

# Florida Citrus Economic & Market Indicators January 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 2021-22 Brazilian season July - December were down 10.1% from the previous 3 season average with exports to the USMCA region, Europe and the East Asia down 4.5%, down 14.9% and up 9.1%, respectively.
- Season-to-date through 01/01/22, Florida FCOJ availability, movement and ending inventories were down 17.6%, up 2.2%, and down 23.4% respectively, from last season.
- Season-to-date through 01/01/22, Florida SSOJ availability, movement and ending inventories were down 12.8%, down 3.0%, and down 18.7% respectively, from last season.
- For October through December of the 2021-22 season, U.S. OJ imports and exports were down 3.7% and down 6.5% from last season, respectively. Season-to-date through 01/01/22, Florida OJ exports were up 50.2% (FDOC Processors Report).
- For October through December of the 2021-22 season, Non-FDOC Processor FCOJ disappearance, based on FCOJ inventories and imports, was up 3.8%.
- Season-to-date through 01/29/22, 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 3.0% from the previous season, with the NFC price up 6.2%, the Recon price up 2.8% and the overall OJ price up 5.9%.
- FCOJ-A Futures are currently unavailable.
- Season-to-date through 02/12/22, the delivered-in price for early and midseason oranges was \$2.21/PS, up \$0.51/PS from last season. Late season Orange prices cannot be compared.
- Season-to-date through 01/16/22, fresh orange and specialty citrus shipments were down 41.1% from last season.
- From August through December of the 2021-22 season, clementine and tangerine imports were up 12.2% relative to last season. Season-to-date through 01/08/22, Texas fresh grapefruit shipments were down 57.3% relative to last season.
- Season-to-date through 01/01/22, Florida FCGJ availability, movement and ending inventories were down 24.5%, up 55.7%, and down 32.2% respectively, from last season.
- Season-to-date through 01/01/22, Florida SSGJ availability, movement and ending inventories were down 8.4%, up 1.1%, and down 9.9% respectively, from last season.
- For October through December of the 2021-22 season, U.S. GJ exports were up 53.7%. Season-to-date through 01/01/22, Florida GJ exports were down 36.6% (FDOC Processors report).
- Season-to-date through 01/29/22, 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 4.0% from the previous season, with the overall GJ price up 4.5%.
- Season-to-date through 01/16/22, Florida fresh grapefruit shipments were down 43.5% from last season, with Domestic/Canadian shipments down 32.5% and offshore shipments down 63.8% (DFVI). Shipments to Europe and Japan were down 53.1% and down 75.9%, respectively. Domestic FOB prices (CAC) for fresh white and red/pink grapefruit were up 33.8% and up 13.6%, respectively.
- For the month of December, versus the same period last year, the Euro/USD, Real/USD, and Yen/USD exchange rates were up 7.6%, up 9.9%, and up 9.6% respectively.

## Brazil Orange Juice Exports

Destination		Season-to-date July - December				Change from 3 season average
		2018-19	2019-20	2020-21	2021-22	
million SSE Gallons						%
USMCA <sup>b</sup>	Total	159.0	157.9	152.0	149.2	-4.5
	FCOJ	67.6	92.1	84.4	75.8	-6.8
	SSOJ	91.4	65.8	67.6	73.4	-2.1
Europe <sup>c</sup>	Total	504.7	638.6	487.2	462.5	-14.9
	FCOJ	382.6	511.9	357.9	352.5	-15.6
	SSOJ	122.1	126.7	129.3	110.0	-12.7
East Asia <sup>d</sup>	Total	67.0	87.4	78.2	84.6	+9.1
Others	Total	41.1	31.1	41.0	36.1	-4.2
Total		771.8	914.9	758.5	732.5	-10.1

<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 01/01/22 (FDOC Processor Week 13)		
	2019-20	2020-21	Change	2020-21	2021-22	Change
	- million PS -		- % -	- million PS -		- % -
<b>Beginning Inventory</b>	<b>317.8</b>	<b>259.7</b>	<b>-18.3</b>	<b>259.7</b>	<b>232.7</b>	<b>-10.4</b>
<b>Pack from Fruit</b>	<b>82.0</b>	<b>30.2</b>	<b>-63.1</b>	<b>11.7</b>	<b>5.3</b>	<b>-54.7</b>
<b>Imports<sup>a</sup></b>	<b>169.6</b>	<b>227.1</b>	<b>+33.9</b>	<b>45.2</b>	<b>22.9</b>	<b>-49.4</b>
<b>Availability</b>	<b>569.3</b>	<b>517.0</b>	<b>-9.2</b>	<b>316.6</b>	<b>260.9</b>	<b>-17.6</b>
<b>Movement</b>	<b>315.8</b>	<b>284.3</b>	<b>-10.0</b>	<b>72.0</b>	<b>73.6</b>	<b>+2.2</b>
Bulk	260.0	228.0	-12.3	59.5	58.6	-1.5
Packaged	55.7	56.3	+0.9	12.5	15.0	+20.1
<b>Ending Inventory</b>	<b>259.7</b>	<b>232.7</b>	<b>-10.4</b>	<b>244.6</b>	<b>187.4</b>	<b>-23.4</b>
Bulk	254.1	226.7	-10.8	238.4	181.5	-23.9
Packaged	5.6	6.1	+9.4	6.1	5.8	-4.4
	- weeks supply -		- % -	- weeks supply -		- % -
<b>Carry Over - STD<sup>b</sup></b>	<b>42.8</b>	<b>42.6</b>	<b>-0.4</b>	<b>44.2</b>	<b>33.1</b>	<b>-25.0</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 01/01/22 (FDOC Processor Week 13)		
	2019-20	2020-21	Change	2020-21	2021-22	Change
	- million PS -		- % -	- million PS -		- % -
<b>Beginning Inventory</b>	<b>209.0</b>	<b>149.7</b>	<b>-28.4</b>	<b>149.7</b>	<b>124.6</b>	<b>-16.7</b>
<b>Pack from Fruit</b>	<b>292.8</b>	<b>241.2</b>	<b>-17.6</b>	<b>37.2</b>	<b>32.1</b>	<b>-13.9</b>
<b>Imports<sup>a</sup></b>	<b>55.5</b>	<b>108.1</b>	<b>+94.9</b>	<b>25.2</b>	<b>28.4</b>	<b>+12.7</b>
<b>Availability</b>	<b>557.3</b>	<b>498.9</b>	<b>-10.5</b>	<b>212.1</b>	<b>185.0</b>	<b>-12.8</b>
<b>Movement<sup>b</sup></b>	<b>389.1</b>	<b>367.2</b>	<b>-5.6</b>	<b>98.4</b>	<b>95.5</b>	<b>-3.0</b>
Bulk	26.7	13.4	-49.9	3.8	2.3	-39.4
Packaged	362.4	353.9	-2.4	94.6	93.2	-1.6
<b>Ending Inventory</b>	<b>149.7</b>	<b>124.6</b>	<b>-16.7</b>	<b>110.0</b>	<b>89.4</b>	<b>-18.7</b>
Bulk	143.6	119.4	-16.8	105.9	84.1	-20.6
Packaged	6.1	5.1	-15.6	4.1	5.3	+29.8
	- weeks supply -		- % -	- weeks supply -		- % -
<b>Carry Over - STD<sup>c</sup></b>	<b>20.0</b>	<b>17.6</b>	<b>-11.8</b>	<b>14.5</b>	<b>12.2</b>	<b>-16.2</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>		
	2020-21	2021-22	Change	2020-21	2021-22	Change
<b>TOTAL OJ</b>						
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Brazil	70.44	65.22	-7.4	1.14	1.35	+18.5
CBI <sup>b</sup>	1.14	0.01	-98.9	1.00	5.84	+481.1
Mexico	14.01	15.63	+11.6	2.23	2.23	+0.2
Other	0.69	2.20	+220.2	3.98	2.21	-44.5
<b>TOTAL</b>	<b>86.28</b>	<b>83.06</b>	<b>-3.7</b>	<b>1.34</b>	<b>1.54</b>	<b>+15.1</b>
<b>NFC OJ</b>						
Brazil	23.06	36.12	+56.7	1.42	1.48	+4.1
CBI <sup>b</sup>	0.00	0.00	N/A	0.00	0.00	N/A
Mexico	2.98	3.79	+26.9	2.44	2.64	+8.3
Other	0.12	0.96	+678.3	4.85	1.24	-74.4
<b>TOTAL</b>	<b>26.16</b>	<b>40.87</b>	<b>+56.2</b>	<b>1.55</b>	<b>1.58</b>	<b>+1.8</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>		
	2020-21	2021-22	Change	2020-21	2021-22	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	8.12	7.16	-11.8	5.05	4.87	-3.5
Europe	0.04	0.10	+133.4	7.68	4.73	-38.5
Japan	0.11	0.17	+58.6	5.07	4.68	-7.7
Other	3.20	3.29	+2.8	4.37	5.21	+19.2
<b>TOTAL</b>	<b>11.47</b>	<b>10.72</b>	<b>-6.5</b>	<b>4.87</b>	<b>4.97</b>	<b>+2.1</b>

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

<sup>b</sup> FDOC Processor exports of OJ for the 2021-22 season were up 50.2%, season-to-date through 01/01/22.

<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		
	2020-21	2021-22	Change
- million SSE gallons -			- % -
<b>Beginning Inventory<sup>a</sup></b>	<b>24.0</b>	<b>24.6</b>	<b>+2.5</b>
<b>Foreign Imports<sup>b</sup></b>	<b><u>24.4</u></b>	<b><u>26.0</u></b>	<b><u>+6.8</u></b>
<b>Availability<sup>c</sup></b>	<b>48.4</b>	<b>50.6</b>	<b>+4.7</b>
<b>Ending Inventory<sup>a</sup></b>	<b><u>19.4</u></b>	<b><u>20.6</u></b>	<b><u>+6.0</u></b>
<b>Non-FDOC Processor FCOJ Disappearance<sup>d</sup></b>	<b>29.0</b>	<b>30.1</b>	<b>+3.8</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		
	2019-20	2020-21	Change	2019-20	2020-21	Change	2019-20	2020-21	Change
	- million SSE gallons -		- % -	- million dollars -		- % -	- \$/SSE gallon -		- % -

### Full Season Results for the Previous Two Seasons

Refrigerated	414.43	397.80	-4.0	3,006.38	2,961.94	-1.5	7.25	7.45	+2.6
NFC	263.52	260.26	-1.2	2,272.40	2,294.14	+1.0	8.62	8.81	+2.2
RECON	150.92	137.54	-8.9	733.98	667.80	-9.0	4.86	4.86	-0.2
FCOJ	17.90	15.10	-15.6	91.81	77.46	-15.6	5.13	5.13	0.0
Shelf Stable	13.10	14.75	+12.6	95.72	112.35	+17.4	7.31	7.62	+4.2
<b>TOTAL</b>	<b>445.42</b>	<b>427.65</b>	<b>-4.0</b>	<b>3,193.91</b>	<b>3,151.75</b>	<b>-1.3</b>	<b>7.17</b>	<b>7.37</b>	<b>+2.8</b>

### Season-to-Date through 01/29/22, Topline Report #4

	2020-21	2021-22	Change	2020-21	2021-22	Change	2020-21	2021-22	Change
Refrigerated	133.18	129.30	-2.9	969.24	996.71	+2.8	7.28	7.71	+5.9
NFC	87.44	86.12	-1.5	747.79	781.80	+4.5	8.55	9.08	+6.2
RECON	45.74	43.18	-5.6	221.45	214.91	-3.0	4.84	4.98	+2.8
FCOJ	5.25	4.86	-7.4	26.90	25.36	-5.7	5.12	5.22	+1.8
Shelf Stable	4.29	4.31	+0.5	31.89	33.76	+5.9	7.44	7.83	+5.3
<b>TOTAL</b>	<b>142.72</b>	<b>138.47</b>	<b>-3.0</b>	<b>1,028.03</b>	<b>1,055.83</b>	<b>+2.7</b>	<b>7.20</b>	<b>7.63</b>	<b>+5.9</b>

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		
	6/19/2021	10/9/2021	01/29/22	6/19/2021	10/9/2021	01/29/22
<b>Non-Promotional Price</b>						
NFC <11 oz	\$4.18	\$4.13	\$4.31	\$15.92	\$14.88	\$15.41
NFC 11-20 oz	\$1.70	\$1.74	\$1.80	\$17.95	\$18.52	\$19.13
NFC 20-50 oz	\$4.35	\$4.24	\$4.40	\$17.54	\$17.13	\$17.74
NFC 50-70 oz	\$3.82	\$3.91	\$3.98	\$8.97	\$9.20	\$9.28
NFC 70-110 oz	\$6.04	\$6.07	\$6.15	\$8.68	\$8.74	\$8.85
NFC >110 oz	\$6.88	\$7.01	\$7.18	\$6.88	\$7.01	\$7.18
<b>Promotional Price<sup>a</sup></b>						
NFC <11 oz	\$3.47	\$4.13	\$4.09	\$14.68	\$16.56	\$16.27
NFC 11-20 oz	\$1.38	\$1.56	\$1.65	\$14.66	\$16.54	\$17.60
NFC 20-50 oz	\$3.46	\$3.78	\$3.63	\$14.37	\$15.54	\$15.33
NFC 50-70 oz	\$3.35	\$3.31	\$3.35	\$8.11	\$8.05	\$8.18
NFC 70-110 oz	\$5.59	\$5.60	\$5.74	\$8.04	\$8.05	\$8.25
NFC >110 oz	\$6.12	\$6.52	\$6.26	\$6.12	\$6.52	\$6.26

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		
	6/19/2021	10/9/2021	01/29/22	6/19/2021	10/9/2021	01/29/22
NFC <11 oz	\$12,947,286	\$19,547,075	\$21,953,904	820,260	1,287,868	1,417,735
NFC 11-20 oz	\$30,983,238	\$30,920,090	\$34,007,536	1,788,235	1,696,776	1,796,856
NFC 20-50 oz	\$8,687,134	\$9,749,146	\$11,104,022	512,364	577,054	640,941
NFC 50-70 oz	\$424,934,486	\$420,429,957	\$505,984,496	49,161,344	47,661,213	57,591,125
NFC 70-110 oz	\$177,222,998	\$175,344,786	\$178,657,961	20,572,696	20,200,777	20,423,075
NFC >110 oz	\$27,209,791	\$25,699,497	\$30,095,073	3,967,842	3,676,893	4,246,774
<b>% Sold on Promotion<sup>a</sup></b>						
NFC <11 oz	9.8%	19.4%	8.8%	10.6%	17.7%	8.4%
NFC 11-20 oz	16.1%	13.5%	12.4%	19.0%	14.9%	13.4%
NFC 20-50 oz	15.7%	13.4%	15.3%	18.6%	14.6%	17.3%
NFC 50-70 oz	35.8%	30.0%	42.1%	38.2%	32.9%	45.2%
NFC 70-110 oz	9.6%	7.5%	15.6%	10.3%	8.1%	16.5%
NFC >110 oz	2.8%	3.3%	8.8%	3.2%	3.5%	9.9%

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

<sup>a</sup>Promotional prices includes features, displays, and combined feature and display prices. Temporary price reductions (TPR) are not included in promotional prices.

## FDOC Processor Delivered-In Prices

Variety	STD Prices Reported for Canner's A		
	2020-21	2021-22	Change
	- \$ / PS -		- % -
<b>Early &amp; Midseason Oranges<sup>a</sup></b>	<b>\$1.70</b>	<b>\$2.21</b>	<b>30.0%</b>
<b>Late Season Oranges<sup>b</sup></b>	<b>NA</b>	<b>NA</b>	<b>NA</b>
<b>White Grapefruit<sup>c</sup></b>	<b>\$2.21</b>	<b>\$2.71</b>	<b>22.6%</b>
<b>Red/Pink Grapefruit<sup>c</sup></b>	<b>\$2.28</b>	<b>\$2.84</b>	<b>24.6%</b>

<sup>a</sup> 2021-22 STD price through 01/01/22. 2020-21 STD price through 01/02/21.

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

<sup>c</sup> 2021-22 STD price through 01/01/22. 2020-21 STD price through 01/02/21.

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

Season	December Average		Season-to-Date <sup>a</sup> (July - December)	
	Price	Change from Year Ago	Price	Change from Year Ago
	- \$ / box <sup>b</sup> -	- % -	- \$ / box <sup>b</sup> -	- % -
<b>2019-20</b>	<b>5.02</b>		<b>4.96</b>	
<b>2020-21</b>	<b>4.88</b>	<b>-2.8</b>	<b>4.42</b>	<b>-11.0</b>
<b>2021-22</b>	<b>5.12</b>	<b>+4.9</b>	<b>5.37</b>	<b>+21.6</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 01/16/22			FOB Price through 01/16/22		
	2020-21 STD	2021-22 STD	Change	2020-21 Final	2021-22 STD	Change
	- 1,000 of 4/5 bu. cartons -		- % -	- \$ / carton -		- % -
Early & Mid Oranges	1,693	1,110	-34.4	15.98	15.98	0.0
Navel	593	390	-34.3	19.64	19.54	-0.5
Valencia	0	7	N/A	0.00	N/A	N/A
Tangelo	70	35	-49.4	0.00	N/A	N/A
Early Tangerines <sup>a</sup>	689	245	-64.4	8.86	10.05	+13.4
Honey / Murcotts	3	9	+163.8	0.00	N/A	N/A
Royal Tangerines / Temples	2	0	-100.0	N/A	N/A	N/A
<b>TOTAL</b>	<b>3,050</b>	<b>1,796</b>	<b>-41.1</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		
2020-21	2021-22	Change		2020-21	2021-22	Change
August - December				STD - 01/08/22		
- million pounds -		- % -	- 1,000 Equivalent <sup>1</sup> 4/5 Bu. Cartons -			- % -
387.9	435.4	+12.2	Total	2,439	964	-60.5
			Domestic	2,244	957	-57.3
			Canada	90	7	-92.1
			Overseas	105	-	-100.0
Source: U.S. Department of Commerce.			Source: Texas Valley Citrus Committee.			

<sup>1</sup>Reported 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 01/01/22 (FDOC Processor Week 13)		
	2019-20	2020-21	Change	2020-21	2021-22	Change
	- million PS -		- % -	- million PS -		- % -
<b>Beginning Inventory</b>	<b>6.9</b>	<b>7.3</b>	<b>+7.0</b>	<b>7.3</b>	<b>5.7</b>	<b>-22.5</b>
<b>Pack from Fruit</b>	<b>2.2</b>	<b>1.3</b>	<b>-42.1</b>	<b>0.2</b>	<b>0.1</b>	<b>-52.3</b>
<b>Imports<sup>a</sup></b>	<b>1.4</b>	<b>0.9</b>	<b>-36.1</b>	<b>0.3</b>	<b>0.1</b>	<b>-56.6</b>
<b>Availability</b>	<b>10.5</b>	<b>9.5</b>	<b>-9.2</b>	<b>7.8</b>	<b>5.9</b>	<b>-24.5</b>
<b>Movement</b>	<b>2.0</b>	<b>3.8</b>	<b>+90.0</b>	<b>0.7</b>	<b>1.1</b>	<b>+55.7</b>
Bulk	1.9	3.7	+96.6	0.7	1.1	+61.3
Packaged	0.1	0.1	-10.6	0.0	0.0	-64.6
<b>Ending Inventory</b>	<b>7.3</b>	<b>5.7</b>	<b>-22.5</b>	<b>7.1</b>	<b>4.8</b>	<b>-32.2</b>
Bulk	7.3	5.7	-22.6	7.1	4.8	-32.1
Packaged	0.0	0.0	+6.7	0.0	0.0	-56.2
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
<b>Carry Over<sup>b</sup></b>	<b>188.8</b>	<b>78.5</b>	<b>-58.4</b>	<b>134.3</b>	<b>58.4</b>	<b>-56.5</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: 01/01/22 (FDOC Processor Week 13)		
	2019-20	2020-21	Change	2020-21	2021-22	Change
	- million PS -		- % -	- million PS -		- % -
<b>Beginning Inventory</b>	<b>8.5</b>	<b>9.5</b>	<b>+11.5</b>	<b>9.5</b>	<b>8.8</b>	<b>-7.1</b>
<b>Pack from Fruit</b>	<b>10.6</b>	<b>8.1</b>	<b>-23.6</b>	<b>2.3</b>	<b>1.2</b>	<b>-46.1</b>
<b>Imports<sup>a</sup></b>	<b>2.0</b>	<b>1.7</b>	<b>-18.2</b>	<b>0.3</b>	<b>1.0</b>	<b>+257.0</b>
<b>Availability</b>	<b>21.1</b>	<b>19.3</b>	<b>-8.9</b>	<b>12.1</b>	<b>11.1</b>	<b>-8.4</b>
<b>Movement</b>	<b>10.4</b>	<b>10.4</b>	<b>-0.2</b>	<b>2.8</b>	<b>2.8</b>	<b>+1.1</b>
Bulk	-0.1	-0.3	+160.9	-0.1	0.0	-98.6
Packaged	10.6	10.8	+1.7	2.9	2.8	-1.4
<b>Ending Inventory</b>	<b>9.5</b>	<b>8.8</b>	<b>-7.1</b>	<b>9.3</b>	<b>8.4</b>	<b>-9.9</b>
Bulk	9.2	8.7	-5.9	9.2	8.0	-13.1
Packaged	0.3	0.1	-47.4	0.1	0.4	+221.7
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
<b>Carry Over<sup>b</sup></b>	<b>47.3</b>	<b>44.0</b>	<b>-6.9</b>	<b>43.3</b>	<b>38.6</b>	<b>-10.9</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>		
	2020-21	2021-22	Change	2020-21	2021-22	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	0.36	0.39	+7.1	4.17	4.51	+8.1
Europe	0.10	0.28	+173.7	3.74	5.82	+55.6
Japan	0.22	0.09	-60.4	4.65	4.64	-0.3
Other	0.19	0.59	+214.8	4.16	5.16	+24.1
<b>TOTAL</b>	<b>0.88</b>	<b>1.35</b>	<b>+53.7</b>	<b>4.24</b>	<b>5.08</b>	<b>+19.6</b>

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

<sup>b</sup> FDOC Processor exports of GJ for the 2021-22 season were down 36.6%, season-to-date through 01/01/22.

<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		
	2019-20	2020-21	Change	2019-20	2020-21	Change	2019-20	2020-21	Change
	- million SSE gallons -		- % -	- million dollars -		- % -	- \$/SSE gallon -		- % -

### Full Season Results for the Previous Two Seasons

Refrigerated	9.07	8.65	-4.7	85.46	83.75	-2.0	9.42	9.69	+2.8
NFC	8.91	8.47	-5.0	82.66	80.35	-2.8	9.27	9.49	+2.3
RECON	0.15	0.18	+15.2	2.80	3.39	+21.3	18.16	19.12	+5.3
FCGJ	0.47	0.42	-10.4	1.80	1.93	+7.5	3.83	4.60	+20.0
Shelf Stable	2.99	2.97	-0.5	22.11	22.97	+3.9	7.41	7.73	+4.4
<b>TOTAL</b>	<b>12.52</b>	<b>12.04</b>	<b>-3.9</b>	<b>109.37</b>	<b>108.66</b>	<b>-0.7</b>	<b>8.73</b>	<b>9.03</b>	<b>+3.4</b>

### Season-to-Date through 01/29/22, Topline Report #4

	2020-21	2021-22	Change	2020-21	2021-22	Change	2020-21	2021-22	Change
Refrigerated	2.75	2.59	-5.6	26.14	25.37	-3.0	9.51	9.78	+2.8
NFC	2.70	2.53	-6.2	25.17	24.16	-4.0	9.33	9.55	+2.3
RECON	0.05	0.06	+25.9	0.97	1.20	+23.9	19.21	18.91	-1.5
FCOJ	0.12	0.13	+13.1	0.41	0.74	+79.8	3.55	5.64	+59.0
Shelf Stable	0.87	0.86	-1.4	6.61	7.16	+8.2	7.58	8.31	+9.7
<b>TOTAL</b>	<b>3.74</b>	<b>3.59</b>	<b>-4.0</b>	<b>33.16</b>	<b>33.26</b>	<b>+0.3</b>	<b>8.88</b>	<b>9.28</b>	<b>+4.5</b>

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 01/16/22

Destination/Variety	2020-21 STD	2021-22 STD	Change
- 1,000 4/5-bu. cartons -			- % -
<b>Domestic &amp; Canadian - All</b>	<b>1,503</b>	<b>1,014</b>	<b>-32.5</b>
White	35	24	-33.1
Red/Pink	1,468	990	-32.5
<b>Offshore Exports - All</b>	<b>808</b>	<b>293</b>	<b>-63.8</b>
White	154	45	-70.9
Red/Pink	655	248	-62.1
<b>TOTAL - All</b>	<b>2,311</b>	<b>1,307</b>	<b>-43.5</b>
White	189	68	-63.8
Red/Pink	2,122	1,238	-41.7

Source: DFVI, Florida Dept. of Agriculture

## Florida Fresh Grapefruit Shipments Season-to-Date through 01/16/22

Country	2020-21 STD	2021-22 STD	Change
- 1,000 4/5-bu. cartons -			- % -
United States	1,374	950	-30.9
Canada	129	64	-50.3
Europe	370	173	-53.1
Japan	302	73	-75.9
Other	136	47	-65.6
<b>TOTAL - All</b>	<b>2,311</b>	<b>1,307</b>	<b>-43.5</b>

Source: DFVI, Florida Dept. of Agriculture

**Florida Fresh Grapefruit Domestic FOB Prices**  
**Season-to-Date through 01/16/22**

Variety	FOB Price		
	2020-21 Final	2021-22 STD	Change
	- \$ / carton -		- % -
<b>TOTAL<sup>a</sup></b>	<b>18.82</b>	<b>21.67</b>	<b>+15.1</b>
<b>White</b>	<b>15.38</b>	<b>20.58</b>	<b>+33.8</b>
<b>Red/Pink</b>	<b>19.13</b>	<b>21.73</b>	<b>+13.6</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>			
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
2020 (through December)	0.8217	5.3495	103.7430
2021 (through December)	0.8830	5.5313	114.8422
% Change	+7.5	+3.4	+10.7
<b>Average for Month of December</b>			
2020	0.8222	5.1479	103.786
2021	0.8846	5.6573	113.786
% Change	+7.6	+9.9	+9.6