





Third eye of the grower

Pascal van Delst 22 april 2015

### Pascal van Delst



- Phood Consultancy
- QFOOD GmbH

#### Before:

Heineken, SGS, Diversey

Experience in Functional Food (legislation, testing and communication)
quality assurance and certification in the food industry and retail



## Agenda

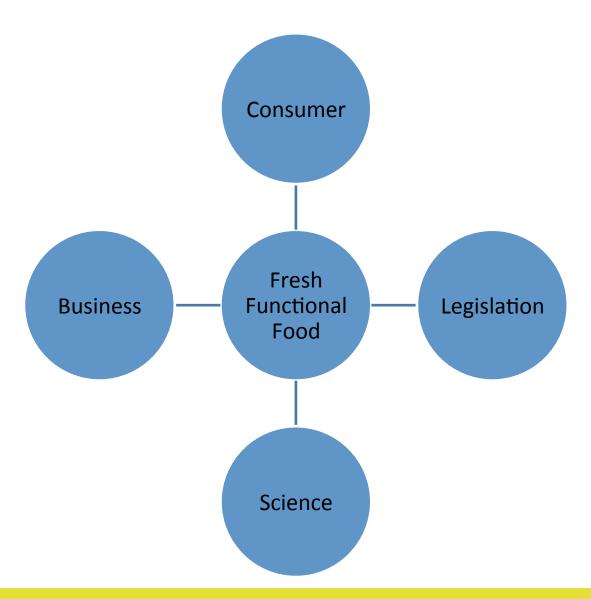


- Pathway for fresh functional food
- The third eye of the grower



## **Functional Fresh Food**





## Legislation



- Since January 2007 new EU-legislation for food claims.
- Two kind of claims:
  - Food claims
  - Health claims
- Scope: Food, beverages and supplements
- Entire Europe
- 270 Claims recognized,=> only 2 on plants



### Science



- Much research on animals and in-vitro
- Less human intervention studies
- Epidemiological studies cannot provide evidence:
  - More fruit and vegetables
  - Less fat
  - More exercise
  - Less meat
  - Everybody is different



### Business



- Scientific fundament is incomplete for health claims.
- Return on invest in this stage is very low.
- Chain assurance is needed
- Communication towards consumer in 8 sec.
- Companies can't tell everything.





1 8 AUG. 2008

BROCCOCRESS & BROCCOSPROUTS DE POEL 1 2681 MB MONSTER

Waarschuwing

1 /4 AUG 2001

270250533/14008/LUNV/JT

Geachte heer/mevrouw,

Uit de inspectiegegevens van de senior controleur is gebleken dat op onderstaande website niel werd voldaan aan de wettelijke voorschriften, waardoor een overtreding

Ten aanzien daarvan is de volgende informatie voor u van belang:

Datum van de inspectie: vrijdag 8 augustus 2008

Plaats van de inspectie: "www.brocco.nl"

Constatering

op de website "www.brocco.nl" werden niet-toegestane claims gebruikt.

Op de homepagina van de site staat in een kader rechts bovenaan:
"Een rijk dieet aan fruit en groenten verkleint de kans op kanker. Brocco past perfect in
dit dieet!"

Er wordt op deze wijze een directe link gelegd lussen het verkleinen van de kans op kanker en het eventuele effect bij het gebruik van het product Brocco hierop. Dit is niet-toegestaan.

Op het tabblad Brocco, wat is het? staat:

"... die de ontwikkeling van ernstige ziektes als kanker en oogsfwijkingen initieren resp stimuleren".

Er wordt op deze wijze een directe link gelegd tussen de ontwikkeling van ernstige ziektes als kanker en het beginnen van oogafwijklingen en het eventuele effect bij het gebruik van het product Brocco (BroccoSprouf en BroccoCress) hierop. Dit is niet-toegostiaan.

lk adviseer u - indien u aanprijzingen voor producten wilt gebruiken/voeren om de website van de Keuringsraad Aanprijzing Gezondheidsproducten (KAG) - www.koagkag.nl - Ia raadplegen.

Voedsei en Warm Auhanten Regio Zudwest Westnipkn Paramoning s Postaus 3000 3330 DC Zeindreich Teinborn (079) 611 21 00 Fess (079) 611 22 00

WWW.WWI.nl

"A diet rich in fruit and vegetables lowers the risk of cancer.
Brocco fits in this diet"

€680,- fine

## Consumer



- Clear message
- Be careful with heavy claims
  - Use sports claims
  - Use cosmetic claims
- Don't punish by a bad taste
- Trust in Medical Doctors and relatives (influence of social media)



## Consumer thoughts



# Ingredient

Lycopene in tomato

# Benefit

Less sun burning

# Meaning

 I look more attractive

> Source: Nestec

## Approach for SME



#### Don'ts:

- Start with Health Claims
- Cancer, heart diseases and diabetics
- Single substance approach
- No window dressing



## Approach for SME (2)

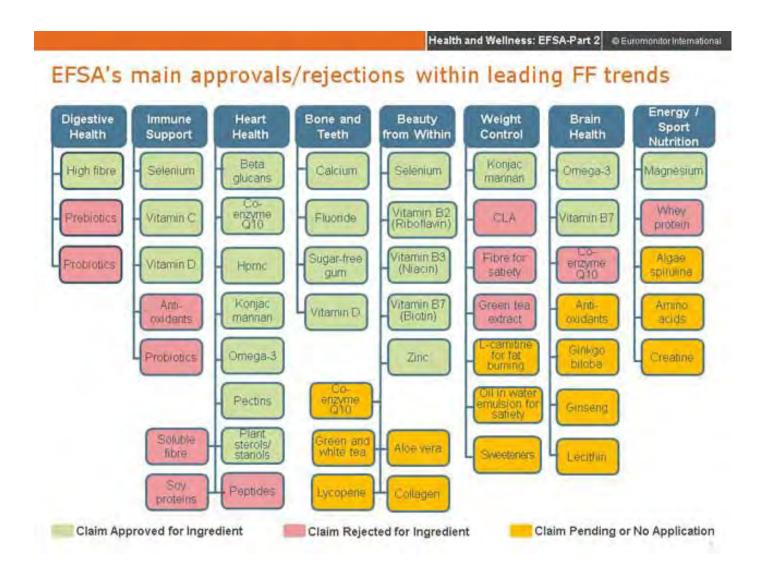


- Do's:
  - Use Food Claims
  - Use the EFSA list (vitamins, minerals)
  - Use little health issues
  - Use the total matrix
  - It should be truth!



#### **EFSA Health claims**





# The third eye



- Eye for volume
- Eye for taste
- Eye for health









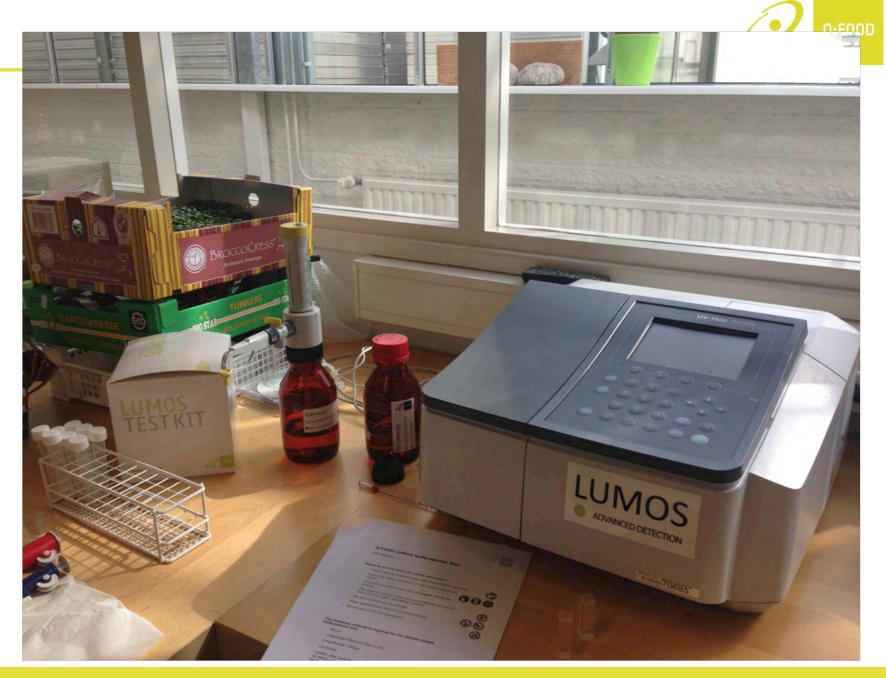












## How to see health



- Sulforaphane in Brocco Cress
- Caroteens in tomatoes, bel peppers, water melon



### QFOOD LUMOS Q-CT Test



QFOOD presents the new LUMOS Q·CT Carotene test:

A fast and direct approach to analyze mixed Carotenes from food samples.

- based on extraction and UV/VIS spectroscopy
- integrated mathematic analysis by the LUMOS analyzer
- easy, fast, precise and reliable:
  - ease of use, every step controlled by Q-OS software
  - you do not have to worry about data analysis
  - less than 10min for a test
  - data quality is independent on user or analyzer influence. It is a robust system with reliable data acquisition







## Lossless and Safeguarding Extraction



- Q·CT extracts all carotenes contained in the sample in a safeguarding way in order to maintain the chemical integrity of carotenes
  - -> carotenes are not affected by the Q·CT pre-analysis
  - -> this is in contrary to today's laboratory standard: HPLC testing
- the efficiency of the Q·CT extraction can be seen in the color of the specimen after extraction
  - -> the Q·CT test results show all carotene in the purest possible way
  - -> the error is usually below 1%

In the following, the systematic problems of HPLC testing will be shown.

## HPLC test: reproducibility and stability issues



Evaluation of the quality of HPLC tests:

The reproducibility (r) on the same machine and between laboratories (R) is shown here. It becomes very clear that differences for the measurements exceed 25% in real samples. I.e. a result may differ more than 25% from the real concentration.

Carot Juice with honey					Precision of the test results
	Total Carotene	ß-Carotene	α-Carotene	γ-Carotene	
Grand Mean [mg/l]	150.1	99.5	41	4.8	
r [mg/l]	6.4	8.6	7.6	1.5	r: reproducibility on same analyzer
R [mg/l]	17.6	26.3	23.5	5.2	R: reproducibility between laboratories
Multivitamin Juice with Carrot					
	Total Carotene	ß-Carotene	α-Carotene	γ-Carotene	
Grand Mean [mg/l]	9.7	5.2	2.4	0.4	
r [mg/l]	0.3	1.3	0.6	0.3	
R [mg/l]	1.7	2.6	1.1	0.3	Source: MEBAK

## HPLC test: reproducibility and stability issues



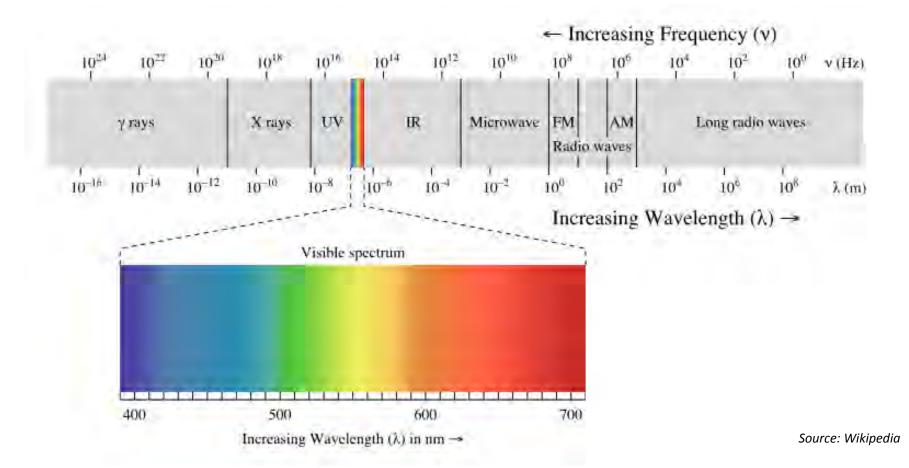
- Stability of carotenoids is low at high temperatures\*.
   This means that under NaOH and heat (HPLC extraction conditions) severe degradation is possible
  - -> systematic error of the HPLC test
  - -> considerable qualitative and quantitative changes are inevitable
  - -> You can't rely on Carotenoid quantification by HPLC

<sup>\*</sup> Source: Chen at al., 1994 – J Agric Food Chem

## LUMOS: Introduction into Spectroscopy



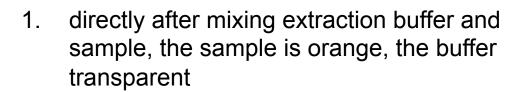
Carotenes and sulforaphane show absorption in the blue / green range -> they seem red to yellow and green to the human eye



## Visible extraction – visible control of results









 after shaking, the carotene is beginning to separate from the sample, the buffer is getting orange



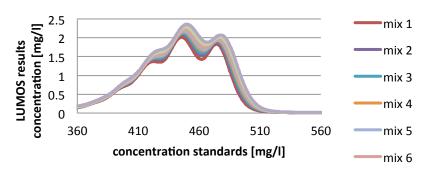
- 3. after waiting for some moments, the buffer contains all carotenes, the sample sinks to the bottom and is white / transparent
- -> 100% carotene is solved in the buffer

## Spectral Fitting: Validation of Analysis Results

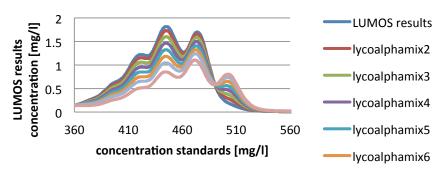


The Q·OS LUMOS Software contains a multitude of calibration curves of pure compounds and mixes. Based on these, QFOOD managed to develop full-scale modeling algorithms for the carotene analysis.

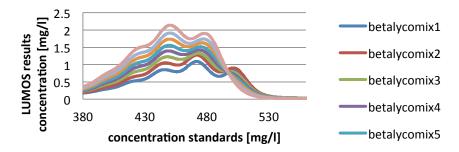
#### b-Carotene / a-Carotene mix row



#### a-Carotene / Lycopene Mix Row

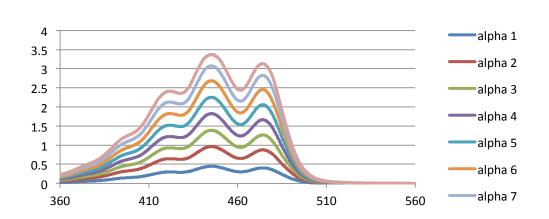


#### b-Carotene / Lycopene Mix Row

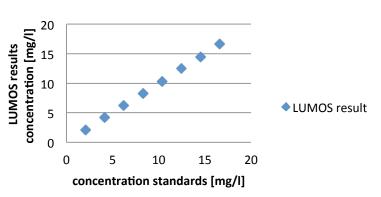


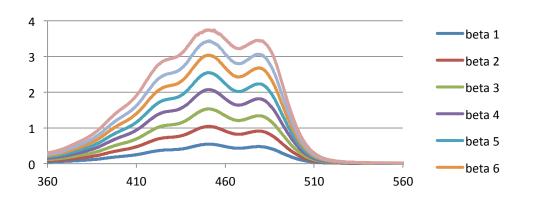
# Validation of LUMOS Test



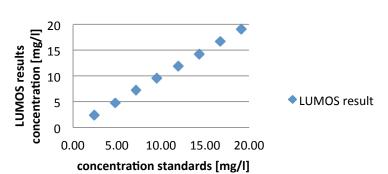


# Alpha carotene concentration row



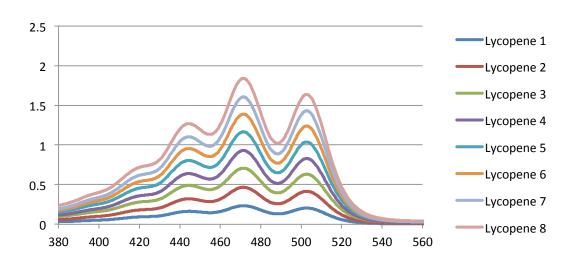


# Beta Carotene concentration row

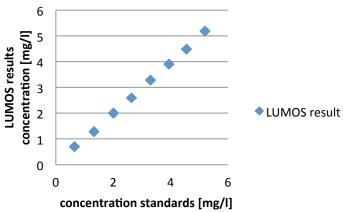


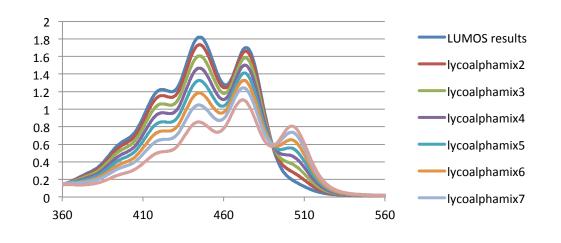
# Validation of LUMOS Carotene Test



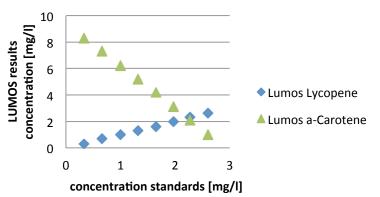


#### Lycopene concentration row





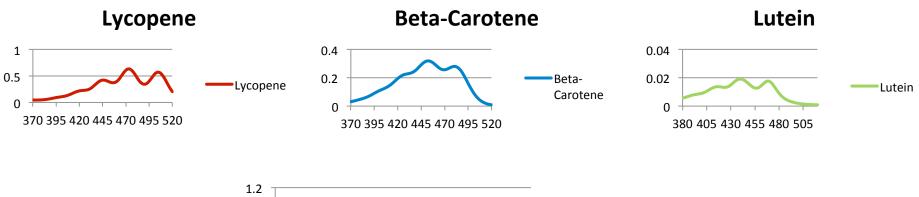
#### Lycopene / a-Carotene mix row

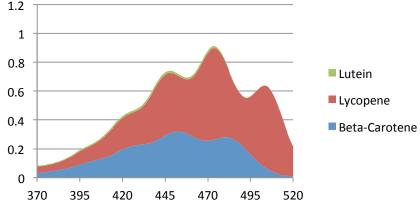


## UV – Visible Analysis of Carotenes



Q-OS analyzes the compound spectrum of the test sample and extracts the individual carotenoid concentrations. In sum, the spectra of the three carotenes QFOOD uses in modeling result in the spectrum recorded by LUMOS as it can be seen below.





### Conclusion

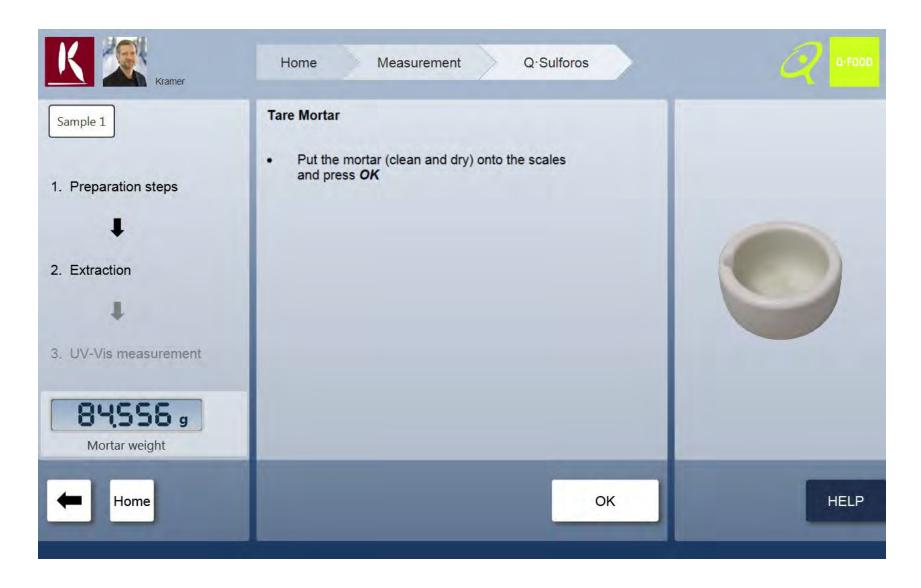


The Q·CT test for Carotene, Sulforaphan e.g. in Tomato, Carrot or has the following major advantages to today's standard (HPLC) test:

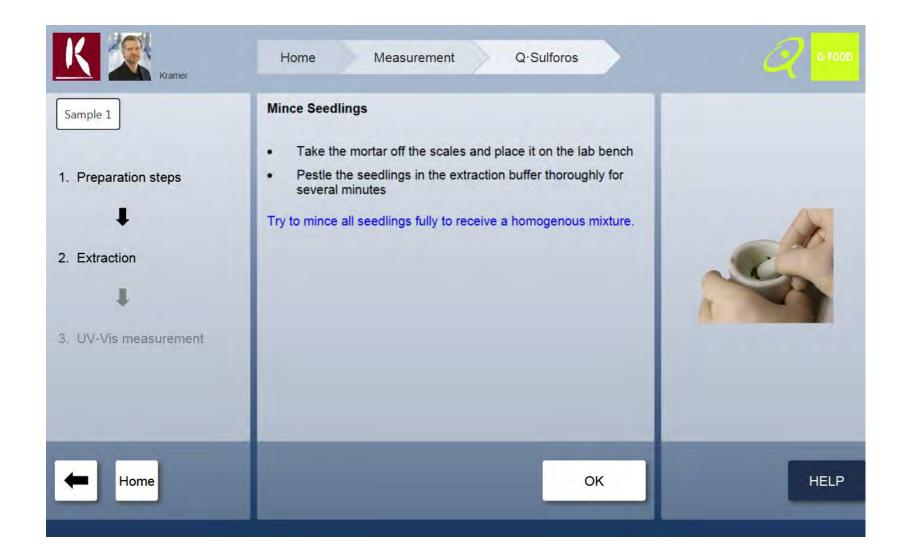
- simple: only a short training needed
- cost efficient
- quick: a test in less than 10min
- precise:
  - Bioactive substances are not altered by the process
  - visual control is available for the extraction
  - the results are precise and reliable
- less hazardous substances



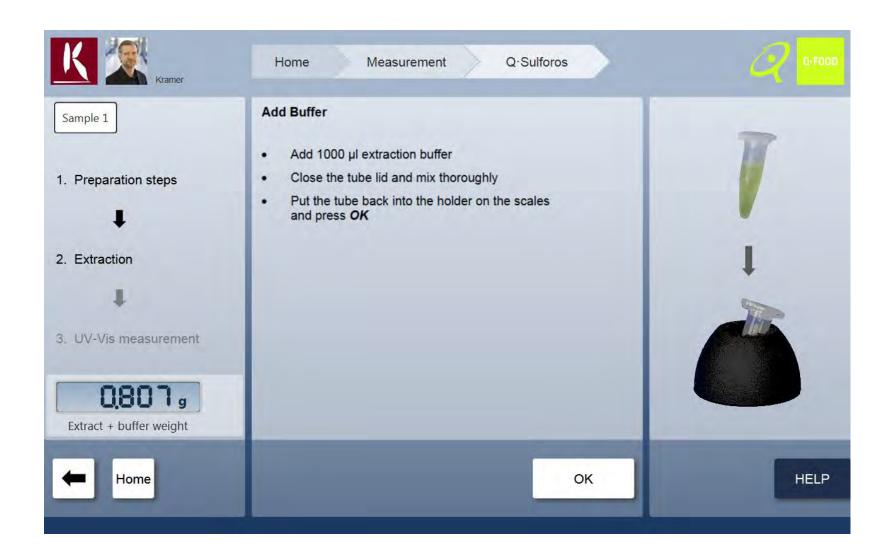




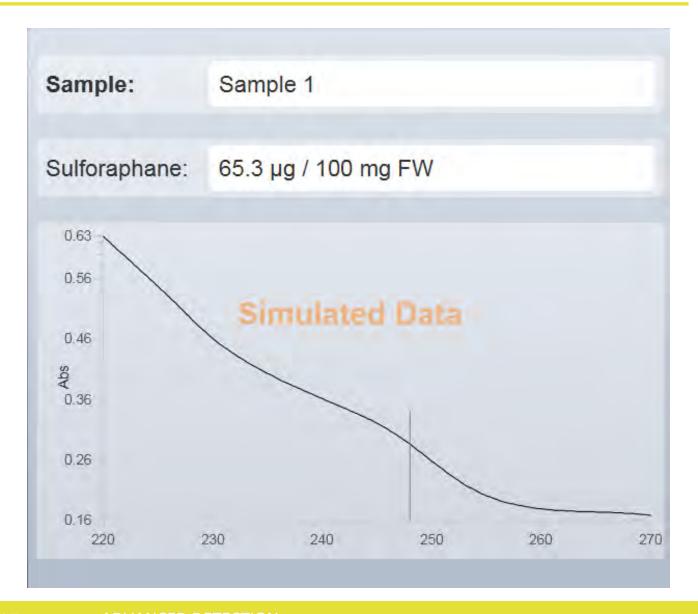














The amount sulforaphane in Brocco Cress is as much as in an adult Broccoli



