

Florida Citrus Economic & Market Indicators December 2019

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 - November) 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 11/30/19, Florida FCOJ availability, movement and ending inventories were up 23.6%, down 13.4%, and up 33.4% respectively, from last season.
- Season-to-date through 11/30/19, Florida SSOJ availability, movement and ending inventories were up 41.6%, down 3.9%, and up 67.0% respectively, from last season.
- For October of the 2019-20 season, U.S. OJ imports and exports were down 17.0% and up 9.7% from last season, respectively. Season-to-date through 11/30/19, Florida OJ exports were up 17.3% (FDOC Processors Report).
- For (October) of the 2019-20 season, Non-FDOC Processor FCOJ disappearance, based on FCOJ inventories and imports, was up 112.0%.
- Season-to-date through 11/23/19, 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 2.8% from the previous season, with the NFC price down 2.5%, the Recon price up 0.5% and the overall OJ price down 2.3%.
- The average FCOJ Futures price was \$0.98/PS, down \$0.40/PS from last year.
- Season-to-date through 11/30/19, the delivered-in price for early and midseason oranges was \$1.02/PS, down \$0.86/PS from last season. Late season Orange Prices cannot be compared.
- Season to date through 11/17/19, fresh orange and specialty citrus shipments were up 4.0%, from last season.
- From August through October of the 2019-20 season, clementine and tangerine imports were down 17.2% relative to last season. Season-to-date through 12/07/19, Texas fresh grapefruit shipments were down 3.2% relative to last season.
- Season-to-date through 11/30/19, Florida FCGJ availability, movement and ending inventories were up 13.3%, down 40.0%, and up 18.2% respectively, from last season.
- Season-to-date through 11/30/19, Florida SSGJ availability, movement and ending inventories were up 18.3%, down 10.0%, and up 26.5% respectively, from last season.
- For October of the 2019- season, U.S. GJ exports were down 51.9%. Season-to-date through 11/30/19, Florida GJ exports were down 55.8% (FDOC Processors report).
- Season-to-date through 11/23/19, 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 7.4% from the previous season, with the overall GJ price up 5.3%.
- Season-to-date through 11/17/19, Florida fresh grapefruit shipments were up 17.3% from last season, with Domestic/Canadian shipments down 3.8% and offshore shipments up 54.1% (DFVI). Shipments to Europe and Japan were up 144.9% and up 20.4%, respectively. Domestic FOB prices (CAC) for fresh white and red/pink grapefruit were up 27.8% and up 20.3%, respectively.
- For the month of November versus the same period last year, the Euro/USD, Real/USD, and Yen/USD exchange rates were up 2.8%, up 10.0%, and down 3.9% respectively.

Brazil Orange Juice Exports

Destination		Season-to-date (July-November)				Change from 3 season average
		2016-17	2017-18	2018-19	2019-20	
million SSE Gallons						%
NAFTA ^b	Total	89.7	138.0	80.4	75.5	-26.5
	FCOJ	52.9	92.5	43.3	42.7	-32.0
	SSOJ	36.8	45.5	37.1	32.8	-17.7
Europe ^c	Total	318.7	382.5	326.5	402.9	+17.6
	FCOJ	237.6	300.9	248.7	314.6	+19.9
	SSOJ	81.1	81.7	77.9	88.4	+10.2
East Asia ^d	Total	30.0	42.9	36.4	51.8	+42.1
Others	Total	35.4	28.2	19.7	20.4	-26.7
Total		473.8	591.6	463.1	550.6	+8.1

^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 11/30/19 (FDOC Processor Week 9)		
	2017-18	2018-19	Change	2018-19	2019-20	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	192.2	243.1	+26.5	243.1	317.8	+30.7
Pack from Fruit	41.1	87.3	+112.4	3.8	0.6	-84.1
Imports^a	313.9	304.4	-3.0	20.4	12.1	-40.9
Availability	547.2	634.8	+16.0	267.3	330.5	+23.6
Movement	303.5	317.0	+4.5	55.9	48.4	-13.4
Bulk	237.3	251.6	+6.1	45.1	37.5	-16.9
Packaged	66.2	65.4	-1.2	10.8	10.9	+1.2
Ending Inventory	243.7	317.8	+30.4	211.4	282.1	+33.4
Bulk	237.8	311.9	+31.2	206.2	276.1	+33.9
Packaged	5.9	5.8	-1.6	5.2	5.9	+13.2
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^b	41.8	52.1	+24.8	34.0	52.4	+54.1

^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 11/30/19 (FDOC Processor Week 9)		
	2017-18	2018-19	Change	2018-19	2019-20	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	186.7	124.5	-33.3	124.5	209.0	+67.8
Pack from Fruit	200.2	318.4	+59.0	1.4	0.9	-31.7
Imports^a	104.9	119.3	+13.8	29.9	10.7	-64.3
Availability	491.8	562.3	+14.3	155.7	220.6	+41.6
Movement^b	365.4	347.5	-4.9	61.1	58.8	-3.9
Bulk	26.7	20.0	-24.9	3.8	2.6	-32.9
Packaged	338.7	327.4	-3.3	57.3	56.2	-1.9
Ending Inventory	124.6	209.0	+67.8	94.4	157.6	+67.0
Bulk	119.7	203.5	+70.0	89.2	152.4	+70.8
Packaged	4.9	5.5	+13.0	5.2	5.2	+1.2
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^c	17.7	31.3	+76.4	13.9	24.1	+73.8

^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						
Country	Volume			FOB Value/SSG ^c		
	2018-19	2019-20	Change	2018-19	2019-20	Change
TOTAL OJ						
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Brazil	21.58	17.15	-20.5	1.49	1.45	-2.7
CBI ^b	0.08	0.05	-37.5	3.31	3.21	-3.0
Mexico	4.22	4.22	0.0	3.33	1.80	-45.9
Other	0.16	0.18	+12.5	3.28	3.77	+14.9
TOTAL	26.05	21.61	-17.0	1.80	1.55	-13.9
NFC OJ						
Brazil	13.30	9.81	-26.2	1.56	1.66	+6.4
CBI ^b	0.00	0.00	N/A	0.00	0.00	N/A
Mexico	0.13	0.16	+23.1	2.48	2.60	+4.8
Other	0.00	0.00	N/A	3.55	17.70	+398.6
TOTAL	13.44	9.97	-25.8	1.57	1.68	+7.0

^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						
Country	Volume			FOB Value/SSG ^c		
	2018-19	2019-20	Change	2018-19	2019-20	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	2.46	2.40	-2.4	5.07	5.30	+4.5
Europe	0.01	0.10	+900.0	4.77	7.32	+53.5
Japan	0.02	0.00	-100.0	5.95	N/A	N/A
Other	0.69	0.99	+43.5	5.70	N/A	N/A
TOTAL	3.18	3.49	+9.7	5.21	5.59	+7.3

^a Includes OJ with added vitamins and minerals.

^b FDOC Processor exports of OJ for the 2019-20 season were up 17.3%, season-to-date through 11/30/19.

^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)		
	2018-19	2019-20	Change
- million SSE gallons -			- % -
Beginning Inventory^a	12.3	21.6	+76.3
Foreign Imports^b	<u>5.0</u>	<u>8.8</u>	<u>+73.5</u>
Availability^c	17.3	30.4	+75.5
Ending Inventory^a	<u>11.1</u>	<u>17.3</u>	<u>+55.2</u>
Non-FDOC Processor FCOJ Disappearance^d	6.2	13.1	+112.0

^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		
	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 11/23/19, Topline Report #2									
	2018-19	2019-20	Change	2018-19	2019-20	Change	2018-19	2019-20	Change
Refrigerated	55.67	54.42	-2.3	392.43	385.72	-1.7	7.05	7.09	+0.6
NFC	35.37	33.54	-5.2	292.25	285.01	-2.5	8.26	8.50	+2.9
RECON	20.30	20.88	+2.8	100.18	100.72	+0.5	4.93	4.82	-2.3
FCOJ	2.40	2.17	-9.6	11.85	10.86	-8.4	4.94	5.00	+1.4
Shelf Stable	2.05	1.83	-10.7	15.16	13.23	-12.8	7.41	7.24	-2.3
TOTAL	60.12	58.42	-2.8	419.45	409.81	-2.3	6.98	7.02	+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		
	4/13/2019	8/3/2019	11/23/19	4/13/2019	8/3/2019	11/23/19
Non-Promotional Price						
NFC <11 oz	\$4.05	\$4.03	\$4.06	\$12.17	\$12.20	\$12.14
NFC 11-20 oz	\$1.95	\$1.93	\$1.83	\$16.25	\$16.29	\$15.74
NFC 20-50 oz	\$3.67	\$3.83	\$3.90	\$14.51	\$15.12	\$15.41
NFC 50-70 oz	\$3.71	\$3.73	\$3.73	\$8.54	\$8.62	\$8.72
NFC 70-110 oz	\$5.84	\$5.88	\$5.85	\$8.39	\$8.46	\$8.42
NFC >110 oz	\$6.71	\$6.70	\$6.71	\$6.71	\$6.70	\$6.71
Promotional Price^a						
NFC <11 oz	\$3.42	\$3.26	\$3.14	\$10.47	\$10.12	\$10.23
NFC 11-20 oz	\$1.31	\$1.30	\$1.37	\$13.54	\$13.10	\$13.42
NFC 20-50 oz	\$2.98	\$2.98	\$3.17	\$11.96	\$11.66	\$12.87
NFC 50-70 oz	\$3.08	\$3.09	\$3.11	\$7.51	\$7.51	\$7.59
NFC 70-110 oz	\$5.53	\$5.52	\$5.54	\$7.96	\$7.96	\$7.99
NFC >110 oz	\$6.52	\$6.61	\$6.05	\$6.52	\$6.61	\$6.05

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)

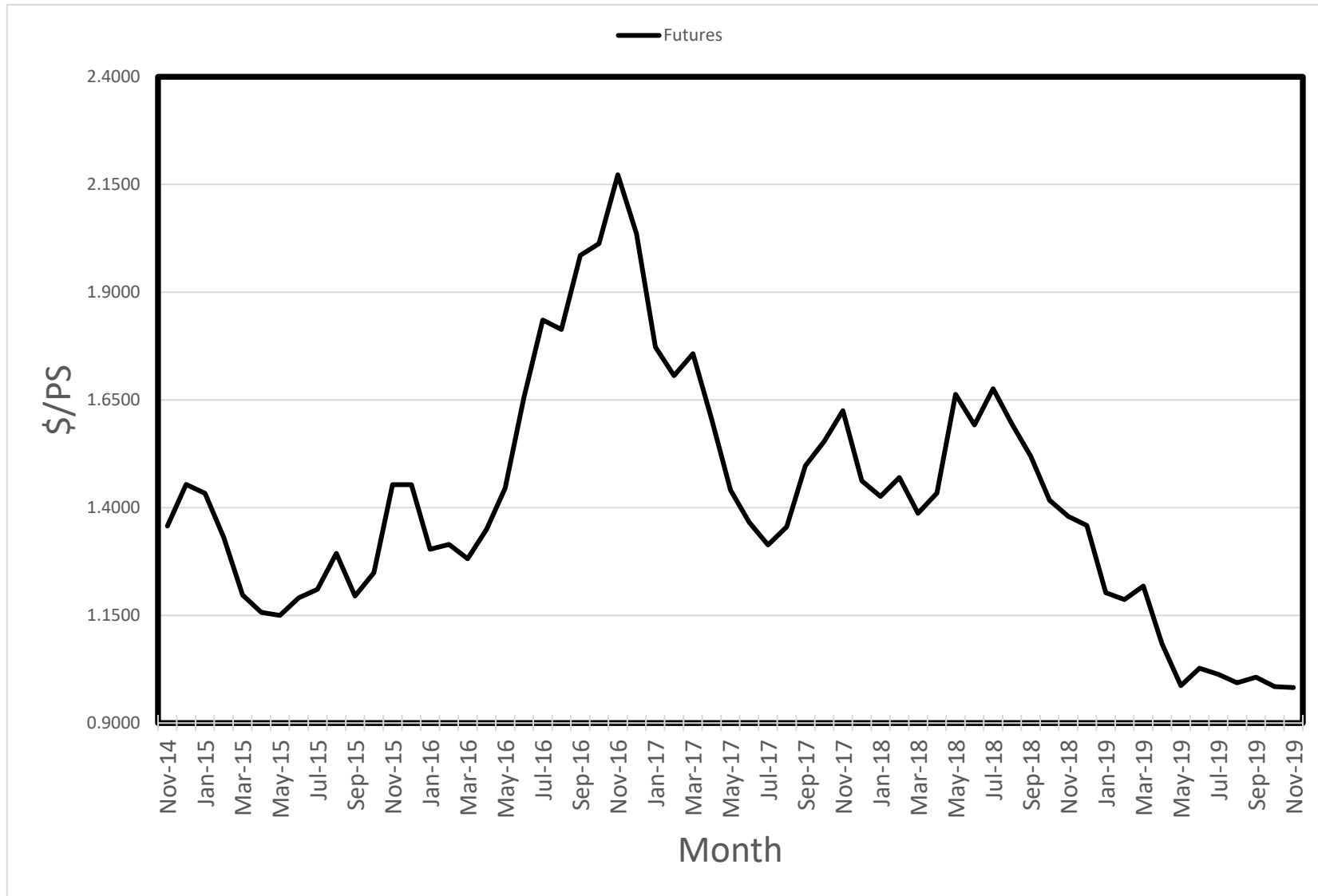
Unit Sizes	Dollar Sales			Gallon Sales		
	16 Week Period Ending			16 Week Period Ending		
	4/13/2019	8/3/2019	11/23/19	4/13/2019	8/3/2019	11/23/19
NFC <11 oz	\$9,888,496	\$8,376,184	\$9,312,342	824,323	696,842	778,758
NFC 11-20 oz	\$34,018,857	\$31,990,296	\$33,580,941	2,189,917	2,066,959	2,220,474
NFC 20-50 oz	\$7,886,619	\$7,256,389	\$7,933,297	558,556	494,627	528,582
NFC 50-70 oz	\$400,434,197	\$340,050,940	\$341,915,872	49,618,321	41,741,824	41,508,091
NFC 70-110 oz	\$164,448,074	\$139,407,227	\$141,856,395	19,828,145	16,676,255	17,036,943
NFC >110 oz	\$22,980,287	\$19,955,576	\$19,618,187	3,434,228	2,981,216	2,949,868
% Sold on Promotion^a						
NFC <11 oz	8.9%	7.2%	8.1%	10.2%	8.5%	9.5%
NFC 11-20 oz	23.1%	21.5%	23.6%	26.4%	25.4%	26.6%
NFC 20-50 oz	12.8%	10.3%	13.6%	15.1%	13.0%	15.9%
NFC 50-70 oz	42.3%	39.5%	39.3%	45.5%	42.8%	42.6%
NFC 70-110 oz	22.2%	18.5%	20.4%	23.1%	19.5%	21.3%
NFC >110 oz	7.2%	2.5%	7.7%	7.4%	2.5%	8.5%

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

November 2014 through November 2019



FCOJ Prices November

Item	2018	2019	Change
- \$ / PS -			- % -
FCOJ Futures	1.3796	0.9824	-28.8

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^a	\$1.88	\$1.02	-45.7
Late Season Oranges^b	N/A	N/A	N/A
White Grapefruit^c	N/A	N/A	N/A
Red/Pink Grapefruit^c	\$3.30	N/A	N/A

^a 2019-20 STD price through 11/30/19. 2018-19 STD price through 12/01/18.

^b Late season fruit has not begun for this season

^c 2019-20 STD price through 11/30/19. 2018-19 STD price through 12/01/18.

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

Season	November Average		Season-to-Date ^a (July - November)	
	Price	Change from Year Ago	Price	Change from Year Ago
	- \$ / box ^b -	- % -	- \$ / box ^b -	- % -
2017-18	5.83		5.97	
2018-19	5.94	+1.9	5.66	-5.1
2019-20	4.87	-18.0	4.95	-12.6

^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 11/17/19			FOB Price through 10/27/19		
	2018-19	2019-20	Change	2018-19	2019-20	Change
	STD	STD		Final	STD	
	- 1,000 of 4/5 bu. cartons -		- % -	- \$ / carton -		- % -
Early & Mid Oranges	386	383	-0.9	15.07	13.01	-13.7
Navel	138	144	+4.5	17.60	18.20	+3.4
Valencia	2	2	+9.1	N/A	N/A	N/A
Tangelo	0	0	-100.0	16.07	N/A	N/A
Early Tangerines ^a	135	158	+17.5	21.37	19.52	-8.7
Honey / Murcotts	0	0	N/A	29.67	N/A	N/A
Royal Tangerines / Temples	0	0	N/A	17.91	N/A	N/A
TOTAL	661	688	+4.0			

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			
2018-19	2019-20	Change	2018-19	2019-20	Change	
August - October			STD - 12/07/19			
- million pounds -		- % -	- thousand 7/10 bu. Cartons -		- % -	
295.5	244.7	-17.2	Total	1,121	1,085	-3.2
			Export	112	-	-100.0
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 11/30/19 (FDOC Processor Week 9)		
	2017-18	2018-19	Change	2018-19	2019-20	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	9.5	5.2	-45.8	5.2	6.8	+32.2
Pack from Fruit	2.3	2.7	+19.5	0.3	0.2	-38.5
Imports^a	4.5	2.4	-46.0	0.7	0.0	-100.0
Availability	16.4	10.3	-36.7	6.2	7.0	+13.3
Movement	11.7	4.9	-57.9	1.0	0.6	-40.0
Bulk	11.6	4.7	-58.9	1.0	0.6	-40.3
Packaged	0.1	0.2	+44.8	0.0	0.0	-28.8
Ending Inventory	5.2	6.9	+31.7	5.5	6.5	+18.2
Bulk	5.2	6.8	+31.8	5.5	6.5	+18.5
Packaged	0.0	0.0	-3.0	0.0	0.0	-15.4
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	23.2	72.7	+212.8	47.7	94.0	+97.1

^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.

Florida SSGJ Availability, Movement and Inventory

Item	Prior Season Comparison (October - September)			Season-to-Date: 11/30/19 (FDOC Processor Week 9)		
	2017-18	2018-19	Change	2018-19	2019-20	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	8.6	6.9	-19.7	6.9	8.5	+24.0
Pack from Fruit	6.4	8.7	+36.8	0.6	0.7	+17.6
Imports^a	4.4	4.7	+7.3	0.5	0.3	-53.1
Availability	19.3	20.3	+5.1	8.0	9.5	+18.3
Movement	12.4	11.0	-11.5	1.8	1.7	-10.0
Bulk	1.2	0.5	-58.7	0.2	0.0	-81.1
Packaged	11.2	10.5	-6.5	1.6	1.6	-0.7
Ending Inventory	6.8	8.5	+25.3	6.2	7.8	+26.5
Bulk	6.7	8.4	+25.5	5.9	7.6	+29.0
Packaged	0.1	0.2	+14.6	0.3	0.2	-25.2
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	28.6	40.5	+41.6	30.1	42.3	+40.6

^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						
Country	Volume			FOB Value/SSG ^c		
	2018-19	2019-	Change	2018-19	2019-	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	0.15	0.14	-6.7	5.05	5.69	+12.7
Europe	0.54	0.11	-79.6	5.66	4.60	-18.7
Japan	0.04	0.08	+100.0	4.65	5.00	+7.5
Other	0.08	0.05	-37.5	4.00	5.11	+27.8
TOTAL	0.81	0.39	-51.9	5.34	5.16	-3.4

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

^b FDOC Processor exports of GJ for the 2019-20 season were down 55.8%, season-to-date through 11/30/19.

^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		
	2016-17	2017-18	Change	2016-17	2017-18	Change	2016-17	2017-18	Change
	- million SSE gallons -		- % -	- million dollars -		- % -	- \$/SSE gallon -		- % -
Full Season Results for the Previous Two Seasons									
Refrigerated	414.05	394.63	-4.7	2,801.24	2,719.60	-2.9	6.77	6.89	+1.9
NFC	265.39	249.12	-6.1	2,036.10	1,964.97	-3.5	7.67	7.89	+2.8
RECON	148.66	145.51	-2.1	765.14	754.63	-1.4	5.15	5.19	+0.8
FCGJ	18.08	16.40	-9.3	89.20	82.00	-8.1	4.93	5.00	+1.3
Shelf Stable	0.29	0.24	-18.4	2.55	2.15	-15.6	8.67	8.96	+3.4
TOTAL	432.43	411.27	-4.9	2,892.99	2,803.76	-3.1	6.69	6.82	+1.9
Season-to-Date through 11/23/19, Topline Report #2									
	2018-19	2019-20	Change	2018-19	2019-20	Change	2018-19	2019-20	Change
Refrigerated	1.24	1.16	-6.4	10.79	10.54	-2.3	8.70	9.08	+4.3
NFC	1.23	1.14	-7.3	10.64	10.16	-4.5	8.67	8.93	+3.0
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	-7.4	14.04	13.68	-2.5	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 11/17/19

Destination/Variety	2018-19 STD	2019-20 STD	Change
- 1,000 4/5-bu. cartons -			- % -
Domestic & Canadian - All	348	335	-3.8
White	2	7	+264.3
Red/Pink	347	328	-5.2
Offshore Exports - All	200	308	+54.1
White	43	61	+39.9
Red/Pink	156	247	+58.1
TOTAL - All	548	643	+17.3
White	45	68	+49.1
Red/Pink	503	575	+14.4

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Shipments Season-to-Date through 11/17/19

Country	2018-19 STD	2019-20 STD	Change
- 1,000 4/5-bu. cartons -			- % -
United States	321	277	-13.7
Canada	28	59	+110.8
Europe	49	120	+144.9
Japan	107	129	+20.4
Other	44	59	+35.3
TOTAL - All	548	643	+17.3

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Domestic FOB Prices
Season-to-Date through 10/27/19

Variety	FOB Price		
	2018-19	2019-20	Change
	Final	STD	
	- \$ / carton -		- % -
TOTAL^a	17.72	21.42	+20.9
White	16.66	21.29	+27.8
Red/Pink	17.82	21.44	+20.3

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

Foreign Exchange Rates Per USD

Date	Euro	Real	Yen
Annual			
2014	0.7536	2.353	105.84
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
2018 (through November)	0.8442	3.628	110.21
2019 (through November)	0.8925	3.928	109.00
% Change	+5.7	+8.3	-1.1
Average for Month of November			
2018	0.8798	3.7718	113.27
2019	0.9043	4.1487	108.82
% Change	+2.8	+10.0	-3.9