

# Florida Citrus Economic & Market Indicators October 2019

Florida Department  
of Citrus

Economic and Market  
Research



# Florida Citrus Economic & Market Indicators

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## Summary Comments

- Brazil's OJ exports for 2018-19 Brazilian season (July - September) were down 17.5% from the previous 3 season average with exports to the NAFTA region, Europe and the Far East down 37.7%, down 8.6% and down 14.4%, respectively.
- Season-to-date through 09/28/19, Florida FCOJ availability, movement and ending inventories were up 16.1%, up 4.4%, and up 30.7% respectively, from last season.
- Season-to-date through 09/28/19, Florida SSOJ availability, movement and ending inventories were up 14.3%, down 4.9%, and up 67.8% respectively, from last season.
- For October through August of the 2018-19 season, U.S. OJ imports and exports were down 18.3% and down 5.6% from last season, respectively. Season-to-date through 09/28/19, Florida OJ exports were up 20.0% (FDOC Processors Report).
- For October through August of the 2018-19 season, Non-FDOC Processor FCOJ disappearance, based on FCOJ inventories and imports, was down 60.9%.
- Season-to-date through 09/28/19, 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 5.5% from the previous season, with the NFC price down 3.2%, the Recon price down 1.4% and the overall OJ price down 2.7%.
- The average FCOJ Futures price was \$1.01/PS, down \$0.51/PS from last year.
- Season-to-date through 02/23/19, the delivered-in price for early and midseason oranges was \$2.20/PS, down \$0.39/PS from last season. Season-to-date through 02/23/19, the delivered-in price for late season oranges was \$2.38/PS, down \$0.45/PS from last season.
- Season to date through 10/06/19, fresh orange and specialty citrus shipments were down 59.3%, from last season.
- From August of the 2019-20 season, clementine and tangerine imports were down 7.4% relative to last season. Season-to-date through 06/22/19, Texas fresh grapefruit shipments were down 12.8% relative to last season.
- Season-to-date through 09/28/19, Florida FCGJ availability, movement and ending inventories were down 36.7%, down 57.9%, and up 32.0% respectively, from last season.
- Season-to-date through 09/28/19, Florida SSGJ availability, movement and ending inventories were up 4.7%, down 11.5%, and up 24.0% respectively, from last season.
- For October through August of the 2018-19 season, U.S. GJ exports were down 9.7%. Season-to-date through 09/28/19, Florida GJ exports were down 50.0% (FDOC Processors report).
- Season-to-date through 09/28/19, 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 11.1% from the previous season, with the overall GJ price up 7.6%.
- Season-to-date through 10/06/19, Florida fresh grapefruit shipments were up 25.9% from last season, with Domestic/Canadian shipments up 25.9% and offshore shipments down .0% (DFVI). Shipments to Europe and Japan were down .0% and down .0%, respectively. Domestic FOB prices (CAC) for fresh white and red/pink grapefruit were down /A% and down /A%, respectively.
- For the month of September versus the same period last year, the Euro/USD, Real/USD, and Yen/USD exchange rates were up 5.7%, up 0.5%, and down 4.0% respectively.

## Brazil Orange Juice Exports

Destination		Season-to-date (July-September)				Change from 3 season average
		2016-17	2017-18	2018-19	2019-20	
million SSE Gallons						%
NAFTA <sup>b</sup>	Total	63.8	105.7	63.3	52.4	-32.5
	FCOJ	40.5	69.8	39.9	31.9	-36.3
	SSOJ	23.3	35.9	23.3	20.5	-25.4
Europe <sup>c</sup>	Total	273.1	288.2	225.2	326.3	+24.5
	FCOJ	204.5	228.5	170.3	256.8	+27.7
	SSOJ	68.6	59.7	55.0	69.5	+13.8
East Asia <sup>d</sup>	Total	22.1	21.4	30.1	33.6	+37.1
Others	Total	26.4	15.6	13.7	10.6	-42.8
Total		385.4	430.9	332.3	422.9	+10.5

<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.

## Florida FCOJ Availability, Movement and Inventory

Item	Prior Season Comparison (October - September)			Season-to-Date 09/28/19 (FDOC Processor Week 52)		
	2016-17	2017-18	Change	2017-18	2018-19	Change
	- million PS -		- % -	- million PS -		- % -
<b>Beginning Inventory</b>	<b>219.0</b>	<b>192.2</b>	<b>-12.2</b>	<b>192.2</b>	<b>243.1</b>	<b>+26.5</b>
<b>Pack from Fruit</b>	<b>74.5</b>	<b>41.1</b>	<b>-44.8</b>	<b>41.1</b>	<b>87.3</b>	<b>+112.4</b>
<b>Imports<sup>a</sup></b>	<b>261.8</b>	<b>313.9</b>	<b>+19.9</b>	<b>313.3</b>	<b>304.4</b>	<b>-2.8</b>
<b>Availability</b>	<b>555.2</b>	<b>547.2</b>	<b>-1.4</b>	<b>546.6</b>	<b>634.8</b>	<b>+16.1</b>
<b>Movement</b>	<b>363.0</b>	<b>303.5</b>	<b>-16.4</b>	<b>303.7</b>	<b>317.0</b>	<b>+4.4</b>
Bulk	292.3	237.3	-18.8	237.3	251.6	+6.1
Packaged	70.7	66.2	-6.4	66.4	65.4	-1.5
<b>Ending Inventory</b>	<b>192.2</b>	<b>243.7</b>	<b>+26.8</b>	<b>243.1</b>	<b>317.8</b>	<b>+30.7</b>
Bulk	185.0	237.8	+28.5	237.2	311.9	+31.5
Packaged	7.2	5.9	-17.8	5.9	5.8	-1.6
	- weeks supply -		- % -	- weeks supply -		- % -
<b>Carry Over - STD<sup>b</sup></b>	<b>27.5</b>	<b>41.8</b>	<b>+51.7</b>	<b>41.6</b>	<b>52.1</b>	<b>+25.2</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 09/28/19 (FDOC Processor Week 52)		
	2016-17	2017-18	Change	2017-18	2018-19	Change
	- million PS -		- % -	- million PS -		- % -
<b>Beginning Inventory</b>	<b>202.8</b>	<b>186.7</b>	<b>-7.9</b>	<b>186.7</b>	<b>124.5</b>	<b>-33.3</b>
<b>Pack from Fruit</b>	<b>320.8</b>	<b>200.2</b>	<b>-37.6</b>	<b>200.2</b>	<b>318.4</b>	<b>+59.0</b>
<b>Imports<sup>a</sup></b>	<b>63.7</b>	<b>104.9</b>	<b>+64.6</b>	<b>104.8</b>	<b>119.3</b>	<b>+13.8</b>
<b>Availability</b>	<b>587.2</b>	<b>491.8</b>	<b>-16.2</b>	<b>491.8</b>	<b>562.3</b>	<b>+14.3</b>
<b>Movement<sup>b</sup></b>	<b>397.9</b>	<b>365.4</b>	<b>-8.2</b>	<b>365.4</b>	<b>347.5</b>	<b>-4.9</b>
Bulk	31.2	26.7	-14.4	26.7	20.0	-24.9
Packaged	366.7	338.7	-7.6	338.7	327.4	-3.3
<b>Ending Inventory</b>	<b>186.7</b>	<b>124.6</b>	<b>-33.3</b>	<b>124.5</b>	<b>209.0</b>	<b>+67.8</b>
Bulk	181.0	119.7	-33.9	119.7	203.5	+70.0
Packaged	5.8	4.9	-15.1	4.9	5.5	+13.0
	- weeks supply -		- % -	- weeks supply -		- % -
<b>Carry Over - STD<sup>c</sup></b>	<b>24.4</b>	<b>17.7</b>	<b>-27.4</b>	<b>17.7</b>	<b>31.3</b>	<b>+76.4</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 - August						
Country	Volume			FOB Value/SSG <sup>c</sup>		
	2017-18	2018-19	Change	2017-18	2018-19	Change
<b>TOTAL OJ</b>						
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Brazil	346.21	216.69	-37.4	1.35	1.45	+7.4
CBI <sup>b</sup>	33.02	30.44	-7.8	1.87	1.69	-9.6
Mexico	164.37	198.00	+20.5	2.06	1.84	-10.7
Other	3.29	1.90	-42.2	2.77	3.25	+17.3
<b>TOTAL</b>	<b>546.89</b>	<b>447.03</b>	<b>-18.3</b>	<b>1.61</b>	<b>1.65</b>	<b>+2.5</b>
<b>NFC OJ</b>						
Brazil	113.24	101.58	-10.3	1.53	1.60	+4.6
CBI <sup>b</sup>	0.01	0.01	0.0	4.68	5.21	+11.3
Mexico	23.36	24.31	+4.1	2.68	2.56	-4.5
Other	0.09	0.05	-44.4	3.19	4.69	+47.0
<b>TOTAL</b>	<b>136.69</b>	<b>125.95</b>	<b>-7.9</b>	<b>1.73</b>	<b>1.79</b>	<b>+3.5</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 gallons.

SOURCE: U.S. Department of Commerce.

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

Season-to-Date October - August						
Country	Volume			FOB Value/SSG <sup>c</sup>		
	2017-18	2018-19	Change	2017-18	2018-19	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	29.85	27.38	-8.3	4.96	5.22	+5.2
Europe	0.87	0.43	-50.6	4.72	6.80	+44.1
Japan	0.40	0.36	-10.0	4.63	6.32	+36.5
Other	9.84	10.48	+6.5	5.58	5.34	-4.3
<b>TOTAL</b>	<b>40.97</b>	<b>38.66</b>	<b>-5.6</b>	<b>5.10</b>	<b>5.28</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 2018-19 season were up 20%, season-to-date through 09/28/19.

<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 - August		
	2017-18	2018-19	Change
- million SSE gallons -			- % -
<b>Beginning Inventory<sup>a</sup></b>	<b>15.5</b>	<b>12.3</b>	<b>-20.8</b>
<b>Foreign Imports<sup>b</sup></b>	<b><u>130.8</u></b>	<b><u>63.7</u></b>	<b><u>-51.3</u></b>
<b>Availability<sup>c</sup></b>	<b>146.3</b>	<b>75.9</b>	<b>-48.1</b>
<b>Ending Inventory<sup>a</sup></b>	<b><u>11.9</u></b>	<b><u>23.4</u></b>	<b><u>+96.1</u></b>
<b>Non-FDOC Processor FCOJ Disappearance<sup>d</sup></b>	<b>134.4</b>	<b>52.5</b>	<b>-60.9</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		
	2016-17	2017-18	Change	2016-17	2017-18	Change	2016-17	2017-18	Change
	- million SSE gallons -		- % -	- million dollars -		- % -	- \$/SSE gallon -		- % -
Full Season Results for the Previous Two Seasons									
Refrigerated	414.05	394.63	-4.7	2,801.24	2,719.60	-2.9	6.77	6.89	+1.9
NFC	265.39	249.12	-6.1	2,036.10	1,964.97	-3.5	7.67	7.89	+2.8
RECON	148.66	145.51	-2.1	765.14	754.63	-1.4	5.15	5.19	+0.8
FCOJ	18.08	16.40	-9.3	89.20	82.00	-8.1	4.93	5.00	+1.3
Shelf Stable	0.29	0.24	-18.4	2.55	2.15	-15.6	8.67	8.96	+3.4
TOTAL	432.43	411.27	-4.9	2,892.99	2,803.76	-3.1	6.69	6.82	+1.9
Season-to-Date through 09/28/19, Topline Report #13									
	2017-18	2018-19	Change	2017-18	2018-19	Change	2017-18	2018-19	Change
Refrigerated	356.30	335.90	-5.7	2,448.24	2,379.89	-2.8	6.87	7.09	+3.1
NFC	232.73	211.76	-9.0	1,832.47	1,773.05	-3.2	7.87	8.37	+6.3
RECON	123.57	124.14	+0.5	615.77	606.84	-1.4	4.98	4.89	-1.9
FCOJ	15.28	14.15	-7.4	76.74	70.51	-8.1	5.02	4.98	-0.7
Shelf Stable	11.23	11.74	+4.5	81.98	86.07	+5.0	7.30	7.33	+0.5
TOTAL	382.82	361.78	-5.5	2,606.96	2,536.47	-2.7	6.81	7.01	+3.0

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		
	09/02/17	09/01/18	08/31/19	09/02/17	09/01/18	08/31/19
<b>Non-Promotional Price</b>						
NFC <11 oz	\$3.85	\$3.93	\$4.04	\$11.97	\$12.03	\$12.18
NFC 11-20 oz	\$1.92	\$1.95	\$1.92	\$16.02	\$15.50	\$16.27
NFC 20-50 oz	\$3.83	\$3.55	\$3.85	\$14.78	\$14.03	\$15.17
NFC 50-70 oz	\$3.68	\$3.72	\$3.73	\$7.61	\$8.11	\$8.66
NFC 70-110 oz	\$5.86	\$5.86	\$5.89	\$8.43	\$8.43	\$8.47
NFC >110 oz	\$6.39	\$6.65	\$6.70	\$6.39	\$6.65	\$6.70
<b>Promotional Price<sup>a</sup></b>						
NFC <11 oz	\$3.41	\$2.95	\$3.14	\$10.62	\$10.12	\$10.30
NFC 11-20 oz	\$1.28	\$1.30	\$1.30	\$13.40	\$13.19	\$12.99
NFC 20-50 oz	\$3.35	\$2.71	\$3.03	\$12.64	\$10.54	\$11.92
NFC 50-70 oz	\$3.12	\$3.13	\$3.13	\$6.73	\$7.07	\$7.60
NFC 70-110 oz	\$5.42	\$5.51	\$5.52	\$7.80	\$7.92	\$7.96
NFC >110 oz	\$6.38	\$6.10	\$6.34	\$6.38	\$6.10	\$6.34

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.

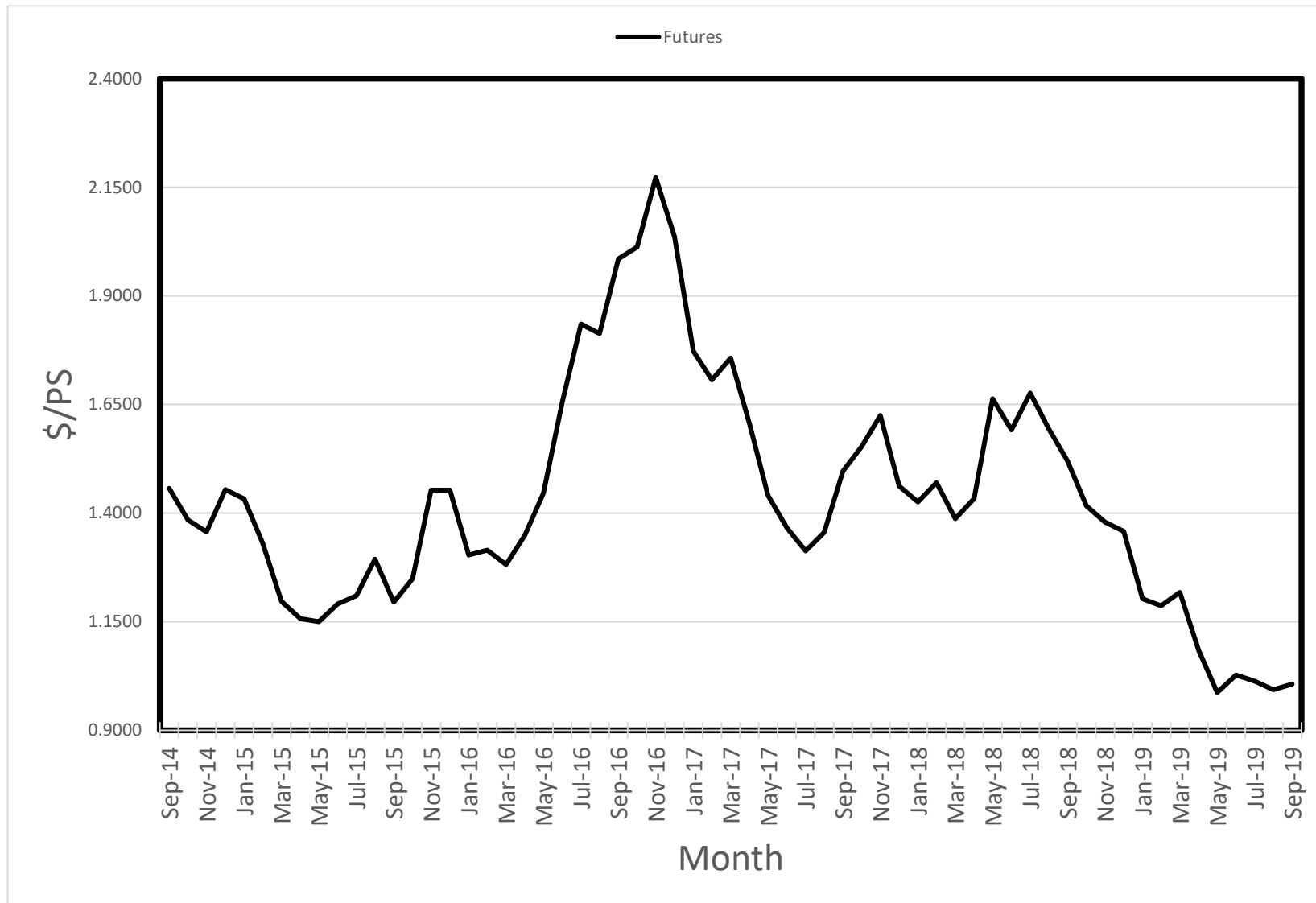
## U.S. Retail NFC Orange Juice Sales by Unit Size (xAOC)

Unit Sizes	Dollar Sales			Gallon Sales		
	16 Week Period Ending			16 Week Period Ending		
	09/02/17	09/01/18	08/31/19	09/02/17	09/01/18	08/31/19
NFC <11 oz	\$9,585,247	\$8,517,192	\$8,351,693	809,311	720,085	694,680
NFC 11-20 oz	\$29,706,535	\$31,827,952	\$32,031,556	1,945,222	2,147,485	2,076,240
NFC 20-50 oz	\$5,787,418	\$7,531,566	\$7,167,542	401,979	562,230	485,906
NFC 50-70 oz	\$369,149,752	\$342,545,523	\$332,025,163	50,947,080	44,672,899	40,337,328
NFC 70-110 oz	\$125,754,440	\$132,715,143	\$137,679,365	15,185,635	15,943,840	16,447,314
NFC >110 oz	\$25,071,477	\$20,039,114	\$19,517,043	3,925,438	3,034,367	2,919,650
<b>% Sold on Promotion<sup>a</sup></b>						
NFC <11 oz	8.2%	8.9%	7.0%	9.2%	10.4%	8.1%
NFC 11-20 oz	24.9%	26.2%	21.6%	28.4%	29.4%	25.7%
NFC 20-50 oz	15.5%	14.4%	10.4%	17.7%	18.3%	12.9%
NFC 50-70 oz	38.4%	38.9%	37.5%	41.4%	42.2%	40.7%
NFC 70-110 oz	22.1%	20.1%	18.2%	23.4%	21.1%	19.1%
NFC >110 oz	8.0%	7.1%	3.5%	8.0%	7.6%	3.7%

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 September 2014 through September 2019



## FCOJ Prices September

Item	2018	2019	Change
- \$ / PS -			- % -
FCOJ Futures	1.5197	1.0062	-33.8

SOURCES: Intercontinental Exchange, Inc. (Futures)

## FDOC Processor Delivered-In Prices

Variety	STD Prices Reported for Canner's A		
	2017-18	2018-19	Change
	- \$ / PS -		- % -
Early & Midseason Oranges <sup>a</sup>	\$2.59	\$2.20	-15.2
Late Season Oranges <sup>b</sup>	\$2.84	\$2.38	-16.0
White Grapefruit <sup>c</sup>	\$3.25	\$3.15	-2.8
Red/Pink Grapefruit <sup>c</sup>	\$3.20	\$3.07	-4.0

<sup>a</sup> 2018-19 Season final price from 02/23/19. 2017-18 Season final price from 02/17/18.

<sup>b</sup> 2018-19 STD price through 09/28/19. 2017-18 Season final price from 07/21/18.

<sup>c</sup> 2018-19 Season final price from 05/18/19. 2017-18 Season final price from 04/14/18.

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

Season	September Average		Season-to-Date <sup>a</sup> (July - September)	
	Price	Change from Year Ago	Price	Change from Year Ago
	- \$ / box <sup>b</sup> -	- % -	- \$ / box <sup>b</sup> -	- % -
<b>2017-18</b>	<b>6.1</b>		<b>6.00</b>	
<b>2018-19</b>	<b>5.48</b>	<b>-10.2</b>	<b>5.48</b>	<b>-8.7</b>
<b>2019-20</b>	<b>4.77</b>	<b>-13.0</b>	<b>4.99</b>	<b>-8.9</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 10/06/19			FOB Price through 01/00/00		
	2018-19	2019-20	Change	2018-19	2019-20	Change
	STD	STD		Final	STD	
	- 1,000 of 4/5 bu. cartons -		- % -	- \$ / carton -		- % -
Early & Mid Oranges	10	0	-100.0	15.07	N/A	N/A
Navel	0	0	N/A	17.60	N/A	N/A
Valencia	2	2	+5.3	N/A	N/A	N/A
Tangelo	0	0	N/A	16.07	N/A	N/A
Early Tangerines <sup>a</sup>	8	6	-25.6	21.37	N/A	N/A
Honey / Murcotts	0	0	N/A	29.67	N/A	N/A
Royal Tangerines / Temples	0	0	N/A	17.91	N/A	N/A
<b>TOTAL</b>	<b>20</b>	<b>8</b>	<b>-59.3</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		
2018-19	2019-20	Change	2018-19	2019-20	Change
August			STD - 06/22/19		
- million pounds -		- % -	- thousand 7/10 bu. Cartons -		- % -
95.7	88.6	-7.4	Total 5,141	4,481	-12.8
			Export 379	274	-27.7
Source: U.S. Department of Commerce.			Source: Texas Valley Citrus Committee.		

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 09/28/19 (FDOC Processor Week 52)		
	2016-17	2017-18	Change	2017-18	2018-19	Change
	- million PS -		- % -	- million PS -		- % -
<b>Beginning Inventory</b>	<b>14.2</b>	<b>9.5</b>	<b>-33.0</b>	<b>9.5</b>	<b>5.2</b>	<b>-45.8</b>
<b>Pack from Fruit</b>	<b>8.6</b>	<b>2.3</b>	<b>-73.4</b>	<b>2.3</b>	<b>2.7</b>	<b>+19.5</b>
<b>Imports<sup>a</sup></b>	<b>1.5</b>	<b>4.5</b>	<b>+193.0</b>	<b>4.5</b>	<b>2.4</b>	<b>-46.0</b>
<b>Availability</b>	<b>24.4</b>	<b>16.4</b>	<b>-32.9</b>	<b>16.4</b>	<b>10.3</b>	<b>-36.7</b>
<b>Movement</b>	<b>15.9</b>	<b>11.7</b>	<b>-26.7</b>	<b>11.7</b>	<b>4.9</b>	<b>-57.9</b>
Bulk	15.8	11.6	-26.9	11.6	4.7	-58.9
Packaged	0.1	0.1	-9.2	0.1	0.2	+44.8
<b>Ending Inventory</b>	<b>9.6</b>	<b>5.2</b>	<b>-45.6</b>	<b>5.2</b>	<b>6.9</b>	<b>+32.0</b>
Bulk	9.5	5.2	-45.6	5.2	6.8	+32.2
Packaged	0.0	0.0	-25.3	0.0	0.0	-3.0
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
<b>Carry Over<sup>b</sup></b>	<b>31.3</b>	<b>23.2</b>	<b>-25.7</b>	<b>23.2</b>	<b>72.7</b>	<b>+213.6</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: 09/28/19 (FDOC Processor Week 52)		
	2016-17	2017-18	Change	2017-18	2018-19	Change
	- million PS -		- % -	- million PS -		- % -
<b>Beginning Inventory</b>	<b>9.6</b>	<b>8.6</b>	<b>-11.2</b>	<b>8.6</b>	<b>6.9</b>	<b>-19.7</b>
<b>Pack from Fruit</b>	<b>11.2</b>	<b>6.4</b>	<b>-42.9</b>	<b>6.4</b>	<b>8.7</b>	<b>+36.8</b>
<b>Imports<sup>a</sup></b>	<b>2.0</b>	<b>4.4</b>	<b>+120.6</b>	<b>4.4</b>	<b>4.7</b>	<b>+5.7</b>
<b>Availability</b>	<b>22.8</b>	<b>19.3</b>	<b>-15.3</b>	<b>19.4</b>	<b>20.3</b>	<b>+4.7</b>
<b>Movement</b>	<b>14.2</b>	<b>12.4</b>	<b>-12.9</b>	<b>12.4</b>	<b>11.0</b>	<b>-11.5</b>
Bulk	2.4	1.2	-50.4	1.2	0.5	-58.7
Packaged	11.8	11.2	-5.3	11.2	10.5	-6.5
<b>Ending Inventory</b>	<b>8.6</b>	<b>6.8</b>	<b>-20.5</b>	<b>6.9</b>	<b>8.5</b>	<b>+24.0</b>
Bulk	8.4	6.7	-20.3	6.7	8.4	+24.2
Packaged	0.2	0.1	-28.5	0.1	0.2	+14.6
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
<b>Carry Over<sup>b</sup></b>	<b>31.3</b>	<b>28.6</b>	<b>-8.7</b>	<b>28.9</b>	<b>40.5</b>	<b>+40.1</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 - August						
Country	Volume			FOB Value/SSG <sup>c</sup>		
	2017-18	2018-19	Change	2017-18	2018-19	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
<b>Canada</b>	<b>1.17</b>	<b>1.47</b>	<b>+25.6</b>	<b>4.98</b>	<b>6.07</b>	<b>+21.9</b>
<b>Europe</b>	<b>2.56</b>	<b>1.65</b>	<b>-35.5</b>	<b>4.57</b>	<b>5.21</b>	<b>+14.0</b>
<b>Japan</b>	<b>0.87</b>	<b>1.04</b>	<b>+19.5</b>	<b>4.76</b>	<b>5.00</b>	<b>+5.0</b>
<b>Other</b>	<b>1.38</b>	<b>1.24</b>	<b>-10.1</b>	<b>4.76</b>	<b>4.40</b>	<b>-7.6</b>
<b>TOTAL</b>	<b>5.99</b>	<b>5.41</b>	<b>-9.7</b>	<b>4.72</b>	<b>5.22</b>	<b>+10.6</b>

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

<sup>b</sup> FDOC Processor exports of GJ for the 2018-19 season were down 50%, season-to-date through 09/28/19.

<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		
	2016-17	2017-18	Change	2016-17	2017-18	Change	2016-17	2017-18	Change
	- million SSE gallons -		- % -	- million dollars -		- % -	- \$/SSE gallon -		- % -
Full Season Results for the Previous Two Seasons									
Refrigerated	10.04	9.25	-7.9	78.85	75.95	-3.7	7.85	8.21	+4.6
NFC	9.20	8.44	-8.3	71.83	68.57	-4.5	7.81	8.13	+4.1
RECON	0.84	0.81	-4.2	7.02	7.38	+5.1	8.31	9.12	+9.7
FCGJ	0.12	0.09	-22.9	0.52	0.44	-15.6	4.42	4.84	+9.4
Shelf Stable	3.77	3.77	-0.1	23.66	23.33	-1.4	6.28	6.19	-1.3
TOTAL	13.94	13.11	-6.0	103.07	99.72	-3.3	7.39	7.61	+2.9
Season-to-Date through 09/28/19, Topline Report #13									
	2017-18	2018-19	Change	2017-18	2018-19	Change	2017-18	2018-19	Change
Refrigerated	8.62	7.63	-11.4	70.58	67.98	-3.7	8.19	8.90	+8.7
NFC	8.15	7.53	-7.6	67.46	66.53	-1.4	8.28	8.84	+6.7
RECON	0.47	0.11	-77.3	3.12	1.45	-53.7	6.65	13.59	+104.4
FCGJ	0.08	0.35	+314.6	0.41	1.64	+304.8	4.83	4.72	-2.4
Shelf Stable	3.44	2.81	-18.4	21.24	18.61	-12.4	6.17	6.62	+7.3
TOTAL	12.14	10.79	-11.1	92.23	88.23	-4.3	7.60	8.18	+7.6

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 10/06/19

Destination/Variety	2018-19 STD	2019-20 STD	Change
- 1,000 4/5-bu. cartons -			- % -
<b>Domestic &amp; Canadian - All</b>	<b>13</b>	<b>16</b>	<b>+25.9</b>
White	0	0	0.0
Red/Pink	13	16	+25.9
<b>Offshore Exports - All</b>	<b>0</b>	<b>0</b>	<b>0.0</b>
White	0	0	0.0
Red/Pink	0	0	0.0
<b>TOTAL - All</b>	<b>13</b>	<b>16</b>	<b>+25.9</b>
White	0	0	0.0
Red/Pink	13	16	+25.9

Source: DFVI, Florida Dept. of Agriculture

## Florida Fresh Grapefruit Shipments Season-to-Date through 10/06/19

Country	2018-19 STD	2019-20 STD	Change
- 1,000 4/5-bu. cartons -			- % -
United States	12	13	+16.9
Canada	1	2	+133.3
Europe	0	2	0.0
Japan	0	0	0.0
Other	0	-2	0.0
<b>TOTAL - All</b>	<b>13</b>	<b>16</b>	<b>+25.9</b>

Source: DFVI, Florida Dept. of Agriculture



**Florida Fresh Grapefruit Domestic FOB Prices**  
**Season-to-Date through 01/00/00**

Variety	FOB Price		
	2018-19 Final	2019-20 STD	Change
	- \$ / carton -		- % -
<b>TOTAL<sup>a</sup></b>	<b>17.82</b>	<b>N/A</b>	<b>N/A</b>
<b>White</b>	<b>16.66</b>	<b>N/A</b>	<b>N/A</b>
<b>Red/Pink</b>	<b>17.82</b>	<b>N/A</b>	<b>N/A</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>			
2014	0.7536	2.353	105.84
2015	0.9013	3.329	121.02
2016	0.9042	3.492	108.91
2017	0.8871	3.188	112.14
2018	0.8472	3.640	110.38
2018 (through September	0.8374	3.596	109.59
2019 (through September	0.8899	3.886	109.12
% Change	+6.3	+8.1	-0.4
<b>Average for Month of September</b>			
2018	0.8583	4.0990	111.95
2019	0.9075	4.1200	107.45
% Change	+5.7	+0.5	-4.0