

# CHINA NUTS AND ROASTED SEEDS INDUSTRY

PHASE V 2022 TOTAL NINETY FOUR ISSUE

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**PRODUCTION UP 30%**

**ENERGY CONSUMPTION  
DOWN 40%**



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Website: [www.shatufood.com](http://www.shatufood.com)





## 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.**

Customer Service

**4008898903**

<http://bailian.com.cn> Email: [office@bailian.com.cn](mailto:office@bailian.com.cn)

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

Phone number: 0591-83315111 83315198

# CHINA NUTS AND ROASTED SEEDS INDUSTRY

PHASE V 2022 TOTAL NINETY FOUR ISSUE  
www.csnc.cn



**Beginning of the 2022 Online and offline Omni-Channel Trade Selection Conference for National Nuts and Roasted Seeds, Dried Fruits**

**Guided by:** Specialized Committee for Nuts and Roasted Seeds of China National Food Industry Association.

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"China Nut Scrambled"  
"http://www.csnc.cn"  
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**Editor-in-Chief:** Weng Yangyang

**Editor(s):** Carol Yang

**Editor in Charge:** Zhang Lei

**Art Editor:** Lu Fei

**Assistant Editor:** Qiu Jing

**Address:** 3330B Qixiang Hotel,  
No. 12 Maliandao South Street,  
Xicheng District, Beijing

**Post code:** 100073

**Tel:** 010-63344578

**Email:** cnfiec@csnc.cn

**Weibo:** http://weibo.com/  
u/3215965745

**website:** www.csnc.cn

www.chinautexpo.com

**WeChat Public Account:**

Zhongjianheguo

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**A HANDFUL OF NUTS AND ROASTED SEEDS  
A DAY IS GOOD FOR YOUR HEALTH**

# BRANDS

Thank you to the following CO organizers



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# 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](http://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.

Please send it to: [cnfec@163.com](mailto:cnfec@163.com)

Address: No. 5 Taipingqiao Dongli, Fengtai District, Beijing

Postal code: 100073

Tel.: 010-63344578 63344031

Fax: 010-63344578

Please mark the author's name, work unit, job title, postal code, email address and other personal data for publication and contact.

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)

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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)

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

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Contact

Contact Person(s): Zhanglei

Tel.: 010-63344578, 63344031

Website: [www.chinanutexpo.com](http://www.chinanutexpo.com)

Website: <http://www.csnc.cn/>

# HOW WILL THE NEW CONSUMPTION “PLUMMET” FURTHER DEVELOP?

As everyone feels, the growth of new consumption is really going to stop. The consumer industry has been experiencing a “tapering” trend since the middle of last year.

2022 is destined to be a year of “defoaming” of new consumption.

However, to everyone’s surprise, since the second half of the last year, the total retail sales of social consumer goods have entered a low growth stage due to the sudden attack and recurrence of epidemic situation and the uncertainty of global economic growth.

As a result, new consumption is directly faced with problems such as the weakening of consumption power, and capital is beginning to “shrink back”. In the past two years, a large number of cutting-edge brands have laid channels in Tik Tok, Aauto Quicker, Xiaohongshu, Bilibili and other platforms dominated by young people. They all have the formula of “new media (Tik Tok, Aauto Quicker & Xiaohongshu) + new channels (social contact/livestream e-commerce) + new products (extreme cost performance) = new brands”.

Compared with the rise of traditional consumer brands of the older generation,

they all started from the supply chain, and the production side (M-side) is inseparable from the strong product supply chain at home.

On the other hand, the new consumption has inevitably entered the era of stock competition. For the head brands of new consumption that have developed to a certain scale, the growth rate will definitely slow down, especially in some tracks with low ceilings or mature development stages.

Therefore, the real way to break the new consumer industry is to “respect the law”!

Any brand that crosses the time cycle depends on the continuous polishing of product power, the continuous deepening of channel power and the continuous accumulation of brand strength. It takes a lot of time for each brand to establish affection with consumers.

In the long run, the rise of China’s consumption is inevitable, and it is extremely certain that there will be many big consumer companies in China in future. For the current new consumer brands, companies need to take their time. 结果 (Result)



# With Iterative New Retail Forms

# WOLONG FOOD

## Accelerates the Omni-Channel Layout

In the current casual snack market, channel management is still one of the keys to the success of most brands. Take Qingdao




Wolong Food Co., Ltd., which pioneered “Daily Nuts”, as an example. Its rapid development is closely related to opening up the integrated sales scenarios both “online and offline”. Under the context of rapid iteration of new retail forms and new modes, the nut snack enterprises are no longer limited to a single retail channel, and the collaborative and integrated development both online and offline is an inevitable trend. With the gradual deepening of the omni-channel layout by nut snack enterprises, the integration of online and offline will be accelerated, and the practices of brand owners in channel opening and terminal collaboration will become perfect and mature.

Since its establishment, Wolong Food has always attached importance to exploring the sales channels applicable for its own business mode. After continuous expansion and improvement, the Company has established an omni-channel and three-dimensional sales system covering online and offline customers, which may fully cover leads, adapt to customers’ buying habits, and improve the product sales efficiency and sales stability.

As understood, Wolong has built a perfected e-commerce sales network online through Tmall, JD, Pinduoduo, Vipshop, TikTok, Aauto Quicker and other e-commerce platforms;

besides, Wolong has entered offline the national traditional stores, modern and international KA and convenience stores, and community stores, and has established a long-term strategic co-operative relationship with well-known KA stores in China.

As reported in the next step, Qingdao Wolong Food will expand the product coverage area, improve the distribution network, and at the same time realize the two-way traffic-attraction both online and offline, and constantly expand the market share of Wolong Food’s products.

In the meanwhile, through the implementation of brand image and omni-channel sales network project, on the basis of the original sales system, the construction of online and offline channels has been further strengthened to enhance the overall business promotion and sales ability of Wolong Food. 



# THE “NUTS GIFT PACK”

## SERIES OF MID-AUTUMN FESTIVAL GIFT BOXES LAUNCHED BY BAICAOWEI AND GUOCHAO CALLIGRAPHY MASTER TOGETHER

With the approach of the Mid-Autumn Festival, all kinds of


mooncake gift boxes have been on the market successively. As the head brand of casual snacks, Baicaowei joined hands this Mid-Autumn Festival with Zhu Jingyi, a well-known china-chic calligraphy master, and launched “Nuts Gift Pack” series of gift boxes, and once again with the jointly-named national treasure, launched a series of the IP custom-tailored gift boxes of “Fortune Prosperity” and “Fortunate Prosperity”. In the meanwhile, Baicaowei has also launched a variety of china-chic fashion gift boxes such as the “Flavor-Scheming Moon Cake” to meet the consumption scenes of family reunion, gift giving and self-eating in the Mid-Autumn Festival. This year’s Mid-Autumn Festival, Baicaowei and Zhu Jingyi, a china-chic calligraphy master, jointly created the handwritten font of “Nuts Gift Pack”, and in combination with the illustrations by the china-chic calligraphy master, presented on the gift box the most representative reunion scene in the Mid-Autumn Festival, and launched “Nuts Gift Pack” series of gift boxes, which



means “Nuts Gift Pack for Reunion with Taste”, and integrated traditional china-chic elements with postmodern realistic style, which is quite creative.

### **Baicaowei “Nuts Gift Pack” Series of Gift Boxes**

For the “Nuts Gift Pack” series of gift boxes, nuts from six gold producing areas throughout the world have been selected as raw materials. Those nuts are all harvested in fresh season and isolated from oxygen with double-layer

aluminum film to ensure the freshness and high quality. On the packaging, the festive background color in traditional Chinese red, Zhu Jingyi’s handwritten theme font, and Guochao painting style are all adopted, which perfectly fits for the consumption scene of gift giving in the Mid-Autumn Festival. In the meanwhile, the gift box distinguishes the low, middle and high price offers with the differentiated painting style and different visual presentation, to satisfy the needs of different users. 

# AUTOMATIC BAGGING MACHINE FOR M-SHAPED NUT BAGS

Anhui Hengkang Machinery Manufacturing Co, Ltd.

**T**o meet the market demand, Anhui Hengkang Machinery Manufacturing Co., Ltd. developed HKT series automatic bagging machine for M-shaped nut bags based on the embedded corner inserting system in 2020 after the investigation and discussion. The Machine may satisfy the user's need of refilling the inner bag further with single bag or multiple bags, particularly the secondary bag-in-bag packaging of high-grade nuts in the nuts industry. Through mechanism replacement and adjustment, we may realize the production of self-supporting bag with octagonal seal, M-shaped bag, envelope bag and other products.

The Machine automatically completes the sorting and filling of inner bags taking out of outer bags, printing dates, sending bags, shaping, sealing and conveying finished products.

## Main Technical Parameters of the Equipment:

1. Production Capacity: 45 - 50 packs/

minute;

2. Packaging Bag Types: Self-supporting bag with octagonal seal, M-shaped bags and envelope bags;

3. Packaging Bag Sizes: To be designed according to the packaging bag specifications needed by users;

4. Gas Source: Pressure 0.6 MPa;

5. Power Supply: AC 380V; power: 3.6KW;

6. Outline Dimensions of the Equipment: 2690\*2310\*1900 (mm)

7. Weight of Equipment: Approximately 1000kg;

## Technical Characteristics of the Equipment

1. Adopted integrated technology of light, machinery, electricity, gas and instrument;

2. PLC programming & man-machine interface control;

3. Servo & compressed air drive;

4. The Whole Machine Made of 304 Stainless Steel

5. The transportation part made of food-grade PU materials;

6. No-bag Alarm, Door-opening Alarm and Counting-deviation Alarm Set







The herbal five-spice flavor sunflower seeds developed by the Company originated from the current trend of herbal medicine and the herbs have health and pharmacological effects.

Herb



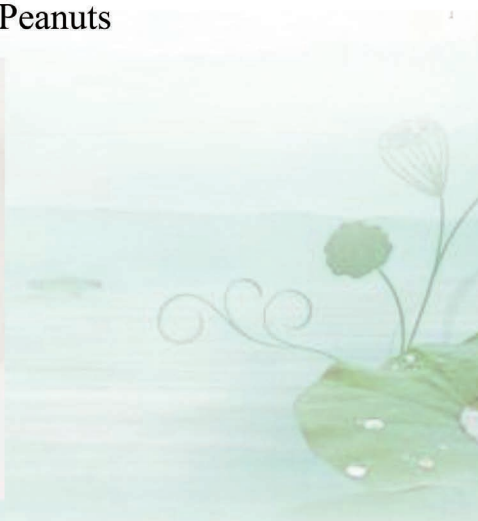
### 2. T21040103 Dried-orange-peel Flavor Sunflower Seeds



The dried-orange-peel flavor sunflower seeds developed by the Company originated from the current popular dried-orange-peel flavor and the dried orange peel has spleen and stomach invigorating and pharmacological effects.



### 3. T21040128 Dried-orange-peel Flavor Peanuts



The dried-orange-peel flavor peanuts developed by the Company originated from the popular flavor of dried orange peel, which has the effects of invigorating spleen and stomach, regulating vital energy and eliminating dampness.



### 4. T210220909 Dried-orange-peel Flavor Watermelon Seeds





## 5. T200260502 Honeysuckle-flavor Pumpkin Seeds



## 10. T21040701 Garlic Flavor Peanut



The garlic flavor is the aroma that Chinese people have the most contact with, and it is also a favorite taste for the majority of Chinese people. The garlic flavor peanuts newly developed by the Company are featured by rich natural garlic aroma, crisp and refreshing.



## PINE NUTS ROUND TABLE



## PANEL

Chair: Pino Calcagni, Honorary President, Besana Group, Italy

Panel:

- Mehmet Cikmaz, Executive Manager, Kahraman Tarim, Turkey
- Albert González, General Manager, Pinfruse, Spain
- Cheng Hung Kay, General Manager, CHK Trading Co. Ltd., China-Hong Kong

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## PROGRAM

- Supply side on Asia and the Mediterranean
- Consumption/demand: current status and expectations
- Reforestation latest developments

3



# INDUSTRY CHAIN RAW MATERIAL

XXXIX World Nut and Dried Fruit Congress, Dubai, May 11-13, 2022

## ESTIMATED WORLD PINE NUT PRODUCTION

In-shell Basis, Metric Tons

COUNTRY	2021/2022				2022/2023			
	BEG. STOCK	CROP	TOTAL SUPPLY	ENDING STOCK	BEG. STOCK	CROP	TOTAL SUPPLY	ENDING STOCK
<b>FAR EAST</b>								
RUSSIA	3,000	30,000	33,000	5,000	5,000	35,000	40,000	3,000
CHINA	625	63,000	63,625	2,500	2,500	25,000	27,500	500
NORTH KOREA	15,000	21,000	36,000	5,000	5,000	20,000	25,000	5,000
AFGHANISTAN	0	13,000	13,000	0	0	9,100	9,100	0
PAKISTAN	0	10,000	10,000	800	800	7,000	7,800	0
MONGOLIA	6,000	2,000	8,000	500	500	500	1,000	500
<b>SUBTOTAL</b>	<b>21,625</b>	<b>109,000</b>	<b>130,625</b>	<b>8,800</b>	<b>8,800</b>	<b>61,600</b>	<b>70,400</b>	<b>6,000</b>
<b>MEDITERRANEAN (Pinus pinea)</b>								
TURKEY	0	2,700	2,700	320	320	3,700	4,020	0
ITALY	0	2,020	2,020	0	0	2,500	2,500	0
SPAIN	0	1,800	1,800	200	200	2,200	2,400	0
PORTUGAL	0	1,040	1,040	0	0	1,450	1,450	0
OTHERS	0	520	520	0	0	650	650	0
<b>SUBTOTAL</b>	<b>0</b>	<b>8,080</b>	<b>8,080</b>	<b>520</b>	<b>520</b>	<b>10,500</b>	<b>11,020</b>	<b>0</b>
<b>WORLD TOTAL</b>	<b>21,625</b>	<b>117,080</b>	<b>138,705</b>	<b>9,320</b>	<b>9,320</b>	<b>72,100</b>	<b>81,420</b>	<b>6,000</b>
<b>WORLD CONSUMPTION (T. Supply - End. Stock)</b>				<b>129,385</b>		<b>75,420</b>		

Sources: China Chamber of Commerce for Import and Export Foodstuffs and other INC sources.



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XXXIX World Nut and Dried Fruit Congress, Dubai, May 11-13, 2022

## ESTIMATED WORLD PINE NUT PRODUCTION

Kernel Basis, Metric Tons

COUNTRY	2021/2022				2022/2023			
	BEG. STOCK	CROP	TOTAL SUPPLY	ENDING STOCK	BEG. STOCK	CROP	TOTAL SUPPLY	ENDING STOCK
<b>FAR EAST</b>								
RUSSIA	1,000	10,000	11,000	1,650	1,650	11,000	12,650	930
CHINA	156	15,750	15,906	625	625	6,250	6,875	125
NORTH KOREA	3,750	5,250	9,000	1,250	1,250	5,000	6,250	1,250
AFGHANISTAN	0	6,200	6,200	0	0	4,410	4,410	0
PAKISTAN	0	4,800	4,800	380	380	3,400	3,780	0
MONGOLIA	1,500	500	2,000	125	125	250	375	0
<b>SUBTOTAL</b>	<b>5,406</b>	<b>32,500</b>	<b>37,906</b>	<b>2,380</b>	<b>2,380</b>	<b>19,185</b>	<b>21,565</b>	<b>1,375</b>
<b>MEDITERRANEAN (Pinus pinea)</b>								
TURKEY	0	750	750	90	90	890	980	0
ITALY	0	400	400	0	0	500	500	0
SPAIN	0	360	360	40	40	400	440	0
PORTUGAL	0	200	200	0	0	280	280	0
OTHERS	0	120	120	0	0	150	150	0
<b>SUBTOTAL</b>	<b>0</b>	<b>1,830</b>	<b>1,830</b>	<b>130</b>	<b>130</b>	<b>2,220</b>	<b>2,350</b>	<b>0</b>
<b>WORLD TOTAL</b>	<b>5,406</b>	<b>34,330</b>	<b>39,736</b>	<b>2,510</b>	<b>2,510</b>	<b>21,405</b>	<b>23,915</b>	<b>1,375</b>
<b>WORLD CONSUMPTION (T. Supply - End. Stock)</b>				<b>37,226</b>		<b>22,540</b>		

Sources: China Chamber of Commerce for Import and Export Foodstuffs and other INC sources.



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## China: Pine nut Cultivation and Crop

- Chinese Pine nuts are grown in the jungles of Hei Long Jiang, Ji Lin, Liao Ning Provinces and Inner-Mongolia Autonomous Region, covering 450,000 km<sup>2</sup> until now.
- A research center in this growing area is working on shortening the growth from 30-50 years to 15-20 years.
- Massive cultivation is still going on in the jungle areas. In the original mountain growing area, new planting is increasing at about 5-10% as part of a greenery project.
- 2021 crop was at 55,000 MT, in-shell basis, which was the top crop year within pine cone 5-year bearing circle.
- 2022 is a small crop year forecasted at 25,000 MT including:
  - Pinus koraiensis 20,000 MT
  - Pinus yunnanensis 4,000 MT,
  - Pinus massoniana 1,000 MT .
- Pine nut production in China is mostly organic, with no fertilizer, insecticide, irrigation etc. It is a wild grown crop.

Sources: CCCFNA 资料来源: 商会 and Liaoning Forestry Research Institute



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## China: Pine nut Cultivation Areas



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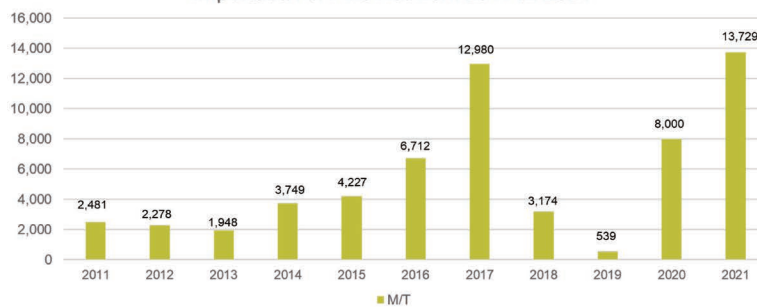


## China: Pine nut Imports

Unit: metric tons/in shell & kernel

Varieties: *Pinus griffithii* from Afghanistan & Pakistan, Cedar from Russia & Mongolia

Importation of Pine Nut from 2011 till 2021



Source: CCCFNA 资料来源: 商会

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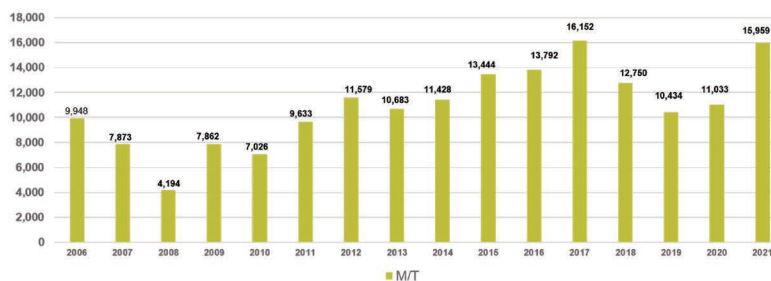


## China: Pine nut Exports

Unit: metric tons/kernel

Varieties: *Pinus koraiensis*, *Pinus yunnanensis*, *Pinus pumila*, *Pinus massoniana*

China is the biggest pine nut grower, processor and exporter of pine nut in the world. Export volumes since 2012 have been quite consistent.



Source: CCCFNA 资料来源: 商会

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## China: Current Challenges, Consumption Trends and Sustainability

### Challenges:

- High labor cost in harvesting: about 3 times more than 3 years ago. Current local market price for 650 counts is at MB 250,000-260,000 per MT, equivalent to USD39,370-40,945/MT. Demand is higher than supply.
- High logistic fee in local transportation and export freight at 10 times more than 3 years ago.
- COVID-19 HAS a great impact IN consumption for both Chinese and world market. Local sale is not as much active as before.
- RMB appreciation is another issue impacting Chinese pine nut exports.

### Consumption Trends and Sustainability

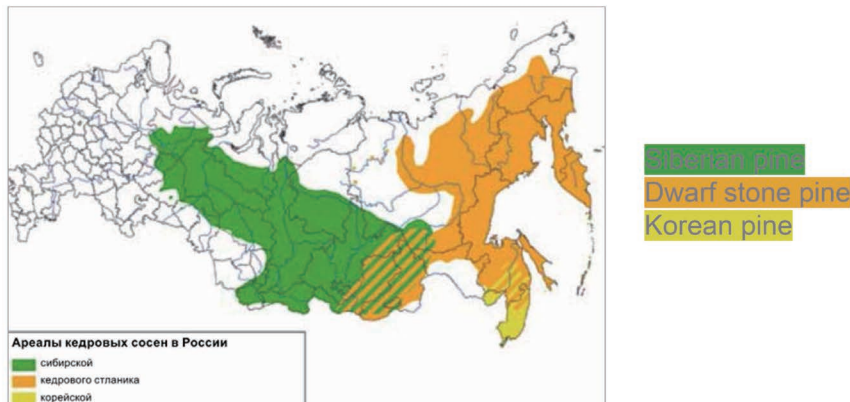
- The local pine nut market is very strong due to the awareness on nutrition and health benefits of pine nuts.
- The local sales/crop ratio is around 73%: 40,000 MT vs. 55,000 MT.
- The major market is of roasted with and without salt opening in-shell. It is very popular in seasoning.
- The strong market will push more imports from other origins.

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Source: CCCFNA 资料来源



## Russia: Pine nut Cultivation Areas



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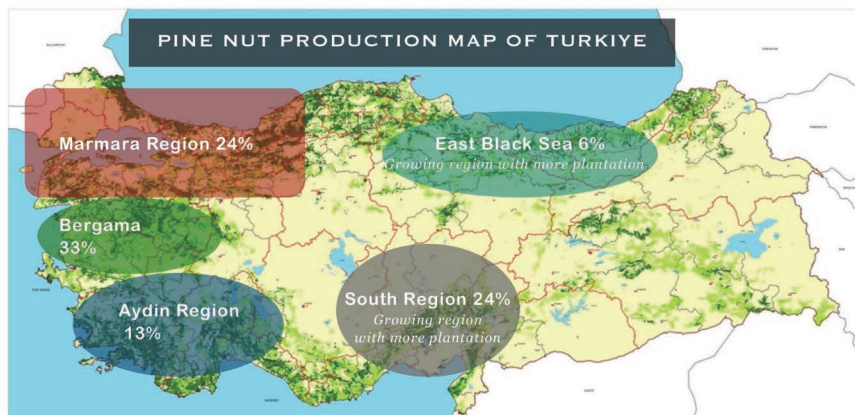
## Russia: Reforestation

- According to the Ministry of Nature of the Russian Federation, in 2021, more than 2,500 cedars were planted as part of the "Revive the Forests of Altai" project, and as part of the "Save the Forest" in Yakutia - more than 10,000 seedlings of Siberian cedar.
- According to the Ministry of Natural Resources and Ecology of the Russian Federation, in 2023, the seed stock will be replenished with 2.5 MT of Siberian cedar seedlings.
- Restrictive measures that contribute to the conservation of forest areas:
  - in the Far East of Russia, since 2011, a ban on cutting Korean cedar pine has been legally established.
  - According to the Forest Code, clear-cutting of cedar forests with more than three units of Siberian cedar pines is currently prohibited.

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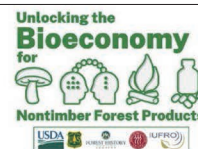
## Turkey: Pine nut Cultivation Areas



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## Spain: Reforestation



The only way to achieve the needed availability of Mediterranean pine kernels is by increasing the plantation of pine trees by unlocking the bioeconomy with different policies:

- The development of intensive plantations focused in the economic profitability of the forest: nuts, resin, wood....
- The availability of legal pest control for the pine tree forests just approved in Spain.
- The economic support to the forest due to its positive impact in the environment.

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## Spain: Pine trees as natural sinks of CO2

The University of Sevilla Team headed by Dr. Figueroa Clemente, have conducted a research work to calculate the CO2 sink capacity of several Andalusian cities, and also the CO2 sink capacity of the different pine cones forestal areas of the region, with important results:

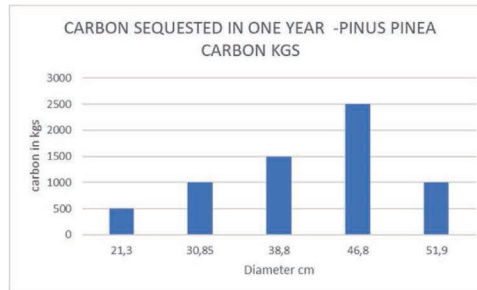
- The "*Pinus pinea*" woods in Cartaya- Huelva show a level from 7 to 241 MT of CO2 caught per hectare and year, a 12,000 ha of forestal area that can become an important economic asset for the region in the future.

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## **Spain: *Pinus pinea* and CO2 Absorption Levels**

The same research group informs that one *Pinus pinea* tree can absorb about 2.7 MT of CO<sub>2</sub> per year, equivalent to the emissions of CO<sub>2</sub> made by 14 cars with an average use of 10,000 Km/year.



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## ***Pinus pinea* trees, CO2 fixing and new pest control procedures: a new scenario**

- Environmental protection regulations to get compensations for the forestal areas implemented, like the Life Climark Program, are incentives for forest owners to manage their forests sustainably and for mitigation purposes,
- There is a new regulation, just approved last February 2022, which allows the treatment of the *Pinus pinea* woods with Deltametrina to protect the trees from the "Lepiglosus" pest that significantly affects yield (down up to 4% of the pest-free regular levels).
- Currently, the interest from the industry to invest in new plantations to use the resulting CO<sub>2</sub> rights, might bring a whole new scenario for the Mediterranean Pine nut.

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## ***Pinus pinea* in Chile**

Studies conducted by Verónica Loewe Muñoz from the Chilean Forest Institute (INFOR), along with researchers from University of Córdoba (Argentina) the University of Córdoba (Spain), analyzed the performance of *Pinus pinea* under Chilean climatic conditions.

Main conclusions:

- Pinus pinea* growth rate throughout Chile is high** compared to its native habitat: 0.32 m/year in height and 1.24 cm/year in DBH (diameter at breast height).
- Pinus pinea* average cone production and productivity in Chile is high** compared to its native habitat: 57 cones/tree, which equals a yield of 28 kg/tree.
- Chile can provide sites with annual average temperatures, thermal oscillations and rainfall favorable to the pine growth.**
- The highest height and DBH was found in the areas of Biobío and Araucanía (0.35 m/year and 1.50 cm /year).

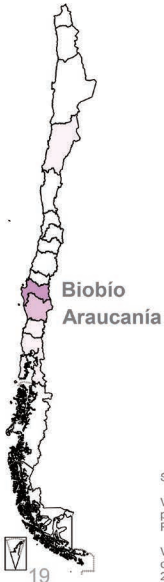
Sources:

Verónica Loewe-Muñoz, Mónica Balzarini, Andrea Álvarez-Contreras, Claudia Delard-Rodríguez, Rafael M° Navarro-Cerrillo, Fruit productivity of Stone pine (*Pinus pinea* L.) along a climatic gradient in Chile, Agricultural and Forest Meteorology, Volume 223, 2016, Pages 203-216, ISSN 0168-1923, <https://doi.org/10.1016/j.agrformet.2016.04.011>

Verónica Loewe Muñoz, Claudia Delard Rodríguez, Mónica Balzarini, Andrea Álvarez Contreras, Rafael M° Navarro-Cerrillo, Impact of climate and management variables on stone pine (*Pinus pinea* L.) growing in Chile, Agricultural and Forest Meteorology, Volumes 214–215, 2015, Pages 106-116, ISSN 0168-1923, <https://doi.org/10.1016/j.agrformet.2015.08.248>

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## *Pinus pinea* in Chile

- The highest height and DBH was found in the areas of Biobío and Araucanía:
  - Height: 0.35 m/year
  - DBH: 1.50 cm /year
- +3,500 ha of stone pine have been planted by private landowners.
- Production began from 8 to 12 years according to site and management.

Sources:

Verónica Loewe-Muñoz, Mónica Balzarini, Andrea Álvarez-Contreras, Claudia Delard-Rodríguez, Rafael M° Navarro-Cerrillo, Fruit productivity of Stone pine (*Pinus pinea* L.) along a climatic gradient in Chile, Agricultural and Forest Meteorology, Volume 223, 2016, Pages 203-216, ISSN 0168-1923, <https://doi.org/10.1016/j.agrformet.2016.04.011>.

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## THANK YOU FOR LISTENING

Any questions?



# MANAGEMENT AND TECHNICAL POINTS OF ORGANIC CHESTNUT PLANTING

## *I. Site Selection*

The site selected has a good ecological environment. The atmosphere, soil and drainage thereof all meet the environmental technical conditions for organic food production. The soil layer thickness is greater than 50cm.

## *II. Soil Preparation and Soil Improvement Are the Key Means for High Yield of Chestnuts*

One is to increase the soil layer thickness, and the other is to improve the soil fertility. The main soil preparation methods include the horizontal ditch preparation, cave preparation and fish scale pit preparation.

Usually, horizontal ditches are used for soil preparation, which is limited to 10 ~ 20° shallow mountains. From June to August of the following year, the row spacing shall be designed according to the local conditions on the hillside.

An earth ditch with a height of 30cm and a width of 50~70cm shall be built on the hillside around the mountain. The hillside above the ditch is not allowed to travel to avoid the soil erosion. Overflows shall be newly built at both ends of the horizontal ditch.

The slope wasteland shall be classified into terraces by contour lines. The width of terraces shall be usually not more than 4m. If conditions do not allow, the width of terraces may be row-spaced in 4m\*5m and trimmed into fish scale pits,



which shall be 50~70cm shallow.

## *III. Soil Management*

For soil management in growing season, hoeing shall be carried out immediately, which may not only maintain both soil texture and moisture, but also kill the weeds. In this way, the sources of pests and diseases may be reduced appropriately.

Under the tree trunk, corn stalks and wheat stalks may be covered, with a thickness of 15~20cm. A small amount of soil shall be compacted on the grass. After 6 months, the soil will be compacted again, and after 3 years of covering, it will be deepened once, or ditches will be dug to bury the grass deeply.

From spring sowing to autumn sowing, the harvest depth shall be 1~1.5cm. The soil shall be fertilized and weeded immediately at seedling stage. When the planted grass seedlings grow into lawns and the grass is approximately 30cm high, the grass shall be mowed immediately, about three times a year.

## *IV. Fertilization*

For organic chestnut production, organic

fertilizer or biological fertilizer may be used in the chestnut garden to ensure the soil fertility and improve the soil structure and microbial activity.

V. With poor few drainage conditions, most chestnut gardens will be built on cold hillsides before drainage.

Generally speaking, the chestnut garden may be drained three times a year. The first time shall be after the chestnut tree blooms, the second time is during the expansion period of the chestnut fruit, and the third time is after the soil thaws when the basic fertilizer is used together for drainage. Three times of water shall be thoroughly drained.

## *VI. Shaping and Trimming*

Usually there are 2~3 trunks, with 4 trunks at the most, and the bottom angle of the trunk is 50 ~ 60°. Usually, 1~2 lateral branches may be selected from each main branch, or 2~3 fruiting branches may be planted on the main branch indirectly.

## *VII. Packaging*

Chestnuts may be packaged, stored, sun-dried and rated according to the standard, and then put into a new fruit packaging box. The packaging box shall be marked with trademark, variety, origin and weight.

Chemical preservatives are strictly prohibited during the storage and transportation of fruits. 坚果炒货

### Australia revised the import inspection requirements for Edible-type sunflower seeds

On July 13, 2022, the Australian Department of Agriculture, Fisheries and Forestry issued a notice to revise the import inspection requirements of edible-type sunflower seed kernels, with the aim of improving the customs clearance process of the food. The specific contents are as follows: the requirement for unpacking under the supervision of the official biosafety supervision officer is cancelled, and some specific inspection items for destination inspection are also cancelled. This import requirement will take effect from July 14, 2022.



### Bolivia exported more than 136 million US dollars of sunflower seeds in 2021. The main markets are Ecuador and Colombia

According to a recent report by the Bolivia's Association Of Producers Of Oil And Wheat (Anapo), the export volume of sunflower seeds in Bolivia in 2021 exceeded 136 million US dollars, ranking fourth among the non-traditional export products in the country, second only to soybeans, jewelry and chestnuts.

Bolivia's "Seven Pages" reported that the report also said that among the Bolivian sunflower seeds exported to the world, they mainly went to Ecuador (57%) and Colombia (22%).

Globally, Bolivia ranks 13th in sunflower seed production. Data show that from 2016 to 2021, Bolivia's sunflower seed production increased by about 142000 tons.

In addition, San Julián is the largest sunflower seed production area in Bolivia.

### Cashews in Mozambique Generated an Income of USD 89 Million in 2021

According to the Report of Mozambique's National Cashew and Oil Research Institute, in 2021, the cashews generated an income of USD 89 million, a YOY increase of 14%, accounting for 23% of the agricultural GDP. Currently, the cashew industry involves 1.4 million farmers, 47 companies and approximately 15,000 employees.

At present, the annual turnover of the cashew industry is about USD 220 million, and it is expected to reach about USD 500 million by 2030. The average purchase price offered to cashew producers rose from 19 meticals/kg in 2020 to 39 meticals/kg with a transaction volume of approximately 150,000t and an export value of USD 111.6 million. In the past decade, the output of cashews in Mozambique has increased by 9%. Up to now, there are 10 cashew processing plants in Mozambique.



## The European Commission slashed the crop forecast for the EU corn, wheat and sunflower seed



According to the report in July, the European Commission slashed the crop forecast of corn, wheat and sunflower seeds in the European Union because the hot and dry weather affected crop growth.

The EU corn production in 2022 is expected to be 65.8 million tons, lower than the 71.7 million tons predicted at the end of June and lower than the 72.7 million tons of 2021,

This reflects the expected decline in production in Germany, Spain, France, Italy, Hungary, Romania and Slovakia. At the critical stage of corn growth this summer, the heat wave weather intensified the damage of drought to crops.

According to the data of the European Commission, the import volume of EU corn in 2022 / 23 MY will reach 16.5 million tons, an increase of 1.5 million tons over the previous month, which is consistent with the import volume in 2021 / 22 MY.

## More Than EURO 64 Million of Pistachio Exported by Iran to Europe in 4 Months

European Statistical Office reported that Iran exported EURO 64.228 million of high-quality pistachio nuts to Europe in the first four months of 2022, which was lower than EURO 75.597 million in the same period of 2021. During this period, Iran exported EURO 27.456 million of pistachio nuts with shells to Europe, a decrease of 43% YOY, but exported EURO 36.772 million of pistachio nuts, an increase of 36% YOY. Germany, Spain and Italy were the major European importers of pistachio from Iran during the same period.



According to the Iranian customs data, the pistachio were exported from Iran to 75 countries and regions in 1400 of the Iranian calendar, with an amount of approximately USD 690 million. China is the first export destination of pistachio in Iran.

## Vietnam should make full use of its existing advantages to increase cashew exports to France

France is Vietnam's largest cashew import market in the European Union. However, in order to make Vietnamese cashew nuts stand firmly in the market, many enterprises have received greater support from functional departments to effectively take advantage of the advantages of the Vietnam-EU Free Trade Agreement (EVFTA).

Since the entry into force of the Vietnam-EU Free Trade Agreement (EVFTA), the export tax rate of cashew products from Vietnam in Europe has been reduced from 7% ~ 12% to 0. This reduction is of great significance and helps to enhance the competitive advantage of cashew in Vietnam.

Dang Hoang Giang, Secretary General of the the Vietnam Cashew Association, suggested that the Ministry of industry and trade take multiple measures to implement cooperation agreements through free trade agreements such as EVFTA, so as to create trade facilitation for enterprises. At the same time, it is suggested that trade promotion agencies provide more information on consumption trends and other relevant information in the French and EU markets; Assist Vietnam Cashew Association to strengthen trade promotion with EU importers.

### The market share of Vietnamese cashew in China decreased by 10%, while the market share of Myanmar cashew nuts in China increased from 0 to 18%!



According to the General Department of Customs, in May 2022, Vietnam's cashew exports were estimated at 55,000 tons, worth 330 million USD, up 13% in volume compared to April 2022. ; Up 3.2% in volume and 0.8% in value compared to May 2021.

However, in the first 5 months of 2022, Vietnam's cashew exports decreased by 3.2% in terms of volume. Volume and 2.9% in value over the same period in 2021.

In May 2022, the average export price of cashew was estimated at USD 6,000/ton, up 0.6% compared to April 2022, but down 2.3% compared to May 2021. Overall, in the first 5 months of 2022, the average export price of Vietnam's cashew increased by 0.3% year on year.

Nowadays, one of the biggest difficulties of the cashew industry in Vietnam is the fierce competition with competitors, mainly from Cambodia and Myanmar.

### Cashew Production in West Africa Affected by Disaster Weather

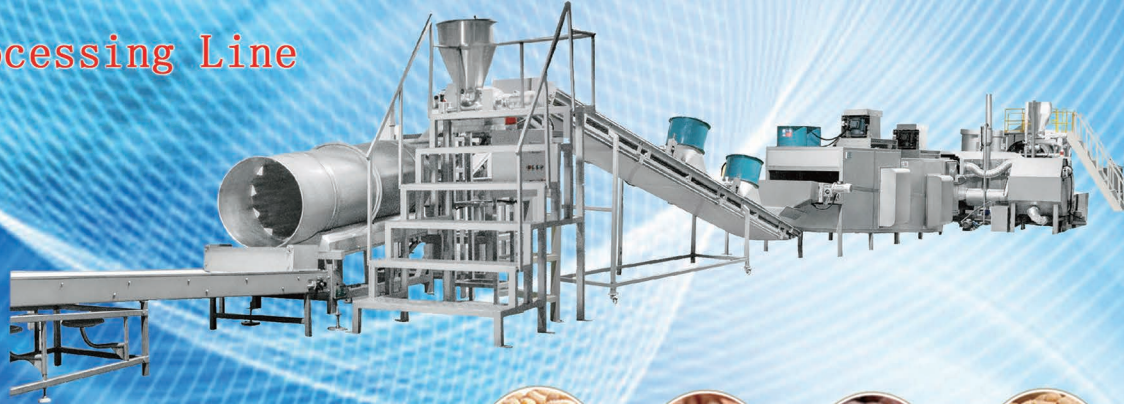
According to the information provided by Cocoa Research Institute of Ghana and West African Cashew Alliance (ACA), due to the influence of global climate change, the climate environment on which cashew production depends is constantly changing, and disastrous weather changes are adversely affecting cashew production in West Africa. Cote d'Ivoire, Guinea-Bissau, Ghana and Benin in West Africa are important cashew producers in West Africa, and the production of raw cashews by West Africa accounts for 60% by Africa and 45% by the world. The cashew is a drought-tolerant plant. Climate change in recent years has led to an increase in rainfall, which has a negative impact on the growth of cashews. It is necessary to improve the level of agricultural technology and reduce the negative impact of disastrous climate on cashew production.



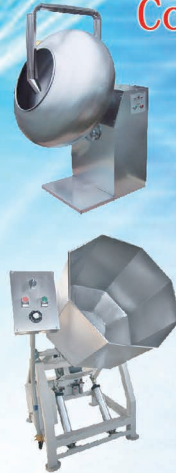
### Chinese and Tanzanian enterprises have reached trade cooperation in food processing

At the 46th Dar es Salaam International Trade Fair, Eight Chinese enterprises signed a Memorandum of Understanding on food processing equipment trade cooperation with local enterprises in Tanzania through the East African Commercial and Logistic Center. According to the report, Tanzanian enterprises will purchase production and processing equipment for wheat, sesame, rice, corn and other agricultural products from Chinese enterprises to expand their food production capacity and enhance their market competitiveness.

## Coated Nut Processing Line



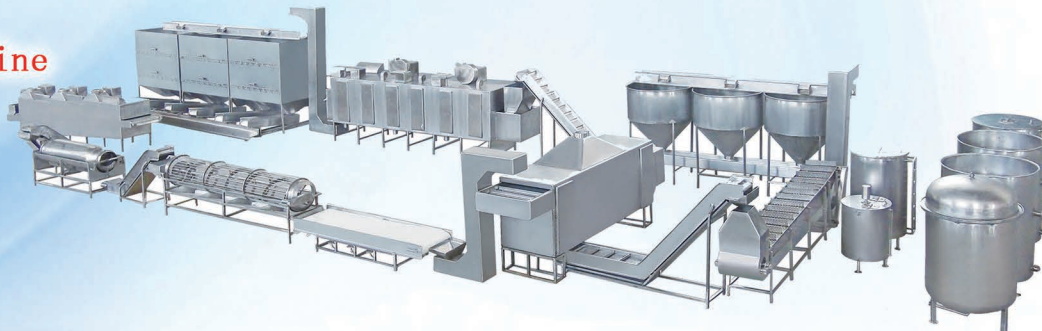
## Coated Nuts Roasting Line



## Net Belt Continuous Frying Production Line



## Nut Roasting Production Line



# EATING AN APPROPRIATE A MOUNT OF PEANUTS

## *As “substitutes” Has Many Benefits*

**F**or peanuts, everyone shall be very familiar with them. They may be found in tasting plates, soups, drinks, desserts, etc. They are very delicious.

Peanuts are not only affordable, but also contain a high content of plant protein, niacin, vitamin B1 and dietary fiber.

Eating an Appropriate Amount of Peanuts As “substitutes” Has Many Benefits

Recently, the American Journal of Clinical Nutrition, an authoritative journal in the international nutrition field, published a study pointing out that peanut may significantly improve the reversal rate of metabolic syndrome without gaining weight by replacing refined cereal products with equal energy.

Taking peanuts as substitutes for some staple foods will help reverse metabolic syndrome.

Shanghai Institute of Nutrition and Health, Chinese Academy of Sciences once recruited 224 volunteers with metabolic syndrome or high risk.

Volunteers were randomly assigned to peanut intervention group (113 people in total) or control group (111 people in total). During the 12-week intervention, volunteers ate a small bag of 28g light salt roasted peanuts or white rice cake



with the same energy as roasted peanuts one hour before lunch and dinner every day. Other diets were kept unchanged.

Finally, it was found that for those volunteers from the peanut intervention group, their weight tended to decrease, and their reversal rate of metabolic syndrome was 2.33 times that for the ones from the control group.

Taking peanuts as substitutes for some red meat will stabilize blood sugar.


In addition, some studies have found that the risk of diabetes may be reduced by 21% if some red meat is substituted by peanuts in the diet.

This is because peanuts may slow down the body's absorption of carbohydrates, especially eating peanuts in the morning may not only improve the satiety, but also prevent the sugar from rising too fast.

Eating peanuts may also slow down the increase of triglyceride level.

An experimental study by an American nutrition professor shows that, with the same overall diet, people who eat peanuts have a 32% lower triglyceride level after meals in their blood than those who don't eat peanuts.

It may be seen that eating a certain amount of peanuts helps to prevent the rapid increase of triglyceride which is conducive to the normal expansion of blood vessels and relieves the risk of plaque formation.

Therefore, for those people with metabolic syndrome or related diseases, peanuts may be used to substitute some staple foods and red meat in the daily life, but the amount shall be controlled within 20 grams, and fried or sugared peanuts shall be preferably not eaten. 

# Eating fruit in autumn and root in winter

**You don't miss these “three treasures” in autumn. They are all the king of autumn fruits for nourishing the body.**

## *1 Hazelnut*

The hazelnut is rich in unsaturated fatty acids and protein, and the contents of iron, zinc, phosphorus, potassium vitamins, carotene, calcium and other nutrients are very high. Among them, unsaturated fatty acids have the effects of lowering blood pressure and blood fat, while carotene has the effect of protecting eyesight, and rich vitamin compositions have the effect of delaying aging. Moreover, the hazelnut tastes not only more chewy and fragrant, but also very appetizing, and its rich nutrients may be easily absorbed by the human body.

## *2 Walnut*

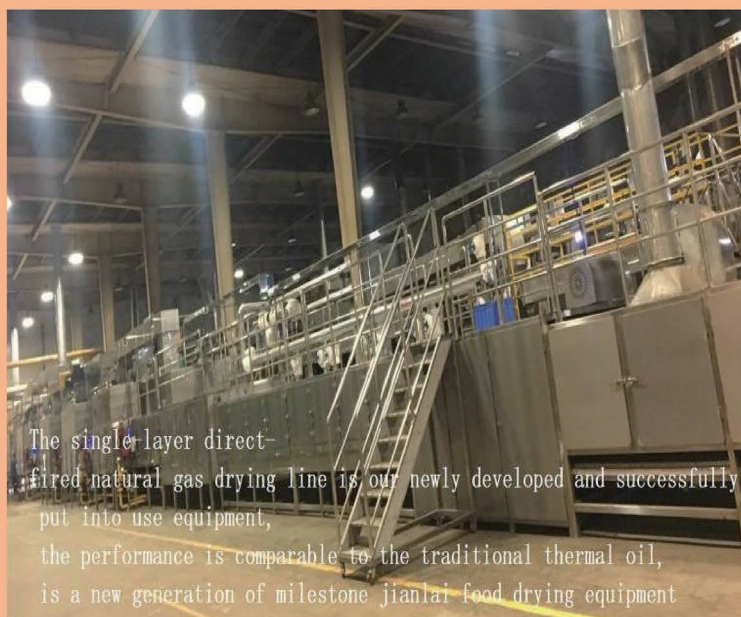
The walnut is a kind of nut with strong oxidation resistance. Walnut kernel is rich in protein and unsaturated fatty acids necessary for the human body, which are important substances for the metabolism of brain tissues and cells, and it is rich in unsaturated fatty acids, which is very beneficial to cardiovascular health.



## *3 Chestnut*

Being plump and sweet, the Chinese chestnut is of high quality, which contains starch, protein, crude fiber and various vitamins. It is sweet, warm-natured, sweet-waxy and refreshing, and is the most nutritious chestnut all over the world. In the north, chestnuts are customarily classified into Chinese chestnuts and cooking chestnuts, while in the south, chestnuts are classified into the oil chestnuts and raw chestnuts, with different names and the same

classification method. The chestnuts in the south have high starch content and low sugar content, and its fleshy quality is japonica. When you eat it, you will always feel that there is plenty of water in your mouth, which is similar to that after boiling, so it is suitable for cooking. While the chestnuts in the north are more waxy. After being fried, they are fine in meat quality, sweet and tasty, so they are more suitable for making sugar-fried chestnuts. 🍪



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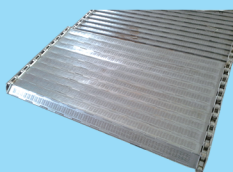


Stainless steel three-layer chain plate air drying cooling line

## ACCESSORIES AREA



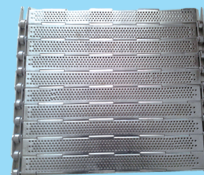
Dryer chain plate



Chain plate  
(HOLE 0.9x20)



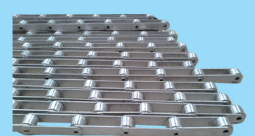
Sprocket wheel



Chain plate  
(HOLE 3mm)



Chain plate  
(HOLE 8mm)



Chain

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