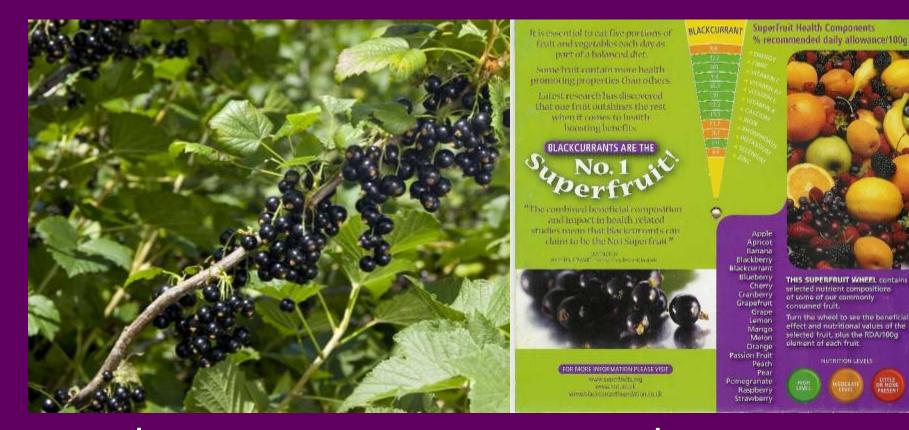


Creating A Profitable Future



For the growers, processers and customers of the most amazing fruit on earth!

The International Blackcurrant Association started with an idea that became a vision that turned into a reality

The pathway to today

- Christchurch, New Zealand, 2008
- Copenhagen, Denmark, 2009
- Beaune, France 2010
- Goes, Netherlands, 2011
- Dundee Scotland, 2012

The result

"The IBA is somewhat UNIQUE in the world of fruit juice & production and processing.. and of strategic importance to create a sound platform....that will lead to the success of the involved players" Franz Ennser, Agrana Juice Holding.

A truly international and unique association the global blackcurrant family

Member countries

- Denmark
- France
- Germany
- Japan
- Netherlands
- Norway
- New Zealand
- United Kingdom

Potential member countries

- Australia
- Canada
- China
- Estomia
- Hungary
- Lithuania
- Poland
- Russia
- Sweden
- Ukraine
- USA

A grower-based organisation from the roots up but recognising the need for partnership with researchers and the market to achieve mutual, sustainable prosperity.





We are starting to flex our global marketing muscle -

The IBA's Six Strategies for a more profitable future for the industry as a whole

- Working with Country Associations to create a stimulating and vibrant Annual Conference
- Be the researchermarketer "fix-point": stimulating innovation.
- Be the global "go-to" for all news and information about blackcurrants

- Increasing the blackcurrant profile at trade and marketplace strategically important events.
- Creating a global blackcurrant familynetwork centre.
- Making the best use of limited resources by being adaptive and innovative and passionate about how we do it.

1: Working with Country Associations to create a stimulating and vibrant Annual Conference

- The past four conferences have created networks and knowledge.
- The bi-annual IBA Full Conference (3-day) will alternate with a (2-day) biannual Horticultural conference.
- The IBA will assist with seedfunding and programme inputs.
- The work of the country organisers of the 4 Conferences to date has been truly wonderful!

- In the future-
- Conferences will become events that champion Grower and Marketer Awards.
- The science research presentations will be given an increased public profile.

2: The researcher-marketer "fixpoint": stimulating innovation.

- The major problem for the blackcurrant industry is good research not finding a champion to take it to market.
- The IBA Executive is now working with researchers to look at potential market partners and strategic options.
- By maintaining an overview of blackcurrant "happenings" the IBA Executive can suggest research pathways and possibly assist in finding or supporting research grants for institutions.
- Importantly-
- As the IBA we don't compete with those already being innovative within the industry – we find gaps and areas where no one is, and fill them.

3: Be the global "go-to" for all news and information about blackcurrants

- Country Association profiles: the first will be on-line end of June.
- Marketplace updates: Dirk's report on the German Food Fairs last month a good example.
- Agronomy and Plant breeding news updates
- Including regular chat columns on problems and solutions.



A champion of the Blackcurrant presenting his product at the Grune Woche Trade Show; profiled on the IBA website

4: Increasing the blackcurrant profile at strategically important trade and marketplace events.



 Example of New Zealand tasting and information booth for NZ Dietetics Association and NZ Foodwriters Guild Conferences. New products resulted!

costs shared by brands that have products used on display and in tastings: a costeffective proven tactic that is perfect for the international blackcurrant industry and gets us into the BIG events!

5: Creating a global blackcurrant family-network centre.

- As Franz Ennser said: "this association is unique in the world of berry-fruits."
- Although the blackcurrant is • one of the oldest of berries and an established industry in many countries it has a renewed vigour and attitude that has come from the mixing together of the peoples of the blackcurrant growing nations (a kind of positive human-hybrid vigour as perhaps the plant breeders would say).

- The website is in its formative stages.
- It will be our major communication media but be supplemented with multilanguage newsletters.
- These will be sent to a growing database of Country Associations, individual growers, agronomists, research institutes (plant and wellness), chefs and food writers, marketers and food technologists, retailers, consumers.

Potential Cassisarians all!

6: Making the best use of limited resources by being adaptive and innovative, and passionate about how we do it.

- This year we are developing tactics that will fund themselves through positive sponsorship:
 - IBA Grower of the Year Awards
 - The International Blackcurrant-Cassis Awards Competition
- The development of these two tactics started here in Dundee and we expect to have their inaugural events in place for Conference 2013.

- And in the future, we are limited only by our imagination. For example:
- The International Blackcurrant Association Agronomist-Plant Breeder of the Year
- The International Blackcurrant Association Most Innovative New Product of the Year-
 - Health Supplement Category
 - New Food category
 - New Beverage Category.
- All creating networks, publicity and opportunities for enterprise.

The Future is Black

Muffins to mains – the culinary adventures of the New Zealand blackcurrant.



o New Zealanders, the black-turnar represents a sich, wholesame fruit drait, and the local black-turnar industry has become a world leader in producing internely coloured berries that we perfect for iterative concentration. But does the black-turnar have a finner counsile the more page.

East check and balants have been able to buy thosen blackeomens for over a decade but have only used them very spontal-calls and for specialized products. Are they making out on an ingrodient with huge colonary potential?

The grower-owned Bindocerrant Cooperative exports frozen from and concentrate to Japan, Anatralia, Europe and North America, Although Japan is the key stacker, wone exciting opportunities are developing, particularly in the USA. However, the Co-op recognises that the key to expect development is gatting, our act together at home.

There are some woodcrift paraflets between New Zealand's Blackmarant and New Zealand's imme "ubits brand" wise – samignos iddas. An average grape in this borndand France, the grape same to MadDolorogh and under weat an segmolopia. "Underella" as the intense stuffight and other factors of terrois produced flawsom that have changed the way the world sees both New Zealand and the grape. The blackmarant mery a smallar Sense vary average varieties from Scotland same as New Zealand and over the last indicates from Scotland and are so New Zealand and over the last indicates in constitute for systems of alleled varietial burneling programmes, innovative heryfriat familing practices and

An example tactic that could be repeated in any country: Three New Zealand companies funded the world's first Blackcurrant Culinary Masterclass. The resultspublicity in leading magazines, wonderful feedback from key influencers about the potential of blackcurrants, networks created with buyers and trade.



Despite all the sexy science and amazing research for health, the blackcurrant is also one of the most refreshing, delightful experiences as food or beverage from the extremely casual to extreme sophistication. Enjoy!