

Florida Citrus Economic & Market Indicators December 2021

Florida Department of Citrus
Economic and Market Research Department



Florida Citrus Economic & Market Indicators

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Summary Comments

- Brazil's OJ exports for 2021-22 Brazilian season July - November were down 8.2% from the previous 3 season average with exports to the USMCA region, Europe and the East Asia up 1.8%, down 11.7% and down 8.4%, respectively.
- Season-to-date through 11/27/21, Florida FCOJ availability, movement and ending inventories were down 13.1%, down 0.7%, and down 15.4% respectively, from last season.
- Season-to-date through 11/27/21, Florida SSOJ availability, movement and ending inventories were down 15.0%, down 1.1%, and down 20.6% respectively, from last season.
- For October through December of the 2021-22 season, U.S. OJ imports and exports were down 3.7% and down 6.5% from last season, respectively. Season-to-date through 11/27/21, Florida OJ exports were up 4.1% (FDOC Processors Report).
- For October through December of the 2021-22 season, Non-FDOC Processor FCOJ disappearance, based on FCOJ inventories and imports, was up 3.8%.
- Season-to-date through 01/29/22, 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 3.0% from the previous season, with the NFC price up 6.2%, the Recon price up 2.8% and the overall OJ price up 5.9%.
- FCOJ-A Futures are currently unavailable.
- Season-to-date through 02/13/21, the delivered-in price for early and midseason oranges was \$1.70/PS, up \$0.73/PS from last season. Season-to-date through 07/31/21, the delivered-in price for late season oranges was \$2.51/PS, up \$1.26/PS from last season.
- Season-to-date through 01/16/22, fresh orange and specialty citrus shipments were down 41.1% from last season.
- From August through December of the 2021-22 season, clementine and tangerine imports were up 12.2% relative to last season. Season-to-date through 12/03/21, Texas fresh grapefruit shipments were down 85.0% relative to last season.
- Season-to-date through 11/27/21, Florida FCGJ availability, movement and ending inventories were down 24.0%, up 27.9%, and down 26.9% respectively, from last season.
- Season-to-date through 11/27/21, Florida SSGJ availability, movement and ending inventories were down 5.9%, down 8.7%, and down 3.8% respectively, from last season.
- For October through December of the 2021-22 season, U.S. GJ exports were up 53.7%. Season-to-date through 11/27/21, Florida GJ exports were down 88.0% (FDOC Processors report).
- Season-to-date through 01/29/22, 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 4.0% from the previous season, with the overall GJ price up 4.5%.
- Season-to-date through 01/16/22, Florida fresh grapefruit shipments were down 43.5% from last season, with Domestic/Canadian shipments down 32.5% and offshore shipments down 63.8% (DFVI). Shipments to Europe and Japan were down 53.1% and down 75.9%, respectively. Domestic FOB prices (CAC) for fresh white and red/pink grapefruit were down 100.0% and up 12.9%, respectively.
- For the month of November, versus the same period last year, the Euro/USD, Real/USD, and Yen/USD exchange rates were up 3.7%, up 2.0%, and up 9.3% respectively.

Brazil Orange Juice Exports

Destination		Season-to-date July - November				Change from 3 season average
		2018-19	2019-20	2020-21	2021-22	
million SSE Gallons						%
USMCA^b	Total	97.4	130.1	101.2	111.5	+1.8
	<i>FCOJ</i>	<i>43.5</i>	<i>79.0</i>	<i>51.7</i>	<i>57.6</i>	<i>-0.8</i>
	<i>SSOJ</i>	<i>53.9</i>	<i>51.2</i>	<i>49.5</i>	<i>53.9</i>	<i>+4.6</i>
Europe^c	Total	358.2	516.4	421.7	381.5	-11.7
	<i>FCOJ</i>	<i>276.6</i>	<i>412.3</i>	<i>305.4</i>	<i>293.6</i>	<i>-11.4</i>
	<i>SSOJ</i>	<i>81.5</i>	<i>104.1</i>	<i>116.3</i>	<i>88.0</i>	<i>-12.6</i>
East Asia^d	Total	45.5	78.4	69.5	59.1	-8.4
Others	Total	29.1	26.7	32.5	31.1	+5.8
Total		530.2	751.7	624.9	583.3	-8.2

^aAssumes 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.

^bU.S., Canada, and Mexico.

^cRussia, Ukraine, and Turkey are included in Europe.

^dChina, 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 11/27/21 (FDOC Processor Week 8)		
	2019-20	2020-21	Change	2020-21	2021-22	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	317.8	259.7	-18.3	259.7	232.7	-10.4
Pack from Fruit	82.0	30.2	-63.1	0.4	0.3	-9.9
Imports^a	169.6	227.1	+33.9	23.6	13.5	-42.8
Availability	569.3	517.0	-9.2	283.6	246.5	-13.1
Movement	315.8	284.3	-10.0	45.4	45.1	-0.7
Bulk	260.0	228.0	-12.3	37.4	35.8	-4.2
Packaged	55.7	56.3	+0.9	8.0	9.3	+16.0
Ending Inventory	259.7	232.7	-10.4	238.1	201.4	-15.4
Bulk	254.1	226.7	-10.8	232.5	195.5	-15.9
Packaged	5.6	6.1	+9.4	5.7	5.9	+4.4
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^b	42.8	42.6	-0.4	41.9	35.7	-14.9

^aAlso 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.

^bSeason-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 11/27/21 (FDOC Processor Week 8)		
	2019-20	2020-21	Change	2020-21	2021-22	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	209.0	149.7	-28.4	149.7	124.6	-16.7
Pack from Fruit	292.8	241.2	-17.6	1.0	0.5	-51.1
Imports^a	55.5	108.1	+94.9	14.9	15.6	+4.5
Availability	557.3	498.9	-10.5	165.5	140.6	-15.0
Movement^b	389.1	367.2	-5.6	57.5	56.9	-1.1
Bulk	26.7	13.4	-49.9	2.5	-0.1	-105.3
Packaged	362.4	353.9	-2.4	55.0	57.1	+3.8
Ending Inventory	149.7	124.6	-16.7	105.3	83.6	-20.6
Bulk	143.6	119.4	-16.8	99.7	78.7	-21.1
Packaged	6.1	5.1	-15.6	5.5	4.9	-11.8
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^c	20.0	17.6	-11.8	14.6	11.7	-19.7

^aAlso 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.

^bExcludes evaporated COJ.

^cSeason-to-date weeks supply based on season-to-date movement.

U.S. Orange Juice Imports^a

Season-to-Date October - December						
Country	Volume			FOB Value/SSG ^c		
	2020-21	2021-22	Change	2020-21	2021-22	Change
TOTAL OJ						
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Brazil	70.44	65.22	-7.4	1.14	1.35	+18.5
CBI ^b	1.14	0.01	-98.9	1.00	5.84	+481.1
Mexico	14.01	15.63	+11.6	2.23	2.23	+0.2
Other	0.69	2.20	+220.2	3.98	2.21	-44.5
TOTAL	86.28	83.06	-3.7	1.34	1.54	+15.1
NFC OJ						
Brazil	23.06	36.12	+56.7	1.42	1.48	+4.1
CBI ^b	0.00	0.00	N/A	0.00	0.00	N/A
Mexico	2.98	3.79	+26.9	2.44	2.64	+8.3
Other	0.12	0.96	+678.3	4.85	1.24	-74.4
TOTAL	26.16	40.87	+56.2	1.55	1.58	+1.8

^aIncludes OJ with added vitamins and minerals.

^bIncludes Dominican Republic-Central America initiatives.

^cThe 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^{a,b}

Season-to-Date October - December						
Country	Volume			FOB Value/SSG ^c		
	2020-21	2021-22	Change	2020-21	2021-22	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	8.12	7.16	-11.8	5.05	4.87	-3.5
Europe	0.04	0.10	+133.4	7.68	4.73	-38.5
Japan	0.11	0.17	+58.6	5.07	4.68	-7.7
Other	3.20	3.29	+2.8	4.37	5.21	+19.2
TOTAL	11.47	10.72	-6.5	4.87	4.97	+2.1

^a Includes OJ with added vitamins and minerals.

^b FDOC Processor exports of OJ for the 2021-22 season were up 4.1%, season-to-date through 11/27/21.

^c 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 - December		
	2020-21	2021-22	Change
- million SSE gallons -			- % -
Beginning Inventory^a	24.0	24.6	+2.5
Foreign Imports^b	<u>24.4</u>	<u>26.0</u>	<u>+6.8</u>
Availability^c	48.4	50.6	+4.7
Ending Inventory^a	<u>19.4</u>	<u>20.6</u>	<u>+6.0</u>
Non-FDOC Processor FCOJ Disappearance^d	29.0	30.1	+3.8

^aNational 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.

^bU.S. Department of Commerce, FCOJ imports (excludes bonded product) minus FDOC Processor, FCOJ foreign product imported by members (includes bonded product).

^cBeginning inventory and imports.

^dNon-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)^a

Item	Volume Sales			Dollar Sales			Price/Eq Gallon		
	2019-20	2020-21	Change	2019-20	2020-21	Change	2019-20	2020-21	Change
	- million SSE gallons -		- % -	- million dollars -		- % -	- \$/SSE gallon -		- % -

Full Season Results for the Previous Two Seasons

Refrigerated	414.43	397.80	-4.0	3,006.38	2,961.94	-1.5	7.25	7.45	+2.6
NFC	263.52	260.26	-1.2	2,272.40	2,294.14	+1.0	8.62	8.81	+2.2
RECON	150.92	137.54	-8.9	733.98	667.80	-9.0	4.86	4.86	-0.2
FCOJ	17.90	15.10	-15.6	91.81	77.46	-15.6	5.13	5.13	0.0
Shelf Stable	13.10	14.75	+12.6	95.72	112.35	+17.4	7.31	7.62	+4.2
TOTAL	445.42	427.65	-4.0	3,193.91	3,151.75	-1.3	7.17	7.37	+2.8

Season-to-Date through 01/29/22, Topline Report #4

	2020-21	2021-22	Change	2020-21	2021-22	Change	2020-21	2021-22	Change
Refrigerated	133.18	129.30	-2.9	969.24	996.71	+2.8	7.28	7.71	+5.9
NFC	87.44	86.12	-1.5	747.79	781.80	+4.5	8.55	9.08	+6.2
RECON	45.74	43.18	-5.6	221.45	214.91	-3.0	4.84	4.98	+2.8
FCOJ	5.25	4.86	-7.4	26.90	25.36	-5.7	5.12	5.22	+1.8
Shelf Stable	4.29	4.31	+0.5	31.89	33.76	+5.9	7.44	7.83	+5.3
TOTAL	142.72	138.47	-3.0	1,028.03	1,055.83	+2.7	7.20	7.63	+5.9

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		
	6/19/2021	10/9/2021	01/29/22	6/19/2021	10/9/2021	01/29/22
Non-Promotional Price						
NFC <11 oz	\$4.18	\$4.13	\$4.31	\$15.92	\$14.88	\$15.41
NFC 11-20 oz	\$1.70	\$1.74	\$1.80	\$17.95	\$18.52	\$19.13
NFC 20-50 oz	\$4.35	\$4.24	\$4.40	\$17.54	\$17.13	\$17.74
NFC 50-70 oz	\$3.82	\$3.91	\$3.98	\$8.97	\$9.20	\$9.28
NFC 70-110 oz	\$6.04	\$6.07	\$6.15	\$8.68	\$8.74	\$8.85
NFC >110 oz	\$6.88	\$7.01	\$7.18	\$6.88	\$7.01	\$7.18
Promotional Price^a						
NFC <11 oz	\$3.47	\$4.13	\$4.09	\$14.68	\$16.56	\$16.27
NFC 11-20 oz	\$1.38	\$1.56	\$1.65	\$14.66	\$16.54	\$17.60
NFC 20-50 oz	\$3.46	\$3.78	\$3.63	\$14.37	\$15.54	\$15.33
NFC 50-70 oz	\$3.35	\$3.31	\$3.35	\$8.11	\$8.05	\$8.18
NFC 70-110 oz	\$5.59	\$5.60	\$5.74	\$8.04	\$8.05	\$8.25
NFC >110 oz	\$6.12	\$6.52	\$6.26	\$6.12	\$6.52	\$6.26

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.

^aPromotional 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		
	6/19/2021	10/9/2021	01/29/22	6/19/2021	10/9/2021	01/29/22
NFC <11 oz	\$12,947,286	\$19,547,075	\$21,953,904	820,260	1,287,868	1,417,735
NFC 11-20 oz	\$30,983,238	\$30,920,090	\$34,007,536	1,788,235	1,696,776	1,796,856
NFC 20-50 oz	\$8,687,134	\$9,749,146	\$11,104,022	512,364	577,054	640,941
NFC 50-70 oz	\$424,934,486	\$420,429,957	\$505,984,496	49,161,344	47,661,213	57,591,125
NFC 70-110 oz	\$177,222,998	\$175,344,786	\$178,657,961	20,572,696	20,200,777	20,423,075
NFC >110 oz	\$27,209,791	\$25,699,497	\$30,095,073	3,967,842	3,676,893	4,246,774
% Sold on Promotion^a						
NFC <11 oz	9.8%	19.4%	8.8%	10.6%	17.7%	8.4%
NFC 11-20 oz	16.1%	13.5%	12.4%	19.0%	14.9%	13.4%
NFC 20-50 oz	15.7%	13.4%	15.3%	18.6%	14.6%	17.3%
NFC 50-70 oz	35.8%	30.0%	42.1%	38.2%	32.9%	45.2%
NFC 70-110 oz	9.6%	7.5%	15.6%	10.3%	8.1%	16.5%
NFC >110 oz	2.8%	3.3%	8.8%	3.2%	3.5%	9.9%

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.

^aPromotional prices includes features, displays, and combined feature and display prices. Temporary price reductions (TPR) are not included in promotional prices.

FDOC Processor Delivered-In Prices

Variety	STD Prices Reported for Canner's A		
	2020-21	2021-22	Change
	- \$ / PS -		- % -
Early & Midseason Oranges^a	\$0.97	\$1.70	75.3%
Late Season Oranges^b	\$1.25	\$2.51	100.8%
White Grapefruit^c	NA	\$2.21	NA
Red/Pink Grapefruit^c	NA	\$2.28	NA

^a 2021-22 Season final price from 02/13/21. 2020-21 Season final price from 02/22/20.

^b 2021-22 Season final price from 07/31/21. 2020-21 Season final price from 07/31/20.

^c 2021-22 Season final price from 06/01/21. 2020-21 Season final price from 01/00/00.

Sao Paulo Processed Orange Spot Prices

Monthly Average and Season-to-Date

Season	November Average		Season-to-Date ^a (July - November)	
	Price	Change from Year Ago	Price	Change from Year Ago
	- \$ / box ^b -	- % -	- \$ / box ^b -	- % -
2019-20	4.87		4.95	
2020-21	4.51	-7.4	4.32	-12.7
2021-22	0.00	-100.0	5.55	+28.5

^a Unweighted average of monthly prices.

^b 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 01/16/22			FOB Price through 11/28/21		
	2020-21 STD	2021-22 STD	Change	2020-21 Final	2021-22 STD	Change
	- 1,000 of 4/5 bu. cartons -		- % -	- \$ / carton -		- % -
Early & Mid Oranges	1,693	1,110	-34.4	15.72	16.37	+4.1
Navel	593	390	-34.3	19.64	18.56	-5.5
Valencia	0	7	N/A	0.00	N/A	N/A
Tangelo	70	35	-49.4	0.00	N/A	N/A
Early Tangerines ^a	689	245	-64.4	8.86	N/A	N/A
Honey / Murcotts	3	9	+163.8	0.00	N/A	N/A
Royal Tangerines / Temples	2	0	-100.0	N/A	N/A	N/A
TOTAL	3,050	1,796	-41.1			

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

^aPrices for Sunburst.

Selected Competitive Fresh Fruit Shipments

U.S. Clementine, Tangerine and Wilkings Imports				Texas Fresh Grapefruit Shipments		
2020-21	2021-22	Change		2020-21	2021-22	Change
August - December				STD - 12/03/21		
- million pounds -		- % -	- 1,000 Equivalent ¹ 4/5 Bu. Cartons -			- % -
387.9	435.4	+12.2	Total	869	127	-85.4
			Domestic	814	122	-85.0
			Canada	38	5	-85.8
			Overseas	17	-	-100.0
Source: U.S. Department of Commerce.			Source: Texas Valley Citrus Committee.			

¹Reported 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 11/27/21 (FDOC Processor Week 8)		
	2019-20	2020-21	Change	2020-21	2021-22	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	6.9	7.3	+7.0	7.3	5.7	-22.5
Pack from Fruit	2.2	1.3	-42.1	0.1	0.0	-100.0
Imports^a	1.4	0.9	-36.1	0.1	0.1	-36.6
Availability	10.5	9.5	-9.2	7.6	5.8	-24.0
Movement	2.0	3.8	+90.0	0.4	0.5	+27.9
Bulk	1.9	3.7	+96.6	0.4	0.5	+30.3
Packaged	0.1	0.1	-10.6	0.0	0.0	-32.5
Ending Inventory	7.3	5.7	-22.5	7.2	5.3	-26.9
Bulk	7.3	5.7	-22.6	7.2	5.2	-26.9
Packaged	0.0	0.0	+6.7	0.0	0.0	-44.2
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	188.8	78.5	-58.4	142.1	81.2	-42.9

^aAlso 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.

^bSeason-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: 11/27/21 (FDOC Processor Week 8)		
	2019-20	2020-21	Change	2020-21	2021-22	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	8.5	9.5	+11.5	9.5	8.8	-7.1
Pack from Fruit	10.6	8.1	-23.6	0.8	0.4	-47.0
Imports^a	2.0	1.7	-18.2	0.1	0.6	+447.1
Availability	21.1	19.3	-8.9	10.4	9.8	-5.9
Movement	10.4	10.4	-0.2	1.8	1.6	-8.7
Bulk	-0.1	-0.3	+160.9	0.0	-0.1	-9592.0
Packaged	10.6	10.8	+1.7	1.8	1.7	-5.0
Ending Inventory	9.5	8.8	-7.1	8.6	8.3	-3.8
Bulk	9.2	8.7	-5.9	8.5	8.0	-5.0
Packaged	0.3	0.1	-47.4	0.2	0.3	+54.4
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	47.3	44.0	-6.9	38.5	40.6	+5.3

^aAlso 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.

^bSeason-to-date weeks supply based on season-to-date movement.

U.S. Grapefruit Juice Exports^{a,b}

Season-to-Date October - December						
Country	Volume			FOB Value/SSG ^c		
	2020-21	2021-22	Change	2020-21	2021-22	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	0.36	0.39	+7.1	4.17	4.51	+8.1
Europe	0.10	0.28	+173.7	3.74	5.82	+55.6
Japan	0.22	0.09	-60.4	4.65	4.64	-0.3
Other	0.19	0.59	+214.8	4.16	5.16	+24.1
TOTAL	0.88	1.35	+53.7	4.24	5.08	+19.6

^a SOURCE: U.S. Department of Commerce.

^b FDOC Processor exports of GJ for the 2021-22 season were down 88%, season-to-date through 11/27/21.

^c 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)^a

Item	Volume Sales			Dollar Sales			Price/Eq Gallon		
	2019-20	2020-21	Change	2019-20	2020-21	Change	2019-20	2020-21	Change
	- million SSE gallons -		- % -	- million dollars -		- % -	- \$/SSE gallon -		- % -

Full Season Results for the Previous Two Seasons

Refrigerated	9.07	8.65	-4.7	85.46	83.75	-2.0	9.42	9.69	+2.8
NFC	8.91	8.47	-5.0	82.66	80.35	-2.8	9.27	9.49	+2.3
RECON	0.15	0.18	+15.2	2.80	3.39	+21.3	18.16	19.12	+5.3
FCGJ	0.47	0.42	-10.4	1.80	1.93	+7.5	3.83	4.60	+20.0
Shelf Stable	2.99	2.97	-0.5	22.11	22.97	+3.9	7.41	7.73	+4.4
TOTAL	12.52	12.04	-3.9	109.37	108.66	-0.7	8.73	9.03	+3.4

Season-to-Date through 01/29/22, Topline Report #4

	2020-21	2021-22	Change	2020-21	2021-22	Change	2020-21	2021-22	Change
Refrigerated	2.75	2.59	-5.6	26.14	25.37	-3.0	9.51	9.78	+2.8
NFC	2.70	2.53	-6.2	25.17	24.16	-4.0	9.33	9.55	+2.3
RECON	0.05	0.06	+25.9	0.97	1.20	+23.9	19.21	18.91	-1.5
FCOJ	0.12	0.13	+13.1	0.41	0.74	+79.8	3.55	5.64	+59.0
Shelf Stable	0.87	0.86	-1.4	6.61	7.16	+8.2	7.58	8.31	+9.7
TOTAL	3.74	3.59	-4.0	33.16	33.26	+0.3	8.88	9.28	+4.5

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.

Florida Fresh Grapefruit Shipments

Season-to-Date through 01/16/22

Destination/Variety	2020-21 STD	2021-22 STD	Change
- 1,000 4/5-bu. cartons -			- % -
Domestic & Canadian - All	1,503	1,014	-32.5
White	35	24	-33.1
Red/Pink	1,468	990	-32.5
Offshore Exports - All	808	293	-63.8
White	154	45	-70.9
Red/Pink	655	248	-62.1
TOTAL - All	2,311	1,307	-43.5
White	189	68	-63.8
Red/Pink	2,122	1,238	-41.7

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Shipments Season-to-Date through 01/16/22

Country	2020-21 STD	2021-22 STD	Change
- 1,000 4/5-bu. cartons -			- % -
United States	1,374	950	-30.9
Canada	129	64	-50.3
Europe	370	173	-53.1
Japan	302	73	-75.9
Other	136	47	-65.6
TOTAL - All	2,311	1,307	-43.5

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Domestic FOB Prices
Season-to-Date through 11/28/21

Variety	FOB Price		
	2020-21	2021-22	Change
	Final	STD	
	- \$ / carton -		- % -
TOTAL^a	18.82	20.47	+8.7
White	15.38	0.00	-100.0
Red/Pink	19.13	21.60	+12.9

^aWeighted average based on FDACS reporting of fresh fruit shipments.
Source: Citrus Administrative Committee

Foreign Exchange Rates Per USD

Date	Euro	Real	Yen
Annual			
2016	0.9042	3.4920	108.9073
2017	0.8871	3.1875	112.1351
2018	0.8472	3.6398	110.3812
2019	0.8932	3.9440	109.0191
2020	0.8692	5.1704	106.7155
2020 (through November)	0.9003	4.1336	109.2634
2021 (through November)	0.8217	5.3495	103.7430
% Change	-8.7	+29.4	-5.1
Average for Month of November			
2020	0.8448	5.4474	104.317
2021	0.8764	5.5565	114.025
% Change	+3.7	+2.0	+9.3