

Florida Citrus Economic & Market Indicators January 2020

Florida Department of
Citrus

Economic and Market
Research



Florida Citrus Economic & Market Indicators

Summary Comments.....	3
 Oranges & Specialty Fruit	
· 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
 Grapefruit	
· 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
 Foreign Exchange Rates Per USD.....	 24

Summary Comments

- Brazil's OJ exports for 2018-19 Brazilian season (July - December) 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 12/28/19, Florida FCOJ availability, movement and ending inventories were up 25.2%, down 9.9%, and up 38.2% respectively, from last season.
- Season-to-date through 12/28/19, Florida SSOJ availability, movement and ending inventories were up 23.6%, down 2.8%, and up 39.0% respectively, from last season.
- For October through November of the 2019-20 season, U.S. OJ imports and exports were down 19.1% and down 1.2% from last season, respectively. Season-to-date through 12/28/19, Florida OJ exports were up 0.1% (FDOC Processors Report).
- For October through November of the 2019-20 season, Non-FDOC Processor FCOJ disappearance, based on FCOJ inventories and imports, was up 166.0%.
- 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 2.4%, the Recon price up 0.7% and the overall OJ price down 2.2%.
- The average FCOJ Futures price was \$0.98/PS, down \$0.38/PS from last year.
- Season-to-date through 12/28/19, the delivered-in price for early and midseason oranges was \$0.95/PS, down \$1.20/PS from last season. Late season Orange prices cannot be compared.
- Season-to-date through 12/01/19, fresh orange and specialty citrus shipments were up 11.1% from last season.
- From August through November of the 2019-20 season, clementine and tangerine imports were down 17.0% relative to last season. Season-to-date through 12/28/19, Texas fresh grapefruit shipments were down 6.2% relative to last season.
- Season-to-date through 12/28/19, Florida FCGJ availability, movement and ending inventories were down 7.7%, down 57.2%, and up 4.5% respectively, from last season.
- Season-to-date through 12/28/19, Florida SSGJ availability, movement and ending inventories were up 8.7%, down 10.5%, and up 14.1% respectively, from last season.
- For October through November of the 2019-20 season, U.S. GJ exports were down 40.4%. Season-to-date through 12/28/19, Florida GJ exports were down 51.6% (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 7.3% from the previous season, with the overall GJ price up 5.3%.
- Season-to-date through 12/01/19, Florida fresh grapefruit shipments were up 19.2% from last season, with Domestic/Canadian shipments up 0.5% and offshore shipments up 49.6% (DFVI). Shipments to Europe and Japan were up 154.6% and down 11.3%, 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 December, versus the same period last year, the Euro/USD, Real/USD, and Yen/USD exchange rates were up 2.4%, up 9.1%, and down 2.7% respectively.

Brazil Orange Juice Exports

Destination		Season-to-date (July-December)				Change from 3 season average
		2016-17	2017-18	2018-19	2019-20	
million SSE Gallons						%
NAFTA ^b	Total	152.6	213.4	159.0	157.9	-9.8
	FCOJ	93.3	140.5	67.6	92.1	-8.3
	SSOJ	59.3	72.8	91.4	65.8	-11.8
Europe ^c	Total	465.1	559.7	504.7	638.6	+25.3
	FCOJ	342.0	445.7	382.6	511.9	+31.2
	SSOJ	123.1	114.0	122.1	126.7	+5.8
East Asia ^d	Total	59.8	59.3	67.0	87.4	+40.9
Others	Total	50.1	45.6	41.1	31.1	-31.9
Total		727.7	878.0	771.8	914.9	+15.4

^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 12/28/19 (FDOC Processor Week 13)		
	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	13.8	19.5	+41.4
Imports^a	313.9	304.4	-3.0	40.2	34.8	-13.3
Availability	547.2	634.8	+16.0	297.1	372.1	+25.2
Movement	303.5	317.0	+4.5	79.9	72.0	-9.9
Bulk	237.3	251.6	+6.1	64.2	55.9	-13.0
Packaged	66.2	65.4	-1.2	15.7	16.1	+2.6
Ending Inventory	243.7	317.8	+30.4	217.2	300.1	+38.2
Bulk	237.8	311.9	+31.2	211.9	294.5	+39.0
Packaged	5.9	5.8	-1.6	5.3	5.6	+6.7
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^b	41.8	52.1	+24.8	35.3	54.2	+53.4

^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 12/28/19 (FDOC Processor Week 13)		
	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	40.6	27.8	-31.6
Imports^a	104.9	119.3	+13.8	42.2	19.5	-53.9
Availability	491.8	562.3	+14.3	207.4	256.2	+23.6
Movement^b	365.4	347.5	-4.9	92.0	89.4	-2.8
Bulk	26.7	20.0	-24.9	4.9	4.8	-0.8
Packaged	338.7	327.4	-3.3	87.2	84.6	-2.9
Ending Inventory	124.6	209.0	+67.8	115.1	160.0	+39.0
Bulk	119.7	203.5	+70.0	109.5	153.8	+40.4
Packaged	4.9	5.5	+13.0	5.6	6.2	+11.3
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^c	17.7	31.3	+76.4	16.3	23.3	+43.0

^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 - November						
Country	Volume			FOB Value/SSG ^c		
	2018-19	2019-20	Change	2018-19	2019-20	Change
TOTAL OJ						
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Brazil	47.48	42.02	-11.5	1.49	1.24	-16.8
CBI ^b	0.19	0.23	+21.1	3.39	1.98	-41.6
Mexico	12.12	5.93	-51.1	2.58	2.25	-12.8
Other	0.39	0.48	+23.1	3.12	2.87	-8.0
TOTAL	60.18	48.66	-19.1	1.72	1.38	-19.8
NFC OJ						
Brazil	30.85	13.42	-56.5	1.54	1.56	+1.3
CBI ^b	0.00	0.00	N/A	0.00	0.00	N/A
Mexico	0.42	0.39	-7.1	2.48	2.56	+3.2
Other	0.01	0.00	-100.0	3.89	17.70	+355.0
TOTAL	31.27	13.82	-55.8	1.56	1.59	+1.9

^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 - November						
Country	Volume			FOB Value/SSG ^c		
	2018-19	2019-20	Change	2018-19	2019-20	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	4.95	4.65	-6.1	5.07	5.27	+3.9
Europe	0.03	0.16	+433.3	4.19	7.97	+90.2
Japan	0.05	0.00	-100.0	5.78	N/A	N/A
Other	1.84	1.97	+7.1	5.51	6.96	+26.3
TOTAL	6.86	6.78	-1.2	5.15	5.44	+5.6

^a Includes OJ with added vitamins and minerals.

^b FDOC Processor exports of OJ for the 2019-20 season were up 0.1%, season-to-date through 12/28/19.

^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 - November		
	2018-19	2019-20	Change
- million SSE gallons -			- % -
Beginning Inventory^a	12.3	21.6	+76.3
Foreign Imports^b	<u>8.8</u>	<u>28.7</u>	<u>+227.2</u>
Availability^c	21.0	50.3	+139.1
Ending Inventory^a	<u>10.4</u>	<u>22.0</u>	<u>+111.6</u>
Non-FDOC Processor FCOJ Disappearance^d	10.6	28.3	+166.0

^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	54.45	-2.2	392.43	386.00	-1.6	7.05	7.09	+0.6
NFC	35.37	33.56	-5.1	292.25	285.13	-2.4	8.26	8.50	+2.8
RECON	20.30	20.90	+2.9	100.18	100.87	+0.7	4.93	4.83	-2.2
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	58.45	-2.8	419.45	410.08	-2.2	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		
	5/11/2019	8/31/2019	12/21/19	5/11/2019	8/31/2019	12/21/19
Non-Promotional Price						
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
Promotional Price^a						
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.

^aPromotional prices includes features, displays, and combined feature and display prices. Temporary price reductions (TPR) are not included in promotional prices.

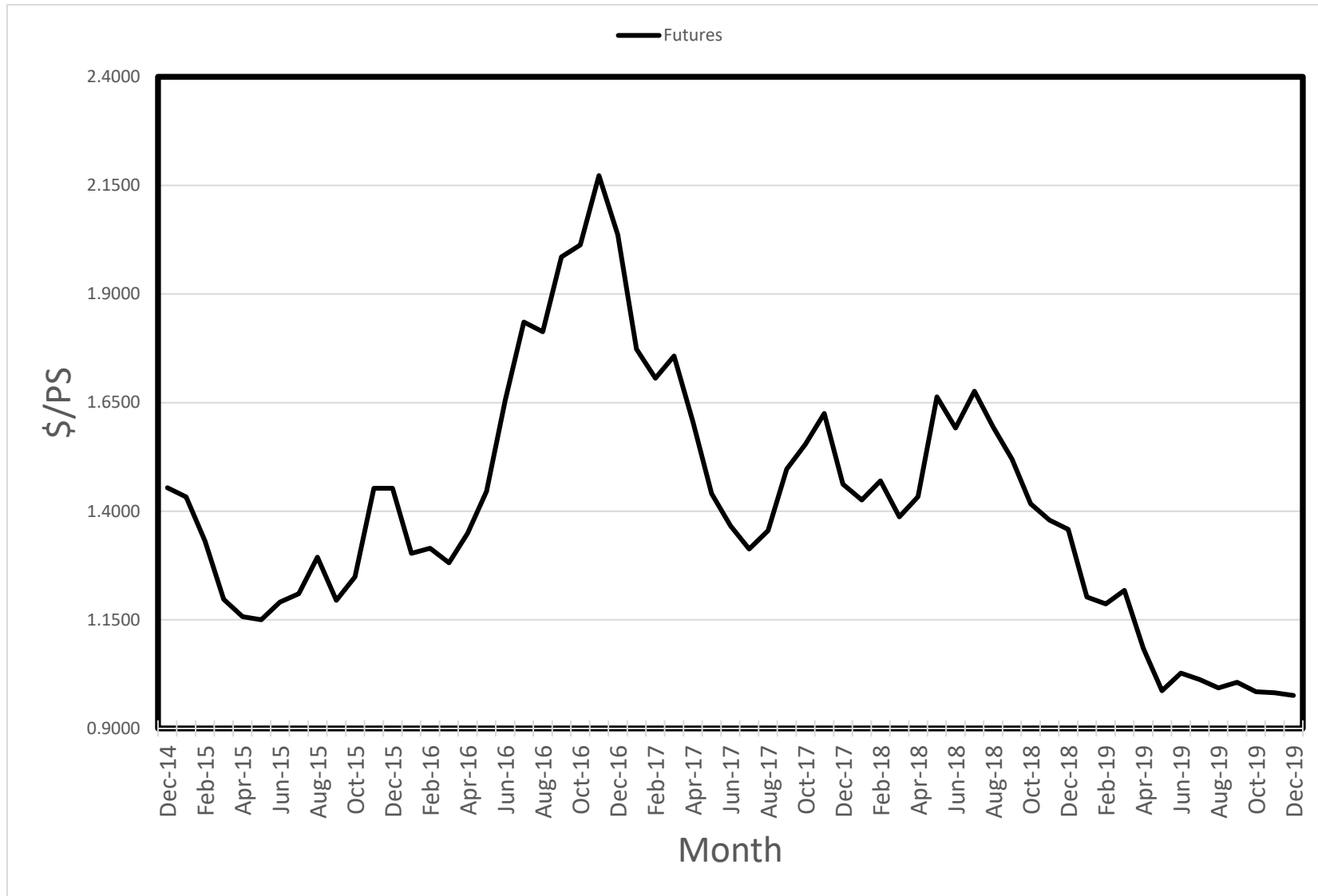
U.S. Retail NFC Orange Juice Sales by Unit Size (xAOC)

Unit Sizes	Dollar Sales			Gallon Sales		
	16 Week Period Ending			16 Week Period Ending		
	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
% Sold on Promotion^a						
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.

^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 December 2015 through December 2020



FCOJ Prices December

Item	2018	2019	Change
- \$ / PS -			- % -
FCOJ Futures	1.3582	0.9759	-28.1

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 ^a	\$2.15	\$0.95	-55.8
Late Season Oranges ^b	N/A	N/A	N/A
White Grapefruit ^c	N/A	N/A	N/A
Red/Pink Grapefruit ^c	\$3.38	N/A	N/A

^a 2019-20 STD price through 12/28/19. 2018-19 STD price through 12/29/18.

^b Late season fruit has not begun for this season

^c 2019-20 STD price through 12/28/19. 2018-19 STD price through 12/29/18.

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

Season	December Average		Season-to-Date ^a (July - December)	
	Price	Change from Year Ago	Price	Change from Year Ago
	- \$ / box ^b -	- % -	- \$ / box ^b -	- % -
2017-18	5.66		5.92	
2018-19	5.70	+0.7	5.67	-4.1
2019-20	5.02	-11.9	4.96	-12.5

^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 12/01/19			FOB Price through 10/27/19		
	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	537	620	+15.6	15.07	13.01	-13.7
Navel	250	259	+3.6	17.60	18.20	+3.4
Valencia	2	2	+9.1	N/A	N/A	N/A
Tangelo	4	0	-93.8	16.07	N/A	N/A
Early Tangerines ^a	193	214	+10.7	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	986	1,095	+11.1			

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 - November			STD - 12/28/19		
- million pounds -		- % -	- thousand 7/10 bu. Cartons -		- % -
307.6	255.3	-17.0	Total 1,666	1,562	-6.2
			Export 165	4	-97.4
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 12/28/19 (FDOC Processor Week 13)		
	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	-31.2
Imports^a	4.5	2.4	-46.0	2.2	0.0	-100.0
Availability	16.4	10.3	-36.7	7.6	7.0	-7.7
Movement	11.7	4.9	-57.9	1.7	0.7	-57.2
Bulk	11.6	4.7	-58.9	1.6	0.7	-57.9
Packaged	0.1	0.2	+44.8	0.0	0.0	-28.9
Ending Inventory	5.2	6.9	+31.7	6.3	6.6	+4.5
Bulk	5.2	6.8	+31.8	6.3	6.6	+4.5
Packaged	0.0	0.0	-3.0	0.0	0.0	+14.7
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	23.2	72.7	+212.8	49.0	119.6	+144.0

^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: 12/28/19 (FDOC Processor Week 13)		
	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	1.8	1.7	-2.4
Imports^a	4.4	4.7	+7.3	1.1	0.3	-69.3
Availability	19.3	20.3	+5.1	9.7	10.6	+8.7
Movement	12.4	11.0	-11.5	2.7	2.4	-10.5
Bulk	1.2	0.5	-58.7	0.2	0.0	-77.0
Packaged	11.2	10.5	-6.5	2.5	2.4	-4.8
Ending Inventory	6.8	8.5	+25.3	7.0	8.0	+14.1
Bulk	6.7	8.4	+25.5	6.7	7.8	+16.5
Packaged	0.1	0.2	+14.6	0.3	0.2	-35.0
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	28.6	40.5	+41.6	33.6	42.8	+27.5

^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 - November						
Country	Volume			FOB Value/SSG ^c		
	2018-19	2019-20	Change	2018-19	2019-20	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	0.25	0.20	-20.0	5.07	6.02	+18.7
Europe	0.69	0.34	-50.7	5.42	4.21	-22.3
Japan	0.22	0.12	-45.5	4.96	4.70	-5.2
Other	0.30	0.21	-30.0	4.48	4.70	+4.9
TOTAL	1.46	0.87	-40.4	5.10	4.81	-5.7

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

^b FDOC Processor exports of GJ for the 2019-20 season were down 51.6%, season-to-date through 12/28/19.

^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	-6.2	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 12/01/19

Destination/Variety	2018-19 STD	2019-20 STD	Change
- 1,000 4/5-bu. cartons -			- % -
Domestic & Canadian - All	516	519	+0.5
White	5	13	+162.5
Red/Pink	511	506	-1.1
Offshore Exports - All	319	477	+49.6
White	72	66	-9.3
Red/Pink	247	412	+66.9
TOTAL - All	835	996	+19.2
White	77	78	+1.6
Red/Pink	758	917	+21.0

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Shipments Season-to-Date through 12/01/19

Country	2018-19 STD	2019-20 STD	Change
- 1,000 4/5-bu. cartons -			- % -
United States	458	431	-5.9
Canada	58	88	+51.2
Europe	95	241	+154.6
Japan	155	138	-11.3
Other	69	98	+42.4
TOTAL - All	835	996	+19.2

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	17.71	21.43	+21.0
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			
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
2018 (through December)	0.8472	3.640	110.38
2019 (through December)	0.8932	3.944	109.02
% Change	+5.4	+8.4	-1.2
Average for Month of December			
2018	0.8794	3.7718	112.28
2019	0.9005	4.1156	109.19
% Change	+2.4	+9.1	-2.7