-20 |
| 32 | | 64 | 20-24 | 70 | | 56 | 18-26 |
| 36 | | 72 | 24-30 | 80 | | 64 | 24-30 |
| 40 | | 80 | 36-40 | 90 | | 72 | 24-28 |
| 48 | | 88 | 40-50 | 100 | | 80 | 22-26 |
| 56 | | 100 | 40-55 | 110 | | 88 | 20-24 |
| 64 | | 113 | 40-55 | 120 | | 100 | |
| 72 | | 125 | 32-40 | 135 | | 113 | |
| | | 138 | 30-36 | 150 | | 125 | |
| | | 150 | | | | 138 | |
| | | 165 | | | | | |
| | | 180 | | | | | |

GENERAL COMMENT:

Lemons have remained relatively static. Citrus lines were taking a back seat to Summer fruits (i.e. Mangoes and Stonefruit) in the minds of buyers.

NAVEL:

SUPPLY: ReducingDEMAND: GoodCARRYOVER: ReducingQUALITY: GoodThe market prices have improved. Buyer demand was good with decreased supply to meet steady demand.

GRAPEFRUIT:

SUPPLY:DEMAND:CARRYOVER:QUALITY:Marsh Grapefruit have disappeared from the market.

LEMONS:

SUPPLY: ReducingDEMAND: GoodCARRYOVER: SomeQUALITY: MixedLemon prices were firmdespite slow demand.The market is expected to remain firmover the coming week.MostNo.1 fruit was trading in the \$30 to \$40 price range but some lines were selling as high as \$45.

LIMES:

SUPPLY: SteadyDEMAND: SlowCARRYOVER: SomeQUALITY: MixedMarket prices have remained steady at \$25 to \$35 per 5kg tray on the back of moderate supply.Quality was mixed.

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| CITRUS FRUIT SIZES CHART - ORANGES | | | | | |
|------------------------------------|----------|----------|--------------|--|--|
| | AUS 20kg | USA 16kg | SE ASIA 22kg | | |
| Count | mm Size | mm Size | mm Size | | |
| 56 | 87 | 84 | | | |
| 64 | 84 | 81 | 87 | | |
| 72 | 81 | 77 | 84 | | |
| 80 | 77 | 75 | 81 | | |
| 88 | 75 | 72 | 77 | | |
| 100 | 72 | 69 | 75 | | |
| 113 | 69 | 67 | 72 | | |
| 125 | 67 | 65 | 69 | | |
| 138 | 65 | 63 | 67 | | |
| 150 | 63 | | 65 | | |

RETAIL PRICES Friday 23rd November 2012

| RETAIL PRICES REPORT - MELBOURNE - 23rd November 2012 | | | | | | | |
|---|-------------------------|-------------------------|--|--|--|--|--|
| MELBOURNE RETAIL PRICES | | | | | | | |
| VARIETY | CHAIN STORES | INDEPENDENT STORES | | | | | |
| Navels | \$2.98 kg \$4.98 bag | \$3.98 bag | | | | | |
| Blood Orange | N/A | \$5.98 kg | | | | | |
| Grapefruit Marsh | N/A | N/A | | | | | |
| Pigmented | \$3.99 kg | \$3.98 kg | | | | | |
| Limes | \$19.98 kg | \$1.98 each | | | | | |
| Lemons | \$4.98 kg | \$4.98 kg \$3.98 pp bag | | | | | |
| Mandarin Murcott | N/A | N/A | | | | | |

RETAIL PRICES Friday 23rd November 2012

| RETAIL PRICES REPORT – BRISBANE – 23rd November 2012 | | | | | | | |
|--|-----------------------|-----------------------|--|--|--|--|--|
| BRISBANE RETAIL PRICES | | | | | | | |
| VARIETY | CHAIN STORES | INDEPENDENT STORES | | | | | |
| Navels | \$2.29 - \$4.68 kg | \$1.99 - \$3.99 kg | | | | | |
| Valencia | \$1.19kg-\$2.26 | .99c-\$2.48 | | | | | |
| Grapefruit Marsh | | | | | | | |
| Red Fleshed | \$4.68 kg | \$2.99 - \$4.99 kg | | | | | |
| Limes | \$2 each - \$19.99 kg | \$1 each - \$17.69 kg | | | | | |
| Lemons | \$3.99 - \$5.99 kg | \$2.49 - \$4.99 kg | | | | | |
| Mandarins Murcott | N/A | N/A | | | | | |