

Florida Citrus Economic & Market Indicators October 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 2020-21 Brazilian season July - September were down 9.2% from the previous 3 season average with exports to the NAFTA region, Europe and the Far East down 2.4%, down 20.1% and up 57.3%, respectively.
- Season-to-date through 10/03/20, Florida FCOJ availability, movement and ending inventories were down 10.3%, down 0.4%, and down 18.3% respectively, from last season.
- Season-to-date through 10/03/20, Florida SSOJ availability, movement and ending inventories were down 0.9%, up 12.0%, and down 28.4% respectively, from last season.
- For October through August of the 2019-20 season, U.S. OJ imports and exports were down 36.7% and up 13.1% from last season, respectively. Season-to-date through 10/03/20, Florida OJ exports were down 16.2% (FDOC Processors Report).
- For October through July of the 2019-20 season, Non-FDOC Processor FCOJ disappearance, based on FCOJ inventories and imports, was down 1.0%.
- Season-to-date through 09/26/20, 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 12.8% from the previous season, with the NFC price up 2.8%, the Recon price down 0.3% and the overall OJ price up 2.1%.
- The average FCOJ Futures price was \$1.15/PS, up \$0.14/PS from last year.
- Season-to-date through 02/22/20, the delivered-in price for early and midseason oranges was \$0.97/PS, down \$1.23/PS from last season. Season-to-date through 08/01/20, the delivered-in price for late season oranges was \$1.25/PS, down \$1.14/PS from last season.
- Season-to-date through 08/09/20, fresh orange and specialty citrus shipments were down /A% from last season.
- From August of the 2020-21 season, clementine and tangerine imports were up 58.8% 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 10/03/20, Florida FCGJ availability, movement and ending inventories were down 10.8%, down 50.7%, and up 7.0% respectively, from last season.
- Season-to-date through 10/03/20, Florida SSGJ availability, movement and ending inventories were up 4.2%, down 4.7%, and up 11.5% respectively, from last season.
- For October through August of the 2019-20 season, U.S. GJ exports were down 14.8%. Season-to-date through 10/03/20, Florida GJ exports were up 6.0% (FDOC Processors report).
- Season-to-date through 09/26/20, 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 up 5.7% from the previous season, with the overall GJ price up 6.5%.
- Season-to-date through 08/09/20, Florida fresh grapefruit shipments were unchanged.
- For the month of September, versus the same period last year, the Euro/USD, Real/USD, and Yen/USD exchange rates were down 6.6%, up 36.7%, and down 1.8% respectively.

Brazil Orange Juice Exports

Destination		Season-to-date July - September				Change from 3 season average
		2017-18	2018-19	2019-20	2020-21	
million SSE Gallons						%
NAFTA ^b	Total	105.7	63.3	52.4	72.0	-2.4
	FCOJ	69.8	39.9	31.9	39.7	-15.8
	SSOJ	35.9	23.3	20.5	32.3	+21.5
Europe ^c	Total	288.2	225.2	326.3	223.5	-20.1
	FCOJ	228.5	170.3	256.8	159.9	-26.8
	SSOJ	59.7	55.0	69.5	63.6	+3.6
East Asia ^d	Total	21.4	30.1	33.6	44.6	+57.3
Others	Total	15.6	13.7	10.6	18.7	+40.6
Total		430.9	332.3	422.9	358.9	-9.2

^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 10/03/20 (FDOC Processor Week 53)		
	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	87.3	82.0	-6.0
Imports^a	313.3	304.4	-2.8	304.4	169.6	-44.3
Availability	546.6	634.8	+16.1	634.8	569.3	-10.3
Movement	303.5	317.0	+4.5	317.0	315.8	-0.4
Bulk	237.3	251.6	+6.1	251.6	260.0	+3.3
Packaged	66.2	65.4	-1.2	65.4	55.7	-14.8
Ending Inventory	243.1	317.8	+30.7	317.8	259.7	-18.3
Bulk	237.2	311.9	+31.5	311.9	254.1	-18.5
Packaged	5.9	5.8	-1.6	5.8	5.6	-4.5
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^b	41.7	52.1	+25.1	53.1	43.6	-18.0

^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 10/03/20 (FDOC Processor Week 53)		
	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	318.4	292.8	-8.0
Imports^a	104.8	119.3	+13.8	119.3	55.5	-53.5
Availability	491.8	562.3	+14.3	562.3	557.3	-0.9
Movement^b	365.4	347.4	-4.9	347.4	389.1	+12.0
Bulk	26.7	20.0	-25.1	20.0	26.7	+33.5
Packaged	338.7	327.4	-3.3	327.4	362.4	+10.7
Ending Inventory	124.5	209.0	+67.8	209.0	149.7	-28.4
Bulk	119.7	203.5	+70.0	203.5	143.6	-29.4
Packaged	4.9	5.5	+13.0	5.5	6.1	+10.4
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^c	17.7	31.3	+76.5	31.9	20.4	-36.1

^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 - August						
Country	Volume			FOB Value/SSG ^c		
	2018-19	2019-20	Change	2018-19	2019-20	Change
TOTAL OJ						
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Brazil	169.92	137.88	-18.9	0.14	0.13	-9.7
CBI ^b	2.34	3.17	+35.5	64.89	33.13	-48.9
Mexico	275.28	135.28	-50.9	0.60	0.67	+12.0
Other	29.94	26.04	-13.0	10.11	4.64	-54.1
TOTAL	477.48	302.36	-36.7	1.35	1.11	-17.9
NFC OJ						
Brazil	54.82	47.99	-12.5	0.44	0.37	-16.3
CBI ^b	0.00	0.00	N/A	0.00	30.13	N/A
Mexico	101.58	60.07	-40.9	1.60	1.46	-8.9
Other	0.00	0.00	N/A	0.00	0.00	N/A
TOTAL	156.40	108.06	-30.9	1.20	0.98	-18.3

^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 - August						
Country	Volume			FOB Value/SSG ^c		
	2018-19	2019-20	Change	2018-19	2019-20	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	27.38	30.04	+9.7	5.22	5.07	-2.8
Europe	0.39	0.86	+120.2	6.36	3.99	-37.3
Japan	0.36	0.24	-32.2	6.32	4.88	-22.8
Other	10.53	12.58	+19.5	5.36	4.97	-7.2
TOTAL	38.66	43.73	+13.1	5.28	5.02	-4.8

^a Includes OJ with added vitamins and minerals.

^b FDOC Processor exports of OJ for the 2019-20 season were down 16.2%, season-to-date through 10/03/20

^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 - July		
	2018-19	2019-20	Change
- million SSE gallons -			- % -
Beginning Inventory^a	12.3	21.6	+76.3
Foreign Imports^b	<u>78.7</u>	<u>66.5</u>	<u>-15.6</u>
Availability^c	91.0	88.1	-3.2
Ending Inventory^a	<u>25.1</u>	<u>22.9</u>	<u>-8.9</u>
Non-FDOC Processor FCOJ Disappearance^d	65.9	65.2	-1.0

^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		
	2018-19	2019-20	Change	2018-19	2019-20	Change	2018-19	2019-20	Change
	- million SSE gallons -		- % -	- million dollars -		- % -	- \$/SSE gallon -		- % -

Full Season Results for the Previous Two Seasons

Refrigerated	361.94	408.56	+12.9	2,564.57	2,960.92	+15.5	7.09	7.25	+2.3
NFC	227.66	259.26	+13.9	1,909.03	2,234.22	+17.0	8.39	8.62	+2.8
RECON	134.28	149.30	+11.2	655.53	726.70	+10.9	4.88	4.87	-0.3
FCOJ	15.18	18.01	+18.6	75.61	91.82	+21.5	4.98	5.10	+2.4
Shelf Stable	12.66	13.03	+3.0	92.62	94.48	+2.0	7.32	7.25	-0.9
TOTAL	389.78	439.60	+12.8	2,732.79	3,147.21	+15.2	7.01	7.16	+2.1

Season-to-Date through 09/26/20, Topline Report #13

	2018-19	2019-20	Change	2018-19	2019-20	Change	2018-19	2019-20	Change
Refrigerated	361.94	408.56	+12.9	2,564.57	2,960.92	+15.5	7.09	7.25	+2.3
NFC	227.66	259.26	+13.9	1,909.03	2,234.22	+17.0	8.39	8.62	+2.8
RECON	134.28	149.30	+11.2	655.53	726.70	+10.9	4.88	4.87	-0.3
FCOJ	15.18	18.01	+18.6	75.61	91.82	+21.5	4.98	5.10	+2.4
Shelf Stable	12.66	13.03	+3.0	92.62	94.48	+2.0	7.32	7.25	-0.9
TOTAL	389.78	439.60	+12.8	2,732.79	3,147.21	+15.2	7.01	7.16	+2.1

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		
	2/15/2020	6/6/2020	09/26/20	2/15/2020	6/6/2020	09/26/20
Non-Promotional Price						
NFC <11 oz	\$4.06	\$4.23	\$4.04	\$12.21	\$12.35	\$12.13
NFC 11-20 oz	\$1.83	\$1.97	\$1.95	\$16.04	\$16.28	\$16.23
NFC 20-50 oz	\$3.94	\$4.15	\$4.20	\$15.56	\$16.33	\$16.40
NFC 50-70 oz	\$3.69	\$3.78	\$3.81	\$8.63	\$8.89	\$8.93
NFC 70-110 oz	\$5.84	\$5.99	\$5.98	\$8.41	\$8.61	\$8.60
NFC >110 oz	\$6.74	\$6.79	\$6.74	\$6.74	\$6.79	\$6.74
Promotional Price^a						
NFC <11 oz	\$3.58	\$3.02	\$3.09	\$10.35	\$10.78	\$10.79
NFC 11-20 oz	\$1.39	\$1.35	\$1.38	\$13.73	\$13.82	\$13.99
NFC 20-50 oz	\$3.48	\$3.69	\$3.37	\$14.28	\$14.67	\$13.50
NFC 50-70 oz	\$3.07	\$3.26	\$3.22	\$7.51	\$7.93	\$7.84
NFC 70-110 oz	\$5.53	\$5.53	\$5.55	\$7.96	\$7.97	\$7.98
NFC >110 oz	\$6.17	\$6.77	\$6.50	\$6.17	\$6.77	\$6.50

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)

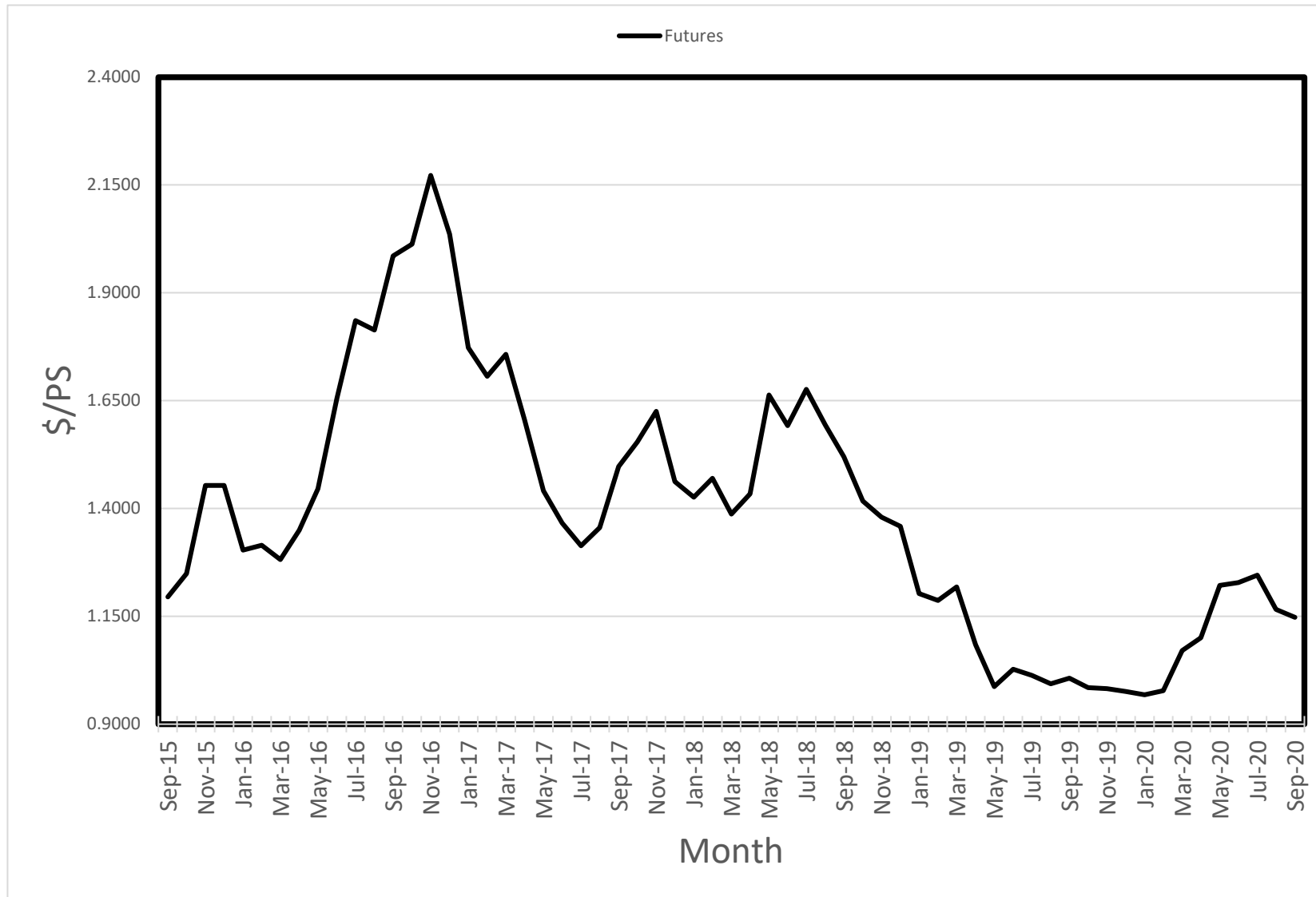
Unit Sizes	Dollar Sales			Gallon Sales		
	16 Week Period Ending			16 Week Period Ending		
	2/15/2020	6/6/2020	09/26/20	2/15/2020	6/6/2020	09/26/20
NFC <11 oz	\$9,153,492	\$9,821,288	\$10,419,514	761,464	803,078	867,345
NFC 11-20 oz	\$34,336,427	\$32,300,025	\$32,504,096	2,218,461	2,050,387	2,075,669
NFC 20-50 oz	\$8,864,074	\$9,880,165	\$8,617,734	577,636	614,163	538,276
NFC 50-70 oz	\$402,701,147	\$502,372,219	\$418,187,435	49,743,083	58,903,170	48,742,382
NFC 70-110 oz	\$164,690,652	\$194,947,714	\$179,306,183	19,818,390	22,883,031	21,013,190
NFC >110 oz	\$21,285,294	\$29,539,960	\$25,980,000	3,178,590	4,350,902	3,854,718
% Sold on Promotion^a						
NFC <11 oz	8.6%	7.0%	7.6%	10.0%	7.9%	8.5%
NFC 11-20 oz	21.6%	18.9%	22.9%	24.3%	21.5%	25.6%
NFC 20-50 oz	15.4%	13.2%	11.5%	16.6%	14.5%	13.6%
NFC 50-70 oz	44.4%	34.9%	29.7%	47.8%	37.5%	32.5%
NFC 70-110 oz	20.9%	13.7%	10.4%	21.8%	14.7%	11.2%
NFC >110 oz	7.6%	2.9%	1.9%	8.2%	2.9%	2.0%

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

September 2015 through September 2020



FCOJ Prices September

Item	2019	2020	Change
- \$ / PS -			- % -
FCOJ Futures	1.0062	1.1477	+14.1

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	\$2.20	\$0.97	-55.9%
Late Season Oranges ^b	\$2.38	\$1.25	-47.5%
White Grapefruit ^c	\$3.15	\$2.25	-28.6%
Red/Pink Grapefruit ^c	\$3.07	\$2.07	-32.6%

^a 2019-20 Season final price from 02/22/20. 2018-19 Season final price from 02/23/19.

^b 2019-20 Season final price from 08/01/20. 2018-19 Season final price from 07/27/19.

^c 2019-20 Season final price from 05/16/20. 2018-19 Season final price from 05/18/19.

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

Season	September Average		Season-to-Date ^a (July - September)	
	Price	Change from Year Ago	Price	Change from Year Ago
	- \$ / box ^b -	- % -	- \$ / box ^b -	- % -
2018-19	5.48		5.48	
2019-20	4.77	-13.0	4.99	-8.9
2020-21	4.36	-8.6	4.28	-14.2

^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 08/09/20			FOB Price through 08/01/20		
	2019-20 STD	2020-21 STD	Change	2019-20 Final	2020-21 STD	Change
	- 1,000 of 4/5 bu. cartons -		- % -	- \$ / carton -		- % -
Early & Mid Oranges	0	0	N/A	12.37	N/A	N/A
Navel	0	0	N/A	15.44	N/A	N/A
Valencia	0	0	N/A	14.86	N/A	N/A
Tangelo	0	0	N/A	24.13	N/A	N/A
Early Tangerines ^a	0	0	N/A	23.43	N/A	N/A
Honey / Murcotts	0	0	N/A	24.74	N/A	N/A
Royal Tangerines / Temples	0	0	N/A	N/A	N/A	N/A
TOTAL	0	0	N/A			

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		
2019-20	2020-21	Change	2018-19	2019-20	Change
August			STD - 04/11/20		
- million pounds -			- thousand 7/10 bu. Cartons -		
88.6	140.7	+58.8	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 10/03/20 (FDOC Processor Week 53)		
	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	1.4	-63.1
Availability	16.9	11.8	-30.2	11.8	10.5	-10.8
Movement	11.5	4.1	-64.5	4.1	2.0	-50.7
Bulk	11.4	3.9	-65.5	3.9	1.9	-51.9
Packaged	0.1	0.2	+44.8	0.2	0.1	-22.9
Ending Inventory	5.2	6.9	+32.0	6.9	7.3	+7.0
Bulk	5.2	6.8	+32.2	6.8	7.3	+7.0
Packaged	0.0	0.0	-3.0	0.0	0.0	-10.0
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	23.4	87.0	+271.4	88.7	192.5	+117.1

^aAlso includes domestic receipts by members of non-Florida product, foreign imports, reprocessed tangerine juice, FCGJ used in chilled GJ, net loss or gain during reprocessing and adjustments.

^bSeason-to-date weeks supply based on season-to-date movement.

Florida SSGJ Availability, Movement and Inventory

Item	Prior Season Comparison (October - September)			Season-to-Date: 10/03/20 (FDOC Processor Week 53)		
	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	4.7	2.0	-56.4
Availability	19.4	20.3	+4.7	20.3	21.1	+4.2
Movement	12.4	11.0	-11.4	11.0	10.4	-4.7
Bulk	1.2	0.5	-57.6	0.5	-0.1	-124.9
Packaged	11.2	10.5	-6.5	10.5	10.6	+1.1
Ending Inventory	6.9	8.5	+24.0	8.5	9.5	+11.5
Bulk	6.7	8.4	+24.2	8.4	9.2	+10.4
Packaged	0.1	0.2	+14.6	0.2	0.3	+63.4
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	28.9	40.5	+40.0	41.2	48.2	+17.0

^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.

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

Season-to-Date October - August						
Country	Volume			FOB Value/SSG ^c		
	2018-19	2019-20	Change	2018-19	2019-20	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	1.47	1.38	-6.4	6.07	5.29	-12.9
Europe	1.65	1.15	-30.2	5.21	5.23	+0.3
Japan	1.04	0.82	-21.3	5.00	5.29	+5.7
Other	1.24	1.26	+1.3	4.40	4.26	-3.3
TOTAL	5.41	4.61	-14.8	5.22	4.99	-4.4

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

^b FDOC Processor exports of GJ for the 2019-20 season were up 6%, season-to-date through 10/03/20.

^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		
	2018-19	2019-20	Change	2018-19	2019-20	Change	2018-19	2019-20	Change
	- million SSE gallons -		- % -	- million dollars -		- % -	- \$/SSE gallon -		- % -

Full Season Results for the Previous Two Seasons

Refrigerated	8.22	8.83	+7.4	73.42	83.65	+13.9	8.93	9.47	+6.1
NFC	8.11	8.59	+6.0	71.79	79.14	+10.2	8.86	9.21	+4.0
RECON	0.12	0.24	+104.9	1.63	4.51	+176.8	13.78	18.62	+35.1
FCGJ	0.38	0.47	+23.5	1.82	1.85	+1.3	4.74	3.89	-17.9
Shelf Stable	3.02	2.98	-1.4	20.05	21.73	+8.4	6.64	7.30	+9.9
TOTAL	11.63	12.29	+5.7	95.29	107.23	+12.5	8.19	8.73	+6.5

Season-to-Date through 09/26/20, Topline Report #13

	2018-19	2019-20	Change	2018-19	2019-20	Change	2018-19	2019-20	Change
Refrigerated	8.22	8.83	+7.4	73.42	83.65	+13.9	8.93	9.47	+6.1
NFC	8.11	8.59	+6.0	71.79	79.14	+10.2	8.86	9.21	+4.0
RECON	0.12	0.24	+104.9	1.63	4.51	+176.8	13.78	18.62	+35.1
FCOJ	0.38	0.47	+23.5	1.82	1.85	+1.3	4.74	3.89	-17.9
Shelf Stable	3.02	2.98	-1.4	20.05	21.73	+8.4	6.64	7.30	+9.9
TOTAL	11.63	12.29	+5.7	95.29	107.23	+12.5	8.19	8.73	+6.5

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

Florida Fresh Grapefruit Shipments

Season-to-Date through 08/09/20

Destination/Variety	2019-20 STD	2020-21 STD	Change
- 1,000 4/5-bu. cartons -			- % -
Domestic & Canadian - All	0	0	N/A
White	0	0	N/A
Red/Pink	0	0	N/A
Offshore Exports - All	0	0	N/A
White	0	0	N/A
Red/Pink	0	0	N/A
TOTAL - All	0	0	N/A
White	0	0	N/A
Red/Pink	0	0	N/A

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Shipments

Season-to-Date through 08/09/20

Country	2019-20 STD	2020-21 STD	Change
- 1,000 4/5-bu. cartons -			- % -
United States	0	0	N/A
Canada	0	0	N/A
Europe	0	0	N/A
Japan	0	0	N/A
Other	0	0	N/A
TOTAL - All	0	0	N/A

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Domestic FOB Prices
Season-to-Date through 08/01/20

Variety	FOB Price		
	2019-20	2020-21	Change
	Final	STD	
	- \$ / carton -		- % -
TOTAL^a	N/A	N/A	N/A
White	17.76	N/A	N/A
Red/Pink	15.79	N/A	N/A

^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 September	0.8899	3.886	109.12
2020 (through September	0.8796	5.092	107.47
% Change	-1.2	+31.0	-1.5
Average for Month of September			
2019	0.9075	4.1200	107.45
2020	0.8479	5.6319	105.56
% Change	-6.6	+36.7	-1.8