

Annual Report 2016 - 17



1	Mission and Objectives
1	Membership Benefits
2	Letter from the Chairman
3	Priorities for 2017/2018
4	Organization
6	World Nut and Dried Fruit Congress
8	INC Awards
9	International Trade Exhibitions
10	Publications
11	Communication and Digital Media
12	Nutrition Research and Dissemination
14	Scientific and Government Affairs
16	Statistics
18	Business Integrity
19	Ad Hoc Working Groups
19	Stakeholders Meetings

Mission and Objectives |

Founded in 1983, the International Nut and Dried Fruit Council (INC) is the global organization representing the interests of the broadest nut and dried fruit ecosystem, including producers, processors, traders, distributors, consultants, laboratories, machinery companies, packers, and trade organizations.

Our mission is to be the international source for information on nuts and dried fruits as regards health, nutrition, statistics on production, trade and

consumption, food safety, government standards and regulations regarding trade barriers and agricultural quality standards.

INC aims for:

- Increasing the understanding about production, processing, marketing, distribution and consumption trends worldwide.
- Being the international source of information on health, nutrition, statistics, food safety, government standards and regulations regarding trade barriers and

agricultural quality standards.

- Promoting scientific research on the health benefits of nut and dried fruit consumption.
- Cooperating with national and international public and private institutions, such as Codex Alimentarius and United Nations, to promote global trade of nuts and dried fruits.

Membership Benefits |

INC supports the whole nut and dried fruit industry in reaching its international growth objectives and provides the platform that ensures the sector remains united and focused.

- Chance to contact 700+ member companies in 70+ countries via the INC Online Members Directory.
- Access to industry leaders through advertising opportunities in the Nutfruit magazine, newsletter and website.
- Networking with top industry managers and access to the Online Meeting Point with 1,000+ Congress participants.
- Up to 30% discount on the

Annual World Nut and Dried Fruit Congress and exclusive sponsorship opportunities.

- Exclusive opportunity to exhibit at the INC Nuts and Dried Fruits Pavilion at SIAL-Paris, Anuga and GulFood.
- Sponsorship opportunities to promote your brand and enhance your reputation at top world trade fairs.
- Three free annual printed and online issues of the Nutfruit magazine. It provides a global network of information about statistics, food safety, trade issues, new promotional ideas, scientific findings and many other topics.

- Monthly e-newsletter with the latest research findings and government regulations. A weekly press review with international media news promoting the health benefits of nuts and dried fruits.
- Access 230,000+ statistics on crops, imports, exports and consumption since 1995, including an Annual Global Statistical Review.
- World Map of Trade Flows highlighting trends and opportunities in production and consumption.

Letter from the Chairman



Mark A. Mariani **Chairman**

Dear Friends,

I am pleased to present the Annual Report for 2016/2017.

The INC has been actively engaged in promoting our products as an essential part of a healthy diet. In 2016/2017, INC launched grants for research and promotion for a total of 700,000 Euros. By year end, INC will have funded research and dissemination grants for a total of 1.3 million Euros since the launch of the first Call in 2013.

The XXXV World Nut and Dried Fruit Congress achieved record participation of 1,410 participants from over 60 countries. Mr. Steve Junqueiro, President of Save Mart, outlined the changes and trends in the food industry that are shaping the future of American supermarkets. Dr. Joel

Kimmelshue, from Land IQ, presented the spatial mapping technology and its applications in almonds, walnuts, pistachios and prunes in California.

The INC Congress also introduced the INC Business Integrity Committee. A significant number of INC members were affected by business defaults. Although not a new phenomenon, the recent rise in the number of commercial transgressions led to the creation of the BIC. At the end of the day, it's all about "Knowing your Customer" and "Knowing your Supplier". Defaulting businesses and their owners are not welcomed as INC members.

Our exposure through social media is on the rise; from 2,000 fans in October 2015 to nearly 130,000 in March 2017. Special efforts were dedicated to the INC's Communication and Digital

Marketing Plan, including the preparations of the Nuts for Gifts program. On the following pages you will find further details of this and other INC programs.

Finally, I would like to highlight that once again the INC Pavilion was front and center at SIAL Paris, and we also debuted at GulFood Dubai, becoming the "destination" visit in the nut and dried fruit sector.

On behalf of the Board of Trustees and the Executive Committee, I would like to thank you for your continued trust in INC and for your support.

Wishing you good harvests, good selling and continuing dedication to improving people's lives!

All My Best,

A handwritten signature in black ink, appearing to read "Mark Mariani".

Priorities for 2017/2018



Goretti Guasch Executive Director

Nut and dried fruit consumption is increasing year by year, which is explained by consumers' growing health awareness and, at the same time, by the industry efforts on communicating the health benefits of our products. With this in mind, health research and dissemination will continue to be a major focus for the INC during the next year.

The INC will also organize a scientific symposia in the International Congress of Nutrition in Buenos Aires, Argentina, in October 2017, where international guest researchers will present the latest findings in nut consumption and cognitive function, dried fruits and cardiometabolic disease risk factors, and nut consumption and diabetes.

Building market demand for nuts and dried fruits is also essential to meet INC's Strategic Plan of Actions. In 2017 we are launching the Nuts for Gifts, a global dissemination program to promote nuts and dried fruits worldwide under a new concept: nuts and dried fruits as a top-of-mind gift, which is also aligned with the "Do It Yourself" (DIY) trend, a concept aiming at encouraging people to make their own creations. A website to present consumers and bloggers some ideas on how to give nuts and dried fruits as presents will

be available in 4 languages: English, Spanish, Hindi and Arabic. Nutsforgifts.org will be disseminated by making content viral and shareable by using INC social media channels.

INC is expanding its commitment to increasing the understanding about production, processing, distribution and consumption trends worldwide by creating the INC Academia and the Executive Program on nuts and Dried Fruits, an education program of the basics of the industry. The first course will be launched at the end of this year and it will include an online course combined with visits to factories and orchards.

Another priority is involving manufacturers, retailers and CPG's companies in the INC activities and, by extension, promoting nut and dried fruit consumption. An ad-hoc committee is in direct dialogue and having one-to-one meetings with large retailers and manufacturers in order to devise an international promotional action.

During the last months, the INC has been working on a new online Database. Once launched, members will increase the possibilities to work with charts and maps. The new data service will also allow the future

addition of new statistical information, such as planted hectares and prices. On the other hand, the Statistical Yearbook and World Map of Trade Flows will provide a comprehensive overview of industry statistics.

Scientific and government affairs will also remain high on the agenda, as INC pays special attention to any issue that might have a negative impact on the industry, provided that it protects the health of the consumer. We will do so by monitoring new laws and changes to existing laws and standards, participating in meetings and working groups of international and supranational institutions, and providing scientific and technical data.

We will continue implementing INC Publications strategy, including the Nutfruit magazine, newsletters and website, all aimed at providing members with useful information, and the Annual Communication and Digital Marketing Plan. Building on last year's experience, a key objective will be to further increase nuts and dried fruits popularity and appeal to a much wider audience.

Thank you for your support.

Goretti Guasch

Organization

Leadership

Board of Trustees: Formed by recognized leaders of the nut and dried fruit industry who volunteer their time and expertise on matters that benefit the entire industry.

Mark Mariani, Mariani Packing Company, USA - Chairman

Pino Calcagni, V. Besana S.P.A., Italy - Vice Chairman

Michael Waring, MWT Foods, Australia - Vice Chairman

Jordi Martí, Borges S.A.U., Spain - Treasurer and General Secretary

Asadollah Asgaroladi, Hassas Export Co. Ltd., Iran

Karsten Dankert, Max Kiene GmbH, Germany

Giles Hacking, CG Hacking & Sons Limited, UK

Cheng Hung Kay, CHK Trading Co. Ltd., China, Hong Kong

Mark Jansen, Blue Diamond Growers, USA

Zhou Jinkui, Fenzhou Yuyuan Native Produce, China

Barry Kriebel, Sun-Maid Growers of California, USA

Ashok Krishen, Olam International Limited, Singapore

Jack Mariani, Mariani Nut Company, USA

Stephen Meltzer, Balcop Ltd., Canada

Pratap Nair, Vijayalaxmi Cashew Company, India

Osman Oz, Aegean Exporters Associations, Turkey

Antonio Pont, Borges S.A.U., Spain - Honorary President

Sabit Sabir, Sabirlar Findik Ihracat Ltd. Sti., Turkey

Berton Steir, The Wonderful Company, USA

Dick Walden, The Green Valley Pecan, USA

Chen Ying, China Chamber of Commerce, China

Cuneyd Zapsu, Balsu A.S., Turkey

Observers: Composed of recognized leaders of the nut and dried fruit industry who work closely with the members of the Board of Trustees.

Ahmet Bilge Anbarlilar, Balsu A.S., Turkey

Mohsen Boujbel, Boudjebel SA VACPA, Tunisia

Riccardo Calcagni, V. Besana S.P.A., Italy

Antonio Pont Jr., Crisol de Frutos Secos SAT, Spain

Michael Rund, Bösch Boden Spies, Germany

Hasan Sabir, Sabirlar Findik Ihracat Ltd., Turkey

Executive Committee: Formed by the Chairman, Vice-Chairmen and a maximum of eight more members of the Board and the Executive Director, representing the regions and products of the INC members.

Mark Mariani, Mariani Packing Company, USA - Chairman

Pino Calcagni, V. Besana S.P.A., Italy - Vice Chairman

Michael Waring, MWT Foods, Australia - Vice Chairman

Giles Hacking, CG Hacking & Sons Limited, UK - Board Member

Ashok Krishen, Olam International Limited, Singapore - Board Member

Jack Mariani, Mariani Nut Company, USA - Board Member

Antonio Pont, Borges S.A.U., Spain - Board Member

Berton Steir, The Wonderful Company, USA - Board Member

Cuneyd Zapsu, Balsu A.S., Turkey - Board Member

Goretti Guasch - INC Executive Director

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.

Hubert Berrebi, France

Helmut Dankert, Germany

Raoul Gamon, France

Chris Hacking, UK

Walter F. Payne, USA

Abbas Rafii, Luxembourg

Don Soetaert, USA

James Swink, USA

Jack Taillie, Netherlands

Frank Vaerewijck, Belgium

Doug Youngdahl, USA

PR, Membership and Ambassadors Committee: This committee deals with issues related to new members, fees and dues, and establishes the best relations with all nut and dried fruit boards and officials of the different countries.

Stephen Meltzer, Canada - Chairman

Oscar Vergara, Argentina

Chris Joyce, Australia

Michael Waring, Australia

Frank Vaerewijck, Belgium

José Eduardo Camargo, Brazil

Francisco Assis, Brazil

Ranjeet Wallia, Canada

Siegfried von Gehr, Chile

Organization |



Cities that will host next annual INC Congresses

- Chennai 2017
- Sevilla 2018

- ▣ INC Members
- Countries with INC Ambassadors

Cheng Hung Kay, China, Hong Kong
Chen Ying, China
Richard Monnier, France
Alexis Sumar, France
Jan Vincent Rieckmann, Germany
Raju Bhatia, India
Pratap Nair, India
Pankaj Sampat, India
Asadollah Asgaroladi, Iran
Vitali Levi, Israel
Yossi Mussafi, Israel
Alessandro Annibali, Italy
Hidemitsu Honda, Japan
Kazuo Julian Tagawa, Japan

Mbugua Ngugi, Kenya
Abdellah Fouad Abdellah, Kuwait
Hani Akzam, Lebanon
Parissa Rafii, Luxembourg
Fiodor Slanina, Moldova
Khalid Bennani, Morocco
Kees van de Sandt, Netherlands
Kees Blokland, Netherlands
Christopher Harlem, Norway
Oliver Sio, Philippines
Jorge Carqueja, Portugal
Rustam Kushu, Russia
Kourosh Mojibian, Russia
Amit Khirbat, Singapore
Carl Henning, South Africa

Alex Whyte, South Africa
Miquel Borràs, Spain
Stefan Boden, Sweden
Varee Phonphaison, Thailand
Ahmed Boujbel, Tunisia
Ahmet Goksan, Turkey
Hasan Sabir, Turkey
Muzaffer Taviloglu, Turkey
Jafar Moallem, UAE
Roby Danon, UK
Marc Rosenblatt, USA
Jeffrey Sanfilippo, USA
Steve Sousa, USA
Jim Warner, USA
Dang Hoang Giang, Vietnam

XXXV World Nut and Dried Fruit Congress



San Diego (California) hosted the XXXV World Nut and Dried Fruit Congress. From May 30 to June 1, 2016 over 1,400 delegates participated in the only and largest international event dedicated to the nut and dried fruit industry. San Diego set a new record with 1,410 participants.

The Congress featured a stimulating three-day program to exchange knowledge, ideas and experiences. Attendees had over 16 sessions, among round tables, seminars and keynote speakers' presentations ranging in topics from market dynamics, crops and production forecasts, agricultural and water resources, new findings in health and nutrition, and product innovations.

Steve Junqueiro, Co-President and COO of Save Mart Supermarkets, shared his vision on the future of

American supermarkets. In addition, by a series of 9 round tables, industry leaders provided participants with updated information on crop forecasts and global demand.

Furthermore, the Congress gathered distinguished scientists and nutritionists such as Prof. Jordi Salas-Salvadó (Chairman of the INC World Forum for Nutrition Research and Dissemination), Dr. Penny Kris-Etherton (Distinguished Professor of Nutrition at the Pennsylvania State University, USA) and Dr. Cesarettin Alasalvar (TÜBİTAK Marmara Research Center, Turkey).

The program also included a Scientific Seminar focused on agricultural and water resources. Dr. Joel Kimmelshue, from Land IQ, made an approach to spatial mapping technology in almonds,

**1,400+ Participants
from 60 + Countries**

60 Top World Experts

9 Round Tables

**1 keynote Speaker & Membership
Integrity Forum**

**1 Scientific
Seminar & Nutrition
Research Update**

walnuts, pistachios and dried plums.

One of the sessions focused on the consequences of defaults in international trade. INC announced the creation of the Business Integrity Committee (BIC), the objective of which is to promote a code of conduct within the INC Membership. BIC aims at preventing commercial transgressions and cases of defaults.

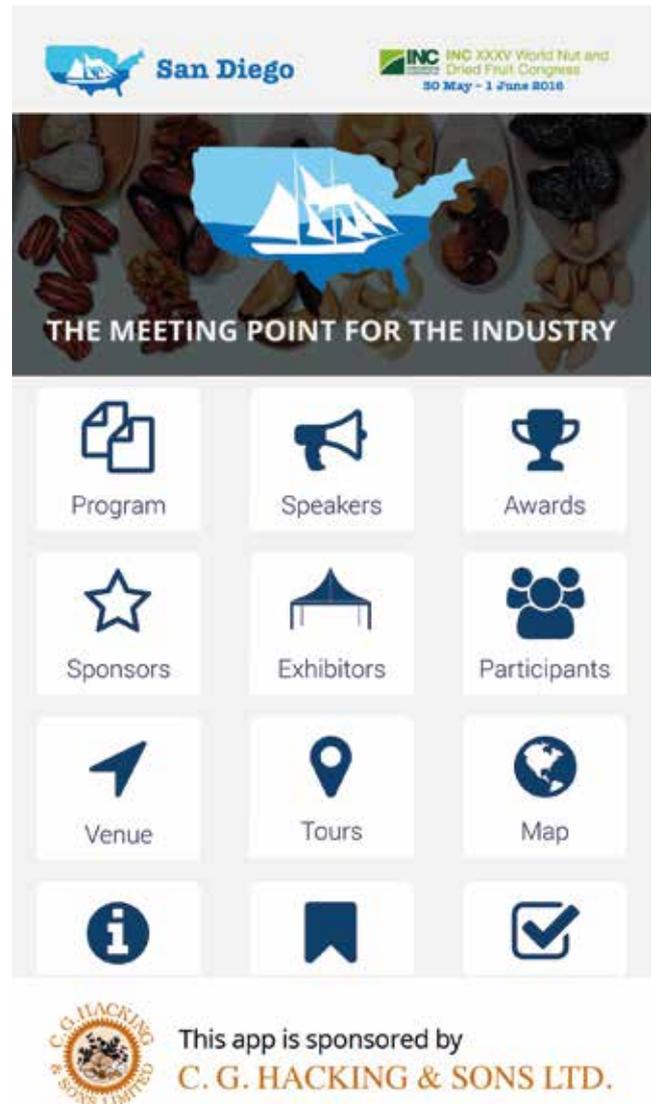
Congress App

In March 2016, the INC launched a mobile App focused on the XXXV World Nut and Dried Fruit Congress in San Diego. The Congress App contained a complete set of information including the program, speakers, awards, list of participants and sponsors. Users also got hold of Congress documents, exhibition floor plan and information about tours.

The App was available to download by Google Play Store (for Android) and App Store (for Apple iOS). Special actions were implemented so as to encourage INC members to download and install the App in their mobile devices. The tool obtained a total of 208 installations (118 from iOS and 90 from Android).

As for the 2017 XXXVI Congress to be held in Chennai, India, in May 2017, a new edition of the App is being launched, again available both for Android and iOS operative systems. Along with all the features that already offered in previous years, this release will incorporate new attributes, such as a download section where all Congress presentations will be available, or full access to the Online Meeting Point.

This tool enables users to find other attendees (the exhaustive search system includes filters by country, activity, product...) and contact them. Now that it will be included in the App, Congress delegates will be able to carry out the entire process using their mobile phones.



INC Awards

Several individuals and companies were recognized by their significant contribution to the nut and dried fruit industry. Christopher Kostow, Chef at The Restaurant at Meadowood, received the INC Award for Excellence in Gastronomy; Dr. Penny Kris-Etherton, from Penn State University, was given the Award for Excellence in Research; The Wonderful Company was awarded with the Corporate Golden Nut Award, while Jack Mariani received the Individual Golden Nut Award. Moreover, Blue Diamond Growers, with Sriracha Almonds, won the Innovation Award highlighting the best new product introduced in the market in 2015/2016.



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



2015 Mevlüt Çavuşoğlu, Minister of Foreign Affairs of Turkey

Corporate and Individual Golden Nut and Dried Fruit Awards

1984 Reus, Spain

Ferrero S.p.A., Italy
Jack Axer, USA
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, United Kingdom
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

Ferrero, Italy

Antonio Pont, Spain

2008 Santiago de Chile, Chile

ProChile, Chile

2009 Monte-Carlo, Monaco

Giuseppe Calcagni, Italy

2010 Beijing, China

CCCCFNA, China

Cheng Hung Kay, Hong Kong, China

2011 Budapest, Hungary

Tesco Stores Ltd, UK

2013 Barcelona, Spain

Jasper Sanfilippo, USA

2014 Melbourne, Australia

John Waring, Australia

2015 Antalya, Turkey

H. Cunejd Zapsu, Turkey

2016 San Diego, USA

The Wonferful Company, USA

Jack Mariani, USA

Award for Excellence in Research

2012: Dr. Joan Sabaté, Loma Linda University, USA

2013: Dr. David Jenkins, University of Toronto, Canada

2014: Dr. Emilio Ros, University of Barcelona, Spain

2015: Dr. Jeffrey B. Blumberg, Tufts University, USA

2016: Dr. Penny Kris-Etherton, Pennsylvania State University, USA

Award for Excellence in Gastronomy

2012: R. Christopher Christie, Marina Bay Sands, Singapore

2013: Ferran Adrià, El Bulli, Spain

2014: Neil Perry, Rockpool Group, Australia

2015: Mert Seran, Ulus 29, Turkey

2016: Christopher Kostow, The Restaurant at Meadowood, USA

Innovation Award

2011: Jas Trading, Netherlands and Mariani Packing Company, USA

2012: Besana Group, Italy

2013: Toximet Ltd, UK

2015: Tomra, Belgium

2016: Blue Diamond Growers, USA

International Trade Exhibitions

Nuts and Dried Fruits Pavilion at SIAL-Paris

SIAL-Paris became the capital of planet food from 16 to 20 October 2016. INC participated with a new and revamped version of the Nuts and Dried Fruits Pavilion. 375 sq m with new facilities and services aimed at providing the 24 co-exhibitors with the highest quality standards.



SIAL-Paris

Featured by its premium position at hall 5A - L200, the Pavilion became an attraction pole for visitors. The hospitality area witnessed a succession of meetings, visitors coming and going and industry representatives dealing with prospective customers. Hundreds of coffees were served and dozens of meetings took place at the 3 rooms reserved for that purpose. Such a frantic pace of work shed light about the positive results achieved by the INC members joining the Pavilion.

GulFood 2017: 1st Edition of the INC Pavilion at Middle East

INC attended GulFood 2017 (February 26 - March 2) with the first edition of the Nuts and Dried Fruits Pavilion at Middle East. 12 companies from 10 countries joined the INC in the world's biggest annual food and hospitality show.

Along its 108 sq m the Pavilion became a trading hub for the nut

and dried fruit businesses, with hundreds of commercial and informal meetings being held at the co-exhibitor's booths and the hospitality area.



GulFood

Heavy and continuous traffic of visitors through Za'abeel Hall 3 Stand Z3-A20 turned INC Pavilion into a vivid and lively space to do business and network with top industry leaders. As an innovation at the 2017 edition, there were two 'happy hours' held on February 26 and March 1. Both events afforded great visitor's attendance, launching an original concept to do networking in a different and relaxed atmosphere.

Exploring New Regions within the South-East Asian Market

INC debuted at SIAL-InterFood Jakarta, an exhibition attracting more than 40,000 visitors. From November 9 - 12, 2016 INC attended the Indonesian food innovation exhibition willing to open new markets within the South-East Asian region.



Jakarta

As India hosts the XXXVI World Nut and Dried Fruit Congress, great efforts were put in promoting

Chennai 2017 within this part of the globe due to its potential growth and alluring economic perspectives. Indonesia is the 4th largest country in the world in terms of population, embracing 50 per cent of ASEAN (Association of South-East Asian Nations) population. When it comes to economic power, Indonesia represents the 16th largest economy in the world being member of the G20 major economies.

INC at the International Peanut Forum

The International Peanut Forum was held in Madrid from April 13 - 15, 2016. INC's participation was supported by a stand located at the Exhibition Area. Coffee breaks and pauses between sessions attracted great many traffic of participants to this area. INC provided delegates with information about the benefits of becoming member and answered their questions mainly revolving around the INC Pavilion and the statistics Database.



IPF

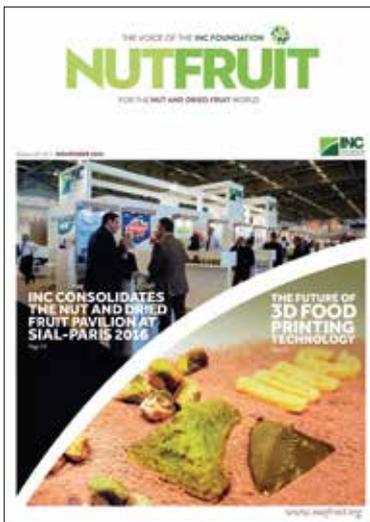
Attendees also expressed their interest in joining the INC Congress in Chennai 2017. Indeed, Ms. Goretti Guasch, INC Executive Director, was invited to address the audience so as to present the World Nut and Dried Fruit Congress.

Publications

All INC Publications share the same common ground: to provide the INC members with useful and high-value information.

Nutfruit Magazine

The INC Magazine was launched with a revamped design and structure in March 2016, under the new “Nutfruit” heading (formerly “The Cracker”). After that, the subsequent July 2016, November 2016 and March 2017 issues have plentifully consolidated the new model, based on the diversity of topics and formats, and on the high quality and rigor of its articles and reports, shaping it as a first-class exclusive product to our members.



The Nutfruit Magazine provides essential news, data and figures (such as the Business News, Legal Update or the Global Statistical Review sections...) to keep our members updated on the industry’s trends; and simultaneously features divulging (Health News, INC Congress, INC News, Industry News...) and in-depth contents, through sections like Gourmet, A Chat With the Industry or Feature Articles.

Newsletter

Three types of newsletter were sent in 2016 to INC members, stakeholders and industry-related

organizations around the world. “Cracking the News”, on a weekly basis, includes an exhaustive selection of news and reports published all over the world, mostly in prime newspapers and magazines, concerning nuts or dried fruits and, usually, their influence on health and wellness.



The regular monthly newsletter informs on the INC’s latest news: updates on the organization details of the INC Congress, announcements of new events, promotion of the INC Pavilion or other sponsorship opportunities, post-event reviews, new projects or advantages to members... were some of the typical topics featured on the monthly newsletter. The newsletter also gives insight on the latest research findings and government regulations. Finally, several special

newsletters were also released during the year. They were related to specific subjects that, due to their relevance, interest or timing, deserved an individualized publication.

Website

During 2016, the INC corporate website nutfruit.org registered a total of 84,049 visits. May (INC Congress in San Diego) stood out as the month with the highest traffic, reaching a total of 11,037 visits, which resulted in an 8.5% rise compared to May 2015.

An in-depth KPIs analysis shows how the INC corporate website fulfilled its objectives when it comes to matching current member’s needs, while grabbing the attention of potential new members. As a matter of fact, the Members Area got a total of 12,897 visits (+138%, compared to the 4,911 of 2015), whereas the Become a Member page achieved a total of 5,510 visits (+148% compared to last year). The regions achieving the highest number of visits are Europe, US, Turkey, India and China, being all of them key players in the nut and dried fruit industry.



Communication and Digital Media

Numerous actions and strategies were implemented during 2016 as part of the INC Communication and Digital Marketing Plan pursuing several goals: promoting INC initiatives, divulging the properties of nuts and dried fruits, increasing their popularity and, ultimately, fostering the nut and dried fruit industry in general.

PR and Communication Actions

The 2016 PR Communication Plan included the publication of a total of ten press releases, basically focused on highlighting the health benefits of nuts and dried fruits, and on disseminating those INC's projects with visible impact on society such as the call for research, promotion and dissemination projects. Those releases were published by international media and achieved 2,200 total impacts.

The range of addressed topics was diverse: 'Cashews are a good source of nutrition as they are rich in beneficial unsaturated fats' (Jan 2016), 'INC awards promotion and research into health benefits of nuts and dried fruits with grants of 250.000 Euros' (Jan 2016), 'Pistachios may help lose weight and decrease the risk of cardiovascular disease and diabetes' (Feb 2016), 'Frequent nut consumption may help to prevent diabetes and improve blood glucose control' (Apr 2016) or 'Eating nuts may help decrease between 30-50% the risk of coronary heart disease' (May 2016).

Additionally, two special press releases were produced and sent to US media so as to promote the INC Congress in San Diego before and after the event. A total of 429 impacts were achieved by these press releases (221 and 208, respectively), reaching an economic estimated value of 3,962,244 €.

Digital Marketing Plan

Special efforts were dedicated to the INC's Digital Marketing Plan, designed to disseminate the organization's projects among its different targets. As for that, publications on each social network were adapted to their objective targets: Twitter and LinkedIn's focus is oriented towards professionals and industry-related users, whereas Instagram and Facebook stand out because of their influence on the general public and final consumers.

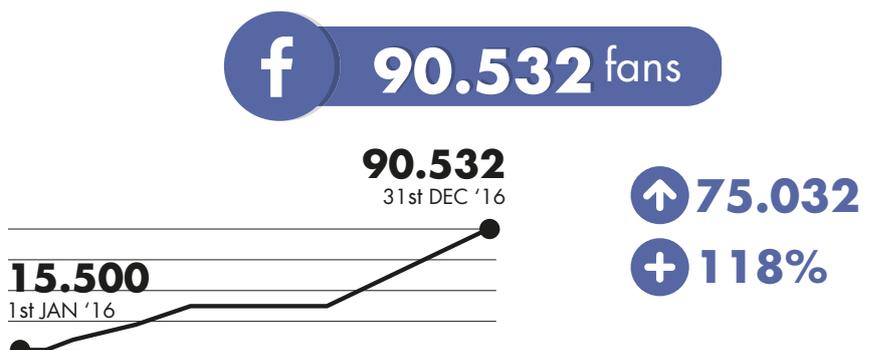
2016 turned out to be particularly successful in Facebook, where the INC's page figures experienced a remarkable increase, from the 2,000 fans in October 2015, to 90,532 at the end of 2016. The number of fans was nearly 130,000 in March 2017.

However, while experiencing this extraordinary boost on Facebook, the INC simultaneously launched an ambitious strategy on Instagram, that may well be deemed the most emerging Social Media nowadays. Because of the large number of users and companies using this platform, it is being used to achieve more

potential public. At the end of the year, the INC had 123 followers. A total of 34 publications were released during 2016 reaching 295 likes.

Positive behavior was also shown by the INC's Twitter profile: considering that the profile is slightly more focused on professionals and companies, the fact that 62% of INC's audience on Twitter is interested in business and news, stands as a highly positive rate, since it means that audience's interests match the type of contents INC is releasing. By the end of the year, INC social community on Twitter already had overcome the milestone of 1,000 followers (1,021). Between October 2015 and December 2016, the number of fans rose from 711 to 1,021 (+43%). An average of 3-4 posts were published per day, reaching a total of 634 impressions per day.

Finally, INC launched its presence in LinkedIn at the beginning of 2016, aiming to reach a clearly professional audience. After one year, during which a total of 69 publications were posted, we were able to achieve 1,692 views and 443 recommendations. The INC LinkedIn group was formed by 437 members on December 31, 2016.



Communication and Digital Media

Nuts for Gifts

The “Nuts for Gifts” Global Dissemination Plan was conceived, drafted and designed in 2016, under the general idea of promoting nuts and dried fruits as a gift object. On the basis of that core notion, an entire project has been defined and it is ready to be applied.

Two pivotal guidelines define the project: on the one hand, the DIY (Do It Yourself) philosophy. Not only does Nuts for Gifts promote nuts

and dried fruits as a present, but also encourages consumers to handcraft the packaging themselves hence seeking a unique and personalized design. A total of five promotional videos of nut-based gifts being handcrafted have been recorded and uploaded to the website.

On the other hand, the dissemination of the message will be channeled through influencers: Celebrities of the DIY world, mainly bloggers and YouTubers, will post videos of their own “Nuts for Gifts” handicrafts and will encourage their followers to join

the trend. The list of 100 influencers to be contacted and asked for collaboration was also drafted in 2016.

Finally, the website was also designed during the year. This responsive site follows a strongly visual, intuitive and attractive design, which you can view in four different languages: English, Spanish, Arabic and Hindi.

All those preparatory tasks were carried out during 2016, leaving the project ready to be launched in 2017.



Nutrition Research and Dissemination

The World Forum for Nutrition Research and Dissemination is the international umbrella for scientific research and dissemination related to health, nutrition, nuts and dried fruits. It defines research priorities and promotes research and dissemination grants.

Prof. Jordi Salas Salvadó, Rovira i Virgili University, Spain - Chairman
Mr. Antonio Pont, Spain, President
Delegate INC Executive Committee

Academic Honorary Committee:

Dr. David Jenkins, St. Michael's Hospital, Canada
Prof. Gerhard Rechkemmer, Max Rubner-Institut, Germany

Dr. Emilio Ros, Hospital Clínic de Barcelona, Spain
Dr. Joan Sabaté, Loma Linda University, USA

Evaluating Nutrition Committee:

Dr. Cesarettin Alasalvar, TUBITAK Marmara Research Center, Turkey
Dr. Josefina Bressan, Federal University of Viçosa, Brazil

Dr. Karen Lapsley, Almond Board of California, USA
Dr. Denis Lairon, Faculté de Médecine, Marseille, France
Dr. Girish B. Maru, Advanced Center for Treatment Research and Education in Cancer, India
Ms. Maureen Ternus, INC Nutrition Research and Education Foundation, USA

Nutrition Research and Dissemination

The objectives of the INC World Forum for Nutrition Research and Dissemination are to promote research and dissemination projects, to disseminate the latest research findings worldwide, and to promote calls for specific research and dissemination projects. The Forum recommends research priorities, advises on scientific awards and monitors calls supported by the INC, such as the annual Call for Research Projects and the Call for Promotion and Dissemination Projects.

Research Grants

In 2016, INC approved to fund the following scientific studies. Such projects had been submitted to the annual Call for Research Projects. INC launched a 200,000 € Research Grant, with due date for submission on February 29, 2016. The call was open for public and private institutions, as well as not-for-profit organizations, with the overall objective to promote clinical, epidemiological, basic and strategic research that may contribute to enhance the understanding of the health effects of nut and dried fruit consumption.

Grant recipients:

- **Project:** Dried fruit as a means for lowering the glycemic response to high glycemic index-carbohydrate foods (clinical study). Principal Investigator: Dr. Cyril Kendall, Glycemia Consulting Inc., Canada.
- **Project:** Exploration of the effects of nut consumption on markers of inflammation and endothelial function (systematic review and meta-analysis). PI: Prof. Linda Tapsell, University of Wollongong, Australia.
- **Project:** Effects of nut-derived miRNAs on inflammatory and metabolic profile of fat cells (animal and cell study). PI: Dr. Daniele Lettieri-Barbato, University of Rome Tor Vergata, Italy.

Exceptionally, in 2016, the INC launched a second Call for Research Projects (150,000 €) with due date for submission on November 30, 2016. The objective of this grant was to fund clinical and/or epidemiological research that may contribute to enhance the understanding of the health effects of the less studied tree nuts,

specifically Amazonia (Brazil) nuts, cashews, macadamias, pecans and pine nuts.

INC received 23 applications from 12 countries, which have been peer-reviewed by the Evaluating Committee of the INC World Forum for Nutrition Research and Dissemination. The Evaluating Committee will develop an academic prioritization of the projects. However, the final funding decision will be made by the INC Executive Committee.

Call for Promotion and Dissemination Projects

In 2016, INC approved to fund three projects submitted to the annual Call for Promotion and Dissemination Projects. The call was launched in December 2015, with due date for submission on February 29, 2015. The Call (50,000 €) was open for public and private institutions, as well as not-for-profit organizations, with the main objective to build consumer demand for nuts and dried fruits worldwide, whenever such projects were beyond the scope of the INC, i.e. projects that INC cannot fit within its regular activity.

Grant recipients:

- **Institute for Clinical and Experimental Medicine (IKEM), Czech Republic.** **Project:** Nuts, Obesity and Diabetes Symposium, 34th International Symposium on Diabetes and Nutrition.
- **Nucis Italia.** **Project:** Nuts & Fit, Frutta Secca & Sport, il mix ideale per tenersi in forma.
- **Nucis Germany.** **Project:** Update Ernährungsmedizin (Update in Nutritional Medicine Congress).

Analysis of the Impact of Scientific Research and Promotion on Nut and Dried Fruit Consumption

There has been a sustainable growth of nut and dried fruit consumption in the last years. This trend could be associated with the raise of the number of scientific studies on health and nutrition, as well as the industry efforts to promote nut and dried fruit consumption.

As a service to help understand the sector, INC is working on an Analysis of the Impact of Scientific Research and Promotion on Nut and Dried Fruit Consumption. INC aims at evaluating the impact that research in health and nutrition and the efforts in marketing and promotion had on consumption over the years.

Over the last months, INC focused on the analysis of the impact that scientific research had on consumption. INC searched studies published in scientific journals over the last thirty years on health and nuts and dried fruits. The data are being analyzed to provide insights for each nut and dried fruit and health and nutrition research areas separately.

The preliminary results show that both the number of scientific studies and consumption of nuts and dried fruits increased notably in the last years. Cardiovascular disease, cholesterol and antioxidant capacity were the predominant research areas.

Scientific and Government Affairs

Scientific and Government Affairs Committee: This committee monitors scientific and technical issues related to international and supranational regulations, food safety and agricultural quality standards.

Mr. Pino Calcagni, Besana SPA, Italy - Chairman

Ms. Julie G. Adams, Almond Board of California, USA - Vice-Chairwoman

Prof. Dr. Uygun Aksoy, Ege University, Turkey

Prof. Dr. Güner Arkun, Istanbul Aydin University, Turkey

Ms. Anne MacMillan, The Wonderful Company, USA

Mr. Cheng Hung Kay, CHK Trading Co Ltd., China, Hong Kong

Dr. Cameon Ivarsson, Napasol AG, Switzerland

Mr. Nico Janssen, Dr. A. Verwey B.V., Netherlands

Mr. Tom Jones, DFA of California, USA

Mr. Barry F. Kriebel, Sun-Maid Growers of California, USA

Mr. John O'Neill, Tesco Stores Limited, UK

Mr. Antonio Pont Jr, Crisol de Frutos Secos SAT, Spain

Mr. Michael Waring, MWT Foods, Australia

The INC Scientific and Government Affairs Committee closely monitors scientific and technical issues that may be susceptible of having a negative impact on the nut and dried fruit sector. As the international source of information, INC makes every possible effort to be updated on the latest issues that are most relevant for the industry.

2016 Import Border Rejections

INC monitors food safety alerts not only in Europe but also in USA, Australia and Japan, analyzing the trends and monitoring the causes and origins.

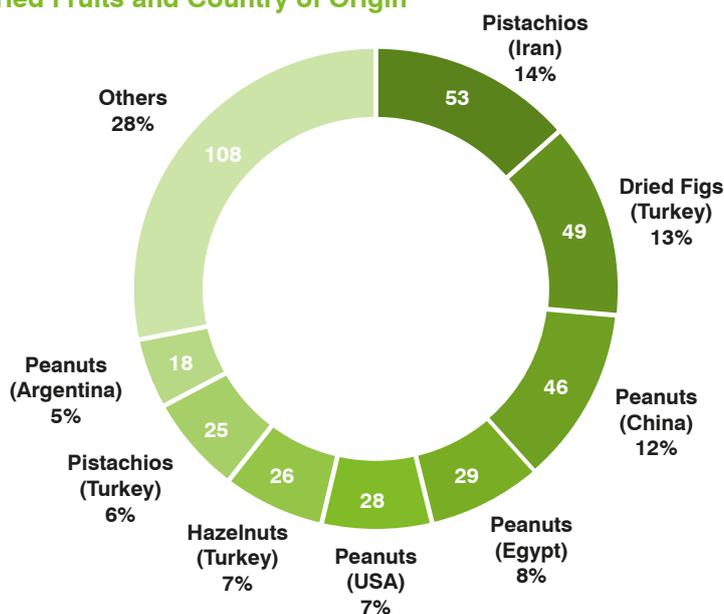
EU-RASFF. The European Union's Rapid Alert System for Food and Feed (RASFF) notifications for edible nuts and dried fruits in 2016 were slightly up (5.8% and 8.2%, respectively) from 2015. The most notified edible nuts were peanuts, followed by pistachios and hazelnuts. The presence of aflatoxins remains as the main reason for notifying nuts. As for dried fruits, figs, grapes and apricots were still the most notified. Sulphites became the main reason for notifying dried fruits.

USA. The number of notifications for edible nuts and dried fruits in the US showed a downward trend, reaching 33% and 11% less, respectively, than in 2015. Peanut was the edible nut most notified (17 notifications) while date was the most notified dried fruit (30 not.). The main reason for notifying edible nuts was misbranding (28% of total); for dried fruits it was filthy (33%).

Japan. Notifications for edible nuts and dried fruits increased by 57% with respect to 2015, from 63 to 99 notifications -the highest in the last six years. Peanut was the most notified nut (58 not.). The main reason for notifying edible nuts and dried fruits was still the presence of aflatoxins (90% of total).

Australia. In 2016, Australia issued 29 notifications for nuts and dried fruits, similar to 2015. The most notified nut was peanut, with 13 notifications, followed by pistachio, with 9 notifications. The main reason for notifying edible nuts and dried fruits was the presence of aflatoxins (a total of 27 not.).

2016 RASFF Mycotoxin Notifications for Nuts and Dried Fruits and Country of Origin



Scientific and Government Affairs

In 2016/2017, INC paid particular attention to the following issues:

Pesticides:

Chlorpyrifos. At the beginning of 2016, the European Commission (EC) reduced the Maximum Residue Limit (MRL) for chlorpyrifos in table grapes from 0.5 mg/kg to 0.01 mg/kg. The new MRL entered into force on August 10, 2016. The lack of sufficient transitional period posed a risk to the availability of dried grapes on the EU markets. Finally, there was broad support by the EU Member States on applying a more proportionate enforcement approach in this specific case.

Fosetyl. In January 2016, the 75 mg/kg temporary MRL set by the EC for fosetyl in almonds, cashews, hazelnuts, macadamias, pistachios and walnuts was extended until 1 March 2019, allowing enough time to complete the research needed to submit a dossier for a permanent MRL. The US industry submitted the dossier in September, 2016, including a recommendation for a permanent MRL higher than the current temporary MRL.

Trade:

Blanched Peanuts. In October 2016, the World Customs Organization voted in favor of reclassifying blanched groundnuts in heading 20.08 (processed) instead of 12.02 (raw), which would increase the duty rate from 0 to 11.2-12.8%. To avoid costly consequences, INC requested WCO and EC to reconsider the new classification. Finally, some countries, including the EU, put forward a reservation with regard to the reclassification.

Dried Cranberries. In view that the EC will review the renovation of the dried cranberry duty suspension later this year, the INC requested the EC to maintain the current status of the suspensions. The possible non-renewal of the current duty suspensions would have a negative impact from the trade perspective.

Additives:

Sorbates and Sulfites. The EC is currently re-evaluating the safety of several approved food additives. In the case of sorbates and sulfites, the European Food Safety Authority (EFSA) found that the safety re-evaluation was hindered by limited data availability. Thus, the EC called for new scientific and technical data on the permitted food additives sorbates and sulfites to revise the present authorizations. Once EFSA has assessed the new data, the current authorization of the additives may be revised, if needed.

Contaminants:

Hydrocyanic Acid. Following an EFSA Scientific Opinion on acute health risks related to the presence of cyanogenic glycosides in raw apricot kernels and products derived from raw apricot kernels, the EC established a maximum limit of 20 mg/kg for hydrocyanic acid in unprocessed whole, ground, milled, cracked, chopped apricot kernels placed on the market for the final consumer.

Official Voice of the Sector

The INC is recognized as the official representative of the global nut and dried industry by international and supranational institutions such as Codex Alimentarius, Food and Agriculture Organization of the United Nations, World Health Organization, World Trade Organization, United Nations Economic Commission and European Commission, among others. As the official voice of the global trade and production of nuts and dried fruits, INC participated in the following activities in 2016/2017.

Codex Alimentarius. INC participates as Official Observer in different electronic working groups and sessions. In 2016/17, INC participated in the activities of the following Codex Committees:

- Processed Fruits and Vegetables
- Pesticide Residues
- Food Import & Export Inspection & Certification Systems
- Contaminants in Foods
- Food Labeling

UNECE. INC collaborates with the United Nations Economic Commission for Europe (UNECE) in the review of Agricultural Quality Standards for tree nuts and dried

fruits. In 2016, INC participated in the 63rd Session of the Specialized Section on Standardization of Dry and Dried Produce, in the Workshop on Agri-Food Supply Chains in Cross-Border Trade of Nuts and Dried Fruits, and in the 72nd Session of the Working Party on Agricultural Quality Standards.

UNECE Standards adopted in 2016:

Almond Kernels, Dried, Apricots, Dried Figs, Dried Grapes, Inshell Pistachio Nuts

Statistics

The Statistics Committee aim is to support the INC in gathering accurate statistical information in order to stay ahead of the nut and dried fruit industry. Chaired by Mr. Giuseppe Calcagni, it is composed of 16 Working Groups, one for each nut and dried fruit.

Almonds Working Group: Leader Julie Adams, Almond Board of California, USA.

Brazil Nuts WG: Leader Pino Calcagni, Besana, Italy - Committee Chairman.

Cashews WG: Leader Amit Khirbat, Olam International, Singapore.

Hazelnuts WG: Leader Ahmet Bilge Anbarlilar, Balsu Gida, Turkey.

Macadamias WG: Leader Jolyon Burnett, Australian Macadamia Society, Australia.

Pecans WG: Leader Bruce Caris, The Green Valley Pecan, USA.

Pine Nuts WG: Leader Chen Ying, China Chamber of Commerce for Imports and Exports, China.

Pistachios WG: Leader Mike Hohmann, The Wonderful Company, USA.

Walnuts WG: Leader Jinkui Zhou, Fen Zhou Yu Yuan Native Produce, China.

Peanuts WG: Leader Chen Ying, China Chamber of Commerce for Imports and Exports, China.

Dates WG: Leader Ahmed Boujbel, Boudjebel, Tunisia.

Dried Apricots WG: Leader Osman

Oz, Aegean Exporters Association, Turkey.

Dried Cranberries WG: Leader Lee Doleman, Ocean Spray, USA.

Dried Figs WG: Leader Osman Oz, Aegean Exporters Association, Turkey.

Prunes WG: Leader Steve Sousa, Mariani Packing, USA.

Dried Grapes WG: Leader Osman Oz, Aegean Exporters Association, Turkey.

Statistics Database

During the last months, the INC has prepared the new online Database with a more intuitive and user friendly graphical interface. Once launched, members will increase the possibilities to work with charts and maps. Moreover, the new data service will also allow the future addition of new statistical information, such as planted hectares and prices.

With 230,000+ statistics since 1995, the database allows users to customize their search options and results visualization combining product, country, year, production, consumption, import and export variables in the form of tables, charts and world maps to get a panorama of the industry at a glance.

Besides the online Database, the INC issues an Statistical Yearbook featuring historical trends and a comprehensive set of production, trade and consumption data.

Statistical Yearbook

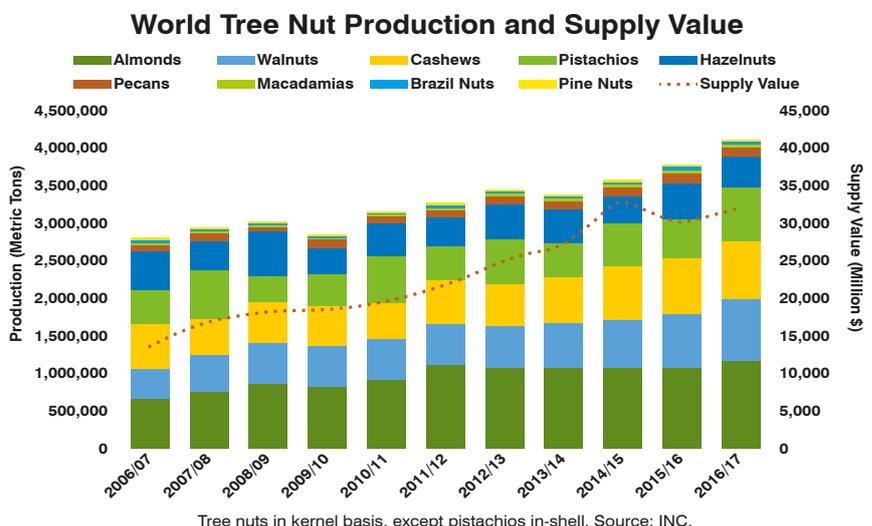
2016/2017 world tree nut production continued the increasing trend observed in the previous years. It has been estimated at 4.1 million metric tons; 350,000 MT more than 2015/16 season and 47% up over the last decade.

Among the tree nuts, almonds presented the major production volume, with 1.2 million MT (kernel basis); followed by walnuts and cashews that produced 850,000 and 755,000 MT (kernels basis) respectively.

The world major tree nut producing country was the USA, accounting for an estimated production of 1.7 million MT in 2016/17; followed by China and Turkey (408,000 and 407,000 MT respectively; figures are expressed in kernel basis, except for pistachios in-shell). Walnuts and macadamias experienced the biggest relative growth over the last 10 years' average; 53% and 46% respectively. While, when compared

to the previous season (2015/16); world pistachio production presented the major increment, reaching a 41% growth. Peanut world production also showed a positive trend during the last decade, its production was increased by 16%; reaching 41.5 million MT. China is the top producer (42%), followed by India (13%) and Nigeria (7%).

World dried fruit production accounted for 2.8 million MT in 2016/17 season, representing a 7% increment over the previous season. Dried grapes remained the most produced dried fruit, with a 1.3 million MT production, followed by table dates and prunes, amounting



873,000 MT and 180,180 MT respectively. Turkey was the leading producer (488,250 MT) along with Iran and the USA, that amounted 319,000 MT and 312,000 MT respectively. When compared to the previous season, the major growth was observed for dried apricots (12%) and for table dates if taking into account the last decade average (24%). Sweetened dried cranberries production has steadily increased in the last 4 seasons, reaching 183,000 MT for 2016/17 crop, being its 79% produced by the USA.

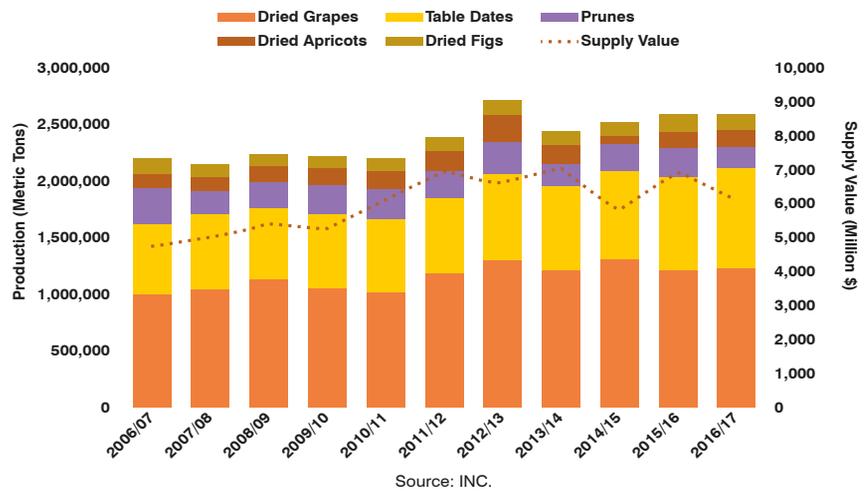
World Map of Trade Flows

Released every two years, the World Map of Nut and Dried Fruit Trade Flows offers a global yet comprehensive overview of the main export and import movements for tree nuts, peanuts and dried fruits around the world. It constitutes a useful tool to easily identify commodity trading trends.

In 2015, 2.2 million metric tons of tree nuts were traded around the world. The majority of the exports worldwide came from Asia and Northern America (USA, Vietnam, Turkey, Iran and China). In turn, although the USA was the major importer of tree nuts in 2015, Europe and Asia concentrated most of the imports (Germany, China, Italy, Vietnam and Spain). Shipments of tree nuts towards Asia incremented significantly along the last decade. China, Vietnam, USA, India and UAE were the destinations that presented the highest growth over this period.

The top five exporters of dried fruit in 2015 were Turkey, USA, Iran, Iraq and Pakistan. Nonetheless, it is noteworthy that African exports of dried fruits went up from 6% of the world total in 2005, to 10% in 2015. Almost 80% of dried fruit imports were destined to Europe and Asia, being India, the UK, Germany and France the biggest buyers. While the most noticeable growth in import volume throughout the last ten years was observed in India and Morocco.

World Dried Fruit Production and Supply Value



World Tree Nut Imports 2005 vs. 2015



Source: DESA/UNSD United Nations Comtrade Database.

World Dried Fruit Imports 2005 vs. 2015



Source: DESA/UNSD United Nations Comtrade Database.

Business Integrity Committee

The Business Integrity Committee will advise INC on defaults, industry integrity issues and review the impact on members.



Michael Waring,
Chairman

Stephen Meltzer,
Chairman of the INC
Ambassadors Committee

Karsten Dankert,
INC Board member

Pratap Nair,
INC Board member

Giles Hacking,
INC Board member

Mark Mariani,
INC Chairman

Goretti Guasch,
INC Executive Director

At the 2016 San Diego Congress, the INC formed the new Business Integrity Committee (BIC). Recently a significant number of INC members were affected by business defaults. Although not a new phenomenon, the recent impact on US Walnut and Almond exporters combined with a highly attended US hosted Congress brought the discussion of the integrity of members to the fore.

INC reviewed its policy in regards membership and considered what actions might best support our members. A member forum was held in San Diego. The session and discussions were a highly anticipated event and forum attendance was at capacity.

The forum included panel members Giles Hacking, Argo Dermenjian, and Michael Waring as Chair. INC engaged renowned US lawyer Andrew Wanger to assist with the panel. The question and answer session was blunt and message clear: INC members expect a base code of conduct be followed by fellow members. Defaulting businesses and their directors are

not welcome as members or at the INC Congress.

In October 2016, the Board of Trustees unanimously agreed to the amendment of INC By law Article 3 "Founding Aims of the Foundation" inserting new item 8: "To promote integrity and good business practices in the nut and dried fruit sector".

Industry participants that wish to be or remain members need conform to a base standard of integrity, especially in regards compliance with directions of arbitration and judiciary acknowledged in their contracts. INC is within its rights to expel and/or not accept companies and/or individuals that do not comply with these decisions.

BIC will advise INC on defaults, industry integrity issues and review the impact on members. BIC will specifically recognise The Nut Association (UK), Association of Food Industries AFI (USA), Waren-Verein (Germany), and will

consider other jurisdictions.

INC and BIC encourage all members to seek advice in regard to contract formation, enforceability and relevant dispute settlement mechanisms. Correct and basic contract structure will assist in enforceability between buyer and seller.

The old adage of "Know your Customer" or "Know your Supplier" has never rung truer than in the current fast moving world of international trade. The INC will continue to provide an exceptional opportunity to grow your contacts and relationships within an environment conducive to and under a membership code of conduct that will make you proud to be a member, and sought after as a partner in business.

Ad Hoc Working Groups



Global Cashew Council

On March 10, 2015, the Global Cashew Council (GCC) selected the project "Increasing demand for cashew nuts by demonstrating cardiovascular benefits & reduced energy content" by Dr. David J. Baer, USDA Beltsville Human Nutrition Research Center, beneficiary of the GCC Research Grant. The objective of this study is to determine the effect of cashew nut consumption on established and emerging markers of cardiovascular disease, and to

determine the metabolizable energy value of cashew nuts. The project started in July 2015 and will end in June 2017.

Given the good reception of the Technical Information Kit about cashews, the GCC translated the brochure into Spanish and French. This kit provides a basic understanding of using cashews (characteristics, applications, safety and quality standards) and targets buyers, processors, manufacturers

and the food service industry. The kit is currently being translated into Hindi and Vietnamese thanks to the assistance of the Cashew Export Promotion Council of India (CEPCI) and the Vietnam Cashew Association (VINACAS).

Macadamia Working Group

In January 2017, INC launched the Macadamia Health Research Grant on behalf of the global macadamia industry. The macadamia community called for research projects that may contribute to enhance the understanding of the health effects of macadamia nuts consumption. For the first time, multiple macadamia growing origins embarked on an international collaboration that will deliver long-term benefits to the sector around the world.

The research will compare the effect of a macadamia enriched diet vs a control diet on insulin resistance/secretion, lipid profile (total cholesterol, LDL cholesterol, HDL cholesterol and triglycerides) and other emergent cardiovascular risk factors (e.g. inflammation, oxidative stress markers, etc.), including the evaluation of the effects of macadamia nut consumption on adiposity. Applications closed on February 28, 2017; the grant announcement is expected after the INC Congress in Chennai,

India, May 19-21, 2017. In March 2017, the Macadamia

Working Group put the finishing touches to the Technical Information Kit. Inspired in the Technical Kit about cashews, this brochure will provide a basic understanding of using macadamias (characteristics, applications, food safety and quality standards) and it will be distributed to hundreds of buyers, processors, manufacturers and the food service industry around the globe.

Stakeholders Meetings

AFI Annual Convention

INC participated in the Annual Convention of the Association of Food Industries (AFI), held in Lake Buena Vista, Florida, USA, from 7 to 9 April 2016. Mr. Jack Mariani, Co-Chairman of the INC Congress in San Diego gave a presentation about the INC activities, an overview of industry statistics and details about the Congress. AFI's convention featured presentations on the Food Safety Modernization Act -the biggest change to US food law in nearly a century, and the Foreign Supplier Verification Program. Expert speakers outlined that exporters to the US should

expect their customers to request documentation related to their food safety plans and how those plans are carried out, monitored and audited.

2nd Meeting of the Spanish Almond Industry

INC was present at the Second Meeting of the Spanish Almond Industry, held in Zamoranos-Priego, Spain, on April 14, 2016. Organized by the Spanish Almond Board (SAB-Almendrave), about 130 delegates had in-depth discussions and expert round tables on the developments and challenges of the sector, sorting technologies, food

safety and health research. Dr. Ana Bermejo, INC Food Safety and Law Specialist gave a presentation on main food safety issues, including traceability, pesticides, aflatoxins, control borders and microbiological risk.

FRUCOM Open Discussion

INC attended the Open Discussion of the European Federation of the Trade in Dried Fruit & Edible Nuts, Processed Fruit & Vegetables, Processed Fishery Products, Spices and Honey (FRUCOM) on April 19, 2016. About 35 participants from 22 organizations and companies had the chance to learn from the

Stakeholders Meetings

European Commission and the European Crop Protection Association about the current and future challenges for the management of pesticides.

Safe Food California

The INC sponsored the Safe Food California conference, the West Coast's Premier Food Safety Conference and Expo, held in Monterey, from 18 to 20 April 2016. Aimed at providing a venue for the food industry to gather, exchange ideas and learn about trends in food safety and quality practices, SFC brought attendees a wealth of knowledge to both implement and optimize their food safety and quality practices. Special attention was given to the Food Safety Modernization Act.

China International Tree Nut Conference

INC participated at the China International Tree Nuts Conference, August 4-5, 2016, in Guangzhou. Under the auspices of the China Chamber of Commerce for Import & Export of Foodstuffs, about 250 participants from more than 10 countries shared their views on the global production and consumption of tree nuts. Mr. Pino Calcagni, INC Vice Chairman and Chair of the Scientific and Government Affairs Committee, provided a comprehensive set of statistics on production and consumption, and an analysis of the global challenges facing the industry, including climate change and food safety.

Building Sustainable Futures Forum

On September 15, 2016, INC attended the Building Sustainable Futures Forum in Singapore, where the Global Agri-Business Alliance (GAA) was launched with the support of 36 leading agri-business companies. This alliance seeks to tackle the major environmental and

social challenges facing agricultural supply chains and rural communities around the world. Through a coordinated sector level approach, GAA aspires to become the voice of the agri-business community and play a leading role towards achieving the UN Sustainable Development Goals (SDGs), and Goal Number 2 in particular: "End hunger, achieve food security and improved nutrition and promote sustainable agriculture".

Annual Global Food Safety Summit

INC attended the 11th Annual Global Food Safety Summit organized by the European Networking Group in Barcelona, Spain, on September 7-8, 2016. This annual meeting brings together key stakeholders in the global food and beverage supply chain to share strategic insight and case study experiences on internal safety practices. Key topics included global approaches to food safety, managing complex supply chains, preventing food fraud and cross contamination, and ensuring traceability and recall readiness.

EU-Turkey Cooperation Scheme on Hazelnuts, Annual Consultations

On October 21, 2016, INC attended the annual meeting of the EU-Turkey Cooperation Scheme on Hazelnuts. The event brought together Turkish and EU producers, traders, processors and associations, as well as representatives of the Turkish government and the European Commission. About 46 participants from 5 countries reviewed the 2015/16 campaign, including production, price, trade, end-of-season stocks and consumption; expectations for 2016/17; administrative arrangements in the hazelnuts sector; developments in EU common market organization; and aflatoxin controls on hazelnuts and derived products from Turkey.

FRUCOM Open Discussion Round

INC attended the Open Discussion Round of FRUCOM, held in Hamburg, Germany, on November 24, 2016. About 22 organizations and companies from 13 countries discussed the work of FRUCOM and the aims and activities for the coming year. Special attention was given to technical issues, such as fosetyl and chlorpyrifos, and the importance of proactivity and industry cooperation.

31st European Dried Fruit Meeting

On November 25, 2016 INC attended the 31st European Dried Fruit Meeting in Hamburg, Germany. The meeting brought together about 70 representatives of different nut and dried fruit organizations and companies to discuss, among others, the impact of climate change on global economy, mineral oils (MOSH and MOAH), how to assess the effect of plant protection products, the dried fruit sector in Turkey and the ease of the embargo on Iran.

FRUCOM Dried Fruit and Nuts Working Group Meeting

INC participated in the meeting of the Dried Fruit and Nuts Working Group of FRUCOM, held in Brussels, on January 26, 2017. About 17 organizations and companies from 10 countries were updated on FRUCOM's activities as regards additives, pesticides and contaminants, among other technical issues. Special attention was given to the reclassification of blanched peanuts by the World Customer Organization, as well as the EU-Canada Comprehensive Economic and Trade Agreement (CETA) and the duty suspension on dried cranberries.

INC collaborates with worldwide organizations that share common goals and interests in representing and defending the nut and dried fruit industry, as well as promoting research and education, and communication campaigns.

Aegean Exporters Association; African Cashew Alliance; Almond Board of Australia; Almond Board of California; American Peanut Council; American Pistachio Growers; ANTEP Pistachio Promotion Group; Association of Chocolate, Biscuit and Confectionery Industries of Europe; Association of Turkish Nut and Dried Fruit Industrialists and Businessmen; Australian Cashew Association; Australian Macadamia Society; Australian Nut Industry Council; Australian Pistachio Growers Association; Australian Walnut Industry Association; Black Sea Exporters Union; Brazilian Association of Macadamia Nuts; Brazilian Cashew Nut Association; California Dried Plum Board; California Fig Advisory Board; California Walnut Board and 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; DFA of California; European Federation of the Trade in Dried Fruit, Edible Nut, Processed Fruit and Vegetable, Processed Fishery Product, Spices, Honey and Similar Foodstuffs; European Snack Association; Freshfel; Hazelnut Growers of Oregon; International Society for Horticultural Science; Iran Dried Fruit Exporters Association; Iran Pistachio Association; Istanbul Exporters Unions; Kenya Nut Processors Association; 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; Southern African Macadamia Growers Association; Southern African Subtropical Growers Association; Spanish Almond Board; Spanish Association of Dried Fruits and Carobs; The Nut Association (former CENTA); Turkish Hazelnut Promotion Group; UK National Dried Fruit Trade Association; Ukrainian Nut Association; US Association of Food Industries; US National Pecan Shellers Association; US Peanut and Tree Nut Processors Association; Vietnam Cashew Association; Waren-Verein der Hamburger Börse e.V.

THE VOICE OF THE INC FOUNDATION



NUTFRUIT

FOR THE NUT AND DRIED FRUIT WORLD

NUTFRUIT **CONNECTS YOU** WORLDWIDE



International Nut and Dried Fruit Council
T +34 977 331 416
inc@nutfruit.org
www.nutfruit.org