

# Florida Citrus Economic & Market Indicators February 2020

Florida Department of  
Citrus

Economic and Market  
Research



# Florida Citrus Economic & Market Indicators

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## Summary Comments

- Brazil's OJ exports for 2018-19 Brazilian season (July - January) were down 17.5% from the previous 3 season average with exports to the NAFTA region, Europe and the Far East down 37.7%, down 8.6% and down 14.4%, respectively.
- Season-to-date through 02/01/20, Florida FCOJ availability, movement and ending inventories were up 16.0%, down 6.2%, and up 26.0% respectively, from last season.
- Season-to-date through 02/01/20, Florida SSOJ availability, movement and ending inventories were up 12.0%, down 1.7%, and up 17.5% respectively, from last season.
- For October through December of the 2019-20 season, U.S. OJ imports and exports were down 22.4% and up 8.0% from last season, respectively. Season-to-date through 02/01/20, Florida OJ exports were down 23.0% (FDOC Processors Report).
- For October through December of the 2019-20 season, Non-FDOC Processor FCOJ disappearance, based on FCOJ inventories and imports, was up 90.5%.
- Season-to-date through 12/21/19, 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 2.2% from the previous season, with the NFC price down 1.3%, the Recon price up 0.3% and the overall OJ price down 1.5%.
- The average FCOJ Futures price was \$0.97/PS, down \$0.23/PS from last year.
- Early/Midseason Orange prices have not been released through 02/01/20. Late season Orange prices cannot be compared.
- Season-to-date through 01/19/20, fresh orange and specialty citrus shipments were up 17.3% from last season.
- From August through December of the 2019-20 season, clementine and tangerine imports were down 21.3% relative to last season. Season-to-date through 02/08/20, Texas fresh grapefruit shipments were up 0.2% relative to last season.
- Season-to-date through 02/01/20, Florida FCGJ availability, movement and ending inventories were down 8.0%, down 52.7%, and up 6.8% respectively, from last season.
- Season-to-date through 02/01/20, Florida SSGJ availability, movement and ending inventories were up 8.4%, down 15.5%, and up 16.2% respectively, from last season.
- For October through December of the 2019-20 season, U.S. GJ exports were down 44.4%. Season-to-date through 02/01/20, Florida GJ exports were down 53.4% (FDOC Processors report).
- Season-to-date through 12/21/19, 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 7.3% from the previous season, with the overall GJ price up 5.3%.
- Season-to-date through 01/19/20, Florida fresh grapefruit shipments were up 3.4% from last season, with Domestic/Canadian shipments down 2.9% and offshore shipments up 12.6% (DFVI). Shipments to Europe and Japan were up 60.8% and down 20.0%, respectively. Domestic FOB prices (CAC) for fresh white and red/pink grapefruit were up 7.4% and down 10.3%, respectively.
- For the month of January, versus the same period last year, the Euro/USD, Real/USD, and Yen/USD exchange rates were up 2.8%, up 10.3%, and up 0.3% respectively.

## Brazil Orange Juice Exports

Destination		Season-to-date (July-January)				Change from 3 season average
		2016-17	2017-18	2018-19	2019-20	
million SSE Gallons						%
NAFTA <sup>b</sup>	Total	172.1	228.6	166.7	178.4	-5.7
	FCOJ	102.6	141.9	67.6	102.3	-1.6
	SSOJ	69.6	86.7	99.1	76.1	-10.6
Europe <sup>c</sup>	Total	536.6	612.7	564.0	697.6	+22.2
	FCOJ	390.9	484.4	423.8	552.7	+27.6
	SSOJ	145.7	128.3	140.2	144.9	+4.9
East Asia <sup>d</sup>	Total	63.6	83.8	72.1	97.4	+33.1
Others	Total	56.4	52.9	46.3	36.3	-30.0
Total		828.7	978.0	849.2	1,009.8	+14.1

<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 02/01/20 (FDOC Processor Week 18)		
	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>29.4</b>	<b>41.3</b>	<b>+40.4</b>
<b>Imports<sup>a</sup></b>	<b>313.9</b>	<b>304.4</b>	<b>-3.0</b>	<b>78.6</b>	<b>48.2</b>	<b>-38.7</b>
<b>Availability</b>	<b>547.2</b>	<b>634.8</b>	<b>+16.0</b>	<b>351.1</b>	<b>407.3</b>	<b>+16.0</b>
<b>Movement</b>	<b>303.5</b>	<b>317.0</b>	<b>+4.5</b>	<b>108.9</b>	<b>102.1</b>	<b>-6.2</b>
Bulk	237.3	251.6	+6.1	87.7	80.8	-7.9
Packaged	66.2	65.4	-1.2	21.2	21.3	+0.7
<b>Ending Inventory</b>	<b>243.7</b>	<b>317.8</b>	<b>+30.4</b>	<b>242.3</b>	<b>305.2</b>	<b>+26.0</b>
Bulk	237.8	311.9	+31.2	236.2	298.4	+26.3
Packaged	5.9	5.8	-1.6	6.0	6.7	+11.2
	- 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>40.1</b>	<b>53.8</b>	<b>+34.3</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 02/01/20 (FDOC Processor Week 18)		
	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>100.2</b>	<b>88.3</b>	<b>-11.9</b>
<b>Imports<sup>a</sup></b>	<b>104.9</b>	<b>119.3</b>	<b>+13.8</b>	<b>63.1</b>	<b>25.2</b>	<b>-60.1</b>
<b>Availability</b>	<b>491.8</b>	<b>562.3</b>	<b>+14.3</b>	<b>287.9</b>	<b>322.5</b>	<b>+12.0</b>
<b>Movement<sup>b</sup></b>	<b>365.4</b>	<b>347.5</b>	<b>-4.9</b>	<b>128.6</b>	<b>126.4</b>	<b>-1.7</b>
Bulk	26.7	20.0	-24.9	6.7	7.2	+8.8
Packaged	338.7	327.4	-3.3	121.9	119.2	-2.2
<b>Ending Inventory</b>	<b>124.6</b>	<b>209.0</b>	<b>+67.8</b>	<b>159.1</b>	<b>186.9</b>	<b>+17.5</b>
Bulk	119.7	203.5	+70.0	153.0	181.5	+18.7
Packaged	4.9	5.5	+13.0	6.2	5.4	-12.3
	- 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>22.3</b>	<b>26.6</b>	<b>+19.5</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 - December						
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	67.14	67.41	+0.4	1.51	1.28	-15.2
CBI <sup>b</sup>	2.96	0.34	-88.5	1.91	2.13	+11.5
Mexico	28.92	8.90	-69.2	2.23	2.49	+11.7
Other	0.52	0.59	+13.5	3.05	2.73	-10.5
<b>TOTAL</b>	<b>99.53</b>	<b>77.23</b>	<b>-22.4</b>	<b>1.74</b>	<b>1.43</b>	<b>-17.8</b>
<b>NFC OJ</b>						
Brazil	44.28	25.29	-42.9	1.58	1.58	0.0
CBI <sup>b</sup>	0.00	0.00	N/A	5.40	0.00	-100.0
Mexico	0.76	1.09	+43.4	2.44	2.53	+3.7
Other	0.01	0.00	-100.0	4.56	17.70	+288.2
<b>TOTAL</b>	<b>45.05</b>	<b>26.39</b>	<b>-41.4</b>	<b>1.59</b>	<b>1.62</b>	<b>+1.9</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 - December						
Country	Volume			FOB Value/SSG <sup>c</sup>		
	2018-19	2019-20	Change	2018-19	2019-20	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	7.58	7.44	-1.8	5.11	5.25	+2.7
Europe	0.04	0.66	+1550.0	4.86	3.64	-25.1
Japan	0.05	0.00	-100.0	5.69	6.84	+20.2
Other	2.78	3.18	+14.4	5.71	7.08	+24.0
<b>TOTAL</b>	<b>10.45</b>	<b>11.29</b>	<b>+8.0</b>	<b>5.24</b>	<b>5.24</b>	<b>0.0</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 23%, season-to-date through 02/01/20.

<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 - December		
	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>15.4</u></b>	<b><u>28.2</u></b>	<b><u>+82.8</u></b>
<b>Availability<sup>c</sup></b>	<b>27.7</b>	<b>49.8</b>	<b>+79.9</b>
<b>Ending Inventory<sup>a</sup></b>	<b><u>12.6</u></b>	<b><u>21.0</u></b>	<b><u>+67.1</u></b>
<b>Non-FDOC Processor FCOJ Disappearance<sup>d</sup></b>	<b>15.1</b>	<b>28.8</b>	<b>+90.5</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 12/21/19, Topline Report #3									
	2018-19	2019-20	Change	2018-19	2019-20	Change	2018-19	2019-20	Change
Refrigerated	86.28	84.92	-1.6	606.77	601.10	-0.9	7.03	7.08	+0.6
NFC	55.06	53.00	-3.8	453.13	447.04	-1.3	8.23	8.44	+2.5
RECON	31.21	31.93	+2.3	153.64	154.06	+0.3	4.92	4.83	-2.0
FCOJ	3.78	3.48	-8.1	18.68	17.48	-6.4	4.94	5.03	+1.8
Shelf Stable	3.10	2.75	-11.3	22.96	19.85	-13.6	7.42	7.22	-2.6
TOTAL	93.16	91.15	-2.2	648.42	638.43	-1.5	6.96	7.00	+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		
	5/11/2019	8/31/2019	12/21/19	5/11/2019	8/31/2019	12/21/19
<b>Non-Promotional Price</b>						
NFC <11 oz	\$4.06	\$4.04	\$4.05	\$12.16	\$12.18	\$12.17
NFC 11-20 oz	\$1.94	\$1.92	\$1.81	\$16.27	\$16.27	\$15.71
NFC 20-50 oz	\$3.73	\$3.83	\$3.91	\$14.73	\$15.15	\$15.48
NFC 50-70 oz	\$3.74	\$3.72	\$3.71	\$8.57	\$8.66	\$8.68
NFC 70-110 oz	\$5.83	\$5.88	\$5.84	\$8.39	\$8.47	\$8.41
NFC >110 oz	\$6.71	\$6.70	\$6.71	\$6.71	\$6.70	\$6.71
<b>Promotional Price<sup>a</sup></b>						
NFC <11 oz	\$3.40	\$3.14	\$3.29	\$10.51	\$10.29	\$10.14
NFC 11-20 oz	\$1.32	\$1.30	\$1.37	\$13.47	\$12.99	\$13.57
NFC 20-50 oz	\$2.98	\$2.99	\$3.39	\$11.92	\$11.84	\$13.61
NFC 50-70 oz	\$3.06	\$3.13	\$3.08	\$7.48	\$7.60	\$7.52
NFC 70-110 oz	\$5.54	\$5.52	\$5.53	\$7.98	\$7.96	\$7.97
NFC >110 oz	\$6.45	\$6.34	\$6.15	\$6.45	\$6.34	\$6.15

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)

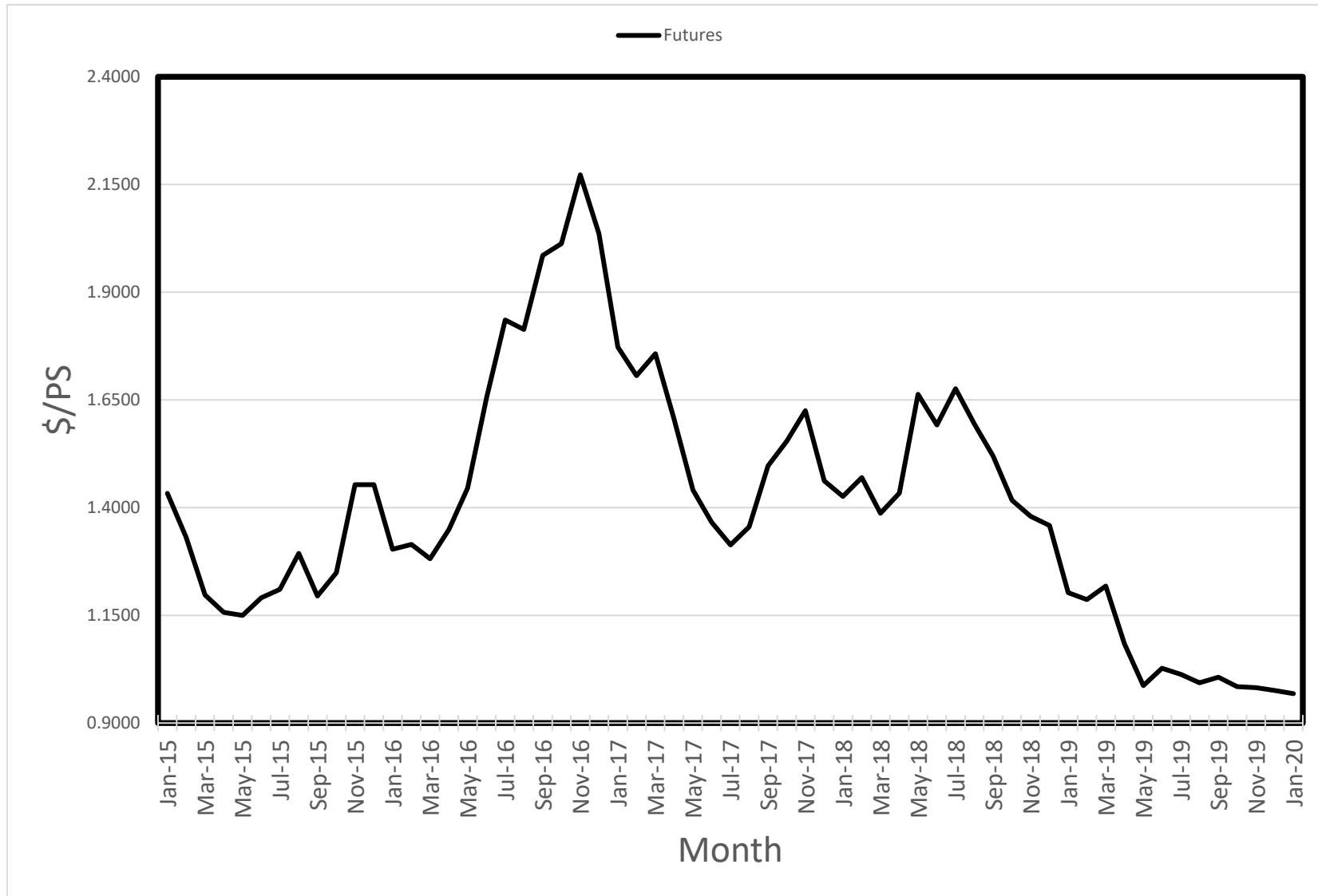
Unit Sizes	Dollar Sales			Gallon Sales		
	16 Week Period Ending			16 Week Period Ending		
	5/11/2019	8/31/2019	12/21/19	5/11/2019	8/31/2019	12/21/19
NFC <11 oz	\$9,745,990	\$8,355,491	\$9,299,352	812,779	694,817	776,908
NFC 11-20 oz	\$33,598,508	\$32,056,387	\$34,055,100	2,165,309	2,077,946	2,245,691
NFC 20-50 oz	\$7,603,434	\$7,297,078	\$8,262,433	533,228	496,148	543,400
NFC 50-70 oz	\$377,186,952	\$332,269,868	\$362,114,977	46,719,912	40,372,144	44,380,952
NFC 70-110 oz	\$154,005,674	\$137,778,318	\$148,587,276	18,561,808	16,461,530	17,865,676
NFC >110 oz	\$22,182,782	\$19,516,695	\$20,080,635	3,315,031	2,919,606	3,011,451
<b>% Sold on Promotion<sup>a</sup></b>						
NFC <11 oz	8.9%	7.0%	8.3%	10.2%	8.2%	9.8%
NFC 11-20 oz	23.3%	21.6%	22.9%	26.8%	25.7%	25.6%
NFC 20-50 oz	14.0%	10.7%	13.3%	16.8%	13.3%	14.9%
NFC 50-70 oz	42.3%	37.5%	41.3%	45.7%	40.6%	44.8%
NFC 70-110 oz	22.2%	18.2%	20.0%	23.1%	19.2%	20.9%
NFC >110 oz	6.8%	3.5%	6.8%	7.1%	3.7%	7.4%

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.

<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

January 2015 through January 2020



## FCOJ Prices January

Item	2019	2020	Change
- \$ / PS -			- % -
FCOJ Futures	1.2028	0.9683	-19.5

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>	N/A	N/A	N/A
Late Season Oranges <sup>b</sup>	N/A	N/A	N/A
White Grapefruit <sup>c</sup>	N/A	N/A	N/A
Red/Pink Grapefruit <sup>c</sup>	N/A	N/A	N/A

<sup>a</sup> 2019-20 STD price through 02/01/20. 2018-19 STD price through 02/02/19.

<sup>b</sup> Late season fruit has not begun for this season

<sup>c</sup> 2019-20 STD price through 02/01/20. 2018-19 STD price through 02/02/19.

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

Season	January Average		Season-to-Date <sup>a</sup> (July - January)	
	Price	Change from Year Ago	Price	Change from Year Ago
	- \$ / box <sup>b</sup> -	- % -	- \$ / box <sup>b</sup> -	- % -
<b>2017-18</b>	<b>5.5</b>		<b>5.86</b>	
<b>2018-19</b>	<b>5.83</b>	<b>+6.0</b>	<b>5.69</b>	<b>-2.8</b>
<b>2019-20</b>	<b>5.05</b>	<b>-13.4</b>	<b>4.98</b>	<b>-12.6</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 01/19/20			FOB Price through 01/19/20		
	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	1,177	1,362	+15.7	15.07	10.99	-27.1
Navel	610	693	+13.6	17.60	15.19	-13.7
Valencia	2	2	+9.1	N/A	N/A	N/A
Tangelo	76	74	-2.6	16.07	N/A	N/A
Early Tangerines <sup>a</sup>	455	602	+32.2	21.37	23.43	+9.6
Honey / Murcotts	22	14	-38.9	29.67	26.21	-11.7
Royal Tangerines / Temples	1	0	-25.0	17.91	N/A	N/A
<b>TOTAL</b>	<b>2,343</b>	<b>2,747</b>	<b>+17.3</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		
2018-19	2019-20	Change	2018-19	2019-20	Change
August - December			STD - 02/08/20		
- million pounds -		- % -	- thousand 7/10 bu. Cartons -		- % -
342.2	269.4	-21.3	Total 2,682	2,688	+0.2
			Export 261	16	-93.8
Source: U.S. Department of Commerce.			Source: Texas Valley Citrus Committee.		

## Florida FCGJ Availability, Movement and Inventory

Item	Prior Season Comparison (October - September)			Season-to-Date 02/01/20 (FDOC Processor Week 18)		
	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>0.6</b>	<b>0.7</b>	<b>+20.4</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>8.2</b>	<b>7.6</b>	<b>-8.0</b>
<b>Movement</b>	<b>11.7</b>	<b>4.9</b>	<b>-57.9</b>	<b>2.3</b>	<b>1.1</b>	<b>-52.7</b>
Bulk	11.6	4.7	-58.9	2.2	1.0	-53.4
Packaged	0.1	0.2	+44.8	0.1	0.0	-19.5
<b>Ending Inventory</b>	<b>5.2</b>	<b>6.9</b>	<b>+31.7</b>	<b>6.3</b>	<b>6.8</b>	<b>+6.8</b>
Bulk	5.2	6.8	+31.8	6.3	6.7	+6.8
Packaged	0.0	0.0	-3.0	0.0	0.0	+13.4
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
<b>Carry Over<sup>b</sup></b>	<b>23.2</b>	<b>72.7</b>	<b>+212.8</b>	<b>50.5</b>	<b>114.0</b>	<b>+125.6</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: 02/01/20 (FDOC Processor Week 18)		
	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>4.5</b>	<b>4.8</b>	<b>+7.1</b>
<b>Imports<sup>a</sup></b>	<b>4.4</b>	<b>4.7</b>	<b>+7.3</b>	<b>1.6</b>	<b>0.7</b>	<b>-57.1</b>
<b>Availability</b>	<b>19.3</b>	<b>20.3</b>	<b>+5.1</b>	<b>12.9</b>	<b>14.0</b>	<b>+8.4</b>
<b>Movement</b>	<b>12.4</b>	<b>11.0</b>	<b>-11.5</b>	<b>3.8</b>	<b>3.2</b>	<b>-15.5</b>
Bulk	1.2	0.5	-58.7	0.2	-0.1	-145.9
Packaged	11.2	10.5	-6.5	3.6	3.3	-7.9
<b>Ending Inventory</b>	<b>6.8</b>	<b>8.5</b>	<b>+25.3</b>	<b>9.1</b>	<b>10.6</b>	<b>+16.2</b>
Bulk	6.7	8.4	+25.5	8.9	10.4	+17.7
Packaged	0.1	0.2	+14.6	0.3	0.2	-38.8
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
<b>Carry Over<sup>b</sup></b>	<b>28.6</b>	<b>40.5</b>	<b>+41.6</b>	<b>43.4</b>	<b>59.6</b>	<b>+37.4</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 - December						
Country	Volume			FOB Value/SSG <sup>c</sup>		
	2018-19	2019-20	Change	2018-19	2019-20	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	0.37	0.26	-29.7	5.36	6.04	+12.7
Europe	0.88	0.36	-59.1	4.87	4.11	-15.6
Japan	0.27	0.17	-37.0	4.93	4.70	-4.7
Other	0.35	0.25	-28.6	4.60	4.70	+2.2
<b>TOTAL</b>	<b>1.87</b>	<b>1.04</b>	<b>-44.4</b>	<b>4.92</b>	<b>4.83</b>	<b>-1.8</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 53.4%, season-to-date through 02/01/20.

<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 12/21/19, Topline Report #3									
	2018-19	2019-20	Change	2018-19	2019-20	Change	2018-19	2019-20	Change
Refrigerated	1.24	1.16	-6.2	10.79	10.56	-2.2	8.70	9.08	+4.4
NFC	1.23	1.14	-7.2	10.64	10.18	-4.3	8.67	8.94	+3.1
RECON	0.01	0.02	+79.9	0.15	0.38	+149.1	11.59	16.05	+38.4
FCGJ	0.03	0.07	+145.6	0.15	0.33	+114.3	5.25	4.58	-12.7
Shelf Stable	0.50	0.41	-19.0	3.09	2.81	-9.1	6.18	6.93	+12.2
TOTAL	1.77	1.64	-7.3	14.04	13.70	-2.4	7.93	8.35	+5.3

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

## Florida Fresh Grapefruit Shipments Season-to-Date through 01/19/20

Destination/Variety	2018-19 STD	2019-20 STD	Change
- 1,000 4/5-bu. cartons -			- % -
<b>Domestic &amp; Canadian - All</b>	<b>1,217</b>	<b>1,181</b>	<b>-2.9</b>
White	23	36	+56.6
Red/Pink	1,194	1,145	-4.1
<b>Offshore Exports - All</b>	<b>833</b>	<b>938</b>	<b>+12.6</b>
White	215	152	-29.6
Red/Pink	618	786	+27.3
<b>TOTAL - All</b>	<b>2,050</b>	<b>2,119</b>	<b>+3.4</b>
White	238	188	-21.2
Red/Pink	1,812	1,931	+6.6

Source: DFVI, Florida Dept. of Agriculture

## Florida Fresh Grapefruit Shipments Season-to-Date through 01/19/20

Country	2018-19 STD	2019-20 STD	Change
- 1,000 4/5-bu. cartons -			- % -
United States	1,052	1,012	-3.8
Canada	165	169	+2.3
Europe	266	427	+60.8
Japan	413	330	-20.0
Other	155	181	+16.7
<b>TOTAL - All</b>	<b>2,050</b>	<b>2,119</b>	<b>+3.4</b>

Source: DFVI, Florida Dept. of Agriculture



**Florida Fresh Grapefruit Domestic FOB Prices**  
**Season-to-Date through 01/19/20**

Variety	FOB Price		
	2018-19	2019-20	Change
	Final	STD	
	- \$ / carton -		- % -
<b>TOTAL<sup>a</sup></b>	<b>17.69</b>	<b>16.15</b>	<b>-8.7</b>
<b>White</b>	<b>16.66</b>	<b>17.89</b>	<b>+7.4</b>
<b>Red/Pink</b>	<b>17.82</b>	<b>15.98</b>	<b>-10.3</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>			
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 January)	0.8757	3.748	108.97
2020 (through January)	0.9003	4.134	109.26
% Change	+2.8	+10.3	+0.3
<b>Average for Month of January</b>			
2019	0.8757	3.7477	108.97
2020	0.9003	4.1336	109.26
% Change	+2.8	+10.3	+0.3