

Florida Citrus Economic & Market Indicators November 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 2022-23 Brazilian season July - October were up 4.9% from the previous 3 season average with exports to the USMCA region, Europe and the East Asia up 79.7%, down 9.8% and down 10.0%, respectively.
- Season-to-date through 10/29/22, Florida FCOJ availability, movement and ending inventories were down 40.6%, down 7.3%, and down 44.3% respectively, from last season.
- Season-to-date through 10/29/22, Florida SSOJ availability, movement and ending inventories were down 4.6%, down 7.6%, and down 3.7% respectively, from last season.
- For October through September of the 2021-22 season, U.S. OJ imports and exports were up 11.9% and down 2.2% from last season, respectively. Season-to-date through 10/29/22, Florida OJ exports were down 66.6% (FDOC Processors Report).
- For October through September of the 2021-22 season, Non-FDOC Processor FCOJ disappearance, based on FCOJ inventories and imports, was up 17.8%.
- Season-to-date through 11/05/22, 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 6.6% from the previous season, with the NFC price up 12.4%, the Recon price up 24.8% and the overall OJ price up 9.5%.
- The average FCOJ Futures price was \$1.98/PS, up \$0.72/PS from last year.
- Season-to-date through 10/29/22, the delivered-in price for early and midseason oranges was \$0.92/PS, down \$1.29/PS from last season. Late season Orange prices cannot be compared.
- Season-to-date through 10/09/22, fresh orange and specialty citrus shipments were down 33.6% from last season.
- From August through September of the 2022-23 season, clementine and tangerine imports were up 27.2% relative to last season. Season-to-date through 11/12/22, Texas fresh grapefruit shipments were down N/A% relative to last season.
- Season-to-date through 10/29/22, Florida FCGJ availability, movement and ending inventories were down 35.8%, down 43.9%, and down 35.3% respectively, from last season.
- Season-to-date through 10/29/22, Florida SSGJ availability, movement and ending inventories were down 18.1%, up 2.7%, and down 21.0% respectively, from last season.
- For October through September of the 2021-22 season, U.S. GJ exports were up 4.0%. Season-to-date through 10/29/22, Florida GJ exports were down N/A% (FDOC Processors report).
- Season-to-date through 11/05/22, 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 8.3% from the previous season, with the overall GJ price up 13.0%.
- Season-to-date through 10/09/22, Florida fresh grapefruit shipments were down 100.0% from last season, with Domestic/Canadian shipments down 100.0% and offshore shipments down /A% (DFVI). Shipments to Europe and Japan were down 100.0% and down 100.0%, respectively. Domestic FOB prices (CAC) for fresh white and red/pink grapefruit were equal to the previous season and down .0%, respectively.
- For the month of October, versus the same period last year, the Euro/USD, Real/USD, and Yen/USD exchange rates were up 18.6%, down 4.6%, and up 29.5% respectively.

Brazil Orange Juice Exports

Destination		Season-to-date July - October				Change from 3 season average
		2019-20	2020-21	2021-22	2022-23	
million SSE Gallons						%
USMCA^b	Total	75.5	89.2	100.2	158.7	+79.7
	<i>FCOJ</i>	<i>42.7</i>	<i>46.5</i>	<i>53.1</i>	<i>82.3</i>	<i>+73.4</i>
	<i>SSOJ</i>	<i>32.8</i>	<i>42.7</i>	<i>47.1</i>	<i>76.4</i>	<i>+86.9</i>
Europe^c	Total	402.9	332.9	329.2	320.2	-9.8
	<i>FCOJ</i>	<i>314.6</i>	<i>242.6</i>	<i>256.2</i>	<i>239.8</i>	<i>-11.5</i>
	<i>SSOJ</i>	<i>88.4</i>	<i>90.3</i>	<i>73.1</i>	<i>80.4</i>	<i>-4.2</i>
East Asia^d	Total	51.8	52.6	50.9	46.6	-10.0
Others	Total	20.4	22.9	26.8	18.7	-20.1
Total		550.6	497.6	507.1	544.1	+4.9

^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 10/29/22 (FDOC Processor Week 4)		
	2020-21	2021-22	Change	2021-22	2022-23	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	259.7	232.7	-10.4	232.7	125.7	-46.0
Pack from Fruit	30.2	20.3	-32.8	0.1	0.1	-21.1
Imports^a	227.1	196.0	-13.7	1.2	13.3	+994.2
Availability	517.0	449.1	-13.1	234.0	139.1	-40.6
Movement	284.3	323.3	+13.7	23.8	22.0	-7.3
Bulk	228.0	260.0	+14.0	18.7	16.7	-10.8
Packaged	56.3	63.4	+12.6	5.1	5.3	+5.7
Ending Inventory	232.7	125.7	-46.0	210.3	117.1	-44.3
Bulk	226.7	119.1	-47.4	204.3	110.5	-45.9
Packaged	6.1	6.6	+8.6	6.0	6.6	+9.5
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^b	42.6	20.2	-52.5	35.4	21.2	-39.9

^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 10/29/22 (FDOC Processor Week 4)		
	2020-21	2021-22	Change	2021-22	2022-23	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	149.7	124.6	-16.7	124.6	93.4	-25.0
Pack from Fruit	241.2	174.0	-27.8	0.1	0.0	-100.0
Imports^a	108.1	154.0	+42.5	5.7	31.0	+447.5
Availability	498.9	452.6	-9.3	130.4	124.4	-4.6
Movement^b	367.2	354.6	-3.4	29.7	27.4	-7.6
Bulk	13.4	11.4	-14.6	0.1	1.2	+919.2
Packaged	353.9	343.2	-3.0	29.6	26.2	-11.3
Ending Inventory	124.6	93.4	-25.0	100.7	97.0	-3.7
Bulk	119.4	87.9	-26.4	96.1	91.5	-4.8
Packaged	5.1	5.5	+6.9	4.5	5.5	+21.2
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^c	17.6	13.7	-22.4	13.6	14.1	+4.2

^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 - September						
Country	Volume			FOB Value/SSG ^c		
	2020-21	2021-22	Change	2020-21	2021-22	Change
TOTAL OJ						
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Brazil	225.85	242.42	+7.3	1.21	1.47	+21.3
CBI ^b	1.52	0.27	-82.2	2.30	4.40	+91.0
Mexico	138.86	164.42	+18.4	1.90	2.09	+10.1
Other	27.51	33.45	+21.6	1.77	1.84	+4.2
TOTAL	393.74	440.57	+11.9	1.50	1.73	+15.7
NFC OJ						
Brazil	97.72	146.90	+50.3	1.34	1.58	+17.8
CBI ^b	0.00	0.00	N/A	0.00	9.41	N/A
Mexico	30.91	32.17	+4.1	2.56	2.78	+8.5
Other	0.49	1.58	+224.8	4.14	2.39	-42.3
TOTAL	129.11	180.64	+39.9	1.64	1.80	+9.5

^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 gallons.

SOURCE: U.S. Department of Commerce.

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

Season-to-Date October - September						
Country	Volume			FOB Value/SSG ^c		
	2020-21	2021-22	Change	2020-21	2021-22	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	30.11	28.21	-6.3	4.85	5.09	+5.1
Europe	0.35	0.66	+89.1	8.24	4.24	-48.5
Japan	0.47	0.45	-3.3	5.67	4.70	-17.1
Other	12.23	12.87	+5.3	5.18	5.40	+4.3
TOTAL	43.15	42.20	-2.2	4.98	5.17	+3.9

^a Includes OJ with added vitamins and minerals.

^b FDOC Processor exports of OJ for the 2022-23 season were down 66.6%, season-to-date through 10/29/22.

^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 - September		
	2020-21	2021-22	Change
- million SSE gallons -			- % -
Beginning Inventory^a	24.0	24.6	+2.5
Foreign Imports^b	<u>69.4</u>	<u>80.1</u>	<u>+15.5</u>
Availability^c	93.4	104.7	+12.2
Ending Inventory^a	<u>19.9</u>	<u>18.2</u>	<u>-8.8</u>
Non-FDOC Processor FCOJ Disappearance^d	73.5	86.6	+17.8

^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		
	2020-21	2021-22	Change	2020-21	2021-22	Change	2020-21	2021-22	Change
	- million SSE gallons -		- % -	- million dollars -		- % -	- \$/SSE gallon -		- % -

Full Season Results for the Previous Two Seasons

Refrigerated	397.80	379.48	-4.6	2,961.94	3,034.22	+2.4	7.45	8.00	+7.4
NFC	260.26	244.50	-6.1	2,294.14	2,317.75	+1.0	8.81	9.48	+7.5
RECON	137.54	134.98	-1.9	667.80	716.47	+7.3	4.86	5.31	+9.3
FCOJ	15.10	14.73	-2.4	77.46	78.52	+1.4	5.13	5.33	+3.9
Shelf Stable	14.75	13.32	-9.7	112.35	109.38	-2.6	7.62	8.21	+7.8
TOTAL	427.65	407.53	-4.7	3,151.75	3,222.11	+2.2	7.37	7.91	+7.3

Season-to-Date through 11/05/22, Topline Report #1

	2021-22	2022-23	Change	2021-22	2022-23	Change	2021-22	2022-23	Change
Refrigerated	28.53	26.57	-6.9	220.42	224.92	+2.0	7.73	8.47	+9.6
NFC	18.87	14.71	-22.1	171.92	150.58	-12.4	9.11	10.24	+12.4
RECON	9.66	11.86	+22.8	48.50	74.34	+53.3	5.02	6.27	+24.8
FCOJ	1.04	1.04	-0.3	5.47	5.67	+3.7	5.24	5.45	+4.0
Shelf Stable	1.05	1.00	-4.9	8.18	8.86	+8.3	7.78	8.86	+13.9
TOTAL	30.62	28.61	-6.6	234.07	239.45	+2.3	7.64	8.37	+9.5

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.

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		
	3/26/2022	7/16/2022	11/05/22	3/26/2022	7/16/2022	11/05/22
Non-Promotional Price						
NFC <11 oz	\$4.41	\$4.47	\$4.86	\$16.31	\$16.25	\$16.63
NFC 11-20 oz	\$1.86	\$1.93	\$2.03	\$19.77	\$20.54	\$21.58
NFC 20-50 oz	\$4.62	\$4.75	\$4.93	\$18.61	\$19.10	\$19.82
NFC 50-70 oz	\$4.04	\$4.14	\$4.33	\$9.46	\$9.73	\$10.11
NFC 70-110 oz	\$6.23	\$6.34	\$6.58	\$8.96	\$9.12	\$9.47
NFC >110 oz	\$7.36	\$7.59	\$7.88	\$7.31	\$7.41	\$7.88
Promotional Price^a						
NFC <11 oz	\$4.00	\$3.77	\$4.27	\$16.24	\$16.24	\$16.75
NFC 11-20 oz	\$1.67	\$1.69	\$1.73	\$17.57	\$18.31	\$18.62
NFC 20-50 oz	\$3.68	\$4.10	\$4.13	\$15.53	\$16.89	\$17.37
NFC 50-70 oz	\$3.40	\$3.54	\$3.64	\$8.28	\$8.59	\$8.89
NFC 70-110 oz	\$5.79	\$5.95	\$6.32	\$8.33	\$8.56	\$9.09
NFC >110 oz	\$6.60	\$6.67	\$6.94	\$6.60	\$6.67	\$6.94

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)

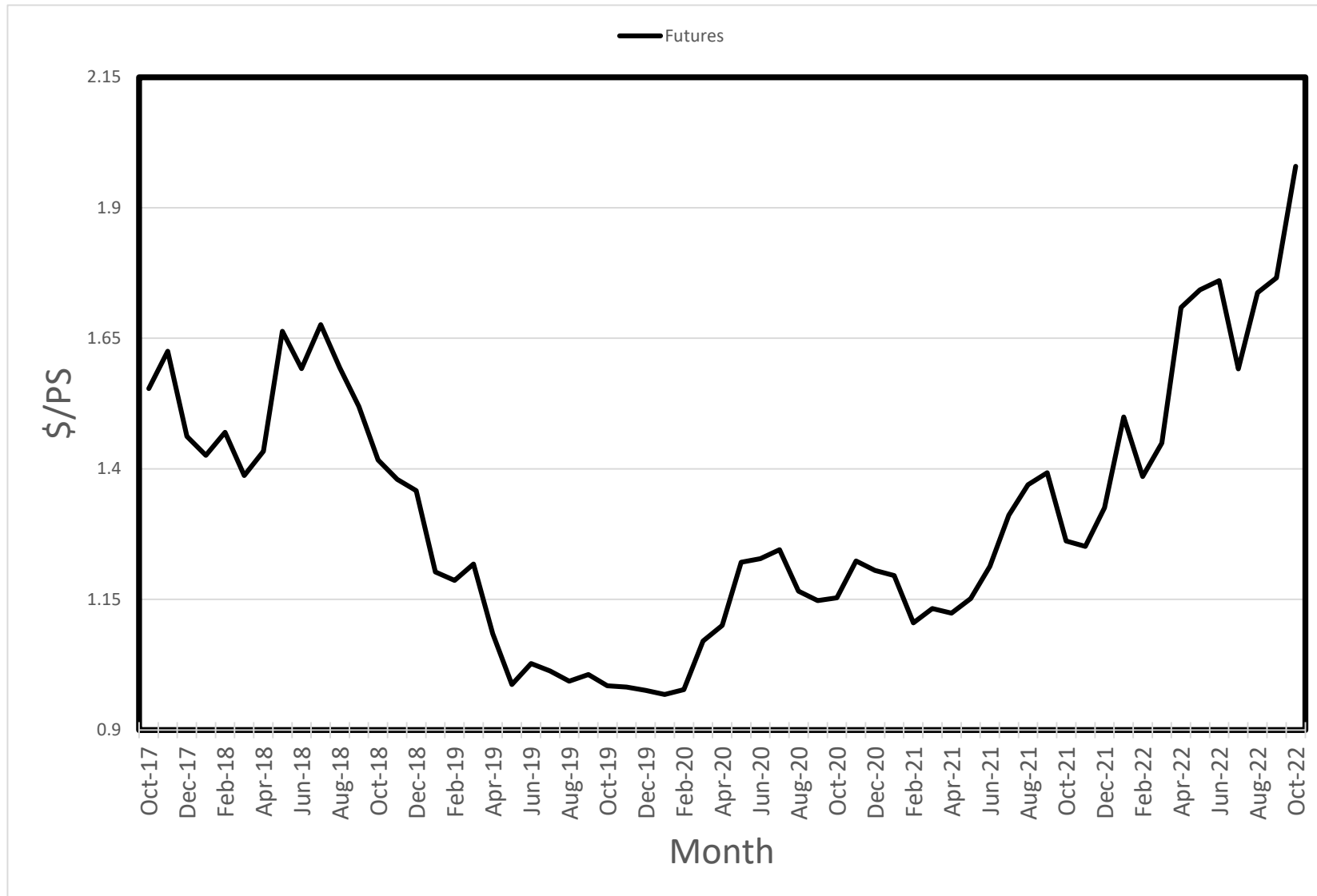
Unit Sizes	Dollar Sales			Gallon Sales		
	16 Week Period Ending			16 Week Period Ending		
	3/26/2022	7/16/2022	11/05/22	3/26/2022	7/16/2022	11/05/22
NFC <11 oz	\$21,257,498	\$18,367,615	\$19,972,989	1,304,119	1,130,259	1,199,732
NFC 11-20 oz	\$33,939,452	\$32,330,287	\$32,217,853	1,742,612	1,603,615	1,539,360
NFC 20-50 oz	\$11,205,138	\$11,237,329	\$11,054,403	619,905	599,755	568,008
NFC 50-70 oz	\$512,145,145	\$427,595,505	\$395,365,594	57,038,504	45,615,720	40,729,792
NFC 70-110 oz	\$174,614,147	\$170,824,882	\$157,429,951	19,679,476	18,800,665	16,681,763
NFC >110 oz	\$29,745,069	\$25,603,011	\$23,650,425	4,102,864	3,476,714	3,017,176
% Sold on Promotion^a						
NFC <11 oz	7.0%	7.4%	11.5%	7.0%	7.4%	11.5%
NFC 11-20 oz	12.1%	15.5%	19.6%	13.4%	17.1%	22.0%
NFC 20-50 oz	15.0%	14.7%	12.9%	17.4%	16.4%	14.5%
NFC 50-70 oz	37.6%	28.8%	30.0%	40.7%	31.4%	32.8%
NFC 70-110 oz	12.5%	6.2%	7.5%	13.4%	6.6%	7.8%
NFC >110 oz	7.8%	5.4%	4.0%	8.5%	5.9%	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.

^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

October 2017 through October 2022



FCOJ Prices October

Item	2021	2022	Change
	- \$ / PS -		- % -
FCOJ Futures^a	1.2617	1.9794	+56.9

SOURCES: Trading View, Inc. at www.tradingview.com (Futures)

FDOC Processor Delivered-In Prices

Variety	STD Prices Reported for Canner's A		
	2021-22	2022-23	Change
	- \$ / PS -		- % -
Early & Midseason Oranges^a	\$2.21	\$0.92	-58.4%
Late Season Oranges^b	NA	NA	NA
White Grapefruit^c	\$2.74	NA	NA
Red/Pink Grapefruit^c	\$2.84	\$3.62	27.5%

^a 2022-23 STD price through 10/29/22. 2021-22 STD price through 10/30/21.

^b Late season fruit has not begun for this season

^c 2022-23 STD price through 10/29/22. 2021-22 STD price through 10/30/21.

Sao Paulo Processed Orange Spot Prices

Monthly Average and Season-to-Date

Season	October Average		Season-to-Date ^a (July - October)	
	Price	Change from Year Ago	Price	Change from Year Ago
	- \$ / box ^b -	- % -	- \$ / box ^b -	- % -
2020-21	4.25		4.28	
2021-22	5.21	+22.6	5.47	+27.9
2022-23	6.19	+18.8	5.94	+8.6

^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 10/09/22			FOB Price through 05/01/22		
	2021-22 STD	2022-23 STD	Change	2020-21 Final	2021-22 STD	Change
	- 1,000 of 4/5 bu. cartons -		- % -	- \$ / carton -		- % -
Early & Mid Oranges	37	20	-46.7	15.84	15.84	0.0
Navel	19	28	+48.7	19.30	19.30	0.0
Valencia	0	0	N/A	17.61	17.61	0.0
Tangelo	0	0	N/A	33.28	33.28	0.0
Early Tangerines ^a	37	14	-62.6	26.40	12.92	-51.1
Honey / Murcotts	0	0	N/A	25.32	25.32	0.0
Royal Tangerines / Temples	0	0	N/A	19.44	N/A	N/A
TOTAL	93	62	-33.6			

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			
2021-22	2022-23	Change		2021-22	2022-23	Change	
August - September				STD - 11/12/22			
- million pounds -		- % -	- 1,000 Equivalent ¹ 4/5 Bu. Cartons -			- % -	
233.0		296.3	+27.2	Total	-	175	N/A
				Domestic	-	174	N/A
				Canada	-	1	N/A
				Overseas	-	-	N/A
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 10/29/22 (FDOC Processor Week 4)		
	2020-21	2021-22	Change	2021-22	2022-23	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	7.3	5.7	-22.5	5.7	3.6	-36.0
Pack from Fruit	1.3	0.9	-31.6	0.0	0.0	N/A
Imports^a	0.9	0.7	-20.1	0.0	0.0	-12.3
Availability	9.5	7.3	-23.5	5.7	3.7	-35.8
Movement	3.8	3.7	-4.9	0.3	0.2	-43.9
Bulk	3.7	3.6	-4.0	0.3	0.2	-47.1
Packaged	0.1	0.1	-35.7	0.0	0.0	+140.7
Ending Inventory	5.7	3.6	-36.0	5.4	3.5	-35.3
Bulk	5.7	3.6	-36.0	5.4	3.5	-35.3
Packaged	0.0	0.0	-39.2	0.0	0.0	-37.7
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	77.1	52.8	-31.4	70.5	81.2	+15.2

^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: 10/29/22 (FDOC Processor Week 4)		
	2020-21	2021-22	Change	2021-22	2022-23	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	9.5	8.8	-7.1	8.8	7.3	-17.2
Pack from Fruit	8.1	6.2	-23.4	0.1	0.0	-54.5
Imports^a	1.7	3.2	+91.1	0.2	0.1	-40.3
Availability	19.3	18.2	-5.4	9.1	7.5	-18.1
Movement	10.4	11.0	+5.7	0.8	0.8	+2.7
Bulk	-0.3	-0.3	+4.0	0.0	0.0	-101.9
Packaged	10.8	11.4	+5.6	0.8	0.8	-3.2
Ending Inventory	8.8	7.3	-17.2	8.5	6.7	-21.0
Bulk	8.7	7.1	-18.4	8.3	6.5	-21.9
Packaged	0.1	0.2	+58.0	0.1	0.2	+34.3
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	44.0	34.5	-21.6	43.4	33.4	-23.1

^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 - September						
Country	Volume			FOB Value/SSG ^c		
	2020-21	2021-22	Change	2020-21	2021-22	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	1.64	2.21	+34.3	4.26	3.68	-13.8
Europe	0.88	0.88	-0.4	4.68	5.38	+14.9
Japan	1.17	0.55	-52.9	4.99	4.43	-11.0
Other	1.22	1.47	+20.6	5.24	5.03	-4.1
TOTAL	4.91	5.10	+4.0	4.75	4.44	-6.6

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

^b #VALUE!

^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		
	2020-21	2021-22	Change	2020-21	2021-22	Change	2020-21	2021-22	Change
	- million SSE gallons -		- % -	- million dollars -		- % -	- \$/SSE gallon -		- % -

Full Season Results for the Previous Two Seasons

Refrigerated	8.65	8.41	-2.7	83.75	86.28	+3.0	9.69	10.25	+5.9
NFC	8.47	8.21	-3.0	80.35	82.23	+2.3	9.49	10.01	+5.5
RECON	0.18	0.20	+14.2	3.39	4.05	+19.3	19.12	19.97	+4.4
FCGJ	0.42	0.46	+8.4	1.93	2.64	+36.5	4.60	5.79	+25.9
Shelf Stable	2.97	2.54	-14.4	22.97	22.15	-3.6	7.73	8.71	+12.6
TOTAL	12.04	11.41	-5.2	108.66	111.07	+2.2	9.03	9.73	+7.8

Season-to-Date through 11/05/22, Topline Report #1

	2021-22	2022-23	Change	2021-22	2022-23	Change	2021-22	2022-23	Change
Refrigerated	0.60	0.61	+0.9	5.84	6.46	+10.5	9.74	10.66	+9.5
NFC	0.59	0.59	+1.1	5.58	6.18	+10.7	9.52	10.42	+9.5
RECON	0.01	0.01	-5.3	0.26	0.28	+6.7	19.07	21.50	+12.7
FCOJ	0.03	0.02	-43.2	0.19	0.18	-3.5	5.58	9.48	+70.0
Shelf Stable	0.21	0.15	-29.2	1.69	1.36	-19.5	8.06	9.16	+13.7
TOTAL	0.84	0.77	-8.3	7.72	8.00	+3.6	9.15	10.34	+13.0

Source: Nielsen. xAOC = Expanded All Outlets Combined. xAOC data consists of POS data for U.S. grocery stores doing \$2 million and greater annual sales, drug stores doing \$1 million and greater annual sales, mass merchandisers (like Target), Walmart, club (Sam's and BJ's), dollar stores (Dollar General, Family Dollar and Fred's), and military/DECA.

Florida Fresh Grapefruit Shipments

Season-to-Date through 10/09/22

Destination/Variety	2021-22 STD	2022-23 STD	Change
- 1,000 4/5-bu. cartons -			- % -
Domestic & Canadian - All	23	0	-100.0
White	0	0	N/A
Red/Pink	23	0	-100.0
Offshore Exports - All	0	0	N/A
White	0	0	N/A
Red/Pink	0	0	N/A
TOTAL - All	23	0	-100.0
White	0	0	N/A
Red/Pink	23	0	-100.0

Source: DFVI, Florida Dept. of Agriculture



Florida Fresh Grapefruit Shipments Season-to-Date through 10/09/22

Country	2021-22 STD	2022-23 STD	Change
- 1,000 4/5-bu. cartons -			- % -
United States	-140	0	-100.0
Canada	163	0	-100.0
Europe	416	0	-100.0
Japan	202	0	-100.0
Other	-618	0	-100.0
TOTAL - All	23	0	-100.0

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Domestic FOB Prices
Season-to-Date through 05/01/22

Variety	FOB Price		
	2021-22	2022-23	Change
	Final	STD	
	- \$ / carton -		- % -
TOTAL^a	19.66	N/A	N/A
White	20.65	20.65	0.0
Red/Pink	19.66	19.66	0.0

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

Foreign Exchange Rates Per USD

Date	Euro	Real	Yen
Annual			
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 October)	0.8419	5.3721	109.4153
2022 (through October)	0.9530	5.1501	131.2417
% Change	+13.2	-4.1	+19.9
Average for Month of October			
2021	0.8622	5.5277	113.060
2022	1.0222	5.2710	146.421
% Change	+18.6	-4.6	+29.5