

Annual Report

2015/16



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MISSION AND OBJECTIVES

Our Mission: 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 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 public, private, national and

international organizations that 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.
- INC provides the platform that ensures our sector remains united and focused.

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

- Annual World Congress discount.
- Networking with top level managers.
- Online meeting point access.
- Nearly 700 members from over 70 countries.
- The *Nutfruit* magazine.
- INC Pavilion in top exhibitions.
- Annual Global Statistical Review.

- Exclusive online Database.
- Monthly newsletter and access to private website area.
- Access to industry information.
- Nutrition research and dissemination.
- Scientific educational events.
- Marketing campaign toolkits.



Mark A. Mariani
Chairman

LETTER FROM THE CHAIRMAN

Dear Friends,

It is my pleasure to present the 2015/2016 Annual Report of the International Nut and Dried Fruit Council's activities. The INC's mission is to be the international source of information of nuts and dried fruits, health, nutrition, statistics, government regulations and standards. We are the voice of the industry which promotes the growth and sustainability of the Nuts and Dried Fruit sector.

With new challenges and increasing complexities of the Nut and Dried Fruit Industry, the INC convened the XXXIV World Nut and Dried Fruit Congress in Antalya, Turkey. Over the course of three days, industry leaders discussed crop conditions, market trends, nutrition research, food safety and innovation. We were pleased to provide keynote speakers, including Mr. Muhtar Kent, Chairman and CEO of The Coca-Cola Company, and Mr. Hamdi Ulukaya, Founder, CEO and Chairman of Chobani Yogurts.

INC Pavilion in ANUGA, Cologne, was another success with 17 companies joining us in the largest food trade show. We also debuted a Pavilion at Gulfood 2016, which complements our presence at SIAL-Paris and ANUGA.

The INC represents a unified front of over 70 countries, which can bring expertise together, as evidenced of the temporary residue tolerance for Fosetyl-Al.

The Statistics Database remains pivotal within the INC's range of services. During the last year, we focused our efforts to reinforce the database, updating the graphic tools and increasing features, and enhancing the tools of the Statistics Committee of industry experts from 21 countries.

Health research and dissemination continues to be at the forefront of the INC. In 2015, we funded 350,000 Euros in grant funding to various research and promotional projects. INC continues to spread the health message of consumption of Nuts and Dried Fruits worldwide.

Our marketing and promotion plan has served to expand the health message through social media networks. Disseminating the benefits of nuts and dried fruits among consumers is essential to meet INC's guiding principles. Millions of conversations are being held every minute on the Internet, and this is the reason why the INC has reinforced its presence in the digital environment. The new website, the *Nutfruit&Health* blog and social media profiles are the tools by which INC promotes nuts and dried fruit benefits through the World Wide Web.

Finally, I would like to thank the members, sponsors and contributors for their support. All the above would not be possible without a dedicated Board of Trustees and Executive Committee, and the professionalism of our INC staff.

I wish you Good Harvests, Good Selling, and a continuing dedication to improving people's lives!

Sincerely yours,

Mark A. Mariani



Goretti Guasch
Executive Director

PRIORITIES FOR 2016/2017

The coming year will see intense INC activity in a number of initiatives and projects. At INC, we strive to represent the general interest of the nut and dried fruit industry and to promote the development and understanding of the industry globally.

In order to better understand the progress of the sector, the INC is working on an Analysis of the Impact of Scientific Research and Promotion on Nuts and Dried Fruits Consumption. The objective of this analysis is to enable us to assess the impact that health research and industry efforts in research, promotion and communication have had on consumption.

2016 has also seen the birth of the *Nutfruit* magazine. With a brand new design, structure and sections, the *Nutfruit* magazine will provide key information on market trends and will add new sections featured by industry leaders, guest food experts and researchers.

Following the guidelines of the Strategic Plan of Actions, promoting the health message around the globe will continue as a key priority action in 2016 and 2017. The Annual Communication Plan has been envisaged to reinforce INC's presence not only in specialized online and offline media, but also to reach final consumers worldwide. In addition, the INC will continue its collaboration with renowned international chefs to promote nuts and dried fruits consumption by gourmet recipes through the *Nutfruit* magazine and the *Nutfruit&Health* blog.

The INC will also continue the activities of the Global Cashew Council and the Macadamias Working Group, and following the success of the Cashew Technical Information Kit, new brochures for other products are being prepared.

Disseminating the health message throughout the world requires specific actions in particular forums. This is the reason why the INC will promote scientific symposia in international congresses of nutritionists and health professionals, as the 21st International Congress of Nutrition in Argentina, in October 2017.

As the international source of information on nuts and dried fruits, the database of statistics remains an important tool to keep members informed. With this in mind, the INC will publish the third edition of the World Map of Nuts and Dried Fruits Trade Flows, which is designed to help analyze international trade flows, production, consumption, and supply value trends.

In the years to come, the INC will continue its participation in the largest international trade shows. The INC Pavilion will be present at SIAL-Paris and Gulfood-Dubai, providing the meeting point of the nut and dried fruit industry to meet and do business.

Finally, we will continue planting, growing and harvesting the world's greatest nut and dried fruit event. Year after year, the World Nut and Dried Fruit Congress has broke records in terms of participation and sponsorships. It is our intention to keep on focusing on the same direction so as to provide participants with a matchless experience in an unparalleled event.

Thank you for your ongoing support.

Goretti Guasch

AROUND THE WORLD



OUR STRUCTURE

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

Arie Endendijk, Intersnack Procurement BV, Netherlands

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, Balcorp 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

Harry Sinclair, Kraft Heinz Company, USA

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: Formed by recognized leaders of the nut and dried fruit industry who work closely with the members of the Board of Directors.

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: Formed by past members of the Board, the Senators have performed exceptional services towards achieving the aims of the INC. They are entitled to 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

Sub-Committees

PR, Membership and Ambassador's 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, Balcorp Ltd., Canada - Chairman

Oscar Vergara, Vergara y Cía. SA., Argentina

Chris Joyce, Australian Nut Industry Council, Australia

Michael Waring, MWT Foods, Australia

Frank Vaerewijck, Q.M. Frank Vaerewijck BVBA, Belgium

José Eduardo Camargo, QueenNut Macadamia, Brazil

Franco Assis, SINDICAJU, Brazil

Ranjeet Wallia, Chi Commodities Handlers Inc., Canada

Siegfried von Gehr, Alster Ltda., Chile

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

Chen Ying, China Chamber of Commerce, China

Richard Monnier, Monnier & Partners, France

Alexis Sumar, Voicevale France, France

Jan Vincent Rieckmann, August Töpfer & Co. (GmbH & Co.) KG, Germany

Pratap Nair, Vijayalaxmi Cashew Company, India

Pankaj Sampat, Samsons Trading Co. Pvt. Ltd., India

Asadollah Asgaroladi, Hassas Export Co. Ltd., Iran

Vitali Levi, Mial Impex Ltd., Israel

Yossi Mussafi, Moshe Mussafi & Sons, Israel

Alessandro Annibali, New Factor Spa, Italy

Hidemitsu Honda, Shoei Foods Corporation, Japan

Kazuo Julian Tagawa, Tanto Corporation, Japan

Mbugua Ngugi, Kenya Nut Company Ltd., Kenya

Rabih Beaini, Al Homaizi Food Industries Co., Kuwait

Hani Akzam, Noorco, Lebanon

Parissa Rafii, Ireco Trading & Production SA., Luxembourg

Fiodor Slanina, Prometeu-T SA., Moldova

Khalid Bennani, Santis SARL, Morocco

Kees van de Sandt, J.M. van de Sandt BV, Netherlands

Kees Blokland, Global Trading & Agency BV, Netherlands

Christopher Harlem, Harlem Foods AS, Norway

Oliver Sio, Primex Group of Companies, Philippines

Jorge Carqueja, Summerseeds SA., Portugal

Rustam Kushu, Orekhprom Ltd., Russia

Kourosh Mojibian, Taygon Co., Russia

Amit Khirbat, Olam International Ltd., Singapore

Carl Henning, SAMAC, South Africa

Alex Whyte, Green & Gold Macadamias, South Africa

Miquel Borràs, Crisol de Frutos Secos SAT, Spain

Stefan Boden, AB Boden & Lindeberg, Sweden

Varee Phonphaison, Heritage Snacks & Food Co. Ltd., Thailand

Ahmed Boujbel, Boudjebel SA VACPA, Tunisia

Hasan Sabir, Sabirlar Findik Ihracat Ltd., Turkey

Muzaffer Taviloglu, Balsu Gida Sanayii Ve Tic A.S., Turkey

Jafar Moallem, Jafar Moallem Trdg. Co., UAE

Roby Danon, Voicevale Ltd., UK

Marc Rosenblatt, Richard Franco Agency, USA

Jeffrey Sanfilippo, John B. Sanfilippo & Son Inc., USA

Steve Sousa, Mariani Packing Company Inc., USA

Jim Warner, J. Warner Inc., USA

Dang Hoang Giang, Vietnam Cashew Association, Vietnam

Audit Committee: Internal Audit Committee to further professionalize and insure the funds of the Foundation.

Dick Walden, The Green Valley Pecan, USA - Chairman

Roby Danon, Voicevale Ltd., UK

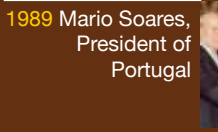
Michael Rund, Bösch Boden Spies, Germany

INC AWARDS

Honorary Golden Nut and Dried Fruit Awards



1985 Juan Carlos I,
King of Spain



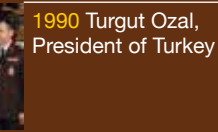
1989 Mario Soares,
President of
Portugal



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

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, 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

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

2014 Melbourne, Australia

John Waring, Australia

2015 Antalya, Turkey

H. Cunejd Zapsu, Turkey

Awards 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

Awards 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

Innovation Awards

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

2012: Besana Group, Italy

2013: Toximet Ltd., UK

2015: Tomra, Belgium

Our identity as the international source of information 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.

2015 has represented a landmark for the INC: The *Nutfruit* magazine replacing *The Cracker*; a revamped website; a new social media plan with the *Nutfruit&Health* blog; a new communication plan with online and offline actions to promote the health message around the globe.

The *Nutfruit* Magazine

After 29 years, the *Nutfruit* magazine has replaced *The Cracker*. The *Nutfruit* upholds *The Cracker's* spirit, providing the same global network of information about industry news, statistics, crop information, food safety, trade issues, government regulations, promotional ideas and scientific findings. The *Nutfruit* magazine brings a revamped design, with a new



structure of contents and sections featured by industry leaders, guest food experts and researchers.

Website

The INC has launched a new website based on a cleaner layout and a clearer architecture of information. Contents have been redistributed so as to make user navigation not only easier, but also more intuitive.

The new website presents a responsive interface, making it suitable for all kind of mobile devices such as smartphones or tablets.

A Members Directory has been included in the new website. It enables members to get access to the private area where to see the online directory and check specific information filtered by country, activity and product.

In 2015, the website registered a 30% rise in the number of visits compared to 2014.

Such an upturn resulted from the inclusion of the *Nutfruit&Health* blog within the INC digital structure. The blog has attracted new audience mainly formed by final consumers interested in health and nutrition topics. In addition, both the Congress and corporate websites have improved rates of visits as a result of the promotional actions and campaigns deployed within the social media plan.

Social Media Plan and *Nutfruit&Health* Blog

The INC has launched a new social media plan featured by Facebook, Twitter and LinkedIn profiles, aimed at reaching new audiences by promoting nuts and dried fruits consumption and their health benefits. Health and wellbeing

are drivers of a global trend that has become increasingly important for consumers worldwide. INC social media plan pretends to lead this global trend by communication actions focused on nuts and dried fruits promotion as key elements on a healthy way of life.

The *Nutfruit&Health* blog is part and parcel of the INC social media plan. It includes weekly articles highlighting the nuts and dried fruits benefits and nutritional composition. Moreover, creative recipes made by international chefs are published so as to prompt blog readers to make their servings *haute cuisine*.



INC social media plan has obtained positive results in terms of audience. As a matter of fact, there are more than 18,000 new fans in Facebook since October 2015. On Twitter, there has been a 11% rise in the number of followers. In addition, debate is prompted through the INC group at LinkedIn (*Nutfruit and Health*) and a profile has been created at Instagram to gain visibility in this social network.

PR and Communication Actions

2015 Annual Communication Plan was composed of a total of 19 PR actions, including 13 press releases and 6 special actions. As a result of the media relations, there have been 1,751 impacts in key media all over the world. It represents an average of 4.8 impacts per day. North America (73%) was the continent with more impacts, followed by Europe, Asia, South America and Oceania.

Qualitative analysis shows a 11.9% Return of Investment (ROI). Total audience reached was 453,749,051 people. Total advertising value represents 10,105,584 €.

INTERNATIONAL SOURCE OF INFORMATION

Newsletter

The INC monthly newsletter and the *Cracking the News* have been redesigned subject to a new template. Such a new layout is aligned with corporate image and colors displayed at the new INC website and blog.

Text blocks have been reduced in size so as to achieve a simpler and faster navigation. Adding more images transforms the reading into a more appealing activity. Users are enabled to get more information by doing a click on the links provided. This procedure intends to increase the number of visits and traffic to the INC website and blog.

The monthly newsletter is distributed to INC members, stakeholders and industry related organizations around the world. It focuses on research findings, latest government regulations and information about INC projects and activities. The weekly *Cracking the News* includes a summary of health news related to nuts and dried fruits published by international media.

Congress App

In April 2015, the INC launched a mobile App specially designed for participants at the annual World Nut and Dried Fruit Congress in Antalya.

It contained a complete set of information regarding the program, speakers, awards, list of participants and sponsors. Users also got hold of Congress documents, exhibition floor plan and information about tours.

The Congress App got a total of 329 downloads (245 from the IOS system; 84 from Android). Considering a total of 949 Congress attendees in Antalya, this figure suggests that 34% of attendees downloaded the App.

Global Statistical Review

In season 2015/16, tree nut production has been estimated at 3.8 million metric tons, up 5% on the previous season and up 52% if we look back ten years ago. Almonds and macadamias were the tree nuts that experienced the greatest growth in the last decade, achieving increases of 92 and 88% respectively. The USA has been the world's largest tree nut producer, accounting for an estimated production of 1.3 million MT in 2015/16. USA is followed by Turkey (531,180 MT) and Iran (272,180 MT). These data refer to tree nut production figures in kernel basis, except pistachios inshell.

A total production of more than 2.8 million MT of dried fruits has been

estimated in 2015/16, very similar to the previous season and up 22% compared with 2005/06. Dried grapes (raisins, sultanas and currants) are the most produced dried fruits with almost 1.3 million MT. USA, Turkey and Iran lead the estimated production of dried fruits with 413,000 MT, 355,000 MT and 320,000 MT respectively.

Total consumption of tree nuts and dried fruits has grown 57% and 29% respectively over the last ten years, being almonds and dried grapes the products with the highest increase.

China, the main producer of peanuts with an estimate of almost 17 millions MT is followed by India and Nigeria with 4.7 million MT and 3 million MT respectively. In total, a production of more than 39.5 million MT of peanuts has been estimated in 2015/16.

In May 2016, INC will launch the latest version of its annual Global Statistical Review, which includes the trends in production of almonds, Brazil nuts, cashews, hazelnuts, macadamias, pecans, pine nuts, pistachios, walnuts, peanuts, dates, dried apricots, dried figs, prunes, and dried grapes up until 2015/16, as well as imports, exports and estimated consumption up until 2014.

Development of the 2015/16 Estimated World Production vs. the Average 2005/06–2014/15

Almonds	21%
Brazil Nuts	10%
Cashews	33%
Hazelnuts	14%
Macadamias	44%
Pecans	5%
Pine Nuts	-14%
Pistachios	4%
Walnuts	36%
Peanuts	13%
Dates	22%
Dried Apricots	1%
Dried Cranberries*	8%**
Dried Figs	1%
Prunes	4%
Raisins, Sultanas & Currants	8%

*Sweetened. **Estimated World Production 2015/16 vs 2014/15

Database

INC's online database gives access to more than 100,000 statistics on stocks, production, trade and consumption,

more than 5,000 regulations on food safety and quality, and more than 1,500 scientific studies on health, food safety and food technology.

The database is regularly updated to incorporate new crop estimates, annual imports and exports, new studies that have been published in scientific journals, and the latest regulations impacting the nut and dried fruit industry, with particular focus on pesticides, contaminants, quality standards, trade agreements, packaging and labeling.

Statistics Committee:

This committee supports the INC in collecting reliable statistics and expanding the range of statistical information. Supported by 16 Working Groups, the primary purpose of this committee is to help understand the state of the nut and dried fruit market and face the challenges ahead.

Brazil Nuts WG, Leader Pino Calcagni, Besana, Italy - Chairman

Almonds WG, Leader Alex Francis, Almond Board of California, USA

Cashews WG, Leader Brijesh Krishnaswamy, Olam International Europe, Netherlands

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 Cheng 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 Native Produce, China

Peanuts WG, Leader Cheng 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 Mark Mariani, Mariani Packing Company, USA

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

Prunes WG, Leader Steve Sousa, Mariani Packing Company, USA

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

WORLD NUT AND DRIED FRUIT CONGRESS

Congress Committee:

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.

Cuneyd Zapsu, Balsu A.S. - Congress Chairman

Giles Hacking, CG Hacking & Sons Limited, UK - INC Chairman (2011-2015)

Goretti Guasch, INC - Executive Director

The World Nut and Dried Fruit Congress is the largest international gathering of food professionals, suppliers, traders and buyers dedicated to the nuts and dried fruit business. Every year in May, the INC Congress provides participants with an excellent opportunity to network with industry's best, learn, share knowledge and experiences.

The XXXIV INC Congress was held in Antalya, Turkey, from 22 to 24 May 2015. The event represented a great opportunity to meet over 950 delegates from more than 60 countries. In addition, the Congress achieved a record-breaking number of 60 sponsorships.

Antalya offered a wide program of activities featured by 18 sessions, including round tables, satellite meetings, seminars and keynote speaker presentations by world-renowned experts. A total of 64 global industry speakers joined us so as to present an accurate vision of the industry. INC 2015 Congress was honored with the presence of the Chairman and CEO of The Coca-Cola Company, Mr. Muhtar Kent, who shared his thoughts about consumers insights and the macro trends that are shaping today's consumers. Participation of Mr. Hamdi Ulukaya, CEO of Chobani Yogurts, who addressed the audience with his perspectives on key factors in today's food market, must be also highlighted.

In addition, the Congress was awarded with the presence of the Minister of Economy of the Republic of Turkey, Mr. Nihat Zeybekci, and the Minister of Foreign Affairs, Mr. Mevlüt Çavuşoğlu, who shared their perspectives, knowledge and experiences with participants.

Over the course of 3 days the Congress featured:

- World-class leadership Conference featuring visionary keynote speakers and panel discussions.



- Industry statistics, crop forecasts, supply and demand outlook, and prospects for trade and market developments.
- Update on nutrition research, food safety, quality and ethical trade.
- Trends, products and technology in the Exhibition area.
- INC Awards program: Honorary Golden Nut Award, Individual Golden Nut Award, Award for Excellence in Research, Award for Excellence in Gastronomy and Innovation Award.
- Social events program.
- Pre and post Congress tours.
- Accompanying person tours.

Antalya 2015 Congress in figures: 949 Attendees, 62 Countries, 64 Global Industry Speakers, 15 Round Tables, Satellite Meetings and Seminars, 2 Keynote Speakers and 2 Honorary Speakers.



Scientific and Government Affairs Committee:

This committee monitors scientific and technical issues related to international and supranational regulations, food safety and international quality standards.

Pino Calcagni, Besana SPA, Italy - Chairman

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

Prof. Dr. Uygun Aksoy, Ege University, Turkey

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

Anne MacMillan, The Wonderful Company, USA

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

Dr. Cameon Ivarsson, Napasol AG, Switzerland

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

Sam Keiper, DFA of California, USA

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

John O'Neill, Tesco Stores Limited, UK

Antonio Pont Jr, Crisol de Frutos Secos SAT, Spain

Michael Waring, MWT Foods, Australia

The INC Scientific and Government Affairs Committee monitors scientific and technical issues related to international and supranational regulations, food safety, pesticides, contaminants, import controls, quality standards, traceability, packaging and labeling.

Furthermore, 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 for Europe and European Commission, among others.

Codex Alimentarius

As the official voice of the global trade and production of nuts and dried fruits,

INC is regularly consulted and invited to comment on proposed regulations. In addition, INC participates as Official Observer in working groups and meetings. In 2015/16, INC participated in the following Codex Alimentarius activities:

- Codex Committee on Processed Fruits and Vegetables, Electronic Working Group on Dry and Dried Produce: to evaluate if the Codex Standards for Pistachio Nuts, Dates and Raisins might need revision and assist the Codex in future decisions on work priorities.

- Codex Committee on Pesticide Residues

- Electronic Working Group on Methods of Analysis; Proposed Guidance on Performance Criteria for Methods of Analysis for the Determination of Pesticide Residues.

- Electronic Working Group on Priorities: to review current nominations, schedules and priority list of pesticides for consideration in the next session of the CCPR.

- 47th Session of the Codex Committee on Pesticide Residues, Beijing, China, 13-18 April 2015, where Member States discussed draft and proposed draft maximum residue limits for pesticides in foods and feeds.

- Codex Committee on Food Import & Export Inspection & Certification Systems

- Electronic Working Group on Proposed Draft amendments to the Guidelines for the Exchange of Information between Countries on Rejections of Imported Food.

- 22nd Session of the Codex Committee on Food Import and Export Inspection and Certification Systems, Melbourne, Australia, 6-12 February 2016.

- Codex Committee on Contaminants in Foods

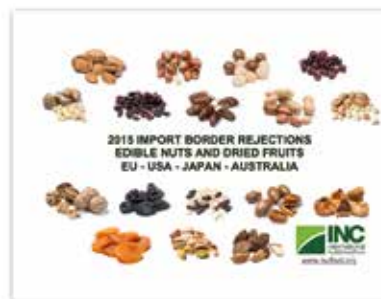
- Electronic Working Group to prepare the proposal for setting up maximum levels for total aflatoxins in ready-to-eat peanuts and associated sampling plan.

- 9th Session of the Committee on Contaminants in Foods, New Delhi, India, 16-20 March 2015.

Border Rejections and Food Safety Alerts

Compared with 2014, the number of European Union's Rapid Alert System for Food and Feed (RASFF) notifications for nuts in 2015 increased 43%, breaking

the decreasing trend of the last years. This significant growth is partly linked with the increase of notifications for peanuts, from 110 notifications in 2014 to 171 in 2015 (31% of which from China). On the contrary, the total RASFF notifications for dried fruits remained stable at 121.



In 2015, the total number of notifications for nuts issued by the RASFF was 365. The most notified products were peanuts, with 171 notifications, followed by pistachios (104 notifications) and hazelnuts (37). The main reasons for notifying nuts were the presence of aflatoxins with 303 notifications (83% of total notifications for nuts), followed by improper health certificates (29 notifications) and insects (9). Focusing on the country of origin, peanuts from China lead the ranking (31% of total notifications), followed by pistachios from Iran (15%) and pistachios from the United States (9%).

With regard to dried fruits, a total of 121 notifications were registered. Dried figs with 62 notifications and dried apricots with 33 notifications were the most notified products. As in the case of edible nuts, aflatoxins were the main reason for notifying, reaching a total of 47 notifications (39% of total notifications for dried fruits), followed by sulphites (33 notifications) and ochratoxin A (19).

INC publishes an annual report of import rejections and food safety alerts in Europe, USA, Australia, and Japan, analyzing the trend and monitoring the causes and origins.

Agricultural Quality Standards

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

UNECE standards define minimum quality levels that provide a common language to facilitate fair trade, prevent technical barriers to trade and increase transparency in the markets. They promote sustainable marketing of quality agricultural produce, keep low quality agricultural products out of the market and protect consumer interests. As Official Observer, INC participates each year in the meetings of the Specialized Section on Standardization of Dry and Dried Produce and the Working Party on Agricultural Quality Standards.

In 2015, INC participated in the 62nd Session of the UNECE Specialized Section on Standardization of Dry and Dried Produce, in Izmir, Turkey, 29 June-3 July 2015, where Member States revised the Recommendations on Dried Apricots, Dried Figs, and Dried Grapes; existing Standards for Dates, Inshell Pistachios, Almond Kernels, and Walnut Kernels; UNECE's brochure for Walnut Kernels; and the Draft Sampling Plan for Tree Nuts and Dried Produce.

The meeting included a workshop on Agri-food Supply Chains in Cross-border Trade of Nuts and Dried Fruit. INC was kindly invited to present an overview on International Trade in Nuts and Dried Fruits, highlighting trends in supply value, production, exports, and trade flows.

In November 2015, INC was present at the 71st Session of the Working Party on Agricultural Quality Standards of the UNECE in Geneva, Switzerland, where Member States adopted the revised draft Standards for Inshell Pistachios and Almond Kernels as recommendations for a 1-year, and extended the trial period for the revised recommendations on Dried Apricots, Dried Figs, Dried Grapes, and the Sampling Plan for Tree Nuts and Dried Produce through 2016.

Fosetyl Project

On 23 January 2016, the European Commission published the Commission Regulation (EU) 2016/75 of 21 January 2016 amending Annex III to Regulation No 396/2005 of the European Parliament and of the Council as regards maximum residue levels for fosetyl in or on certain products.

The Regulation extends the 75 mg/kg temporary MRL set for fosetyl-Al in



almonds, cashew nuts, hazelnuts, macadamias, pistachios, and walnuts until 1 March 2019. The temporary MRL was adopted in order to avoid significant market disruptions in the trade of certain products, and based on the dietary risk statement of the European Food Safety Authority, which concluded that the proposed temporary MRL was expected to sufficiently protect consumers.

The extension will allow more time to generate supervised residue trial data with a view to submitting an application concerning MRLs for products belonging to the group of tree nuts. After that, the European Commission will evaluate all information received and decided upon no later than 1 March 2019.

The publication of this Regulation culminates two years of efforts and work by the INC and the tree nut industry. Since 2013, INC has been actively working with national associations of producers and traders, boards, European and foreign trade associations, and industry-related associations. INC collected tree nut samples (almonds, pistachios and walnuts) from the main producing countries: samples from the Northern (USA, Iran, Spain, Italy) and Southern hemisphere (Chile, Australia) that presented three different treatments: fosetyl, phosphonate fertilizer or none. The fosetyl-Al and phosphorous acid residues of the samples were quantified by different laboratories in Europe and in the US by means of different methodologies, both European (CVUA-Stuttgart V.7 and V.8.1) and US (FDA-USDA), in order to compare results between methods and laboratories. In addition, INC submitted to the Commission statistical data on production, imports and consumption of tree nuts, and encouraged industry leaders and national associations to coordinate efforts.

Traceability

Traceability of agricultural produce is still a challenge to supply chains, particularly in developing countries. Traceability systems are the basis of food safety, product quality and authenticity. They offer several well-known advantages such as improved product authenticity, reduced risk of food fraud, and secure, reliable information on origin and production methods. Despite a number of solutions designed to improve traceability have arisen in the last years, traceability remains one of the top three obstacles to efficient supply chains.

In the nut and dried fruit sector, the principal obstacles for traceability are mainly found in developing countries and small producers. The variety of traceability standards and software applications, together with data recorded in paper, makes data integration difficult. Hence finding affordable traceability solutions is one of the current challenges. In this sense, data standardization could be the way to ensure and promote proper, rapid and seamless traceability.

In December 2015, INC joined the United Nations Economic Commission for Europe (UNECE) Agricultural Traceability Working Group. This WG was established to discuss agricultural traceability in order to identify key issues of interest to both regulators and the private sector, and thus strengthen the traceability component of agricultural quality standards.

Objectives:

- To review current obstacles for traceability of agricultural produce along supply chains; to take into account the challenges faced by official inspection services and regulators, smaller scale producers and traders, as well as large retail chains.
- To provide recommendations on what regulators and the international community can do to facilitate traceability along cross-border agricultural supply chains.



The INC World Forum for Nutrition and Research Dissemination is the international umbrella for scientific research and dissemination related to health, nutrition, nuts and dried fruits. The objectives of the Forum are to promote and coordinate 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 two annual calls supported by the INC: the Call for Research Projects and the Call for Promotion and Dissemination Projects.

Research Grants

In 2015, INC approved to fund the following research projects, as prioritized by the Evaluating Committee of the World Forum for Nutrition and Research Dissemination. Such project proposals had been submitted to the annual Call for Research Projects. INC launched a 200,000 € Research Grant, with due date for submission on January 31, 2015. 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 nuts and dried fruits consumption.

- Project: Effect of nut consumption on semen quality and functionality in a cohort of healthy males (clinical study). Principal Investigator: Dr. Monica Bulló, Rovira i Virgili University, Spain.
- Project: Effect of dried plums, figs, dates, and raisins versus a fruit drink/punch on cardiometabolic disease risk factors (clinical study). Principal Investigator: Dr. Penny Kris-Etherton, Pennsylvania State University, USA.

Call for Promotion and Dissemination Projects

As prioritized by the Evaluating Committee of the World Forum for Nutrition and Research Dissemination, INC approved to fund the following research projects in 2015. The projects had been submitted to the annual Call for Promotion and Dissemination



Projects launched in November 2014, with due date for submission on January 31, 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.

- Project: Nuts & Diabetes Symposium and Presentation, 33rd International Symposium on Diabetes and Nutrition (scientific symposium; presentations). Applicant: Toronto 3D Knowledge Synthesis and Clinical Trials Foundation.
- Project: Nuts for Life nut growers social media education project (social media education workshops and webinar). Applicant: Australian Nut Industry Council and Nuts for Life.
- Nuts about good health, The Mediterranean Diet and Nuts: unbeatably healthy! (promotional campaign). Applicant: Nucis Italia.

12th European Nutrition Conference

INC sponsored the symposium "New Findings on Nuts and Health" in the 12th European Nutrition Conference, on October 21, 2015, in Berlin, Germany, where four researchers from the United States and Europe shared the latest findings in the field of nuts and health. The symposium brought together expertise and insight on nuts consumption in relation to metabolic syndrome, cognitive function, digestion, and microbiota.

Prof. Jordi Salas-Salvadó (Rovira i Virgili University, Spain) spoke about the latest scientific studies supporting that nut consumption is inversely associated with the metabolic syndrome -a group of metabolic abnormalities that includes abdominal obesity, dyslipidemia, elevated blood pressure, and hyperglycemia. In addition, he highlighted that participants with metabolic syndrome are more likely to reverse the syndrome when they consume nuts in the context of a healthy diet.

WORLD FORUM FOR NUTRITION RESEARCH AND DISSEMINATION

Dr. Fran Grodstein (Brigham and Women's Hospital and Harvard Medical School, USA) spoke on the strong relation between nut consumption and better cognitive function in older men. The study "Long-term Nut Consumption and Cognitive Function with Aging" examined the relation of nut intake to cognitive function, including neuropsychologic tests designed to assess processing speed, attention, learning and memory, in 1,587 men age 67 years and older.

Dr. Giuseppina Mandalari (University of Messina, Italy, and Institute of Food Research, UK) talked about nuts and digestion, and the bioaccessibility of nutrients and phytochemicals, which has important implications in the areas of disease prevention and management. Her team demonstrated that pistachios release important nutrients and antioxidants during digestion. They also assessed the lipid bioaccessibility of almonds through an in vitro model of digestion, which provided a convincing explanation for why almonds have a low metabolizable energy content and an attenuated impact on postprandial lipemia.

Dr. Volker Mai (University of Florida, USA) presented "Tree Nuts and the Gut: Supporting a Healthy Microbiota", highlighting that the natural fibers and phytochemicals that reach the proximal colon, such as those present in tree nuts, provide substrates for the maintenance of healthy and diverse microbiota. Researchers studied whether the consumption of 1.5 ounces of almonds in adults and 0.5 ounces in children changes gastrointestinal function. The study found that almonds intake resulted in detectable changes in bacterial taxa, particularly in children, some with potential beneficial characteristics

Proceedings of the First World Forum for Nutrition Research Conference

The British Journal of Nutritional -one of the world's most-respected nutrition journals- published the Proceedings of the First World Forum for Nutrition Research Conference in April 2015 (Volume 113, S2).

The supplement includes several scientific papers on the health benefits of nuts by international esteemed researchers like Prof. Jordi Salas-Salvadó,

Dr. Joan Sabaté, Dr. Emilio Ros, and Dr. Cesarettin Alasalvar. The publication was supported by the INC as well as the Latin American Nutrition Foundation (FINUT), Centro Interuniversitario di Ricerca sulle Culture Alimentari Mediterranee (CIISACM), Federation of Societies of Nutrition, Food and Dietetics (FESNAD), and Biomedical Research Networking Centers (CIBER).

The First World Forum for Nutrition Research Conference was held in Reus, Spain, on May 20-21, 2013, as the meeting point of three major events occurring that year in Spain: the International Congress of Nutrition, the International Congress of the Mediterranean Diet, and the INC World Nut and Dried Fruit Congress. Organized by the INC, the International Union of Nutritional Sciences (IUNS), the Latin American Nutrition Foundation (FINUT), the Federation of Societies of Nutrition, Food and Dietetics (FESNAD) and the Mediterranean Diet Foundation, the conference brought together international distinguished scientists in the fields of nutrition and dietetics.

Analysis of the Impact of Scientific Research and Promotion on Nuts and Dried Fruits Consumption

There has been a sustainable growth of nuts and dried fruits 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 nut and dried fruit industry, INC is working on an Analysis of the Impact of Scientific Research and Promotion on Nuts and Dried Fruits Consumption. INC aims at evaluating the impact that research in health and nutrition and the economic investment in marketing and promotion have had on consumption over the years.

Over the last months, INC has focused on the analysis of the impact that scientific research has had on consumption. INC searched studies published in scientific journals over the last thirty years on health and nuts and

dried fruits. The data have been analyzed to provide insights for each nut and dried fruit and health and nutrition research areas separately.

The preliminary results show that both number of scientific studies and consumption of tree nuts and dried fruit notably increases in the last years. Analyzing the search results by product, nuts, walnuts and almonds were the products with more scientific studies. Regarding the research area, cardiovascular disease, cholesterol and antioxidant capacity were the research areas with more results obtained.

World Forum for Nutrition Research and Dissemination: The international umbrella for scientific research related to health, nutrition, and nuts and dried fruits. It defines research priorities and promotes research grants aimed at substantiating health claims.

Prof. Jordi Salas-Salvadó, Rovira i Virgili University, Spain - Chairman

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. Constance Geiger, Geiger Associates, USA

Dr. Denis Lairon, Faculté de Médecine, Marseille, France

Dr. Girish B. Maru, Advanced Center for Treatment Research and Education in Cancer, India

Maureen Ternus, INC Nutrition Research and Education Foundation, USA

AD HOC WORKING GROUPS

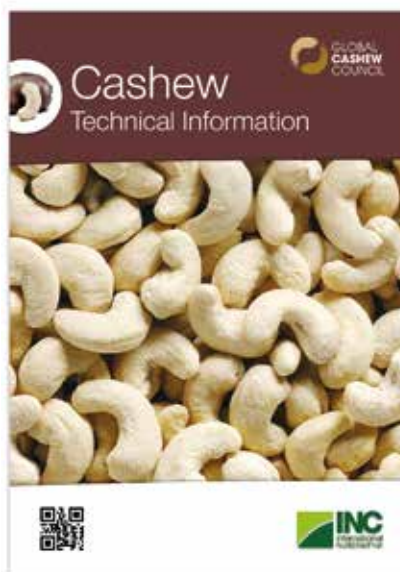


Global Cashew Council

In 2015, the Global Cashew Council and the INC distributed the first-ever Cashew Technical Information Kit to almost 700 companies in more than 70 countries. Designed to provide a basic understanding of using cashews (characteristics, applications, food safety and quality standards) the kit targets buyers, processors, manufacturers and the food service industry. With the support of the cashew associations, INC is translating the kit into Hindi, Spanish, French and Vietnamese.

Also for the first time, a team of researchers analyzed the nutritional composition of cashew nuts from the largest growing regions around the world, providing a much better approximation of the real nutrition content of cashews. The study, supported by the GCC, was published in the journal *Food Science and Nutrition* in October 2015.

In addition, GCC funded a 200,000 EUR study that will be conducted by the USDA Beltsville Human Nutrition Research Center. Entitled "Increasing demand for cashew nuts by demonstrating cardiovascular benefits and reduced energy content", this is a randomized cross-over controlled clinical trial, which is an excellent method of substantiating health claims associated with foods. The project will end in June 2017.



Macadamias Working Group

Throughout 2015, the Macadamias Working Group has continued collecting and updating statistics from major producing countries on a quarterly basis. This group, formed by country representatives from the main macadamias producing countries, gathers data on crop estimates, stocks and shipments.

Inspired in the Cashew Technical Information Kit, INC is creating a Technical Kit about macadamias. The objective of this brochure is to provide a basic understanding of using macadamias (characteristics, applications, food safety and quality standards). The kit targets buyers, importers, processors, manufacturers and the food service industry. The kit will include general information; main producing countries and seasons; macadamia products and uses; forms and specifications; recommendations for processing, storage, packaging and transport; quality requirements and food safety parameters; standards and grades.

STAKEHOLDERS MEETINGS

Australian Nut Conference

INC sponsored the 2015 Australian Nut Conference on April 21-22, in Sydney. Held every two years, this is Australian nut industry's premier information and networking event. Hundreds of professionals joined key decision makers in the tree nut and peanut industries. The program gathered topics of interest such as consumer trends, a retail Q and A session, Australia's nut industry challenges and opportunities, latest research on health, health claims, free trade agreements, packaging, and finance solutions for agri-exporters. INC Vice Chairman, Mr. Michael Waring presented an

overview of international statistics and global trends of the world nut market.

AFI Annual Convention

INC participated in the Annual Convention of the Association of Food Industries (AFI), held in Sicily, Italy, from 22 to 26 of April 2015. The event was attended by 110 participants, amongst US importers and foreign suppliers. The program covered topics of interest such as the US Food Safety Modernization Act, FDA inspections in foreign food facilities, third-party certification, DOP labeling, and nuts and olive oil sessions. Mr. Pino Calcagni, INC

Vice Chairman, Chairman of the Scientific and Regulatory Affairs Committee and Chairman of the Statistics Committee gave a presentation about the global nut and dried fruit sector, with statistics of production and value.

ExpoNut

INC participated in ExpoNut 2015, the annual event of the Association of Producers and Exporters of Chilean Nuts (Chilenut). Held in Santiago, on April 28, the event included presentations by national and international representatives, business meetings and an exhibition of products and services. Mr. Pino Calcagni, INC Vice Chairman,

Chairman of the Scientific and Regulatory Affairs Committee and Chairman of the Statistics Committee gave the presentation "The Nut Industry; Potentialities and Challenges" with a review of world statistics of production, trade and value.

FRUCOM Annual General Meeting

INC participated in FRUCOM's Annual General Meeting on 17 June 2015, represented by Mr. Pino Calcagni, INC Vice Chairman, Chairman of the Scientific and Regulatory Affairs Committee and Chairman of the Statistics Committee, and Ms. Goretti Guasch, Executive Director. Nearly 90 participants from 14 countries gathered in Brussels, Belgium, to hear keynote speakers and discussions on aflatoxins controls, food safety, sustainability and the challenges and opportunities that are determining to the sectors represented by FRUCOM.

China International Tree Nuts Conference

The China International Tree Nuts Conference took place 4-5 August 2015, under the auspices of the China Chamber of Commerce for the Import and Export of Foodstuffs. The event provided a platform to promote business relationships with Chinese importers and roasters. About 300 delegates convened in Guangzhou to hear up-to-date crop information and discuss about prices and market dynamics. Mr. Pino Calcagni, INC Vice Chairman, Chairman of the Scientific and Regulatory Affairs Committee and Chairman of the Statistics Committee delivered a global outlook of the tree nut market, world production and consumption.

7th International Macadamia Symposium

The 7th International Macadamia Symposium took place from 11 to 13 August 2015 in Skukuza, South Africa, hosted by the Southern African Macadamia Growers' Association. The conference provided a great opportunity for 400 participants to learn and discuss recent advances in the macadamia

industry and to establish contacts and collaborations with delegates from around the world. INC Vice Chairman, Mr. Michael Waring gave the presentation "World Nut Market. A Perspective", with a comprehensive review of production and consumption statistics.

CEPCI Diamond Jubilee

The Cashew Export Promotion Council of India celebrated its Diamond Jubilee in Cochin, Kerala, India, 29 September - 1 October 2015. The meeting provided ample opportunities for one-to-one interaction among kernel buyers, sellers, processors and stakeholders from India and around the globe, and the opportunity to showcase new products and services through an exhibition. The INC was represented by Mr. Arie Endendijk, Chairman of the Global Cashew Council and member of the INC Board of Trustees, who participated in the session "Generic Promotion of Cashew".

FRUCOM Open Session

INC participated in the Open Session of FRUCOM held in Hamburg, Germany, on November 19, 2015, represented by INC Vice Chairman, Chairman of the Scientific and Regulatory Affairs Committee and Chairman of the Statistics Committee Mr. Pino Calcagni, and INC Executive Director, Ms. Goretti Guasch. About 40 people had the opportunity to share and discuss updates and views on the challenges and opportunities for FRUCOM going forward. The suggestions to revitalize the Working Groups for Edible Nuts and Dried Fruits were supported by a large majority. The main purposes of the WG are the regular exchange of ongoing regulatory issues and identifying emerging risks for the trade and supply-chain.

30th European Dried Fruit Meeting

INC participated in the 30th European Dried Fruit Meeting and Waren-Verein Annual Dinner, on 20 November 2015, in Hamburg, Germany, represented by INC Executive Director, Ms. Goretti Guasch. The meeting included

presentations about FRUCOM activities, EU legislation, risk based controls and cooperation with authorities, principles of sustainability, food safety and quality in the Turkish dried fruit sector, as well as a panel discussion about the Transatlantic Trade and Investment Partnership (TTIP).

7th Golden Cashew Rendezvous and Diamond Jubilee

INC participated in the 7th Golden Cashew Rendezvous in Ho Chi Minh City, Vietnam, 22-24 November 2015, represented by Mr. Pino Calcagni, INC Vice Chairman, Chairman of the Scientific and Regulatory Affairs Committee and Chairman of the Statistics Committee, and Mr. Arie Endendijk, INC Board member and Chair of the Global Cashew Council. Organized by the Vietnamese Cashew Association, the event welcomed over 300 participants from 25 countries to meet, review, and discuss about processing technologies, food safety, product quality, health and nutrition research on cashew nuts. Mr. Calcagni and Mr. Endendijk participated in the opening ceremony, chaired several sessions, and presented a statistical overview of the global nut industry, challenges ahead and nutrition research.

Iran Pistachio Association Annual Meeting

INC was present at the 3rd Annual Forum of the Iranian Pistachio Association in Kish Island, 23-26 February 2016. The event focused on the Iranian pistachio industry main challenges, water shortage, and current and future trends in international pistachio markets. Mr. Pino Calcagni, INC Vice Chairman, Chairman of the Scientific and Government Affairs Committee, and Chairman of the Statistics Committee gave a keynote speech on "Past, Present and Future for Pistachios in the EU Market" and participated in the round table "The Challenges of Trading in Iranian Pistachio Nuts".

INTERNATIONAL TRADE EXHIBITIONS



INC Nuts and Dried Fruit Pavilion - ANUGA

The INC Pavilion in ANUGA was visited by thousands of professionals from the food industry, including producers, buyers, distributors and retailers from around the world in Cologne, Germany, 10-14 October 2015.

Featured by a premium position, high-traffic, support and full service package, the Pavilion hosted co-exhibitors from Turkey, Tunisia, United Kingdom, Romania, Spain, Italy, France, Japan, US, China and Moldova. A total of 17 companies joined the INC and benefited from a wide array of facilities and services: from a hospitality lounge to meet with clients in a relaxed environment to private meeting rooms. Furthermore, the Welcome

Cocktail, served on October 10th, became an opportunity to network with industry leaders.

Visitors and attendees passing by the Pavilion were given a Catalogue containing specific information on contact and activity of the 17 co-exhibitors. This Catalogue resulted in a successful material so as to promote brand image.

ANUGA has reinforced INC's positioning as the leading institution in the nuts and dried fruits business. The Pavilion proved successful so as to expand NC's brand internationally.

GulFood Dubai

For the first time, INC attended Gulfood with a 20 sq m Pavilion joined by 5 INC members from Italy, Turkey and Iran. Located at Trade Centre Arena, Stand S-334, the Pavilion was inspired by the concept

expressed in previous editions of the INC Pavilion at ANUGA and SIAL-Paris.

Over the course of 5 days, 21-25 February 2016, the Pavilion was visited by thousand of professionals, INC members, VIP delegations and industry-related professionals.

Gulfood is the world's biggest food and hospitality show. It is internationally renowned for providing a platform to enter the Middle East food market. Over 5,000 exhibitors from more than 120 countries participated in 2016 edition. In terms of visitors, there was more than 85,000 buyers from more than 170 countries.

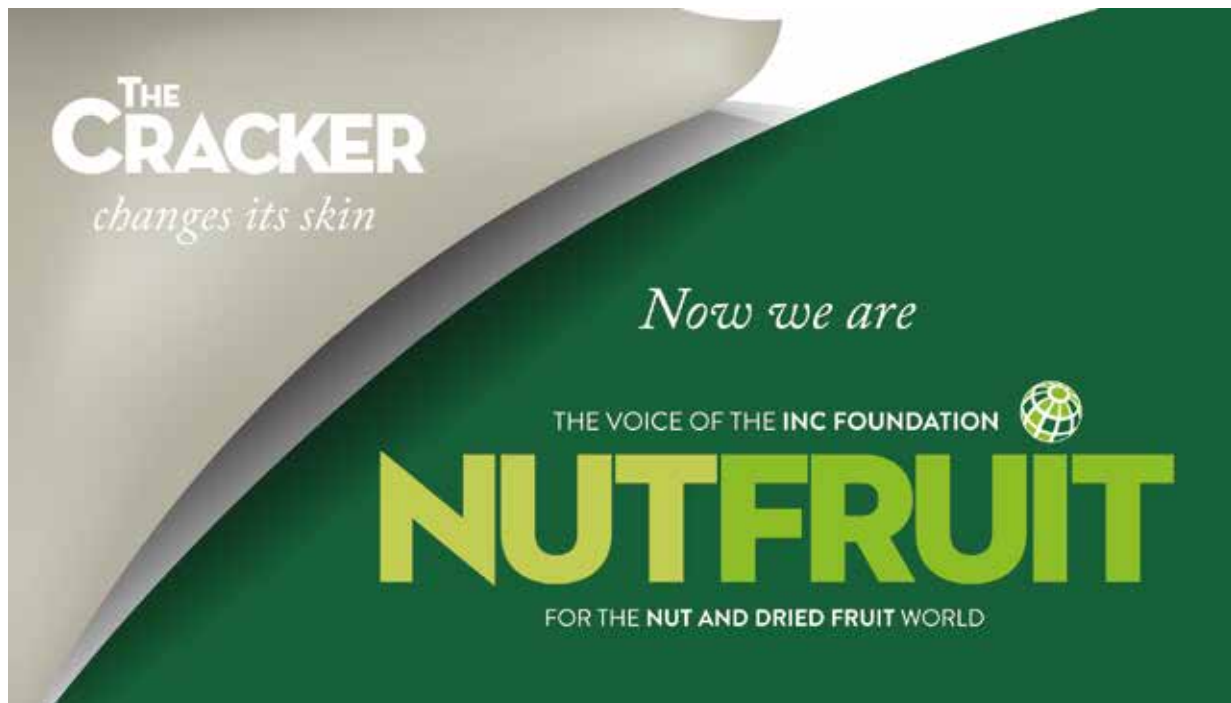
Summer Fancy Food Show

The Summer Fancy Food Show welcomed the INC for the first time. Being the largest specialty food trade event in North America, and the leading showcase of industry innovation, SFFS was held in New York City, 28-30 June 2015.



SFFS brought together specialty food's top manufacturers, buyers and thought leaders. More than 180,000 products, 25,000 buyers, and 2,500 exhibitors were featured. The show proved a great success, attracting hundreds of visitors to INC's booth. This was a great opportunity to inform about the activities of the INC and publicize the XXXV World Nut and Dried Fruit Congress in San Diego.





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, education, and consumer awareness 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.



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