

Peter Fismer, (Speaker #15)

Wednesday, April 15, 2015 9:45 a.m.

Questions

1. The Non-GMO Project in the USA says their products are verified. Your cert ID indicates your lecithin is certified. Is there a difference between verified and certified lecithin?

The Non-GMO Project is an independent company and separate from CertID; both have the same intention as identity preserved lecithin.

2. If you look out 10 years, what will the world of GWX IP lecithin look like? GWX?

Since 1996 people said maybe in a few years it will not exist anymore, but we are now in 2015 and it still exist. As long as oil mills and farmers can make profit out of it, it will exist. Maybe it will no longer be in food but in other applications like nutraceuticals or pharma.

3. Is gross contamination of GMO in Eastern Europe referring to spreading of gene fragments? How can a genetically modified DNA fragment be transferred from soybean to sunflower?

By cross contamination during transport of the seeds, for example, or during the storage and harvest of the seeds.

4. If the soybean seed is only 0.9% or less GMO seed, how can the soy lecithin be labeled as "GMO-free?" How about, "tested to be GMO-free to 99% level?"

GMO-free is a term provided by certain suppliers or traders. They do a PCR test which says negative and then they say, "Wow, that's GMO free." By law this term doesn't exist. It is either IP below 0.9% or nothing.

5. What is the difference between soy, sunflower and canola lecithin on the yield volume of chocolate?

The yield in seeds is as follows: Soy 0.6%, Canola 0.25% and Sun 0.2%. In chocolate application it depends on your recipe, but normally not more than 0.3% in chocolate.

6. Is there any validity to using lecithin supplements to decrease one's cholesterol?

Yes, it is well known that lecithin is able to decrease cholesterol, but we are not in the position to mention this on our product, because then we are in the pharma area (or medical area). In certain literature it is mentioned.

7. What other products in the USA use lecithin in addition to confectionery?

Feed, bakery, instant products, margarine (spreads), nutraceuticals, pharmaceuticals, cosmetics, baby food.

<p>8. Is there a functional difference in chocolate when using soy vs. sunflower vs. canola lecithin?</p> <p>No, small differences may be given by your recipe.</p>
<p>9. What HLB value is best for chocolate application?</p> <p>The best HLB value for chocolate is 4 – 5.</p>
<p>10. What is the relative price difference between IP soy lecithin vs. non-IP soy lecithin?</p> <p>The price level for NonIP lecithin is approximately \$1,000 and for IP Soylecithin approximately \$2,600.</p>
<p>11. What is a soy leaf test? How is it run – is it just visual?</p> <p>The leaf test is called “Elisa Test” and analyzes the protein content.</p>
<p>12. How do you preferentially remove PE or PI from PC?</p> <p>By extraction.</p>
<p>13. GMO lecithin has been in use in the US for over 20 years. Is there any evidence that it is hazardous for health? If not, why is Europe so hard on it?</p> <p>The genetically modified soybeans were tested 10 years and nothing happened; nobody knows what will happen afterwards. Official authorities claimed that the customers must have their own choice what they will eat. And therefore the industry has to label it and then the customers are able to make their own choice.</p>
<p>14. How do sunflower and canola lecithin perform compared to soy lecithin? Do I get the same viscosity reduction when the same amount is added to chocolate?</p> <p>You will get the same viscosity results in general, but recipe and other ingredients may have an effect as well.</p>
<p>15. Do you see a big functionality difference between soy and sunflower lecithin?</p> <p>No.</p>
<p>16. What is the relative cost difference between lecithin from soy, canola and sunflower?</p> <p>Sunflower is more or less on the same level as soy lecithin IP and canola is a little bit cheaper.</p>
<p>17. How should soy lecithin be treated on labels in regards to allergen status?</p> <p>In the Alba List you have to mark it as a potential allergen.</p>
<p>18. What is the difference between rapeseed and canola lecithin and can you say anything about regulatory implications for the US?</p> <p>The difference is the yield of the lecithins in production. I am unsure offhand of all the regulatory implications in US.</p>

19. What is the growth rate of IP soy lecithin in the marketplace?

Currently in the US there is an actual demand of 5.000Mt. The current request is already much higher.