

Juice Industry Issues and Opportunities

Presented by:

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Juice Products Association

Serving the Juice Products Industry since 1957

JPA Mission

To strengthen the juice products industry by providing a unified voice, serving as the expert resource, enhancing industry best practices, and promoting consumer benefits of juice products.

JPA Strategy for 2015-2016

Defend and promote the health benefits and safety of juice.

What do Consumers think about Juice?

 Consumer research taking an in-depth look at juice consumers and non-consumers:

Qualitative:

Focus Groups & Online Forum

Quantitative:

Online Survey



Consumer Research Objectives

Identify barriers and drivers to consuming juice among target audiences

Explore the feelings, attitudes and behaviors of juice consumption

Identify messaging that could boost juice consumption

Quantitatively gauge attitudes and behaviors related to purchasing and consuming juice



What did we learn?

"Juice non-drinkers had memories of drinking juice as a child, but over the last decade, information gleaned through the media has caused them to believe drinking juice is unhealthy."



"Lapsed juice drinkers generally had a health event or a desire to lose weight that caused them to decrease their juice consumption. Many had replaced juice with water."



"Sugar and calories are the two main barriers to drinking juice.
There is a belief among some that 100% juice has added sugar."



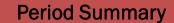
"Drivers to drinking juice include taste, vitamins and minerals, healthy benefits, the way it complements meals, hydration and refreshment."



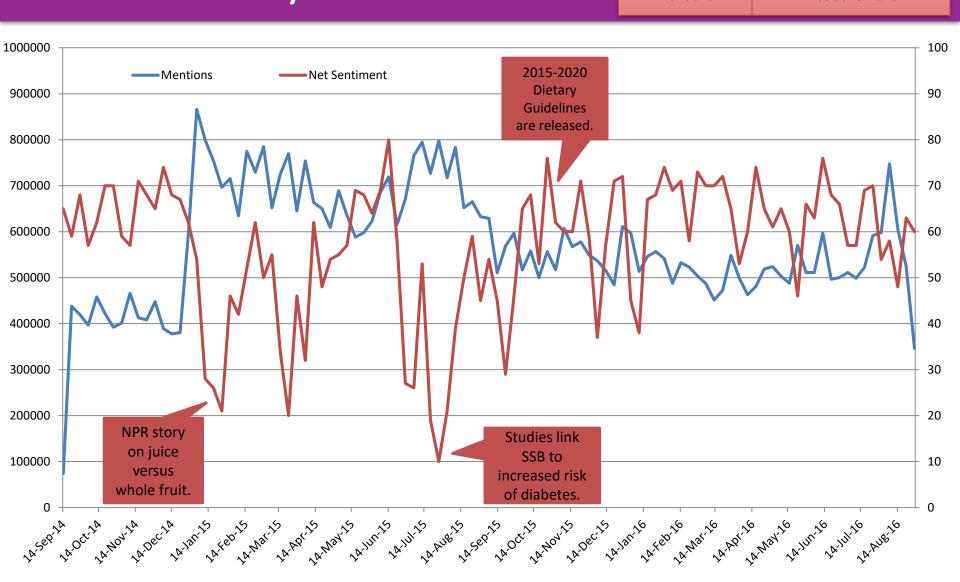
"Health care providers, dietitians, nutritionists and certain governmental agencies are seen as trustworthy sources of information."



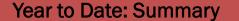
Online Conversation – 2014 - Today



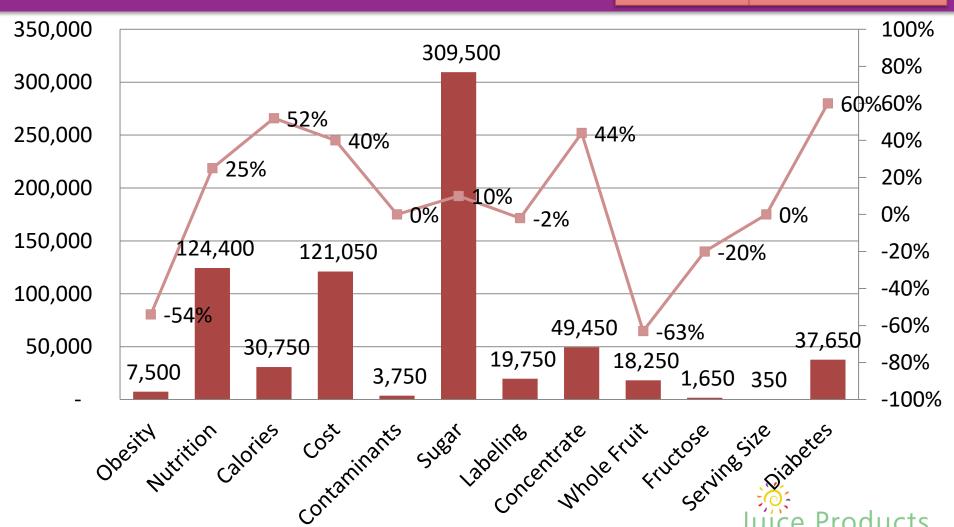
58,838,100 Mentions 55% Net Sentiment



Topics of Online Conversation in 2016



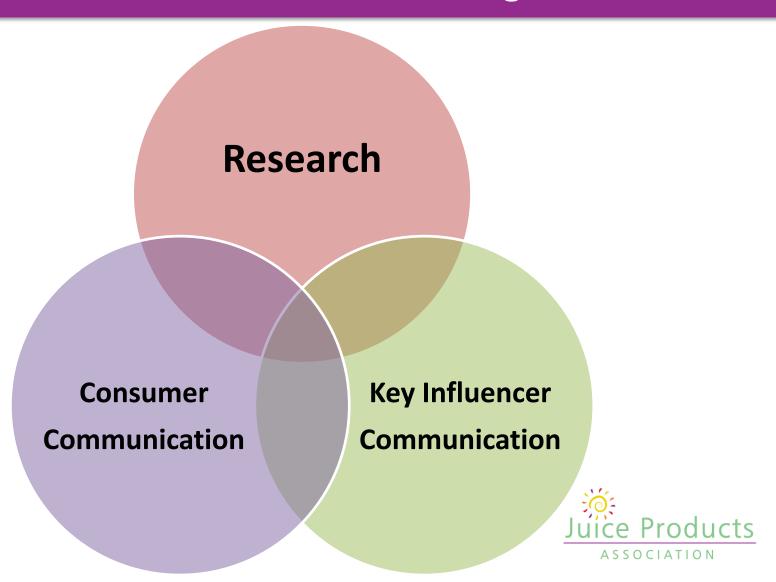
18,482,850 Mentions 63% Net Sentiment



Mentions — Sentiment

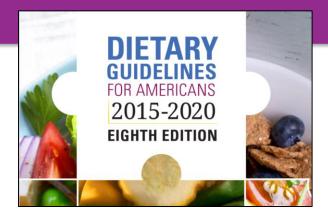
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How we responds to consumer sentiment: JPA Nutrition and Communications Program





Where does Juice Stand? 2015-2020 Dietary Guidelines



2015 - 2020 Dietary Guidelines

States:

- Fruit and vegetable juices, "contain important nutrients such as calcium, potassium, and vitamin D, in addition to calories."
- "Beverages that are calorie-free—especially water—or that contribute beneficial nutrients, such as fat-free and low-fat milk and 100% juice, should be the primary beverages consumed. Milk and 100% fruit juice should be consumed within recommended food group amounts and calorie limits."



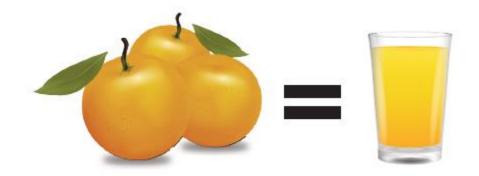






2015 - 2020 Dietary Guidelines

½ cup 100% Fruit Juice = ½ cup Whole Fruit



Up to half of your the daily fruit intake may come from 100% juice.



JPA is a MyPlate Strategic Partner

Insure that 100% juice, as part of the fruit group continues to be included in USDA Dietary Guideline educational and promotional material

Align juice messaging with Dietary Guideline for Americans programs, projects and initiatives



Promote and educate consumers about the importance of eating fruits and vegetables and following the Dietary Guidelines with other partners





Communicating the Dietary Guidelines



Shared with Media

Distribution of press release

Shared with Consumers

- Posted to Juice Central
- Focus of Social Media Content, supported with social media ads
- Included in all outreach materials
- Info on juice to be included in upcoming MyPlate messaging

Shared with Key Opinion Leaders

- eBlast to health professionals
- Webinars to dietitians and health professional
- Included in all outreach materials

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Where does Juice Stand? American Academy of

Pediatrics



Statement/Guidelines on Juice

- JPA has presented peer-reviewed research and acted as a resource to AAP for all juice-related issues
- Juice recommendations being re-issued





Where We Stand: Fruit Juice

The American Academy of Pediatrics recommends that fruit juice not be given to infants under six months of age since it offers no nutritional benefit to babies in this age group. After six months of age, infants may have limited amounts of juice each day.



- For children older than six months, fruit juice offers no nutritional benefits over whole fruit. Whole fruits also provide fiber and other nutrients. Infants should not be given fruit juice at bedtime, nor as a treatment of dehydration or management of diarrhea.
- . For children ages one to six years old, limit fruit juice consumption to 4 to 6 ounces (120-180 ml) each day.



Communicating AAP Guidelines

- Current AAP Guidelines allow industry to refer to a recognized health authority for children's serving sizes
- Included in:
 - All ConsumerCommunication
 - All Media Statements and article responses
 - Health professional education



How much juice should children drink?

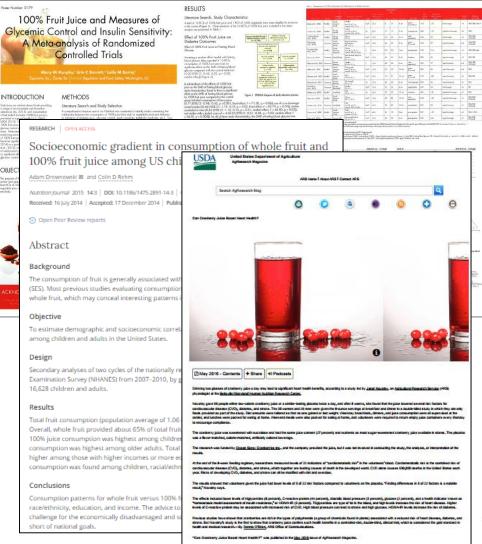
According to the 2015 Dietary Guidelines for Americans and the American Academy of Pediatrics (AAP), 4 to 6 ounces of 100% fruit juice per day is appropriate for young children. For children age 7 and older, the AAP says the serving size may go up to 8 to 12 ounces per day.





Where does Juice Stand? Published Science and Media

Positive Studies from 2016



- Presented at Experimental Biology, awaiting publication – "Systematic Diabetes Literature review which included a summary of 17 randomized controlled studies (RCT) on 100% fruit juice related to diabetes markers."*
- BMC Pediatrics "Dietary and Economic Effects of Meeting Fruit Shortfalls in Nutrient Intakes and Diet Cost"*
- USDA ARS "Drinking Two Glasses of Cranberry Juice May Lead to Heart Benefit"

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- * funded by JPA



Positive Studies

- Journal of American Medical
 Association (JAMA) Pediatrics —
 "Effect of Dilute Apple Juice and
 Preferred Fluids vs Electrolyte
 Maintenance Solution on Treatment
 Failure Among Children With Mild
 Gastroenteritis: A Randomized
 Clinical Trial"
- American Journal of Clinical Nutrition (AJCN) – "Tart Cherries Juice Could Reduce Cardiovascular Disease Risk"
- USDA ERS "When it Comes to Fruits and Vegetables, Fresh is Not Always Cheaper"

AJCN. First published ahead of print May 4, 2016 as doi: 10.3945/ajcn.115.123869. When it comes to fruits and vegetables, fresh is not always cheaper than canned or Related Data Fruit and Vegetable Prices Effect of Dilute Apple Juice and Preferred Fluids vs Some tools below are only available to our Electrolyte Maintenance Solution on Treatment subscribers or users with an online account. Failure Among Children With Mild Gastroenteritis A Randomized Clinical Trial Get Citation Stephen B. Freedman, MDCM, MSc¹; Andrew R. Willan, PhD²; Kathy Boule, MD³⁴; Suzanne Schuh, MD³⁴ Supplemental Conten JAMA, 2016;315(18):1966-1974, doi:10.1001(jama,2016.5352 Article Figures Tables Supplemental Content References Responses CME M View Metrics Sign in ABSTRACT | INTRODUCTION | METHODS | RESULTS | DISCUSSION | CONCLUSIONS | ARTICLE INFORMATION | REFERENCES . Sign in to your personal account · Institutional sign in: Open Athena | Shibb nce Gastroenteritis is a common pediatric illness. Electrolyte maintenance solution is aded to treat and prevent dehydration. Its advantage in minimally dehydrated children is unprove Objective To determine if oral hydration with dilute apple juice/preferred fluids is noninferior to Purchase Options electrolyte maintenance solution in children with mild eastmenteritis. · Buy this article Design. Setting, and Participants Randonized single-blind popinisricity trial conducted between Subscribe to the journal the months of October and April during the years 2010 to 2015 in a tertiary care pediatric emerger department in Toronto, Outario, Canada. Study participants were children aged 6 to 60 months with Related Content Customize your page view by dragging & repositioning the boxes below. ntions: Participants were randomly assigned to receive color-matched half-strength apple juice/preferred fluids (n=323) or apple-flavored electrolyte maintenance solution (n=324). Oral rehydration Articles Related By Topic therapy followed institutional protocols. After discharge, the half-strongth apple juice/preferred fluids group was administered fluids as desired; the electrolyte maintenance solution group replaced losses with Filter By Topic > Main Outcomes and Measures The primary extense was a composite of treatment failure defined by Hospital at Home Program Cuts Costs, any of the following occurring within 7 days of enrollment: intravenous rehydration, hospitalization, Improves Patient Health and Sat subsequent unscheduled physician encounter, protracted symptoms, crossover, and 3% or more weight loss JAMA, 2012;300(2):122. or significant debydration at in-person follow-up. Secondary outcomes included intravenous rehydration, doi:10.1001/jama.2012.7420. hospitalization, and frequency of diarrhon and vomiting. The noninferiority margin was defined as a difference between groups of 7.5% for the primary outcome and was assessed with a 1-sided qu. quy, If JAMA, 2002;287(13):1639. noninferiority was established, a 1-sided test for superiority was conducted. doi:10.1001/jama.287.13.1639-JMN0403-3-2 Results Among 647 randomized children (mean age, 28.3 months; 331 boys [51.1%]; 441 (68.2%) without [+] View More evidence of dehydration), 644 (99.5%) completed follow-up. Children who were administered dilute apple juice experienced treatment failure less often than those given electrolyte maintenance solution (16.7% vs. Related Collections as, offs; difference, -6, 5%; 97, 5% CL, -m to -a, offs; P < , one for inferiority and P = , one for superiority). Fewer children administrated apple juice/preferred fluids received intravenous rehydration (2.5% vs 0.0%; Acid Base, Electrolytes difference, -6.5%; 90% CL -11.6% to -1.8%). Hospitalization rates and diarrhen and vomiting frequency **Emergency Medicine** were not significantly different between groups. Conclusions and Relevance Among children with mild gastroenteritis and minimal dehydration, Infectious Diseases initial oral hydration with dilute apple juice followed by their preferred fluids, compared with electrolyte Pediatric Emergencie maintenance solution, resulted in fewer treatment failures. In many high-income countries, the use of dilute apple juice and preferred fluids as desired may be an appropriate alternative to electrolyte maintenance fluids



We Promote the Positive

To Consumers:





&

Newsletter

Facts about fruit and fruit juice

Feeding your family nutritious food and drinks can be tricky, especially when there are so many mixed messages about food out there. Diane Welland, nutritionist and registered dielitian, shares three reasons why 100 percent juice is a great way to help your family get those important fruits and vegetables into their diet.

 Eighty percent of Americans are not getting the recommended servings of fruit in their diet.

Like the whole fruit it comes from, fruit juice is filled with nutritious vitamins and minerals bodies need. Did you know juice is a top io C. potassium

Editorial Content

juice may cause cavities is wrong. Scientific studies have not only found no association between 100 percent juice intake and dental cavities, one study even found fewer cavities when children drank 100 percent juice more than twice a day.

You can enjoy fruit and juice in a healthy diet.

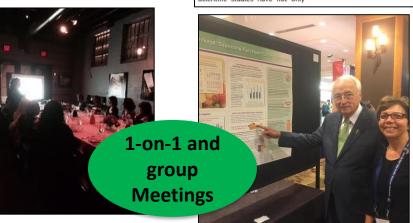
Fruit juice and whole fruit are often pitted against one another, but there's no need to pick one or the other. Both can be an important part of a healthy diet. Recent research confirms most Americans eat a combination of fruit and fruit juice. In fact, according to another study published in International Journal of Child Health and Nutrition, children who drink juice also eat significantly more fruit than those who don't.

Fruit juice is included as a form of fruit in the USDA's 2015-2020 Dietary Guidelines for Americans, as it can and should be an important part of the diet for you and your family. Juice can be included as a beverage with a meal or incorporated into mouth-watering recipes or enjoyed on its own. Visit www.juice-central.org to see how juice can fit into your lifestyle.

- Brandpoint

To Health Professionals and Nutrition Scientists:





Results of Positive Promotion



Kudo's from RD's

"What perfect timing! I will update the Beverage Chapter of The Complete Food and Nutrition Guide Book (over 200,000 copies sold of 4th edition) with this research"

"The research is so important because consumers are so confused. Dietetic professionals also don't understand the science. That's why this research is so valuable."

Consumer Traction

Syndicated article audience: **58 Million**

Message Reach: 8.8

Million

Engagement Rate:

221 Thousand







Negative Science and Headlines

- **British Medical Journal (BMJ)** "Fruit and vegetable consumption in adolescence and early adulthood and risk of breast cancer"
- Experimental Biology Abstract "Sugary Beverages Linked to Prostate and Breast Cancer"
- Experimental Biology Abstract "Consumption of Total Fruit, Vegetables, Whole Grains and Added sugars in Diets of Young Children from the National Health and Nutrition Examination Surveys (NHANES)"
- USDA Release of Guidance level of Arsenic in Rice





We Defend Juice

Educate Consumers

- Messaging on website and social channels
- Run digital advertising directing consumers to Juice Central
- Direct outreach on misinformation via social media

Respond to Media

- Share the science via letter to the editor, direct outreach to reporters on erroneous articles
- Supply comments to media on behalf of industry

Inform Key Opinion Leaders

Discuss science-based research with media RDs, Nutritionists, Dentists,
 Pediatricians and others who share misinformation with the media



Snapshots of JPA Issues Response

The Washington Post

Americans' junk food habits start in toddler years. At age 1, we eat fries and brownies - but few veggies

The Washington Post

Drink your juice — it's good for you

The first few months of a child's life ites of neon-green pureed peas. The ine millions of us are adults, we are

ly Ariana Eunjung Cha. April G.

In an effort to pinpoint exactly whe Examination Surveys (NHANES) fro a surveys of caregivers. The partic child ate over a 24-hour period. Puly crements and then calculated an est

The findings show that bad habits sto ame for your poor eating square)

Americans are not eating enough fruits and vegetables. Victor Fulgoni's research, as reported in the April 7 Politics & The Nation article "Junk-food habits start at toddler age, analysis finds," confirmed this. The research is solid; however, information about the healthfulness of 100 percent juice included in the article was misleading. For maximum intake of nutrients, children and adults should be encouraged to eat more fruits and vegetables in all forms, including as juice.

As confirmed in peer-reviewed published research, 100 percent fruit juice and whole fruit complement each other in the diet. The same study found that children who drink 100 percent juice tend to eat more whole fruit and have overall better-quality diets than those who don't. Juice drinkers also take in higher levels of important vitamins and minerals such as vitamin C, potassium and magnesium.

One hundred percent juice has the same nutrients found in whole fruit and no added sugar, which is why the 2015-2020 Dietary Guidelines for Americans include 100 percent fruit juice in the fruit group. If toddler feeding habits mirror dietary choices later in life, we should be encouraging consumption of healthy beverages such as 100 percent

Diane Welland, Washington

The writer is a dietitian and manager of nutrition communications for the Juice Products Association.

Is this the worst 'good' food to feed your kids?

Published: Feb 5, 2016 4:43 p.m. ET



Parents should be careful when offering all-fruit products that have little fiber







Aa C

As parents struggle to find healthy snacks to give their kids, smoothies, pureed fruit pouches and 100% fruit juices may sound like good options - especially as new federal dietary guidelines urge Americans to reduce their intake of added sugars.

But it's not that simple

While federal guidelines released recently stated that no more than 10% of a person's calories should come from added sugar, parents should also be careful. when offering all-fruit products that have little fiber to offset their sugar content, according to Robert Lustig, professor of pediatrics at the University of California, San Francisco. That's because pretty much any purée or juice — whether bought

Can my child drink juice? juicecentral.org/kids Get age and serving recommendations for kids



Snapshots of JPA Issues Response



Health & Nutrition ▼

Health Professionals

NEWS & RESEARCH

New Study Finds Apple Juice B..

A new Canadian study published on-

Our Registered Dietitian's Res...

Americans are getting health advice

2015 - 2020 Dietary Guideline... WASHINGTON, DC (January 7, 2016) -The 2015-2020 Dietary Guidelines ...

line in the Journal of ...

from every corner of the ...



Get the facts about 100% juice and children's dental health, straight from a registered dietitian: http://bit.ly/1QnM4er@



WHAT YOU NEED TO KNOW ABOUT JUICE AND **ARSENIC**

Recent news reports about the possible presence of arsenic in some wines and other foods have raised questions about juice. Here's what you should know: arsenic is a naturally occurring element in our environment. It is present in low levels in the air we breathe and in the crops we grow. Therefore it may be found in trace, harmless amounts in many naturally sourced foods.

What exactly is arsenic?

Arsenic is a naturally occurring element in our environment. It is widely distributed within the earth's crust, in rocks and metals, and also occurs in combination with other elements such as oxygen,

ne environment through both natural

ood or drinks safe to consume?

ace amounts that it is found in naturally s gencies such as the FDA evaluate scienti d beverages. T

v occurring an

foods includi

ELITE DAILY

As a registered dietitian working with the Juice Products Association, I would

total fat and added sugar than non-juice drinkers For more information, please



like to share some important information about juice that this article missed. The 2015-2020 Dietary Guidelines for Americans continue to include juice in the fruit group this is because 100% juice contains the same beneficial nutrients as whole fruit, including vitamin A, vitamin C, folate, potassium and other beneficial plant compounds with no added sugar. If you are looking for a healthy beverage, studies demonstrate that people who drink 100% juice have higher quality diets, eat more whole fruit, and have either comparable or higher total dietary fiber in their diets as well as lower intakes of saturated fat,

Diane Welland

visit www.juicecentral.org.

@NIHprevents The study did not include 100% juice, which has many nutritional benefits. Read more about them here: bit.lv/1NluYGS

NIH ODP @NIHprevents · Mar 2 .@CDCgov: 1 in 3 Americans drinks sugary soda or juice daily.

Rethink

Drink

Juice Central

Your



Key scientific research has supported the inclusion of 100 percent juice in a healthy diet for several reasons. Click on the topic below to find the supporting information. Review of Scie



Where does Juice Stand? US Public Policy

New CACFP Meal Patterns

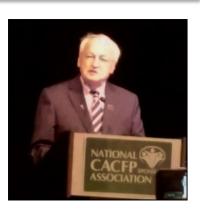


- Infant Meal Pattern
 - The service of fruit juice to infants from 6 11 months is prohibited
- Child and Adult Care Meal Pattern
 - Service of juice is limited to once per day (one serving equivalent to 4-6 ounces per day)
 - 100% fruit and vegetable juice blends are allowed (creditable) in CACFP



Juice Industry Represented at CACFP Conference

Presented the latest research on juice at the National CACFP Conference



Results:

- Access to Final CACFP Rules
- Positive engagement with CACFP members
- Creating resource for facilities implementing feeding programs





Women, Infants and Children Program (WIC)



The Health and Medicine Division of the National Academy of Sciences is currently reviewing the WIC Food Package

New Study to support the inclusion of juice in the WIC Food Package:

Modeling study using NHANES Data 2008-2007-2008 and 2011-2012

Results:

- Fruit consumption patterns did not change, despite changes in food package.
- Removing or reducing juice from the package could have serious nutritional consequences in children and adults, decreasing diet quality and several nutrients important for health.

Women, Infants and Children Program (WIC)

JPA presented poster at the 2016 Nutrition Education & Breastfeeding Promotion Conference



- JPA has presented two sets of:
 - Oral comments
 - Written comments



FDA's New Nutrition Facts Panel

SIDE-BY-SIDE COMPARISON

8%

20%

Original Label

Nutrition Facts

Serving Size 2/3 cup (55g) Servings Per Container About 8

Annount Fer Serving		
Calories 230	Calories from Fat 7	2
	% Daily Value	ē
Total Fat 8g	129	6
Saturated Fat 1g	5	6
Trans Fat 0g		_
Cholesterol Omg	09	16
Sodium 160mg	79	6
Total Carbohydrat	te 37g 12°	7
Dietary Fiber 4g	169	6
Sugars 1g		_
Protein 3g		_

Į	on 45	٨
	Percent Daily Values are based on a 2,000 calorie die	ď.
	Your daily value may be higher or lower depending on	
	our calorie needs.	

Vitamin A Vitamin C

Calcium

your calorie needs.	Calories:	2,000	2,500
Total Fat	Less than	65g	80g
Sat Fat	Less than	20g	25g
Cholesterol	Less than	300mg	300mg
Sodium	Less than	2,400mg	2,400mg
Total Carbohydrate		300g	375g
Dietary Fiber		25g	30g

New Label

Nutrition Facts

8 servings per container Serving size 2/3 cup (55g)

Amount per serving Calories

230

% Daily	Value*
Total Fat 8g	10%
Saturated Fat 1g	5%
Trans Fat 0g	
Cholesterol 0mg	0%
Sodium 160mg	7%
Total Carbohydrate 37g	13%
Dietary Fiber 4g	14%
Total Sugars 12g	
Includes 10g Added Sugars	20%
Protein 3g	

Vitamin D 2mcg 10% Calcium 260mg 20% Iron 8mg 45%

Potassium 235mg

The new Nutrition
Facts Panel will result
in juice companies
relabeling products:

- JPA presented to the FDA
 - Written comments
 - Oral comments



^{*} The % Daily Value (DV) tells you how much a nutrient in a serving of food contributes to a daily diet. 2,000 calories a day is used for general nutrition advice.

International Public Policy

JPA tracks international issues and coordinates with varies international organizations to respond, including:

- European Fruit Juice Association (AIJN)
- The International Fruit Juice Union (IFU)
- British Fruit Juice Association (BFJA)
- Canadian Beverage Association (CBA)





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Thank you! Questions? Contact us!



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