

# Florida Citrus Economic & Market Indicators April 2020

Florida Department of  
Citrus

Economic and Market  
Research



# Florida Citrus Economic & Market Indicators

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<b>Summary Comments.....</b>	<b>3</b>
 <b>Oranges &amp; Specialty Fruit</b>	
· Brazil Orange Juice Exports.....	4
· Florida FCOJ Availability, Movement and Inventory.....	5
· Florida SSOJ Availability, Movement and Inventory.....	6
· U.S. Orange Juice Imports.....	7
· U.S. Orange Juice Exports.....	8
· Non-FDOC Processor FCOJ Disappearance Index.....	9
· U.S. Retail Orange Juice Sales Expanded All Outlets Combined (xAOC).....	10
· U.S. Retail NFC Orange Juice Promotional Pricing (xAOC).....	10a
· U.S. Retail NFC Orange Juice Sales by Unit Size (xAOC).....	10b
· FCOJ Futures.....	11
· FCOJ Prices.....	12
· FDOC Processor Delivered-In Prices.....	13
· Sao Paulo Processed Orange Delivered-In Prices.....	14
· Florida Fresh Orange and Specialty Fruit Shipments and FOB Prices, Season-to-Date.....	15
· Selected Competitive Fresh Fruit Shipments.....	16
 <b>Grapefruit</b>	
· Florida FCGJ Availability, Movement and Inventory.....	17
· Florida SSGJ Availability, Movement and Inventory.....	18
· U.S. Grapefruit Juice Exports.....	19
· U.S. Retail Grapefruit Juice Sales Expanded All Outlets Combined (xAOC).....	20
· Florida Fresh Grapefruit Shipments, Season-to-Date.....	21
· Florida Fresh Grapefruit Domestic and Export Certified Shipments.....	22
· Florida Fresh Grapefruit Domestic FOB Prices, Season-to-Date.....	23
 <b>Foreign Exchange Rates Per USD.....</b>	 <b>24</b>

## Summary Comments

- Brazil's OJ exports for 2019-20 Brazilian season (July-March) were up 8.5% from the previous 3 season average with exports to the NAFTA region, Europe and the Far East down 22.2%, up 17.9% and up 41.0%, respectively.
- Season-to-date through 03/28/20, Florida FCOJ availability, movement and ending inventories were up 5.3%, down 7.7%, and up 13.3% respectively, from last season.
- Season-to-date through 03/28/20, Florida SSOJ availability, movement and ending inventories were up 11.0%, up 2.4%, and up 13.0% respectively, from last season.
- For October through February of the 2019-20 season, U.S. OJ imports and exports were down 38.7% and up 9.3% from last season, respectively. Season-to-date through 03/28/20, Florida OJ exports were down 39.6% (FDOC Processors Report).
- For October through February of the 2019-20 season, Non-FDOC Processor FCOJ disappearance, based on FCOJ inventories and imports, was up 33.6%.
- Season-to-date through 03/14/20, OJ volume sales in all Nielsen retail outlets (U.S. grocery stores doing \$2 million and greater annual sales, drug stores doing \$1 million and greater annual sales, mass merchandisers, Walmart, club (Sam's and BJ's), dollar stores (Dollar General, Family Dollar and Fred's), and military/DECA) were down 0.3% from the previous season, with the NFC price up 0.9%, the Recon price up 0.2% and the overall OJ price up 0.3%.
- The average FCOJ Futures price was \$1.07/PS, down \$0.15/PS from last year.
- Season-to-date through 02/22/20, the delivered-in price for early and midseason oranges was \$0.97/PS, down \$1.23/PS from last season. Late season Orange prices cannot be compared.
- Season-to-date through 03/29/20, fresh orange and specialty citrus shipments were up 26.2% from last season.
- From August through February of the 2019-20 season, clementine and tangerine imports were down 36.2% relative to last season. Season-to-date through 04/04/20, Texas fresh grapefruit shipments were up 2.3% relative to last season.
- Season-to-date through 03/28/20, Florida FCGJ availability, movement and ending inventories were down 12.9%, down 48.6%, and up 7.2% respectively, from last season.
- Season-to-date through 03/28/20, Florida SSGJ availability, movement and ending inventories were up 10.1%, down 10.9%, and up 15.1% respectively, from last season.
- For October through February of the 2019-20 season, U.S. GJ exports were down 41.0%. Season-to-date through 03/28/20, Florida GJ exports were down 43.3% (FDOC Processors report).
- Season-to-date through 03/14/20, GJ volume sales in all Nielsen retail outlets (U.S. grocery stores doing \$2 million and greater annual sales, drug stores doing \$1 million and greater annual sales, mass merchandisers, Walmart, club (Sam's and BJ's), dollar stores (Dollar General, Family Dollar and Fred's), and military/DECA) were down 5.4% from the previous season, with the overall GJ price up 5.5%.
- Season-to-date through 03/29/20, Florida fresh grapefruit shipments were up 12.0% from last season, with Domestic/Canadian shipments up 12.9% and offshore shipments up 10.9% (DFVI). Shipments to Europe and Japan were up 38.3% and down 10.9%, respectively. Domestic FOB prices (CAC) for fresh white and red/pink grapefruit were up 6.6% and down 11.4%, respectively.
- For the month of March, versus the same period last year, the Euro/USD, Real/USD, and Yen/USD exchange rates were down 8.7%, up 26.7%, and down 3.1% respectively.

## Brazil Orange Juice Exports

Destination		Season-to-date (July-March)				Change from 3 season average
		2016-17	2017-18	2018-19	2019-20	
million SSE Gallons						%
NAFTA <sup>b</sup>	Total	198.8	319.6	236.0	195.7	-22.2
	FCOJ	113.5	199.2	110.5	108.3	-23.2
	SSOJ	85.3	120.3	125.5	87.4	-20.8
Europe <sup>c</sup>	Total	665.8	793.4	718.7	855.8	+17.9
	FCOJ	484.0	625.8	540.4	676.2	+22.9
	SSOJ	181.8	167.6	178.3	179.6	+2.1
East Asia <sup>d</sup>	Total	72.6	104.7	90.9	126.0	+41.0
Others	Total	71.6	66.8	57.4	50.9	-22.0
Total						+8.5

<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.

SOURCE: Secretary of External Commerce - Brazil

## Florida FCOJ Availability, Movement and Inventory

Item	Prior Season Comparison (October - September)			Season-to-Date 03/28/20 (FDOC Processor Week 26)		
	2017-18	2018-19	Change	2018-19	2019-20	Change
	- million PS -		- % -	- million PS -		- % -
<b>Beginning Inventory</b>	<b>192.2</b>	<b>243.1</b>	<b>+26.5</b>	<b>243.1</b>	<b>317.8</b>	<b>+30.7</b>
<b>Pack from Fruit</b>	<b>41.1</b>	<b>87.3</b>	<b>+112.4</b>	<b>53.6</b>	<b>60.8</b>	<b>+13.5</b>
<b>Imports<sup>a</sup></b>	<b>313.9</b>	<b>304.4</b>	<b>-3.0</b>	<b>147.3</b>	<b>89.1</b>	<b>-39.5</b>
<b>Availability</b>	<b>547.2</b>	<b>634.8</b>	<b>+16.0</b>	<b>444.0</b>	<b>467.7</b>	<b>+5.3</b>
<b>Movement</b>	<b>303.5</b>	<b>317.0</b>	<b>+4.5</b>	<b>168.8</b>	<b>155.8</b>	<b>-7.7</b>
Bulk	237.3	251.6	+6.1	137.9	125.2	-9.2
Packaged	66.2	65.4	-1.2	30.9	30.6	-0.9
<b>Ending Inventory</b>	<b>243.7</b>	<b>317.8</b>	<b>+30.4</b>	<b>275.2</b>	<b>311.8</b>	<b>+13.3</b>
Bulk	237.8	311.9	+31.2	269.3	305.2	+13.3
Packaged	5.9	5.8	-1.6	5.9	6.6	+12.0
	- weeks supply -		- % -	- weeks supply -		- % -
<b>Carry Over - STD<sup>b</sup></b>	<b>41.8</b>	<b>52.1</b>	<b>+24.8</b>	<b>42.4</b>	<b>52.0</b>	<b>+22.7</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 03/28/20 (FDOC Processor Week 26)		
	2017-18	2018-19	Change	2018-19	2019-20	Change
	- million PS -		- % -	- million PS -		- % -
<b>Beginning Inventory</b>	<b>186.7</b>	<b>124.5</b>	<b>-33.3</b>	<b>124.5</b>	<b>209.0</b>	<b>+67.8</b>
<b>Pack from Fruit</b>	<b>200.2</b>	<b>318.4</b>	<b>+59.0</b>	<b>169.0</b>	<b>178.4</b>	<b>+5.5</b>
<b>Imports<sup>a</sup></b>	<b>104.9</b>	<b>119.3</b>	<b>+13.8</b>	<b>86.7</b>	<b>34.9</b>	<b>-59.8</b>
<b>Availability</b>	<b>491.8</b>	<b>562.3</b>	<b>+14.3</b>	<b>380.2</b>	<b>422.2</b>	<b>+11.0</b>
<b>Movement<sup>b</sup></b>	<b>365.4</b>	<b>347.5</b>	<b>-4.9</b>	<b>184.2</b>	<b>188.7</b>	<b>+2.4</b>
Bulk	26.7	20.0	-24.9	10.0	10.2	+2.5
Packaged	338.7	327.4	-3.3	174.2	178.5	+2.4
<b>Ending Inventory</b>	<b>124.6</b>	<b>209.0</b>	<b>+67.8</b>	<b>193.4</b>	<b>218.6</b>	<b>+13.0</b>
Bulk	119.7	203.5	+70.0	188.0	213.8	+13.7
Packaged	4.9	5.5	+13.0	5.4	4.8	-11.2
	- weeks supply -		- % -	- weeks supply -		- % -
<b>Carry Over - STD<sup>c</sup></b>	<b>17.7</b>	<b>31.3</b>	<b>+76.4</b>	<b>27.3</b>	<b>30.1</b>	<b>+10.3</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 - February						
Country	Volume			FOB Value/SSG <sup>c</sup>		
	2018-19	2019-20	Change	2018-19	2019-20	Change
<b>TOTAL OJ</b>						
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Brazil	119.41	91.19	-23.6	1.50	1.27	-15.3
CBI <sup>b</sup>	5.94	2.81	-52.7	1.82	1.67	-8.2
Mexico	89.76	37.52	-58.2	1.93	1.92	-0.5
Other	0.76	0.82	+7.9	3.08	2.83	-8.1
<b>TOTAL</b>	<b>215.87</b>	<b>132.33</b>	<b>-38.7</b>	<b>1.69</b>	<b>1.47</b>	<b>-13.0</b>
<b>NFC OJ</b>						
Brazil	71.28	34.03	-52.3	1.61	1.52	-5.6
CBI <sup>b</sup>	0.00	0.00	N/A	5.40	0.00	-100.0
Mexico	10.72	6.83	-36.3	2.64	2.83	+7.2
Other	0.02	0.01	-50.0	4.35	5.02	+15.4
<b>TOTAL</b>	<b>82.03</b>	<b>40.88</b>	<b>-50.2</b>	<b>1.74</b>	<b>1.74</b>	<b>0.0</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 - February						
Country	Volume			FOB Value/SSG <sup>c</sup>		
	2018-19	2019-20	Change	2018-19	2019-20	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	12.52	12.88	+2.9	5.14	5.15	+0.2
Europe	0.10	0.71	+610.0	4.64	3.83	-17.5
Japan	0.18	0.03	-83.3	6.86	4.77	-30.5
Other	4.59	5.38	+17.2	5.72	6.44	+12.6
<b>TOTAL</b>	<b>17.39</b>	<b>19.00</b>	<b>+9.3</b>	<b>5.26</b>	<b>5.18</b>	<b>-1.5</b>

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

<sup>b</sup> FDOC Processor exports of OJ for the 2019-20 season were down 39.6%, season-to-date through 03/28/20.

<sup>c</sup> The FOB value of the products reported by the exporter, which does not include duties, freight, custom fees or other charges, divided by the reported number of single strength gallons.

SOURCE: U.S. Department of Commerce.



## Non-FDOC Processor FCOJ Disappearance Index

Item	Season-to-Date October - February		
	2018-19	2019-20	Change
- million SSE gallons -			- % -
<b>Beginning Inventory<sup>a</sup></b>	<b>12.3</b>	<b>21.6</b>	<b>+76.3</b>
<b>Foreign Imports<sup>b</sup></b>	<b><u>24.2</u></b>	<b><u>39.5</u></b>	<b><u>+63.4</u></b>
<b>Availability<sup>c</sup></b>	<b>36.5</b>	<b>61.2</b>	<b>+67.7</b>
<b>Ending Inventory<sup>a</sup></b>	<b><u>4.9</u></b>	<b><u>18.9</u></b>	<b><u>+289.8</u></b>
<b>Non-FDOC Processor FCOJ Disappearance<sup>d</sup></b>	<b>31.6</b>	<b>42.2</b>	<b>+33.6</b>

<sup>a</sup>National Agricultural Statistics Service (NASS), U.S. FCOJ cold storage minus FDOC Processor, FCOJ inventory, as reported in NASS-USDA, "Cold Storage" reports and FDOC Processor weekly reports.

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

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

<sup>d</sup>Non-FDOC Processor FCOJ Disappearance is a partial Measure of non-Florida presumed consumption that does not include U.S. production from States other than Florida or U.S. exports.

# U.S. Retail Orange Juice Sales

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

Item	Volume Sales			Dollar Sales			Price/Eq Gallon		
	2017-18	2018-19	Change	2017-18	2018-19	Change	2017-18	2018-19	Change
	- million SSE gallons -		- % -	- million dollars -		- % -	- \$/SSE gallon -		- % -
Full Season Results for the Previous Two Seasons									
Refrigerated	382.78	361.94	-5.4	2,633.77	2,564.57	-2.6	6.88	7.09	+3.0
NFC	249.50	227.66	-8.8	1,969.77	1,909.03	-3.1	7.90	8.39	+6.2
RECON	133.28	134.28	+0.8	663.99	655.53	-1.3	4.98	4.88	-2.0
FCOJ	16.40	15.18	-7.4	82.33	75.61	-8.2	5.02	4.98	-0.8
Shelf Stable	12.26	12.66	+3.2	89.34	92.62	+3.7	7.29	7.32	+0.4
TOTAL	411.44	389.78	-5.3	2,805.43	2,732.79	-2.6	6.82	7.01	+2.8
Season-to-Date through 03/14/20, Topline Report #6									
	2018-19	2019-20	Change	2018-19	2019-20	Change	2018-19	2019-20	Change
Refrigerated	178.59	178.53	0.0	1,263.15	1,271.89	+0.7	7.07	7.12	+0.7
NFC	114.12	113.07	-0.9	946.18	954.31	+0.9	8.29	8.44	+1.8
RECON	64.47	65.46	+1.5	316.97	317.57	+0.2	4.92	4.85	-1.3
FCOJ	7.51	7.46	-0.6	37.20	37.41	+0.6	4.96	5.01	+1.2
Shelf Stable	6.13	5.66	-7.7	45.51	40.92	-10.1	7.43	7.23	-2.6
TOTAL	192.23	191.64	-0.3	1,345.86	1,350.21	+0.3	7.00	7.05	+0.6

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.

## 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		
	8/3/2019	11/23/2019	03/14/20	8/3/2019	11/23/2019	03/14/20
<b>Non-Promotional Price</b>						
NFC <11 oz	\$4.03	\$4.06	\$4.09	\$12.20	\$12.14	\$12.22
NFC 11-20 oz	\$1.93	\$1.83	\$1.90	\$16.29	\$15.74	\$16.43
NFC 20-50 oz	\$3.83	\$3.90	\$3.96	\$15.12	\$15.41	\$15.65
NFC 50-70 oz	\$3.73	\$3.73	\$3.70	\$8.62	\$8.72	\$8.64
NFC 70-110 oz	\$5.88	\$5.85	\$5.84	\$8.46	\$8.42	\$8.40
NFC >110 oz	\$6.70	\$6.71	\$6.75	\$6.70	\$6.71	\$6.75
<b>Promotional Price<sup>a</sup></b>						
NFC <11 oz	\$3.26	\$3.14	\$3.38	\$10.12	\$10.23	\$10.43
NFC 11-20 oz	\$1.30	\$1.37	\$1.38	\$13.10	\$13.42	\$13.57
NFC 20-50 oz	\$2.98	\$3.17	\$3.52	\$11.66	\$12.88	\$14.44
NFC 50-70 oz	\$3.09	\$3.11	\$3.10	\$7.51	\$7.59	\$7.57
NFC 70-110 oz	\$5.52	\$5.54	\$5.50	\$7.96	\$7.99	\$7.93
NFC >110 oz	\$6.61	\$6.05	\$6.17	\$6.61	\$6.05	\$6.17

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)

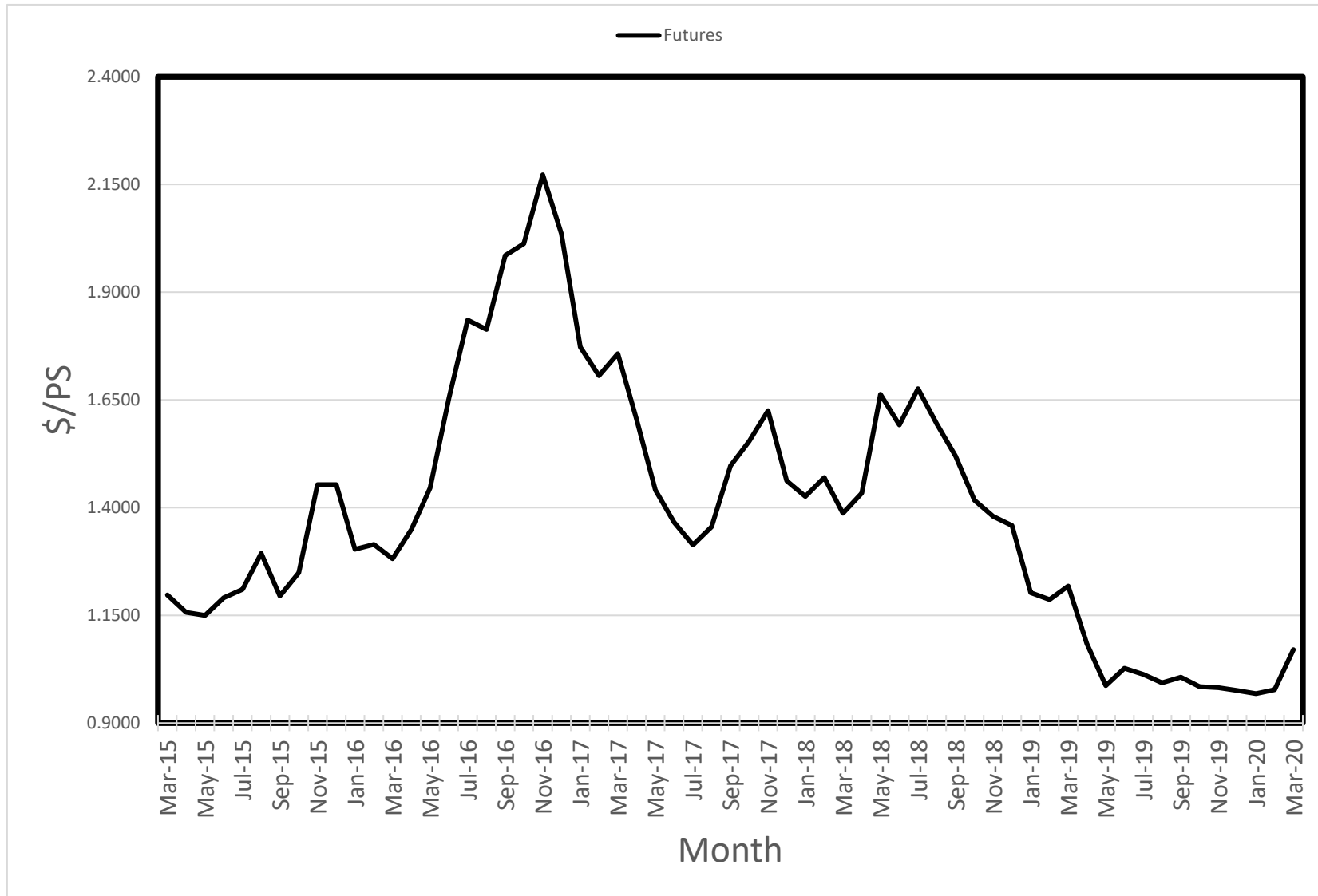
Unit Sizes	Dollar Sales			Gallon Sales		
	16 Week Period Ending			16 Week Period Ending		
	8/3/2019	11/23/2019	03/14/20	8/3/2019	11/23/2019	03/14/20
NFC <11 oz	\$8,376,184	\$9,312,342	\$9,439,975	696,842	778,758	783,372
NFC 11-20 oz	\$31,990,296	\$33,580,941	\$35,146,997	2,066,959	2,220,474	2,237,638
NFC 20-50 oz	\$7,256,389	\$7,933,297	\$9,255,814	494,627	528,582	599,061
NFC 50-70 oz	\$340,050,940	\$342,034,298	\$420,028,998	41,741,824	41,526,136	51,697,057
NFC 70-110 oz	\$139,407,227	\$141,856,395	\$172,511,724	16,676,255	17,036,943	20,792,096
NFC >110 oz	\$19,955,576	\$19,618,187	\$22,801,831	2,981,216	2,949,868	3,402,632
<b>% Sold on Promotion<sup>a</sup></b>						
NFC <11 oz	7.2%	8.1%	8.3%	8.5%	9.5%	9.5%
NFC 11-20 oz	21.5%	23.6%	21.8%	25.4%	26.6%	25.2%
NFC 20-50 oz	10.3%	13.7%	15.4%	13.0%	15.9%	16.5%
NFC 50-70 oz	39.5%	39.3%	45.0%	42.8%	42.6%	48.3%
NFC 70-110 oz	18.5%	20.4%	21.3%	19.5%	21.3%	22.3%
NFC >110 oz	2.5%	7.7%	7.3%	2.5%	8.5%	7.9%

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.

<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

March 2015 through March 2020



## FCOJ Prices March

Item	2019	2020	Change
- \$ / PS -			- % -
FCOJ Futures	1.2177	1.0702	-12.1

SOURCES: Intercontinental Exchange, Inc. (Futures)

## FDOC Processor Delivered-In Prices

Variety	STD Prices Reported for Canner's A		
	2018-19	2019-20	Change
	- \$ / PS -		- % -
Early & Midseason Oranges <sup>a</sup>	\$2.20	\$0.97	-56.1
Late Season Oranges <sup>b</sup>	N/A	\$1.19	N/A
White Grapefruit <sup>c</sup>	N/A	N/A	N/A
Red/Pink Grapefruit <sup>c</sup>	\$3.13	\$2.05	-34.5

<sup>a</sup> 2019-20 Season final price from 02/22/20. 2018-19 Season final price from 03/02/19.

<sup>b</sup> 2019-20 STD price through 03/28/20. 2018-19 STD price through 03/30/19.

<sup>c</sup> 2019-20 STD price through 03/28/20. 2018-19 STD price through 03/30/19.

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

Season	March Average		Season-to-Date <sup>a</sup> (July - March)	
	Price	Change from Year Ago	Price	Change from Year Ago
	- \$ / box <sup>b</sup> -	- % -	- \$ / box <sup>b</sup> -	- % -
<b>2017-18</b>	<b>4.96</b>		<b>5.68</b>	
<b>2018-19</b>	<b>5.62</b>	<b>+13.3</b>	<b>5.69</b>	<b>+0.1</b>
<b>2019-20</b>	<b>4.19</b>	<b>-25.4</b>	<b>4.88</b>	<b>-14.2</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 03/29/20			FOB Price through 03/29/20		
	2018-19 STD	2019-20 STD	Change	2018-19 Final	2019-20 STD	Change
	- 1,000 of 4/5 bu. cartons -		- % -	- \$ / carton -		- % -
Early & Mid Oranges	1,735	1,927	+11.1	15.07	12.37	-17.9
Navel	665	766	+15.2	17.60	15.44	-12.3
Valencia	601	1,139	+89.3	N/A	14.21	N/A
Tangelo	133	136	+2.9	16.07	24.13	+50.2
Early Tangerines <sup>a</sup>	576	822	+42.8	21.37	23.43	+9.6
Honey / Murcotts	171	132	-22.3	29.67	24.74	-16.6
Royal Tangerines / Temples	47	32	-31.1	17.91	N/A	N/A
<b>TOTAL</b>	<b>3,927</b>	<b>4,955</b>	<b>+26.2</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 - February			STD - 04/04/20		
- million pounds -		- % -	- thousand 7/10 bu. Cartons -		- % -
422.0	269.4	-36.2	Total 3,826	3,915	+2.3
			Export 274	18	-93.5
Source: U.S. Department of Commerce.			Source: Texas Valley Citrus Committee.		

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Source: Texas Valley Citrus Committee.

## Florida FCGJ Availability, Movement and Inventory

Item	Prior Season Comparison (October - September)			Season-to-Date 03/28/20 (FDOC Processor Week 26)		
	2017-18	2018-19	Change	2018-19	2019-20	Change
	- million PS -		- % -	- million PS -		- % -
<b>Beginning Inventory</b>	<b>9.5</b>	<b>5.2</b>	<b>-45.8</b>	<b>5.2</b>	<b>6.8</b>	<b>+32.2</b>
<b>Pack from Fruit</b>	<b>2.3</b>	<b>2.7</b>	<b>+19.5</b>	<b>2.6</b>	<b>2.1</b>	<b>-20.5</b>
<b>Imports<sup>a</sup></b>	<b>4.5</b>	<b>2.4</b>	<b>-46.0</b>	<b>2.4</b>	<b>0.0</b>	<b>-100.0</b>
<b>Availability</b>	<b>16.4</b>	<b>10.3</b>	<b>-36.7</b>	<b>10.3</b>	<b>8.9</b>	<b>-12.9</b>
<b>Movement</b>	<b>11.7</b>	<b>4.9</b>	<b>-57.9</b>	<b>3.0</b>	<b>1.6</b>	<b>-48.6</b>
Bulk	11.6	4.7	-58.9	2.9	1.5	-48.9
Packaged	0.1	0.2	+44.8	0.1	0.1	-39.9
<b>Ending Inventory</b>	<b>5.2</b>	<b>6.9</b>	<b>+31.7</b>	<b>7.9</b>	<b>8.5</b>	<b>+7.2</b>
Bulk	5.2	6.8	+31.8	7.9	8.5	+7.5
Packaged	0.0	0.0	-3.0	0.0	0.0	-52.2
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
<b>Carry Over<sup>b</sup></b>	<b>23.2</b>	<b>72.7</b>	<b>+212.8</b>	<b>68.0</b>	<b>141.9</b>	<b>+108.7</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: 03/28/20 (FDOC Processor Week 26)		
	2017-18	2018-19	Change	2018-19	2019-20	Change
	- million PS -		- % -	- million PS -		- % -
<b>Beginning Inventory</b>	<b>8.6</b>	<b>6.9</b>	<b>-19.7</b>	<b>6.9</b>	<b>8.5</b>	<b>+24.0</b>
<b>Pack from Fruit</b>	<b>6.4</b>	<b>8.7</b>	<b>+36.8</b>	<b>8.3</b>	<b>10.1</b>	<b>+21.5</b>
<b>Imports<sup>a</sup></b>	<b>4.4</b>	<b>4.7</b>	<b>+7.3</b>	<b>3.3</b>	<b>1.7</b>	<b>-48.4</b>
<b>Availability</b>	<b>19.3</b>	<b>20.3</b>	<b>+5.1</b>	<b>18.4</b>	<b>20.3</b>	<b>+10.1</b>
<b>Movement</b>	<b>12.4</b>	<b>11.0</b>	<b>-11.5</b>	<b>5.6</b>	<b>5.0</b>	<b>-10.9</b>
Bulk	1.2	0.5	-58.7	0.2	-0.1	-152.0
Packaged	11.2	10.5	-6.5	5.3	5.1	-4.6
<b>Ending Inventory</b>	<b>6.8</b>	<b>8.5</b>	<b>+25.3</b>	<b>12.8</b>	<b>14.7</b>	<b>+15.1</b>
Bulk	6.7	8.4	+25.5	12.6	14.5	+15.4
Packaged	0.1	0.2	+14.6	0.2	0.1	-10.8
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
<b>Carry Over<sup>b</sup></b>	<b>28.6</b>	<b>40.5</b>	<b>+41.6</b>	<b>59.6</b>	<b>77.0</b>	<b>+29.2</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 - February						
Country	Volume			FOB Value/SSG <sup>c</sup>		
	2018-19	2019-20	Change	2018-19	2019-20	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	0.64	0.39	-39.1	5.83	6.18	+6.0
Europe	1.07	0.47	-56.1	5.34	4.69	-12.2
Japan	0.45	0.22	-51.1	4.98	4.79	-3.8
Other	0.55	0.53	-3.6	4.36	4.92	+12.8
<b>TOTAL</b>	<b>2.71</b>	<b>1.60</b>	<b>-41.0</b>	<b>5.20</b>	<b>5.14</b>	<b>-1.2</b>

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

<sup>b</sup> FDOC Processor exports of GJ for the 2019-20 season were down 43.3%, season-to-date through 03/28/20.

<sup>c</sup> The FOB value of the products reported by the exporter, which does not include duties, freight, custom fees or other charges, divided by the reported number of single strength gallons.

# U.S. Retail Grapefruit Juice Sales

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

Item	Volume Sales			Dollar Sales			Price/Eq Gallon		
	2017-18	2018-19	Change	2017-18	2018-19	Change	2017-18	2018-19	Change
	- million SSE gallons -		- % -	- million dollars -		- % -	- \$/SSE gallon -		- % -
Full Season Results for the Previous Two Seasons									
Refrigerated	9.25	8.22	-11.1	76.02	73.42	-3.4	8.22	8.93	+8.6
NFC	8.77	8.11	-7.6	72.82	71.79	-1.4	8.30	8.86	+6.7
RECON	0.48	0.12	-75.2	3.20	1.63	-49.1	6.72	13.78	+105.2
FCGJ	0.09	0.38	+321.0	0.44	1.82	+312.3	4.84	4.74	-2.1
Shelf Stable	3.69	3.02	-18.2	22.84	20.05	-12.2	6.18	6.64	+7.4
TOTAL	13.04	11.63	-10.8	99.30	95.29	-4.0	7.62	8.19	+7.6
Season-to-Date through 03/14/20, Topline Report #6									
	2018-19	2019-20	Change	2018-19	2019-20	Change	2018-19	2019-20	Change
Refrigerated	3.87	3.71	-4.1	33.83	34.04	+0.6	8.74	9.17	+4.9
NFC	3.83	3.61	-5.7	33.34	32.20	-3.4	8.70	8.92	+2.4
RECON	0.04	0.10	+145.5	0.48	1.84	+281.3	11.84	18.39	+55.3
FCGJ	0.14	0.21	+51.7	0.66	0.94	+41.4	4.70	4.38	-6.8
Shelf Stable	1.46	1.24	-14.5	9.29	8.70	-6.3	6.38	6.99	+9.6
TOTAL	5.47	5.17	-5.4	43.78	43.68	-0.2	8.01	8.45	+5.5

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 03/29/20

Destination/Variety	2018-19 STD	2019-20 STD	Change
- 1,000 4/5-bu. cartons -			- % -
<b>Domestic &amp; Canadian - All</b>	<b>1,970</b>	<b>2,224</b>	<b>+12.9</b>
White	41	66	+60.2
Red/Pink	1,929	2,158	+11.9
<b>Offshore Exports - All</b>	<b>1,394</b>	<b>1,545</b>	<b>+10.9</b>
White	356	269	-24.4
Red/Pink	1,038	1,276	+23.0
<b>TOTAL - All</b>	<b>3,364</b>	<b>3,769</b>	<b>+12.0</b>
White	397	335	-15.7
Red/Pink	2,967	3,434	+15.8

Source: DFVI, Florida Dept. of Agriculture

## Florida Fresh Grapefruit Shipments Season-to-Date through 03/29/20

Country	2018-19 STD	2019-20 STD	Change
- 1,000 4/5-bu. cartons -			- % -
United States	1,689	1,938	+14.7
Canada	281	286	+1.8
Europe	511	707	+38.3
Japan	652	581	-10.9
Other	231	258	+11.8
<b>TOTAL - All</b>	<b>3,364</b>	<b>3,769</b>	<b>+12.0</b>

Source: DFVI, Florida Dept. of Agriculture



**Florida Fresh Grapefruit Domestic FOB Prices**  
**Season-to-Date through 03/29/20**

Variety	FOB Price		
	2018-19 Final	2019-20 STD	Change
	- \$ / carton -		- % -
<b>TOTAL<sup>a</sup></b>	<b>17.68</b>	<b>15.96</b>	<b>-9.7</b>
<b>White</b>	<b>16.66</b>	<b>17.76</b>	<b>+6.6</b>
<b>Red/Pink</b>	<b>17.82</b>	<b>15.79</b>	<b>-11.4</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>			
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
2019	0.8932	3.944	109.02
2019 (through March)	0.8804	3.768	110.12
2020 (through March)	0.8747	4.446	108.96
% Change	-0.6	+18.0	-1.1
<b>Average for Month of March</b>			
2019	0.8846	3.8398	111.14
2020	0.8081	4.8638	107.69
% Change	-8.7	+26.7	-3.1