## STEVEN J. KARAGEANES, DO, FAOASM DIET AND FITNESS INDUSTRY





https://www.niddk.nih.gov/health-information/health-statistics/Pages/overweight-obesity-statistics.aspx





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# VERWEIGHTRATE 201





### **Top five obese countries**

Overweight and obese aged 20+, % • Men • Women	men and women,
Malta	74
Iceland	73
Greece	71.4
Cyprus	67.8
UK	66.6
Iceland	60.9
Malta	57.8
UK	57.2
Portugal	54.6
Israel	52.7
SOURCE: THE LANCET REPORT	



Classification	BMI	
Underweight	< 18.5	
Normal weight	18.5 - 24.9	
Overweight	25.0 - 29.9	
Obese: Class I	30.0 - 34.9	
Obese: Class II	35.0 - 39.9	
Obese: Class III	40.0+	



Home Centers for Disease Control and Prevention CDC 24/7: Saving Lives. Protecting People.™

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National Surveillance > Diagnosed Diabetes

#### abetes Public Health Resource

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#### Number (in Millions) of Civilian, Non-Institutionalized Persons with Diagnosed Diabetes, United States, 1980-2014

Diabetes is becoming more common in the United States. From 1980 through 2014, the number of Americans with diagnosed diabetes has increased fourfold (from 5.5 million to 22.0 million).



tment	Year	Number (in Millions)	Standard Error (in Millions)
	1980	5.5	0.2
actices	1981	5.6	0.2
the state	2562		212

## **DIABETES RATES**



### **Age–Adjusted Prevalence of Obesity and Diagnosed Diabetes Among US Adults**













CDC's Division of Diabetes Translation. United States Diabetes Surveillance System available at http://www.cdc.gov/diabetes/data







## CASES OF TYPE II DIABETES AMONG TEENS



# 



# FAT AND CHOLESTEROL





### AS PART OF THE GROWING LOCAL CONFERENCE 2014 THE WINNIPEG FOUNDATION AND FOOD MATTERS MANITOBA PRESENT



AUTHOR OF SALT SUGAR FAT: HOW THE FOOD GIANTS HOOKED US

#### Thursday, February 27, 2014 | 7:30 pm

Masonic Centre (Fully accessible) | 420 Corydon Ave at Confusion Corner Limited parking, carpooling encouraged. Easy access from Rapid Transit. Tickets \$30 or \$15 for Growing Local attendees. Limited tickets available. wpgfdn.org/michaelmoss for tickets & information

## The Big Fat Surprise

NYT Bestselling author Nina Teicholz explains why butter, meat and cheese belong in a healthy diet.

# The Cause of Obesity and Diabetes

Science writer Gary Taubes on the resistance against low carb.



### **THE GLOBE AND MAIL\***

#### Sugar, salt, fat: How the food industry got us hooked on an 'unholy trinity'

#### **Tralee Pearce**

The Globe and Mail Published Sunday, Feb. 24, 2013 4:00PM EST Last updated Friday, Mar. 01, 2013 10:48AM EST

Most of us like to pretend we give the junk food aisles of the grocery store a wide berth. But put us in front of a gooey bowl of Kraft dinner or open a bag of Frito-Lays, and some kind of Pavlovian impulse takes over. We can't resist. In a chilling new exposé of the science and marketing behind the biggest North American food brands, the Pulitzer-Prize-winning author Michael Moss unveils exactly how products are engineered to have just the right levels of sugar, salt and fat to be downright addictive.

Moss is quick to admit he's no food saint. While he was working on Salt Sugar Fat: How the Food Giants *Hooked Us*, he frequently indulged in his favourite: the mighty potato chip. "I know enough to limit myself, but just listening to these scientists talk about their formulations caused me to drool," he says. What he learned was that, thanks to what he calls the "unholy trinity" of salt, fat and, yes, sugar, researchers have found that chips are the single biggest contributor to weight gain over time, more than any other food.

Moss looks at how chips and their processed cohort came to be complicit in North America's battles with obesity, diabetes and heart disease – by tapping into cravings we didn't know we had. We spoke to him from his desk at The New York Times.

#### Are we hardwired to love sugar, salt, fat?

Sugar is the most craveable. We have 10,000 taste buds and they're all wired for the sweet taste and it goes directly, fast, into your brain. Kids are born liking sweet tastes. Fat is in some ways even more powerful. It has twice the calories as sugar and it's in all kinds of forms and it's deceptive to the brain. We're not born liking salt. We develop a taste for it at about age six months. There have been recent studies that show that the food industry is hugely responsible for affecting our cravings for salt.

#### I've heard Canadians like it salty.

The food giants want to hit the "bliss point" – the amount of salt, sugar or fat that is just the right amount to send you over the moon. And when they hit it, the products fly off the shelves. They know that people

#### I ne sugar conspiracy

In 1972, a British scientist sounded the alarm that sugar - and not fat - was the greatest danger to our health. But his findings were ridiculed and his reputation ruined. How did the world's top nutrition scientists get it so wrong for so long?

by

Thursday 7 April 2016 01.00 EDT

165k Shares 2,270 Comments



obert Lustig is a paediatric endocrinologist at the University of California who specialises in the treatment of childhood obesity. A 90-minute talk he gave in 2009, titled Sugar: The Bitter Truth, has now been viewed more than six million

#### The New York Times Magazine

Magazine

Is Sugar Toxic?

By GARY TAUBES APRIL 13, 2011

On May 26, 2009, Robert Lustig gave a lecture called "Sugar: The Bitter Truth," which was posted on YouTube the following July. Since then, it has been viewed well over 800,000 times, gaining new viewers at a rate of about 50,000 per month, fairly remarkable numbers for a 90-minute discussion of the nuances of fructose biochemistry and human physiology.









### News Public health takes aim at sugar and salt

#### [Fall 2009]

The war on obesity and other lifestyle ills has opened a new battlefront: the fight against <u>sugar</u> and <u>salt</u>.

It may be a fight for our lives.

In the last few years, evidence has mounted that too much of these appealing ingredi —often invisibly insinuated into beverages, processed foods, and restaurant fare—ha health.

Research at the Harvard School of Public Health and elsewhere, for example, has tied sugary drinks to an epidemic of <u>obesity</u> in the United States. The average 12-ounce ca soda contains 10 teaspoons of sugar, and the average teenage boy consumes nearly th cans of sugary drinks a day. Is it any wonder that about two-thirds of Americans are overweight or obese?

	•
Mag	azine

## The Extraordinary Science of Addictive Junk Food

By MICHAEL MOSS FEB. 20, 2013

On the evening of April 8, 1999, a long line of Town Cars and taxis pulled up to the Minneapolis headquarters of Pillsbury and discharged 11 men who controlled America's largest food companies. Nestlé was in attendance, as were Kraft and Nabisco, General Mills and Procter & Gamble, Coca-Cola and Mars. Rivals any other day, the C.E.O.'s and company presidents had come together for a rare, private meeting. On the agenda was one item: the emerging obesity epidemic and how to deal with it. While the atmosphere was cordial, the men assembled were hardly friends. Their stature was defined by their skill in fighting one another for what they called "stomach share" — the amount of digestive space that any one company's brand can grab from the competition.

James Behnke, a 55-year-old executive at Pillsbury, greeted the men as they arrived. He was anxious but also hopeful about the plan that he and a few other food-company executives had devised to engage the C.E.O.'s on America's growing weight problem. "We were very concerned, and rightfully so, that obesity was becoming a major issue," Behnke recalled. "People were starting to talk about sugar taxes, and there was a lot of pressure on food companies." Getting the company chiefs in the same room to talk about anything, much less a sensitive issue like this, was a tricky business, so Behnke and his fellow organizers had scripted the meeting carefully, honing the message to its barest essentials. "C.E.O.'s in the food industry are typically not technical guys, and they're uncomfortable



## 2014 U.S. NIH STUDY Low-carb diet better than low-fat diets to achieve weight loss and control type 2 diabetes 50 other studies with the same conclusion

TO THESE STUDIES

# 2015 US Dietary Guidelines DOES NOT REFER



## **OBESITY AND DIABETES EPIDEMIC**







## 1797-1878 WILLAM BANTING





# 5'5", 202 LBS

## 1862



### Breakfast (9 am)

- 6 oz of beef, mutton, kidneys, broiled fish, bacon or cold meat (except pork or veal)
- 9 oz of tea or coffee (no milk or sugar)
- 1 oz of dry toast or a small biscuit

### Lunch (2 pm)

- 5-6 oz of any fish except salmon, herring, or eel; or any meat but veal and pork
- Any veggie except potatoes, carrots, beetroot, or parsnips
- Fruit out of any pudding, not sweetened
- Any kind of poultry or game
- oz dry toast



ENT. STA. HALL

- Tea (6 pm)
- 2-3 oz of cooked fruit
- A rusk or two
- Tea without milk or sugar
- Supper (9 pm)
- 3-4 oz of meat or fish, similar to lunch
- A nightcap if needed: a tumbler of grog (gin, whisky, or brandy without sugar) OR a glass or two of sherry or claret



#### LETTER

### ON CORPULENCE,

Addressed to the Public

By WILLIAM BANTING.

THIRD EDITION.

#### LONDON:

PUBLISHED BY HARRISON, 59, PALL MALL,

Bookseller to the Queen and H.R.H. the Prince of Wales.

1864.

## 1864

## LETTER ON CORPULENCE



## SACCHARINE MATTER IS THE GREAT MOVING CAUSE OF FATTY **CORPULENCE** William Banting





## 8/26/1862 = 202 LBS9/12/1863 = 156 LBSTOTAL LOSS = 46 LBS

## total copies of LOC sold: 63,000

### HOW NATURE CURES

#### COMPRISING

#### A NEW SYSTEM OF HYGIENE;

### THE NATURAL FOOD OF MAN

A STATEMENT OF THE PRINCIPAL ARGUMENTS AGAINST THE USE OF BREAD, CEREALS, PULSES, POTATOES, AND ALL OTHER STARCH FOODS.

#### BY

#### EMMET DENSMORE, M. D.

"There is no wealth but life-life, including all its power of love, joy, and admiration. That country is the richest which nourishes the greatest number of noble and happy human beings; that man is richest who, having perfected the functions of his own life to the utmost, has also the widest helpful influence."

-RUSKIN,

1892



London : ATERNOSTER SQUARE.

Nrw Bork: STILLMAN & CO. 1398 BROADWAY.

## EMMET DENSMORE, MD



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Nrto Bork: STILLMAN & CO. 1398 BROADWAY.

**"OUR PATIENTS' INFIRMITIES** WERE CAUSED BY STARCH (USUALLY BREAD AND POTATOES), AND THE REMOVAL OF THE CAUSE **OVERCAME THE DISEASE**"

## **Emmet Densmore, MD**



### The evolution of BMI values of US adults: 1882-1986

John Komlos, Marek Brabec

31 August 2010

More than one billion adults across the globe are overweight, and at least 300 million are clinically obese. This column argues that the obesity epidemic in the US has been creeping up throughout the twentieth century, much earlier than the official account acknowledges. Current US standards thereby mislead many overweight and obe youth into believing that their weight is normal when it is not.



## **OBESITY EPIDEMIC STARTED WHEN?**



sample. The weights pertain to a man who is 70 inches (177.8 cm) tall.

Note: data pertains to whites. WPC=West Point Cadets; SC=students attending The Citadel in Charleston, SC: US=national





## **EISENHOWER SUFFERS** HEART ATTACK

1955



# TOOK OWNERSHIP OF HEALTH

# WAITED 12 HOURS BEFORE TREATMENT

## RELEASED HEALTH RECORDS TO PUBLIC







## 1 CVA 14 CARDIAC ARRESTS 7 MIS **DIED 1969 AT AGE 78**



**"SNYDER MISTOOK A CORONARY THROMBOSIS FOR A GASTROINTESTINAL** PROBLEM, WAITED FOR 10 HOURS BEFORE HE RECOGNIZED HIS MISTAKE AND CALLED FOR HELP, AND CONDUCTED AN **UNREMITTING COVER-UP OF HIS ERROR** FOR THE REST OF HIS LIFE."

Clarence G. Lasby, author "Eisenhower's Heart Attack"





## APPOINTED IKE'S DOC PAUL DUDLEY WHITE





## FOUNDER OF AMERICAN HEART ASSOCIATION ESTABLISHED NATIONAL **INSTITUTE OF HEALTH** WOLF-PARKINSON-WHITE SYNDROME




# PRESS CONFERENCE TO THE PUBLIC



# STOP SMOKING CUT DOWN ON FAT AND CHOLESTEROL ANCEL KEYS





# FAT-DIET HYPOTHESIS

1970

# SEVEN COUNTRIES **STUDY PUBLISHED**

# **RELATIONSHIP OF FACTORS** LIFESTYLE, DIET, CORONARY ARTERY DISEASE AND STROKE





### **Triglyceride-Saturated**

# FATS AND DIETARY CHOLESTER

# CONCLUSION



# **CROSS-SECTIONAL ANALYSIS**

- Chronic disease takes decades to develop
- Too many dietary and lifestyle factors entangled in data to isolate specific risks
- Found correlations not causes
- Controlled trial needed
- Cannot exclude that heart disease could be caused by something else

### The Seven Countries Study



## 1979

Cross-sectional design studies CANNOT show causal relationship between diet and serum cholesterol

Jacobs DR Jr, Anderson JT, Blackburn H. Diet and serum cholesterol: do zero correlations negate the relationship? <u>Am J Epidemiol.</u> 1979 Jul;110(1):77-87.

### The Seven Countries Study





# 1970s U.S. CHD rates highest in world Finland diet highest amount of saturated fat in world





# 1970s Finland diet: huge amounts of sodium (2 tsp/day) Eastern Finland highest rate of fatal CHD in world

# SALT AND PROCESSED FOOD MANUFACTURER LEGISLATION

# By 2007 Finland diet: salt intake down by a third 75–80% decline in death from stroke and heart disease



# FAILURE TO ACCEPT OTHER DATA

- In 30 years after, study after study failed to conclusively bear out association between saturated fat diets and heart disease
- Too many dietary and lifestyle factors entangled in data to isolate specific risks
- Found correlations not causes
- Controlled trial needed
- Cannot exclude that heart disease could be caused by something else->sugar

### The Seven Countries Study





**"IF ONLY A SMALL FRACTION OF WHAT** WE KNOW ABOUT THE EFFECTS OF **SUGAR WERE TO BE REVEALED IN RELATION TO ANY OTHER MATERIAL** USED AS A FOOD ADDITIVE, THAT MATERIAL WOULD PROMPTLY BE BANNED."

John Yudkin, MD "Pure, White, and Deadly", 1972





# "A MOUNTAIN OF NONSENSE"



# Ancel Keys, referring to Yudkin's published work





# **"YUDKIN AND HIS COMMERCIAL BACKERS ARE NOT** DETERRED BY THE FACTS. THEY CONTINUE TO SING THE SAME DISCREDITED TUNE."

# Ancel Keys, referring to Yudkin's published work







### the **two-way**

### **AMERICA**

# 50 Years Ago, Sugar Industry Quietly Paid Scientists To Point Blame At Fat

September 13, 2016 · 9:59 AM ET

CAMILA DOMONOSKE







the **two-way** 

AMERICA

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A newly discovered cache of internal documents reveals that the sugar industry downplayed the risks of sugar in the 1960s Luis Ascui/Getty Images

In the 1960s, the sugar industry funded research that downplayed the risks of sugar and highlighted the hazards of fat, according to a newly published article in *JAMA* Internal Medicine.

The article draws on internal documents to show that an industry group called the



### The NEW ENGLAND JOURNAL of MEDICINE

# 1965

# **SUGAR RESEARCH FOUNDATION STARTS PROJECT TO PROTECT** MARKET SHARE



### JAMA Internal Medicine | Special Communication

### Sugar Industry and Coronary Heart Disease Research A Historical Analysis of Internal Industry Documents

Cristin E. Kearns, DDS, MBA; Laura A. Schmidt, PhD, MSW, MPH; Stanton A. Glantz, PhD

Early warning signals of the coronary heart disease (CHD) risk of sugar (sucrose) emerged in the 1950s. We examined Sugar Research Foundation (SRF) internal documents, historical reports, and statements relevant to early debates about the dietary causes of CHD and assembled findings chronologically into a narrative case study. The SRF sponsored its first CHD research project in 1965, a literature review published in the New England Journal of Medicine, which singled out fat and cholesterol as the dietary causes of CHD and downplayed evidence that sucrose consumption was also a risk factor. The SRF set the review's objective, contributed articles for inclusion, and received drafts. The SRF's funding and role was not disclosed. Together with other recent analyses of sugar industry documents, our findings suggest the industry sponsored a research program in the 1960s and 1970s that successfully cast doubt about the hazards of sucrose while promoting fat as the dietary culprit in CHD. Policymaking committees should consider giving less weight to food industry-funded studies and include mechanistic and animal studies as well as studies appraising the effect of added sugars on multiple CHD biomarkers and disease development.

JAMA Intern Med. doi:10.1001/jamainternmed.2016.5394 Published online September 12, 2016.

n the 1950s, disproportionately high rates of coronary heart disease (CHD) mortality in American men led to studies of the role In the second sive calories, amino acids, fats, carbohydrates, vitamins, and minerals in influencing CHD risk.<sup>1</sup> By the 1960s, 2 prominent physiologists were championing divergent causal hypotheses of CHD<sup>2,3</sup>: John Yudkin identified added sugars as the primary agent, while Ancel Keys identified total fat, saturated fat, and dietary cholesterol. However, by the 1980s, few scientists believed that added sugars played a significant role in CHD, and the first 1980 Dietary Guidelines for Americans<sup>4</sup> focused on reducing total fat, saturated fat, and dietary cholesterol for CHD prevention.

Although the contribution of dietary sugars to CHD is still debated, what is clear is that the sugar industry, led by the Sugar Association, the sucrose industry's Washington, DC-based trade association,<sup>5</sup> steadfastly denies that there is a relationship between added sugar consumption and CVD risk.<sup>6,7</sup> This Special Communication uses internal sugar industry documents to describe how the industry sought to influence the scientific debate over the dietary causes of CHD in the 1950s and 1960s, a debate still reverberating in 2016.

### Methods

The Sugar Association evolved from the Sugar Research Foundation (SRF), founded in 1943.8 We located correspondence between the SRF and Roger Adams, a professor who served on the SRF's scientific advisory board (SAB) between 1959 and 1971, in the



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We located correspondence between the SRF and D. Mark Hegsted, professor of nutrition at the Harvard School of Public Health and codirector of the SRF's first CHD research project from 1965 to 1966,<sup>10</sup> in the Harvard Medical Library<sup>11</sup> (27 documents totaling 31 pages).

We collected additional SRF materials through a WorldCat search including annual reports, symposium proceedings, and internal reviews of research. We reviewed historical reports and statements contextualizing scientific debates in the 1950s and 1960s on dietary factors causally related to CHD published by the National Academy of Sciences-National Research Council (NAS-NRC), US Public Health Service, the American Heart Association (AHA), and American Medical Association (AMA). Findings were assembled chronologically into a narrative case study.

### Results

### SRF's Interest in Promoting a Low-Fat Diet to Prevent CHD

Sugar Research Foundation president Henry Hass's 1954 speech, "What's New in Sugar Research,"12 to the American Society of Sugar Beet Technologists identified a strategic opportunity for the sugar industry: increase sugar's market share by getting Americans to eat a lower-fat diet: "Leading nutritionists are pointing out the chemical connection between [American's] high-fat diet and the formation of cholesterol which partly plugs our arteries and capillaries, restricts the flow of blood, and causes high blood pressure and heart trouble... if you put [the middle-aged man] on a low-fat diet, it takes just five days for the blood cholesterol to get down to where it should



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# **ONLY USE SERUM CHOLESTEROL** AS A CHD MARKER





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### The NEW ENGLAND JOURNAL of MEDICINE

# SRF PAID \$600,000 TO "TEACH THAT SUGAR IS WHAT KEEPS **EVERY HUMAN BEING ALIVE"**





# **"THE QUESTION TO BE** ASKED, THEREFORE, IS NOT WHY SHOULD WE CHANGE OUR DIET, BUT WHY NOT?" Sen. George McGovern





# FEWER CALORIES LESS FAT LESS SATURATED FAT LESS CHOLESTEROL

PREPARED BY THE STAFF OF THE SELECT COMMITTEE ON NUTRITION AND HUMAN NEEDS. UNITED STATES SENATE



DECEMBER 1977

SECOND EDITION

### DIETARY GOALS FOR THE UNITED STATES





# 5. MORE POLY-SAT FAT 6. LESS SUGAR 7. LESS SALT MORE FIBER MORE STARCHY FOODS 9\_

PREPARED BY THE STAFF OF THE SELECT COMMITTEE ON NUTRITION AND HUMAN NEEDS. UNITED STATES SENATE



DECEMBER 1977

SECOND EDITION

### DIETARY GOALS FOR THE UNITED STATES







# DECREASE MEAT CONSUMPTION ONLY TAKE IN AS MUCH ENERGY AS IS EXPENDED EAT LESS CHOLESTEROL (BUTTER, EGGS) SUB LOW-FAT AND NON-FAT MILK

PREPARED BY THE STAFF OF THE SELECT COMMITTEE ON NUTRITION AND HUMAN NEEDS. UNITED STATES SENATE



SECOND EDITION

### DIETARY GOALS FOR THE UNITED STATES



# **"THE MEAT, MILK, AND EGG PRODUCERS** WERE VERY UPSET"

# D.M. Heisted, Ph.D.





# "WE RECOMMEND THAT THE DIETARY GOALS...BE WITHDRAWN... (THE COMMITTEE) SHOULD HAVE THE INVOLVEMENT AND ENDORSEMENT BY THE PROFESSIONAL COMMUNITY AND THE FOOD INDUSTRY."

# National Dairy Council, 1977





# **"THE FRIGHTENING DEVELOPMENT...IS THAT THE ADVOCATES OF A MODIFIED, LOW-CHOLESTEROL DIET** NOW HAVE THE CREDIBILITY AND THE PRESTIGE OF THE U.S. SENATE AS AN ENDORSER

# United Egg Producers, July 26, 1977





# "WE FEEL THAT THERE IS DEFINITELY NO NEED FOR A **DIETARY GOAL THAT CALLS FOR THE REDUCTION OF** SALT CONSUMPTION."

# William Dickinson, president, The Salt Institute, 1977





# **"DEGENERATIVE DISEASE INEVITABLY ACCOMPANY OLD** AGE. INDEED, HEALTH CARE EXPENDITURES INCREASE IF THE LIFESPAN IS PROLONGED."

# William Dickinson, president, The Salt Institute, 1977





# ".... "THE REPORT' IS UNFORTUNATE AND ILL-ADVISED...PEOPLE LIKE SWEET THINGS, APPARENTLY THE MCGOVERN COMMITTEE BELIEVES THAT PEOPLE SHOULD BE DEPRIVED OF WHAT THEY LIKE."

# International Sugar Research Foundation, 1977





# "MEAT IS NEVER MENTIONED IN A POSITIVE WAY... THE **ONLY MENTION OF MEAT ARE THOSE ASSOCIATING** MEAT CONSUMPTION WITH VARIOUS DEGENERATIVE DISEASES."

# Wray Finney, President, American National Cattlemen's Assc, 1977





# "ENTIRE SECTORS OF THE FOOD INDUSTRY—MEAT. DAIRY, EGG, SUGAR AND OTHERS—MAY BE SO **SEVERELY DAMAGED THAT...PRODUCTION RECOVERY** MAY BE OUT OF REACH."

# Wray Finney, President, American National Cattlemen's Assc, 1977







# **ISSUED 2ND WATERED DOWN EDITION WALKING BACK GOALS COMMITTEE ELIMINATED** FUNCTIONS TURNED OVER TO AGRICULTURE COMMITTEE

CONGRESSIONAL RECORD - SENATE [From the New York Times. Feb. 2, 1977] FEEDING, AND HEEDING, THE POOR

The Agriculture Committee looks after the producers of food, not the consumers NINELL-FIFTH CONGRESS

sending the chickens off to live with the foxes









# 




#### **Considerall three** types of sugar.

Saccharum officinarum, Beta vulgaris and Zea mays. Over the past several years, Zea mays has been gaining ground. Today, corn sugars represent 25 percent of the market.

Tomorrow, most experts think corn sugars will have an even greater share of the sweetener market. The reasons?

Better economy: Over the long-haul, even when sweetener prices are as low as they are now, corn has proved to be the least expensive.

Better reliability: Corn is a 100 percent domestic crop, not dependent on foreign sources.

Better variety: Available in a wide variety of sugar combinations ranging from pure dextrose to fructose-rich syrup. Hence, you can pick the right cost/value combination for your particular application.

Better acceptance: Consumer research shows individual cornderived sweeteners are preferred on food labels.

For more information on how your products can benefit from cornbased sweeteners, write Corn Products, a Unit of CPC International Inc., International Plaza, Englewood Cliffs, New Jersey 07632.

Or call 800-631-1666, toll-free. (In New Jersey, 201-569-2881.)

Saccharum vulgaris

Beta

• •





## 5 37 5 (-)









## "PEOPLE SAY. THEY'VE GOT TOO MUCH SUGAR. THEY'VE GOT TOO MUCH SALT,' WELL, THAT'S WHAT THE CONSUMER WANTS, AND WE'RE NOT PUTTING A GUN TO THEIR HEAD TO EAT IT."



## Geoffrey Bible, former CEO of Philip Morris





### LUNCHABLES (1989)-OSCAR MEYER

- Designed for mothers in a rush (focus groups)
- Gave control of lunch to kids
- Elements
  - Processed cheese (Kraft)
  - Crackers (lasts longer than bread)
  - Bologna and sliced ham (Oscar Meyer)
- 1st year revenue: \$218 million











**"OUR LIMBIC BRAINS LOVE SUGAR,** FAT, SALT. . . SO FORMULATE **PRODUCTS TO DELIVER THESE. PERHAPS ADD LOW-COST INGREDIENTS TO BOOST PROFIT** MARGINS. THEN 'SUPERSIZE' TO SELL MORE. . AND ADVERTISE/PROMOTE TO LOCK IN 'HEAVY USERS." **Bob Drane, creator of Lunchables** 

# (SALT + FAT 2 / SATISFYING CRUNCH) X PLEASING MOUTH FEEL

# **= FOOD DESIGNED TO ADDICT**



METHODS TO GET CONSUMERS TO EAT SNACK FOODS Bliss Point Vanishing Caloric Density Mouth Feel Line Extension Relentless Marketing Outreach













### **SENSORY-SPECIFIC SATIETY**

- Declining satisfaction generated by consuming a specific flavor or food
- Consequent renewal in appetite resulting from the exposure to a new flavor or food
- Lateral hypothalamic-base response
- Occurs within 2 minutes of consumption
- First found in a 1984 monkey study
- Buffet: calorie consumption up 44%

Am J Clin Nutr **October 2004** vol. 80 no. 4 **823-831** 



### **SENSORY-SPECIFIC SATIETY**

#### CHALLENGE:

Make food that stimulates the taste buds BUT has no one specific overriding flavor

### **KEEP THE CONSUMER CONSUMING!**







### 61 SUBTLY DISTINCT FORMULAS **3904 TASTINGS IN 5 CITIES 135-PAGE REPORT**

# BLSS PONT



### **REDUCED DR PEPPER** FLAVOR SYRUP FROM 2 ML TO 1.69 ML ADDED CHERRY AND VANILLA FLAVORS









# VANISHING CALORIC







## RELENTLESS MARKETING



### OUTREACH

- Welch's Food: grape juice may boost brain function
- Quaker Oats: "hot oatmeal breakfast keeps you full for longer"
- Coca-Cola: \$132.8 million toward scientific research and partnerships 2010 and 2015
- Academy of Family Physicians to the American Academy of Pediatrics











# Nutrisystem













# 1997: FEDERAL TRADE COMMISSION MEETING Commercial Weight Loss Products and Programs What Consumers Stand To Gain and Lose



## 1997: FEDERAL TRADE COMMISSION MEETING A Public Conference on the Information Consumers Need to Evaluate Weight Loss Products and Programs





**\*** SO MANY TREATMENTS, HALLED INITIALLY AS BREAKTHROUGHS, ARE FOUND EVENTUALLY TO RESULT IN SIGNIFICANT HEALTH RISKS."

### **1997 FTC CONFERENCE**





**"IN SPITE OF THE WIDESPREAD PROMOTION AND MARKETING OF** THOUSANDS OF TREATMENTS, DEVICES, THERAPIES, PROGRAMS AND PRODUCTS THAT PURPORT TO INDUCE WEIGHT LOSS AND PREVENT REGAIN, THE MOST **REMARKABLE ASPECT OF MOST OF THEM** IS THEIR FAILURE RATE." **1997 FTC CONFERENCE** 









### **BARRIERS TO FITNESS (WELLNESS)**

### Cost

- Health and safety
- Body image
- Social media

### Fads







### COSTS

- Cross-fit: \$125/month
- Yoga studio: \$20/class
- Soul Cycle: \$35/class
- Title Boxing: \$59/month with \$99 fee
- Equipment
- Travel



TEXT

HEALTH

- Cross-fit
- Yoga
- Soul Cycle
- Title Boxing



amondback nate Triathlon



Credit: Photograph by Chris McPherson

When Andy Petranek discovered CrossFit in 2004, it was love at first sight. The high-impact interval workout gave him the results he'd thought were lost to his younger days. And then there was CrossFit's extreme, take-noprisoners ethos, which appealed to Petranek as a former Marine. In short order, he went from doing the workouts to competing in CrossFit events and opening his own CrossFit gym.





ENTERTAINMENT

Why Is the Internet Surprised That Jimmy Fallon Pandered to Donald



#### **Too Much Pain for CrossFit Gains?**



In 2009, at the age of 42, Petranek qualified for the international CrossFit

#### **AROUND THE WEB**



10 Red Flags That Kill Your Chances With Women Mademan.com



How to Flirt With A Girl At A Bar, According to Women Thrillist.com



4 Types of Women That Men Should Not Marry About.com





TEXT

HEALTH

Cross-fit

Yoga

- Soul Cycle
- Title Boxing

Q SEARCH

Magazine

FROM THE MAGAZINE



By WILLIAM J. BROAD JAN. 5, 2012





Members of the Broadway cast of "Godspell" do their flexible best. From left: Uzo Aduba (doing the wheel), George Salazar (extended-hand-to-big-toe pose) and Nick Blaemire (headstand). Danielle Levitt for The New York Times

> On a cold Saturday in early 2009, Glenn Black, a yoga teacher of nearly four decades, whose devoted clientele includes a number of celebrities and prominent gurus, was giving a master class at Sankalpah Yoga in Manhattan.

The New York Times Magazine

### How Yoga Can Wreck Your Body



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TEXT

### HEALTH

- Cross-fit
- Yoga
- Soul Cycle
- Title Boxing



### News





Carmen Farias says she was "catastrophically" hurt after she was shamed into spinning too fast for her physical ability.

posted on Jun. 6, 2016, at 11:10 a.m.





A SoulCycle newbie is suing the company over claims she became "catastrophically injured" after she was unable to keep up during a class.



### **BuzzFeedNEWS**

### **This Woman Says She Was Shamed** Into Seriously Injuring Herself At SoulCycle

### Stephanie McNeal

**BuzzFeed News Reporter** 



TEXT

### HEALTH

Cross-fit

Yoga

Soul Cycle

Title Boxing

American Academy of Pediatrics

DEDICATED TO THE HEALTH OF ALL CHILDREN"

### Policy Statement—Boxing Participation by Children and Adolescents

AMERICAN ACADEMY OF PEDIATRICS, COUNCIL ON SPORTS MEDICINE AND FITNESS, CANADIAN PAEDIATRIC SOCIETY,

### **KEY WORDS**

boxing, youth, children and adolescents, head injuries, concussion

### **ABBREVIATIONS**

RTP—return to play CTE—chronic traumatic encephalopathy

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### FROM THE AMERICAN ACADEMY OF PEDIATRICS

Organizational Principles to Guide and Define the Child Health Care System and/or Improve the Health of all Children

### HEALTHY ACTIVE LIVING AND SPORTS MEDICINE COMMITTEE

### abstract

Thousands of boys and girls younger than 19 years participate in boxing in North America. Although boxing provides benefits for participants, including exercise, self-discipline, and self-confidence, the sport of boxing encourages and rewards deliberate blows to the head and face. Participants in boxing are at risk of head, face, and neck injuries, including chronic and even fatal neurologic injuries. Concussions are one of the most common injuries that occur with boxing. Because of the risk of head and facial injuries, the American Academy of Pediatrics and the Canadian Paediatric Society oppose boxing as a sport for children and adolescents. These organizations recommend that physicians vigorously oppose boxing in youth and encourage patients to participate in alternative sports in which intentional head blows are not central to the sport. *Pediatrics* 2011; 128:617-623

### INTRODUCTION

Amateur or Olympic-style boxing is a collision sport that is won on the



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### SOCIAL MEDIA

### Facebook (Scrapbook)

### Pinterest

### Instagram



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₹1.3k

Nice gaming setup -Top monitors for out of game research

Picked for you







computer setup Picked for you



Intense desktop setup Picked for you



Phil Smith Technology







₹306

Desirable workstation. Love the look of Apple products on... Picked for you







Picked for you

0

lan Čikada Room

Andri Trembyss Room



Custom PC desk / case combo ditches glass, metal for wood

Custom PC desk / case combo ditches glass, metal for wood

Engadget Picked for you

Pendants

Esami Ruiz



₹63.8k



That Viking range!! Ohhh that Viking Wall Oven!! AND a...

₹8.6k





Privacy

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+











### **Get Toned Thighs** in Just One Month

"Thigh Blasters: One Month to Toned Legs Target this trouble...

goodhousekeeping.com



₹23.8k





woman is hard, dating

Being an athletic

one is even harder.

Viral Piranha



How To Make Girls Want You More

Click Image For All The Secrets To Attract Women! Newport...

Mens Hive



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Sexy Girls





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Mens Hive Blog



₹1.5k

**Fitness Motivation** Pictures

**Best Female** 

Female fitness motivation is what keeps me going on. Why?...

LifestyleMedium.com







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You can look Younger and be Healthier with these little...

Have you tried ten downs??? 10 jumping jacks, 10 jump...

HubPages



Katie Baggett Workout Inspirations



+

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Instagram

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### emilyskyefit •

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1.8m followers



### 25 INSPIRING FITNESS GIRLS TO FOLLOW ON INSTAGRAM

All the motivation you need to get in shapeand stay there.

By Lauren Alexis Fisher Jun 6, 2016

Juvéderm ULTRA KC

The only filler proven to last up to 1 year in the lips with optimal treatment

> See the natural-looking results for yourself



1 OI of 26

@nude\_yogagirl This anonymous, sophisticated yogi challenges everything you know about fitness (and nudity) on Instagram. Follow her for a stunning new pose in black and white each day.



moderate to severe facial wrinkles and folds, such

as nasolabial folds.

### NUDE YOGA GIRL





up to 1 year in the lips with optimal treatment

### See the natural-looking results for yourself

into and around the lips for lip augmentation in adults over 21.

JUVÉDERM® Ultra XC injectable gel is for injection into the mid-to-deep dermis for the correction of



### CROSSFIT

# 2005: 13 affiliates (boxes) 2012: 3400 2014: 9000 World Crossfit Games



### DON'T STOP UNTIL YOU'RE PROUD







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WE

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ACCEPTABLE

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Your body ism telling you "I can't do this." "I need to stop." "It nurts "It burns." "I'm tired." Shut it up with more. motivation into habit | tumble





### skinny is not sexy. health is.

### **STRONG IS THE NEW SEXY**





### IRONMIND® COURTESY OF DONNIE RHODES













FEARLESS!

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### **Lose Weight** Forever Io Simple Changes

STORER 2018 UNTIL OCT 18



### Build Muscle Fast!

How MH Guy and NFL Receiver Danny Amendola Gets Fit

4 Ways to Beat Diabetes Scary Good SEX! Try This Trick Inight



# EATING DISSERVERS

Smolak, L. (2011). Body image development in childhood. In T. Cash & L. Smolak (Eds.), Body Image: A Handbook of Science, Practice, and Prevention (2nd ed.). New York: Guilford.

### 40-60% ELEMENTARY SCHOOL GIRLS (AGES 6–12) CONCERNED ABOUT WEIGHT





### EATING DISORDER

- Dieting
- Media-driven
- Distorted body image
- Weight-related teasing

### OBESITY



### **ANXIETY AND DEPRESSION ASSC OF AMERICA 2014**







# DEPRESSION

### NATIONAL INSTITUTE OF HEALTH 2014



### **CENTER FOR DISEASE CONTROL**

## 1999, 10.4 PER 100,000 2014, 13.0 PER 100,000 4 4 4 70



# SUCTOR DE

### **CENTER FOR DISEASE CONTROL**

### GRLS 10-14 RATET





# NATIONAL INSTITUTE OF HEALTH **18.1% OF PEOPLE OVER 18** AVERAGE AGE OF ONSET: 11



### **\$42 BILLION 1/3RD OF NATIONAL MENTAL HEALTH COST**

### ADAA STUDY (THE ECONOMIC BURDEN OF ANXIETY DISORDERS)







