

CHINA NUTS AND ROASTED SEEDS INDUSTRY

PHASE III 2021 TOTAL EIGHTY-FIFTH ISSUE

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2021'第十五届线上线下中国坚果炒货、干果果干食品展览会暨大型采供洽谈会
2021 The 15th on-line and off-line Food Exhibition for China Nuts and Roasted Seeds, Dried Fruits & Large Fair for Purchase & Supply

开幕式

Opening Ceremony



**“2021 The 15th On-Line and Off-Line
China Nuts and Roasted Seeds,
Dried Fruits Exhibition & Large-scale
Fair for Nuts and Roasted Seeds
Purchase and Supply”
Achieved Great Success**

指导单位: 中国食品工业协会坚果炒货专业委员会
2021.06
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PRODUCTION UP 40%



THE CIRCULATING HOT AIR IS BLOW IN RIGHT LEFT UP DOWN. PARTITION TEMPERATURE, MULTI-PURPOSE DRYING.

DIRECT-FIRED DOUBLE-SIDED HOT AIR CIRCULATION MESH BELT DRYER

APPLICATION : DRYING OF SUNFLOWER SEEDS, WATERMELON SEEDS, PEANUTS, PUMPKIN SEEDS, PECANS, ALMONDS, DAILY NUTS AND OTHER NUTS, FOOD, GRAIN, POTATO CHIPS AND OTHER MATERIALS.

PRODUCTION UP 30%

ENERGY CONSUMPTION DOWN 40%



INTERMITTENT HOT AIR CIRCULATION DRYER

APPLICATION : DRYING SUNFLOWER SEEDS, WATERMELON SEEDS, PEANUT, PUMPKIN SEEDS, WALNUTS, FLAT WALNUTS, PECANS, MACADAMIA NUTS, DAILY NUTS ETC.

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PRODUCTION UP 15%~20%

ENERGY CONSUMPTION DOWN 20%



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*Source: China media reports and Three Squirrels' DMP

CHINA NUTS AND ROASTED SEEDS INDUSTRY

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"2021 The 15th On-Line and Off-Line China Nuts and Roasted Seeds, Dried Fruits Exhibition & Large-scale Fair for Nuts and Roasted Seeds Purchase and Supply" Achieved Great Success

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A HANDFUL OF NUTS AND ROASTED SEEDS
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BRANDS

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CONTENTS

JUN 2021



08 Hot spots

08 “2021 The 15th On-Line and Off-Line China Roasted Seeds and Nuts, Dried Fruits Exhibition & Large-scale Fair for Nuts and Roasted Seeds Purchase and Supply” Achieved Great Success

18 Industrial Economy

18 More Dealers Break Away From Big Brands This Year?

20 Industrial chain

Market

20 ChaCha Food Starts Youth-oriented Marketing

Product

21 Taiwan Xieji pumpkin seed

Equipment

23 Siruite Product Release

Accessories

26 Technical Report On Deoxidizer Preservation In 2020

Raw

28 2020/2021 Global Pistachio Nuts Yield Increased 40%— Usa And Turkey Usher In Good Harvest

Plant

29 Sunflower Seed Sowing Areay Ield And Regional Development Situations In China —Sunflower Seeds Per Mu Yield Grows Rapidly

32 Window of the world

32 2020 Peru Agricultural Products ExportCreates New Records

32 2021 Sunflower Seed Sowing Area in Canada Reduced in Prediction

32 Kenya Bans Corn Import from Tanzania and Uganda

33 California Ushers in Great Harvest of Pistachio Nuts- Chinese Growers Expect More Bonuses

33 US Peanuts Export Grows Rapidly

33 Thailand Clarifies Quality and Standard of Food with Hempseed

34 Nutrition and Health

34 Almonds Help Reduce The Risk of Cvd

35 Nutrition of Walnuts

36 Benefits of Almonds For Pregnant Women



A Letter of Invitation for New English Electronic Edition of China Nuts And Roasted Seeds

China Nuts And Roasted Seeds is under the guidance of the Specialized Committee for Nuts and Roasted Seeds of China National Food Industry Association and sponsored by Beijing Zhongjian Heguo Information Technology Service Co., Ltd., <http://www.csnc.cn> and www.chinanutexpo.com. It is currently the only domestic guiding journal for the nuts and roasted seeds industry. To make the world's nuts industry know more about China's nuts and roasted seeds industry, to integrate China's nuts industry into the global nut economic and trade integration, and to cooperate with the global peers for win-win results. To adapt to this new development trend, since April 2020, China Nuts And Roasted Seeds has added an English electronic version to serve as an exchange of information for nut enterprises, the industries and associations worldwide. We are sincerely soliciting contributions from domestic member enterprises, as well as domestic and foreign readers, professional scholars, and nuts and roasted seeds practitioners. The contents and scope of the contributions are concluded as follows:

- I. Popularize the performance and experience of the enterprise and its leaders (chairman and general manager) (please attach the working photos of the enterprise and leaders at the same time);
- II. Introduction to working attainment and experience: workshop management, technology, process, quality, quality management, product development, inspection and other working attainment and experience;
- III. Popularize the latest scientific research achievements of the enterprise (raw

material planting, nutrition, technology, equipment, additives, etc.) and the promotion of new products (in Chinese and English);

IV. Marketing experience and introduction: attainment and experience in warehousing, transportation, wholesale, product sampling, direct selling and terminal markets, business negotiation and contract signing, etc.

V. Solicit the information needed by the enterprise, such as the information consultation on raw material purchase, equipment purchase, talent recruitment, etc.

VI. Put forward the relevant suggestions and opinions to the Magazine;

VII. The members of the Magazine's expert panel shall provide 2-3 professional manuscripts each year, which may be prepared by themselves or recommended.

VIII. Manuscripts may be provided in both Chinese and English. Welcome to contribute and recommend your manuscript! Requirements for manuscript solicitation: manuscript shall be in the form of electronic document.

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Editorial Department of China Nuts And Roasted Seeds

Information Consulting Service Table for China Nuts And Roasted Seeds in Chinese and English

The Chinese and English versions of China Nuts And Roasted Seeds also receive the information consulting services from relevant enterprises and associations at home and abroad. The specific contents are concluded as follows:

I. Information Consulting Service Charge for Chinese Version

1. Consulting Service Price

Category A: RMB 18,000/Page/Year for Single Page (6 Issues of Internal Pages + 1 Issue of the Journal)

RMB 35,000 Yuan/Year for Continuous Pages (6 Issues of Internal Pages + 1 Issue of the Journal)

Category B: Enterprise Special Service: Carry out the special popularization (including pictures, interviews, popularization reports, etc.) in the specific consideration of the needs of the enterprise. Consult the staff of the Association for the specific details.

Category C: 4-Cover Services (Bimonthly, Six Issues a Year)

Front Cover: RMB 45,000 yuan/year (no single issue); Back Cover: RMB 38,000 yuan/year (8000 yuan/issue)

Cover II: RMB 28,000 yuan/year (5000 yuan/issue); and Cover III: RMB 28,000 yuan/year (5000 yuan/issue)

Full Page Position of English Contents: RMB 25,000 yuan/year (4500 yuan/issue)

Full Page Position of Copyright: RMB 25,000 Yuan/Year (4500 Yuan/Issue)

2. Rights and Interests in Consulting Services

All the aforesaid three categories may enjoy the following services: 1. Free 3 copies of magazines each issue throughout the year; 2. One page (A4) published in each issue throughout the year to popularize the colorful pages of the enterprises or products, or to popularize the latest scientific research achievements of the enterprise (raw material planting, nutrition, technology, equipment, additives, etc.) and the soft-text promotion of new products. 3. Other consulting services provided, such as the industrial standards, policies and regulations.

3. Production Requirements

Front Cover Size: 210*206mm (to set aside a reading guidance position);

Cover II/Cover III/Back cover/Inner page size: 210*285mm; precision requirements for four covers and inner pages: 300DPI; format requirements: JPG, PSD, TIF, EPS, AI; Leave 3mm around each to extend or expand.

II. Information Consulting Service for the English Electronic Magazine

1. Consulting Service Price

Category A: RMB 10,000/Page/Year for Single Page (6 Issues of Internal Pages + 1 Issue of the Journal) (2000 Yuan/Issue)

RMB 15,000 Yuan/Year for Continuous Pages (6 Issues of Internal Pages + 1 Issue of the Journal) (3000 Yuan/Issue)

Category B: Enterprise Special Service: Carry out the special popularization (including pictures, interviews, popularization reports, etc.) in the specific consideration of the needs of the enterprise. Consult the staff of the Association for the specific details.

Category C: 4-Cover Services (Bimonthly, Six Issues a Year)

Front Cover: RMB 20000 yuan/year (no single issue); Back Cover: RMB 15000 yuan/year (3000 yuan/issue)

Cover II: RMB 10000 yuan/year (2000 yuan/issue); and Cover III: RMB 10000 yuan/year (2000 yuan/issue)

Full Page Position of English Contents: RMB 12000 yuan/year (2500 yuan/issue)

Full Page Position of Copyright: RMB 12000 Yuan/Year (2500 Yuan/Issue)

2. Rights and Interests in Consulting Services

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3. Production Requirements

(English Version Provided) front cover size: 210*206mm (to set aside a reading guidance position); Cover II/Cover III/Back cover/inner page size: 210*285mm; precision requirements for four covers and inner pages: 300DPI; format requirements: JPG, PSD, TIF, EPS, AI; Leave 3mm around each to extend or expand.

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“2021 The 15th On-Line and Off-Line China Nuts and Roasted Seeds, Dried Fruits Exhibition & Large-scale Fair for Nuts and Roasted Seeds Purchase and Supply” Achieved Great Success



2021 The 15th On-Line and Off-Line China Nuts and Roasted Seeds, Dried Fruits Exhibition & Large-scale Fair for Nuts and Roasted Seeds Purchase and Supply which was guided by CNSA and sponsored by Beijing Zhongjian Heguo Information Technology Services Co., Ltd., as well as various events during the exhibition were held from April 15 to April 18, 2021 in Hefei, Anhui Province. As an unprecedentedly grand occasion, it gained great success.

I. The exhibitor types, exhibition area, participants, transaction volume and influence of this event all have created a historically high record.

Statistics shows the overall transaction volume during the exhibition was rising: on-site trade volume reached RMB560 million, intended turnover reached RMB217 million, and turnover of purchase and sales fair reached RMB323 million. The event was highly praised by enterprises.

II. Online and offline exhibitions were held synchronically.

The innovative highlights in this exhibition are:

I. The exhibition area is expanded to 53,000m², covering ten exhibition areas in four halls. Nearly thousands of nuts and roasted seeds enterprises exhibited nearly ten thousand products. It has become the most influential and most authorized grand meeting for global nuts and roasted seeds industry with the largest scale, the most extensive information, the highest turnover and the most participants.

II. The online exhibition for the first

time realized service functions integrating offline live streaming and online diversified display for enterprises. The event was improved from both scale and popularity, and played an important driving role in enterprise brand and product propagation.

III. Various online and offline livestreaming forms acquired rich achievements. Nearly 50 exhibitors and purchases on the entire industrial chain at random were interviewed on site; the traffic of live streaming sales reached nearly 300,000, with nearly one thousand orders traded; 12 processing, raw materials and additives enterprises carried out on-site release, and provided splendid activities, which gained comments of exhibitors and purchasers.

III. Various high-quality activities held during exhibition actively drove industrial development.

Totally five high-quality professional sessions were held during the exhibition, covering the entire industrial chain from plantation, raw materials, equipment, processing, new products to markets. Over 30 accurate and authorized analysis and forecast report at home and abroad with extensive and timely information. The reports provided reliable and dependable reference for decision making.

What is particularly worth mentioning is that it is the first time for the entire industry to propose “guaranteeing nationwide health from sources” and hold



“2021 The First Innovative Development Conference for China Nuts and Roasted Seeds and Processing Industry”.

2020-2021 China Nuts and Roasted Seeds Market Analysis and Prediction Report Conference & China Nuts, Roasted Seeds, Dried Fruits Dealers Conference not only released analysis and forecast report on national nuts, roasted seeds and dried fruits market from 2020 to 2021, but also invited senior marketing experts, operation experts and well-known e-commerce enterprise directors to deliver themed reports. It explored multi-mode new marketing way with integrated development in combination with difficulties of the industry.

In addition, the special press conference for new technology, new equipment, new additives and new products held in the same period, and analysis and 2020-2021 forecast report meeting for Chinese and overseas nuts and seeds raw materials had a full house each time. The number of participants created the historically high record. They all highly praised contents of the meeting and quality of the report.

1

2021 The First Innovation Development Conference on Seed and Processing Industry of China Nuts and Roasted Seeds ——Controlling source of Nuts and Seeds



▲ Weng Yangyang, the Standing Vice Chairman of CNSA is delivering a speech



▲ Ma Dehua, President of Hunan Longping Seeds Industry is delivering a speech



▲ Zhang Liaoyuan, the Executive Chairman of CNSA is making a report



▲ Zhang Yongping, Chairman of Sanrui Agritech Co., Ltd. is making a report on sunflower seeds industry



▲ Zhang Junpei, Council Member of Chinese Society of Forestry Economic Forest Branch, Vice Chairman & Secretary General of Chinese Society of Forestry Walnuts Branch, and Standing Member of Chinese Society of Forestry Antique Walnut Branch, is making a report on walnut industry



▲ Chi Xiaoyuan, Researcher of Shandong Peanuts Research Institute and Vice Director of Breeding Office is delivering a report on peanut industry



▲ Yao Xiaohua, Research Institute of Subtropical Forestry of Director of Chinese Academy of Forestry, and Pecans Engineering Technology Research Center Academic Board, National Forestry and Grassland Administration, is making the report on China Pecans Industry



▲ Wang Wenlin, Deputy Director of Guangxi South Subtropical Agricultural Science Research Institute, and Secretary General of Guangxi Nuts Industry Association, is making a report on macadamia nuts



◀ The conference venue is crowded

2

2021 The First Innovation Development Conference on Seed and Processing Industry of China Nuts and Roasted Seeds and 2020-2021 the Material Analysis and Forecast Symposium of China-Foreign Nuts and Seeds



▲ Zhang Fan from Kaifeng Langrui Machinery Co., Ltd. is promoting products



▲ Wang Liang from Anhui Jiexun Optoelectronic Technology Co., Ltd. is promoting products



▲ Luo Youxuezi from ChaCha Food is promoting products



▲ Shu Jiang from Dongguan Xinrong Tianli Technology Industry Co., Ltd. is promoting products



▲ Ma Xiaojie from Yantai Maoyuan Food Machinery Manufacturing Co., Ltd. is promoting products



▲ Zhao Shuangge from Xingtai Tianyuanxing Food Equipment Co., Ltd. is promoting products



▲ Guo Hui from Angel Yeast is promoting products

3

The 15th Promotion Conference for Nuts and Roasted Seeds Products, New Equipments (Packaging), New Technologies, New Additives and Ingredients



▲ Wang Yuping, the General Manager of Zhejiang Senwang Xiyu Agricultural Technology Co., Ltd., is delivering 2020-2021 Almonds Products Analysis and Prediction



▲ He Xudong, the Standing Vice Chairman of CNSA, Chairman of Wuhan Xudong Food Co., Ltd. is presiding over and making 2020-2021 Watermelon Seeds Raw Material Information Analysis and Prediction



▲ Xu Yaodong, the Sales Manager of Meihekou Guanlin Local Products Co., Ltd., is delivering 2020-2021 Pine Nut Products Analysis and Prediction



▲ Richard Waycott, President & CEO of Almond Board of California, and Connie Cheung, Consultant of Almond Board of California China Region are making 2020-2021 Almonds Raw Materials Information Analysis and Prediction



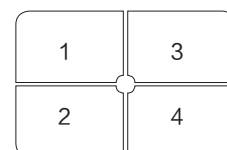
▲ Wei Yuming, the General Manager of Shandong Sanyang Zhenyuan Biotechnology Co., Ltd., is delivering 2020-2021 Hazel Nut Products Analysis and Prediction



▲ Zhao Jian, the Chairman of Dynasty Universal Limited, is delivering 2020-2021 Pistachio Products Analysis and Prediction

4

2020-2021 National Market Analysis and Forecast Symposium of Nuts and Roasted Seeds & National Dealer Meeting of China Nuts and Roasted Seeds, Dried Fruits



1. Wu Yan, Chief Marketing Director of Zhejiang Zhenpindao Trade Co., Ltd. is releasing 2020-2021 China Nuts, Roasted Seeds and Dried Fruit Market Analysis and Prediction Report;
2. Wang Qi, founder of Shanghai Qipan Food Co., Ltd., is making the report on operation and thinking of offline unique outlets
3. Bu Dongdong, Social Contract & E-commerce Chief Director of Three Squirrels, is releasing the report on collision and integrated development of traditional e-commerce and new e-commerce marketing mode
4. Chen Junxing, General Manager of Jiazhou Yuanye (Beijing) Food Co., Ltd. and Vice Chairman of CNSA is making the report on difficulties, dilemmas and solutions of dealers



▲ The conference venue is crowded, and audiences and guests are actively communicating

5

2021 The 15th on-line and off-line Food Exhibition for China Nuts and Roasted Seeds, Dried Fruits & Large Fair for Purchase & Supply



▲ Zhang Liaoyuan, the Executive Chairman of CNSA is delivering a speech



▲ Weng Yangyang, the Standing Vice Chairman of CNSA, is releasing 2020 Comprehensive Economic Operation Report of China Nuts and Roasted Seeds Industry



▲ Chen Yanbing, General Manager of Marketing Center of the undertaker Anhui Jiexun Optoelectronic Technology Co., Ltd. is delivering a speech



▲ The annual conference venue is full of audiences



▲ Opening Ceremony of China Nuts and Roasted Seeds Industry Development League Dried Fruit Branch



- ▲ Commend local associations providing high-quality services to China Nuts and Roasted Seeds Industry, member enterprises providing high-quality services to nationwide nuts and roasted seeds enterprises, and member enterprises achieving outstanding performance for economic operation of China nuts and roasted seeds industry in 2020; Zhang Liaoyuan, the Chairman and Weng Yangyang, the Standing Vice Chairman took group photos with prize winners



- ▲ Chairmen song "Ode to the Motherland" together

6

2021 Annual Meeting of China Nuts and Roasted Seeds



▲ Leaders are paying inspection on the venue



▲ Zhang Liaoyuan, the Chairman and Weng Yangyang, the Standing Vice Chairman of CNSA are communicating in Three Squirrels



▲ Zhang Liaoyuan, the Chairman and Weng Yangyang, the Standing Vice Chairman of CNSA are taking group photos in front of booth of Three Squirrels



▲ Zhang Liaoyuan, the Executive Chairman of CNSA is accepting interview



▲ Weng Yangyang, the Standing Vice Chairman of CNSA is accepting interview



▲ Person in charge of ChaCha Food is accepting interview



▲ Vice President Liu Chunmei of True Love Food is accepting interview



▲ Secretary General Deng Xiaoyu of Guangdong Nuts Association is accepting interview



▲ General Manager Chen Xiangting of Henan Sanzhimei Import & Export Trade Co., Ltd. is accepting interview



▲ Special booths are elegant and simple



▲ Packed visitors on exhibition site

MORE DEALERS

BREAK AWAY FROM BIG BRANDS THIS YEAR?



With economic depression in recent years, the demographic dividend disappears, and industrial saturation is getting more serious. More dealers feel business pressure. Particularly in 2020, COVID-19 epidemic overtook, making business pressure of dealers larger. More dealers started abandoning large brands.

That is why more dealers broke away from big brands.

The relationship between manufacturers and dealers shall be like that between fish and water. Without dealers, the brand may be still a small brand.

The brand was developed and succeeded with support of all dealers. They worked hard everyday: transporting goods, uploading at night, delivering at day time and selling goods hard. The foundation of brand was laid firmly , and brand popularity and market share

was developed through persistence. Dealers are strategic partnership of manufacturers. Good dealers are rare resources. It takes extremely high cost to develop and change one dealer. Every regular manufacture wants to realize win-win cooperation with dealers. No one will cut off dealers arbitrarily. However, business is war without bullets. There are no permanent friends, only permanent interests.

Dealers become the disadvantaged groups due to overstock, substitution and market expense payment on account

Many leaders experienced similar situations. Except delayed payment, manufacturers cancelled qualification of many dealers because they did not accept new products or even other subtle excuses.

Dealers say “no” to big brands Manufacturers are losing domination power for dealers

More dealers said no to some big brands in recent years. It was impossible two years ago. The dealership of big brands by then was the hottest. World changes rapidly.

Now dealers all know the small profit of big brands. With little money to gain and merciless enterprises, no dealer is willing to work for those enterprises.



ChaCha Food

Starts Youth-oriented Marketing



As citizens strengthen their awareness of health, healthy snack food led by nuts are popular among people. 2020 Tmall Nuts Consumption Trend Report shows people born in 1990s particularly after 1995 are main consumers of nuts. With increasingly higher proportion of consumers in lower-tier cities, markets in those areas show great consumption potential. As the leading enterprise of nuts industry, ChaCha Food has always strived for youth-oriented marketing mode and tried to attract consumers.

ChaCha Food always spares no effort in the youth-oriented

marketing field. It is worth mentioning that ChaCha Food also established tag of "Necessities for Everyday Nutrition" in Tik Tok, and formed knowledge column and materials under this topic. The cognition of "ChaCha Small Yellow Bag = Necessities for Everyday Nutrition" is spread on Tik Tok platform, and accumulated view counts reached over 31 million. ChaCha also offered live streaming with professional nutritionists of Capital Healthcare and Nutrition Cuisine Society, and accumulated view counts exceeded 21.7 million. In addition, ChaCha Food also promote products in the livestreaming field that young people enjoys. It has cooperated with Luo Yonghao in Tik Tok, Zhao Wei in



Tencent Applet, Wang Han in Taobao, People's Daily in Kuaishou. Those activities not only improved brand public praise but also generated favorable effect on its sales.

“Cloud ChaCha for Spring Festival”, “Tik Tok Challenge” and tag of “Necessities for Everyday Nutrition” are all layouts of ChaCha in youth-oriented marketing terminals, which benefit from ceaseless self orientations of the brand. Finally,

the brand realized its youth-oriented upgrading. One brand can truly attract young people through their way of thinking so as to establish brand popularity and reputation. We believe ChaCha Food could have a brighter future after controlling key preservation technology, focusing on young consumers and providing continuous youth-oriented marketing.





台湾谢记

PUMPKIN GROWING BASE

Raw materials are pumpkin seeds from fertile land in Northeast China under permanent low-temperature cultivation.

With thin shell and full seed, the pumpkin seeds taste chewy.







台湾谢记

BREEDING BASE

Build factory and laboratory in the base to improve seeds cultivation;

Lead growers to plant, maintain and culture high-quality pumpkin seeds correctly.







PLANTATION BASE

From the sources,
control the quality.



PRODUCTION & PROCESSING

- ▲ Tight quality control management;
 - ▲ Modern equipment;
 - ▲ Unique process formula
- Produce with elaboration



PRODUCTS DISPLAY

We are
professional in
roasting pumpkin
seeds



Pursue
perfection!



CLASSIC DELICACY

Exquisite process, good
ingredients

With refined ingredients,
make seeds tasty
patiently;
Controlling heating
degree,
make seeds more
delicious;



QUALITY DELICACY

With experience of pumpkin seeds production for
over 60 years,
we are determined to produce high-quality
pumpkin seeds.



Long History

We are
serious in
pumpkin
seeds
R&D!



肉质饱满，薄壳喷香

轻轻一磕，两片果皮如花瓣般绽放，瓜子的果肉
软力饱满，而且瓜子仁儿还保持本来的淡绿色，瓜
子入口之后，茶味渐浓。

SRT
思瑞特®

思瑞特产品发布 SIRUITE PRODUCT RELEASE

开封朗瑞机械有限公司
KAIFENG LANGRUI MACHINERY CO., LTD.

主讲人：张凡
PRESENTER:ZHANG FAN

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企业简介Company profile

- ◆ 中国食品工业协会坚果炒货专业委员会副会长单位
The vice chairman unit of China Nuts and Roasted Seeds Association.
- ◆ 执笔编写中国轻工业部坚果食品干燥设备及坚果食品炒制设备的行业标准
Write industry standards for drying and roasting equipment.
- ◆ 执笔编写中国坚果炒货工艺师第五章设备部分教材
Write intermediate textbooks of Nuts & Roasted Seeds craftsman chapter 5 Equipment part.
- ◆ 拥有3000平方省级食品加工自动化工程技术研究中心
3000m² Provincial Nuts Food Processing Automation Engineering Technology Research Center

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企业简介Company profile

- ◆ 国家高新技术企业
National high-tech enterprises.
- ◆ 获得两化融合管理体系评定
Obtained the certification of the Informatization integration management system.
- ◆ 荣获2005-2020年度中国坚果炒货行业突出贡献企业
Outstanding Contribution Enterprise in China's Nut Roasting Industry in 2005-2020
- ◆ 产品填补国内空白，推动行业发展
Products fill the domestic gaps and promote the development of the industry

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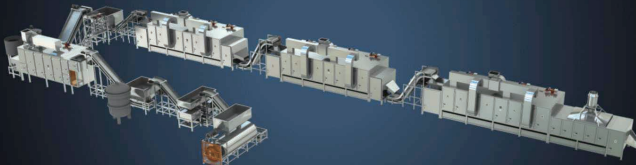
目录CATALOG

- 01 核桃、果仁生产线及加工工艺;
WALNUT AND NUT KERNEL PRODUCTION LINE AND PROCESSING TECHNOLOGY;
- 02 生产过程中存在的问题及设备的选方法;
PROBLEMS IN THE PRODUCTION PROCESS AND THE SELECTION METHOD OF EQUIPMENT;
- 03 朗瑞智能的应用;
LANGRUI INTELLIGENCE APPLICATIONS;

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核桃、果仁生产线及加工工艺 WALNUT AND NUT KERNEL PRODUCTION LINE AND PROCESSING TECHNOLOGY;

坚果生产线 NUTS PRODUCTION LINE



适用范围：核桃、巴达木、腰果、开心果（仁）、碧根果（仁）、山核桃、瓜子、花生等各种坚果和果仁。
Application: walnuts, almond, cashews, pistachios, pecans, pecans, melon seeds, peanuts and other nuts.
具体配置根据客户加工坚果品种及产量确定
The specific configuration is determined with the variety and output of nuts.

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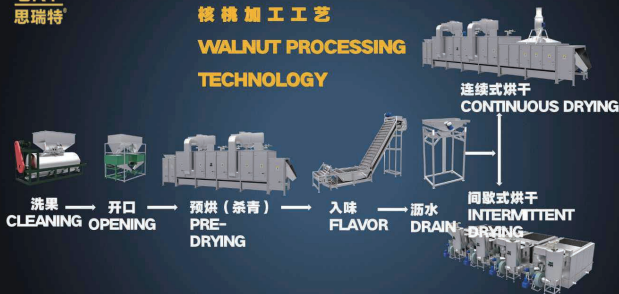
果仁生产KERNEL PRODUCTION



适用范围：核桃（仁）、巴达木（仁）、腰果（仁）、夏威夷果仁、开心果（仁）、碧根果（仁）、山核桃（仁）、瓜子（仁）、花生（仁）等各种果仁。
Application: walnut (kernel), almond (kernel), cashew nut (kernel), macadamia nut, pistachio (kernel), pecan (kernel), pecan (kernel), sunflower seed (kernel), peanut etc.

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核桃加工工艺 WALNUT PROCESSING TECHNOLOGY



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生产过程中存在的问题及设备的选方法 Problems in the production process and the selection method of equipment

- 1、生产过程中存在的问题及解决方法
Problems and solutions in the production process
质保期——烘干均匀度、加工工艺、烘干温度、包装
Warranty-Drying uniformity, processing technology, drying temperature, packaging
均匀度——干燥结构、热风分布
Uniformity-dryer structure, distribution of hot air
入味——加工工艺、预烘 杀青时间及温度、入味时间、
Flavor-processing technology, time and temperature of pre-drying & remove astringency, flavouring time
酥香度——烘干温度 时间 加工工艺
Crisp—temperature & time of drying, processing technology

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02 烘干过程中存在的问题及设备的选择方法 PROBLEMS IN THE PRODUCTION PROCESS AND THE SELECTION METHOD OF EQUIPMENT

2、设备的选择方法 SELECTION METHOD OF EQUIPMENT

- ◆ 分类：烘干设备按照生产工艺分为：CLASSIFICATION OF THE PRODUCTION PROCESS:
- ◆ 连续生产的带式干燥机 CONTINUOUS PRODUCTION BELT DRYER
- ◆ 断续生产的间歇式(烘池) INTERMITTENT PRODUCTION DRYER (DRYING OVEN)



单层热风循环带式干燥机
Single layer hot air circulation belt dryer



多层热风循环网带式干燥机
Multi-layer hot air circulation mesh belt dryer

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带式干燥机特点

FEATURES OF BELT DRYER

1

具有连续性干燥性能，
工作效率高
continuous drying,
high efficiency

干燥速度快，蒸发强度
高，干燥均匀，产
品质量好
Drying speed, high
evaporation intensity,
uniform drying, good
quality

烘干温度区间
大
Large drying
temperature
range

4

潮气集中排放，
操作环境良好
Centralized
emission of moisture,
Good environment



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热风双循环带式干燥机特点：

Features of hot-air double-circulation belt dryer

在不同干燥区内，气流的方向、温度及湿度都可以不同。

In different drying section, the direction of airflow, temperature and humidity can be different.

01

热风循环利用、高效节能

科学的循环风气流设计，热风从物料四个方向进行循环，有效解决烘干均匀度问题

Hot air recycling, high efficiency and energy saving

Scientific circulating air flow design, hot air circulation materials from four directions, effectively solve the problem of drying uniformity

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热风双循环带式干燥机特点：

Features of hot-air double-circulation belt dryer

02

分区控温，每个循环单元可独立设定烘干温度。以满足物料在干燥工艺中所需的不同温度曲线的需求

Zone temperature control, each cycle unit can independently set the drying temperature. To meet the requirements of different temperature profiles required by the material in the drying process.

03

调控简便，温度整定迅速。根据烘干物料具体情况随时对温度及循环风量进行调整
Easy to control, The temperature is set quickly. Adjust the temperature and circulating air volume at any time according to the specific conditions of the drying material

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新型热风双循环带式干燥机 New hot-air double-circulation belt dryer

适合：干燥时间在12h以内的物料（可多组串联）单品种产量较大的坚果（建议日产10吨以上）对芽黄率及水分均匀度要求高的产品不适合外壳比较黏的坚果。

Suitable: Nuts whose drying time is within 12h with a larger yield. Not suitable for relatively sticky nuts.
(The coated nuts need to be quickly dried on the skin before they can be dried in the belt dryer)



注：此设备也可用于瓜子、花生、粮食、油料、薯片等不同物料的干燥
Note: This equipment can also be used for drying different materials such as sunflower seeds, peanuts, grains, oil crops, potato chips, etc.



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烘干过程中存在的问题及设备的选择方法 Problems in the drying process and the selection method of equipment

- 3、烘干设备的选择方法 How to choose drying equipment
- ◆ 分类：烘干设备按照生产工艺分为：CLASSIFICATION OF THE PRODUCTION PROCESS:
- ◆ 连续生产的带式干燥机 CONTINUOUS PRODUCTION BELT DRYER
- ◆ 断续生产的间歇式烘干机(烘池) INTERMITTENT PRODUCTION DRYER (DRYING OVEN)



多层间歇式热风循环烘干机(烘池)
Multi-layer intermittent hot air circulation dryer (Oven)



单层间歇式热风循环烘干机(烘池)
Single layer intermittent hot air circulation dryer (Oven)

SRT
思瑞特

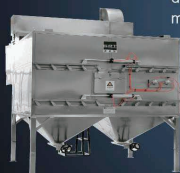
间歇式烘池特点

Features of batch dryer

a. 具有断续性干燥性能，
工作效率较低；
Intermittent drying
Lower efficiency

b. 烘干时间可以根据物料干燥状况随时调整；
The drying time can be adjusted according to the drying condition of the material anytime;

c. 干燥速度慢，蒸发强度低，
干燥均匀较带式干燥机差；
c. slower speed, lower evaporation intensity, and worse uniform drying



SRT
思瑞特

热风循环间歇式烘池特点

Features of hot air circulation batch dryer

主要特点：Features

1. 热风循环利用，温升差小，能耗低(比吸自然风进行加热吹进烘干机节能40%-60%)；
Hot air circulation, small temperature rise, low energy consumption (40%-60% energy saving than natural air heating and blowing into the dryer);

2. 箱体封闭，有独立排潮系统，保证工作环境；
The box is closed, There is an independent moisture removal system to ensure the working environment;

3. 推拉系统使热风穿透性好，有效缩短烘干时间；
The push-pull system makes the hot air penetrate well, Shorten the drying time;

4. 单层烘池机械升降出料。
The single-layer drying oven is mechanically lifted and discharged.

SRT 思瑞特

断续生产的间歇式烘干机(烘池) Intermittent production batch dryer (Oven)

适用于干燥时间跨度大，多品种每罐产量较小的物料；
Suitable for a wide range of drying time, Multiple varieties of materials with smaller output;

不适合透气性差、外壳比较黏的或外面裹衣的坚果和果仁。例如：西瓜子、裹衣腰果、果仁等，
Not suitable for poor air permeability, nuts with sticky shells or coated on the outside.



双层间歇式烘干机(烘池)
Double-layer batch dryer (Oven)



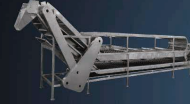
For example: watermelon seeds, wrapped cashew



单层间歇式烘干机(烘池)
Single-layer batch dryer (oven)

SRT 思瑞特

坚果入味机 Nuts flavoring machine



特点: Features:

1. 适用于各种坚果及果仁
2. 处理量大，入味均匀
3. 入味坚果，果仁几乎无破损
4. 入味时间控制精准
5. 省料水，节约成本



特点: Features:

1. 适用于各种坚果及果仁
2. 处理量大，入味均匀
3. 入味坚果，果仁几乎无破损
4. 入味时间控制精准
5. 结构简单，造价较低



特点: Features:

1. 适用于不易破损坚果
2. 处理量大，入味均匀
3. 入味时间不好调控

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坚果预烘（杀青）设备的选择 Selection of equipment for pre-drying (removing astringency) of nuts



热风循环多层翻板链式杀青机
Hot-air circulation multi-layer flap chain type pre-dryer

适用于高温预烘的坚果
Suitable for high-temperature pre-dried nuts



热风双循环带式干燥机
Hot air double circulation belt dryer

适用于日产量较大的低温预烘的坚果
Suitable for low temperature pre-dried nuts with large daily output.



热风双循环间歇式烘干机
Hot air double circulation intermittent dryer

适用于日产量较小的低温预烘的坚果
Suitable for low temperature pre-dried nuts with small daily output.

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SRT坚果生产线特点 Features of SRT Nut Production Line

- ◆ 产量大，能耗低；

LARGE OUTPUT AND LOW ENERGY CONSUMPTION;

- ◆ 拥有国内最完善的坚果炒货生产加工工艺及参数，特别是坚果及坚果仁，为客户提供最佳生产参考数据；

POSSESS THE MOST COMPLETE PRODUCTION AND PROCESSING TECHNOLOGY AND PARAMETERS OF NUTS AND ROASTED SEEDS IN CHINA, ESPECIALLY NUTS AND KERNELS, TO PROVIDE CUSTOMERS WITH THE BEST PRODUCTION

SRT 思瑞特

SRT坚果生产线特点 Features of SRT Nut Production Line

- ◆ 设备的先进性；

ADVANCED EQUIPMENT;

- ◆ 拥有各领域专家顾问团队，为客户提供最专业的服务

HAVE A TEAM OF EXPERT CONSULTANTS IN VARIOUS FIELDS TO PROVIDE CUSTOMERS WITH THE MOST PROFESSIONAL

- ◆ SERVICES

快速的售后服务团队，远程及现场相结合，以最快速度为客户服务；

FAST AFTER-SALES SERVICE TEAM, COMBINING REMOTE AND ON-SITE, TO SERVE CUSTOMERS AT THE FASTEST SPEED;

SRT 思瑞特

朗瑞 (SRT) 智能系统 LANGRUI (SRT) INTELLIGENT SYSTEM



坚果生产线加入朗瑞智能制造系统，对接企业的 ERP 和 MES 等系统。The entire production line to join Langrui intelligent manufacturing systems, Docking enterprise ERP and MES systems. 实现计划加工、领料配料、开工加工、数据在线采集。Implement plans to send workers, picking the ingredients, start work report, online data collection

SRT 思瑞特

朗瑞 (SRT) 智能系统 LANGRUI (SRT) INTELLIGENT SYSTEM



订单进度、生产成本即时核算，设备管理、质量管理、安防系统、追溯管理等功能。打通数据流，形成数据驱动业务的应用模式。Order progress, production cost real-time accounting, equipment management, quality management, ANDON system, traceability management and other functions. Open a data stream, form an application pattern data-driven service.

SRT 思瑞特

四、朗瑞 (SRT) 智能系统 LANGRUI (SRT) INTELLIGENT SYSTEM



优化计划排产，实现产能平衡，提高产线和设备利用率。Optimize planning and scheduling. Achieve balance production capacity, improve the utilization of the equipment and production line. 协助用户实现制造过程可视化、计划排产更优化、物料管控精细化、成本统计及时化、产品质量可追溯。Assist users to realize the visualization of the manufacturing process, more optimized production planning, refined material control, timely cost statistics, and traceable product quality

Technical Report on Deoxidizer Preservation in 2020

Dongguan Xinrong Tianli Technology
Industry Co., Ltd.

01

Two
dead
zones

Two dead zones

Multipurpose
deoxidizer!

50%



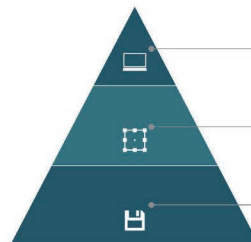
50%

Safe without
deoxidizer

02

Three
difficulties

Three
difficulties

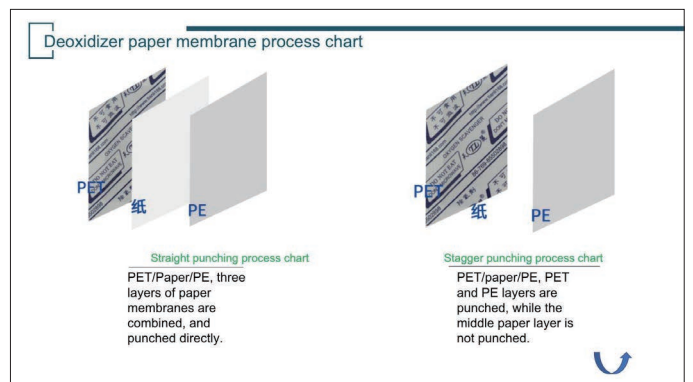
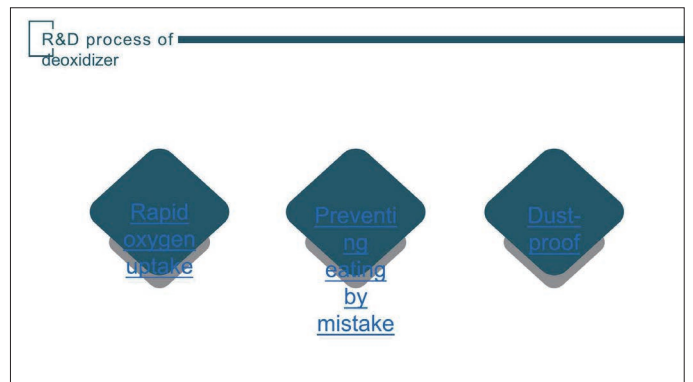
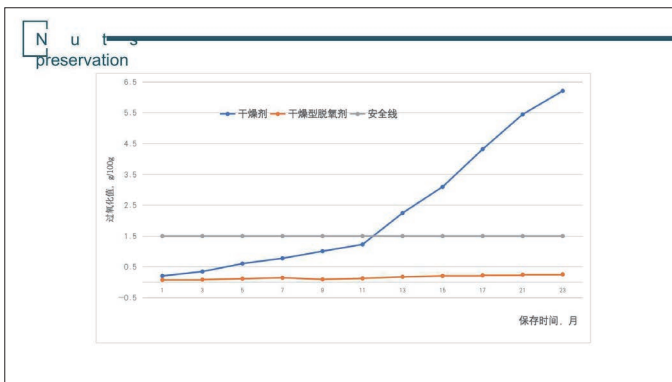
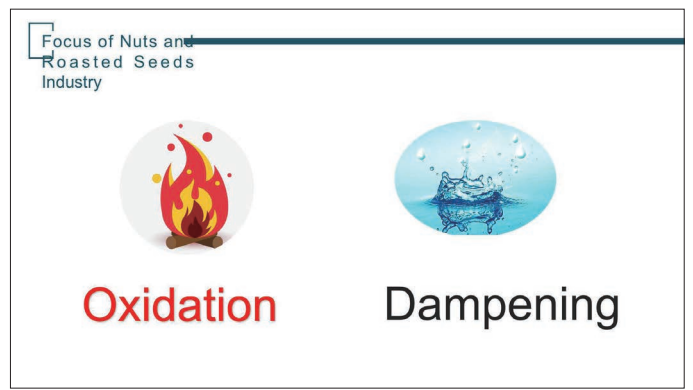
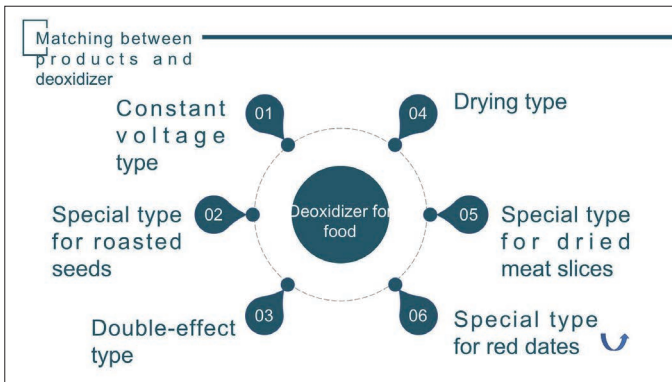


01 Different places
of origins of raw
materials

02 Wide and mixed
varieties

03 Matching degree
between products and
deoxidizer

INDUSTRY CHAIN ACCESSORIES






2 020/2021 global pistachio yield broke original record, reaching 985,000t, increasing 40% on YoY basis. The globally sufficient pistachio supply resource, trade volume, consumption and inventory are increased accordingly. The high

yield of pistachio in 2020/2021 is mainly from USA and Turkey. According to the latest statistical data of USDA, US ushers in great harvest of pistachio in 2020/2021, and yield is expected to increase 42%, reaching the highest 476,000t in history. Export volume also increased 20%, reaching 225,000t. China and EU are their important export markets. Besides, inventory of US pistachio is rising accordingly, reaching 139,000t.

Yield of Turkish pistachio nearly tripled in 2020/2021 season, reaching 250,000t. The 2020/2021 pistachio yield in Iran dropped 7%, about 190,000t. In European market, with lower pistachio nut yield in 2020/2021 in Spain and Italy, total pistachio yield in EU is expected to drop about 3,000t-18,000t. Most pistachio nuts are imported from USA, and the import volume is expected to improve 15%, reaching 120,000t.

China is a large importer of pistachio nuts. In 2020/2021, 45% pistachio nuts are imported from Iran, about 150,000t; the import volume from USA is slightly lower than that from Iran. The tentative import rate of pistachio nuts is still 5%, which will effectively promote import trade of pistachio nuts in China. 

**2020/2021 GLOBAL
PISTACHIO NUTS
YIELD INCREASED 40%
—USA and Turkey Usher in
Good Harvest**



SUNFLOWER

SEED SOWING AREA

YIELD AND REGIONAL

DEVELOPMENT

SITUATIONS IN CHINA

—SUNFLOWER SEEDS PER
MU YIELD GROWS RAPIDLY

I. Analysis on current market status of China sunflower seeds industry



Due to rich unsaturated fatty acid, various vitamins and microelements, as well as delicious taste, sunflower seeds are a popular snack food and edible oil source. By 2019, the sunflower seed growing area in China dropped 0.7% on year-on-year basis.

In terms of regional distribution of sunflower seed growing area in China, statistics show the sunflower seed growing area in west China is accounting for 88.19% in 2019, while that in middle area, northwest China and east China respectively accounting for 4.01%, 2.14% and 5.69%.

In terms of sunflower seed growing areas in each province and city, Inner Mongolia is the area with the most extensive

sunflower seed growing area in China, followed by Xinjiang and Hebei.

In terms of yield, sunflower seed is an important oil crop in China, and the cake output ranks the second in China. According to statistics, the sunflower seed yield increased 6.8% on year on year basis as of 2019.

In terms of per mu area, it increased 55% in 2019 than that in 1990.


In terms of regional distribution of sunflower seed yield in China, statistics show the sunflower seed yield in west China is accounting for 89.79% in 2019, while that in East China, Central China and Northwest China respectively accounting for 5.59%, 2.7% and 1.88%.

II. Analysis on factors restricting sunflower seed meal utilization

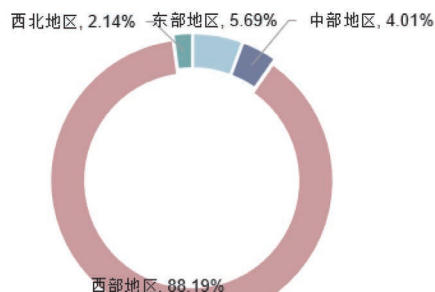
1. Types of sunflower seeds

Sunflower seeds are mainly divided to edible sunflower seeds and oil seeds, showing in great difference of shell and nuts proportion, followed by protein and grease contents.

2. Processing technique of sunflower seed meal

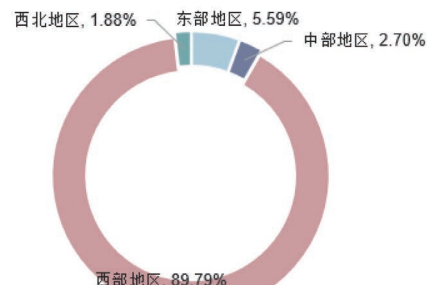
There are two production process modes for sunflower seed meal. One is to use shelled sunflower seeds directly for squeezing, digesting and grease extraction. The shells help grease mechanical extraction. The press cake, when used in organic solvent digestion, applies digestion with shells. The other mode is to remove shells, and extract grease from sunflower seeds through mechanical extraction; then the press cake is used for digestion in organic solvent. 

2019年中国葵花籽播种面积区域分布（单位：%）



华经情报网
huaon.com

2019年中国葵花籽产量区域分布（单位：%）



华经情报网
huaon.com

ChaCha

每日坚果

ChaCha Daily Nuts

Keep Fresh with Key Tech

As fresh as just peeled

China National Science and
Technology Progress Award



Certificate No:2017-J-211-2-01-D03

掌握关键保鲜技术



30日装
内含30袋
净含量780克

巴旦木 腰果 蓝莓
美国/澳洲 泰国/越南 智利
榛子 核桃 黑加仑
土耳其 中国新疆 加拿大 乌兹别克斯坦

每一袋含4种坚果+3种果干



1日装
净含量26克
每一袋含4种坚果+3种果干

2020 Peru Agricultural Products Export Creates New Records

As reported by Andina News Agency, Foreign Trade & Tourism Department said agricultural product export of Peru still created a new high record although COVID-19 epidemic attacked. The export volume reached USD7.55 billion, increasing 6.7% on year-on-year basis. The proportion of fruit export is the largest, about USD4.061 billion, with 15% YoY growth. The proportion in agricultural product export is over 50%, accounting for about 10% of total export. Peru is the largest exporter of blueberry and the second largest exporter of avocado in the world.

2021 Sunflower Seed Sowing Area in Canada Reduced in Prediction

Canadian sunflower seed growers had good harvest in 2020, reaching nearly 100,000t for the first time since 2010. However, the sunflower seed yield this year is not optimistic.

According to prediction report released by Agriculture and Agri-Food Canada (AAFC) recently, 2021 sunflower seed yield is expected to reach 75,000t; seeding area is 86,500acre, approaching to 63,000t and 76,600acre in 2019.

Robert Dellas, Business Manger of Scoular Sunflower Seeds and Poultry Food in Minnesota, said due to strong demands, the price rises and sunflower seed growing area in 2020 is increased.



Kenya Bans Corn Import from Tanzania and Uganda



Since mycotoxin in corns imported from Tanzania and Uganda exceeded standard, Kenya banned corn import from those two countries. The ban of Kenya for import resulted in long queue of trucks on the border at Namanga, Tanzania. The ban will impact Tanzanian traders and corn growers who live on corns export to Kenya. However, the undersecretary of Tanzania Ministry of Agriculture said the government of Tanzania pays close attention to the ban, and will continuously protect benefits of corn exporters; Kenya shall not impact entire corn industry of Tanzania based on individual case; both Kenya and Tanzania are members of the ASEAN Community and disputes therebetween shall be solved by procedures of ASEAN community regulations instead of harming image of Tanzania by unilateral action.

California Ushers in Great Harvest of Pistachio Nuts- Chinese Growers Expect More Bonuses



It is reported that California pistachio nuts usher in great harvest in 2020; the yield exceeded 1 billion pounds for the first time, and created a new high record in history.

What makes the growers happy is that the harvest broke the traditional law of "lower market price for good harvest". Domestic and export sales volumes increased both. Growers including Chinese have acquired the first sum of incomes larger than that in former years. More incomes and bonuses are on the way. The yield of California pistachio nuts will rise continuously in this and next year. It is expected to reach at least 1.2-1.3 billion pounds by 2022.

US Peanuts Export Grows Rapidly

TARI said cashew nut yield in Tanzania is expected to triple, reaching 1 million ton as driven by new variety development. TARI developed 54 new disease-resistant and high-yield cashew nut varieties, which show vast potential in new planting area. Every tree of new variety may produce 20kg cashew nuts, while the yield of traditional cashew tree is only 11kg. TARI take cashew nuts as one of the strategic crops. It wishes 17 planting areas in the country could adopt better plantation method to promote high-quality varieties, and improve annual yield of Tanzanian cashew nuts from 313,000t to 1 million ton.



Thailand Clarifies Quality and Standard of Food with Hempseed

The Ministry of Public Health of Thailand released No.425 Announcement to regulate quality and standard of food with hempseed. Specific contents are:

Limit of THC and CBD for food with hempseed, hempseed oil or hempseed protein is specifically as follows:

Product category	Product types	THC limit (mg/kg)	CBD limit (mg/kg)
Food with hempseed and hempseed protein	Nuts, cereals processed	0.15	3.0

ALMONDS

HELP REDUCE THE RISK OF CVD



Almonds have high nutritional value. The content of protein in per 100g almonds is 25~27g, grease is 47~56g, carbohydrate and crude fiber is 12~19g. They also have various minerals such as Ca, P, Fe, Se and multiple vitamins such as VE, B1, B2, B5 and VC.

Relieve cough and asthma

Almonds are good for lung. The bitter taste could reduce lung Qi and moisturize the lung so as to relieve cough and asthma.

Relax bowel

Grease in almonds are moist and could improve lubrication action of contents in intestines for mucous membrane.

Reduce blood lipid

The rich flavonoid and polyphenol contents of almonds could reduce LDL content in human body, and reduce blood viscosity so as to reach the effect of blood lipid reduction and cardiovascular system protection.

Lose weight

The large amount of fibers in almonds could make people feel less hungry so as to help control food intake greatly. 因果 联系



Walnuts are a kind of widely recognized healthy food. Many people like walnuts because of their rich nutriment. They are not only suitable for children but also good for middle-aged and old people. Except the function of nuts, walnuts could help us prevent various diseases if eating properly.

1. Nourish the brain and improve the intelligence

Walnuts have rich DHA and linoleic acid, which are nutriments that brain development requires. Besides, Mn and Zn in walnuts are important components of hypophysis cerebri. For children, they help nourish the brain and improve the intelligence, while for the aged person, they can prevent Alzheimer's disease.

2. Regulate blood lipids

Although fat content of walnuts is high,

but most of which is unsaturated fatty acid. That substance not only helps skeletal development but also regulates blood lipids.

3. Improve insomnia

Walnuts have rich melatonin, which could help people feel sleep better.

4. Ease constipation

Rich walnut oil and large amount of dietary fiber could relax bowel so as to ease constipation caused by dry intestinal tract.

5. Anti-aging

Walnuts have rich Vitamin E, which could help remove free radicals in human body.

6. Lower blood glucose

The rich unsaturated fatty acid of walnuts could promote secretion of insulin in human body, while patients with higher blood sugar could replenish energy by eating some walnuts. 坚果

Nutrition Of WALNUTS

BENEFITS OF ALMONDS

For PREGNANT WOMEN



Almond is one of the favorite nuts of people. Almonds are of rich nutrition and good taste. However, pregnant women should avoid certain food for it may affect the fetus if certain food is eaten by mistake. Then, what are the benefits of almonds for pregnant women?

Almond is a kind of nut with high dietary value and pharmaceutical value. The dietary fiber of almonds are rich, and contents of V-E, carotene and protein are high. Eating some almonds during pregnancy could better promote fetus growth, and provide various nutrient elements required by fetus. Moreover, almonds could improve physical health of pregnant women. Studies show almonds could treat hypertension. They are a favorable dietary therapy for pregnant women with symptom of hypertension.

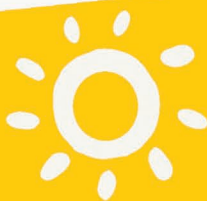
Almonds could also prevent rickets of infants because of its high Ca content and rich mineral substance such as Fe, Mg, K. It is a good health care product and nourishment. Thus, pregnant women could prepare almonds as health care products.

Any food shall be proper during pregnancy period. Too much amount will cause indigestion. The best way is to eat each kind of healthy good with proper amount. Eating almonds every day or once a few days, as well as other healthy food in suitable proportion, will be good for fetus and pregnant women. 坚果妙品



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One-day package



Reasonable matching
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"Senwang Tianxing" brand Xinjiang apricot nucleus is the use of China Apricot Base - Xinjiang Luntai County Original Ecological Apricot Base's Sweet Apricot, using traditional production process processing. Almonds contain rich vitamin C, E, more Phenolic ingredients and trace elements and minerals, ingesting the product daily, lowering the inner cholesterol, preventing cardiovascular and brain diseases.

You can also generous beauty, cough, lungs, extraction and clear fire, brain teen, detoxifying cancer, beneficial Human health.





Happy time with Bailian

Fujian Bailian Industry Co., Ltd. was founded in 1980s and experienced a high speed growth in 1990s. High holding the philosophy of quality, honesty, efficiency and stability, the company has grown from a trading company into a industrial and trading enterprise that engages in food development, production, sales, real estate investment and high-end property management.

Speaking of food, we specialize in producing leisure food of nuts and roasted seeds, conserved fruit, meat products, etc. With a variety of selection, distinctive favor and high quality, our products receive great welcome from customers. "Bailian melon seeds", as our main product, enjoys good reputation and market share within and beyond Fujian province.

In recent years, our company has been expanding in the northern agricultural park. The move would change the managerial pattern of the company by raw material processing to raw material production. At the same time, following the strategy of "strengthening the primary business and developing appropriately in multi industries", our Company entered the fields of real estate, property, finance, etc. Bailian Group of industry layout will gradually appear.

Our Company will continue to adhere to the business concepts of "people-oriented and keep improving" to enhance communication with all ranks of society to achieve sincere cooperation and mutual development.



Fujian Bailian Industry Co., Ltd.

Address: 26/F, Bailian Building, 2 Shuguang Branch Road, Aofeng Street, Taijiang District, Fuzhou

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Xinjiang thin-shell Walnut
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Flavor machine



Drawer chain conveyor



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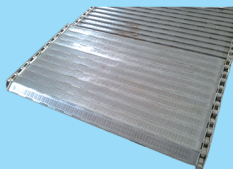


Stainless steel three-layer chain plate air drying cooling line

ACCESSORIES AREA



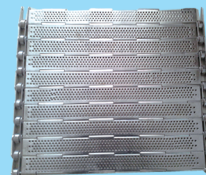
Dryer chain plate



Chain plate
(HOLE 0.9x20)



Sprocket wheel



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(HOLE 3mm)



Chain plate
(HOLE 8mm)



Chain

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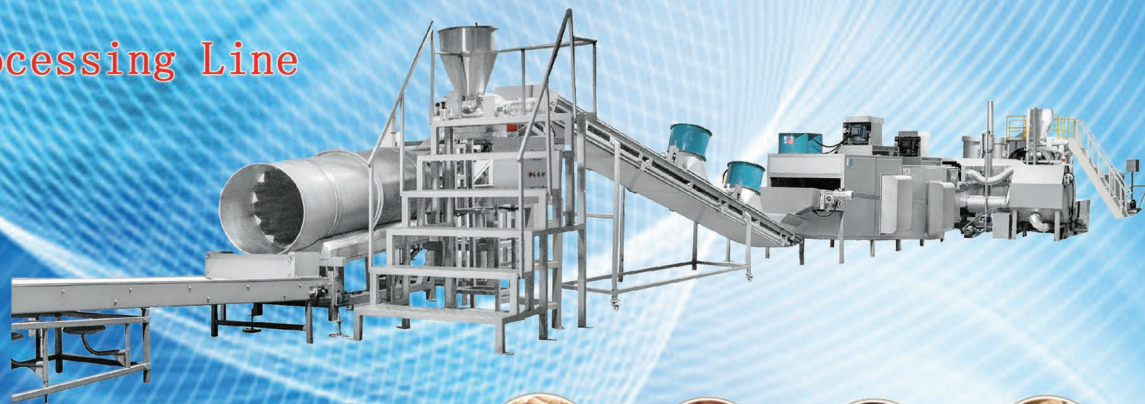
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Address: nanfang road, shangpai area, feixi jingkai district, hefei city, anhui province

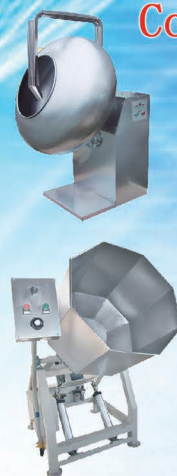


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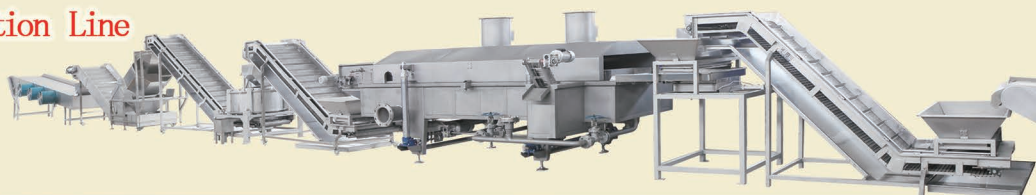
Coated Nut Processing Line



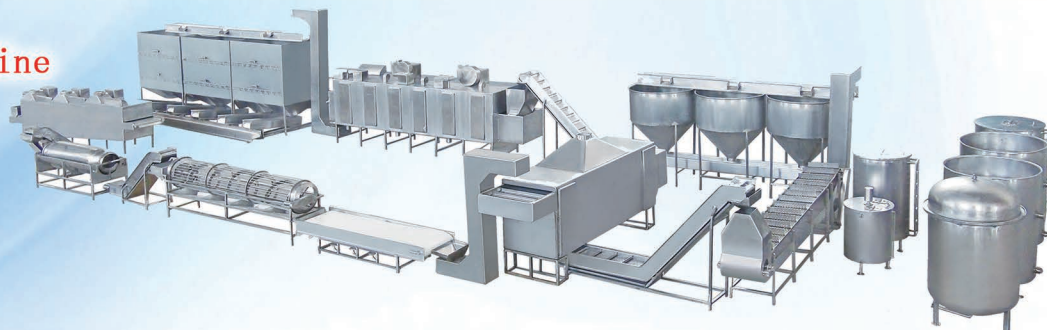
Coated Nuts Roasting Line



Net Belt Continuous Frying Production Line



Nut Roasting Production Line



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Executive director unit of the Specialized Committee for Nuts and Roasted Seeds of China National Food Industry Association

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