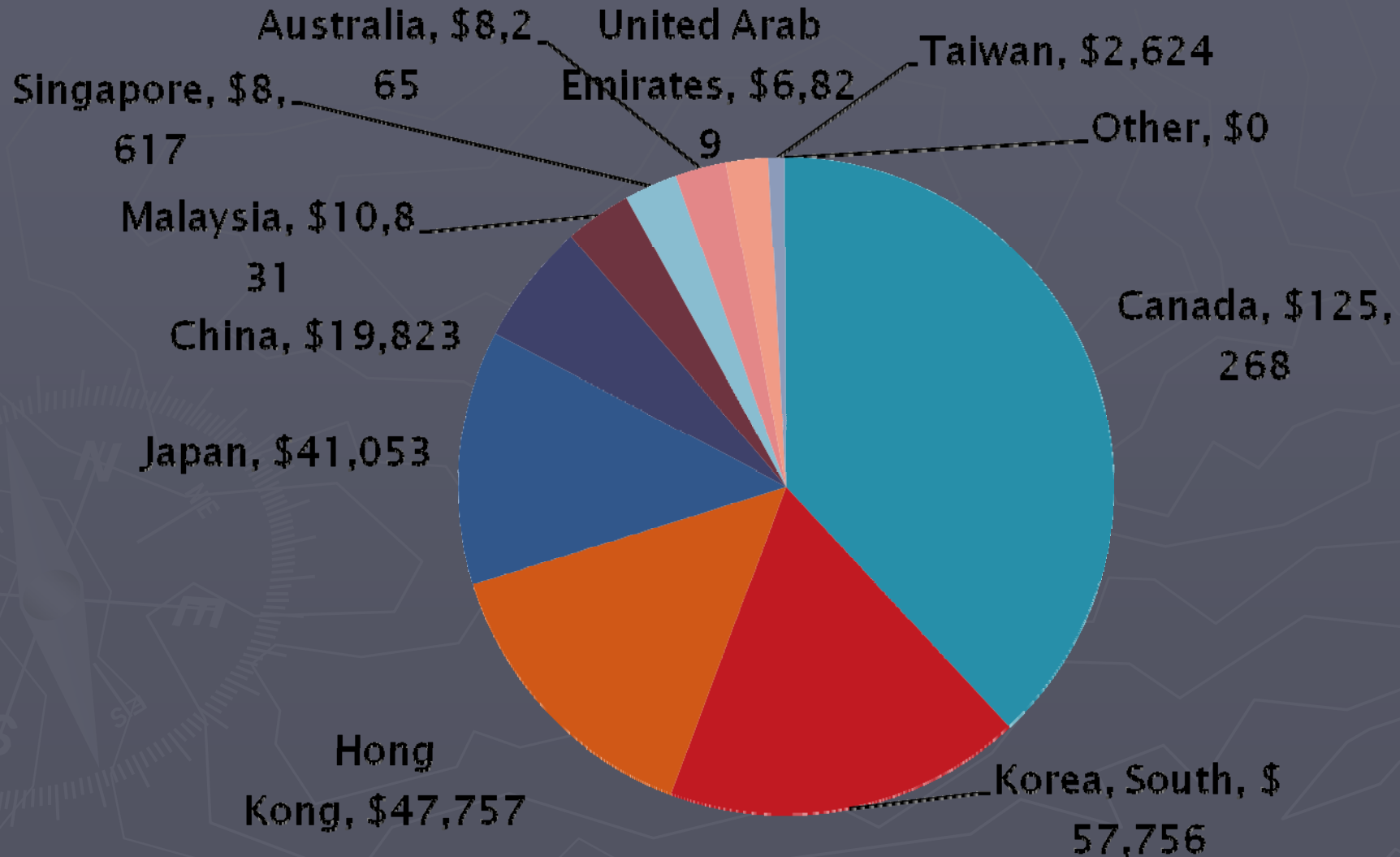
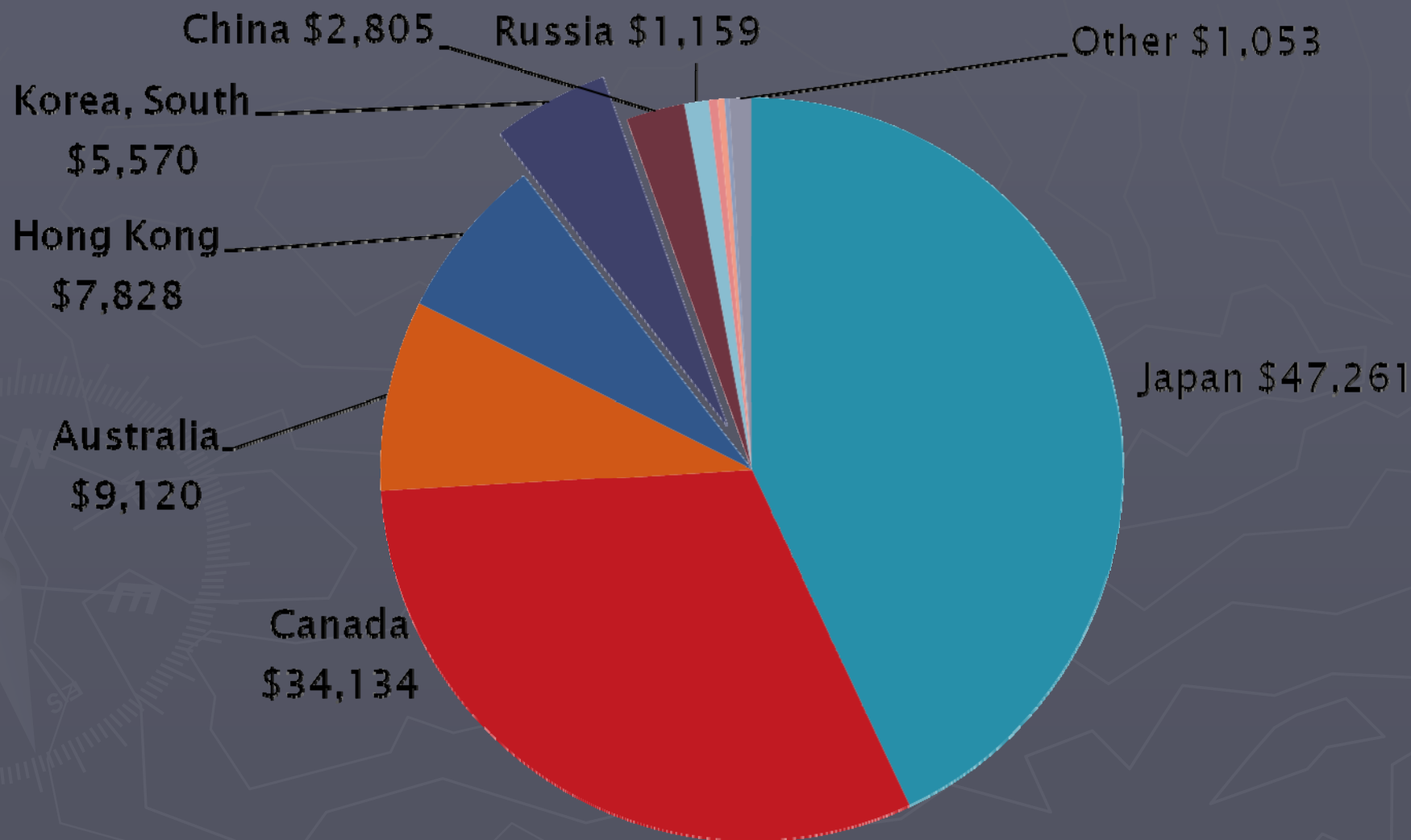


Top 10 Orange Export Markets

(Thousand U.S. Dollars)



Top 10 Lemon Export Markets (Thousand U.S. Dollars)



Additional Export Markets

- ▶ New Zealand, Philippines, Indonesia, Thailand, Viet Nam
- ▶ India, Sri Lanka, Bangladesh
- ▶ Chile, Ecuador, Colombia



CA Citrus Exports

- ▶ Exports account for a greater share of total revenue than share of volume
- ▶ Average \$1-2 more per carton in export market – more at certain times
- ▶ Allow increased utilization of the crop - sizes and grades
- ▶ Loss of export markets would lead to huge oversupply situation in the domestic market

CA Citrus Exports

- ▶ Foreign countries have gained share of our export markets – South Africa, Chile, Argentina, China
 - All sell at lower prices
- ▶ Quality is the key to continued success
- ▶ Newer markets are further away
 - 30-35 day transit times

CA Citrus Exports

- ▶ We can't afford loss of any export markets and need continued access to new markets
- ▶ California growers need all tools possible to continue producing high quality crop that can be shipped to distant markets

