

# Florida Citrus Economic & Market Indicators January 2021

**Florida Department of  
Citrus**

Economic and Market  
Research



# Florida Citrus Economic & Market Indicators

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## Summary Comments

- Brazil's OJ exports for 2020-21 Brazilian season July - December were down 11.3% from the previous 3 season average with exports to the NAFTA region, Europe and the Far East down 14.0%, down 14.2% and up 9.8%, respectively.
- Season-to-date through 12/26/20, Florida FCOJ availability, movement and ending inventories were down 14.2%, down 7.9%, and down 17.5% respectively, from last season.
- Season-to-date through 12/26/20, Florida SSOJ availability, movement and ending inventories were down 20.4%, up 7.3%, and down 34.0% respectively, from last season.
- For October through November of the 2020-21 season, U.S. OJ imports and exports were down 8.2% and up 10.2% from last season, respectively. Season-to-date through 12/26/20, Florida OJ exports were up 3.7% (FDOC Processors Report).
- For October of the 2020-21 season, Non-FDOC Processor FCOJ disappearance, based on FCOJ inventories and imports, was down 25.6%.
- Season-to-date through 12/26/20, 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 up 10.0% from the previous season, with the NFC price up 1.4%, the Recon price up 0.2% and the overall OJ price up 2.3%.
- The average FCOJ Futures price was \$1.21/PS, up \$0.23/PS from last year.
- Season-to-date through 01/16/21, the delivered-in price for early and midseason oranges was \$1.55/PS, up \$0.58/PS from last season. Late season Orange prices cannot be compared.
- Season-to-date through 12/06/20, fresh orange and specialty citrus shipments were up 33.9% from last season.
- From August through November of the 2020-21 season, clementine and tangerine imports were up 42.4% relative to last season. Season-to-date through 01/09/21, Texas fresh grapefruit shipments were down 4.4% relative to last season.
- Season-to-date through 12/26/20, Florida FCGJ availability, movement and ending inventories were up 5.8%, up 3.4%, and up 7.4% respectively, from last season.
- Season-to-date through 12/26/20, Florida SSGJ availability, movement and ending inventories were up 12.4%, up 12.5%, and up 14.2% respectively, from last season.
- For October through November of the 2020-21 season, U.S. GJ exports were down 17.5%. Season-to-date through 12/26/20, Florida GJ exports were down 36.5% (FDOC Processors report).
- Season-to-date through 12/26/20, 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 up 6.9% from the previous season, with the overall GJ price up 5.7%.
- Season-to-date through 12/06/20, Florida fresh grapefruit shipments were up 21.6% from last season, with Domestic/Canadian shipments up 41.0% and offshore shipments up 0.1% (DFVI). Shipments to Europe and Japan were down 20.1% and up 37.7%, respectively. Domestic FOB prices (CAC) for fresh white and red/pink grapefruit were up 8.4% and up 12.5%, respectively.
- For the month of December, versus the same period last year, the Euro/USD, Real/USD, and Yen/USD exchange rates were down 8.7%, up 25.1%, and down 5.0% respectively.

## Brazil Orange Juice Exports

Destination		Season-to-date July - December				Change from 3 season average
		2017-18	2018-19	2019-20	2020-21	
million SSE Gallons						%
NAFTA <sup>b</sup>	Total	213.4	159.0	157.9	152.0	-14.0
	FCOJ	140.5	67.6	92.1	84.4	-15.7
	SSOJ	72.8	91.4	65.8	67.6	-11.8
Europe <sup>c</sup>	Total	559.7	504.7	638.6	487.2	-14.2
	FCOJ	445.7	382.6	511.9	357.9	-19.9
	SSOJ	114.0	122.1	126.7	129.3	+6.9
East Asia <sup>d</sup>	Total	59.3	67.0	87.4	78.2	+9.8
Others	Total	45.6	41.1	31.1	41.0	+4.5
Total		878.0	771.8	914.9	758.4	-11.3

<sup>a</sup>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 11.8° Brix

<sup>b</sup>U.S., Canada, and Mexico.

<sup>c</sup>Russia, Ukraine, and Turkey are included in Europe.

<sup>d</sup>China, 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 12/26/20 (FDOC Processor Week 12)		
	2018-19	2019-20	Change	2019-20	2020-21	Change
	- million PS -		- % -	- million PS -		- % -
<b>Beginning Inventory</b>	<b>243.1</b>	<b>317.8</b>	<b>+30.7</b>	<b>317.8</b>	<b>259.7</b>	<b>-18.3</b>
<b>Pack from Fruit</b>	<b>87.3</b>	<b>82.0</b>	<b>-6.0</b>	<b>16.0</b>	<b>10.7</b>	<b>-33.0</b>
<b>Imports<sup>a</sup></b>	<b>304.4</b>	<b>169.6</b>	<b>-44.3</b>	<b>29.5</b>	<b>41.4</b>	<b>+40.4</b>
<b>Availability</b>	<b>634.8</b>	<b>569.3</b>	<b>-10.3</b>	<b>363.3</b>	<b>311.8</b>	<b>-14.2</b>
<b>Movement</b>	<b>317.0</b>	<b>315.8</b>	<b>-0.4</b>	<b>74.3</b>	<b>68.5</b>	<b>-7.9</b>
Bulk	251.6	260.0	+3.3	59.2	56.7	-4.2
Packaged	65.4	55.7	-14.8	15.2	11.8	-22.1
<b>Ending Inventory</b>	<b>317.8</b>	<b>259.7</b>	<b>-18.3</b>	<b>294.9</b>	<b>243.3</b>	<b>-17.5</b>
Bulk	311.9	254.1	-18.5	289.1	237.2	-17.9
Packaged	5.8	5.6	-4.5	5.8	6.1	+4.4
	- weeks supply -		- % -	- weeks supply -		- % -
<b>Carry Over - STD<sup>b</sup></b>	<b>52.1</b>	<b>42.8</b>	<b>-18.0</b>	<b>47.6</b>	<b>42.6</b>	<b>-10.4</b>

<sup>a</sup>Also 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.

<sup>b</sup>Season-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 12/26/20 (FDOC Processor Week 12)		
	2018-19	2019-20	Change	2019-20	2020-21	Change
	- million PS -		- % -	- million PS -		- % -
<b>Beginning Inventory</b>	<b>124.5</b>	<b>209.0</b>	<b>+67.8</b>	<b>209.0</b>	<b>149.7</b>	<b>-28.4</b>
<b>Pack from Fruit</b>	<b>318.4</b>	<b>292.8</b>	<b>-8.0</b>	<b>22.5</b>	<b>25.3</b>	<b>+12.5</b>
<b>Imports<sup>a</sup></b>	<b>119.3</b>	<b>55.5</b>	<b>-53.5</b>	<b>19.1</b>	<b>24.4</b>	<b>+27.7</b>
<b>Availability</b>	<b>562.3</b>	<b>557.3</b>	<b>-0.9</b>	<b>250.6</b>	<b>199.4</b>	<b>-20.4</b>
<b>Movement<sup>b</sup></b>	<b>347.4</b>	<b>389.1</b>	<b>+12.0</b>	<b>83.9</b>	<b>90.0</b>	<b>+7.3</b>
Bulk	20.0	26.7	+33.5	4.8	3.5	-26.4
Packaged	327.4	362.4	+10.7	79.1	86.5	+9.3
<b>Ending Inventory</b>	<b>209.0</b>	<b>149.7</b>	<b>-28.4</b>	<b>160.3</b>	<b>105.8</b>	<b>-34.0</b>
Bulk	203.5	143.6	-29.4	154.4	101.1	-34.5
Packaged	5.5	6.1	+10.4	6.0	4.7	-20.5
	- weeks supply -		- % -	- weeks supply -		- % -
<b>Carry Over - STD<sup>c</sup></b>	<b>31.3</b>	<b>20.0</b>	<b>-36.1</b>	<b>22.9</b>	<b>14.1</b>	<b>-38.5</b>

<sup>a</sup>Also 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.

<sup>b</sup>Excludes evaporated COJ.

<sup>c</sup>Season-to-date weeks supply based on season-to-date movement.

## U.S. Orange Juice Imports<sup>a</sup>

Season-to-Date October - November						
Country	Volume			FOB Value/SSG <sup>c</sup>		
	2019-20	2020-21	Change	2019-20	2020-21	Change
<b>TOTAL OJ</b>						
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Brazil	42.02	35.72	-15.0	1.24	1.15	-7.5
CBI <sup>b</sup>	0.00	1.14	+492130.2	10.95	1.00	-90.8
Mexico	5.93	7.36	+24.1	2.25	2.35	+4.5
Other	0.71	0.44	-37.7	2.58	3.82	+48.1
<b>TOTAL</b>	<b>48.66</b>	<b>44.67</b>	<b>-8.2</b>	<b>1.38</b>	<b>1.37</b>	<b>-1.0</b>
<b>NFC OJ</b>						
Brazil	13.42	12.52	-6.8	1.56	1.42	-9.0
CBI <sup>b</sup>	0.00	0.00	N/A	0.00	0.00	N/A
Mexico	0.39	1.85	+369.3	2.56	2.43	-5.1
Other	0.00	0.07	+6175.3	17.70	4.76	-73.1
<b>TOTAL</b>	<b>13.82</b>	<b>14.44</b>	<b>+4.5</b>	<b>1.59</b>	<b>1.57</b>	<b>-1.4</b>

<sup>a</sup>Includes OJ with added vitamins and minerals.

<sup>b</sup>Includes Dominican Republic-Central America initiatives

<sup>c</sup>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 gallon

SOURCE: U.S. Department of Commerce.

## U.S. Orange Juice Exports<sup>a,b</sup>

Season-to-Date October - November						
Country	Volume			FOB Value/SSG <sup>c</sup>		
	2019-20	2020-21	Change	2019-20	2020-21	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	4.65	5.02	+8.0	0.00	0.00	N/A
Europe	0.16	0.03	-81.3	152.96	852.24	+457.2
Japan	0.00	0.07	N/A	N/A	3.85	N/A
Other	1.97	2.35	+19.2	0.00	0.12	N/A
<b>TOTAL</b>	<b>6.78</b>	<b>7.47</b>	<b>+10.2</b>	<b>3.61</b>	<b>3.49</b>	<b>-3.5</b>

<sup>a</sup> Includes OJ with added vitamins and minerals.

<sup>b</sup> FDOC Processor exports of OJ for the 2020-21 season were up 3.7%, season-to-date through 12/26/20

<sup>c</sup> 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.



## Non-FDOC Processor FCOJ Disappearance Index

Item	Season-to-Date October		
	2019-20	2020-21	Change
- million SSE gallons -			- % -
<b>Beginning Inventory<sup>a</sup></b>	<b>21.6</b>	<b>24.0</b>	<b>+11.1</b>
<b>Foreign Imports<sup>b</sup></b>	<b><u>8.8</u></b>	<b><u>7.7</u></b>	<b><u>-12.3</u></b>
<b>Availability<sup>c</sup></b>	<b>30.4</b>	<b>31.7</b>	<b>+4.4</b>
<b>Ending Inventory<sup>a</sup></b>	<b><u>17.6</u></b>	<b><u>22.2</u></b>	<b><u>+26.1</u></b>
<b>Non-FDOC Processor FCOJ Disappearance<sup>d</sup></b>	<b>12.8</b>	<b>9.5</b>	<b>-25.6</b>

<sup>a</sup>National 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.

<sup>b</sup>U.S. Department of Commerce, FCOJ imports (excludes bonded product) minus FDOC Processor, FCOJ foreign product imported by members (includes bonded product).

<sup>c</sup>Beginning inventory and imports.

<sup>d</sup>Non-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)<sup>a</sup>

Item	Volume Sales			Dollar Sales			Price/Eq Gallon		
	2018-19	2019-20	Change	2018-19	2019-20	Change	2018-19	2019-20	Change
	- million SSE gallons -		- % -	- million dollars -		- % -	- \$/SSE gallon -		- % -

### Full Season Results for the Previous Two Seasons

Refrigerated	369.20	416.61	+12.8	2,611.64	3,008.27	+15.2	7.07	7.22	+2.1
NFC	230.99	262.53	+13.7	1,940.18	2,263.66	+16.7	8.40	8.62	+2.7
RECON	135.75	150.66	+11.0	661.77	732.04	+10.6	4.88	4.86	-0.3
FCOJ	12.27	14.45	+17.7	64.78	79.07	+22.1	5.28	5.47	+3.7
Shelf Stable	12.59	12.80	+1.6	93.53	93.81	+0.3	7.43	7.33	-1.3
<b>TOTAL</b>	<b>394.07</b>	<b>443.85</b>	<b>+12.6</b>	<b>2,769.95</b>	<b>3,181.16</b>	<b>+14.8</b>	<b>7.03</b>	<b>7.17</b>	<b>+2.0</b>

### Season-to-Date through 12/26/20, Topline Report #3

	2019-20	2020-21	Change	2019-20	2020-21	Change	2019-20	2020-21	Change
Refrigerated	89.69	98.52	+9.8	633.50	711.99	+12.4	7.06	7.23	+2.3
NFC	56.20	64.05	+14.0	472.40	545.97	+15.6	8.41	8.52	+1.4
RECON	32.79	33.67	+2.7	158.53	163.07	+2.9	4.83	4.84	+0.2
FCOJ	2.83	3.13	+10.4	15.47	17.23	+11.3	5.46	5.50	+0.8
Shelf Stable	2.70	3.11	+15.2	19.71	23.23	+17.9	7.30	7.47	+2.3
<b>TOTAL</b>	<b>95.23</b>	<b>104.77</b>	<b>+10.0</b>	<b>668.68</b>	<b>752.45</b>	<b>+12.5</b>	<b>7.02</b>	<b>7.18</b>	<b>+2.3</b>

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		
	5/16/2020	9/5/2020	12/26/20	5/16/2020	9/5/2020	12/26/20
<b>Non-Promotional Price</b>						
NFC <11 oz	\$4.12	\$4.05	\$4.04	\$12.30	\$12.08	\$12.47
NFC 11-20 oz	\$1.96	\$1.98	\$1.79	\$16.36	\$16.24	\$16.94
NFC 20-50 oz	\$4.06	\$4.16	\$4.19	\$15.99	\$16.26	\$16.46
NFC 50-70 oz	\$3.77	\$3.80	\$3.74	\$8.85	\$8.92	\$8.74
NFC 70-110 oz	\$5.95	\$6.00	\$5.95	\$8.56	\$8.62	\$8.55
NFC >110 oz	\$6.77	\$6.76	\$6.71	\$6.77	\$6.76	\$6.71
<b>Promotional Price<sup>a</sup></b>						
NFC <11 oz	\$3.03	\$2.96	\$3.67	\$10.77	\$10.61	\$11.96
NFC 11-20 oz	\$1.34	\$1.39	\$1.34	\$13.71	\$14.05	\$14.04
NFC 20-50 oz	\$3.60	\$3.34	\$3.37	\$14.39	\$13.29	\$13.64
NFC 50-70 oz	\$3.26	\$3.24	\$3.13	\$7.90	\$7.89	\$7.66
NFC 70-110 oz	\$5.53	\$5.61	\$5.59	\$7.97	\$8.07	\$8.04
NFC >110 oz	\$6.10	\$6.63	\$5.95	\$6.10	\$6.63	\$5.95

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.

<sup>a</sup>Promotional 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)

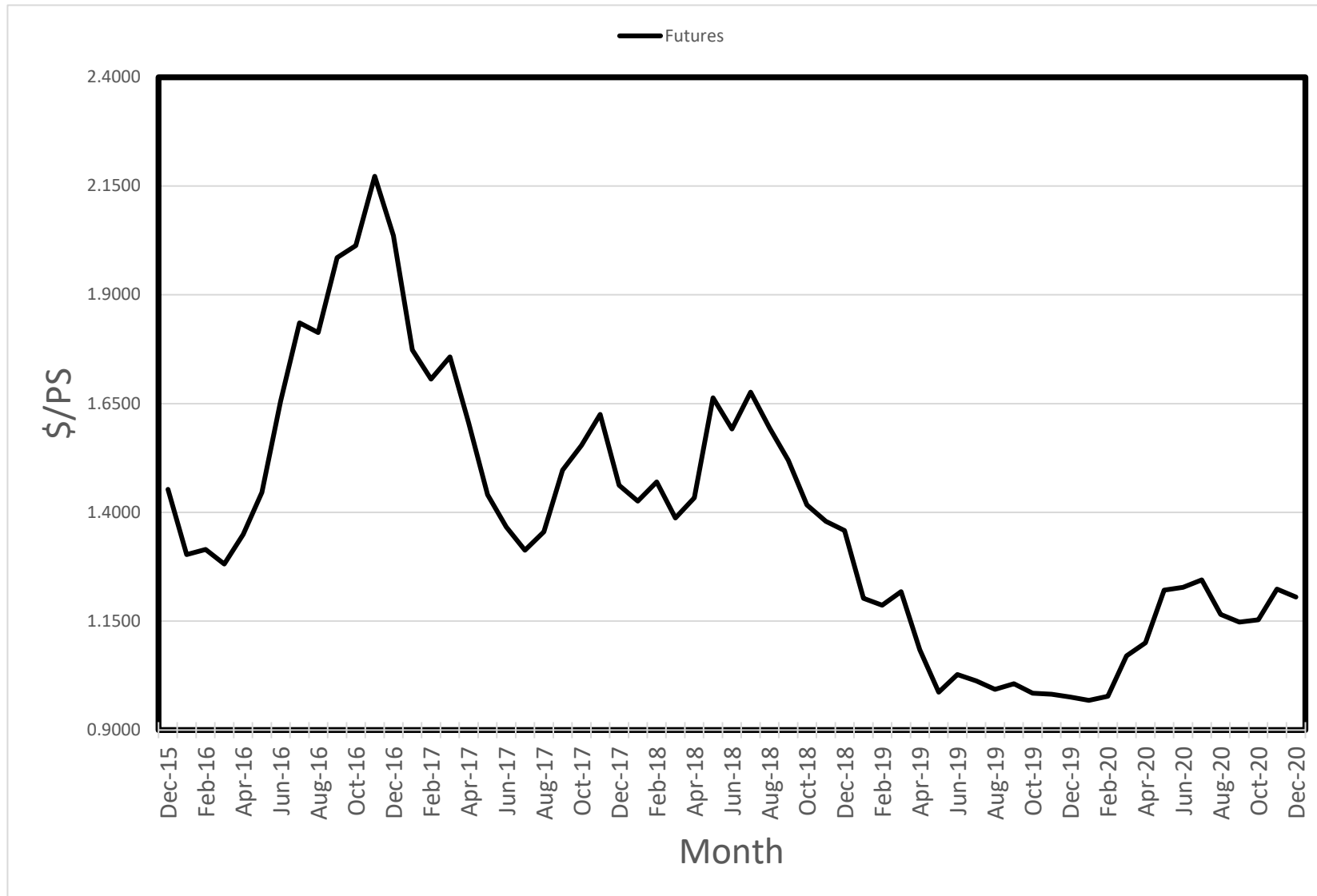
Unit Sizes	Dollar Sales			Gallon Sales		
	16 Week Period Ending			16 Week Period Ending		
	5/16/2020	9/5/2020	12/26/20	5/16/2020	9/5/2020	12/26/20
NFC <11 oz	\$10,081,182	\$9,873,319	\$12,841,727	826,659	826,240	1,034,305
NFC 11-20 oz	\$34,050,803	\$32,199,448	\$31,030,968	2,159,944	2,050,276	1,904,253
NFC 20-50 oz	\$9,411,496	\$8,654,293	\$8,954,439	596,889	545,512	560,647
NFC 50-70 oz	\$500,428,008	\$427,586,013	\$444,265,072	59,007,852	49,748,564	53,451,382
NFC 70-110 oz	\$193,305,026	\$180,323,574	\$187,889,031	22,843,315	21,037,489	22,165,217
NFC >110 oz	\$27,813,197	\$26,616,650	\$25,985,673	4,130,928	3,938,882	3,923,338
<b>% Sold on Promotion<sup>a</sup></b>						
NFC <11 oz	6.2%	8.0%	10.2%	7.0%	9.0%	10.6%
NFC 11-20 oz	19.7%	21.9%	19.2%	22.6%	24.5%	22.3%
NFC 20-50 oz	12.5%	11.1%	14.9%	13.7%	13.3%	17.4%
NFC 50-70 oz	36.6%	29.2%	36.7%	39.2%	31.8%	39.8%
NFC 70-110 oz	15.7%	8.8%	13.8%	16.7%	9.4%	14.6%
NFC >110 oz	5.6%	1.2%	10.3%	6.2%	1.2%	11.5%

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.

<sup>a</sup>Promotional prices includes features, displays, and combined feature and display prices. Temporary price reductions (TPR) are not included in promotional prices.

# FCOJ Futures Monthly Average Prices

## December 2016 through December 2021



## FCOJ Prices December

Item	2019	2020	Change
- \$ / PS -			- % -
FCOJ Futures	0.9759	1.2055	+23.5

SOURCES: Intercontinental Exchange, Inc. (Futures)

## FDOC Processor Delivered-In Prices

Variety	STD Prices Reported for Canner's A		
	2019-20	2020-21	Change
	- \$ / PS -		- % -
Early & Midseason Oranges <sup>a</sup>	\$0.97	\$1.55	59.8%
Late Season Oranges <sup>b</sup>	NA	NA	NA
White Grapefruit <sup>c</sup>	\$3.15	\$2.13	-32.4%
Red/Pink Grapefruit <sup>c</sup>	\$3.07	\$2.25	-26.7%

<sup>a</sup> 2020-21 Season final price from 03/01/21. 2019-20 Season final price from 02/22/20.

<sup>b</sup> Late season fruit has not begun for this season

<sup>c</sup> 2020-21 Season final price from 06/01/21. 2019-20 Season final price from 05/18/19.

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

Season	December Average		Season-to-Date <sup>a</sup> (July - December)	
	Price	Change from Year Ago	Price	Change from Year Ago
	- \$ / box <sup>b</sup> -	- % -	- \$ / box <sup>b</sup> -	- % -
<b>2018-19</b>	<b>5.7</b>		<b>5.67</b>	
<b>2019-20</b>	<b>5.02</b>	<b>-11.9</b>	<b>4.96</b>	<b>-12.5</b>
<b>2020-21</b>	<b>4.88</b>	<b>-2.8</b>	<b>4.42</b>	<b>-11.0</b>

<sup>a</sup> Unweighted average of monthly prices.

<sup>b</sup> 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 12/06/20			FOB Price through 12/20/20		
	2019-20 STD	2020-21 STD	Change	2019-20 Final	2020-21 STD	Change
	- 1,000 of 4/5 bu. cartons -		- % -	- \$ / carton -		- % -
Early & Mid Oranges	708	990	+39.8	12.37	14.81	+19.7
Navel	320	432	+35.1	15.44	18.17	+17.7
Valencia	2	0	-100.0	14.86	N/A	N/A
Tangelo	5	4	-19.4	24.13	N/A	N/A
Early Tangerines <sup>a</sup>	253	299	+18.2	23.43	22.76	-2.8
Honey / Murcotts	0	0	N/A	24.74	N/A	N/A
Royal Tangerines / Temples	0	0	N/A	N/A	N/A	N/A
<b>TOTAL</b>	<b>1,287</b>	<b>1,724</b>	<b>+33.9</b>			

Source: Fresh fruit shipments as reported by FDACS. FOB prices as released by the Citrus Administrative Committee.

<sup>a</sup>Prices for Sunburst.

## Selected Competitive Fresh Fruit Shipments

U.S. Clementine, Tangerine and Wilkings Imports				Texas Fresh Grapefruit Shipments		
2019-20	2020-21	Change		2019-20	2020-21	Change
August - November				STD - 01/09/21		
- million pounds -		- % -	- 1,000 Equivalent <sup>1</sup> 4/5 Bu. Cartons -			- % -
255.3	363.6	+42.4	Total	1,851	1,734	-6.3
			Domestic	1,725	1,649	-4.4
			Canada	108	68	-37.4
			Overseas	18	17	-5.4
Source: U.S. Department of Commerce.			Source: Texas Valley Citrus Committee.			

<sup>1</sup>Reported as 7/10 Bu. Cartons, converted by equivalent weight to standard Florida 4/5 Bu. Carton.

## Florida FCGJ Availability, Movement and Inventory

Item	Prior Season Comparison (October - September)			Season-to-Date 12/26/20 (FDOC Processor Week 12)		
	2018-19	2019-20	Change	2019-20	2020-21	Change
	- million PS -		- % -	- million PS -		- % -
<b>Beginning Inventory</b>	<b>5.2</b>	<b>6.9</b>	<b>+32.0</b>	<b>6.9</b>	<b>7.3</b>	<b>+7.0</b>
<b>Pack from Fruit</b>	<b>2.7</b>	<b>2.2</b>	<b>-18.8</b>	<b>0.2</b>	<b>0.2</b>	<b>-14.6</b>
<b>Imports<sup>a</sup></b>	<b>3.8</b>	<b>1.4</b>	<b>-63.1</b>	<b>0.2</b>	<b>0.2</b>	<b>-12.4</b>
<b>Availability</b>	<b>11.8</b>	<b>10.5</b>	<b>-10.8</b>	<b>7.3</b>	<b>7.7</b>	<b>+5.8</b>
<b>Movement</b>	<b>4.1</b>	<b>2.0</b>	<b>-50.7</b>	<b>0.6</b>	<b>0.6</b>	<b>+3.4</b>
Bulk	3.9	1.9	-51.9	0.6	0.6	+4.0
Packaged	0.2	0.1	-22.9	0.0	0.0	-10.7
<b>Ending Inventory</b>	<b>6.9</b>	<b>7.3</b>	<b>+7.0</b>	<b>6.6</b>	<b>7.0</b>	<b>+7.4</b>
Bulk	6.8	7.3	+7.0	6.5	7.0	+7.7
Packaged	0.0	0.0	-10.0	0.0	0.0	-45.4
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
<b>Carry Over<sup>b</sup></b>	<b>87.0</b>	<b>192.5</b>	<b>+121.3</b>	<b>126.7</b>	<b>131.6</b>	<b>+3.9</b>

<sup>a</sup>Also 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.

<sup>b</sup>Season-to-date weeks supply based on season-to-date movement.

## Florida SSGJ Availability, Movement and Inventory

Item	Prior Season Comparison (October - September)			Season-to-Date: 12/26/20 (FDOC Processor Week 12)		
	2018-19	2019-20	Change	2019-20	2020-21	Change
	- million PS -		- % -	- million PS -		- % -
<b>Beginning Inventory</b>	<b>6.9</b>	<b>8.5</b>	<b>+24.0</b>	<b>8.5</b>	<b>9.5</b>	<b>+11.5</b>
<b>Pack from Fruit</b>	<b>8.7</b>	<b>10.6</b>	<b>+21.1</b>	<b>1.5</b>	<b>1.9</b>	<b>+23.7</b>
<b>Imports<sup>a</sup></b>	<b>4.7</b>	<b>2.0</b>	<b>-56.4</b>	<b>0.3</b>	<b>0.3</b>	<b>-19.0</b>
<b>Availability</b>	<b>20.3</b>	<b>21.1</b>	<b>+4.2</b>	<b>10.4</b>	<b>11.7</b>	<b>+12.4</b>
<b>Movement</b>	<b>11.0</b>	<b>10.4</b>	<b>-4.7</b>	<b>2.3</b>	<b>2.6</b>	<b>+12.5</b>
Bulk	0.5	-0.1	-124.9	0.1	0.0	-91.1
Packaged	10.5	10.6	+1.1	2.2	2.6	+15.0
<b>Ending Inventory</b>	<b>8.5</b>	<b>9.5</b>	<b>+11.5</b>	<b>8.0</b>	<b>9.1</b>	<b>+14.2</b>
Bulk	8.4	9.2	+10.4	7.7	8.8	+14.5
Packaged	0.2	0.3	+63.4	0.2	0.2	+3.8
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
<b>Carry Over<sup>b</sup></b>	<b>40.5</b>	<b>47.3</b>	<b>+17.0</b>	<b>41.7</b>	<b>42.3</b>	<b>+1.5</b>

<sup>a</sup>Also 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.

<sup>b</sup>Season-to-date weeks supply based on season-to-date movement.

## U.S. Grapefruit Juice Exports<sup>a,b</sup>

Season-to-Date October - November						
Country	Volume			FOB Value/SSG <sup>c</sup>		
	2019-20	2020-21	Change	2019-20	2020-21	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	0.20	0.24	+20.4	6.02	4.29	-28.8
Europe	0.34	0.10	-70.9	4.21	3.38	-19.5
Japan	0.12	0.22	+76.4	4.70	4.54	-3.5
Other	0.21	0.16	-23.4	4.70	3.94	-16.0
<b>TOTAL</b>	<b>0.87</b>	<b>0.72</b>	<b>-17.5</b>	<b>4.81</b>	<b>4.16</b>	<b>-13.5</b>

<sup>a</sup> SOURCE: U.S. Department of Commerce.

<sup>b</sup> FDOC Processor exports of GJ for the 2020-21 season were down 36.5%, season-to-date through 12/26/20.

<sup>c</sup> 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.

# U.S. Retail Grapefruit Juice Sales

## Expanded All Outlets Combined (xAOC)<sup>a</sup>

Item	Volume Sales			Dollar Sales			Price/Eq Gallon		
	2018-19	2019-20	Change	2018-19	2019-20	Change	2018-19	2019-20	Change
	- million SSE gallons -		- % -	- million dollars -		- % -	- \$/SSE gallon -		- % -

### Full Season Results for the Previous Two Seasons

Refrigerated	8.56	9.05	+5.7	77.34	85.23	+10.2	9.03	9.42	+4.2
NFC	8.46	8.90	+5.2	75.64	82.44	+9.0	8.94	9.27	+3.6
RECON	0.10	0.15	+47.9	1.69	2.78	+64.4	16.29	18.11	+11.1
FCGJ	0.39	0.47	+21.2	1.83	1.81	-1.1	4.72	3.85	-18.4
Shelf Stable	2.98	2.96	-0.6	20.20	21.92	+8.5	6.78	7.40	+9.2
<b>TOTAL</b>	<b>11.93</b>	<b>12.48</b>	<b>+4.7</b>	<b>99.37</b>	<b>108.96</b>	<b>+9.7</b>	<b>8.33</b>	<b>8.73</b>	<b>+4.8</b>

### Season-to-Date through 12/26/20, Topline Report #3

	2019-20	2020-21	Change	2019-20	2020-21	Change	2019-20	2020-21	Change
Refrigerated	1.88	2.04	+8.6	16.89	19.31	+14.3	8.99	9.46	+5.3
NFC	1.85	2.01	+8.3	16.46	18.63	+13.2	8.89	9.29	+4.5
RECON	0.03	0.04	+31.9	0.43	0.68	+58.2	15.95	19.12	+19.9
FCOJ	0.10	0.09	-15.9	0.47	0.31	-34.3	4.51	3.52	-22.0
Shelf Stable	0.60	0.63	+5.6	4.22	4.78	+13.2	7.08	7.59	+7.2
<b>TOTAL</b>	<b>2.58</b>	<b>2.76</b>	<b>+6.9</b>	<b>21.58</b>	<b>24.40</b>	<b>+13.1</b>	<b>8.37</b>	<b>8.85</b>	<b>+5.7</b>

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 12/06/20

Destination/Variety	2019-20 STD	2020-21 STD	Change
- 1,000 4/5-bu. cartons -			- % -
<b>Domestic &amp; Canadian - All</b>	<b>611</b>	<b>862</b>	<b>+41.0</b>
White	16	17	+9.1
Red/Pink	595	844	+41.8
<b>Offshore Exports - All</b>	<b>549</b>	<b>550</b>	<b>+0.1</b>
White	79	115	+44.7
Red/Pink	470	435	-7.5
<b>TOTAL - All</b>	<b>1,161</b>	<b>1,411</b>	<b>+21.6</b>
White	95	132	+38.8
Red/Pink	1,065	1,279	+20.1

Source: DFVI, Florida Dept. of Agriculture

## Florida Fresh Grapefruit Shipments Season-to-Date through 12/06/20

Country	2019-20 STD	2020-21 STD	Change
- 1,000 4/5-bu. cartons -			- % -
United States	509	785	+54.3
Canada	103	77	-24.8
Europe	285	228	-20.1
Japan	162	223	+37.7
Other	102	99	-3.3
<b>TOTAL - All</b>	<b>1,161</b>	<b>1,411</b>	<b>+21.6</b>

Source: DFVI, Florida Dept. of Agriculture



**Florida Fresh Grapefruit Domestic FOB Prices**  
**Season-to-Date through 12/20/20**

Variety	FOB Price		
	2019-20 Final	2020-21 STD	Change
	- \$ / carton -		- % -
<b>TOTAL<sup>a</sup></b>	<b>15.95</b>	<b>17.91</b>	<b>+12.3</b>
<b>White</b>	<b>17.76</b>	<b>19.26</b>	<b>+8.4</b>
<b>Red/Pink</b>	<b>15.79</b>	<b>17.77</b>	<b>+12.5</b>

<sup>a</sup>Weighted average based on FDACS reporting of fresh fruit shipments  
Source: Citrus Administrative Committee

## Foreign Exchange Rates Per USD

Date	Euro	Real	Yen
<b>Annual</b>			
2016	0.9042	3.492	108.91
2017	0.8871	3.188	112.14
2018	0.8472	3.640	110.38
2019	0.8932	3.944	109.02
2020	0.8692	5.170	106.72
2019 (through December)	0.8932	3.944	109.02
2020 (through December)	0.8692	5.170	106.72
% Change	-2.7	+31.1	-2.1
<b>Average for Month of December</b>			
2019	0.9005	4.1156	109.19
2020	0.8222	5.1479	103.79
% Change	-8.7	+25.1	-5.0