

# Florida Citrus Economic & Market Indicators January 2023

**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 2022-23 Brazilian season July - November were up 2.3% from the previous 3 season average with exports to the USMCA region, Europe and the East Asia up 87.6%, down 15.5% and down 16.2%, respectively.
- Season-to-date through 12/31/22, Florida FCOJ availability, movement and ending inventories were down 28.5%, down 1.3%, and down 38.9% respectively, from last season.
- Season-to-date through 12/31/22, Florida SSOJ availability, movement and ending inventories were up 2.1%, up 0.4%, and up 3.9% respectively, from last season.
- For October through November of the 2022-23 season, U.S. OJ imports and exports were up 54.6% and down 25.8% from last season, respectively. Season-to-date through 12/31/22, Florida OJ exports were down 79.3% (FDOC Processors Report).
- For October through November of the 2022-23 season, Non-FDOC Processor FCOJ disappearance, based on FCOJ inventories and imports, was down 27.8%.
- Season-to-date through 12/31/22, 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 6.7% from the previous season, with the NFC price up 11.4%, the Recon price up 31.3% and the overall OJ price up 11.5%.
- The average FCOJ Futures price was \$2.08/PS, up \$0.75/PS from last year.
- Season-to-date through 12/31/22, the delivered-in price for early and midseason oranges was \$2.02/PS, down \$0.19/PS from last season. Late season Orange prices cannot be compared.
- Season-to-date through 11/27/22, fresh orange and specialty citrus shipments were down 34.7% from last season.
- From August through November of the 2022-23 season, clementine and tangerine imports were down 2.1% relative to last season. Season-to-date through 01/07/23, Texas fresh grapefruit shipments were up 52.3% relative to last season.
- Season-to-date through 12/31/22, Florida FCGJ availability, movement and ending inventories were down 35.9%, down 57.3%, and down 31.1% respectively, from last season.
- Season-to-date through 12/31/22, Florida SSGJ availability, movement and ending inventories were down 12.7%, down 1.9%, and down 17.7% respectively, from last season.
- For October through November of the 2022-23 season, U.S. GJ exports were down 19.6%. Season-to-date through 12/31/22, Florida GJ exports were down 97.6% (FDOC Processors report).
- Season-to-date through 12/31/22, 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 3.5% from the previous season, with the overall GJ price up 10.0%.
- Season-to-date through 11/27/22, Florida fresh grapefruit shipments were down 27.1% from last season, with Domestic/Canadian shipments down 12.3% and offshore shipments down 73.8% (DFVI). Shipments to Europe and Japan were down 75.5% and down 46.5%, respectively. Domestic FOB prices (CAC) for fresh white and red/pink grapefruit were up 5.3% and up 25.3%, respectively.
- For the month of December, versus the same period last year, the Euro/USD, Real/USD, and Yen/USD exchange rates were up 7.4%, down 7.4%, and up 19.6% respectively.



## Brazil Orange Juice Exports

Destination		Season-to-date July - November				Change from 3 season average
		2019-20	2020-21	2021-22	2022-23	
million SSE Gallons						%
USMCA <sup>b</sup>	Total	130.1	101.2	111.5	214.4	+87.6
	FCOJ	79.0	51.7	57.6	110.9	+76.7
	SSOJ	51.2	49.5	53.9	103.5	+101.0
Europe <sup>c</sup>	Total	516.4	421.7	381.5	371.6	-15.5
	FCOJ	412.3	305.4	293.6	281.6	-16.5
	SSOJ	104.1	116.3	88.0	89.9	-12.5
East Asia <sup>d</sup>	Total	78.4	69.5	59.1	57.8	-16.2
Others	Total	26.7	32.5	31.1	24.8	-17.7
Total		751.7	624.9	583.3	668.6	+2.3

<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 12/31/22 (FDOC Processor Week 13)		
	2020-21	2021-22	Change	2021-22	2022-23	Change
	- million PS -		- % -	- million PS -		- % -
<b>Beginning Inventory</b>	<b>259.7</b>	<b>232.7</b>	<b>-10.4</b>	<b>232.7</b>	<b>125.7</b>	<b>-46.0</b>
<b>Pack from Fruit</b>	<b>30.2</b>	<b>20.3</b>	<b>-32.8</b>	<b>5.3</b>	<b>1.1</b>	<b>-78.8</b>
<b>Imports<sup>a</sup></b>	<b>227.1</b>	<b>196.0</b>	<b>-13.7</b>	<b>20.7</b>	<b>58.2</b>	<b>+180.8</b>
<b>Availability</b>	<b>517.0</b>	<b>449.1</b>	<b>-13.1</b>	<b>258.8</b>	<b>185.1</b>	<b>-28.5</b>
<b>Movement</b>	<b>284.3</b>	<b>323.3</b>	<b>+13.7</b>	<b>71.4</b>	<b>70.5</b>	<b>-1.3</b>
Bulk	228.0	260.0	+14.0	56.4	54.9	-2.7
Packaged	56.3	63.4	+12.6	15.0	15.7	+4.3
<b>Ending Inventory</b>	<b>232.7</b>	<b>125.7</b>	<b>-46.0</b>	<b>187.3</b>	<b>114.5</b>	<b>-38.9</b>
Bulk	226.7	119.1	-47.4	181.5	108.5	-40.2
Packaged	6.1	6.6	+8.6	5.8	6.0	+2.7
	- weeks supply -		- % -	- weeks supply -		- % -
<b>Carry Over - STD<sup>b</sup></b>	<b>42.6</b>	<b>20.2</b>	<b>-52.5</b>	<b>34.1</b>	<b>21.1</b>	<b>-38.1</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 12/31/22 (FDOC Processor Week 13)		
	2020-21	2021-22	Change	2021-22	2022-23	Change
	- million PS -		- % -	- million PS -		- % -
<b>Beginning Inventory</b>	<b>149.7</b>	<b>124.6</b>	<b>-16.7</b>	<b>124.6</b>	<b>93.4</b>	<b>-25.0</b>
<b>Pack from Fruit</b>	<b>241.2</b>	<b>174.0</b>	<b>-27.8</b>	<b>32.1</b>	<b>17.4</b>	<b>-45.7</b>
<b>Imports<sup>a</sup></b>	<b>108.1</b>	<b>154.0</b>	<b>+42.5</b>	<b>28.2</b>	<b>77.8</b>	<b>+176.4</b>
<b>Availability</b>	<b>498.9</b>	<b>452.6</b>	<b>-9.3</b>	<b>184.8</b>	<b>188.6</b>	<b>+2.1</b>
<b>Movement<sup>b</sup></b>	<b>367.2</b>	<b>354.6</b>	<b>-3.4</b>	<b>95.8</b>	<b>96.2</b>	<b>+0.4</b>
Bulk	13.4	11.4	-14.6	2.6	5.7	+117.4
Packaged	353.9	343.2	-3.0	93.2	90.5	-2.9
<b>Ending Inventory</b>	<b>124.6</b>	<b>93.4</b>	<b>-25.0</b>	<b>88.9</b>	<b>92.4</b>	<b>+3.9</b>
Bulk	119.4	87.9	-26.4	83.5	87.1	+4.2
Packaged	5.1	5.5	+6.9	5.3	5.3	-1.2
	- weeks supply -		- % -	- weeks supply -		- % -
<b>Carry Over - STD<sup>c</sup></b>	<b>17.6</b>	<b>13.7</b>	<b>-22.4</b>	<b>12.1</b>	<b>12.5</b>	<b>+3.5</b>

<sup>a</sup>Also includes domestic receipts by members of non-Florida product, foreign imports, reprocessed tangerine juice, FCOJ used in chilled OJ, net loss or gain during reprocessing and adjustments.

<sup>b</sup>Excludes evaporated COJ.

<sup>c</sup>Season-to-date weeks supply based on season-to-date movement.



## U.S. Orange Juice Imports<sup>a</sup>

Season-to-Date October - November						
Country	Volume			FOB Value/SSG <sup>c</sup>		
	2021-22	2022-23	Change	2021-22	2022-23	Change
<b>TOTAL OJ</b>						
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Brazil	42.54	72.69	+70.9	1.35	1.85	+37.3
CBI <sup>b</sup>	0.01	0.00	-93.5	6.88	12.51	+81.8
Mexico	8.25	6.58	-20.3	2.57	3.28	+27.3
Other	1.89	2.17	+15.3	2.10	2.26	+7.4
<b>TOTAL</b>	<b>52.69</b>	<b>81.44</b>	<b>+54.6</b>	<b>1.57</b>	<b>1.98</b>	<b>+26.1</b>
<b>NFC OJ</b>						
Brazil	22.51	41.27	+83.3	1.52	1.66	+9.6
CBI <sup>b</sup>	0.00	0.00	N/A	0.00	0.00	N/A
Mexico	2.15	1.08	-49.5	2.61	3.43	+31.5
Other	0.92	0.22	-75.6	1.12	4.87	+335.2
<b>TOTAL</b>	<b>25.58</b>	<b>42.58</b>	<b>+66.5</b>	<b>1.59</b>	<b>1.72</b>	<b>+8.1</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 - November						
Country	Volume			FOB Value/SSG <sup>c</sup>		
	2021-22	2022-23	Change	2021-22	2022-23	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	4.61	4.16	-9.8	4.85	5.08	+4.7
Europe	0.06	0.25	+350.7	5.37	3.75	-30.3
Japan	0.16	0.01	-91.3	4.71	4.41	-6.4
Other	2.18	0.78	-64.3	4.89	5.21	+6.5
<b>TOTAL</b>	<b>7.01</b>	<b>5.20</b>	<b>-25.8</b>	<b>4.86</b>	<b>5.03</b>	<b>+3.5</b>

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

<sup>b</sup> FDOC Processor exports of OJ for the 2022-23 season were down 79.3%, season-to-date through 12/31/22.

<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 - November		
	2021-22	2022-23	Change
- million SSE gallons -			- % -
<b>Beginning Inventory<sup>a</sup></b>	<b>24.6</b>	<b>21.9</b>	<b>-10.9</b>
<b>Foreign Imports<sup>b</sup></b>	<b><u>16.9</u></b>	<b><u>9.5</u></b>	<b><u>-43.9</u></b>
<b>Availability<sup>c</sup></b>	<b>41.5</b>	<b>31.4</b>	<b>-24.3</b>
<b>Ending Inventory<sup>a</sup></b>	<b><u>19.7</u></b>	<b><u>15.7</u></b>	<b><u>-20.4</u></b>
<b>Non-FDOC Processor FCOJ Disappearance<sup>d</sup></b>	<b>21.9</b>	<b>15.8</b>	<b>-27.8</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		
	2020-21	2021-22	Change	2020-21	2021-22	Change	2020-21	2021-22	Change
	- million SSE gallons -		- % -	- million dollars -		- % -	- \$/SSE gallon -		- % -

### Full Season Results for the Previous Two Seasons

Refrigerated	397.80	379.48	-4.6	2,961.94	3,034.22	+2.4	7.45	8.00	+7.4
NFC	260.26	244.50	-6.1	2,294.14	2,317.75	+1.0	8.81	9.48	+7.5
RECON	137.54	134.98	-1.9	667.80	716.47	+7.3	4.86	5.31	+9.3
FCOJ	15.10	14.73	-2.4	77.46	78.52	+1.4	5.13	5.33	+3.9
Shelf Stable	14.75	13.32	-9.7	112.35	109.38	-2.6	7.62	8.21	+7.8
<b>TOTAL</b>	<b>427.65</b>	<b>407.53</b>	<b>-4.7</b>	<b>3,151.75</b>	<b>3,222.11</b>	<b>+2.2</b>	<b>7.37</b>	<b>7.91</b>	<b>+7.3</b>

### Season-to-Date through 12/31/22, Topline Report #3

	2021-22	2022-23	Change	2021-22	2022-23	Change	2021-22	2022-23	Change
Refrigerated	94.98	88.39	-6.9	729.17	757.75	+3.9	7.68	8.57	+11.7
NFC	63.63	51.60	-18.9	573.42	518.13	-9.6	9.01	10.04	+11.4
RECON	31.36	36.72	+17.1	155.75	239.54	+53.8	4.97	6.52	+31.3
FCOJ	3.55	3.56	+0.4	18.51	19.60	+5.9	5.22	5.51	+5.5
Shelf Stable	3.20	2.97	-7.1	24.98	26.52	+6.1	7.80	8.91	+14.3
<b>TOTAL</b>	<b>101.73</b>	<b>94.92</b>	<b>-6.7</b>	<b>772.66</b>	<b>803.87</b>	<b>+4.0</b>	<b>7.60</b>	<b>8.47</b>	<b>+11.5</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.



# 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		
	5/21/2022	9/10/2022	12/31/22	5/21/2022	9/10/2022	12/31/22
<b>Non-Promotional Price</b>						
NFC <11 oz	\$4.45	\$4.61	\$5.03	\$16.39	\$16.33	\$16.85
NFC 11-20 oz	\$1.90	\$1.98	\$2.06	\$20.29	\$21.02	\$21.92
NFC 20-50 oz	\$4.73	\$4.84	\$4.94	\$19.07	\$19.46	\$19.95
NFC 50-70 oz	\$4.09	\$4.21	\$4.44	\$9.59	\$9.91	\$10.28
NFC 70-110 oz	\$6.28	\$6.44	\$6.64	\$9.04	\$9.27	\$9.55
NFC >110 oz	\$7.51	\$7.77	\$7.99	\$7.32	\$7.71	\$7.99
<b>Promotional Price<sup>a</sup></b>						
NFC <11 oz	\$3.86	\$3.92	\$4.62	\$16.05	\$16.41	\$17.36
NFC 11-20 oz	\$1.69	\$1.70	\$1.74	\$17.92	\$18.42	\$18.75
NFC 20-50 oz	\$4.05	\$4.03	\$4.07	\$16.70	\$16.97	\$17.17
NFC 50-70 oz	\$3.51	\$3.56	\$3.63	\$8.54	\$8.66	\$8.84
NFC 70-110 oz	\$5.95	\$6.16	\$6.29	\$8.56	\$8.86	\$9.05
NFC >110 oz	\$6.72	\$6.67	\$7.04	\$6.72	\$6.67	\$7.04

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

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



# U.S. Retail NFC Orange Juice

## Sales by Unit Size (xAOC)

Unit Sizes	Dollar Sales			Gallon Sales		
	16 Week Period Ending			16 Week Period Ending		
	5/21/2022	9/10/2022	12/31/22	5/21/2022	9/10/2022	12/31/22
NFC <11 oz	\$20,095,161	\$18,584,273	\$20,843,457	1,228,157	1,137,601	1,233,452
NFC 11-20 oz	\$32,957,955	\$31,748,543	\$33,476,549	1,651,525	1,549,655	1,574,411
NFC 20-50 oz	\$10,964,776	\$11,068,187	\$11,209,934	587,503	578,958	574,554
NFC 50-70 oz	\$454,873,835	\$414,793,024	\$427,261,027	49,286,082	43,424,345	44,067,451
NFC 70-110 oz	\$166,442,096	\$174,042,596	\$150,789,930	18,484,558	18,837,378	15,880,943
NFC >110 oz	\$26,684,454	\$24,425,048	\$23,813,075	3,667,746	3,186,425	3,031,514
<b>% Sold on Promotion<sup>a</sup></b>						
NFC <11 oz	7.7%	9.8%	9.5%	7.9%	9.8%	9.3%
NFC 11-20 oz	12.5%	18.5%	18.4%	13.9%	20.6%	20.8%
NFC 20-50 oz	15.5%	12.1%	13.8%	17.3%	13.6%	15.7%
NFC 50-70 oz	31.3%	26.1%	36.8%	33.9%	28.8%	40.3%
NFC 70-110 oz	6.9%	6.6%	10.2%	7.2%	6.9%	10.8%
NFC >110 oz	7.1%	4.1%	13.1%	7.7%	4.8%	14.6%

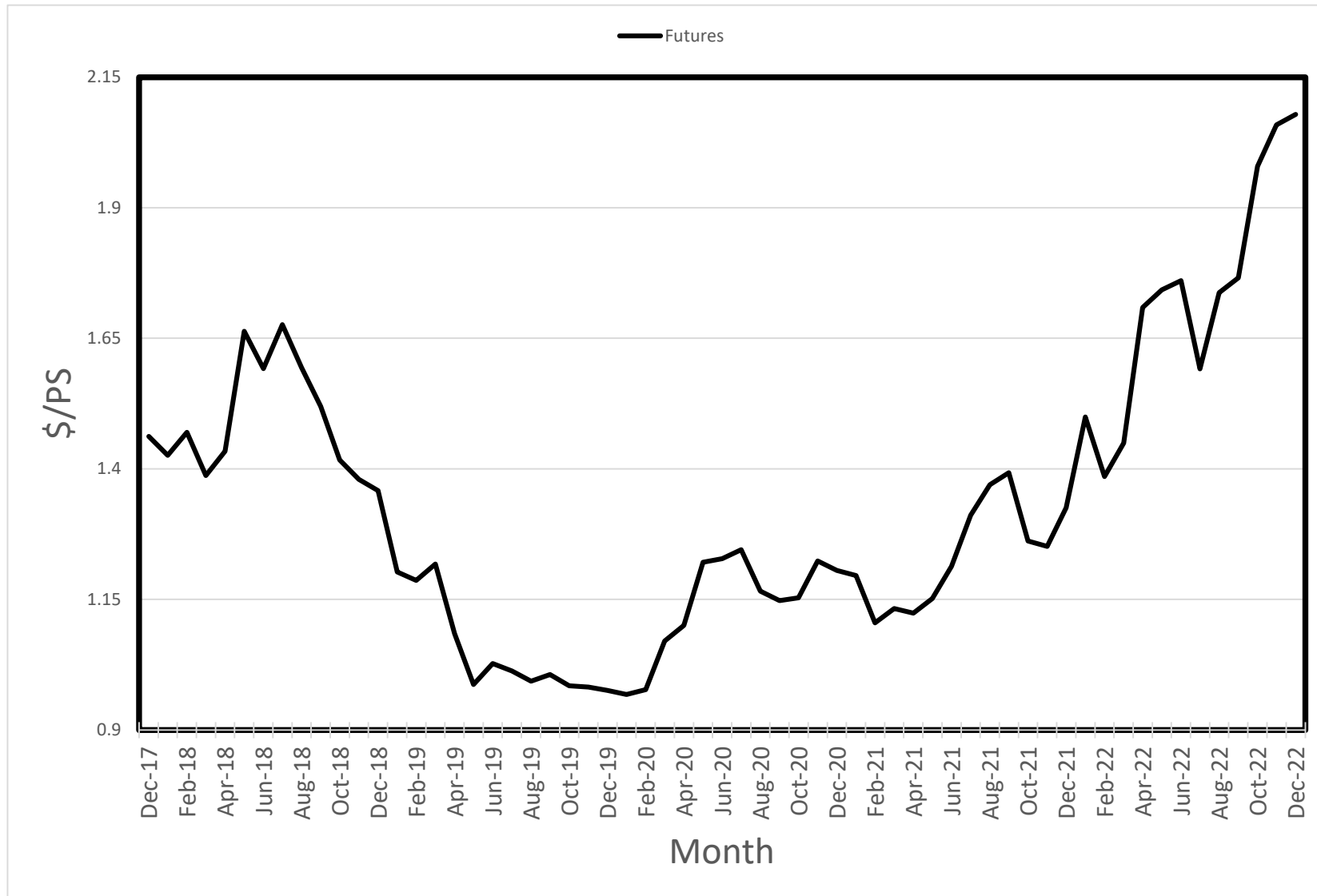
Source: Nielsen. xAOC = Expanded All Outlets Combined. xAOC data consists of POS data for U.S. grocery stores doing \$2 million and greater annual sales, drug stores doing \$1 million and greater annual sales, mass merchandisers (like Target), Walmart, club (Sam's and BJ's), dollar stores (Dollar General,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

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



# FCOJ Futures Monthly Average Prices

## December 2018 through December 2023



## FCOJ Prices December

Item	2021	2022	Change
	- \$ / PS -		- % -
<b>FCOJ Futures<sup>a</sup></b>	<b>1.3255</b>	<b>2.0790</b>	<b>+56.8</b>

SOURCES: TradingView.com



## FDOC Processor Delivered-In Prices

Variety	STD Prices Reported for Canner's A		
	2021-22	2022-23	Change
	- \$ / PS -		- % -
<b>Early &amp; Midseason Oranges<sup>a</sup></b>	<b>\$2.21</b>	<b>\$2.02</b>	<b>-8.6%</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>\$2.74</b>	<b>NA</b>	<b>NA</b>
<b>Red/Pink Grapefruit<sup>c</sup></b>	<b>\$2.84</b>	<b>\$3.51</b>	<b>23.6%</b>

<sup>a</sup> 2022-23 STD price through 12/31/22. 2021-22 STD price through 01/01/22.

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

<sup>c</sup> 2022-23 STD price through 12/31/22. 2021-22 STD price through 01/01/22.



# 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>2020-21</b>	<b>4.88</b>		<b>4.42</b>	
<b>2021-22</b>	<b>5.12</b>	<b>+4.9</b>	<b>5.37</b>	<b>+21.6</b>
<b>2022-23</b>	<b>6.07</b>	<b>+18.6</b>	<b>5.99</b>	<b>+11.6</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 11/27/22			FOB Price through 12/11/22		
	2021-22 STD	2022-23 STD	Change	2020-21 Final	2022-23 STD	Change
	- 1,000 of 4/5 bu. cartons -		- % -	- \$ / carton -		- % -
Early & Mid Oranges	652	422	-35.3	15.84	19.74	+24.6
Navel	264	188	-28.7	19.30	22.38	+16.0
Valencia	0	0	N/A	17.61	17.61	0.0
Tangelo	0	0	N/A	33.28	33.28	0.0
Early Tangerines <sup>a</sup>	150	86	-42.5	25.58	14.19	-44.5
Honey / Murcotts	0	0	-100.0	25.32	25.32	0.0
Royal Tangerines / Temples	0	0	N/A	24.38	N/A	N/A
<b>TOTAL</b>	<b>1,066</b>	<b>696</b>	<b>-34.7</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		
2021-22	2022-23	Change		2021-22	2022-23	Change
August - November				STD - 01/07/23		
- million pounds -		- % -	- 1,000 Equivalent <sup>1</sup> 4/5 Bu. Cartons -			- % -
408.3	399.9	-2.1	Total	599	931	+55.3
			Domestic	593	904	+52.3
			Canada	6	9	+49.8
			Overseas	-	18	N/A
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 12/31/22 (FDOC Processor Week 13)		
	2020-21	2021-22	Change	2021-22	2022-23	Change
	- million PS -		- % -	- million PS -		- % -
<b>Beginning Inventory</b>	<b>7.3</b>	<b>5.7</b>	<b>-22.5</b>	<b>5.7</b>	<b>3.6</b>	<b>-36.0</b>
<b>Pack from Fruit</b>	<b>1.3</b>	<b>0.9</b>	<b>-31.6</b>	<b>0.1</b>	<b>0.0</b>	<b>-100.0</b>
<b>Imports<sup>a</sup></b>	<b>0.9</b>	<b>0.7</b>	<b>-20.1</b>	<b>0.1</b>	<b>0.1</b>	<b>+7.1</b>
<b>Availability</b>	<b>9.5</b>	<b>7.3</b>	<b>-23.5</b>	<b>5.9</b>	<b>3.8</b>	<b>-35.9</b>
<b>Movement</b>	<b>3.8</b>	<b>3.7</b>	<b>-4.9</b>	<b>1.1</b>	<b>0.5</b>	<b>-57.3</b>
Bulk	3.7	3.6	-4.0	1.1	0.4	-60.3
Packaged	0.1	0.1	-35.7	0.0	0.0	+233.7
<b>Ending Inventory</b>	<b>5.7</b>	<b>3.6</b>	<b>-36.0</b>	<b>4.8</b>	<b>3.3</b>	<b>-31.1</b>
Bulk	5.7	3.6	-36.0	4.8	3.3	-31.2
Packaged	0.0	0.0	-39.2	0.0	0.0	-9.3
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
<b>Carry Over<sup>b</sup></b>	<b>77.1</b>	<b>52.8</b>	<b>-31.4</b>	<b>58.4</b>	<b>94.3</b>	<b>+61.3</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: 12/31/22 (FDOC Processor Week 13)		
	2020-21	2021-22	Change	2021-22	2022-23	Change
	- million PS -		- % -	- million PS -		- % -
<b>Beginning Inventory</b>	<b>9.5</b>	<b>8.8</b>	<b>-7.1</b>	<b>8.8</b>	<b>7.3</b>	<b>-17.2</b>
<b>Pack from Fruit</b>	<b>8.1</b>	<b>6.2</b>	<b>-23.4</b>	<b>1.2</b>	<b>0.9</b>	<b>-28.8</b>
<b>Imports<sup>a</sup></b>	<b>1.7</b>	<b>3.2</b>	<b>+91.1</b>	<b>1.0</b>	<b>1.5</b>	<b>+46.0</b>
<b>Availability</b>	<b>19.3</b>	<b>18.2</b>	<b>-5.4</b>	<b>11.1</b>	<b>9.7</b>	<b>-12.7</b>
<b>Movement</b>	<b>10.4</b>	<b>11.0</b>	<b>+5.7</b>	<b>2.8</b>	<b>2.8</b>	<b>-1.9</b>
Bulk	-0.3	-0.3	+4.0	0.0	0.3	30618.8
Packaged	10.8	11.4	+5.6	2.8	2.5	-12.6
<b>Ending Inventory</b>	<b>8.8</b>	<b>7.3</b>	<b>-17.2</b>	<b>8.4</b>	<b>6.9</b>	<b>-17.7</b>
Bulk	8.7	7.1	-18.4	8.0	6.7	-16.0
Packaged	0.1	0.2	+58.0	0.4	0.2	-50.8
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
<b>Carry Over<sup>b</sup></b>	<b>44.0</b>	<b>34.5</b>	<b>-21.6</b>	<b>38.6</b>	<b>32.4</b>	<b>-16.1</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 - November						
Country	Volume			FOB Value/SSG <sup>c</sup>		
	2021-22	2022-23	Change	2021-22	2022-23	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	0.26	0.38	+49.7	4.45	3.44	-22.6
Europe	0.15	0.08	-43.3	5.71	5.34	-6.5
Japan	0.01	0.10	+809.2	9.32	3.10	-66.8
Other	0.43	0.11	-73.7	4.97	5.46	+10.0
<b>TOTAL</b>	<b>0.85</b>	<b>0.68</b>	<b>-19.6</b>	<b>5.00</b>	<b>3.96</b>	<b>-20.7</b>

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

<sup>b</sup> FDOC Processor exports of GJ for the 2022-23 season were down 97.6%, season-to-date through 12/31/22.

<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		
	2020-21	2021-22	Change	2020-21	2021-22	Change	2020-21	2021-22	Change
	- million SSE gallons -		- % -	- million dollars -		- % -	- \$/SSE gallon -		- % -

### Full Season Results for the Previous Two Seasons

Refrigerated	8.65	8.41	-2.7	83.75	86.28	+3.0	9.69	10.25	+5.9
NFC	8.47	8.21	-3.0	80.35	82.23	+2.3	9.49	10.01	+5.5
RECON	0.18	0.20	+14.2	3.39	4.05	+19.3	19.12	19.97	+4.4
FCGJ	0.42	0.46	+8.4	1.93	2.64	+36.5	4.60	5.79	+25.9
Shelf Stable	2.97	2.54	-14.4	22.97	22.15	-3.6	7.73	8.71	+12.6
<b>TOTAL</b>	<b>12.04</b>	<b>11.41</b>	<b>-5.2</b>	<b>108.66</b>	<b>111.07</b>	<b>+2.2</b>	<b>9.03</b>	<b>9.73</b>	<b>+7.8</b>

### Season-to-Date through 12/31/22, Topline Report #3

	2021-22	2022-23	Change	2021-22	2022-23	Change	2021-22	2022-23	Change
Refrigerated	1.89	1.90	+0.4	18.36	19.97	+8.8	9.71	10.52	+8.3
NFC	1.85	1.86	+0.7	17.50	19.09	+9.1	9.48	10.27	+8.4
RECON	0.05	0.04	-9.4	0.87	0.89	+2.5	18.90	21.38	+13.1
FCOJ	0.10	0.08	-15.4	0.54	0.66	+23.3	5.65	8.24	+45.8
Shelf Stable	0.62	0.54	-13.7	5.14	4.89	-4.9	8.29	9.13	+10.2
<b>TOTAL</b>	<b>2.61</b>	<b>2.52</b>	<b>-3.5</b>	<b>24.04</b>	<b>25.52</b>	<b>+6.2</b>	<b>9.22</b>	<b>10.15</b>	<b>+10.0</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 11/27/22

Destination/Variety	2021-22 STD	2022-23 STD	Change
- 1,000 4/5-bu. cartons -			- % -
<b>Domestic &amp; Canadian - All</b>	<b>602</b>	<b>528</b>	<b>-12.3</b>
White	12	5	-54.7
Red/Pink	591	523	-11.4
<b>Offshore Exports - All</b>	<b>191</b>	<b>50</b>	<b>-73.8</b>
White	24	13	-44.2
Red/Pink	167	37	-78.0
<b>TOTAL - All</b>	<b>793</b>	<b>578</b>	<b>-27.1</b>
White	35	19	-47.6
Red/Pink	758	560	-26.1

Source: DFVI, Florida Dept. of Agriculture



## Florida Fresh Grapefruit Shipments Season-to-Date through 11/27/22

Country	2021-22 STD	2022-23 STD	Change
- 1,000 4/5-bu. cartons -			- % -
United States	564	503	-10.9
Canada	38	25	-33.4
Europe	128	31	-75.5
Japan	33	17	-46.5
Other	30	1	-95.9
<b>TOTAL - All</b>	<b>793</b>	<b>578</b>	<b>-27.1</b>

Source: DFVI, Florida Dept. of Agriculture





**Florida Fresh Grapefruit Domestic FOB Prices**  
**Season-to-Date through 12/11/22**

Variety	FOB Price		
	2021-22	2022-23	Change
	Final	STD	
	- \$ / carton -		- % -
<b>TOTAL<sup>a</sup></b>	<b>19.70</b>	<b>24.54</b>	<b>+24.5</b>
<b>White</b>	<b>20.65</b>	<b>21.75</b>	<b>+5.3</b>
<b>Red/Pink</b>	<b>19.66</b>	<b>24.63</b>	<b>+25.3</b>

<sup>a</sup>Weighted average based on FDACS reporting of fresh fruit shipments.  
Source: Citrus Administrative Committee



## Foreign Exchange Rates Per USD

Date	Euro	Real	Yen
<b>Annual</b>			
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
2022	0.9528	5.1574	131.6441
2021 (through December)	0.8830	5.5313	114.8422
2022 (through December)	0.9384	5.2928	131.7816
% Change	+6.3	-4.3	+14.8
<b>Average for Month of December</b>			
2021	0.8846	5.6573	113.786
2022	0.9500	5.2374	136.071
% Change	+7.4	-7.4	+19.6

