

Florida Citrus Economic & Market Indicators November 2020

**Florida Department of
Citrus**

Economic and Market
Research



Florida Citrus Economic & Market Indicators

Summary Comments.....	3
 Oranges & Specialty Fruit	
· Brazil Orange Juice Exports.....	4
· Florida FCOJ Availability, Movement and Inventory.....	5
· Florida SSOJ Availability, Movement and Inventory.....	6
· U.S. Orange Juice Imports.....	7
· U.S. Orange Juice Exports.....	8
· Non-FDOC Processor FCOJ Disappearance Index.....	9
· U.S. Retail Orange Juice Sales Expanded All Outlets Combined (xAOC).....	10
· U.S. Retail NFC Orange Juice Promotional Pricing (xAOC).....	10a
· U.S. Retail NFC Orange Juice Sales by Unit Size (xAOC).....	10b
· FCOJ Futures.....	11
· FCOJ Prices.....	12
· FDOC Processor Delivered-In Prices.....	13
· Sao Paulo Processed Orange Delivered-In Prices.....	14
· Florida Fresh Orange and Specialty Fruit Shipments and FOB Prices, Season-to-Date.....	15
· Selected Competitive Fresh Fruit Shipments.....	16
 Grapefruit	
· Florida FCGJ Availability, Movement and Inventory.....	17
· Florida SSGJ Availability, Movement and Inventory.....	18
· U.S. Grapefruit Juice Exports.....	19
· U.S. Retail Grapefruit Juice Sales Expanded All Outlets Combined (xAOC).....	20
· Florida Fresh Grapefruit Shipments, Season-to-Date.....	21
· Florida Fresh Grapefruit Domestic and Export Certified Shipments.....	22
· Florida Fresh Grapefruit Domestic FOB Prices, Season-to-Date.....	23
 Foreign Exchange Rates Per USD.....	 24

Summary Comments

- Brazil's OJ exports for 2020-21 Brazilian season July - October were down 7.0% from the previous 3 season average with exports to the NAFTA region, Europe and the Far East down 9.0%, down 10.2% and up 20.3%, respectively.
- Season-to-date through 10/31/20, Florida FCOJ availability, movement and ending inventories were down 14.6%, down 15.6%, and down 16.2% respectively, from last season.
- Season-to-date through 10/31/20, Florida SSOJ availability, movement and ending inventories were down 25.4%, up 11.3%, and down 31.0% respectively, from last season.
- For October through September of the 2019-20 season, U.S. OJ imports and exports were down 36.9% and up 13.9% from last season, respectively. Season-to-date through 10/31/20, Florida OJ exports were down 11.8% (FDOC Processors Report).
- For October through September of the 2019-20 season, Non-FDOC Processor FCOJ disappearance, based on FCOJ inventories and imports, was up 15.0%.
- Season-to-date through 10/31/20, 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 12.7% from the previous season, with the NFC price up 0.7%, the Recon price up 1.0% and the overall OJ price up 2.6%.
- The average FCOJ Futures price was \$1.15/PS, up \$0.17/PS from last year.
- Season-to-date through 11/14/20, the delivered-in price for early and midseason oranges was \$1.12/PS, up \$0.15/PS from last season. Late season Orange prices cannot be compared.
- Season-to-date through 11/01/20, fresh orange and specialty citrus shipments were up 126.9% from last season.
- From August through September of the 2020-21 season, clementine and tangerine imports were up 49.8% relative to last season. Season-to-date through 11/14/20, Texas fresh grapefruit shipments were up 22.5% relative to last season.
- Season-to-date through 10/31/20, Florida FCGJ availability, movement and ending inventories were up 4.9%, down 26.7%, and up 5.7% respectively, from last season.
- Season-to-date through 10/31/20, Florida SSGJ availability, movement and ending inventories were up 11.9%, up 55.6%, and up 8.7% respectively, from last season.
- For October through September of the 2019-20 season, U.S. GJ exports were down 14.8%. Season-to-date through 10/31/20, Florida GJ exports were up 7.8% (FDOC Processors report).
- Season-to-date through 10/31/20, 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 9.0% from the previous season, with the overall GJ price up 4.7%.
- Season-to-date through 11/01/20, Florida fresh grapefruit shipments were up 80.7% from last season, with Domestic/Canadian shipments up 92.8% and offshore shipments up 61.3% (DFVI). Shipments to Europe and Japan were up 43.9% and up 152.7%, respectively. Domestic FOB prices (CAC) for fresh white and red/pink grapefruit were down /A% and up 39.8%, respectively.
- For the month of October, versus the same period last year, the Euro/USD, Real/USD, and Yen/USD exchange rates were down 6.4%, up 37.7%, and down 2.7% respectively.

Brazil Orange Juice Exports

Destination		Season-to-date July - October				Change from 3 season average
		2017-18	2018-19	2019-20	2020-21	
million SSE Gallons						%
NAFTA ^b	Total	138.0	80.4	75.5	89.2	-9.0
	FCOJ	92.5	43.3	42.7	46.5	-21.9
	SSOJ	45.5	37.1	32.8	42.7	+11.1
Europe ^c	Total	382.5	326.5	402.9	332.9	-10.2
	FCOJ	300.9	248.7	314.6	242.6	-15.8
	SSOJ	81.7	77.9	88.4	90.3	+9.3
East Asia ^d	Total	42.9	36.4	51.8	52.6	+20.3
Others	Total	28.2	19.7	20.4	22.9	+8
Total		591.6	463.1	550.6	497.6	-7.0

^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 10/31/20 (FDOC Processor Week 4)		
	2018-19	2019-20	Change	2019-20	2020-21	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	243.1	317.8	+30.7	317.8	259.7	-18.3
Pack from Fruit	87.3	78.8	-9.7	0.0	0.1	+250.8
Imports^a	304.4	126.5	-58.4	3.2	14.3	+343.5
Availability	634.8	523.1	-17.6	321.0	274.1	-14.6
Movement	317.0	198.4	-37.4	26.9	22.7	-15.6
Bulk	251.6	163.3	-35.1	21.7	18.5	-15.0
Packaged	65.4	35.1	-46.3	5.1	4.2	-17.9
Ending Inventory	317.8	330.7	+4.1	300.1	251.4	-16.2
Bulk	311.9	324.6	+4.1	294.4	245.8	-16.5
Packaged	5.8	6.0	+3.7	5.7	5.7	-1.2
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^b	52.1	86.7	+66.3	44.7	44.4	-0.8

^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 10/31/20 (FDOC Processor Week 4)		
	2018-19	2019-20	Change	2019-20	2020-21	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	124.5	209.0	+67.8	209.0	149.7	-28.4
Pack from Fruit	318.4	275.8	-13.4	0.1	0.2	+81.6
Imports^a	119.3	40.5	-66.1	8.1	12.2	+51.3
Availability	562.3	525.2	-6.6	217.2	162.1	-25.4
Movement^b	347.4	240.1	-30.9	25.3	28.1	+11.3
Bulk	20.0	14.5	-27.5	1.7	1.5	-12.6
Packaged	327.4	225.6	-31.1	23.6	26.7	+13.0
Ending Inventory	209.0	269.2	+28.8	191.9	132.3	-31.0
Bulk	203.5	262.9	+29.2	187.0	126.4	-32.4
Packaged	5.5	6.3	+14.5	4.9	6.0	+21.0
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^c	31.3	58.3	+86.5	30.4	18.8	-38.1

^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		
	2018-19	2019-20	Change	2018-19	2019-20	Change
TOTAL OJ						
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Brazil	192.93	147.63	-23.5	0.13	0.13	-0.9
CBI ^b	2.34	3.60	+53.9	73.78	30.67	-58.4
Mexico	289.37	146.53	-49.4	0.62	0.73	+17.9
Other	32.59	28.70	-11.9	9.64	4.37	-54.6
TOTAL	517.23	326.46	-36.9	1.33	1.10	-17.1
NFC OJ						
Brazil	59.82	52.78	-11.8	0.41	0.35	-14.0
CBI ^b	0.00	0.00	N/A	0.00	35.78	N/A
Mexico	109.01	69.98	-35.8	1.61	1.47	-9.0
Other	0.00	0.00	N/A	0.00	0.00	N/A
TOTAL	168.83	122.76	-27.3	1.18	0.99	-16.7

^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 gallon

SOURCE: U.S. Department of Commerce.

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

Season-to-Date October - September						
Country	Volume			FOB Value/SSG ^c		
	2018-19	2019-20	Change	2018-19	2019-20	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	29.74	32.66	+9.8	5.23	5.06	-3.1
Europe	0.48	0.86	+79.6	6.51	3.99	-38.7
Japan	0.40	0.29	-27.6	6.03	4.95	-17.8
Other	11.32	13.94	+23.1	5.37	4.92	-8.2
TOTAL	41.94	47.75	+13.9	5.29	5.00	-5.4

^a Includes OJ with added vitamins and minerals.

^b FDOC Processor exports of OJ for the 2020-21 season were down 11.8%, season-to-date through 10/31/20

^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 - September		
	2018-19	2019-20	Change
- million SSE gallons -			- % -
Beginning Inventory^a	12.3	21.6	+76.3
Foreign Imports^b	<u>72.8</u>	<u>70.9</u>	<u>-2.6</u>
Availability^c	85.1	92.5	+8.8
Ending Inventory^a	<u>21.6</u>	<u>19.6</u>	<u>-9.5</u>
Non-FDOC Processor FCOJ Disappearance^d	63.5	73.0	+15.0

^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	369.20	416.60	+12.8	2,611.64	3,008.20	+15.2	7.07	7.22	+2.1
NFC	230.99	262.52	+13.6	1,940.18	2,263.59	+16.7	8.40	8.62	+2.7
RECON	135.75	150.66	+11.0	661.77	732.04	+10.6	4.88	4.86	-0.3
FCOJ	12.27	14.45	+17.7	64.78	79.07	+22.1	5.28	5.47	+3.7
Shelf Stable	12.59	12.80	+1.6	93.53	93.81	+0.3	7.43	7.33	-1.3
TOTAL	394.07	443.84	+12.6	2,769.95	3,181.09	+14.8	7.03	7.17	+2.0

Season-to-Date through 10/31/20, Topline Report #1

	2019-20	2020-21	Change	2019-20	2020-21	Change	2019-20	2020-21	Change
Refrigerated	27.01	30.43	+12.6	191.83	221.64	+15.5	7.10	7.28	+2.6
NFC	16.42	19.54	+19.0	140.88	168.80	+19.8	8.58	8.64	+0.7
RECON	10.39	10.64	+2.4	50.21	51.95	+3.5	4.83	4.88	+1.0
FCOJ	0.84	0.93	+11.4	4.48	5.10	+13.8	5.35	5.47	+2.2
Shelf Stable	0.91	1.04	+14.6	6.55	7.74	+18.2	7.22	7.45	+3.1
TOTAL	28.76	32.40	+12.7	202.86	234.47	+15.6	7.05	7.24	+2.6

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		
	3/21/2020	7/11/2020	10/31/20	3/21/2020	7/11/2020	10/31/20
Non-Promotional Price						
NFC <11 oz	\$4.03	\$4.13	\$4.03	\$12.19	\$12.25	\$12.22
NFC 11-20 oz	\$1.91	\$1.98	\$1.88	\$16.49	\$16.30	\$16.46
NFC 20-50 oz	\$3.95	\$4.14	\$4.22	\$15.58	\$16.23	\$16.51
NFC 50-70 oz	\$3.70	\$3.80	\$3.78	\$8.67	\$8.94	\$8.85
NFC 70-110 oz	\$5.85	\$6.02	\$5.97	\$8.42	\$8.65	\$8.58
NFC >110 oz	\$6.73	\$6.78	\$6.73	\$6.73	\$6.78	\$6.73
Promotional Price^a						
NFC <11 oz	\$3.26	\$2.76	\$3.38	\$10.48	\$10.50	\$10.97
NFC 11-20 oz	\$1.38	\$1.36	\$1.37	\$13.63	\$14.15	\$13.94
NFC 20-50 oz	\$3.45	\$3.44	\$3.43	\$14.18	\$13.54	\$13.64
NFC 50-70 oz	\$3.13	\$3.27	\$3.22	\$7.63	\$7.93	\$7.88
NFC 70-110 oz	\$5.50	\$5.62	\$5.59	\$7.93	\$8.08	\$8.05
NFC >110 oz	\$6.09	\$7.18	\$6.13	\$6.09	\$7.18	\$6.13

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)

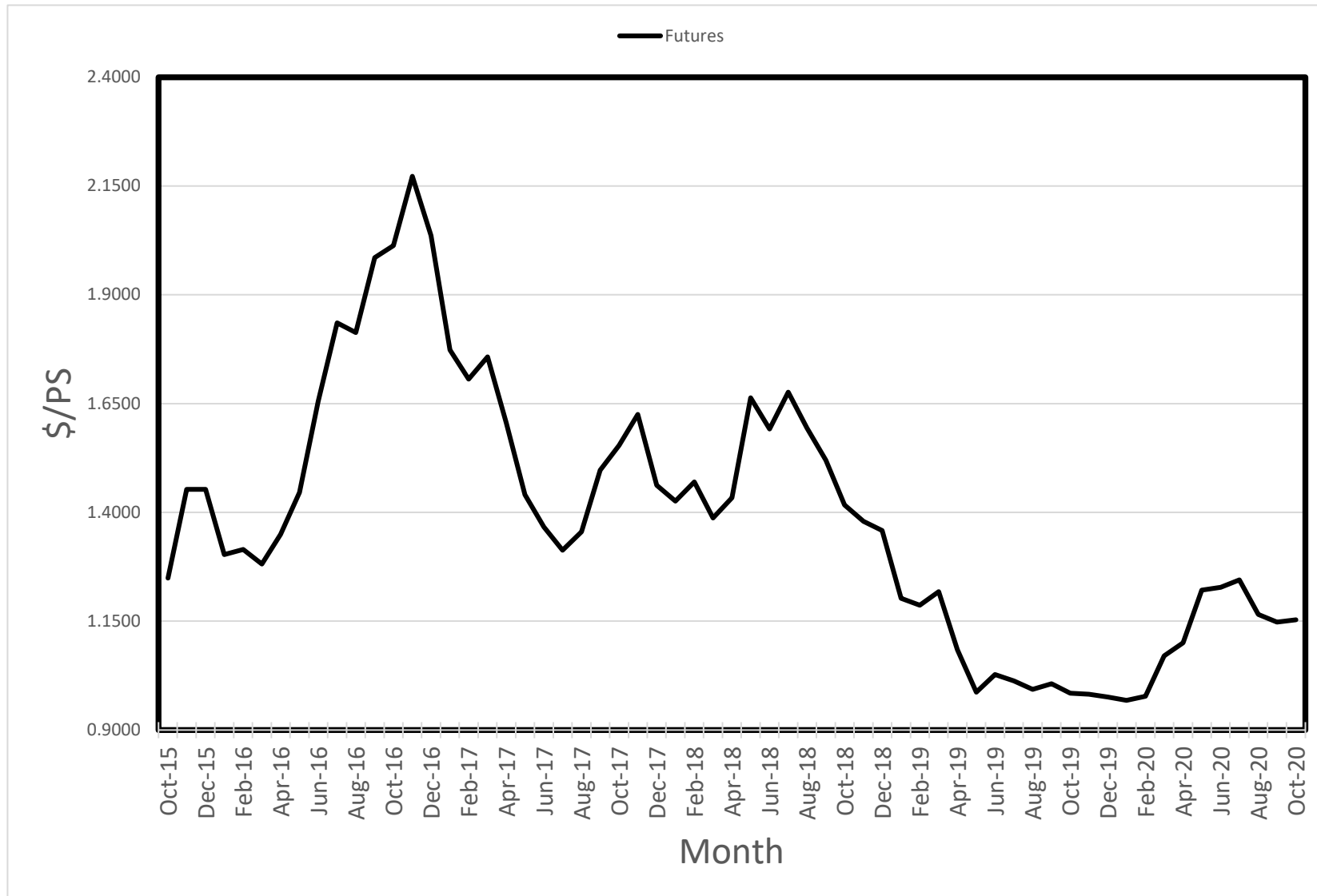
Unit Sizes	Dollar Sales			Gallon Sales		
	16 Week Period Ending			16 Week Period Ending		
	3/21/2020	7/11/2020	10/31/20	3/21/2020	7/11/2020	10/31/20
NFC <11 oz	\$9,905,527	\$9,419,567	\$11,417,129	822,875	776,658	943,489
NFC 11-20 oz	\$36,550,388	\$30,533,607	\$32,089,447	2,318,401	1,923,614	2,031,047
NFC 20-50 oz	\$9,232,884	\$8,993,574	\$8,600,447	601,089	565,918	534,798
NFC 50-70 oz	\$440,441,997	\$494,068,942	\$414,746,173	53,860,264	57,397,342	48,657,402
NFC 70-110 oz	\$181,407,259	\$191,410,917	\$177,792,509	21,831,417	22,255,863	20,877,668
NFC >110 oz	\$23,189,673	\$28,847,208	\$25,304,567	3,471,266	4,250,209	3,776,718
% Sold on Promotion^a						
NFC <11 oz	7.6%	6.2%	8.7%	8.7%	7.2%	9.7%
NFC 11-20 oz	22.0%	17.6%	23.1%	25.5%	19.7%	26.2%
NFC 20-50 oz	14.5%	10.7%	12.8%	15.7%	12.6%	15.0%
NFC 50-70 oz	44.0%	30.5%	31.2%	47.2%	33.1%	33.8%
NFC 70-110 oz	21.6%	8.9%	11.8%	22.6%	9.5%	12.5%
NFC >110 oz	6.7%	1.6%	4.0%	7.3%	1.5%	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.

^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 2015 through October 2020



FCOJ Prices October

Item	2019	2020	Change
- \$ / PS -			- % -
FCOJ Futures	0.9844	1.1530	+17.1

SOURCES: Intercontinental Exchange, Inc. (Futures)

FDOC Processor Delivered-In Prices

Variety	STD Prices Reported for Canner's A		
	2019-20	2020-21	Change
	- \$ / PS -		- % -
Early & Midseason Oranges^a	\$0.97	\$1.12	15.5%
Late Season Oranges^b	NA	NA	#VALUE!
White Grapefruit^c	\$3.15	\$1.97	-37.5%
Red/Pink Grapefruit^c	\$3.07	\$1.91	-37.8%

^a 2020-21 Season final price from 03/01/21. 2019-20 Season final price from 02/22/20.

^b Late season fruit has not begun for this season

^c 2020-21 Season final price from 06/01/21. 2019-20 Season final price from 05/18/19.

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 -	- % -
2018-19	5.93		5.60	
2019-20	4.91	-17.2	4.97	-11.1
2020-21	4.25	-13.4	4.28	-14.0

^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 11/01/20			FOB Price through 10/25/20		
	2019-20	2020-21	Change	2019-20	2020-21	Change
	STD	STD		Final	STD	
	- 1,000 of 4/5 bu. cartons -		- % -	- \$ / carton -		- % -
Early & Mid Oranges	186	431	+131.2	12.37	17.36	+40.3
Navel	52	190	+265.9	15.44	21.59	+39.8
Valencia	2	0	-100.0	14.86	N/A	N/A
Tangelo	0	0	N/A	24.13	N/A	N/A
Early Tangerines ^a	98	147	+50.5	23.43	17.36	-25.9
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	338	768	+126.9			

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	2019-20	2020-21	Change	
August - September			STD - 11/14/20			
- million pounds -		- % -	- thousand 7/10 bu. Cartons -		- % -	
197.1	295.2	+49.8	Total	512	627	+22.5
			Export	36	28	-22.7
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 10/31/20 (FDOC Processor Week 4)		
	2018-19	2019-20	Change	2019-20	2020-21	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	5.2	6.9	+32.0	6.9	7.3	+7.0
Pack from Fruit	2.7	2.2	-18.8	0.1	0.0	-23.2
Imports^a	3.8	1.7	-56.5	0.1	0.0	-107.7
Availability	11.8	10.8	-8.7	7.0	7.4	+4.9
Movement	4.1	0.9	-78.4	0.3	0.2	-26.7
Bulk	3.9	0.8	-79.5	0.2	0.2	-26.7
Packaged	0.2	0.1	-50.5	0.0	0.0	-25.5
Ending Inventory	6.9	8.7	+27.2	6.8	7.2	+5.7
Bulk	6.8	8.7	+27.5	6.8	7.2	+5.8
Packaged	0.0	0.0	-49.8	0.0	0.0	-40.7
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	87.0	511.3	+487.8	107.0	154.2	+44.1

^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: 10/31/20 (FDOC Processor Week 4)		
	2018-19	2019-20	Change	2019-20	2020-21	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	6.9	8.5	+24.0	8.5	9.5	+11.5
Pack from Fruit	8.7	10.6	+21.1	0.1	0.3	+280.2
Imports^a	4.7	1.8	-62.4	0.2	0.0	-71.8
Availability	20.3	20.9	+2.8	8.8	9.8	+11.9
Movement	11.0	6.1	-44.7	0.6	1.0	+55.6
Bulk	0.5	-0.1	-123.3	0.0	0.0	-50.8
Packaged	10.5	6.2	-40.8	0.7	1.0	+49.4
Ending Inventory	8.5	13.6	+59.5	8.1	8.8	+8.7
Bulk	8.4	13.4	+60.2	7.9	8.6	+9.0
Packaged	0.2	0.2	+25.3	0.2	0.2	-2.9
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	40.5	116.6	+188.3	50.4	35.2	-30.1

^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.

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

Season-to-Date October - September						
Country	Volume			FOB Value/SSG ^c		
	2018-19	2019-20	Change	2018-19	2019-20	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	1.58	1.52	-4.0	6.05	5.18	-14.4
Europe	1.69	1.24	-26.8	5.22	5.11	-2.0
Japan	1.22	0.84	-30.9	5.04	5.32	+5.5
Other	1.39	1.42	+1.6	4.32	4.39	+1.8
TOTAL	5.89	5.02	-14.8	5.19	4.96	-4.4

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

^b FDOC Processor exports of GJ for the 2020-21 season were up 7.8%, season-to-date through 10/31/20.

^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	8.56	9.05	+5.7	77.34	85.22	+10.2	9.03	9.42	+4.2
NFC	8.46	8.90	+5.2	75.64	82.44	+9.0	8.94	9.27	+3.6
RECON	0.10	0.15	+47.9	1.69	2.78	+64.4	16.29	18.11	+11.1
FCGJ	0.39	0.47	+21.2	1.83	1.81	-1.1	4.72	3.85	-18.4
Shelf Stable	2.98	2.96	-0.6	20.20	21.92	+8.5	6.78	7.40	+9.1
TOTAL	11.93	12.48	+4.7	99.37	108.96	+9.7	8.33	8.73	+4.8

Season-to-Date through 10/31/20, Topline Report #1

	2019-20	2020-21	Change	2019-20	2020-21	Change	2019-20	2020-21	Change
Refrigerated	0.60	0.67	+11.2	5.50	6.33	+15.1	9.18	9.50	+3.5
NFC	0.59	0.66	+11.0	5.36	6.13	+14.3	9.08	9.34	+2.9
RECON	0.01	0.01	+24.0	0.14	0.21	+47.8	15.80	18.83	+19.2
FCOJ	0.04	0.03	-13.2	0.16	0.11	-34.0	4.56	3.47	-24.0
Shelf Stable	0.20	0.21	+6.4	1.41	1.63	+15.8	6.97	7.58	+8.8
TOTAL	0.84	0.91	+9.0	7.07	8.07	+14.1	8.45	8.85	+4.7

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 11/01/20

Destination/Variety	2019-20 STD	2020-21 STD	Change
- 1,000 4/5-bu. cartons -			- % -
Domestic & Canadian - All	198	382	+92.8
White	2	6	+185.2
Red/Pink	196	377	+91.8
Offshore Exports - All	124	200	+61.3
White	16	64	+293.8
Red/Pink	108	136	+26.2
TOTAL - All	322	582	+80.7
White	18	70	+281.9
Red/Pink	304	512	+68.6

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Shipments
Season-to-Date through 11/01/20

Country	2019-20 STD	2020-21 STD	Change
- 1,000 4/5-bu. cartons -			- % -
United States	165	358	+117.0
Canada	33	24	-26.8
Europe	48	69	+43.9
Japan	45	113	+152.7
Other	31	18	-42.2
TOTAL - All	322	582	+80.7

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Domestic FOB Prices

Season-to-Date through 10/25/20

Variety	FOB Price		
	2019-20	2020-21	Change
	Final	STD	
	- \$ / carton -		- % -
TOTAL^a	15.90	N/A	N/A
White	17.76	N/A	N/A
Red/Pink	15.79	22.08	+39.8

^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 October)	0.8914	3.906	109.02
2020 (through October)	0.8764	5.145	107.25
% Change	-1.7	+31.7	-1.6
Average for Month of October			
2019	0.9048	4.0863	108.12
2020	0.8470	5.6256	105.24
% Change	-6.4	+37.7	-2.7