

Florida Citrus Economic & Market Indicators November 2019

Florida Department
of Citrus

Economic and Market
Research



Florida Citrus Economic & Market Indicators

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Summary Comments

- Brazil's OJ exports for 2018-19 Brazilian season (July - October) were down 17.5% from the previous 3 season average with exports to the NAFTA region, Europe and the Far East down 37.7%, down 8.6% and down 14.4%, respectively.
- Season-to-date through 10/26/19, Florida FCOJ availability, movement and ending inventories were up 28.0%, down 15.6%, and up 32.7% respectively, from last season.
- Season-to-date through 10/26/19, Florida SSOJ availability, movement and ending inventories were up 58.0%, up 4.1%, and up 69.9% respectively, from last season.
- For October through September of the 2018-19 season, U.S. OJ imports and exports were down 17.1% and down 6.5% from last season, respectively. Season-to-date through 10/26/19, Florida OJ exports were up 98.4% (FDOC Processors Report).
- For October through August of the 2018-19 season, Non-FDOC Processor FCOJ disappearance, based on FCOJ inventories and imports, was down 61.0%.
- Season-to-date through 10/26/19, OJ volume sales in all Nielsen retail outlets (U.S. grocery stores doing \$2 million and greater annual sales, drug stores doing \$1 million and greater annual sales, mass merchandisers, Walmart, club (Sam's and BJ's), dollar stores (Dollar General, Family Dollar and Fred's), and military/DECA) were down 0.8% from the previous season, with the NFC price down 0.3%, the Recon price up 2.9% and the overall OJ price down 0.2%.
- The average FCOJ Futures price was \$0.98/PS, down \$0.43/PS from last year.
- Early/Midseason Orange Prices have not been released through 10/26/19. Late season Orange Prices cannot be compared.
- Season to date through 10/20/19, fresh orange and specialty citrus shipments were down 28.4%, from last season.
- From August through September of the 2019-20 season, clementine and tangerine imports were down .0% relative to last season. Season-to-date through 06/22/19, Texas fresh grapefruit shipments were up 3.2% relative to last season.
- Season-to-date through 10/26/19, Florida FCGJ availability, movement and ending inventories were up 28.5%, down 71.8%, and up 38.1% respectively, from last season.
- Season-to-date through 10/26/19, Florida SSGJ availability, movement and ending inventories were up 22.9%, down 31.2%, and up 30.7% respectively, from last season.
- For October through September of the 2018-19 season, U.S. GJ exports were down 13.1%. Season-to-date through 10/26/19, Florida GJ exports were down 74.0% (FDOC Processors report).
- Season-to-date through 10/26/19, GJ volume sales in all Nielsen retail outlets (U.S. grocery stores doing \$2 million and greater annual sales, drug stores doing \$1 million and greater annual sales, mass merchandisers, Walmart, club (Sam's and BJ's), dollar stores (Dollar General, Family Dollar and Fred's), and military/DECA) were down 6.2% from the previous season, with the overall GJ price up 4.4%.
- Season-to-date through 10/20/19, Florida fresh grapefruit shipments were up 37.8% from last season, with Domestic/Canadian shipments up 37.6%. Domestic FOB prices (CAC) for fresh white and red/pink grapefruit were up 27.8% and up 20.3%, respectively.
- For the month of October versus the same period last year, the Euro/USD, Real/USD, and Yen/USD exchange rates were up 4.0%, up 8.4%, and down 4.1% respectively.

Brazil Orange Juice Exports

Destination		Season-to-date (July-October)				Change from 3 season average
		2016-17	2017-18	2018-19	2019-20	
million SSE Gallons						%
NAFTA ^b	Total	89.7	138.0	80.4	75.5	-26.5
	FCOJ	52.9	92.5	43.3	42.7	-32.0
	SSOJ	36.8	45.5	37.1	32.8	-17.7
Europe ^c	Total	318.7	382.5	326.5	402.9	+17.6
	FCOJ	237.6	300.9	248.7	314.6	+19.9
	SSOJ	81.1	81.7	77.9	88.4	+10.2
East Asia ^d	Total	30.0	42.9	36.4	51.8	+42.1
Others	Total	35.4	28.2	19.7	20.4	-26.7
Total		473.8	591.6	463.1	550.6	+8.1

^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.

Florida FCOJ Availability, Movement and Inventory

Item	Prior Season Comparison (October - September)			Season-to-Date 10/26/19 (FDOC Processor Week 4)		
	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	0.1	0.0	-74.3
Imports^a	313.9	304.4	-3.0	7.9	3.5	-55.0
Availability	547.2	634.8	+16.0	251.1	321.4	+28.0
Movement	303.5	317.0	+4.5	24.7	20.9	-15.6
Bulk	237.3	251.6	+6.1	20.1	15.8	-21.4
Packaged	66.2	65.4	-1.2	4.7	5.1	+9.6
Ending Inventory	243.7	317.8	+30.4	226.4	300.5	+32.7
Bulk	237.8	311.9	+31.2	220.7	294.7	+33.5
Packaged	5.9	5.8	-1.6	5.7	5.7	+0.7
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^b	41.8	52.1	+24.8	36.6	57.5	+57.2

^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 10/26/19 (FDOC Processor Week 4)		
	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	0.1	0.1	+4.0
Imports^a	104.9	119.3	+13.8	12.8	8.1	-37.0
Availability	491.8	562.3	+14.3	137.5	217.2	+58.0
Movement^b	365.4	347.5	-4.9	24.3	25.3	+4.1
Bulk	26.7	20.0	-24.9	1.1	1.7	+54.6
Packaged	338.7	327.4	-3.3	23.2	23.6	+1.8
Ending Inventory	124.6	209.0	+67.8	113.0	191.9	+69.9
Bulk	119.7	203.5	+70.0	106.9	187.0	+74.9
Packaged	4.9	5.5	+13.0	6.0	4.9	-18.3
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^c	17.7	31.3	+76.4	18.6	30.4	+63.1

^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 - September						
Country	Volume			FOB Value/SSG ^c		
	2017-18	2018-19	Change	2017-18	2018-19	Change
TOTAL OJ						
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Brazil	371.43	242.12	-34.8	1.36	1.44	+5.9
CBI ^b	39.98	32.97	-17.5	1.88	1.69	-10.1
Mexico	166.49	204.68	+22.9	2.06	1.84	-10.7
Other	3.41	2.01	-41.1	2.80	3.37	+20.4
TOTAL	581.32	481.79	-17.1	1.61	1.63	+1.2
NFC OJ						
Brazil	127.81	109.01	-14.7	1.54	1.61	+4.5
CBI ^b	0.01	0.01	0.0	4.94	5.21	+5.5
Mexico	23.36	24.33	+4.2	2.68	2.56	-4.5
Other	0.10	0.05	-50.0	3.20	4.69	+46.6
TOTAL	151.27	133.40	-11.8	1.71	1.79	+4.7

^aIncludes OJ with added vitamins and minerals.

^bIncludes Dominican Republic-Central America initiatives.

^cThe FOB value of the products reported by the exporter, which does not include duties, freight, custom fees or other charges, divided by the reported number of single strength gallons.

SOURCE: U.S. Department of Commerce.

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

Season-to-Date October - September						
Country	Volume			FOB Value/SSG ^c		
	2017-18	2018-19	Change	2017-18	2018-19	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	32.46	29.74	-8.4	4.98	5.23	+5.0
Europe	0.91	0.52	-42.9	4.72	6.86	+45.3
Japan	0.44	0.40	-9.1	4.75	6.03	+26.9
Other	11.04	11.28	+2.2	5.62	5.35	-4.8
TOTAL	44.85	41.94	-6.5	5.13	5.29	+3.1

^a Includes OJ with added vitamins and minerals.

^b FDOC Processor exports of OJ for the 2019-20 season were up 98.4%, season-to-date through 10/26/19.

^c The FOB value of the products reported by the exporter, which does not include duties, freight, custom fees or other charges, divided by the reported number of single strength gallons.

SOURCE: U.S. Department of Commerce.

Non-FDOC Processor FCOJ Disappearance Index

Item	Season-to-Date October - August		
	2017-18	2018-19	Change
- million SSE gallons -			- % -
Beginning Inventory^a	15.5	12.3	-20.8
Foreign Imports^b	<u>130.8</u>	<u>63.7</u>	<u>-51.3</u>
Availability^c	146.3	75.9	-48.1
Ending Inventory^a	<u>11.9</u>	<u>23.5</u>	<u>+96.6</u>
Non-FDOC Processor FCOJ Disappearance^d	134.4	52.5	-61.0

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

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

^cBeginning inventory and imports.

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

U.S. Retail Orange Juice Sales

Expanded All Outlets Combined (xAOC)^a

Item	Volume Sales			Dollar Sales			Price/Eq Gallon		
	2017-18	2018-19	Change	2017-18	2018-19	Change	2017-18	2018-19	Change
	- million SSE gallons -		- % -	- million dollars -		- % -	- \$/SSE gallon -		- % -
Full Season Results for the Previous Two Seasons									
Refrigerated	382.78	361.94	-5.4	2,633.77	2,564.57	-2.6	6.88	7.09	+3.0
NFC	249.50	227.66	-8.8	1,969.77	1,909.03	-3.1	7.90	8.39	+6.2
RECON	133.28	134.28	+0.8	663.99	655.53	-1.3	4.98	4.88	-2.0
FCOJ	16.40	15.18	-7.4	82.33	75.61	-8.2	5.02	4.98	-0.8
Shelf Stable	12.26	12.66	+3.2	89.34	92.62	+3.7	7.29	7.32	+0.4
TOTAL	411.44	389.78	-5.3	2,805.43	2,732.79	-2.6	6.82	7.01	+2.8
Season-to-Date through 10/26/19, Topline Report #1									
	2018-19	2019-20	Change	2018-19	2019-20	Change	2018-19	2019-20	Change
Refrigerated	26.63	26.59	-0.2	188.19	189.21	+0.5	7.07	7.12	+0.7
NFC	16.83	16.26	-3.4	139.70	139.32	-0.3	8.30	8.57	+3.2
RECON	9.80	10.32	+5.4	48.49	49.89	+2.9	4.95	4.83	-2.3
FCOJ	1.13	1.06	-6.9	5.56	5.24	-5.7	4.90	4.97	+1.3
Shelf Stable	1.05	0.93	-11.4	7.71	6.62	-14.1	7.35	7.13	-3.0
TOTAL	28.81	28.57	-0.8	201.46	201.07	-0.2	6.99	7.04	+0.6

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

U.S. Retail NFC Orange Juice Promotional Pricing (xAOC)

Unit Sizes	Average Price Per Unit			Average Price Per Eq. Gallon		
	16 Week Period Ending			16 Week Period Ending		
	3/16/2019	7/6/2019	10/26/19	3/16/2019	7/6/2019	10/26/19
Non-Promotional Price						
NFC <11 oz	\$4.03	\$4.05	\$4.05	\$12.14	\$12.19	\$12.16
NFC 11-20 oz	\$1.94	\$1.93	\$1.90	\$16.23	\$16.30	\$16.12
NFC 20-50 oz	\$3.63	\$3.82	\$3.87	\$14.38	\$15.09	\$15.31
NFC 50-70 oz	\$3.70	\$3.73	\$3.74	\$8.50	\$8.58	\$8.75
NFC 70-110 oz	\$5.83	\$5.86	\$5.86	\$8.38	\$8.44	\$8.44
NFC >110 oz	\$6.67	\$6.70	\$6.70	\$6.67	\$6.70	\$6.70
Promotional Price^a						
NFC <11 oz	\$3.46	\$3.23	\$3.05	\$10.33	\$10.20	\$10.16
NFC 11-20 oz	\$1.32	\$1.31	\$1.36	\$13.63	\$13.20	\$13.27
NFC 20-50 oz	\$2.98	\$2.95	\$3.00	\$11.95	\$11.66	\$12.08
NFC 50-70 oz	\$3.04	\$3.09	\$3.12	\$7.42	\$7.52	\$7.60
NFC 70-110 oz	\$5.51	\$5.51	\$5.54	\$7.92	\$7.94	\$7.98
NFC >110 oz	\$6.59	\$6.95	\$6.07	\$6.59	\$6.95	\$6.07

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)

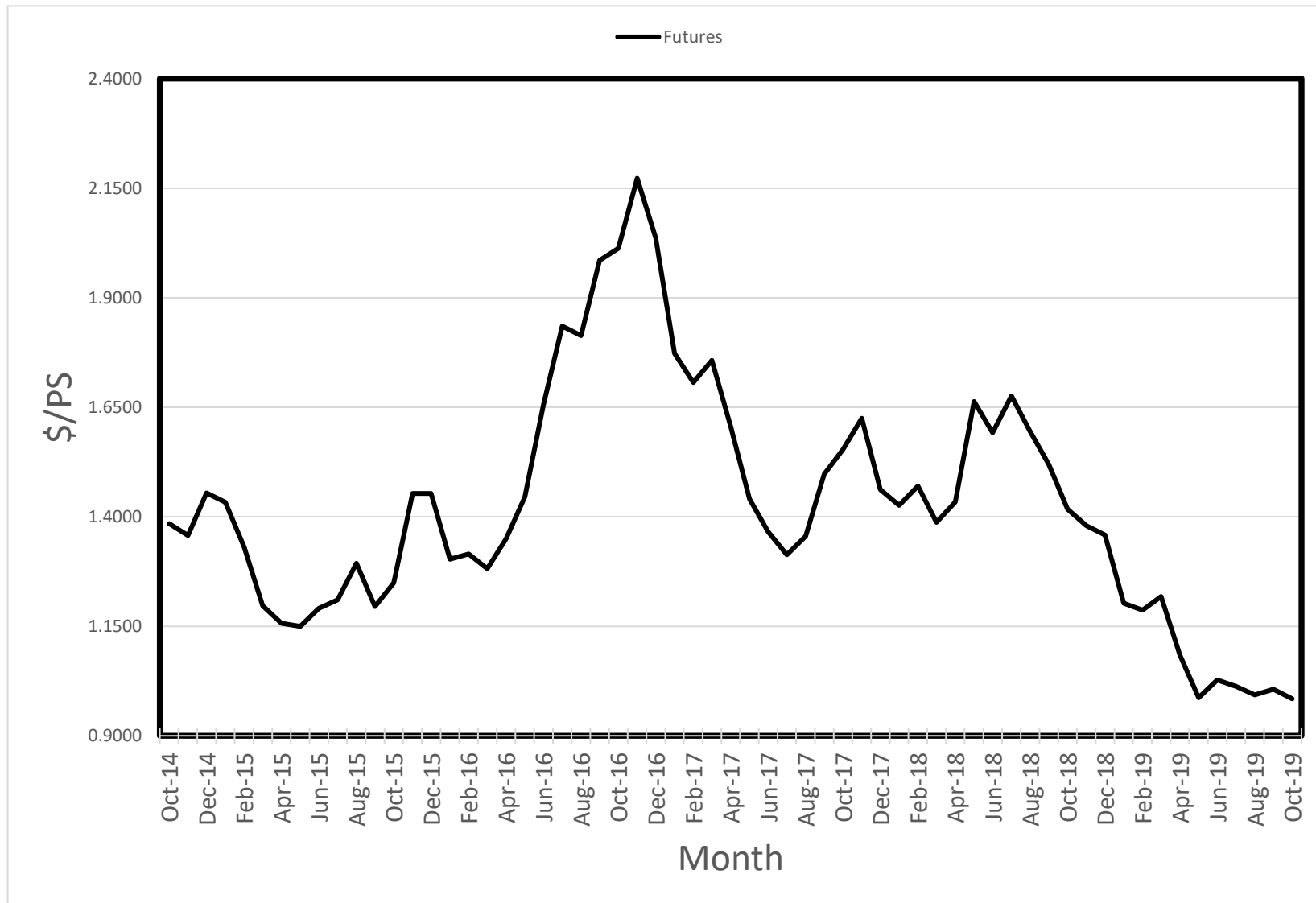
Unit Sizes	Dollar Sales			Gallon Sales		
	16 Week Period Ending			16 Week Period Ending		
	3/16/2019	7/6/2019	10/26/19	3/16/2019	7/6/2019	10/26/19
NFC <11 oz	\$9,853,207	\$8,830,037	\$8,970,148	824,641	734,917	748,562
NFC 11-20 oz	\$33,811,743	\$32,567,414	\$32,967,628	2,166,858	2,105,555	2,147,362
NFC 20-50 oz	\$8,035,994	\$7,328,170	\$7,646,309	571,520	501,685	515,768
NFC 50-70 oz	\$410,744,534	\$350,067,937	\$332,333,573	51,364,735	43,142,940	40,172,999
NFC 70-110 oz	\$168,108,743	\$143,135,148	\$138,421,852	20,310,111	17,179,505	16,581,324
NFC >110 oz	\$23,368,983	\$20,523,830	\$19,383,584	3,507,773	3,061,146	2,914,472
% Sold on Promotion^a						
NFC <11 oz	9.0%	7.5%	7.4%	10.4%	8.8%	8.7%
NFC 11-20 oz	21.0%	22.9%	23.1%	24.1%	26.8%	26.8%
NFC 20-50 oz	11.0%	11.2%	12.2%	13.0%	14.0%	15.0%
NFC 50-70 oz	43.0%	40.6%	38.0%	46.3%	43.9%	41.4%
NFC 70-110 oz	22.1%	20.3%	18.8%	23.1%	21.3%	19.7%
NFC >110 oz	7.7%	2.0%	7.2%	7.8%	1.9%	7.9%

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

October 2014 through October 2019



FCOJ Prices October

Item	2018	2019	Change
- \$ / PS -			- % -
FCOJ Futures	1.4170	0.9844	-30.5

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	N/A	N/A	N/A
Late Season Oranges ^b	N/A	N/A	N/A
White Grapefruit ^c	N/A	N/A	N/A
Red/Pink Grapefruit ^c	N/A	N/A	N/A

^a 2019-20 STD price through 10/26/19. 2018-19 STD price through 10/27/18.

^b Late season fruit has not begun for this season

^c 2019-20 STD price through 10/26/19. 2018-19 STD price through 10/27/18.

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

Season	October Average		Season-to-Date ^a (July - October)	
	Price	Change from Year Ago	Price	Change from Year Ago
	- \$ / box ^b -	- % -	- \$ / box ^b -	- % -
2017-18	5.99		6.00	
2018-19	5.93	-1.0	5.60	-6.8
2019-20	4.91	-17.2	4.97	-11.1

^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 10/20/19			FOB Price through 10/27/19		
	2018-19	2019-20	Change	2018-19	2019-20	Change
	STD	STD		Final	STD	
	- 1,000 of 4/5 bu. cartons -		- % -	- \$ / carton -		- % -
Early & Mid Oranges	92	52	-43.2	15.07	13.01	-13.7
Navel	12	12	+0.6	17.60	18.20	+3.4
Valencia	2	2	+9.1	N/A	N/A	N/A
Tangelo	0	0	N/A	16.07	N/A	N/A
Early Tangerines ^a	38	37	-4.3	21.37	19.52	-8.7
Honey / Murcotts	0	0	N/A	29.67	N/A	N/A
Royal Tangerines / Temples	0	0	N/A	17.91	N/A	N/A
TOTAL	145	104	-28.4			

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 - September			STD - 06/22/19			
- million pounds -		- % -	- thousand 7/10 bu. Cartons -		- % -	
197.2	197.1	0.0	Total	698	720	+3.2
			Export	33	-	-100.0
Source: U.S. Department of Commerce.			Source: Texas Valley Citrus Committee.			

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 10/26/19 (FDOC Processor Week 4)		
	2017-18	2018-19	Change	2018-19	2019-20	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	9.5	5.2	-45.8	5.2	6.8	+32.2
Pack from Fruit	2.3	2.7	+19.5	0.1	0.1	-28.9
Imports^a	4.5	2.4	-46.0	0.1	0.0	-100.0
Availability	16.4	10.3	-36.7	5.4	6.9	+28.5
Movement	11.7	4.9	-57.9	0.8	0.2	-71.8
Bulk	11.6	4.7	-58.9	0.8	0.2	-73.1
Packaged	0.1	0.2	+44.8	0.0	0.0	+32.5
Ending Inventory	5.2	6.9	+31.7	4.9	6.8	+38.1
Bulk	5.2	6.8	+31.8	4.9	6.8	+38.2
Packaged	0.0	0.0	-3.0	0.0	0.0	+22.7
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	23.2	72.7	+212.8	24.7	121.2	+390.5

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

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

Florida SSGJ Availability, Movement and Inventory

Item	Prior Season Comparison (October - September)			Season-to-Date: 10/26/19 (FDOC Processor Week 4)		
	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	0.0	0.1	+323.9
Imports^a	4.4	4.7	+7.3	0.2	0.2	-29.7
Availability	19.3	20.3	+5.1	7.1	8.8	+22.9
Movement	12.4	11.0	-11.5	0.9	0.6	-31.2
Bulk	1.2	0.5	-58.7	0.2	0.0	-120.9
Packaged	11.2	10.5	-6.5	0.7	0.7	-8.0
Ending Inventory	6.8	8.5	+25.3	6.2	8.1	+30.7
Bulk	6.7	8.4	+25.5	6.1	7.9	+30.6
Packaged	0.1	0.2	+14.6	0.2	0.2	+34.4
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	28.6	40.5	+41.6	26.5	50.4	+90.0

^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 - September						
Country	Volume			FOB Value/SSG ^c		
	2017-18	2018-19	Change	2017-18	2018-19	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	1.33	1.58	+18.8	5.05	6.05	+19.8
Europe	2.97	1.69	-43.1	4.49	5.22	+16.3
Japan	1.03	1.22	+18.4	4.80	5.04	+5.0
Other	1.45	1.39	-4.1	4.71	4.32	-8.3
TOTAL	6.78	5.89	-13.1	4.69	5.19	+10.7

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

^b FDOC Processor exports of GJ for the 2019-20 season were down 74%, season-to-date through 10/26/19.

^c The FOB value of the products reported by the exporter, which does not include duties, freight, custom fees or other charges, divided by the reported number of single strength gallons.

U.S. Retail Grapefruit Juice Sales

Expanded All Outlets Combined (xAOC)^a

Item	Volume Sales			Dollar Sales			Price/Eq Gallon		
	2016-17	2017-18	Change	2016-17	2017-18	Change	2016-17	2017-18	Change
	- million SSE gallons -		- % -	- million dollars -		- % -	- \$/SSE gallon -		- % -
Full Season Results for the Previous Two Seasons									
Refrigerated	414.05	394.63	-4.7	2,801.24	2,719.60	-2.9	6.77	6.89	+1.9
NFC	265.39	249.12	-6.1	2,036.10	1,964.97	-3.5	7.67	7.89	+2.8
RECON	148.66	145.51	-2.1	765.14	754.63	-1.4	5.15	5.19	+0.8
FCGJ	18.08	16.40	-9.3	89.20	82.00	-8.1	4.93	5.00	+1.3
Shelf Stable	0.29	0.24	-18.4	2.55	2.15	-15.6	8.67	8.96	+3.4
TOTAL	432.43	411.27	-4.9	2,892.99	2,803.76	-3.1	6.69	6.82	+1.9
Season-to-Date through 10/26/19, Topline Report #1									
	2018-19	2019-20	Change	2018-19	2019-20	Change	2018-19	2019-20	Change
Refrigerated	0.61	0.58	-5.5	5.36	5.27	-1.7	8.74	9.09	+4.1
NFC	0.61	0.57	-6.4	5.28	5.08	-3.7	8.71	8.96	+2.9
RECON	0.01	0.01	+68.6	0.08	0.18	+130.7	11.33	15.51	+36.8
FCGJ	0.01	0.04	+219.7	0.06	0.17	+155.1	5.74	4.58	-20.2
Shelf Stable	0.25	0.21	-18.0	1.58	1.42	-9.9	6.24	6.85	+9.8
TOTAL	0.88	0.82	-6.2	7.00	6.85	-2.1	7.98	8.33	+4.4

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

Florida Fresh Grapefruit Shipments Season-to-Date through 10/20/19

Destination/Variety	2018-19 STD	2019-20 STD	Change
- 1,000 4/5-bu. cartons -			- % -
Domestic & Canadian - All	62	86	+37.6
White	0	0	N/A
Red/Pink	62	86	+37.6
Offshore Exports - All	0	0	N/A
White	0	0	N/A
Red/Pink	0	0	N/A
TOTAL - All	62	86	+37.8
White	0	0	N/A
Red/Pink	62	86	+37.8

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Shipments Season-to-Date through 10/20/19

Country	2018-19 STD	2019-20 STD	Change
- 1,000 4/5-bu. cartons -			- % -
United States	60	75	+25.9
Canada	3	11	+295.5
Europe	0	0	N/A
Japan	0	0	N/A
Other	0	0	N/A
TOTAL - All	62	86	+37.8

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Domestic FOB Prices
Season-to-Date through 10/27/19

Variety	FOB Price		
	2018-19 Final	2019-20 STD	Change
	- \$ / carton -		- % -
TOTAL^a	17.82	21.44	+20.3
White	16.66	21.29	+27.8
Red/Pink	17.82	21.44	+20.3

^aWeighted average based on FDACS reporting of fresh fruit shipments.
Source: Citrus Administrative Committee

Foreign Exchange Rates Per USD

Date	Euro	Real	Yen
Annual			
2014	0.7536	2.353	105.84
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
2018 (through October)	0.8407	3.613	109.90
2019 (through October)	0.8914	3.906	109.02
% Change	+6.0	+8.1	-0.8
Average for Month of October			
2018	0.8697	3.7690	112.74
2019	0.9048	4.0863	108.12
% Change	+4.0	+8.4	-4.1