

# Florida Citrus Economic & Market Indicators March 2022

**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 - February were down 6.2% from the previous 3 season average with exports to the USMCA region, Europe and the East Asia down 9.5%, down 10.5% and up 30.2%, respectively.
- Season-to-date through 02/26/22, Florida FCOJ availability, movement and ending inventories were down 18.9%, up 7.0%, and down 30.8% respectively, from last season.
- Season-to-date through 02/26/22, Florida SSOJ availability, movement and ending inventories were down 9.1%, up 1.5%, and down 18.2% respectively, from last season.
- For October through January of the 2021-22 season, U.S. OJ imports and exports were down 4.6% and down 8.0% from last season, respectively. Season-to-date through 02/26/22, Florida OJ exports were up 6.5% (FDOC Processors Report).
- For October through January of the 2021-22 season, Non-FDOC Processor FCOJ disappearance, based on FCOJ inventories and imports, was up 42.2%.
- Season-to-date through 02/26/22, 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 3.4% from the previous season, with the NFC price up 6.5%, the Recon price up 3.5% and the overall OJ price up 6.0%.
- FCOJ-A Futures are currently unavailable.
- Season-to-date through 02/05/22, the delivered-in price for early and midseason oranges was \$2.18/PS, up \$0.48/PS from last season. Season-to-date through 02/26/22, the delivered-in price for late season oranges was \$2.58/PS, up \$0.07/PS from last season.
- Season-to-date through 02/13/22, fresh orange and specialty citrus shipments were down 18.3% from last season.
- From August through January of the 2021-22 season, clementine and tangerine imports were up 16.0% relative to last season. Season-to-date through 02/26/22, Texas fresh grapefruit shipments were down 52.1% relative to last season.
- Season-to-date through 02/26/22, Florida FCGJ availability, movement and ending inventories were down 25.1%, up 53.6%, and down 38.2% respectively, from last season.
- Season-to-date through 02/26/22, Florida SSGJ availability, movement and ending inventories were down 11.1%, up 6.8%, and down 16.6% respectively, from last season.
- For October through January of the 2021-22 season, U.S. GJ exports were up 37.7%. Season-to-date through 02/26/22, Florida GJ exports were down 24.4% (FDOC Processors report).
- Season-to-date through 02/26/22, 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 3.8% from the previous season, with the overall GJ price up 4.8%.
- Season-to-date through 02/13/22, Florida fresh grapefruit shipments were down 13.2% from last season, with Domestic/Canadian shipments down 0.8% and offshore shipments down 38.4% (DFVI). Shipments to Europe and Japan were down 25.7% and down 53.1%, respectively. Domestic FOB prices (CAC) for fresh white and red/pink grapefruit were up 2.3% and up 19.3%, respectively.
- For the month of February, versus the same period last year, the Euro/USD, Real/USD, and Yen/USD exchange rates were up 6.7%, down 3.8%, and up 9.4% respectively.

## Brazil Orange Juice Exports

Destination		Season-to-date July - February				Change from 3 season average
		2018-19	2019-20	2020-21	2021-22	
million SSE Gallons						%
<b>USMCA<sup>b</sup></b>	<b>Total</b>	<b>220.7</b>	<b>191.1</b>	<b>203.5</b>	<b>185.7</b>	<b>-9.5</b>
	<i>FCOJ</i>	<i>102.1</i>	<i>108.1</i>	<i>115.2</i>	<i>81.9</i>	<i>-24.5</i>
	<i>SSOJ</i>	<i>118.7</i>	<i>83.0</i>	<i>88.3</i>	<i>103.8</i>	<i>+7.4</i>
<b>Europe<sup>c</sup></b>	<b>Total</b>	<b>637.0</b>	<b>768.5</b>	<b>624.9</b>	<b>605.8</b>	<b>-10.5</b>
	<i>FCOJ</i>	<i>480.3</i>	<i>607.4</i>	<i>461.8</i>	<i>459.3</i>	<i>-11.1</i>
	<i>SSOJ</i>	<i>156.6</i>	<i>161.1</i>	<i>163.0</i>	<i>146.5</i>	<i>-8.6</i>
<b>East Asia<sup>d</sup></b>	<b>Total</b>	<b>83.0</b>	<b>105.8</b>	<b>91.1</b>	<b>121.5</b>	<b>+30.2</b>
<b>Others</b>	<b>Total</b>	<b>51.7</b>	<b>42.4</b>	<b>54.0</b>	<b>48.5</b>	<b>-1.7</b>
<b>Total</b>		<b>992.4</b>	<b>1,107.8</b>	<b>973.4</b>	<b>961.5</b>	<b>-6.2</b>

<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 02/26/22 (FDOC Processor Week 21)		
	2019-20	2020-21	Change	2020-21	2021-22	Change
	- million PS -		- % -	- million PS -		- % -
<b>Beginning Inventory</b>	<b>317.8</b>	<b>259.7</b>	<b>-18.3</b>	<b>259.7</b>	<b>232.7</b>	<b>-10.4</b>
<b>Pack from Fruit</b>	<b>82.0</b>	<b>30.2</b>	<b>-63.1</b>	<b>16.8</b>	<b>14.2</b>	<b>-15.6</b>
<b>Imports<sup>a</sup></b>	<b>169.6</b>	<b>227.1</b>	<b>+33.9</b>	<b>100.2</b>	<b>58.6</b>	<b>-41.5</b>
<b>Availability</b>	<b>569.3</b>	<b>517.0</b>	<b>-9.2</b>	<b>376.7</b>	<b>305.6</b>	<b>-18.9</b>
<b>Movement</b>	<b>315.8</b>	<b>284.3</b>	<b>-10.0</b>	<b>118.6</b>	<b>126.9</b>	<b>+7.0</b>
Bulk	260.0	228.0	-12.3	97.9	102.8	+5.0
Packaged	55.7	56.3	+0.9	20.7	24.1	+16.8
<b>Ending Inventory</b>	<b>259.7</b>	<b>232.7</b>	<b>-10.4</b>	<b>258.1</b>	<b>178.7</b>	<b>-30.8</b>
Bulk	254.1	226.7	-10.8	251.8	172.3	-31.6
Packaged	5.6	6.1	+9.4	6.4	6.4	+0.1
	- weeks supply -		- % -	- weeks supply -		- % -
<b>Carry Over - STD<sup>b</sup></b>	<b>42.8</b>	<b>42.6</b>	<b>-0.4</b>	<b>45.7</b>	<b>29.6</b>	<b>-35.3</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 02/26/22 (FDOC Processor Week 21)		
	2019-20	2020-21	Change	2020-21	2021-22	Change
	- million PS -		- % -	- million PS -		- % -
<b>Beginning Inventory</b>	<b>209.0</b>	<b>149.7</b>	<b>-28.4</b>	<b>149.7</b>	<b>124.6</b>	<b>-16.7</b>
<b>Pack from Fruit</b>	<b>292.8</b>	<b>241.2</b>	<b>-17.6</b>	<b>101.8</b>	<b>86.6</b>	<b>-14.9</b>
<b>Imports<sup>a</sup></b>	<b>55.5</b>	<b>108.1</b>	<b>+94.9</b>	<b>42.6</b>	<b>56.2</b>	<b>+31.9</b>
<b>Availability</b>	<b>557.3</b>	<b>498.9</b>	<b>-10.5</b>	<b>294.0</b>	<b>267.3</b>	<b>-9.1</b>
<b>Movement<sup>b</sup></b>	<b>389.1</b>	<b>367.2</b>	<b>-5.6</b>	<b>156.4</b>	<b>158.7</b>	<b>+1.5</b>
Bulk	26.7	13.4	-49.9	5.1	4.6	-9.9
Packaged	362.4	353.9	-2.4	151.3	154.2	+1.9
<b>Ending Inventory</b>	<b>149.7</b>	<b>124.6</b>	<b>-16.7</b>	<b>132.6</b>	<b>108.4</b>	<b>-18.2</b>
Bulk	143.6	119.4	-16.8	126.8	102.3	-19.3
Packaged	6.1	5.1	-15.6	5.8	6.1	+5.7
	- weeks supply -		- % -	- weeks supply -		- % -
<b>Carry Over - STD<sup>c</sup></b>	<b>20.0</b>	<b>17.6</b>	<b>-11.8</b>	<b>17.8</b>	<b>14.3</b>	<b>-19.4</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 - January						
Country	Volume			FOB Value/SSG <sup>c</sup>		
	2020-21	2021-22	Change	2020-21	2021-22	Change
<b>TOTAL OJ</b>						
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Brazil	86.75	82.28	-5.2	1.17	1.39	+19.2
CBI <sup>b</sup>	1.14	0.05	-95.8	1.00	2.18	+116.9
Mexico	32.59	30.95	-5.1	1.95	2.12	+9.1
Other	0.86	2.50	+191.7	4.04	2.44	-39.6
<b>TOTAL</b>	<b>121.35</b>	<b>115.78</b>	<b>-4.6</b>	<b>1.39</b>	<b>1.61</b>	<b>+15.4</b>
<b>NFC OJ</b>						
Brazil	27.48	46.77	+70.2	1.51	1.52	+0.7
CBI <sup>b</sup>	0.00	0.00	N/A	0.00	0.00	N/A
Mexico	5.94	7.07	+19.1	2.67	2.68	+0.3
Other	0.15	0.98	+548.3	4.85	1.31	-73.0
<b>TOTAL</b>	<b>33.57</b>	<b>54.82</b>	<b>+63.3</b>	<b>1.73</b>	<b>1.66</b>	<b>-3.7</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 - January						
Country	Volume			FOB Value/SSG <sup>c</sup>		
	2020-21	2021-22	Change	2020-21	2021-22	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	10.77	9.70	-9.9	5.00	4.92	-1.5
Europe	0.05	0.14	+186.0	7.35	4.78	-34.9
Japan	0.14	0.18	+29.8	5.00	4.70	-6.0
Other	4.34	4.05	-6.5	4.67	5.18	+10.9
<b>TOTAL</b>	<b>15.30</b>	<b>14.08</b>	<b>-8.0</b>	<b>4.91</b>	<b>4.99</b>	<b>+1.6</b>

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

<sup>b</sup> FDOC Processor exports of OJ for the 2021-22 season were up 6.5%, season-to-date through 02/26/22.

<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 - January		
	2020-21	2021-22	Change
- million SSE gallons -			- % -
<b>Beginning Inventory<sup>a</sup></b>	<b>24.0</b>	<b>24.6</b>	<b>+2.5</b>
<b>Foreign Imports<sup>b</sup></b>	<b><u>28.1</u></b>	<b><u>36.0</u></b>	<b><u>+28.0</u></b>
<b>Availability<sup>c</sup></b>	<b>52.2</b>	<b>60.7</b>	<b>+16.3</b>
<b>Ending Inventory<sup>a</sup></b>	<b><u>19.9</u></b>	<b><u>14.8</u></b>	<b><u>-25.8</u></b>
<b>Non-FDOC Processor FCOJ Disappearance<sup>d</sup></b>	<b>32.3</b>	<b>45.9</b>	<b>+42.2</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		
	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
<b>TOTAL</b>	<b>445.42</b>	<b>427.65</b>	<b>-4.0</b>	<b>3,193.91</b>	<b>3,151.75</b>	<b>-1.3</b>	<b>7.17</b>	<b>7.37</b>	<b>+2.8</b>

### Season-to-Date through 02/26/22, Topline Report #5

	2020-21	2021-22	Change	2020-21	2021-22	Change	2020-21	2021-22	Change
Refrigerated	165.45	159.88	-3.4	1,206.87	1,237.25	+2.5	7.29	7.74	+6.1
NFC	108.34	105.57	-2.6	930.47	965.30	+3.7	8.59	9.14	+6.5
RECON	57.11	54.31	-4.9	276.40	271.94	-1.6	4.84	5.01	+3.5
FCOJ	6.47	6.04	-6.6	33.14	31.65	-4.5	5.13	5.24	+2.3
Shelf Stable	5.37	5.30	-1.2	39.95	41.66	+4.3	7.44	7.86	+5.5
<b>TOTAL</b>	<b>177.28</b>	<b>171.22</b>	<b>-3.4</b>	<b>1,279.96</b>	<b>1,310.55</b>	<b>+2.4</b>	<b>7.22</b>	<b>7.65</b>	<b>+6.0</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		
	7/17/2021	11/6/2021	02/26/22	7/17/2021	11/6/2021	02/26/22
<b>Non-Promotional Price</b>						
NFC <11 oz	\$4.15	\$4.16	\$4.36	\$15.99	\$14.90	\$15.81
NFC 11-20 oz	\$1.70	\$1.76	\$1.82	\$18.05	\$18.69	\$19.43
NFC 20-50 oz	\$4.29	\$4.28	\$4.54	\$17.33	\$17.28	\$18.30
NFC 50-70 oz	\$3.83	\$3.94	\$3.99	\$9.03	\$9.24	\$9.34
NFC 70-110 oz	\$6.04	\$6.09	\$6.19	\$8.69	\$8.75	\$8.91
NFC >110 oz	\$6.92	\$7.03	\$7.27	\$6.92	\$7.03	\$7.27
<b>Promotional Price<sup>a</sup></b>						
NFC <11 oz	\$3.65	\$4.17	\$4.12	\$15.49	\$16.62	\$16.36
NFC 11-20 oz	\$1.41	\$1.64	\$1.66	\$14.78	\$17.53	\$17.90
NFC 20-50 oz	\$3.63	\$3.73	\$3.61	\$15.01	\$15.51	\$15.24
NFC 50-70 oz	\$3.34	\$3.33	\$3.38	\$8.05	\$8.12	\$8.23
NFC 70-110 oz	\$5.58	\$5.67	\$5.75	\$8.03	\$8.16	\$8.27
NFC >110 oz	\$6.10	\$6.35	\$6.41	\$6.10	\$6.35	\$6.41

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		
	7/17/2021	11/6/2021	02/26/22	7/17/2021	11/6/2021	02/26/22
NFC <11 oz	\$13,674,067	\$20,639,697	\$21,781,588	858,617	1,360,436	1,373,717
NFC 11-20 oz	\$30,672,512	\$31,432,682	\$34,098,545	1,750,236	1,696,488	1,772,797
NFC 20-50 oz	\$8,888,948	\$9,987,753	\$11,254,399	525,590	587,046	633,161
NFC 50-70 oz	\$415,387,523	\$429,932,130	\$516,426,250	47,866,152	48,638,723	58,289,253
NFC 70-110 oz	\$176,351,744	\$171,079,010	\$179,150,028	20,440,896	19,657,869	20,347,218
NFC >110 oz	\$26,306,896	\$26,240,533	\$30,675,257	3,814,269	3,750,719	4,278,108
<b>% Sold on Promotion<sup>a</sup></b>						
NFC <11 oz	12.4%	17.5%	9.0%	12.8%	16.0%	8.7%
NFC 11-20 oz	13.5%	13.4%	12.0%	16.0%	14.2%	12.9%
NFC 20-50 oz	15.9%	13.6%	14.8%	18.0%	14.9%	17.3%
NFC 50-70 oz	33.2%	32.7%	40.6%	35.8%	35.6%	43.6%
NFC 70-110 oz	9.0%	7.8%	15.1%	9.7%	8.3%	16.1%
NFC >110 oz	2.3%	5.0%	10.4%	2.6%	5.5%	11.6%

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.

<sup>a</sup>Promotional 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 -		- % -
<b>Early &amp; Midseason Oranges<sup>a</sup></b>	<b>\$1.70</b>	<b>\$2.18</b>	<b>28.2%</b>
<b>Late Season Oranges<sup>b</sup></b>	<b>\$2.51</b>	<b>\$2.58</b>	<b>2.8%</b>
<b>White Grapefruit<sup>c</sup></b>	<b>\$2.21</b>	<b>\$2.65</b>	<b>19.9%</b>
<b>Red/Pink Grapefruit<sup>c</sup></b>	<b>\$2.28</b>	<b>\$2.80</b>	<b>22.8%</b>

<sup>a</sup> 2021-22 Season final price from 02/05/22. 2020-21 Season final price from 02/13/21.

<sup>b</sup> 2021-22 STD price through 02/26/22. 2020-21 STD price through 02/27/21.

<sup>c</sup> 2021-22 STD price through 02/26/22. 2020-21 STD price through 02/27/21.

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

Season	February Average		Season-to-Date <sup>a</sup> (July - February)	
	Price	Change from Year Ago	Price	Change from Year Ago
	- \$ / box <sup>b</sup> -	- % -	- \$ / box <sup>b</sup> -	- % -
<b>2019-20</b>	<b>4.88</b>		<b>4.96</b>	
<b>2020-21</b>	<b>4.59</b>	<b>-5.9</b>	<b>4.48</b>	<b>-9.8</b>
<b>2021-22</b>	<b>5.70</b>	<b>+24.2</b>	<b>5.40</b>	<b>+20.6</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 02/13/22			FOB Price through 02/05/22		
	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	2,182	1,855	-15.0	14.34	16.31	+13.7
Navel	598	581	-2.8	17.96	18.20	+1.3
Valencia	217	277	+27.2	16.64	17.03	+2.3
Tangelo	84	88	+4.3	32.55	N/A	N/A
Early Tangerines <sup>a</sup>	830	398	-52.0	22.76	10.05	-55.8
Honey / Murcotts	57	52	-8.9	26.96	31.88	+18.2
Royal Tangerines / Temples	20	7	-66.7	22.04	N/A	N/A
<b>TOTAL</b>	<b>3,989</b>	<b>3,258</b>	<b>-18.3</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		
2020-21	2021-22	Change		2020-21	2021-22	Change
August - January				STD - 02/26/22		
- million pounds -		- % -	- 1,000 Equivalent <sup>1</sup> 4/5 Bu. Cartons -			- % -
403.6	468.3	+16.0	Total	2,713	1,211	-55.4
			Domestic	2,512	1,203	-52.1
			Canada	96	8	-92.1
			Overseas	105	-	-100.0
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 02/26/22 (FDOC Processor Week 21)		
	2019-20	2020-21	Change	2020-21	2021-22	Change
	- million PS -		- % -	- million PS -		- % -
<b>Beginning Inventory</b>	<b>6.9</b>	<b>7.3</b>	<b>+7.0</b>	<b>7.3</b>	<b>5.7</b>	<b>-22.5</b>
<b>Pack from Fruit</b>	<b>2.2</b>	<b>1.3</b>	<b>-42.1</b>	<b>0.9</b>	<b>0.6</b>	<b>-30.5</b>
<b>Imports<sup>a</sup></b>	<b>1.4</b>	<b>0.9</b>	<b>-36.1</b>	<b>0.5</b>	<b>0.2</b>	<b>-55.5</b>
<b>Availability</b>	<b>10.5</b>	<b>9.5</b>	<b>-9.2</b>	<b>8.7</b>	<b>6.5</b>	<b>-25.1</b>
<b>Movement</b>	<b>2.0</b>	<b>3.8</b>	<b>+90.0</b>	<b>1.2</b>	<b>1.9</b>	<b>+53.6</b>
Bulk	1.9	3.7	+96.6	1.2	1.9	+58.2
Packaged	0.1	0.1	-10.6	0.0	0.0	-70.9
<b>Ending Inventory</b>	<b>7.3</b>	<b>5.7</b>	<b>-22.5</b>	<b>7.5</b>	<b>4.6</b>	<b>-38.2</b>
Bulk	7.3	5.7	-22.6	7.4	4.6	-38.1
Packaged	0.0	0.0	+6.7	0.0	0.0	-66.0
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
<b>Carry Over<sup>b</sup></b>	<b>188.8</b>	<b>78.5</b>	<b>-58.4</b>	<b>125.7</b>	<b>50.6</b>	<b>-59.8</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: 02/26/22 (FDOC Processor Week 21)		
	2019-20	2020-21	Change	2020-21	2021-22	Change
	- million PS -		- % -	- million PS -		- % -
<b>Beginning Inventory</b>	<b>8.5</b>	<b>9.5</b>	<b>+11.5</b>	<b>9.5</b>	<b>8.8</b>	<b>-7.1</b>
<b>Pack from Fruit</b>	<b>10.6</b>	<b>8.1</b>	<b>-23.6</b>	<b>6.8</b>	<b>4.6</b>	<b>-32.8</b>
<b>Imports<sup>a</sup></b>	<b>2.0</b>	<b>1.7</b>	<b>-18.2</b>	<b>0.8</b>	<b>1.8</b>	<b>+122.5</b>
<b>Availability</b>	<b>21.1</b>	<b>19.3</b>	<b>-8.9</b>	<b>17.1</b>	<b>15.2</b>	<b>-11.1</b>
<b>Movement</b>	<b>10.4</b>	<b>10.4</b>	<b>-0.2</b>	<b>4.6</b>	<b>4.9</b>	<b>+6.8</b>
Bulk	-0.1	-0.3	+160.9	0.1	0.0	-83.9
Packaged	10.6	10.8	+1.7	4.5	4.9	+8.9
<b>Ending Inventory</b>	<b>9.5</b>	<b>8.8</b>	<b>-7.1</b>	<b>12.6</b>	<b>10.5</b>	<b>-16.6</b>
Bulk	9.2	8.7	-5.9	12.4	10.1	-18.1
Packaged	0.3	0.1	-47.4	0.2	0.3	+79.3
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
<b>Carry Over<sup>b</sup></b>	<b>47.3</b>	<b>44.0</b>	<b>-6.9</b>	<b>57.8</b>	<b>45.1</b>	<b>-22.0</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 - January						
Country	Volume			FOB Value/SSG <sup>c</sup>		
	2020-21	2021-22	Change	2020-21	2021-22	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	0.50	0.58	+17.2	4.23	4.15	-1.9
Europe	0.33	0.35	+7.5	3.78	5.93	+56.7
Japan	0.33	0.25	-25.1	4.67	4.41	-5.7
Other	0.23	0.72	+214.2	4.40	5.01	+13.8
<b>TOTAL</b>	<b>1.38</b>	<b>1.90</b>	<b>+37.7</b>	<b>4.26</b>	<b>4.84</b>	<b>+13.7</b>

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

<sup>b</sup> FDOC Processor exports of GJ for the 2021-22 season were down 24.4%, season-to-date through 02/26/22.

<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		
	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
<b>TOTAL</b>	<b>12.52</b>	<b>12.04</b>	<b>-3.9</b>	<b>109.37</b>	<b>108.66</b>	<b>-0.7</b>	<b>8.73</b>	<b>9.03</b>	<b>+3.4</b>

### Season-to-Date through 02/26/22, Topline Report #5

	2020-21	2021-22	Change	2020-21	2021-22	Change	2020-21	2021-22	Change
Refrigerated	3.43	3.24	-5.6	32.83	31.97	-2.6	9.56	9.86	+3.1
NFC	3.37	3.16	-6.1	31.58	30.43	-3.6	9.37	9.62	+2.6
RECON	0.07	0.08	+22.5	1.25	1.54	+23.5	19.11	19.25	+0.8
FCOJ	0.15	0.16	+12.2	0.52	0.92	+75.7	3.59	5.62	+56.5
Shelf Stable	1.11	1.10	-0.5	8.40	9.20	+9.6	7.57	8.34	+10.1
<b>TOTAL</b>	<b>4.69</b>	<b>4.51</b>	<b>-3.8</b>	<b>41.75</b>	<b>42.09</b>	<b>+0.8</b>	<b>8.90</b>	<b>9.33</b>	<b>+4.8</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 02/13/22

Destination/Variety	2020-21 STD	2021-22 STD	Change
- 1,000 4/5-bu. cartons -			- % -
<b>Domestic &amp; Canadian - All</b>	<b>1,964</b>	<b>1,948</b>	<b>-0.8</b>
White	46	70	+54.6
Red/Pink	1,919	1,878	-2.1
<b>Offshore Exports - All</b>	<b>966</b>	<b>595</b>	<b>-38.4</b>
White	161	83	-48.7
Red/Pink	805	513	-36.3
<b>TOTAL - All</b>	<b>2,931</b>	<b>2,544</b>	<b>-13.2</b>
White	207	153	-25.9
Red/Pink	2,724	2,390	-12.2

Source: DFVI, Florida Dept. of Agriculture

## Florida Fresh Grapefruit Shipments Season-to-Date through 02/13/22

Country	2020-21 STD	2021-22 STD	Change
- 1,000 4/5-bu. cartons -			- % -
United States	1,790	1,829	+2.2
Canada	174	120	-31.4
Europe	462	343	-25.7
Japan	328	154	-53.1
Other	177	99	-44.2
<b>TOTAL - All</b>	<b>2,931</b>	<b>2,544</b>	<b>-13.2</b>

Source: DFVI, Florida Dept. of Agriculture

**Florida Fresh Grapefruit Domestic FOB Prices**  
**Season-to-Date through 02/05/22**

Variety	FOB Price		
	2020-21 Final	2021-22 STD	Change
	- \$ / carton -		- % -
<b>TOTAL<sup>a</sup></b>	<b>17.76</b>	<b>20.99</b>	<b>+18.2</b>
<b>White</b>	<b>18.65</b>	<b>19.07</b>	<b>+2.3</b>
<b>Red/Pink</b>	<b>17.69</b>	<b>21.11</b>	<b>+19.3</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>			
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
2021	0.8455	5.3959	109.7795
2021 (through February)	0.8242	5.3807	104.5644
2022 (through February)	0.8824	5.3684	115.0551
% Change	+7.1	-0.2	+10.0
<b>Average for Month of February</b>			
2021	0.8267	5.4118	105.386
2022	0.8818	5.2054	115.268
% Change	+6.7	-3.8	+9.4