



Annual Report 2013-14

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MISSION AND OBJECTIVES

The International Nut and Dried Fruit Council Foundation (INC) represents and endorses activities that provide its membership with new opportunities for increasing global consumption of almonds, apricot kernels, Brazil nuts, cashews, dried cranberries, hazelnuts, macadamias, pecans, pine nuts, pistachios, walnuts, peanuts, dates, dried apricots, dried figs, prunes, raisins, sultanas and currants.

INC's mission is to be the international source for information on nuts and dried fruits for:

- Health
- Nutrition
- Statistics on production, trade and consumption
- Food safety
- Government standards
- Government regulations regarding trade barriers and trade quality standards

Objectives:

- Increasing understanding about production, processing, marketing, distribution and consumption trends in the nut and dried fruit industry.
- Increasing market access by monitoring customs duties and trade barriers and advising governments on behalf of INC membership.
- Assuring global quality standards and trading terms are within the framework of existing national and international bodies and do not inhibit trade within the industry.
- Promoting research, especially nutrition, education and new product development.
- Promoting international cooperation by interacting with various public, private, national and international organizations, which share our common goals.
- Increasing goodwill and mutual understanding of the nut and dried fruit industry by promoting international meetings in producing and consuming countries.
- Providing a single source of annual statistical information from producing and consuming countries.



MEMBERSHIP BENEFITS

- At INC, we help connect, inspire, empower and inform our members.
- INC supports the whole nut and dried fruit sector in reaching its international growth objectives.
- Maximize the potential of your business with INC.

More than 600 members in 70 countries.

The International Nut and Dried Fruit Council (INC) is the global organization representing the interests of the broader nut and dried fruit ecosystem, including producers, processors, traders, distributors, consultants, laboratories, machinery companies, packers and trade organizations.

Membership Benefits:

- Official recognition by the Codex Alimentarius, the United Nations Economic Commission for Europe and other government activities affecting the interests of the nut and dried fruit industries.
- Market outlook review on a quarterly basis.
- Industry watchdog and government liaison, including EC and US representation in all producing and consuming countries via our Ambassadors.
- Access to government leaders and industry experts via the magazine and annual meetings.
- Access to timely information on industry developments, steered by INC Secretariat and industry working groups.
- Access to exclusive products, services and discounts:
 - Three free annual issues of The Cracker, the only international magazine dedicated to the nut and dried fruit industry, printed and online versions (valued at 170 EUR).
 - A significant discount on the annual World Nut and Dried Fruit Congress.
 - Exclusive access to the online Database: +70,000 statistics on crops, imports, exports and consumption of nuts and dried fruits starting from 1995.
 - An Annual Global Statistical Review for all nuts and dried fruits.
 - E-mail newsletter with latest international news, regulatory issues and scientific research.
 - Access to Congress information, presentations, and the online Meeting Point: a network of near 1,000 industry contacts attending the annual Congress.
 - Exclusive opportunity to exhibit in the INC Nuts & Dried Fruit Pavilion (SIAL Paris, ANUGA Cologne).
 - Marketing campaign toolkits: posters, brochures, leaflets, recipes, bookmarks, etc.
- Access to over 600 companies and industry leaders in 70 countries.
- Access to networking and educational events, global experts and industry leaders through the annual Congress, ad-hoc working groups, international food shows and symposia.
- Increase your company's visibility. INC offers a wide range of sponsorship opportunities for members: sponsoring the must-attend event of the sector, becoming Donor of the New INC Home, and advertising in The Cracker magazine, newsletter and website.
- With your contribution going to research, marketing and education, you will be among global industry leaders committed to assuring a healthy and safe supply of nuts and dried fruits.

LETTER OF THE CHAIRMAN



Giles Hacking
Chairman

On behalf of the Board of Directors, it is my privilege to introduce the 2013-2014 Annual Report of Activities, which marks the beginning of our 4th decade of service to the nuts and dried fruit business.

When looking back at a full year's accomplishments, I am especially proud of the celebration of the 30th Anniversary World Nut and Dried Fruit Congress and the Grand Opening of the New INC Home –which welcomed 1,100 participants from 58 countries– in Barcelona-Reus, Spain on May 21-23. Appropriately, bearing in mind the importance of the occasion, this Congress was the biggest ever! But most important, 2013 has been a record-setting year for scientific research, media and consumers interest in nuts consumption and health.

These achievements have set the stage for exciting prospects throughout 2014 and beyond. Following the difficult recent recessionary years, the excellent financial results of the sector provide the stability for the continued growth of the industry. The INC needs to achieve even more substantial success in the future as we pursue our strategic goals and continue to grow and support the business worldwide.

I offer my heartfelt appreciation to each and every INC member who played a role –regardless of size– in making 2013 such a banner year for the INC and its global membership.

I would like to highlight the successful launch of INC's 200,000 euros annual grant for research projects, which will contribute to enhance the understanding of the health effects of nuts and dried fruits.

We strongly believe that the stronger the INC is, the better the whole sector activity will be. Globally empowering and connecting INC and ensuring relevancy, this organisation will grow to offer unique services and programs for those in the nuts and dried fruit business.

The pages that follow provide more about our projects and activities, as well as an overview of the many other INC initiatives undertook and milestones reached over the year. After reading this report, I hope you will agree with me that, indeed, 2013 was a year to celebrate.

Finally, I would like to thank the California Walnut Commission and Walnut Marketing Board for recognizing the INC as the recipient of the 2013 Distinguished Service Award, US walnut industry's most prestigious award.

Sincerely yours,

Giles Hacking
Chairman



PRIORITIES FOR 2014/15



*By Goretti Guasch
Executive Director*

This Annual Report describes the many programs that INC led over 2013/2014, and how the INC is helping the nuts and dried fruit sector promote and maximize its prosperity in a global scale.

Investing in research, health, safety, sustainability, information and statistics all together helps us learn and face complex challenges.

The INC is determined to support the members, the whole industry and the stakeholders with a new, revamped Database aimed at becoming internet's largest source of information on statistics of nuts and dried fruits. In addition, INC will distribute one thousand copies of the World Nuts and Dried Fruit Trade Map -a new folding map that gives a quick and clear overview of our industry's trade flows.

We will persist in addressing strategic actions towards scientific and government affairs, representing and defending the sector's position through the INC Scientific and Government Affairs Committee. We will keep working closely with international and supranational bodies to increase the strength of our voice, and we will promote our industry's development through large collaborative ad-hoc working groups, such as the Global Cashew Council and the Macadamias Working Party.

In 2013, the number of landmark findings in scientific research highlighting the benefits of nuts surpassed any expectation, and the health benefits of nuts were the subject of a considerable number of media. On one hand, the PREDIMED study was rated as the "Second research with most public attention online this year" according to Altmetric. On the other hand, Harvard research provided evidence that eating nuts can reduce the risk of death. All these studies produced a great media coverage.

INC also explored how the health message can be more targeted and easily spread. An example of this effort is the release of the animated cartoons

for kids "Nuts and Dried Fruits: Our Heroes, Our Allies". During 2014 and 2015, communication and marketing will remain as a key area in the INC, with new messages -science based, channels and campaigns targeted to consumers and worldwide public.

2014 will consolidate the INC World Forum for Nutrition Research and Dissemination as the international focal point for scientific research related to health and nutrition for nuts and dried fruits. In this sense, the second edition of the Call for Research Projects will offer the opportunity to generate more scientific based knowledge.

We also have several projects ongoing in order to promote consumption. In close collaboration with the best chefs around the world, we are working in a Healthy, Gourmet Recipes Collection.

In addition, we will continue to deliver important services to our members, such as the INC Pavilion in major food shows and the annual Global Statistical Review, in our commitment to provide tools to support the development of our industry.

Year after year, the INC Congress breaks records, without losing its traditional personal touch. The growing number of Congress attendees (+1,100) entails the organization of mega-congresses. But despite the change in format, we keep the direct contact with our members, delivering a first class service and not losing the glamorous style of our events. Current efforts are focused on changes in the schedule and panellist sessions, to enhance the delegates' congress experience.

With the continued support of our members, will continue to grow and service your needs better. We look forward to working with you for a successful and profitable year!

Goretti Guasch
Executive Director





OUR STRUCTURE

LEADERSHIP

Board of Directors: The Board is formed by recognized leaders of the nut and dried fruit industry who volunteer their time and expertise on matters that benefit the entire industry.

Executive Committee: The Committee is formed by the Chairman, Vice-Chairman and a maximum of eight more members of the Board of Directors including the Executive Director, representing the regions of the INC members.

Senators: The Senators perform exceptional services towards achieving the aims of the INC and participate in Board meetings, sharing knowledge and collaborating with the members of the Board.

SUB-COMMITTEES

Scientific and Government Affairs Committee: This committee deals with issues regarding science and research on technical issues such as aflatoxins, ochratoxins, pesticides, heavy metals, etc. It monitors technical issues related to international and supranational regulations, trade barriers, quality standards, food safety, shipping and transportation.

PR, Membership and Ambassador's Committee: This Committee deals with issues related to new members, fees & dues, and establishes the best relations with all nut and dried fruit boards, the officials of the different countries and all industries using nuts and dried fruits. Ambassadors are requested to have a proactive attitude in order to motivate and incorporate new members.

Congress Committee: Formed by the INC Chairman, the Congress Chairman and the Executive Director, this committee is in charge of the local selection, assisting the local host, and reviewing the budget and the sessions of the World Nut and Dried Fruit Congress.

Editorial Review and Statistics Committee: Chaired by the INC Chairman and formed by the Editor and the Executive Director, this committee gives strategic direction to the magazine content, and collects and evaluates trade statistics about nuts and dried fruits' production and consumption worldwide.

Audit Committee: Internal Audit Committee formed by INC members not belonging to the Executive Committee, to further professionalize and insure the funds of the Foundation.

World Forum for Nutrition Research and Dissemination: The Forum is aimed at becoming the international umbrella for scientific research related to health, nutrition and nuts and dried fruits. The objectives of the Forum include: to define research priorities; to promote calls for research; to coordinate research of different groups, and to submit/monitor health claims.

AROUND THE WORLD



NEW INC HOME

Grand Opening

Catalan Minister of Agriculture, Josep Maria Pelegrí; Mayor of Reus, Carles Pellicer, INC Chairman, Giles Hacking; INC Vice Chairman, Pino Calcagni; INC Honorary President, Antonio Pont and INC Executive Director, Goretti Guasch led the ribbon-cutting ceremony to mark the official opening of the new INC headquarters on May 19, 2013.

INC was pleased to celebrate the Grand Opening with more than 650 guests including members,



government officials and the 72 donors. Before the ceremony, the Congress Palace of Reus hosted a tribute to the donors who have made the new headquarters possible. Guests had the opportunity to visit the facilities and the Donor's Wall. The celebration finished with a cocktail dinner and traditional fire entertainment offered by "Els Diablers de Reus".

INC Members

- Canada
- Mexico
- USA
- Argentina
- Bolivia
- Brazil
- Chile
- Guatemala
- Peru
- Venezuela
- Austria
- Belgium
- Bulgaria
- Czech Rep.
- Denmark
- Finland
- France
- Germany
- Greece
- Hungary
- Italy
- Latvia
- Luxembourg
- Moldova
- Monaco
- Netherlands
- Norway
- Poland
- Portugal
- Rep. of Serbia
- Romania
- Russia
- Spain
- Sweden
- Switzerland
- Ukraine
- Turkey
- UK
- Afghanistan
- Cyprus
- Georgia
- Iran
- Israel
- Jordan
- Kuwait
- Lebanon
- Pakistan
- Saudi Arabia
- UAE
- Uzbekistan
- China P.R.
- China, Hong Kong
- India
- Japan
- Korea Rep.
- Philippines
- Singapore
- Taiwan
- Thailand
- Vietnam
- Egypt
- Kenya
- Ghana
- Libya
- Malawi
- Morocco
- South Africa
- Tunisia
- Zimbabwe
- Australia
- New Zealand

Countries with INC Ambassadors

- Australia
- Argentina
- Belgium
- Brazil
- Canada
- Chile
- China P.R.
- France
- Germany
- China, Hong Kong
- India
- Iran
- Israel
- Italy
- Japan
- Kenya
- Lebanon
- Luxembourg
- Moldova
- Morocco
- Netherlands
- Norway
- Philippines
- Portugal
- Russia
- Singapore
- South Africa
- Spain
- Sweden
- Thailand
- Tunisia
- Turkey
- UAE
- UK
- USA

INC HQ: Reus, Spain

Cities that will host next annual Congresses

- Melbourne 2014
- Antalya 2015
- San Diego 2016



INC AWARDS

Honorary Golden Nut and Dried Fruit Awards



1985
Juan Carlos I
King of Spain



1989
Mario Soares
President of Portugal



1990
Turgut Ozal
President of Turkey



1992
Pete Wilson
Governor of California
USA



1998
Jacques Delors
President EEC
Commission Brussels



2000
Daniel Inouye
Senator USA



2001
Franz Fischler
Commissioner of Agriculture
EEC Commission Brussels



2003
Recep Tayyip Erdogan
Prime Minister of Turkey



2005
Helmut Kohl
Former Chancellor of
Germany



2007
Josep Puxeu General
Secretary of Agriculture and Food,
Ministry of Agriculture of Spain

Corporate and Individual Golden Nut and Dried Fruit Awards

- **1984 Reus, Spain**
Jack Axer, USA
Ferrero S.p.A., Italy
Alick J. Renshaw, United Kingdom
- **1985 Hamburg, Germany**
Antonio Borrás, Spain
Dr. Leon Pisani, Germany
Lewis S. Slate, USA
- **1986 Istanbul, Turkey**
Dr. Pier Luigi Noberasco, Italy
Prof. Dr. Mahmut Ayfer, Turkey
- **1987 Montreaux, Switzerland**
Migros Cooperative, Switzerland
Rafael Moran Mediña, Spain
Edmond Opler, USA
- **1988 Lisbon, Portugal**
Perugina S.r.L., Italy
Antonio Magalhaes Silva, Portugal
- **1989 Paris, France**
Nestle S.A., Switzerland
Gill & Duffus Landauer, UK
Simon Khayat, France
- **1991 Vienna, Austria**
Dipl. Ing. Otto Riedl, Austria
Cadbury Ltd., United Kingdom

- **1992 Manaus, Brazil**
Maseto S.L., Spain
Isaac Benayon Sabba, Brazil
- **1993 Athens, Greece**
ION S.A., Greece
Paul Graf, Switzerland
- **1994 Cairns, Australia**
Deane Stahmann, Australia
Ian McConachie, Australia
- **1995 Luxembourg**
The Ülker Group, Turkey
- **1996 Tel-Aviv, Israel**
Elite Industries Ltd., Israel
- **1997 London, United Kingdom**
Hershey Foods Corporation, USA
Chris Hacking, United Kingdom
- **1998 Charleston, USA**
Planters Company, USA
Dr. Gary Fraser, USA
- **1999 Rome, Italy**
Barilla Spa, Italy
- **2000 Kona, Hawaii, USA**
Ömer Faruk Dogan, Turkey
- **2001 Barcelona, Spain**
José Borrell S.A., Spain

- **2003 Istanbul, Turkey**
Don Soetaert, USA
- **2005 Berlin, Germany**
Werner Holm, Germany
- **2006 Montreal, Canada**
Johnvince Foods, Canada
- **2007 Madrid, Spain**
Antonio Pont, Spain
Ferrero, Italy
- **2008 Santiago de Chile, Chile**
ProChile, Chile
- **2009 Monte-Carlo, Monaco**
Giuseppe Calcagni, Italy
- **2010 Beijing, China**
CCCFNA, China
Cheng Hung Kay, Hong Kong, China
- **2011 Budapest, Hungary**
Tesco Stores Ltd, UK
- **2013 Barcelona, Spain**
Jasper Sanfilippo, USA

Awards for Excellence in Research

- **2012:**
Prof. Joan Sabaté, Loma Linda University, USA
- **2013:**
Dr. David Jenkins, University of Toronto, Canada

Awards for Excellence in Gastronomy

- **2012:**
R. Christopher Christie, Marina Bay Sands, Singapore
- **2013:**
Ferran Adrià, El Bulli, Spain

INTERNATIONAL SOURCE OF INFORMATION

Our identity as the international source of information is focused on four concepts: trust, nature, efficiency and modernity. At INC, we keep our members updated on important concerns, helping them to understand the sector. This requires multiple communication and networking services.

A number of tools and activities are in place to keep our members up to date with the latest information, these include the website, newsletter, The Cracker magazine, online database, annual statistical reviews, brochures, and informative brochures that bring together leading industry and academic experts on a range of relevant topics.

In addition, INC works to spread the health benefits of nuts and dried fruits. For this, the organization publishes leaflets and brochures, the information of which is provided by scientific studies published in prestigious medical journals.

THE CRACKER

The Cracker is the official voice of the INC and the only international magazine exclusively dedicated to the nut and dried fruit industries. It is published three times a year (March, July and November) with more than 2,500 copies in circulation. The magazine –also available online, provides latest news and in-depth articles by industry leaders, government officials, food experts and researchers who provide a global network of information about statistics, food safety, trade, government regulations, marketing, health and nutrition.

NEWSLETTER

INC Members receive a monthly e-newsletter with new research findings, latest regulatory matters and information about INC projects and activities. It is also distributed to stakeholders and industry related organizations around the world -over 1,000 people total.

DATABASE

The INC Database is the world reference for everybody in the international nut and dried fruit business for information on:

- **Statistics:** Over 70,000 data on stocks, production, imports, exports, and consumption organized by product, updated three times a year and containing a 18 year retrospective –only for INC members.
- **Regulations:** Over 400 legislative documents on trade, agriculture quality standards, customs, duties and shipments, food safety, food control, and labeling, in the form of legislations, guidelines, legislative documents and reports.
- **Health and Nutrition Research:** Over 1,000 records of scientific studies and articles searchable by product and health topic, such as antioxidant activity, cardiovascular health, diabetes, cancer, weight control and nutrient composition.





GLOBAL STATISTICAL REVIEW

The annual publication “Nuts and Dried Fruits Global Statistical Review” provides a collection of international statistics of nuts and dried fruits as regards production, imports, exports and consumption. The book gathers trade volume values, production volume values, and consumption estimates containing a five year retrospective. Statistics are classified by product, year, country, production, exports and imports.

WORLD NUTS AND DRIED FRUITS TRADE MAP

Beginning 2014, INC issued its first World Trade Map, a folding world map that is aimed at becoming a must for nuts and dried fruits import and export departments, traders and international analysts.

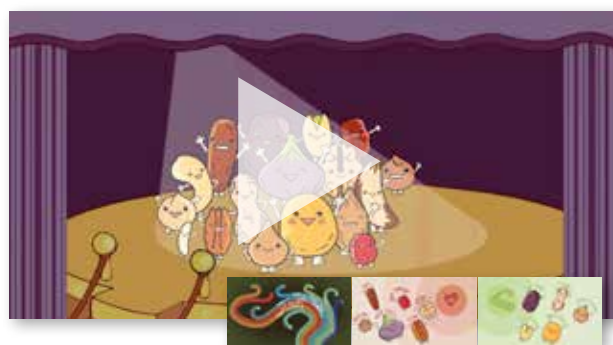
Trade statistics are an essential tool in market research to analyze international trade flows and trends. INC's World Trade Map gives a quick and clear overview of the world's nuts and dried fruits trade flows. Its features include a central world map of tree nuts trade flows; a world map of dried fruits trade; a world map of peanuts trade flows; a map of Europe's tree nuts exports, and various charts of world production, supply value, top importers; world exports volume and value, and top producing countries by product groups.



BROCHURES

The INC offers several brochures -free to members, to distribute to costumers, final consumers, users and food experts:

- **Recipes:** A booklet with a collection of quick, healthy and delicious recipes.
- **Bookmarks:** A collection of 15 bookmarks with nuts and dried fruits, and highlights on the health attributes of each one.
- **Go Nuts Go Healthy:** A distinctive brochure with nutritional information, health benefits and cooking tips, available in 10 languages (English, Spanish, French, German, Italian, Turkish, Arabic, Chinese, Japanese, and Swedish).
- **Nutrition in Every Handful:** A brochure and poster that feature the nutritional composition in 100 g of nuts and dried fruits.



CARTOONS

In early 2014, INC launched a campaign in the form of animated cartoons around the concept “Nuts and dried fruits: our heroes”. Based on the nutritional facts packed in nuts and dried fruits, the video is aimed at spreading the health message worldwide and entertain kids with highlights on the powers of nuts and dried fruits. In 1 minute, our seventeen heroes face diseases (enemies) while the viewer learns the essential nutrients (superpowers) that each superhero possesses.

HEALTH & NUTS. NEW INC'S MAGAZINE FOR HEALTH PROFESSIONALS

The issue number 1 of the magazine "Health & Nuts" incorporates the latest scientific data and advices from the landmark study PREDIMED -published in the February 2013 issue of the New England Journal of Medicine. The spotlight of the publication is the prevention of major cardiovascular diseases with a Mediterranean Diet supplemented with nuts.

The magazine provides up-to-date information and outcomes from the study as regards cardiovascular diseases, oxidation, metabolic syndrome, diabetes, atherosclerosis, mortality risk, cognitive function, renal functions and inflammatory markers. This is followed by a set of key messages, guidelines and additional information of interest to consumers, as well as ideas and tips to incorporate nuts in the diet.

Copies of the magazine are available at no cost for Health Professionals, with the aim to spread the health message, and help to stay updated on the latest scientific news.

WEBSITE

INC's main platform for communicating with members, industry, media, researchers, consumers and other stakeholders can be found at www.nutfruit.org. The website is constantly adapted to the 2.0 media, so that it becomes an up-to-date instinctive and multimedia canal of communication with members and stakeholders.

In 2013, INC's website received a total of 420,531 visits, nearly 241,000 more than in 2012, 75% percent of which were new visitors.

The Members Area is the gateway for INC Members exclusive resources, such as the online edition of The Cracker magazine, the Congress virtual meeting point, Congress presentations and the Database.



CONGRESS APP

For the first time in 2013, the INC launched a Congress App which was open to all delegates. The application was designed to enhance the experience of the attendee by putting the most relevant information at their fingertips: program, speakers, exhibitors, attendees, social networking, venue maps, last-minute alerts and a customizable agenda.

This free App for iPhone, iPad, Blackberry, Android and other mobile devices allowed participants to access all sort of information; search sessions by day and/or track; plan and add sessions to their schedule; receive notifications; review the list of participants, access to Congress documents and exhibition floor map, etc.



WORLD NUT AND DRIED FRUIT CONGRESS



The Annual World Nut and Dried Fruit Congress is held every May and is open to anyone in the nut and dried fruit industry. This is the largest international gathering of food professionals, suppliers, traders and buyers dedicated to the nuts and dried fruit business.

The event brings together top-level managers, decision-makers and specialists for a stimulating three-day program to consolidate business relationships and exchange knowledge and experience in market development, supply chain, consumption, innovation, food safety, nutrition and research.

The 30th Anniversary World Nut and Dried Fruit Congress, Barcelona 2013 can be summed up in a handful of phrases: fruitful business networking, exchange of opinions, strengthen commercial relations, record number of exhibitors and visitors, a rich conference programme, innovative products and services, and Grand Opening of the New INC Home.



■ Round Tables, Meetings and Conferences



■ Congress officially opens. From left to right: Amit Khirbat, 2012 Singapore Congress Vice-Chairman, Goretti Guasch, INC Executive Director, Antonio Pont Jr, Congress Chairman, and Giles Hacking, INC Chairman.



INC 30th ANNIVERSARY BARCELONA

WORLD NUT & DRIED FRUIT CONGRESS

Barcelona-Reus, 21-23 May 2013

RECORD NUMBERS

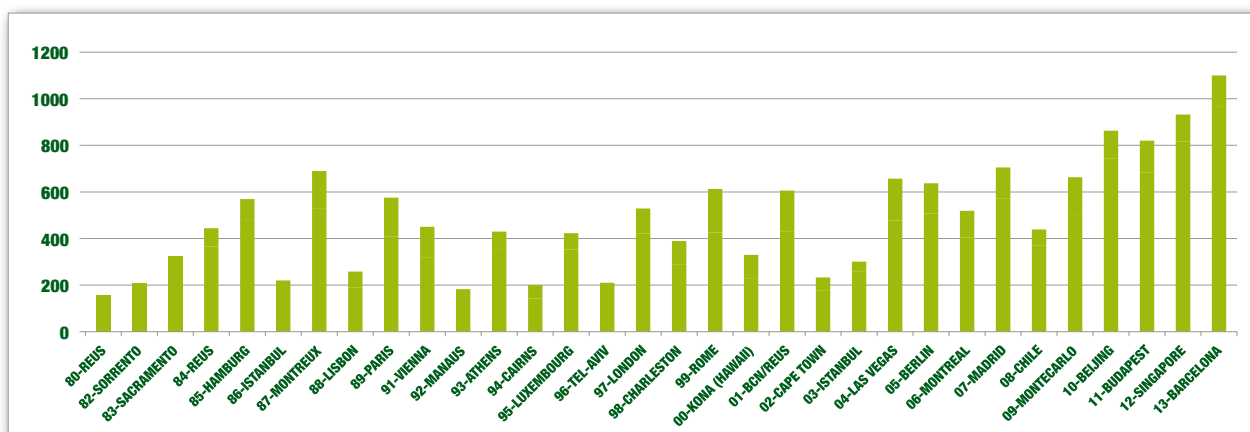
- 1,100 ATTENDEES (+18%)
- 58 COUNTRIES (+10%)



■ Social Events

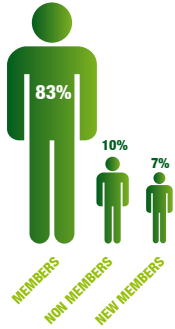


TOTAL CONGRESSES PARTICIPATION 1980-2013



PARTICIPANTS

% TOTAL



COMPANIES BY PRODUCT:

DRIED FRUITS
22%

TREE NUTS
68%

PEANUTS
6%

ORGANIC
4%

TOP 15 VISITOR COUNTRIES

COUNTRY	TOTAL	%
USA	386	35
Spain	89	8
Turkey	73	7
UK	71	6
Netherlands	40	4
Germany	39	4
Australia	36	3
China	36	3
Italy	33	3
France	22	2
India	21	2
Belgium	19	2
Japan	18	2
China, Hong Kong	17	2
Switzerland	17	2

Other countries: 17%

COMPANIES BY ACTIVITY:

ACTIVITY	TOTAL	%
Exporter	179	20
Importer	162	18
Processor	142	16
Packer	97	11
Manufacturer	89	10
Broker	84	9
Producer	81	9
Assoc/Found	22	2
Consultant	15	2
Machinery	13	1
Trade Org	9	1
Laboratory	7	1
Government	2	0,2



■ INC Board of Directors and Observers



■ INC Ambassadors



■ INC Awards

SCIENTIFIC AND GOVERNMENT AFFAIRS

Climate Change

Climate change is a real concern in the agricultural sector and one of the most significant indicators in forecasting mid-time and long-time agricultural trends. In 2012, INC started an ambitious study on climate change to better respond to weather risks. The aim of this study is to provide estimations on winter chill reduction, water flooding and drought in 2015, 2020 and 2025, foresee its consequences, take conclusions and make recommendations. In the first steps of the project, the INC has gathered information around the world in order to map global production.

FAO/WHO Codex Alimentarius

In order to continue to make nuts and dried fruits a prosperous industry and ensure consumer confidence by science based communication, INC follows-up developments in the field of food safety and agricultural quality standards. The INC is recognized as the official representative of the global nut and dried industry by international and supranational institutions, as the voice for the production and trade and, as such, it is regularly consulted on relevant matters susceptible to affect the sector.

In 2013, the INC participated as official observer in the meetings of the Codex Alimentarius Committee on Contaminants in Foods, the Codex Committee on Food Import and Export Inspection and Certification Systems, and the Codex Committee on Pesticide Residues, and actively collaborated in the development of United Nations Economic Commission for Europe's agricultural quality standards.

INC was also invited to the celebration of the Codex Alimentarius 50th Anniversary in April 10th, 2013 in Moscow. The Codex invited INC to speak as representative of a producers' organization at the 50th Anniversary event. The celebration took place during the Seventh Session of the Codex Committee on Contaminants in Foods, with Pino Calcagni, INC Vice Chairman and Chairman of the Scientific and Government Affairs Committee. Calcagni gave a presentation about INC's collaboration with the Codex over the last two decades, and outlined the efforts in setting scientifically based aflatoxin tolerances for nuts and dried fruits that protect consumers' health and facilitate international trade.

Also in Moscow, INC participated at the meeting of the Codex Committee on Contaminants in Foods, from 8th to 12th April 2013. Among other affairs, Member States discussed the proposal for new work on the establishment of a maximum level (ML) for total aflatoxins in ready-to-eat peanuts and associated sampling plan. The Committee agreed to establish an electronic Working Group, chaired by India, to elaborate a discussion paper for consideration at the next session. Throughout 2013, the electronic Working Group, chaired by the Delegation of India, worked on a draft discussion paper for presentation at the March 2014 session of the Codex Committee on Contaminants.

In February 2014, INC participated at a Codex Committee on Food Import & Export Inspection & Certification Systems (CCFICS) Workshop in Brussels, Belgium, with 53 participants from 28 countries, international government organizations and NGOs to discuss the burden of multiple questionnaires directed at exporting countries and regulatory performance of national food control systems with a view to further developing understanding of the proposals under discussion at CCFICS and to facilitate its work in these two areas.



INC is participating at the upcoming Codex Alimentarius Committee on Contaminants in Foods, represented by Pino Calcagni, Chair of the Scientific and Government Affairs Committee. The meeting is being held in the Netherlands, from 31 March through 3 April 2014. Among other items, the agenda of the meeting includes the "Discussion paper on the establishment of a maximum level for total aflatoxins in ready-to-eat peanuts and associated sampling plan".

INC is member of the electronic Working Group, chaired by India that is currently drafting the discussion paper. The paper defines the issue, identifies the available data, and specifies data requirements for establishing MLs of Aflatoxins in ready-to-eat peanuts. Such data would be useful for JECFA (Joint FAO/WHO Expert Committee) should they conduct a risk assessment.

Agricultural Quality Standards

Throughout 2013 INC collaborated in the revision of the United Nations Economic Commission for Europe's standards for tree nuts and dried fruits. In November 2013, the Working Party on Agricultural Quality Standards adopted the texts of the new and revised standards for inshell walnuts, inshell Brazil nuts, Brazil nut kernels, dried mangoes, cashew kernels and pine nut kernels. It adopted the text of the standard for dried pineapples as new recommendation and extended the trial period for the recommendation on dried apricots and dried figs through 2014. INC is also collaborating in the development of UNECE Sampling Plans for Tree Nuts and Dried Produce.

In addition, INC collaborated with the UNECE in the organization of the exhibition on "Dry and Dried Produce Standards in International Trade", in the Palace of Nations, Geneva, Switzerland, from 17th to 20th June 2013.

The exhibition showcased an assortment of nuts and dried fruits, so that visitors could learn about the different classes and origins. INC provided U.N. with informative materials, leaflets, posters, bookmarks, recipes, and other promotional materials, and assisted through its members in getting samples of nuts and dried fruits from around the world.

Moreover, UNECE organized two "Snack and Learn" conferences focused on "health and nuts" and "production, processing and the science involved". Prof. Jordi Salas-Salvadó, Chairman of the INC World Forum for Nutrition Research and Dissemination gave the presentation about "health and nuts" on June 18th. INC also sponsored the Welcoming Reception.

Organisation for Economic Co-operation and Development

INC participated in the 72nd Plenary Meeting of the Organisation for Economic Co-operation and Development (OECD) the mission of whom is to promote policies that improve economic and social well-being around the world. OECD provides a forum in which governments can work together to share experiences and seek solutions to common problems: working with governments to understand what drives economic, social and environmental change; measuring productivity, trade flows and investment; and setting international standards on a wide range of things, from agriculture and tax to the safety of chemicals.

The meeting was held in Paris, France, on December 11-12, 2013 and was attended by delegations, national designated authorities and observers participating in the OECD Fruit and Vegetables Scheme. There were working group meetings for specific commodities; presentations of international training courses; discussions on operating rules for the conformity checks of produce exports; guidelines on quality inspection, and explanatory brochures on the standards of specific products.

INC was represented by Mr. Pino Calcagni, Vice Chairman and Chair of the Scientific and Government Affairs Committee, who presented an "Economic Evaluation of the Market Situation for Nuts", and Ms. Goretti Guasch, Executive Director, who introduced the INC and Global Cashew Council, emphasizing the work with international organizations and agricultural quality standards.



Salmonella Risk Assessment

Due to the number of outbreaks of human salmonellosis linked to tree nuts over the past decade, the US Food and Drug Administration launched a comment period for the assessment of the risk of human salmonellosis associated with the consumption of tree nuts until December 16, 2013. FDA was requesting comments, scientific data and information with the objective of quantifying the public health risk associated with consuming tree nuts potentially contaminated with Salmonella, and to evaluate the impact of interventions to prevent contamination or to reduce its contamination levels.

Over the year, INC participated in conference calls with a number of associations, including the US Peanut and Tree Nut Processors Association (PTNPA), Association of Food Industries (AFI), Almond Board of California, California Walnut Commission, Administrative Committee on Pistachios, California Pistachio Research Board, Pecan Shellers Association, Oregon Hazelnut Commission, and FDA representatives to further learn the basis for, and goals and data needs of the risk assessment process.

Food Safety Alerts

INC monitors food safety alerts, analyzing the trend and monitoring the causes and origins in Europe, United States of America, Australia and Japan. Besides of collecting data, INC publishes an annual report of alerts, with information classified by product, country of origin, notifying country, and reason for notifying.

In 2013, the number of notifications for dried fruits issued by the European Union's Rapid Alert System for Food and Feed (RASFF) decreased 49% from 2012. This significant drop is directly connected to the decrease of aflatoxin notifications in dried figs, from 129 to 41, mainly due to industry efforts to decrease global aflatoxin incidence and European Commission Regulation No 1058/2012 of 12 November 2012 which increased maximum allowed aflatoxin levels in dried figs from 3rd December 2012.

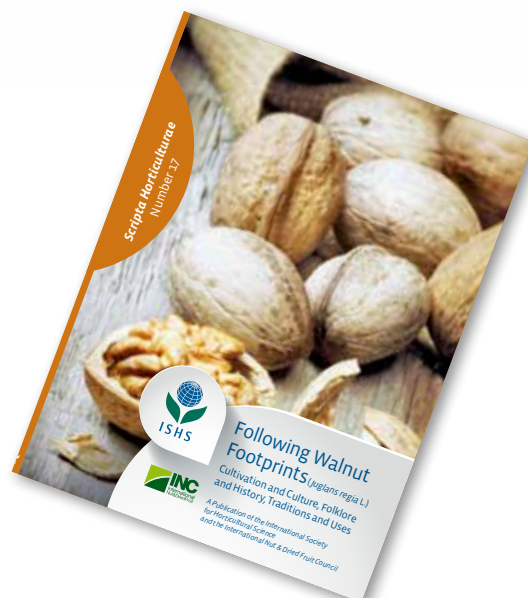
On the other hand, nut notifications slightly increased by 4% from 2012, from 241 to 251. The main reasons for notifying nuts were aflatoxins with 210 notifications, followed by health certificates (23 notifications) and moulds (4 notifications). The most notified product was peanuts, with 134 notifications, followed by pistachios (67 notifications), hazelnuts (17) and almonds (16).

Book: Following Walnut Footprints

The International Society for Horticultural Science (ISHS) in collaboration with the INC published the book "Following Walnut Footprints (*Juglans regia* L.) Cultivation and Culture, Folklore and History, Traditions and Uses" in February 2014. This edition is the fifth in the "Following Footprints" series published in Scripta Horticulturae (previously published volumes cover almond, pistachio, chestnut and olive).

The book reports the status of the walnut industry country by country. Information is given on the geographical distribution, historical origins and introduction into different countries. Also presented are techniques of cultivation, information on native varieties, as well as commercial data. The authors included descriptions of traditional uses, both of the fruit and the plant: original uses of walnut wood (e.g., cabinet making and handcrafts), leaves (e.g., medicinal use), husks (e.g., extraction of dye), shells (e.g., domestic heating and the cleaning of jewelry), and kernels (direct consumption and in the preparation of sophisticated sauces). Even the membrane that divides the valves of the kernel has been used as "confetti"!

In many cases, the authors report on the use of walnut in culinary recipes and reveal how it has sparked the imagination of mankind. The book gathers information from developed and developing countries, confirming the vocation of the organization to promote international cooperation between scientists from around the world.





■ Mycored Final General Assembly

The EU-funded large collaborative project MycoRed (Novel integrated strategies for worldwide mycotoxin reduction in food and feed chains) finished in September 2013, after four and a half years of non-stop research, education, training and dissemination work.

The project, aimed at developing strategic solutions to reduce contamination by mycotoxins of major concern in economically important food and feed chains, achieved excellent results with lots of publications, new findings, wide dissemination, training, etc. On the other hand, new mycotoxins are emerging every year, more mycotoxigenic strains of the moulds are being discovered, and the prevalence of mycotoxins in food is increasing due to climate change, which indicates that mycotoxins are a rising concern.

On September 20th, 2013 INC presented its Final Report on Economic Evaluation of Mycotoxin Contamination in Nuts, Dried fruits and Cereals. The Economic Evaluation Report, which was the largest INC deliverable in the MycoRed project, included an estimate on the global economic losses caused by mycotoxins in nuts, dried fruits, maize, wheat grapes and wine.

In the study, INC developed an estimate on Governments and industry losses due to mycotoxin contamination. The toxicity of the mycotoxins and their implication in some diseases and the food safety expenditures were evaluated to calculate the Governments costs. Border rejections of the commodities, destruction of goods, and routine analysis were evaluated for the industry losses estimation.

The industry losses were evaluated with the real border rejections of the EU-27 countries plus Norway, Liechtenstein, Switzerland and Iceland, Japan, United States of America and Australia, which all of them account for a high share of global imports. A questionnaire was distributed to the main exporters to estimate the costs of routine analysis, fees, demurrage at ports, staff and extra costs on transportation due to border rejections. The total costs due to mycotoxin contamination for the processing industry reaches up to 60.000.000 US\$ annually, besides the costs of wheat and maize growers and livestock farmers.

Government's cost on public health related to mycotoxin ingestion was evaluated with the incidence of mycotoxins on different illnesses, the rate of implication of those illnesses on the disability-adjusted life years (WHO) and the health expenditure per capita of the most affected countries by uncontrolled mycotoxin exposure. Estimating the lowest percentage of implication (1%), this cost reaches 2 billion US\$.

The study concluded that the biggest costs produced by mycotoxin contamination are the public health related ones in developing countries due to its high ingestion and the loss of productivity of the livestock in farms.

In addition, INC presented its Final Report on Dissemination Activities of Mycotoxin Management Practices, with a compilation of four and a half years of INC activities on dissemination, including RASFF notifications, standards and good practices dissemination through the INC website, dissemination at INC Annual Congresses, etc.



■ Training video

A continuous control, collection and dissemination of global border rejections due to mycotoxin contamination are important tools to compare year by year the global situation and safety of the traded product. It is also crucial to implement right actions both in the industry and the governments. INC was continuously collecting, comparing, analyzing trends and disseminating global rejections and the situation in the industry which was published in a yearly basis in its both EU Annual RASFF Notifications Report and the Annual Australia-Japan-USA border rejections report.

Furthermore, INC created a training video for mycotoxin sampling for dissemination in developing countries in order to reduce the total variance (error) of the mycotoxin test procedure (sampling, sample preparation and analytical determination) and disseminated standards, good practices and HACCP protocols through its webpage.

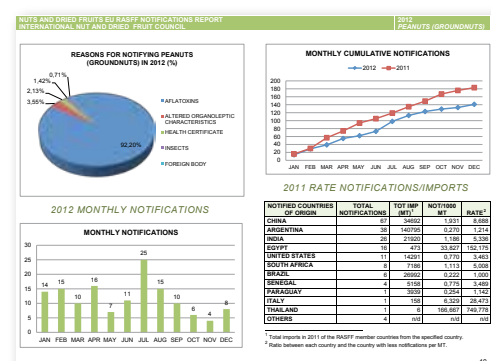
ISM-MycoRed International Conference: Global Mycotoxin Reduction Strategies

INC attended the Final MycoRed Conference that was held in Martina Franca, Italy, from 27 to 31 May 2013. INC was invited as participant of the EU-7FP-funded MycoRed project to give the presentation “Nuts, Dried Fruit and Mycotoxins, a Voice from the Industry,” in the opening session on Tuesday, May 28th. Ricard Rico, MycoRed Project Assistant presented a brief introduction to the INC; a report about EU RASFF food safety alerts due to mycotoxins over the last 6 years; global production and supply value of nuts and dried fruits over the last decade, and the latest results of the Economic Evaluation of the Impact of Mycotoxins in Nuts and Dried Fruits.

The organizers concluded that the MycoRed project has achieved its aims and did a very good work, with lots of publications, new findings, wide dissemination, training, etc. On the other hand, new Mycotoxins are emerging every year, more mycotoxigenic strains of the moulds are being discovered, and the prevalence of Mycotoxins in food is increasing due to climate change, which indicates that Mycotoxins are a rising concern.

MycoRed: Nuts and Dried Fruit Paper

In October 2013, INC Executive Director Ms. Goretti Guasch was appointed coordinator of a paper about MycoRed activities and results as regards nuts and dried fruits. The paper is based on the structure of the project by describing each Work Package individually and everything that has been done in nuts and dried fruits: Pre-harvest) Biocontrol reducing mycotoxins in cropping systems; Modeling and development of DSS; Post-harvest) Novel post-harvest and storage handling practices; Novel application of food/feed processing technologies; Advanced technologies for diagnostics, quantitative detection and novel approaches to control toxigenic fungi; Advanced analytical tools for rapid multi-toxins detection of mycotoxins and relevant biomarkers.



WORLD FORUM FOR NUTRITION RESEARCH AND DISSEMINATION



The INC World Forum for Nutrition and Research Dissemination was created in 2012, aimed at becoming the international umbrella for scientific research related to health and nutrition on nuts and dried fruits.

The objectives of the Forum are to promote and coordinate research in different geographic origins, to disseminate the results of different studies worldwide, and to promote calls for specific research projects. The schedule of activities includes defining research priorities, submitting and monitoring health claims, launching a Call for Expressions of Interest in Research, and advising on scientific awards.

Annual Call for Research Projects

INC launched a 100,000 € Research Grant for projects on health and nutrition on January 2013. The call was addressed to public and private institutions, as well as not-for-profit organizations, and encouraged cooperative research implying INC associate members. The overall objective was to promote epidemiological, basic, clinic and strategic research that may contribute to enhance the understanding of the health effects of nuts and dried fruits. The call was sent out to more than 50 associations around the world and 120 researchers who have published studies related to nuts and/or dried fruits over the last years.

The call outlined the specific wish for cooperative projects that bridge different research areas, as the interaction of disciplines and research groups often lead to new knowledge and understanding of correlations. Furthermore, special emphasis was placed upon cooperation with industry-related partners.

INC received 13 applications from 9 countries. All projects were of high interest and scientific quality, and included basic research, clinical trials and epidemiological studies in relation to the effect of consumption of nuts and dried fruits on diabetes, cancer, cognitive function... Finally, two projects were awarded because of their important contribution to science in this research field, and also for being of special interest for the nut and dried fruit industry.

- Project: Long-term nut consumption and cognitive function with aging (epidemiologic study). Principal Investigator: Dr. Fran Grodstein, The Brigham and Women's Hospital, Boston, USA. Co-Applicant 1: Prof. Walter Willet, Dept. of Nutrition, Harvard School of Public Health, USA. Co-Applicant 2: Dr. Brian Harel, CogStates, New Haven, USA. Project duration: 18 months. Project start date: August 2013.
- Project: Long-term effects of an energy-restricted Mediterranean diet on mortality and cardiovascular disease (clinical study). Principal Investigator: Dr. Miguel Ángel Martínez-González, University of Navarra, Spain. Multi-institutional collaborative project. Project duration: 24 months. Project start date: January 2014.

In November 2013, INC announced the 2014 Call for Expressions of Interest for Research Projects with a total budget of 200,000 € and the following research priorities: Nuts and/or dried fruits and cognitive function; body weight and adipose tissue distribution; glycemic load; nuts and/or dried fruits in exercise performance; intervention trials on relevant clinical end points; meta-analysis of clinical trials, and nuts and/or dried fruits as part of a healthy diet.

INC received 11 project proposals from 6 countries (due date for submission was January 31, 2013).

The Evaluating Nutrition Committee of the INC World Forum for Nutrition Research and Dissemination will develop an academic prioritization of the proposals, nevertheless the final funding decision will be made by the INC Executive Committee, which will be announced at the World Nut and Dried Fruit Congress in Melbourne, 20-22 May 2014.

First World Forum for Nutrition Research Conference

The First World Forum for Nutrition Research Conference was held in Reus, Spain on May 20-21, 2013. The conference emerged as the meeting point of three major events occurring that year in Spain: the International Congress of Nutrition, the International Congress on Mediterranean Diet and the INC World Nut and Dried Fruit Congress.

The first edition of this international conference was a great success and many distinguished scientists working in the field of Nutrition, Dietetics and Food Industry attended. About 450 participants from 52 countries made the conference a truly international event, giving the opportunity to participants to share and contrast opinions and views of nutrition research in relation to the Mediterranean food of the different parts of the world. About 18 plenary sessions were held during these two days, 15 interesting oral communications were presented and 190 posters were exposed in the main Congress Hall of the Palace of Congresses of Reus. Five of these sessions were related to the healthy properties of tree nut consumption.

The great environment of the conference made possible the exchange of ideas and research projects and maybe these interactions can lead to future collaborations between scientists. All the plenary sessions were of really high quality and showed novel results of several scientific projects. Many of the plenary sessions focused on the beneficial effects of the Mediterranean diet in chronic diseases such as cancer, diabetes, overweight and obesity, metabolic syndrome and cardiovascular diseases; concluding that the adherence to a Mediterranean Diet can improve our life quality and also prevents development of these aforementioned diseases.

The debate sessions focused on the effect of some foods on health and disease, the first debate focused on cooking with vegetable oils and the second debate addressed the risks and benefits of consuming fish. An important hot topic which appeared in many of the plenary sessions was the recent published results of the PREDIMED study, which concluded that the risk of cardiovascular events was reduced by about 30% in those participants who followed a Mediterranean Diet enriched with extra virgin olive oil or nuts compared to a low fat diet.

The magazine *Annals of Nutrition & Metabolism*, an official journal of the International Union of Nutritional Sciences, published the abstracts of the conference in May 2013. In addition to summaries of the nut-sessions, the supplement included abstracts of oral presentations and posters.

20th International Congress of Nutrition

The INC hosted the symposium "Nuts in Health and Disease" on September 19, 2013, at the 20th International Congress of Nutrition in Granada, Spain. The session welcomed near 100 health professionals from around the globe who learnt what has happened with regard to nut research over the last years. The INC-nut symposium provided the opportunity to spread the benefits of nuts to the biggest group of nutrition professionals.





The International Congress of Nutrition is a meeting which is organized every four years by the International Union of Nutritional Science (IUNS), the federation of national nutritional societies. This symposium marked the second INC-IUNS educational collaboration, following the First World Forum for Nutrition Research Conference in May.

The session brought together global expertise and insight on nuts in relation to cardiovascular health, body weight, chronic diseases and metabolic syndrome. Chairing the session were Prof. Miguel A. Martínez-González, University of Navarra, Spain, and Prof. Jordi Salas-Salvadó, University Hospital of Sant Joan, Rovira i Virgili University, Spain.

Program:

- Effect of nuts intake on insulin resistance and other cardiovascular risk factors. Dr. Mònica Bulló, University Hospital of Sant Joan, Rovira i Virgili University, Reus, Spain.
- Effect of nuts on body weight. Dr. Joan Sabaté, School of Public Health, Loma Linda University, California, USA.
- Epidemiologic studies on nuts and chronic diseases. Prof. Frank Hu, Harvard School of Public Health, Harvard University, Boston, USA.
- Tree Nuts and metabolic syndrome. Prof. Linda Tapsell, School of Health Sciences, University of Wollongong, Australia.

This was an excellent forum for the exchange of scientific thought and opinion to broaden minds and ideas for future research in nuts.

INC launched a Multimedia Press Release in 117 countries. The press release was distributed in Arabic, Chinese, English, French, German, Indonesian, Japanese, Korean, Portuguese, Spanish, Thai and Turkish. Over 1,000 journalists interacted with INC's press release; over 690 press clippings were achieved and 614,749,186 audience people was reached.

Expert Video: Insights into Nuts Consumption and Health

INC edited a video to spread the information from the nut-session at the 20th International Congress of Nutrition. Presented by symposium co-chairmen Prof. Jordi Salas-Salvadó and Prof. Miguel A. Martínez-González, the video emphasizes the results from the landmark study PREDIMED, according to which the daily intake of a handful of nuts (15 g of walnuts, 7.5 g of hazelnuts, and 7.5 g of almonds) reduces by 28% the risk of cardiovascular disease and associated mortality.

The experts highlighted the benefits of nuts, not only associated with cardiovascular health but also with renal function, cognitive function, atherosclerosis, metabolic syndrome, and inflammatory biomarkers, among others. Guest speaker Dr. Mònica Bulló, main researcher at EPIRDEM project, pointed out how nuts may exert a protective effect on insulin resistance and type 2 diabetes.

The video was created in response to the misconception that nuts are fattening. It is important to outline that scientific evidence demonstrates that eating nuts is not associated with weight gain, and even reinforce their importance as sources of key nutrients, as Dr. Joan Sabaté, Loma Linda University, and Prof. Linda Tapsell, Wollongong University pointed out.

The video is available at Vimeo and INC's website.



HEALTH AND NUTS

In 2013/2014, the number of landmark findings in scientific research highlighting the benefits of nuts surpassed any expectation, and the health benefits of nuts were the subject of a considerable number of media. On one hand, the PREDIMED study was rated as the “Second research with most public attention online this year” according to Altmetric. On the other hand, Harvard research provided evidence that eating nuts can reduce the risk of death. All these studies produced great media coverage.

Regular Nut Consumption Linked to Healthier and Longer Life

November 2013, the *New England Journal of Medicine* released a landmark Harvard study with more than 118,000 healthy men and women volunteers. The research concluded that people who regularly consumed nuts had the benefit of a longer lifetime, even if they did not practice sports, stayed away from fruits and vegetables or were overweight. According to the results from the study:

“Nut eaters who regularly consumed a one-ounce daily serving of walnuts, almonds, cashews or other nuts had a 20 percent lower risk of dying of any cause during the three-decade long study, compared to those who did not consume nuts”.

Eating nuts less often lowered the risk of death too, in direct proportion to consumption. Study participants who often ate nuts were healthier -they weighed less, exercised more and were less likely to smoke, among other things. Even though, after taking healthy habits and other things into account, researchers still saw a strong benefit from nuts.

Researchers found that the risk of dying of heart disease dropped 29% and the risk of dying of cancer fell 11% among those who had nuts seven or more times a week, compared with people who never ate them.

The research was led by researchers from Brigham and Women's Hospital and Harvard School of Public Health, and supported by the INC-NREF.

A Mediterranean Diet Supplemented with Nuts Cuts Type 2 Diabetes Risk by 18%

In January 2014, the *Annals of Internal Medicine* journal published a PREDIMED research study according to which individuals who followed a Mediterranean diet enriched with nuts had an 18% lower risk to develop diabetes, compared to those who were advised to follow a low fat diet.

According to the study, some of the benefits observed in cardiovascular disease could be explained through the reduction or delay in the development of diabetes. The authors outlined the observed reduction in the incidence of new cases of diabetes not linked to the individuals' weight loss. In this sense, the reduction of the diabetes incidence can only be explained by the diet. This result has demonstrated for the first time that the adoption of a healthy dietary pattern by itself is able to prevent diabetes.

According to Prof. Jordi Salas-Salvadó, study co-author, PREDIMED study collaborator and Chair of the INC World Forum for Nutrition Research and Dissemination:

“The main message from this research is that people who consume healthy plant based fats from mixed nuts and extra-virgin olive oil have a lower risk of developing diabetes. Nutritional recommendations should be reviewed accordingly”.

On the other hand, PREDIMED results described at the study Primary Prevention of Cardiovascular Disease with a Mediterranean Diet, and published in April 2013 at the *New England Journal of Medicine* were rated as the second worldwide academic research study that caught most public imagination in 2013 at the Top 100 list of Altmetric.

AD HOC WORKING GROUPS

GLOBAL CASHEW COUNCIL



Following the recommendations by the INC World Forum for Nutritional Research and Dissemination, the Global

Cashew Council (GCC) carried out a first analysis of the nutritional composition of cashews. GCC collected and made analyze samples of fresh natural dried raw cashew kernels (*Anacardium occidentale*), not processed, from main producing countries, namely India, Cote d'Ivoire, Vietnam, Brazil, Kenya and Mozambique. This first analysis focused on the fatty acid profile. Lab analysis included: fatty acid profile, total dietary fiber, sugar profile, carbohydrates calculated (difference), water content, raw protein, ash, sodium, and other nutrient values (64 nutrients total).

On May 2013, GCC agreed to extend the analysis to further examine the healthy components of cashew nuts and complete their nutritional profile. GCC agreed to extend the analysis with vitamins, aminoacids, minerals and phytosterols in cashew nuts from India, Vietnam, Brazil, East and West Africa.

Phytosterols, or plant sterols, have been shown to lower blood cholesterol, which may reduce the risk of coronary heart disease. By including vitamins, aminoacids, minerals and phytosterols, the resulting database would be comparable with that by the U.S. Department of Agriculture's Nutrient Database for Standard Reference. With the results of the anal-

ysis, the GCC will be in the position of publishing the outcomes in an academic journal.

GCC is also launching a Call for Research Projects on the effects of cashew intake on lipid profile, inflammation or oxidation within the first half of 2014. GCC will announce and disseminate the call to research centers, universities, public and private institution, as well as not-for-profit organizations, and will prioritize collaborative, multi-institutional projects.

Within the activities of dissemination, GCC is also publishing a Technical Information brochure intended to serve as a communication tool of the technical aspects of cashews among industry players.

MACADAMIAS WORKING PARTY

Since its creation in September 2012, the Working Group of Statistics has been collecting and updating statistics in each producing country on a quarterly basis. This group, formed by country representatives from the main macadamias producing countries, gathers data on crop estimates, stocks and shipments.

On the other hand, the INC Macadamias Steering Committee is launching a Call for Expressions of Interest within the first half of 2014. The call will be addressed to research centers, public and private institutions, as well as not-for-profit organizations, with the goal of promoting research projects on the health effects of macadamia consumption.

STAKEHOLDERS MEETINGS

International Congress of Ukrainian Growers

INC participated at the International Congress of Ukrainian Nut Growers in Uman, Ukraine, from the 30th to the 31st of May 2013. About 120 participants attended this meeting mainly focused on farming, planting and production. There is a growing interest in the nut industry of this region, walnuts, almonds and hazelnuts in particular. INC was represented by Hubert Berreby, Co-founder and Senator who gave a presentation about statistics, production and consumption, and the expectation of better revenues.

China International Tree Nuts Conference

The China International Tree Nuts Conference took place in Hangzhou, China, from 21st to 22nd August 2013, under the auspices of the China Chamber of Commerce for the Import and Export of Foodstuffs (CCCCFNA), which provided a platform to promote business relationships with Chinese importers and roasters.

More than 250 delegates convened in the Crowne Plaza Grand Canal Hotel to hear up-to-date crop information on pistachios, almonds, walnuts,



■ China International Tree Nuts Conference

macadamias, hazelnuts, cashews, pecans, Brazil nuts and pine nuts, and discuss about prices and market dynamics. Mr. Pino Calcagni, Vice Chairman and Chair of the Scientific and Government Affairs Committee, gave a presentation on INC's core activities and projects, as well as a review of the Brazil nut sector.

ACA World Cashew Festival and Expo

The African Cashew Alliance's World Cashew Festival & Expo 2013 was held from 16th to 19th September in Accra, Ghana, where cashew farmers, processors, traders and other stakeholders discussed about the dynamic African cashew industry, and business connections.

The Global Cashew Council was represented by Mr. Ganesh from Olam International who gave a presentation on September 17th about the activities and ongoing projects of the Global Cashew Council, namely the UNECE agricultural quality standards, analysis of nutritional composition of cashews, research priority, production statistics, and with special emphasis on INC's climate change project.

28th European Dried Fruit Meeting

INC Executive Director, Ms. Goretti Guasch participated in the 28th European Dried Fruit Meeting on November 22nd, 2013 in Hamburg, Germany, where national associations of producers, importers and exporters of nuts and dried fruits met to discuss about sulfites in dried apricots, child labour in agriculture, perchlorate, allergens, US Food Safety Modernization Act, California almond industry's new marketing initiatives in Europe and around the world, and the European Federation of the Trade in Dried Fruit & Edible Nuts, Processed Fruit and Vegetables, et al. FRUCOM. The day concluded with the traditional Annual Dinner of the Waren-Verein der Hamburger Börse e.V.

Nut Growers Society of Oregon's Annual Meeting

The INC, represented by Board Director, Executive Committee member and Chair of the Ambassador Committee Mr. Michael Waring, participated at the 99th Annual Meeting of the Nut Growers Society of Oregon, in Portland, on January 29th, 2014. Mr. Waring gave a presentation as keynote speaker about the "World Hazelnut Production: an International Nut Council Perspective" including an introduction to the INC; scientific & government affairs; health research, dissemination and promotion; global demand and production of tree nuts, and hazelnuts in particular. Waring also introduced the most recent publication of the INC, the "Health & Nuts" magazine.

DFA & SCTC Annual Conference

The annual conference of the DFA of California and the Specialty Crop Trade Council (SCTC) took place in Monterrey, California April 1-3, 2014 under the title "Mission Possible". Again this year, INC was sponsor of the conference, which focused on overcoming barriers and turning what may seem impossible to "The Possible", from FSMA to questions about Certification Schemes.

DFA of California and SCTC have collectively been coming together for over three decades to host an event geared specifically towards the Dried Fruit and Tree Nut Industry. This conference provides an educational platform taught by industry leaders who talk about food safety issues, transportation concerns, legislative and legal matters. Furthermore, the Academy Classes specifically delve into industry issues and provide practical information.



INTERNATIONAL TRADE EXHIBITIONS



INC NUTS AND DRIED FRUIT PAVILION

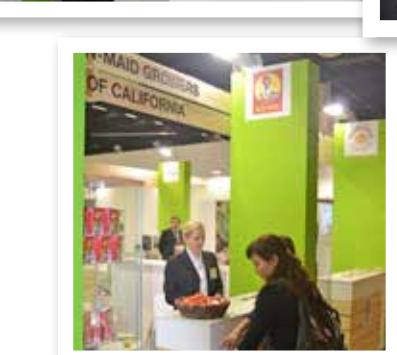
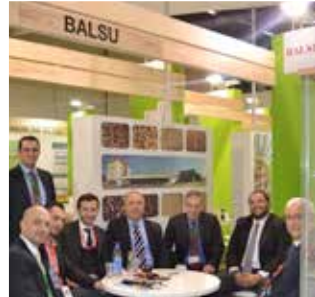
Thousands of food professionals, including buyers, distributors and retailers, together with 14 co-exhibitors spotted the reference point for nuts and dried fruit businesses at ANUGA Cologne, Germany, from 5th to 9th October 2013.

The 216-sq.m pavilion featured exhibitors from China, France, Germany, Italy, Japan, South Africa, Tunisia, Turkey and the United States, who gave a very positive response to the experience. The Pavilion offered a full-service package designed to minimize preparation time and maximize the effectiveness of their show participation, based on a turnkey service and comfortable facilities.

This second edition of the INC Nuts and Dried Fruit Pavilion has consolidated its position as the largest meeting point exclusively dedicated to the nuts and dried fruit industries.

The Pavilion included a reception desk dedicated to facilitate the connection between exhibitors and visitors. The hospitality area offered a business friendly atmosphere for face-to-face meetings.

The INC Pavilion is in good shape -it was fully booked in short term and INC had to open a waiting list. For SIAL Paris 2014, INC already booked 100 sq.m more (315 sq.m total) to satisfy the growing demand.





GulFood Dubai

Gulfood is Middle East's Number 1 trade event for the foodservice and hospitality industries. With 4,200 exhibitors and over 55,000 visitors from more than 150 countries, Gulfood is one of the most important food, drink and hospitality markets events, and provides industry suppliers with the region's largest business hub.

INC exhibited for the third consecutive year in Gulfood Dubai, from 25th to 28th February 2013. This was an excellent opportunity to further promote INC in the Middle East and neighboring African and Asian countries. INC's booth was very well attended and provided a great window display to reach new business contacts, conduct face-to-face meetings, increase brand awareness, and promote participation to the World Nut and Dried Fruit Congress.

IFT Meeting and Food Expo

The IFT Institute of Food Technologists' Annual Meeting and Food Expo was held in Chicago, Illinois, USA, from 13 to 16 July 2013, where thousands of suppliers, marketers, food scientists and research institutions provided insight on new health benefits, food safety, product innovations, and latest consumer favorites, fears, and trends.

INC's booth was located in the Healthy Food Ingredients pavilion and was very well visited, providing a "window display" to increase general awareness of the INC activities and projects, and reach new business contacts.

COLLABORATIONS

INC collaborates with worldwide organizations that share common goals and interests in representing and defending the industry, promoting research and education, and/or consumer awareness campaigns.

- Aegean Exporters Association
- African Cashew Alliance
- Almond Board of California
- American Council for Food Safety & Quality
- American Pistachio Growers
- ANTEP Pistachio Promotion Group
- Australian Cashew Association
- Australian Macadamia Society
- Black Sea Exporters Union
- Brazilian Union of Processing Industries of Cashew Nuts and Almond Crop
- California Walnut Commission
- Cashew Export Promotion Council of India
- Chile Prunes Association
- Chilean Walnut Commission
- ChileNut
- China Chamber of Commerce for Import and Export of Foodstuffs
- China Tree Nut Association
- European Federation of the Trade in Dried Fruit, Edible Nut, Processed Fruit and Vegetable, Processed Fishery Product, Spices, Honey and Similar Foodstuffs
- Hazelnut Growers of Oregon
- International Society for Horticultural Science
- Istanbul Exporters Unions
- Nutrition Research and Education Foundation
- Netherlands Association for the Trade in Dried Fruit, Spices and Allied Products
- Nucis Germany
- Nucis Italia
- Nuts for Life Australia
- South African Macadamia Growers' Association
- South African Subtropical Growers' Association
- Spanish Association of Almond and Hazelnut Exporters
- Spanish Association of Dried Fruits and Carobs
- Turkish Hazelnut Promotion Group
- U.S. National Pecan Shellers Association
- Vietnam Cashew Association
- Waren-Verein der Hamburger Börse e.V.



NEXT INC
CONGRESS

We look forward
to seeing you in

MELBOURNE

AUSTRALIA

20-22 May 2014



More information at www.nutfruit.org



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