

# P.I. NEWS

The Pistachio Industry Newsletter • Volume 6 • December 2015

## EARLY HARVEST PREDICTED. GOOD NUT SIZE PREDICTED.

Dr Jianlu Zhang has been developing models to predict the time of harvest maturity and also the likely nut size.

### Harvest 2016

For crop maturity, he has been measuring shell hardness from late October and comparing it with the results from prior years. For 2016, the prediction is for a harvest maturity even earlier than 2015 which itself was an early harvest. Many growers commenced shaking in February 2015.

Kyalite Pistachios has a model with now 15 seasons of operation. It is based on nut fill during January. Its results become available from mid January.

### Nut Size 2016

The cold winter and hot spring leads Dr Zhang's nut size model to predict that the average nut size will be largest this season for many years.

In any season there is significant variation in nut size between orchards. To maximise nut size, optimal water and fertiliser need to be applied from bud burst through to shell hardness, about October through to early December.

Hopefully his prediction for large nut sizes will be correct. The 2015 season produced smaller than average nuts so that many orchards failed to achieve the minimum size specified by customers. This provided APC with many blending challenges.

Winter 2015 provided the best chill for a decade. Spring has been very hot. October maximums were 7 centigrade degrees above average and November 2.5 above average.

Obviously these predictions are only predictions. Growers should see these as a guide. Growers need to make decisions based on growth at their own orchard.

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Chair, Pistachio R&D Committee

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Pistachio Growers' Association



**HAREFIELD**  
*Pistachios*



## New law protects small business from unfair contract terms

Has another business offered you a standard form contract? Or do you offer standard form contracts to other businesses? If so, you need to be aware of the new law that protects small businesses from unfair contract terms.

Many businesses offer standard form contracts on a 'take it or leave it' basis where there is little or no opportunity to negotiate the terms.

This new law will apply to standard form contracts entered into or renewed on or after 12 November 2016 where:

- at least one of the businesses employs less than 20 people, and
- the price of the contract is no more than \$300 000, or \$1 million if the contract is for more than 12 months.

The ACCC, Australian Securities & Investments Commission, and state and territory offices of fair trading will enforce this law, and if the court finds a term unfair, that particular term will be void and treated as if it never existed.

Examples of terms that may be unfair are ones that:

- allow one business, but not the other, to change or cancel the contract, or to limit or avoid their obligations
- penalise one business, but not the other, for breaching the contract.

So if you offer standard form contracts, start reviewing your terms and conditions to make sure you're doing the right thing.

Or, if you're a small business and you've been given a standard form contract which you think includes an unfair term, find out what your protections are under the new law.

For more information:

- Read our online guidance at [acc.gov.au/uct](http://acc.gov.au/uct).
- Watch our animated videos on the ACCC YouTube channel - one is about the rights of businesses that receive standard form contracts and the other is about the obligations of businesses that offer them.
- Read our media release.
- Call the ACCC small business helpline on 1300 302 021 if you have any queries.

**Small Business Team,**  
**Australian Competition and Consumer Commission (ACCC)**

# PLANT HEALTH AUSTRALIA MEETINGS:

The following is a report from the round of Plant Health Australia meetings held on the 24th and 25th November 2015.

Trevor Ranford, Executive Officer with Pistachio Growers' Association Inc attended and represented the Pistachio Industry at the meetings.

Trevor Ranford, as a member of the PHA Industry Members forum executive committee, also attended a meeting with the new Secretary of the Department of Agriculture and Water Resources, Daryl Quinlivan and other senior staff members involved with components of biosecurity. The DAWR representatives showed a strong desire to develop an open and transparent consultation process with industry.

Discussions we held in relation to the implementation of the Chestnut EPPR levy and there is an expectation that the levy will be in place by the 1st January 2016.

## Joint Industry Forum: 24th November 2015

The third Plant Health Australia-Animal Health Australia Joint Industry Forum was held on 24 November at Eastlake Football Club, Canberra.

The audience was briefed by the joint chairs, Kevin Shiell and Matt Kealley, on meetings held early in the day with the Secretary of the Department of Agriculture and Water Resources (DAWR), Daryl Quinlivan. They were also updated on the Biosecurity Act 2015, activities of the National Biosecurity Committee Weeds Taskforce, progress on plant and animal biosecurity RD&E strategies, and recent changes to the EPPR levy arrangements for industries to meet deed requirements. The latest two videos produced by the Farm Biosecurity Program were also launched at the forum (see article below).

## PHA members meetings: 25th November 2015

On 25 November, PHA held a series of meetings for members: the Plant Industry Forum, an Emergency Plant Pest Response Deed (EPPRD) signatories meeting, and the 15th Annual General Meeting.

### Plant Industry Forum

Led by the chair Matt Kealley, industry members discussed the PHA-AHA Joint Industry Forum held on the previous day, PHA's engagement with non-signatories and non-signatory attendance at meetings.

Greg Fraser, Executive Director and CEO of PHA, gave an overview of activities in the area of fruit flies, and an update on the selection process used to identify new PHA directors.

Sarah Hilton from DAWR, on behalf of Plant Health Committee, discussed the process of prioritising pests, including criteria that could be used to prioritise pests; projects (by CSIRO and CEBRA) underway to develop a detailed prioritisation model; identification of 30 interim national priority pests until a model(s) is finalised and endorsed; and seeking advice from the industry members present about how they would like to participate in the process.

Tony Callan, also from DAWR, talked about the current Rapid Response Team purpose, funding, and governance, going on to say that there was an opportunity to review its purpose and structure to generate a cross-sectoral Rapid Response Team. A proposal for such a team could be put before the National Biosecurity Committee for consideration.

### EPPRD signatories meeting

Dr Susanna Driessen, General Manager Emergency Response and Preparedness at PHA, guided discussions on EPPRD related matters, including proposed changes to PLANTPLAN and supporting documentation.

Members voted to admit the Australian Melon Association as a new signatory to the EPPRD, and Sallianne Faulkner signed the Emergency Plant Pest Response Deed on behalf of Hazelnut Growers of Australia.

Fiona Macbeth from Blackwood and Kemp Pty Ltd, an independent contractor undertaking the 5-year review of the EPPRD, facilitated a workshop on the purpose, methodology and key findings from the EPPRD review, which commenced in August 2015. The workshop highlighted areas of concern related to the Consultative Committee on Emergency Plant Pests and the National Management Group, maintaining corporate knowledge of the EPPRD within their organisations, the development of a response plan and its management, cost-benefit analysis, the principles of cost-sharing and funding a response, and financial management and accounting.

Members were reminded about Biosecurity Online Training (BOLT) modules on the PHA site, including a new module about the Consultative Committee for Emergency Plant Pests and the National Management Group.

### 15th Annual General Meeting

The gathering ended with the 15th Annual General Meeting of members, which included the presentation of the Plant Health Australia Annual Report 2015; progress towards meeting the objectives in the 2015-16 Annual Operational Plan; the budget forecast for 2015-16; the Chairman's Address; and the appointment of new directors.

## Launch of new Farm Biosecurity videos

The latest two videos produced by the Farm Biosecurity Program in the 'biosecurity essentials' series were launched at the PHA-AHA Joint Industry Forum on 24 November.

One of the videos is on the importance of training staff, biosecurity planning and keeping records. The other is about the biosecurity risks associated with feral or wild animals and weeds. They feature crop and livestock producers who use simple steps to improve biosecurity in their day-to-day activities. The most recent videos add to the information included in four earlier ones that highlighted the importance of managing the biosecurity risks associated with people, vehicles and equipment, and moving anything on or off a property.

PHA's National Manager, Horticultural Cropping, Alison Saunders, talked about ways in which the resources produced by the program can be used by industry groups to assist their members to implement biosecurity on-farm. She encouraged industries to use both the videos and the Farm Biosecurity Action Planner during training sessions with their members to create tailored plans to implement biosecurity on-farm.

The activities of the Farm Biosecurity Program for the next few months were previewed, including advertising the availability of the videos, filming footage for the final video in the series, and the release of an app.

The Farm Biosecurity Program is run by Plant Health Australia and Animal Health Australia. Practical advice and information to assist producers to implement biosecurity on-farm - including a monthly e-newsletter, videos, biosecurity manuals and templates for records - is available through the program website.

To view the videos go to: [www.farmbiosecurity.com.au/videos](http://www.farmbiosecurity.com.au/videos) or the FarmBiosecurity YouTube channel.

## Productivity Commission: New Inquiry



### Regulation of Australian Agriculture

The Productivity Commission invites interested parties to register their interest in an inquiry into the regulation of Australian agriculture.

The inquiry will focus on regulations that have a material impact on the competitiveness and productivity of Australian agriculture, with the aim of:

- defining priority areas for removing or reducing unnecessary regulatory burdens on farm businesses, where doing so would raise the productivity of farm businesses and wider economy
- identifying unnecessary restrictions on competition.

The Commission will produce both a draft and final report, and will hold public hearings. The full terms of reference that guide the issues of relevance to the inquiry are available from the Commission's website.

Visit our website to:

- View the terms of reference
- Learn about the inquiry process
- Register your interest and receive inquiry updates
- Participate by making a submission

Website: [www.pc.gov.au/inquiries/current/agriculture](http://www.pc.gov.au/inquiries/current/agriculture)

**Regulation of Australian Agriculture,  
Productivity Commission  
agriculture@pc.gov.au  
[pc.gov.au/inquiries/current/agriculture/make-submission](http://pc.gov.au/inquiries/current/agriculture/make-submission)**

## US PISTACHIOS ON SHOW IN CHINA



L-R: Devin Aviles, Alison Nagatani, Miss California 2015 Bree Morse, Jimi Valov.  
Picture: American Pistachio Growers

### Beauty pageant winner joins industry members on nine-day tour of Asian nation

Growers and glamour hold the key to a new promotional push for US pistachios in China. The campaign will see Bree Morse, Miss California 2015, join with Californian growers Jimi Valov, Devin Aviles and Alison Nagatani on a roadshow tour of the People's Republic.

The nine-day blitz is being coordinated by trade association American Pistachio Growers (APG) and begins on Thursday (10 December). The tour will focus on four major cities, Shanghai, Ningbo, Xi'an and Beijing.

Valov, who serves as vice chairman of APG, said the promotional tour would help maintain the industry's foothold in China, which remains one of world's largest consumer markets for pistachios.

"Our competition in China is Iranian product, which at times is lower in price for a variety of reasons, one being that we have very strict food safety standards in the United States," Valov explained. "We think it's important for Chinese consumers to hear directly from us, to see the people who are growing their food."

The campaign comes amid recent drought woes facing agriculture in the US, with over 90 per cent of California's pistachio crop grown in one of the drought's hardest-hit regions, the Central Valley.

"Our farmers are resilient and forward-thinking," said Judy Hirigoyen, APG's vice president of global marketing. "We have an unusually small crop this year, but there are so many acres of new trees planted that they're looking to the future and the need to build demand ahead of supply when the younger trees start producing."

US pistachio shipments to China increased 145 per cent from 2008-2013. The Asian nation accounted for 25 per cent of California's export crop over the 2013/14 season.

## THE LOCUST BULLETIN

The Locust Bulletin for December 2015 is available on the Department of Agriculture website at:  
<http://www.agriculture.gov.au/pests-diseases-weeds/locusts/bulletins>

# CRACK OPEN PISTACHIOS FOR HEALTH

## New study reviews 61 clinical trials on tree nuts, blood lipids, lipoproteins, and blood pressure, published in *American Journal of Clinical Nutrition*

In a study published this month in the *American Journal of Clinical Nutrition*<sup>1</sup>, researchers performed a systematic review and meta-analysis of controlled trials to investigate the effects of 8 different types of tree nuts, including pistachios and almonds, on blood lipids, lipoproteins, blood pressure and inflammation in adults (with a median age of 45 years old) without prevalent cardiovascular disease (CVD). Tree nut consumption was shown to lower total cholesterol, triglycerides, LDL cholesterol and LDL's primary apolipoprotein component, ApoB. The amount of nuts varied from 5 to 100 grams per day (median 56 grams per day or approximately 2 ounces).

Interestingly, stronger effects for ApoB were observed in populations with type-2 diabetes (-11.5mg/dL; 95% CI-16.2,-6.8) than among healthy populations (-2.5mg/dL; 95% CI-4.7,-0.3) (p-heterogeneity=0.015). However, further research is needed to examine the impact of tree nut consumption among diabetic populations. The new findings suggest that eating tree nuts, such as pistachios and almonds, may be important for cardiovascular health and those at risk of diabetes. This is important as there is a correlation between cardiovascular disease and diabetes<sup>2</sup>.

Pistachio Health Institute understands healthy food choices are an important part of the recommended lifestyle changes for diabetes and heart health, and is proud to acknowledge that November is American Diabetes Month, led by the American Diabetes Association to raise awareness of diabetes and prevention. The basics of healthy eating with these conditions are similar to healthy eating recommendations for just about anyone: eat regular, well-balanced meals and snacks, include a variety of healthy foods and keep an eye on portions.

"A simple small change to start with is to choose healthy snacks," said Victoria Shanta Retelny, R.D.N., L.D.N., The Lifestyle Nutritionist™. She adds, "Nuts like heart-healthy pistachios make a good choice because they offer nutrients the body needs, are satisfying enough to bridge hunger between meals, can be incorporated into a weight management plan - and they taste good."

Pistachios have a very low glycemic impact on their own, as measured by relative glycemic response (RGR), with values ranging from 4 to 9, where white bread is 100. Plus, a 49-kernel serving of pistachios provides a good source of protein,

fiber, magnesium, and B-vitamins, and the left-over shells may serve as a visual cue about portions, potentially helping to curb overconsumption. "It's really the small changes, like choosing smart snacks, that can help make a big difference," says Shanta Retelny.

Snacking on pistachios sooner rather than later may be the smartest bet. While more research is needed, there are already plenty of nutritional reasons to include a simple snack of pistachios into the daily routine for most people. "The take-home message is that nuts, such as pistachios and almonds, can and should be a part of a healthy diet. Eating right is an important part of good health with or without concerns about heart health and diabetes," concludes Shanta Retelny.

**Funding:** The International Tree Nut Council Nutrition Research and Education Foundation provided funding but had no role in study design, data collection and analysis, decision to publish, or preparation of the manuscript.

### About PistachioHealthInstitute.org

PistachioHealthInstitute.org is the leading online source of information on the health and nutrition benefits of pistachios for both consumers and health professionals. It houses a comprehensive research library, with research updates and information from leading experts in the field of health and nutrition, including the Health Nut blog, Ask Our Expert section and educational materials. The Institute is committed to research, and continues to invest and support research on the health benefits of pistachios. "Like" PistachioHealthInstitute on Facebook and follow @PistachioHealth on Twitter. For more information about the health benefits of pistachios, please visit [www.PistachioHealthInstitute.org](http://www.PistachioHealthInstitute.org).

1 Del Gobbo LC, Falk MC, Feldman R, Lewis K, Mozaffarian D. *Effects of tree nuts on blood lipids, apolipoproteins, and blood pressure: systematic review, meta-analysis, and dose-response of 61 controlled intervention trials.* Am J Clin Nutr. 2015;102:1347-56.

2 American Heart Association. Accessed online 11/13/15:[http://www.heart.org/HEARTORG/Conditions/Diabetes/WhyDiabetesMatters/Cardiovascular-Disease-Diabetes\\_UCM\\_313865\\_Article.jsp/#.VkaCxHarSUK](http://www.heart.org/HEARTORG/Conditions/Diabetes/WhyDiabetesMatters/Cardiovascular-Disease-Diabetes_UCM_313865_Article.jsp/#.VkaCxHarSUK)

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## IRAN'S PISTACHIO EXPORTS DOUBLED IN 7 MONTHS

**TEHRAN:** Iran's pistachio exports doubled in the first seven months of the current Iranian calendar year (March 21-October 22), compared to the same period of time in the previous year.

The country exported 44,100 tons of pistachio worth \$360 million in the seven-month period, being doubled from 22,700 tons valued at \$183.3 million during the same time last year, the Tasnim News Agency reported on Saturday.

Iran exported 18,900 tons of pistachio worth \$152.5 million in the seventh Iranian calendar months of Mehr (September 22-October 22), showing 14 percent and 15 percent growth in weight and value, respectively, compared to the same month in the past year.

Pistachio was Iran's major non-oil exported item in Mehr and the country's tenth main non-oil exported item in the first seven months of the current calendar year.

Meanwhile, Ramezan Rouintan, an official at the Iranian Agriculture Ministry, said 250,000 tons of pistachio is estimated to be produced in the country by the end of current Iranian

calendar year (which will end on March 19, 2016), the Mehr News Agency reported on Saturday.

The official said 70 countries buy Iran's pistachio, among them Hong Kong and some European countries are the leading importers of the product.

On April 17, Press TV quoted Ali Mohseni, an official with the Iranian Agriculture Ministry, as saying that Iran ousted the U.S. as the leading producer of pistachio nuts last year and reclaimed the position which it has long held to its credit.

He said production of the nut surpassed 235,000 tons thanks to satisfactory precipitations and Iran's implementation of development measures for better yield.

Iran exported 180,262 tons of pistachio worth \$1.62 billion last year. Those exports marked a 50 percent rise both in terms of volume and value, the official added.

The country hopes to raise the worth of its pistachio exports to \$2 billion in the current calendar year.

**ACKNOWLEDGEMENT: Tehran Times Economic Desk**

# "Nuts and dried fruits deserve a better place in the supermarket"

NDFC - The Nuts and Dried Fruits Company - started as a wholesaler and packager of nuts, dried fruits, seeds, pits and superfoods in 2006. Due to growth over the course of the years they moved from Deurne to a new location in Sint-Katelijne-Waver in mid 2015. "We have space to grow here and work out our idea," says Jan Jelders, who controls the company with his brother Eddy. "We are presenting our products and concepts at the Horeca Expo in Gent this weekend, on our own stall for the first time."



Jan Jelders

## Wide Assortment

"Our goal is to double our turnover within three years," says Jan. "This is why we invested in more staff for sales, a new corporate identity and logo, a new website and regularly bring innovative products to the market. We are a specialist in packaging and often suggest new ideas to our customers. We also make our own healthy mixes as far as products are concerned. Our range is very wide, with around 300 to 350 different products. We still package a lot manually, a conscious choice as we can work more flexibly like that. Because we are processing increasingly large volumes, new investments in machines are planned. The products come partially from direct import and through specialised suppliers. NDFC is mainly a packager. Customers can also offer labels. We cooperate with Megaflex for this."

## Healthy Snacks

Jan sees that packaging is becoming increasingly important as the sector develops. "A good appearance will lead to more purchases." The owner is full of good ideas. "Over the coming month we want to focus more on new concepts. An example of this is healthy snacks for children. They are often given something unhealthy. You can go many ways with dried fruit, including shapes. This is great as a snack. We also want to focus more on schools and petrol stations for example. Healthier snacks



are needed there too." To present some of their products directly to the consumer, NDFC regularly hires a shop or opens a temporary pop up shop in a Belgian town. "We try to bring a market atmosphere and introduce people to these healthy products in a fun way."

## Better Place

He also believes in retail, but believes that the product group nuts and dried fruit is still treated poorly in supermarket. "Products are almost always just placed on the shelves, but as far as I'm concerned it could be presented more visibly and decoratively. These healthy products deserve a better place in the supermarket! We see a good match with the fresh department."

## Something Special

Buyers are mainly catering companies and wholesalers from different sectors. "We also supply various hotel chains. They don't want regular 'beer nuts' in their mini bar, so we offer something special. We look for a total solution together with our customer. A good quality, fresh product with an attractive packaging for the right price."

Jan still sees a lot of potential in nuts and dried fruits and the other products that the NDFC offers. "It is a growing segment. Consumers are starting to live more consciously and healthily and this can be seen in their purchases. Compared to the Netherlands, Belgium has some making up to do." The company continues to closely follow the trends. "We have various superfoods, juices and recently organic products too. With the holidays in sight we are also creating combinations in pretty gift packaging."

## For more information:

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# Meeting Held in South Valley to Combat Thieves Ripping Off Local Tree Nut Producers



A meeting of minds in the South Valley Thursday to combat thieves who are ripping off local tree nut producers.

So far, the sophisticated crime ring has made off with millions of dollars worth of product.

Millions of pounds of pistachios are processed at Horizon Nut Company in Tulare. The grower-owned business feeds the world, shipping as far away as Europe, Asia, and the Middle East. But recently horizon became the target of crooks hungry for a big profit. They made off with an entire truckload, \$400,000 worth, of pistachio kernels. The truck driver was completely unaware, thinking it was a legitimate load. When in fact, the documents were forged.

The truck headed south to Los Angeles and the load was taken right to the waiting thieves. This kind of heist is happening all over the Central Valley with losses into the millions. Investigators believe the stolen goods are likely headed to Eastern Europe. "What we're seeing now, this year, is another level of sophistication. Theft is occurring by hacking into computer systems and getting order numbers," said Richard Matoian, American Pistachio Growers.

Thursday, the American Pistachio Growers and Western Agricultural Processors Association hosted an emergency summit on tree nut theft. "Wanted to make sure everyone in our industry is aware of what they need to do to protect themselves," said Matoian.

Law enforcement, including the CHP, FBI and Tulare County Sheriff's Department educated attendees on anti-theft measures, and how the crooks are operating. "They're definitely criminal syndicates. They're very organized. Very good at what they do," said Sheriff Mike Boudreaux, Tulare County.

Boudreaux urged vigilance among growers, processors, and truck drivers. Because in Tulare County, the nation's number one agricultural county, this kind of crime is a major blow. "They're getting top dollar for the commodity that's being taken. And so there's a lot of money to be made."

