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Community Group Buying: Meeting the Market Demand of the Community Economy —A Path To New Economic Development





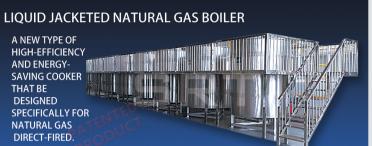


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THE CIRCULAT-ING HOT AIR IS **BLOW IN RIGHT** LEFT UP DOWN. **PARTITION TEM-**PERATURE. MULTI-PUR-POSE DRYING.



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CHINA NUTS AND ROASTED SEEDS INDUSTRY



Community Group Buying: Meeting the Market Demand of the Community Economy

—A Path To New Economic Development

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

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CONTENTS

AUG 2023







08 Industrial Economy

08 Community Group Buying: Meeting the Market Demand of the Community Economy -A Path To New Economic Development

10 Industrial chain

Market

10 The peak period of JD's Supermarket's 618 promotion has commenced, witnessing a remarkable surge in the sales volume of individual nuts such as cashews and pistachios, surpassing the previous year's figures by over 5-fold.

Product

11 Wolong Food Introduces "Daily Growth Nut Bar" to Support Children's Health

Equipment

12 Nuts and Seed Kernels Coating, Powdering, And Seasoning Processing How to Choose Equipment

Accessories

18 Specialized Knowledge Sharing on the Preservation of Nuts and Dried Fruits—Dongguan Xinrong Tianli Technical Industruy Co.,ltd.

Raw

22 2022-2023 Analysis and Forecast on the Raw Material Production of Walnuts

Plant

24 Technology Experts Provide Guidance to Farmers In the Targeted Treatment of Apricot Tree Diseases and Pests

26 Window of the world

- **26** In 2022, EU agricultural trade increased by 22% compared to the previous year
- **26** Buryatia, a region in Russia, has exported over 5400 tons of pine nuts to China since the beginning of 2023
- **26** Russia is increasing its domestic processing of sunflower seeds and expanding its export of cereals and oilseeds abroad.
- 27 The Philippines is planning to establish standards for peanut butter
- 27 Spanish almonds and fresh persimmons open the door to the Chinese market
- 27 Türkiye has imposed 130% import tariff on wheat, corn and other grains since May 1

28 Nutrition and Health

- 28 Pumpkin Seeds Have High Nutritional Value, And Consistently Consuming Them Provides Four Major Benefits For The Body.
- 29 Pecan Is Rich In Nutrition



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)

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1.Consulting Service Price

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COMMUNITY GROUP BUYING: MEETING THE MARKET DEMAND OF THE COMMUNITY ECONOMY -A PATH TO NEW ECONOMIC DEVELOPMENT

s China's economic development transitions towards a circular economy, the community economy has emerged as a focal point of societal attention. To operate a successful community economy business, leveraging community traffic is essential. Community traffic encompasses the diverse daily needs of people, which not only vary but also represent a mainstream service economic entity that is in high demand.

Fresh Community Group Buying, Deeply Rooted in Local Neighborhoods, Has Gained Significant Popularity

In recent years, the fresh community group buying has become exceptionally popular, as office workers prefer not to go shopping at supermarkets or local markets after work. Instead, they seek assistance from trusted and recognized fresh group buying platforms operating within their communities. These platforms can greatly assist office workers in purchasing groceries.

Office workers can conveniently place orders online and have them delivered to their doorstep or opt for pick-up services.



The core value of community group buying, whether led by community group leaders or operating within a community framework, lies in freeing up users' time to address non-professional matters. This presents a market opportunity for job seekers and entrepreneurs. By leveraging community traffic, privatizing and systematizing the community economy, and meeting the significant market demand of the community economy, community residents can confidently and easily make purchases while ensuring the long-term viability of operators and service providers through sound operations. This fundamental approach paves the way for community economic development.

Therefore, many experts predict that the

next business miracle will undoubtedly emerge within the realm of the community economy. Unlike traditional e-commerce, community group buying primarily relies on offline community stores, combined with the ability to provide 30-minute instant delivery. This ensures that consumers enjoy a seamless consumption experience, where everything can be conveniently delivered to their doorstep, promoting a deep integration of online and offline platforms.

The community economy model allows consumers to fulfill their needs without leaving their homes or relying solely on online platforms due to on-site services. Transactions occur when consumers express their needs within the community group or service platform. Many online tasks are handled by agents, simplifying and enhancing the shopping experience for users. Furthermore, the interconnected nature of the community economy allows for the accumulation and derivation of powerful community traffic. Based on this traffic platform, businesses engaged in the community economy can naturally and effortlessly seize countless business opportunities, resulting in a multiplier effect of growth and generating profits as a matter of course.

San pang dan Sink dan Sink E A A 表

MELOSEIEDS

SUNFLOWER SEEDS ————



The peak period of JD's Supermarket's 618 promotion has commenced, witnessing a remarkable surge in the sales volume of individual nuts such as cashews and pistachios, surpassing the previous year's figures by over 5-fold.

fficial data reveals that within the initial 10 minutes of the peak period, JD's Supermarket's 618 promotion achieved record-breaking sales in 22 product categories, including infant formula, white wine, and clothing cleaning products.

Notably, sales of infant formula, diapers, and baby skincare products exceeded RMB 10 million, RMB 6 million, and RMB 5 million, respectively. Sales of clothing cleaning products exhibited a year-on-year increase of 5-fold, while household environmental cleaning products experienced a 70% surge. In the personal care category, toothpaste sales witnessed a 70% year-on-year growth. Early education smart toys experienced a 20-fold increase in sales, and Gundam/Transformers models saw a 190% year-on-year increase.

During the same period, festival foods like rice dumplings witnessed a year-on-year sales surge of over 10 times. Sales of single nuts such as cashews and pistachios escalated by over 5 times compared to the previous year, while new Chinese-style pastries recorded a staggering 400% year-on-year growth. Carbonated beverage sales surged by 369%, Dahongpao tea sales increased by 189%, cognac/brandy sales surged by 300%, white wine sales rose by 200%, beer sales grew by 150%, and wine sales increased by 120%. Sales of dried sea cucumbers soared by 350%, and kitchen seasonings experienced a 204% year-on-year increase.

Simultaneously, lychee sales have witnessed a 139% year-on-year increase. JD's Supermarket's own brand of pre-made meals, "Jingjiafang", has experienced a remarkable 15-fold year-on-year growth in sales. Additionally, cat dry food sales have risen by 80%.

INDUSTRY CHAIN PRODUCT

Wolong Food Introduces "Daily Growth Nut Bar" to Support Children's Health

ingdao Wolong Food
Co., Ltd., renowned
for its "daily nuts"
concept, recently
unveiled its latest
product, the "Wolong Daily Growth Nut
Bar", a nutritious and delectable snack
that promotes healthy growth in children.
This launch further advances the market
for wholesome children's snacks.

When Nuts Meet Chocolate, The "Daily Growth Nut Bar" Infuse Vitality Into Health







This new offering combines "pure chocolate + high-quality nuts". The crisp and sweet flavor of the nuts harmonizes with the smooth and velvety texture of 100% pure cocoa butter, providing a novel taste experience for the palate.

In addition to the inherent nutritional value of the nuts, this nut bar is enriched with DHA algae oil to support children's growth and probiotics to enhance digestion and absorption. The high-quality protein and dietary fiber content have garnered praise from numerous parents.

Attention has been given to both nutritional "content" and ingredient "selection". It is worth noting that the Wolong "Daily Growth Nut Bar" achieves four "0-additions": 0 trans fatty acids, 0 preservatives, 0 pigments, and 0 artificial flavors, ensuring that children can enjoy a healthy diet while granting parents peace

of mind.

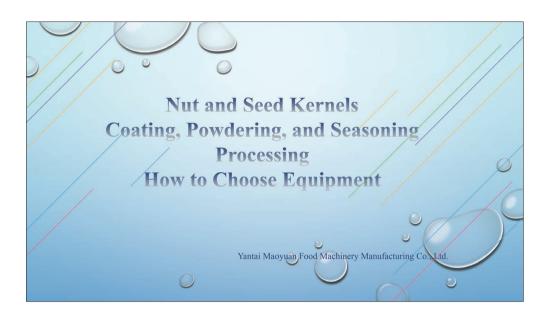
The individual lock fresh bucket design, complemented by a convenient handle, facilitates on-the-go consumption at any time

"One bar a day, nutritious and delicious." The transition from "Daily Nuts" to "Daily Growth Nut Bar" clearly reflects Wolong Food' brand concept of "leading a healthy life with Wolong Daily Nuts", which permeates every aspect of product innovation.

Apart from the premium ingredients, this nut bar retains Wolong Food' signature independent packaging style. The outer packaging features a delightful cartoon design that appeals to both children and parents.

Currently, with a deepening awareness of health and refined parenting concepts, children's snacks are increasingly embracing a healthy development path.

Having cultivated expertise in the nut industry for years, the introduction of the "Daily Growth Nut Bar" signifies Wolong Food' accelerated efforts to cultivate the market for wholesome children's snacks. This move not only underscores their commitment to the high-quality nut market but also showcases their dedication and confidence in promoting children's nutrition and health while continuously innovating.







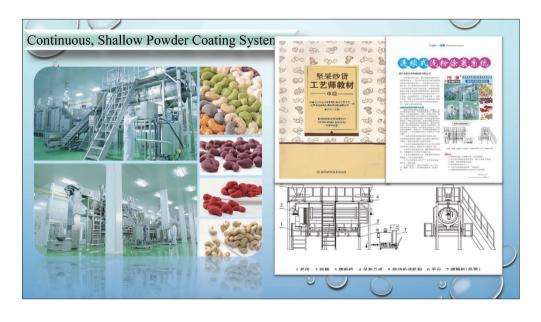




















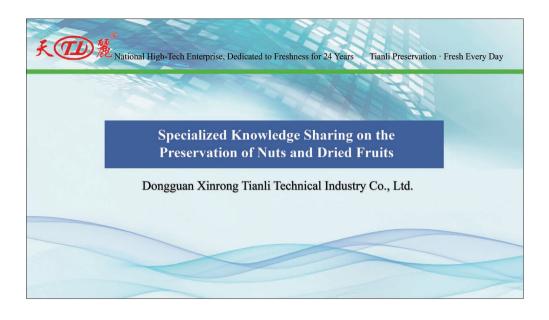


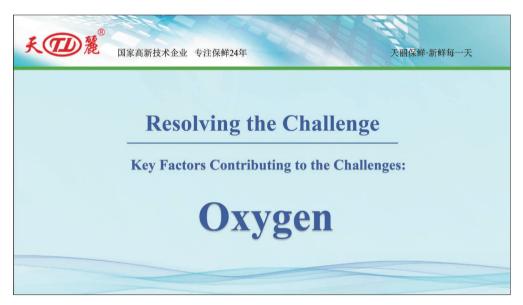








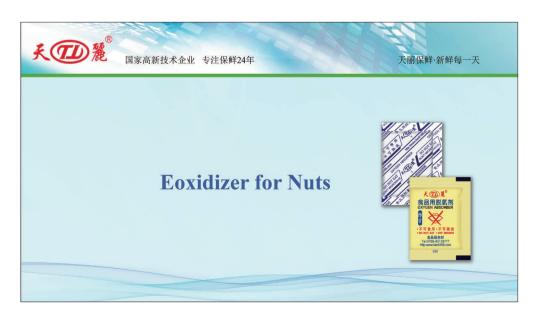




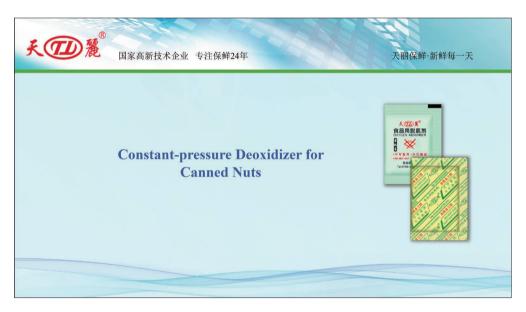


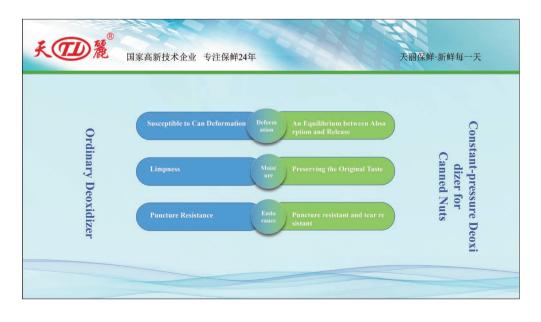


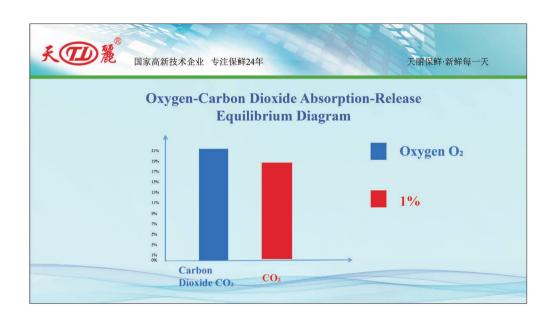


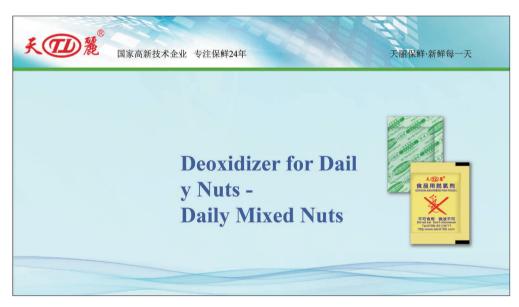


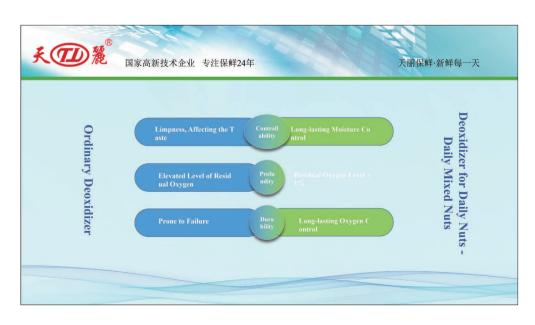




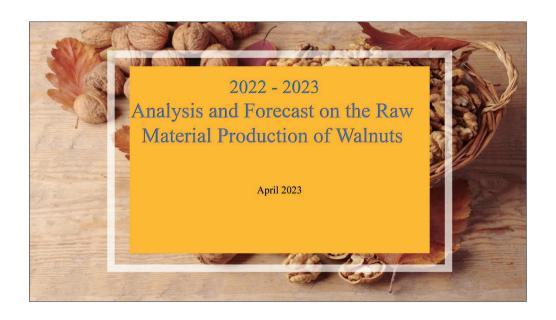




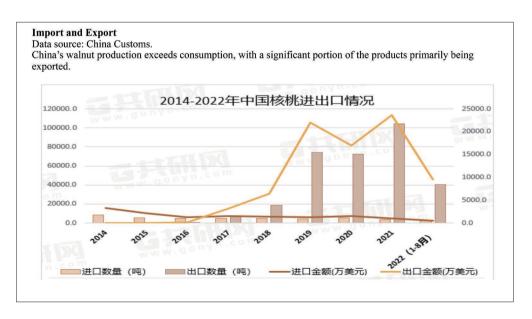




INDUSTRY CHAIN RAW







INDUSTRY CHAIN RAW

Trends in Import and Export Prices Data source: China Customs.

Since 2017, the import and export prices of walnuts in China have been declining, and the price difference between imports and exports has significantly narrowed.



Demand in the Raw Material Market

With the diversification of products and the expansion of the market scale, the demand for walnut and walnut kernel raw materials will continue to increase.



Production Situation

- In 2022, due to force majeure factors (control measures), the main producing province of Xinjiang suffered uncertainties
 in walnut harvesting, processing, and transportation, resulting in a delay in harvesting, a large amount of moldy fruit
 (15%), a much worse color than the previous season, a partial decrease in production, and a decline in quality.
 These factors will have a considerable impact on subsequent processing and sales.
- In 2022, in Yunnan, the primary walnut-producing region, there was ample rainfall during the flowering and growing periods, and less rainfall during the harvest period, which facilitated fruit growth and harvest. Compared to the previous season, the quality has improved, and production has increased.







Technology Experts Provide Guidance To Farmers In The Targeted Treatment of Apricot Tree Diseases And Pests

echnology Experts
Provide Guidance
To Farmers In The
Targeted Treatment of
Apricot Tree Diseases

And Pests

In recent years, the Apricot Kernel Alliance has adopted an "invite in and go out" approach to support local Apricot Kernel production and processing enterprises in Zhangjiakou's Yuxian and Zhuolu regions. This approach has facilitated technology upgrades and fostered connections with leading sales enterprises, contributing positively to the local Apricot Kernel industry's development. Considering the complete Apricot Kernel industry chain, the cultivation and management of almond trees, particularly the management of freeze-damaged flowers and fruits, introduction of new grafting varieties, scientific cultivation management, and innovative pruning technologies, directly impact the quality of almond kernel raw materials, subsequent production and sales, and the overall progress of Apricot Kernel enterprises. To address these



concerns, the Apricot Kernel Alliance has invited a team of technical experts from the Hebei Innovation Station to offer technical guidance and services in Yuxian's Apricot Kernel planting area, assisting farmers in resolving technical challenges related to Apricot tree pests.

On May, 9, the expert team provided on-site technical guidance to farmers in Yuxian's Apricot Kernel planting area. In the Apricot Kernel grove of Jiadaogou Village, located in Beishuiquan Town, experts observed scale insects infesting the branches of Apricot trees. Chief expert Wang Xiurong promptly informed Zhang Wenfu, the responsible individual from the local cooperative, about the pest situation. Wang Xiurong

emphasized that these insects, roughly the size of Sichuan pepper grains, would soon hatch and spread to the leaves, causing damage by extracting sap. If left uncontrolled, this situation could lead to the demise of Apricot trees and even affect other trees, signifying a severe issue. Subsequently, Wang Xiurong provided comprehensive explanations and guidance to the responsible individual concerning the name, dosage, and usage of the appropriate medication. Moving forward, with the expert team's assistance, the Almond Alliance will actively promote the selection and cultivation of new Apricot tree varieties and innovative cultivation techniques at the planting stage. Additionally, efforts will be made to advance research and development, demonstration, and adoption of forest fruit science and technology at the production stage, while bolstering branding initiatives and expanding distribution channels at the sales stage. The Apricot Alliance is committed to taking practical actions in support of the local Apricot industry's high-quality development.



In 2022, EU agricultural trade increased by 22% compared to the previous year

In 2022, the total trade volume of EU agricultural products reached 424.7 billion euros, representing a year-on-year increase of 22.32%. Among them, the export value was 229.1 billion euros, representing a year-on-year increase of 16.24%. The import volume reached 195.6 billion euros, representing a year-on-year increase of 32.91%. The trade surplus was 33.5 billion euros, representing a year-on-year decrease of 28.36%. From 2002 to 2022, EU agricultural trade increased threefold, from 141.5 billion euros to 424.7 billion euros, with an average annual growth rate of nearly 5.6%. During this period, the growth rate of exports (5.9%) exceeded that of imports (5.4%).

The UK and Brazil are the EU's largest trading partners. In terms of exports, the UK is the main partner, accounting for 21% of EU agricultural exports, which is equivalent to 47.8 billion euros. The US follows with 13% (29 billion euros), China with 7% (15.2 billion euros), Switzerland with 5% (11.5 billion euros), Japan with 4% (8.3 billion euros), and Russia with 3% (7 billion euros). The EU's imports mainly come from Brazil (10%, 19.9 billion euros), the UK (8%, 16.4 billion euros), Ukraine (7%, 13.1 billion euros), the United States (6%, 12.3 billion euros), China (approximately 6%, 10.8 billion euros), and Norway (5%, 9.3 billion euros).

Buryatia, a region in Russia, has exported over 5400 tons of pine nuts to China since the beginning of 2023



The Russian Animal and Plant Inspection and Quarantine Bureau reported that since the beginning of 2023, Buryatia, Russia has exported 5425 tons of pine nuts to China.

The Russian Bureau of Animal and Plant Inspection and Quarantine has stated that all products have successfully passed Chinese plant quarantine and fully comply with Chinese plant inspection requirements. The Russian Animal and Plant Inspection and Quarantine Bureau has currently issued a total of 154 plant quarantine certificates to exporting enterprises.

In addition to pine nuts, Buryatia, Russia also exports wood and wood products, mineral products, metals, and metal products to China.

Russia is increasing its domestic processing of sunflower seeds and expanding its export of cereals and oilseeds abroad



In the past decade, Russia's grain and oilseed production has significantly increased due to the expansion of the planting area for certain crops and the increase in yields of other crops. It has reached approximately 200,000 tons more than its historical peak. In 2022/23, the production of all major grains and oilseeds increased.

The increase in Russian grain and oilseed production in 2022/23 is attributed to the expansion of the planting area for all crops, with the exception of corn and sunflower seeds. Additionally, there has been a rise in the output of all these commodities, except for sunflower seeds, which have reached a record high, making it the second largest production since records began.

The Philippines is planning to establish standards for peanut butter

On May 4, 2023, the Philippine Food and Drug Administration issued a consultation document proposing the development of standards for peanut butter, with a feedback period ending on May 19, 2023. The main content is as follows: (1) Scope of application and definition of terms; (2) Basic ingredients and quality factors. The table below shows the standards for the use of peanuts, sugar, salt, and certain artificial sweeteners, as well as the microbiological and physicochemical standards. (3) Label. Product name/food name, brand name, complete ingredient list, net weight, manufacturer, repackager, packer, importer, trader's name and address, batch number, country of origin, storage conditions, food allergen information, etc.

For more details, please refer to the following information.

https://www.fda.gov.ph/draft-for-comments-submission-of-comments-on-the-draft-philippines-national-standard-pns-and-recommended-code-of-practice-rcp-for-peanut-butter-by-the-center-for-food-regulation-and-research-c/



Spanish almonds and fresh persimmons open the door to the Chinese market



According to information released by the government of La Moncloa, the Prime Minister of Spain, Pedro Sánchez, recently visited Beijing where the Spanish Ministry of Agriculture, Fisheries and Food (MAPA) and the General Administration of Customs of China signed two plant quarantine protocols. These protocols will allow for the export of Spanish almonds and fresh persimmons to China.

The Spanish almonds industry considers China to be a significant export market. It is estimated that by 2025, around 50,000 tons of almonds will be exported to China. By 2032, the export volume of almondsto China is projected to increase to 90,000 tons.

Türkiye has imposed 130% import tariff on wheat, corn and other grains since May 1

According to the official newspaper issued by the Turkish government, Türkiye has imposed an import tariff of 130% on certain grain imports, such as wheat and corn, effective from May 1st.

Traders said that Turkey will hold a general election on May 14, which may be aimed at protecting the domestic agricultural sector. Wheat and barley harvesting in Turkey began in May.

Türkiye cut import tariffs on cereals and other agricultural products after the pandemic in 2020. About a year ago, it was stipulated that wheat, barley, rye, oats, corn, and sorghum would be exempt from import duties until April 30, 2023.



PUMPKIN SEEDS

HAVE HIGH NUTRITIONAL VALUE, AND CONSISTENTLY CONSUMING THEM PROVIDES FOUR MAJOR BENEFITS FOR THE BODY.



umPumpkin seeds are a common nut in our daily lives and are very popular among health enthusiasts and snack enthusiasts alike. They are rich in various nutrients and can provide numerous health benefits to our bodies. Pumpkin seeds contain high-quality protein, fat, fiber, vitamin E, magnesium, copper, manganese, zinc, and other beneficial phytochemical substances, such as flavonoids, caffeic acid, and peptides. Therefore, pumpkin seeds play an important role in maintaining physical health.

- 1. Pumpkin seeds is rich in protein and fat, which are essential nutrients for our bodies. The protein content in pumpkin seeds is of high quality, which be beneficial to the absorption and digestion in our body. It also supports the growth and repair of muscles and tissues. In addition, pumpkin seeds are also an excellent source of plant-based protein, making them a great choice for vegetarians. The fat in pumpkin seeds is monounsaturated fatty acid, which helps maintain a healthy cardiovascular system and can provide long-term energy.
- 2. Pumpkin seeds are also rich in fiber,

which can help maintain intestinal health and alleviate hunger. In addition, pumpkin seeds also contain a significant amount of magnesium and zinc, which is essential for the proper functioning of the heart, nervous system, and immune system.

- 3. Pumpkin seeds are also rich in vitamin E and other antioxidant substances, which can help protect cells from free radical damage. The phytochemistry in pumpkin seeds can help reduce inflammation and prevent chronic diseases, such as heart disease.
- 4. According to research, pumpkin seeds contain a special peptide compound that can activate certain brain chemicals, such as dopamine and endorphins, which helps improving mood and alleviate anxiety.

Pumpkin seeds are a highly nutritious and effective nuts. It is rich in a variety of important nutrients, phytochemistry, and antioxidants, which can effectively help maintain our health, improve mood, and eliminate anxiety. Therefore, it is advisable to consume pumpkin seeds in moderation as part of our daily diet in order to enjoy the benefits they provide.

I.Protein: Pecan is rich in protein, with higher levels than some other types of nuts.

II. Fat: The fat in Pecan is mainly unsaturated fatty acids, especially monounsaturated fatty acids, which help reduce blood lipids and cholesterol. This is beneficial for cardiovascular health.

III. Carbohydrates: Pecan contains a certain amount of carbohydrates, which are an essential source of energy for the human body.

IV. Minerals: Pecan is rich in minerals such as zinc, iron, potassium, and magnesium, which play a significant role in the normal metabolism, growth, and development of the human body.

V.Vitamins: Pecan is rich in vitamin E and B vitamins, which have significant effects on the immune system, growth and development, nervous system, and skin health of the human body.

VI.Pecan is also rich in a variety of antioxidant substances, such as carotenoids and flavonoids, which have good antioxidant and antiaging effects.

Pecan is a highly nutritious food. Eating Pecan in moderation can help provide various nutrients needed by the human body, while also having good antioxidant and anti-aging effects.









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Sunshine . Taste



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.





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■ Technical support:

New Technology Research Office of fruit and vegetable processing, China Agricultural University School of food, Nanchang University

In 2020, the national roasted seeds and nuts enterprises provided high-quality services (member enterprises)



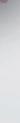
MULTIPLE FLAVORS YOU MAY NOT KNOW THE TONGUE WILL FALL IN LOVE



SHATU FOOD SHATU MELON SEEDS | | |

Shandong Shatu Food Industry Co., Ltd. was founded on August 8, 1988. It is a joint-stock private enterprise. It is a specialized enterprise that produces, processes and sells roasted food. The company is located in Hezecity, Shandong Province, the beautiful hometown of peony. The head office covers an area of more than 300 mu, with fixed assets of more than 100 million yuan and total assets of 1 billion yuan.

To Meet Shuatu Food and never forget when you are eating it. Sandy soil food will go adhere to the idea of doing well in products and services, never forget to start its mission to climb to the top level on quality.











STIR FRIED NUTS

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Address: Jiamei Road, Shatu Town, Mudan District, Heze City, China

Tel: 0530-5771168 Fax: 0530-5776118 Website: www.shatufood.com



































Yantai Maoyuan Food Machinery ManufacturingCo., Ltd. established in 1995, is a professional food machinery manufacturer, we are specilized in the machinery of peanut, other nuts, roasted seed.



Yantai Maoyuan Food Machinery Manufacturing Co., Ltd.

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B

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Chain plate (HOLE 8mm)

Chain

ADD: Daqi Industry Zone, Changjiang Road West, Ningjin, Shandong, China

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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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DXDM TYPE AUTOMATIC VERTICAL PACKING MACHINE







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