

Florida Citrus Economic & Market Indicators April 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 - March were down 8.0% from the previous 3 season average with exports to the NAFTA region, Europe and the Far East down 15.1%, down 8.8% and up 1.4%, respectively.
- Season-to-date through 03/27/21, Florida FCOJ availability, movement and ending inventories were down 10.0%, down 10.2%, and down 11.6% respectively, from last season.
- Season-to-date through 03/27/21, Florida SSOJ availability, movement and ending inventories were down 12.7%, up 4.7%, and down 24.0% respectively, from last season.
- For October through February of the 2020-21 season, U.S. OJ imports and exports were up 32.1% and down 2.1% from last season, respectively. Season-to-date through 03/27/21, Florida OJ exports were up 37.4% (FDOC Processors Report).
- For October through February of the 2020-21 season, Non-FDOC Processor FCOJ disappearance, based on FCOJ inventories and imports, was down 18.8%.
- Season-to-date through 03/27/21, 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 3.0% from the previous season, with the NFC price up 1.8%, the Recon price down 0.3% and the overall OJ price up 2.4%.
- As of April 2021, Intercontinental Exchange, Inc requires a subscription to access monthly average FCOJ Futures prices. The data is 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 04/10/21, the delivered-in price for late season oranges was \$2.50/PS, up \$1.26/PS from last season.
- Season-to-date through 03/28/21, fresh orange and specialty citrus shipments were up 5.6% from last season.
- From August through February of the 2020-21 season, clementine and tangerine imports were up 36.8% relative to last season. Season-to-date through 03/05/21, Texas fresh grapefruit shipments were down 28.9% relative to last season.
- Season-to-date through 03/27/21, Florida FCGJ availability, movement and ending inventories were down 7.6%, up 62.8%, and down 9.1% respectively, from last season.
- Season-to-date through 03/27/21, Florida SSGJ availability, movement and ending inventories were down 7.0%, up 12.0%, and down 9.0% respectively, from last season.
- For October through February of the 2020-21 season, U.S. GJ exports were up 17.1%. Season-to-date through 03/27/21, Florida GJ exports were down 50.4% (FDOC Processors report).
- Season-to-date through 03/27/21, 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 2.3% from the previous season, with the overall GJ price up 4.6%.
- Season-to-date through 03/28/21, Florida fresh grapefruit shipments were down 1.0% from last season, with Domestic/Canadian shipments up 18.0% and offshore shipments down 28.5% (DFVI). Shipments to Europe and Japan were down 25.9% and down 37.6%, respectively. Domestic FOB prices (CAC) for fresh white and red/pink grapefruit were up 4.9% and up 16.3%, respectively.
- For the month of March, versus the same period last year, the Euro/USD, Real/USD, and Yen/USD exchange rates were up 3.9%, up 15.9%, and up 0.9% respectively.

Brazil Orange Juice Exports

Destination		Season-to-date July - March				Change from 3 season average
		2017-18	2018-19	2019-20	2020-21	
million SSE Gallons						%
NAFTA ^b	Total	319.6	236.0	195.7	212.7	-15.1
	FCOJ	199.2	110.5	108.3	118.3	-15.1
	SSOJ	120.3	125.5	87.4	94.4	-15.0
Europe ^c	Total	793.4	718.7	855.8	720.1	-8.8
	FCOJ	625.8	540.4	676.2	533.1	-13.2
	SSOJ	167.6	178.3	179.6	187.1	+6.8
East Asia ^d	Total	104.7	90.9	126.0	108.7	+1.4
Others	Total	66.8	57.4	50.9	66.9	+14.6
Total		1,284.5	1,103.0	1,228.5	1,108.5	-8.0

^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 03/27/21 (FDOC Processor Week 25)		
	2018-19	2019-20	Change	2019-20	2020-21	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	243.1	317.8	+30.7	317.8	259.7	-18.3
Pack from Fruit	87.3	82.0	-6.0	57.6	22.9	-60.2
Imports^a	304.4	169.6	-44.3	85.7	132.3	+54.4
Availability	634.8	569.3	-10.3	461.1	414.8	-10.0
Movement	317.0	315.8	-0.4	155.3	139.4	-10.2
Bulk	251.6	260.0	+3.3	125.3	114.2	-8.8
Packaged	65.4	55.7	-14.8	30.0	25.2	-16.1
Ending Inventory	317.8	259.7	-18.3	311.7	275.4	-11.6
Bulk	311.9	254.1	-18.5	305.1	269.7	-11.6
Packaged	5.8	5.6	-4.5	6.6	5.7	-14.1
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^b	52.1	42.8	-18.0	50.2	49.4	-1.6

^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 03/27/21 (FDOC Processor Week 25)		
	2018-19	2019-20	Change	2019-20	2020-21	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	124.5	209.0	+67.8	209.0	149.7	-28.4
Pack from Fruit	318.4	292.8	-8.0	161.8	149.0	-7.9
Imports^a	119.3	55.5	-53.5	33.0	53.9	+63.0
Availability	562.3	557.3	-0.9	403.8	352.5	-12.7
Movement^b	347.4	389.1	+12.0	178.1	186.5	+4.7
Bulk	20.0	26.7	+33.5	9.6	5.6	-41.9
Packaged	327.4	362.4	+10.7	168.5	180.9	+7.4
Ending Inventory	209.0	149.7	-28.4	211.8	161.0	-24.0
Bulk	203.5	143.6	-29.4	206.6	155.7	-24.6
Packaged	5.5	6.1	+10.4	5.2	5.3	+1.9
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^c	31.3	20.0	-36.1	29.7	21.6	-27.4

^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 - February						
Country	Volume			FOB Value/SSG ^c		
	2019-20	2020-21	Change	2019-20	2020-21	Change
TOTAL OJ						
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Brazil	91.19	111.67	+22.5	1.27	1.16	-8.5
CBI ^b	0.43	1.14	+166.6	0.87	1.00	+15.9
Mexico	37.52	60.97	+62.5	1.92	1.83	-4.4
Other	3.19	0.98	-69.4	2.07	3.87	+86.5
TOTAL	132.33	174.76	+32.1	1.47	1.41	-4.2
NFC OJ						
Brazil	34.03	42.06	+23.6	1.52	1.42	-6.6
CBI ^b	0.00	0.00	N/A	0.00	0.00	N/A
Mexico	6.83	10.74	+57.1	2.83	2.82	-0.5
Other	0.01	0.18	+1197.3	5.02	4.88	-2.9
TOTAL	40.88	52.98	+29.6	1.74	1.71	-1.5

^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 gallon

SOURCE: U.S. Department of Commerce.

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

Season-to-Date October - February						
Country	Volume			FOB Value/SSG ^c		
	2019-20	2020-21	Change	2019-20	2020-21	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	12.88	12.94	+0.4	5.15	4.89	-5.1
Europe	0.70	0.06	-91.5	3.80	6.72	+76.9
Japan	0.03	0.18	+565.2	4.77	5.36	+12.4
Other	5.39	5.42	+0.5	5.44	4.77	-12.3
TOTAL	19.00	18.59	-2.1	5.18	4.87	-6.1

^a Includes OJ with added vitamins and minerals.

^b FDOC Processor exports of OJ for the 2020-21 season were up 37.4%, season-to-date through 03/27/21

^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 - February		
	2019-20	2020-21	Change
- million SSE gallons -			- % -
Beginning Inventory^a	21.6	24.0	+11.1
Foreign Imports^b	<u>43.4</u>	<u>33.4</u>	<u>-23.1</u>
Availability^c	65.1	57.5	-11.7
Ending Inventory^a	<u>18.4</u>	<u>19.6</u>	<u>+6.2</u>
Non-FDOC Processor FCOJ Disappearance^d	46.6	37.9	-18.8

^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		
	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	368.03	415.78	+13.0	2,612.84	3,017.54	+15.5	7.10	7.26	+2.2
NFC	231.83	264.55	+14.1	1,949.03	2,282.31	+17.1	8.41	8.63	+2.6
RECON	136.20	151.23	+11.0	663.81	735.23	+10.8	4.87	4.86	-0.2
FCOJ	14.72	17.90	+21.6	74.45	91.87	+23.4	5.06	5.13	+1.5
Shelf Stable	12.61	13.13	+4.1	94.06	96.36	+2.4	7.46	7.34	-1.6
TOTAL	395.36	446.81	+13.0	2,781.36	3,205.77	+15.3	7.03	7.17	+2.0

Season-to-Date through 03/27/21, Topline Report #6

	2019-20	2020-21	Change	2019-20	2020-21	Change	2019-20	2020-21	Change
Refrigerated	189.95	195.74	+3.0	1,357.90	1,432.53	+5.5	7.15	7.32	+2.4
NFC	120.61	128.35	+6.4	1,022.00	1,106.95	+8.3	8.47	8.62	+1.8
RECON	69.34	67.39	-2.8	335.90	325.59	-3.1	4.84	4.83	-0.3
FCOJ	8.12	7.63	-5.9	41.62	39.00	-6.3	5.13	5.11	-0.4
Shelf Stable	5.80	6.54	+12.8	42.43	48.93	+15.3	7.32	7.48	+2.2
TOTAL	203.86	209.91	+3.0	1,441.94	1,520.46	+5.4	7.07	7.24	+2.4

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		
	8/15/2020	12/5/2020	03/27/21	8/15/2020	12/5/2020	03/27/21
Non-Promotional Price						
NFC <11 oz	\$4.07	\$4.02	\$4.13	\$12.14	\$12.30	\$13.29
NFC 11-20 oz	\$1.98	\$1.82	\$1.77	\$16.26	\$16.76	\$17.34
NFC 20-50 oz	\$4.17	\$4.20	\$4.21	\$16.30	\$16.46	\$16.89
NFC 50-70 oz	\$3.81	\$3.77	\$3.76	\$8.94	\$8.81	\$8.78
NFC 70-110 oz	\$6.00	\$5.96	\$5.96	\$8.63	\$8.57	\$8.58
NFC >110 oz	\$6.77	\$6.73	\$6.76	\$6.77	\$6.73	\$6.76
Promotional Price^a						
NFC <11 oz	\$2.83	\$3.61	\$3.70	\$10.53	\$11.80	\$12.31
NFC 11-20 oz	\$1.41	\$1.34	\$1.33	\$14.20	\$14.00	\$13.99
NFC 20-50 oz	\$3.49	\$3.27	\$3.69	\$13.79	\$13.18	\$15.25
NFC 50-70 oz	\$3.24	\$3.19	\$3.23	\$7.90	\$7.80	\$7.89
NFC 70-110 oz	\$5.60	\$5.61	\$5.69	\$8.06	\$8.07	\$8.19
NFC >110 oz	\$6.79	\$6.02	\$6.02	\$6.79	\$6.02	\$6.02

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)

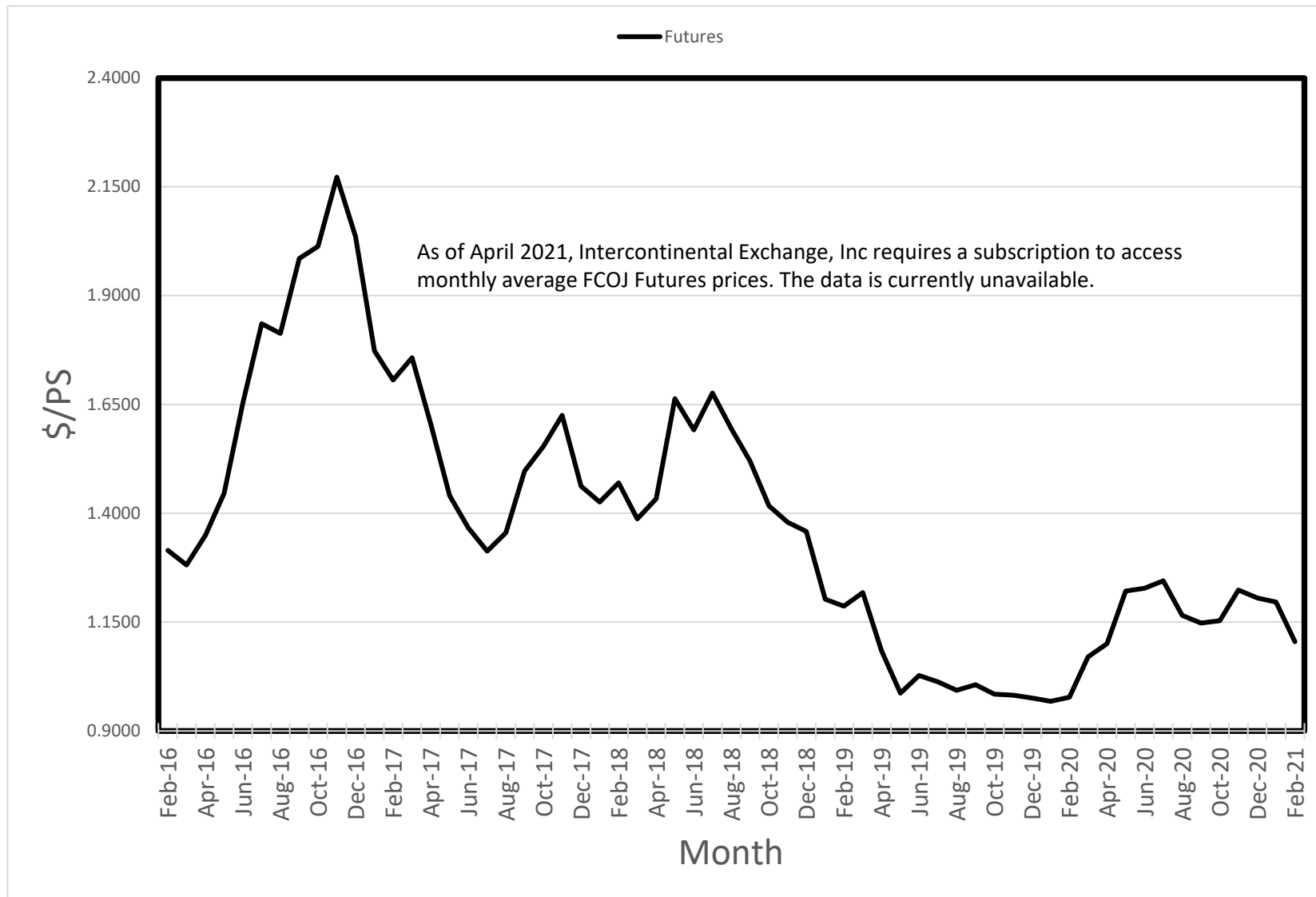
Unit Sizes	Dollar Sales			Gallon Sales		
	16 Week Period Ending			16 Week Period Ending		
	8/15/2020	12/5/2020	03/27/21	8/15/2020	12/5/2020	03/27/21
NFC <11 oz	\$9,577,439	\$12,363,686	\$14,552,605	797,363	1,009,971	1,101,966
NFC 11-20 oz	\$31,645,781	\$31,382,625	\$30,853,151	2,001,496	1,949,818	1,873,617
NFC 20-50 oz	\$8,714,918	\$8,831,982	\$8,540,930	545,913	554,854	515,255
NFC 50-70 oz	\$450,852,396	\$428,181,132	\$474,197,585	52,310,372	50,740,383	56,464,407
NFC 70-110 oz	\$184,626,208	\$180,795,513	\$196,489,477	21,504,339	21,273,642	23,049,680
NFC >110 oz	\$27,691,174	\$25,550,146	\$28,209,138	4,087,613	3,837,132	4,215,871
% Sold on Promotion^a						
NFC <11 oz	6.8%	11.6%	7.6%	7.8%	12.1%	8.2%
NFC 11-20 oz	19.5%	21.0%	22.2%	21.7%	24.1%	26.1%
NFC 20-50 oz	11.6%	13.6%	17.5%	13.5%	16.4%	19.0%
NFC 50-70 oz	28.3%	33.8%	40.6%	30.8%	36.6%	43.2%
NFC 70-110 oz	7.7%	13.2%	12.6%	8.2%	13.9%	13.2%
NFC >110 oz	1.2%	8.8%	8.3%	1.2%	9.7%	9.2%

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.

FCOJ Futures Monthly Average Prices

March 2016 through March 2021



FCOJ Prices March

Item	2020	2021	Change
- \$ / PS -			- % -
FCOJ Futures^a	1.0702		

SOURCES: Intercontinental Exchange, Inc. (Futures)

^aAs of April 2021, Intercontinental Exchange, Inc requires a subscription to access monthly average FCOJ Futures prices. The data is currently unavailable.

FDOC Processor Delivered-In Prices

Variety	STD Prices Reported for Canner's A		
	2019-20	2020-21	Change
	- \$ / PS -		- % -
Early & Midseason Oranges ^a	\$0.97	\$1.70	75.3%
Late Season Oranges ^b	\$1.25	\$2.50	100.0%
White Grapefruit ^c	NA	\$2.21	NA
Red/Pink Grapefruit ^c	NA	\$2.28	NA

^a 2020-21 Season final price from 02/13/21. 2019-20 Season final price from 02/22/20.

^b 2020-21 Season final price from 07/31/21. 2019-20 Season final price from 07/31/20.

^c 2020-21 Season final price from 06/01/21. 2019-20 Season final price from 01/00/00.

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

Season	March Average		Season-to-Date ^a (July - March)	
	Price	Change from Year Ago	Price	Change from Year Ago
	- \$ / box ^b -	- % -	- \$ / box ^b -	- % -
2018-19	5.62		5.69	
2019-20	4.19	-25.4	4.88	-14.2
2020-21	4.41	+5.3	4.47	-8.4

^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 03/28/21			FOB Price through 02/20/21		
	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	1,927	2,232	+15.8	12.37	15.61	+26.2
Navel	766	598	-22.0	15.44	19.44	+25.9
Valencia	1,139	1,316	+15.6	14.86	14.62	-1.6
Tangelo	136	85	-37.6	24.13	31.00	+28.5
Early Tangerines ^a	822	845	+2.8	23.43	22.76	-2.8
Honey / Murcotts	132	126	-4.6	24.74	26.96	+9.0
Royal Tangerines / Temples	32	31	-2.9	N/A	20.78	N/A
TOTAL	4,955	5,234	+5.6			

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		
2019-20	2020-21	Change		2019-20	2020-21	Change
August - February				STD - 03/05/21		
- million pounds -		- % -		- 1,000 Equivalent ¹ 4/5 Bu. Cartons -		
319.6	437.0	+36.8	Total	3,779	2,713	-28.2
			Domestic	3,532	2,512	-28.9
			Canada	230	96	-58.1
			Overseas	17	105	+520.2
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 03/27/21 (FDOC Processor Week 25)		
	2018-19	2019-20	Change	2019-20	2020-21	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	5.2	6.9	+32.0	6.9	7.3	+7.0
Pack from Fruit	2.7	2.2	-18.8	1.9	1.3	-31.7
Imports^a	3.8	1.4	-63.1	1.1	0.5	-57.8
Availability	11.8	10.5	-10.8	9.8	9.1	-7.6
Movement	4.1	2.0	-50.7	1.0	1.6	+62.8
Bulk	3.9	1.9	-51.9	0.9	1.5	+67.6
Packaged	0.2	0.1	-22.9	0.1	0.1	-11.2
Ending Inventory	6.9	7.3	+7.0	8.3	7.5	-9.1
Bulk	6.8	7.3	+7.0	8.3	7.5	-9.3
Packaged	0.0	0.0	-10.0	0.0	0.0	+38.0
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	87.0	192.5	+121.3	216.8	121.1	-44.2

^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: 03/27/21 (FDOC Processor Week 25)		
	2018-19	2019-20	Change	2019-20	2020-21	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	6.9	8.5	+24.0	8.5	9.5	+11.5
Pack from Fruit	8.7	10.6	+21.1	9.8	8.0	-18.1
Imports^a	4.7	2.0	-56.4	1.7	1.1	-36.8
Availability	20.3	21.1	+4.2	20.0	18.6	-7.0
Movement	11.0	10.4	-4.7	4.7	5.2	+12.0
Bulk	0.5	-0.1	-124.9	-0.1	-0.1	-23.4
Packaged	10.5	10.6	+1.1	4.8	5.3	+11.4
Ending Inventory	8.5	9.5	+11.5	14.7	13.3	-9.0
Bulk	8.4	9.2	+10.4	14.6	13.2	-9.3
Packaged	0.2	0.3	+63.4	0.1	0.1	+34.8
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	40.5	47.3	+17.0	78.5	63.8	-18.8

^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 - February						
Country	Volume			FOB Value/SSG ^c		
	2019-20	2020-21	Change	2019-20	2020-21	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	0.39	0.61	+58.6	6.18	4.17	-32.5
Europe	0.47	0.40	-13.1	4.69	3.56	-24.1
Japan	0.22	0.46	+103.7	4.79	4.68	-2.3
Other	0.53	0.40	-23.6	4.92	4.72	-4.0
TOTAL	1.60	1.88	+17.1	5.14	4.28	-16.7

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

^b FDOC Processor exports of GJ for the 2020-21 season were down 50.4%, season-to-date through 03/27/21.

^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		
	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	9.07	+6.0	77.31	85.45	+10.5	9.03	9.42	+4.3
NFC	8.45	8.91	+5.5	75.60	82.65	+9.3	8.94	9.27	+3.7
RECON	0.10	0.15	+47.5	1.70	2.80	+64.1	16.32	18.16	+11.3
FCGJ	0.39	0.47	+18.9	1.86	1.80	-3.2	4.71	3.83	-18.6
Shelf Stable	2.99	2.99	-0.1	20.29	22.11	+9.0	6.79	7.41	+9.1
TOTAL	11.94	12.52	+4.9	99.45	109.36	+10.0	8.33	8.73	+4.9

Season-to-Date through 03/27/21, Topline Report #6

	2019-20	2020-21	Change	2019-20	2020-21	Change	2019-20	2020-21	Change
Refrigerated	3.99	4.11	+2.9	36.64	39.30	+7.3	9.18	9.57	+4.3
NFC	3.93	4.03	+2.6	35.49	37.78	+6.4	9.04	9.38	+3.8
RECON	0.06	0.08	+22.9	1.15	1.52	+32.2	17.81	19.16	+7.6
FCOJ	0.22	0.17	-21.0	0.94	0.64	-31.6	4.25	3.68	-13.4
Shelf Stable	1.29	1.35	+4.5	9.26	10.20	+10.1	7.18	7.57	+5.4
TOTAL	5.50	5.63	+2.3	46.85	50.14	+7.0	8.51	8.91	+4.6

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 03/28/21

Destination/Variety	2019-20 STD	2020-21 STD	Change
- 1,000 4/5-bu. cartons -			- % -
Domestic & Canadian - All	2,232	2,634	+18.0
White	67	86	+27.0
Red/Pink	2,165	2,548	+17.7
Offshore Exports - All	1,536	1,098	-28.5
White	267	177	-33.6
Red/Pink	1,269	921	-27.4
TOTAL - All	3,769	3,732	-1.0
White	335	263	-21.4
Red/Pink	3,434	3,469	+1.0

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Shipments Season-to-Date through 03/28/21

Country	2019-20 STD	2020-21 STD	Change
- 1,000 4/5-bu. cartons -			- % -
United States	1,947	2,416	+24.1
Canada	286	218	-23.6
Europe	707	524	-25.9
Japan	581	362	-37.6
Other	249	212	-14.8
TOTAL - All	3,769	3,732	-1.0

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Domestic FOB Prices
Season-to-Date through 02/20/21

Variety	FOB Price		
	2019-20 Final	2020-21 STD	Change
	- \$ / carton -		- % -
TOTAL^a	15.96	18.38	+15.1
White	17.76	18.62671842	+4.9
Red/Pink	15.79	18.3637515	+16.3

^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	3.492	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
2020 (through March)	0.8747	4.446	108.96
2021 (through March)	0.8293	5.467	105.93
% Change	-5.2	+23.0	-2.8
Average for Month of March			
2020	0.8081	4.8638	107.69
2021	0.8396	5.6394	108.676
% Change	+3.9	+15.9	+0.9