

Florida Citrus Economic & Market Indicators

June 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 2019-20 Brazilian season (July-May) were up 4.8% from the previous 3 season average with exports to the NAFTA region, Europe and the Far East down 30.2%, up 18.5% and up 16.8%, respectively.
- Season-to-date through 05/30/20, Florida FCOJ availability, movement and ending inventories were down 4.4%, down 4.0%, and down 2.9% respectively, from last season.
- Season-to-date through 05/30/20, Florida SSOJ availability, movement and ending inventories were up 1.4%, up 8.4%, and down 9.3% respectively, from last season.
- For October through April of the 2019-20 season, U.S. OJ imports and exports were down 39.7% and up 13.9% from last season, respectively. Season-to-date through 05/30/20, Florida OJ exports were down 28.0% (FDOC Processors Report).
- For October through April of the 2019-20 season, Non-FDOC Processor FCOJ disappearance, based on FCOJ inventories and imports, was up 15.8%.
- Season-to-date through 04/11/20, 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 up 6.1% from the previous season, with the NFC price up 2.2%, the Recon price down 1.0% and the overall OJ price up 1.1%.
- The average FCOJ Futures price was \$1.22/PS, up \$0.23/PS from last year.
- Early/Midseason Orange prices have not been released through 05/30/20. Late season Orange prices cannot be compared.
- Season-to-date through 04/05/20, fresh orange and specialty citrus shipments were up 25.6% from last season.
- From August through April of the 2019-20 season, clementine and tangerine imports were down 41.8% relative to last season. Season-to-date through 04/11/20, Texas fresh grapefruit shipments were up 0.3% relative to last season.
- Season-to-date through 05/30/20, Florida FCGJ availability, movement and ending inventories were down 8.3%, down 67.5%, and up 10.1% respectively, from last season.
- Season-to-date through 05/30/20, Florida SSGJ availability, movement and ending inventories were up 6.0%, down 12.1%, and up 15.0% respectively, from last season.
- For October through April of the 2019-20 season, U.S. GJ exports were down 27.2%. Season-to-date through 05/30/20, Florida GJ exports were up 9.4% (FDOC Processors report).
- Season-to-date through 04/11/20, 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 1.0% from the previous season, with the overall GJ price up 5.7%.
- Season-to-date through 04/05/20, Florida fresh grapefruit shipments were up 13.0% from last season, with Domestic/Canadian shipments up 15.1% and offshore shipments up 10.0% (DFVI). Shipments to Europe and Japan were up 36.6% and down 10.9%, respectively. Domestic FOB prices (CAC) for fresh white and red/pink grapefruit were up 6.6% and down 11.4%, respectively.
- For the month of May, versus the same period last year, the Euro/USD, Real/USD, and Yen/USD exchange rates were up 2.5%, up 40.6%, and down 2.6% respectively.

Brazil Orange Juice Exports

Destination		Season-to-date (July-May)				Change from 3 season average
		2016-17	2017-18	2018-19	2019-20	
million SSE Gallons						%
NAFTA ^b	Total	234.1	432.7	269.0	217.7	-30.2
	FCOJ	140.9	283.0	126.2	121.2	-33.9
	SSOJ	93.2	149.7	142.8	96.5	-25.0
Europe ^c	Total	797.2	923.6	841.6	1,011.9	+18.5
	FCOJ	581.0	722.3	627.0	796.9	+23.8
	SSOJ	216.2	201.3	214.6	215.0	+2.1
East Asia ^d	Total	106.9	138.0	114.6	140.0	+16.8
Others	Total	90.9	79.8	70.1	62.5	-22.1
Total		1,229.0	1,574.1	1,295.3	1,432.1	+4.8

^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 05/30/20 (FDOC Processor Week 35)		
	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	85.0	82.0	-3.6
Imports^a	313.3	304.4	-2.8	241.0	144.6	-40.0
Availability	546.6	634.8	+16.1	569.2	544.4	-4.4
Movement	303.5	317.0	+4.5	223.1	214.3	-4.0
Bulk	237.3	251.6	+6.1	181.3	176.8	-2.5
Packaged	66.2	65.4	-1.2	41.8	37.5	-10.4
Ending Inventory	243.1	317.8	+30.7	346.1	336.1	-2.9
Bulk	237.2	311.9	+31.5	339.7	330.1	-2.8
Packaged	5.9	5.8	-1.6	6.4	6.0	-7.3
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^b	41.7	52.1	+25.1	54.3	54.9	+1.1

^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 05/30/20 (FDOC Processor Week 35)		
	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	310.4	292.3	-5.8
Imports^a	104.8	119.3	+13.8	100.7	41.8	-58.5
Availability	491.8	562.3	+14.3	535.7	543.0	+1.4
Movement^b	365.4	347.4	-4.9	243.3	263.7	+8.4
Bulk	26.7	20.0	-25.1	14.0	16.0	+14.2
Packaged	338.7	327.4	-3.3	229.3	247.7	+8.0
Ending Inventory	124.5	209.0	+67.8	289.1	262.2	-9.3
Bulk	119.7	203.5	+70.0	284.4	256.1	-10.0
Packaged	4.9	5.5	+13.0	4.6	6.2	+32.8
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^c	17.7	31.3	+76.5	41.6	34.8	-16.3

^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 - April						
Country	Volume			FOB Value/SSG ^c		
	2018-19	2019-20	Change	2018-19	2019-20	Change
TOTAL OJ						
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Brazil	157.90	111.18	-29.6	1.46	1.28	-12.3
CBI ^b	16.24	15.94	-1.8	1.68	1.66	-1.2
Mexico	161.42	74.87	-53.6	1.89	1.81	-4.2
Other	1.07	1.08	+0.9	3.25	2.99	-8.0
TOTAL	336.63	203.08	-39.7	1.69	1.51	-10.7
NFC OJ						
Brazil	77.76	42.18	-45.8	1.59	1.46	-8.2
CBI ^b	0.00	0.00	N/A	5.40	5.60	+3.7
Mexico	23.78	15.78	-33.6	2.55	2.70	+5.9
Other	0.04	0.02	-50.0	4.55	4.07	-10.5
TOTAL	101.58	57.99	-42.9	1.82	1.80	-1.1

^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 gallon

SOURCE: U.S. Department of Commerce.

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

Season-to-Date October - April						
Country	Volume			FOB Value/SSG ^c		
	2018-19	2019-20	Change	2018-19	2019-20	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	17.73	19.05	+7.4	5.18	5.11	-1.4
Europe	0.18	0.81	+350.0	5.27	3.95	-25.0
Japan	0.24	0.07	-70.8	6.83	6.08	-11.0
Other	6.55	8.18	+24.9	5.76	5.90	+2.4
TOTAL	24.69	28.12	+13.9	5.27	5.08	-3.6

^a Includes OJ with added vitamins and minerals.

^b FDOC Processor exports of OJ for the 2019-20 season were down 28%, season-to-date through 05/30/20

^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 - April		
	2018-19	2019-20	Change
- million SSE gallons -			- % -
Beginning Inventory^a	12.3	21.6	+76.3
Foreign Imports^b	<u>57.4</u>	<u>54.6</u>	<u>-4.8</u>
Availability^c	69.6	76.2	+9.5
Ending Inventory^a	<u>24.8</u>	<u>24.3</u>	<u>-1.9</u>
Non-FDOC Processor FCOJ Disappearance^d	44.8	51.9	+15.8

^aNational Agricultural Statistics Service (NASS), U.S. FCOJ cold storage minus FDOC Processor, FCOJ inventory, as reported in NASS-USDA, "Cold Storage" reports and FDOC Processor weekly reports.

^bU.S. Department of Commerce, FCOJ imports (excludes bonded product) minus FDOC Processor, FCOJ foreign product imported by members (includes bonded product).

^cBeginning inventory and imports.

^dNon-FDOC Processor FCOJ Disappearance is a partial Measure of non-Florida presumed consumption that does not include U.S. production from States other than Florida or U.S. exports.

U.S. Retail Orange Juice Sales

Expanded All Outlets Combined (xAOC)^a

Item	Volume Sales			Dollar Sales			Price/Eq Gallon		
	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 04/11/20, Topline Report #7									
	2018-19	2019-20	Change	2018-19	2019-20	Change	2018-19	2019-20	Change
Refrigerated	206.71	219.43	+6.2	1,461.51	1,570.96	+7.5	7.07	7.16	+1.3
NFC	131.52	139.12	+5.8	1,092.79	1,180.93	+8.1	8.31	8.49	+2.2
RECON	75.20	80.31	+6.8	368.72	390.03	+5.8	4.90	4.86	-1.0
FCOJ	8.64	9.76	+12.9	42.88	49.63	+15.8	4.96	5.09	+2.5
Shelf Stable	7.13	6.82	-4.3	52.84	49.16	-7.0	7.41	7.21	-2.8
TOTAL	222.48	236.01	+6.1	1,557.23	1,669.76	+7.2	7.00	7.08	+1.1

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		
	9/28/2019	1/18/2020	05/09/20	9/28/2019	1/18/2020	05/09/20
Non-Promotional Price						
NFC <11 oz	\$4.04	\$4.05	\$4.21	\$12.15	\$12.21	\$12.38
NFC 11-20 oz	\$1.92	\$1.81	\$1.96	\$16.26	\$15.89	\$16.29
NFC 20-50 oz	\$3.84	\$3.94	\$4.10	\$15.17	\$15.58	\$16.16
NFC 50-70 oz	\$3.73	\$3.70	\$3.76	\$8.71	\$8.65	\$8.84
NFC 70-110 oz	\$5.87	\$5.84	\$5.94	\$8.45	\$8.41	\$8.55
NFC >110 oz	\$6.69	\$6.73	\$6.79	\$6.69	\$6.73	\$6.79
Promotional Price^a						
NFC <11 oz	\$3.03	\$3.59	\$3.18	\$10.10	\$10.39	\$10.87
NFC 11-20 oz	\$1.33	\$1.38	\$1.34	\$13.06	\$13.80	\$13.64
NFC 20-50 oz	\$2.94	\$3.38	\$3.68	\$11.71	\$13.80	\$14.77
NFC 50-70 oz	\$3.13	\$3.07	\$3.23	\$7.59	\$7.51	\$7.86
NFC 70-110 oz	\$5.52	\$5.53	\$5.52	\$7.96	\$7.97	\$7.96
NFC >110 oz	\$6.28	\$6.26	\$6.20	\$6.28	\$6.26	\$6.20

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)

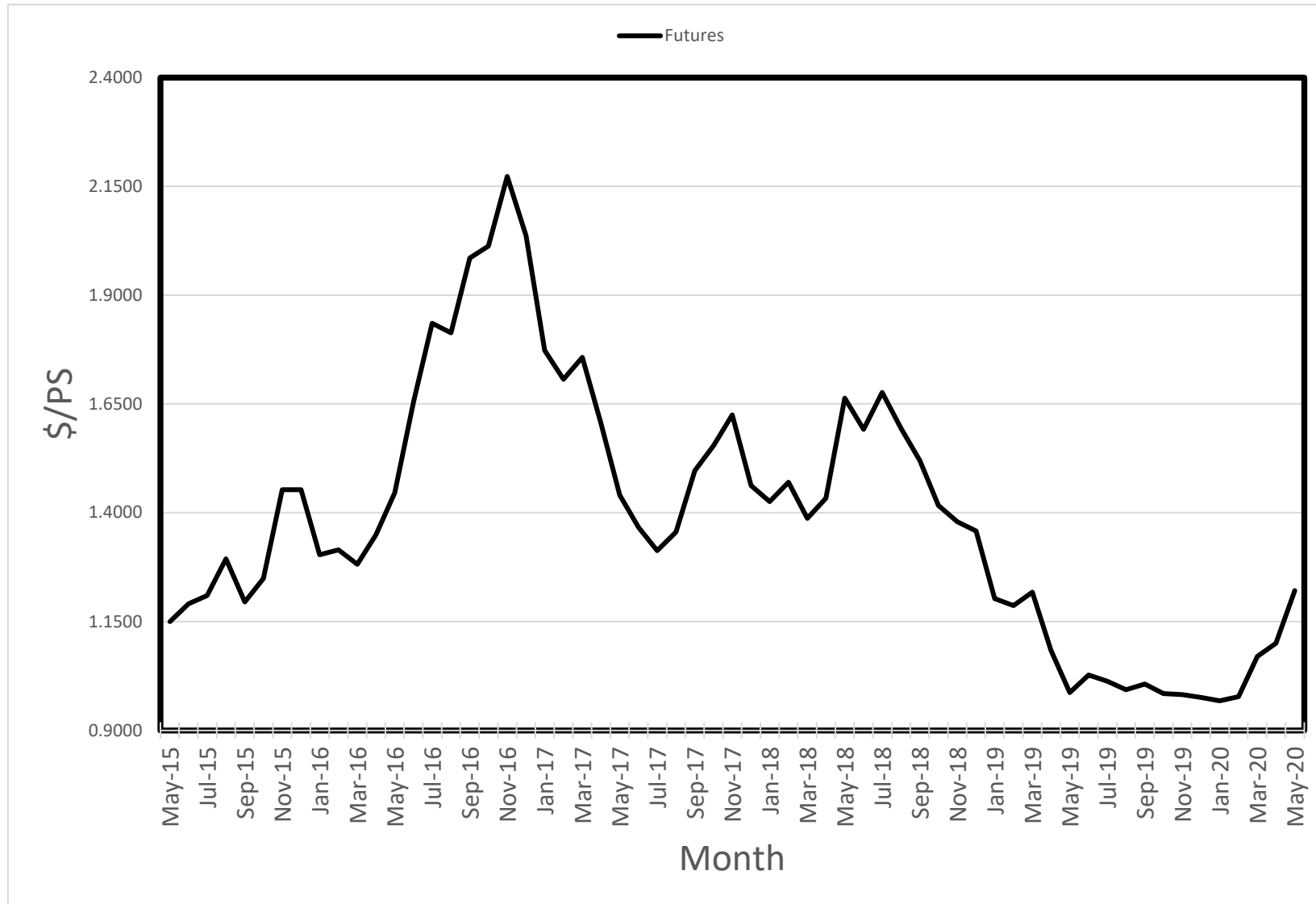
Unit Sizes	Dollar Sales			Gallon Sales		
	16 Week Period Ending			16 Week Period Ending		
	9/28/2019	1/18/2020	05/09/20	9/28/2019	1/18/2020	05/09/20
NFC <11 oz	\$8,621,487	\$9,158,142	\$9,948,052	720,821	760,438	810,371
NFC 11-20 oz	\$32,543,956	\$34,238,916	\$33,429,058	2,109,876	2,226,178	2,134,125
NFC 20-50 oz	\$7,428,329	\$8,760,186	\$9,710,852	506,507	573,160	608,607
NFC 50-70 oz	\$329,365,500	\$392,082,298	\$484,542,389	39,888,908	48,311,692	57,403,168
NFC 70-110 oz	\$137,931,851	\$160,464,576	\$189,118,740	16,506,808	19,303,728	22,405,750
NFC >110 oz	\$19,349,983	\$20,835,652	\$27,744,256	2,900,492	3,109,516	4,108,076
% Sold on Promotion^a						
NFC <11 oz	7.7%	7.8%	6.2%	9.1%	9.1%	7.0%
NFC 11-20 oz	22.2%	22.0%	20.6%	26.2%	24.5%	23.6%
NFC 20-50 oz	11.6%	14.9%	13.4%	14.5%	16.5%	14.5%
NFC 50-70 oz	37.1%	43.1%	37.9%	40.4%	46.6%	40.7%
NFC 70-110 oz	18.5%	20.7%	16.9%	19.4%	21.6%	17.9%
NFC >110 oz	4.6%	6.0%	6.3%	4.9%	6.4%	6.9%

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.

^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

May 2015 through May 2020



FCOJ Prices

May

Item	2019	2020	Change
- \$ / PS -			- % -
FCOJ Futures	0.9871	1.2214	+23.7

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	\$2.20	\$0.97	-55.8
Late Season Oranges ^b	\$2.43	\$1.22	-49.6
White Grapefruit ^c	N/A	N/A	N/A
Red/Pink Grapefruit ^c	N/A	\$2.06	N/A

^a 2019-20 Season final price from 02/22/20. 2018-19 Season final price from 03/02/19.

^b 2019-20 STD price through 05/30/20. 2018-19 STD price through 06/01/19.

^c 2019-20 STD price through 05/30/20. 2018-19 Season final price from 05/18/19.

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

Season	May Average		Season-to-Date ^a (July - May)	
	Price	Change from Year Ago	Price	Change from Year Ago
	- \$ / box ^b -	- % -	- \$ / box ^b -	- % -
2017-18	4.75		5.51	
2018-19	4.56	-4.0	5.55	+0.6
2019-20	3.72	-18.4	4.68	-15.6

^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 04/05/20			FOB Price through 05/17/20		
	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	1,735	1,928	+11.1	15.07	12.37	-17.9
Navel	665	766	+15.2	17.60	15.44	-12.3
Valencia	738	1,303	+76.6	N/A	14.86	N/A
Tangelo	133	136	+2.8	16.07	24.13	+50.2
Early Tangerines ^a	576	822	+42.8	21.37	23.43	+9.6
Honey / Murcotts	186	140	-24.9	29.67	24.74	-16.6
Royal Tangerines / Temples	48	32	-33.3	17.91	N/A	N/A
TOTAL	4,081	5,127	+25.6			

Source: Fresh fruit shipments as reported by FDACS. FOB prices as released by the Citrus Administrative Committee.

^aPrices for Sunburst.

Selected Competitive Fresh Fruit Shipments

U.S. Clementine, Tangerine and Wilkings Imports			Texas Fresh Grapefruit Shipments		
2018-19	2019-20	Change	2018-19	2019-20	Change
August - April			STD - 04/11/20		
- million pounds -		- % -	- thousand 7/10 bu. Cartons -		- % -
463.1	269.4	-41.8	Total 3,964	3,977	+0.3
			Export 274	18	-93.5
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 05/30/20 (FDOC Processor Week 35)		
	2017-18	2018-19	Change	2018-19	2019-20	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	9.6	5.2	-45.7	5.2	6.9	+32.0
Pack from Fruit	2.3	2.7	+19.5	2.7	2.2	-18.8
Imports^a	5.0	3.8	-23.2	3.8	1.7	-55.8
Availability	16.9	11.8	-30.2	11.7	10.8	-8.3
Movement	11.5	4.1	-64.5	3.1	1.0	-67.5
Bulk	11.4	3.9	-65.5	3.0	0.9	-69.0
Packaged	0.1	0.2	+44.8	0.1	0.1	-30.2
Ending Inventory	5.2	6.9	+32.0	7.8	8.6	+10.1
Bulk	5.2	6.8	+32.2	7.8	8.6	+10.3
Packaged	0.0	0.0	-3.0	0.0	0.0	-39.3
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	23.4	87.0	+271.4	88.0	298.3	+238.9

^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: 05/30/20 (FDOC Processor Week 35)		
	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	8.7	10.6	+21.1
Imports^a	4.4	4.7	+5.7	4.1	1.8	-56.0
Availability	19.4	20.3	+4.7	19.7	20.9	+6.0
Movement	12.4	11.0	-11.4	7.6	6.7	-12.1
Bulk	1.2	0.5	-57.6	0.4	-0.2	-138.7
Packaged	11.2	10.5	-6.5	7.2	6.8	-5.2
Ending Inventory	6.9	8.5	+24.0	11.4	13.1	+15.0
Bulk	6.7	8.4	+24.2	11.1	12.8	+15.0
Packaged	0.1	0.2	+14.6	0.2	0.2	+13.6
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	28.9	40.5	+40.0	52.4	68.6	+30.8

^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 - April						
Country	Volume			FOB Value/SSG ^c		
	2018-19	2019-20	Change	2018-19	2019-20	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	0.94	0.73	-22.3	5.99	5.82	-2.8
Europe	1.35	0.76	-43.7	5.66	5.14	-9.2
Japan	0.57	0.42	-26.3	4.99	6.03	+20.8
Other	0.85	0.79	-7.1	4.23	4.59	+8.5
TOTAL	3.71	2.70	-27.2	5.31	5.30	-0.2

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

^b FDOC Processor exports of GJ for the 2019-20 season were up 9.4%, season-to-date through 05/30/20.

^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		
	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 04/11/20, Topline Report #7									
	2018-19	2019-20	Change	2018-19	2019-20	Change	2018-19	2019-20	Change
Refrigerated	4.51	4.53	+0.4	39.57	41.86	+5.8	8.77	9.24	+5.3
NFC	4.46	4.40	-1.3	38.97	39.55	+1.5	8.74	8.98	+2.8
RECON	0.05	0.12	+151.5	0.60	2.31	+285.8	12.04	18.46	+53.4
FCGJ	0.17	0.26	+52.6	0.81	1.11	+36.9	4.70	4.22	-10.3
Shelf Stable	1.69	1.52	-10.3	10.92	10.71	-1.8	6.45	7.06	+9.4
TOTAL	6.38	6.31	-1.0	51.30	53.68	+4.7	8.04	8.50	+5.7

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 04/05/20

Destination/Variety	2018-19 STD	2019-20 STD	Change
- 1,000 4/5-bu. cartons -			- % -
Domestic & Canadian - All	2,023	2,329	+15.1
White	42	67	+60.9
Red/Pink	1,982	2,262	+14.1
Offshore Exports - All	1,405	1,546	+10.0
White	356	270	-24.3
Red/Pink	1,049	1,277	+21.7
TOTAL - All	3,428	3,875	+13.0
White	398	337	-15.3
Red/Pink	3,031	3,538	+16.8

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Shipments Season-to-Date through 04/05/20

Country	2018-19 STD	2019-20 STD	Change
- 1,000 4/5-bu. cartons -			- % -
United States	1,736	2,030	+16.9
Canada	287	299	+4.2
Europe	517	707	+36.6
Japan	652	581	-10.9
Other	236	259	+9.8
TOTAL - All	3,428	3,875	+13.0

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Domestic FOB Prices
Season-to-Date through 05/17/20

Variety	FOB Price		
	2018-19 Final	2019-20 STD	Change
	- \$ / carton -		- % -
TOTAL^a	17.69	15.96	-9.7
White	16.66	17.76	+6.6
Red/Pink	17.82	15.79	-11.4

^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
2019 (through May)	0.8850	3.840	110.43
2020 (through May)	0.8920	4.853	108.39
% Change	+0.8	+26.4	-1.8
Average for Month of May			
2019	0.8935	3.9974	110.07
2020	0.9158	5.6195	107.21
% Change	+2.5	+40.6	-2.6