

CHINA NUTS AND DRIED FRUITS INDUSTRY

PHASE IV 2024 TOTAL 106 ISSUE

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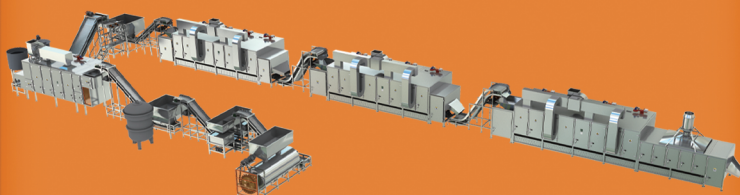
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**The 17th Food Exhibition for
China Nuts and Dried Fruits &
Fair for Purchase and
Supply in 2024,
A Resounding Success**

NUTS, KERNELS & PEANUTS INTELLIGENT PRODUCTION LINE



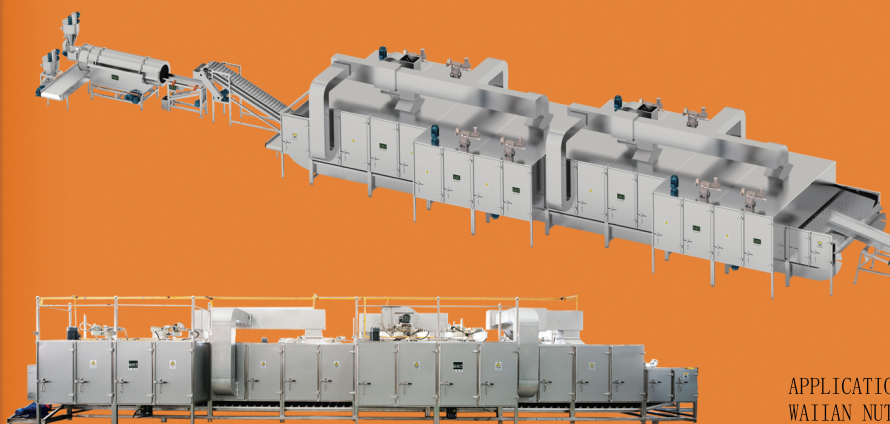
APPLICATION: DRYING OF WALNUT, ALMOND, MAGNOLIA, PECAN, PISTACHIO, HAZELNUT, KERNELS, SUNFLOWER SEED, WATERMELON SEED, PEANUT, PUMPKIN SEED AND OTHER NUTS, FOOD, GRAIN, OIL, POTATO CHIPS ETC.

ORIGINAL ROASTING INTELLIGENT PRODUCTION LINE



APPLICATION: DRYING OF WALNUT, ALMOND, MAGNOLIA, PECAN, PISTACHIO, HAZELNUT, KERNELS, SUNFLOWER SEED, WATERMELON SEED, PEANUT, PUMPKIN SEED AND OTHER NUTS, FOOD, GRAIN, OIL, POTATO CHIPS ETC.

MULTIFUNCTIONAL POWDER COATED KERNEL INTELLIGENT PRODUCTION LINE



HOT AIR DOUBLE CYCLE BELT DRYER



AUTOMATIC KERNEL POWDER COATING MACHINE

APPLICATION: KERNELS, CASHEW NUTS, HAWAIIAN NUTS, ALMONDS, PECANS, PEANUTS, WALNUT NUTS, ETC.

MULTI-FUNCTIONAL ROASTING INTELLIGENT PRODUCTION LINE



APPLICATION: ROASTING PEELED SUNFLOWER SEEDS, PAPER PUMPKIN SEEDS, BOILED WATERMELON SEEDS, APRICOT KERNELS, PEANUTS, WHEAT, RICE ETC.

NUTS, SEEDS & PEANUTS INTELLIGENT PRODUCTION LINE



APPLICATION: DRYING OF SUNFLOWER SEEDS, PEANUTS, PUMPKIN SEEDS, WALNUTS, ALMOND, PISTACHIOS, PECAN, HAZELNUTS, MACADAMIA NUT ETC.



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CHINA NUTS AND DRIED FRUITS INDUSTRY

PHASE IV 2024 TOTAL 100 ISSUE
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A HANDFUL OF NUTS AND ROASTED SEEDS
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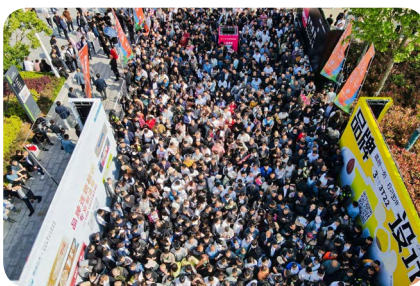
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A Letter of Invitation for New English Electronic Edition of China Nuts And Dried Fruits

China Nuts And Dried Fruits is under the guidance of the Specialized Committee for Nuts and Dried Fruits 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 Dried Fruits industry. To make the world's nuts industry know more about China's nuts and Dried Fruits 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 Dried Fruits 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 Dried Fruits

Information Consulting Service Table for China Nuts And Dried Fruits in Chinese and English

The Chinese and English versions of China Nuts And Dried Fruits 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.

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

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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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The 17th Food Exhibition for China Nuts and Dried Fruits & Fair for Purchase and Supply in 2024, A Resounding Success



The 17th Food Exhibition for China Nuts and Dried Fruits & Fair for Purchase and Supply in 2024, guided by the Specialized Committee for Nuts and Dried Fruits of China National Food Industry Association and organized by Beijing Zhongjian Heguo Information Technology Service Co., Ltd., was held in Hefei, Anhui Province from April 17 to 20, 2024. The event, along with

various activities held during the Exhibition, achieved unprecedented success, setting a new record for all previous editions.

I. Record-breaking Exhibition Area, Visitor Numbers, Transaction Volume, and International Influence

The Exhibition covered an area of over 110,000 square meters, divided into three major zones: Product Exhibition Zone,

Multi-functional Activity Zone, and Carnival Experience Zone. The Product Exhibition Zone alone spanned 80,000 square meters, featuring seven exhibition halls and sixteen exhibition areas. It showcased over ten thousand products from nearly two thousand exhibitors across the global industry chain. The event attracted over three million visitors both online and offline, with nearly 150,000 domestic and international attendees on site, creating an unprecedented



and overwhelming turnout, surpassing all previous editions. Numerous distributors and buyers attended the event, focusing precisely on procurement. According to incomplete statistics, the on-site transaction volume reached a staggering RMB 1.45 billion, a 170% increase, marking a historic high.

II. The Exhibition achieved unprecedented results and exhibited four key new features:

1. Synchronized Online and Offline Events, with Unprecedented Influence

The Exhibition adopted an innovative promotional approach by combining online and offline channels. It conducted promotional activities on more than a hundred media platforms, including People.cn, Xinhuanet, Anhui News, Sina, Baidu, Jinri Toutiao, IFENG.com, and NetEase. It also utilized precise targeting on platforms such as Douyin, WeChat Video Channel, and Taobao to maximize advertising exposure. According to incomplete statistics, the live

video streaming of the Nut and Dried Fruit Exhibition on the opening day attracted over 200,000 viewers. The live product launches by participating companies on Taobao, Douyin, and WeChat Video Channel platforms received over 100,000 views. The Exhibition created a strong response within the industry and garnered significant attention and acclaim from the entire society.

2. Significantly Enhanced Internationalization

The international exhibition area of this event saw participation from over 70 foreign companies representing nearly 20 countries worldwide. Leading nut-producing companies from various countries, such as the Almond Board of California and Wonderful Pistachios from the U.S., Australian Macadamia Society, South African Pecan Nut Producers Association, OceanSpray, Olam, Longshan and Huangshan from Vietnam, and Grassland Cashews, among others, were present. Additionally, the International Nut and Dried Fruit Council (INC) also set up booths at

the event. Furthermore, a comprehensive analysis of global nut and dried fruit industry development, advantageous production regions, supply and demand patterns, and trends was jointly released by 18 countries, showcasing an unprecedented level of internationalization.

3. Professional Networking, Precise Sourcing, and Efficient Transactions with a 170% Increase in Turnover

The professionalism, precision, and efficiency of this Exhibition allowed exhibitors to engage in direct and efficient business negotiations with buyers, making it a prominent feature of the event. Notably, in addition to well-known brands like Three Squirrels and Qiaqia with a high turnover ratio, a large number of small and medium-sized enterprises, such as Suzhou Sutaitai Food and Changshu XingDa Food, as well as OEM hubs like Meihekou Association of Pinenuts and Lin'an Nut Association, witnessed a significant increase in on-site order placements and transactions. The overall turnover of the Exhibition increased by 170%.

HOT SPOTS



4. Comprehensive Quality Improvement, Reaching the Advanced Level of International First-Class Professional Exhibitions, and Receiving Consistent Praise and Acclaim from Domestic and Foreign Peers Stringent Quality Control Measures for a Comprehensive Elevation of Exhibition Standards

With over 2,000 participating companies and tens of thousands of products, the industry's leading players gathered at the event. Particularly noteworthy were the exquisite booth designs and high-quality product displays by nearly 70 exhibitors from nearly 20 countries in the international exhibition area. These efforts not only promoted the internationalization of the industry but also made significant contributions towards sharing global development opportunities.

Introduction of Innovative Service Projects for a New Comprehensive and Customer-oriented Experience

(1) Introduction of the “Intelligent Equipment Pavilion for the Entire Industry Chain” to provide high-quality equipment for the high-quality development of the nut and dried fruit industry in China, showcasing the world-class level of our country's nut and dried fruit equipment. The establishment of this pavilion is a significant milestone in the development of China's nut and dried

fruit industry and holds great importance in leading the industry's progress.

(2) Addition of a 10,000-square-meter seasonal food (gift) pavilion: Nut and dried fruit products are excellent ingredients for seasonal food, and holding the Exhibition concurrently with the 18th Seasonal Food (Gift) Expo provides a new market opportunity for cross-industry cooperation by nut and dried fruit enterprises, saving time, effort, and costs. The number of seasonal food (gift) enterprises participating in the Exhibition has also significantly increased.

(3) Addition of a multi-functional activity area and a joyful carnival experience zone: The colorful carnival experience zone features on-site production of nut and dried fruit products, seasonal food craftsmanship performances, competitions, live streaming sales through various new media channels, cultural dissemination, lucky draws, and other salon activities. This not only attracts more professional visitors but also greatly enhances the interactive experience between procurement and supply sides and creates a lively and joyful atmosphere at the Exhibition.

(4) Introduction of a chief host and pavilion manager system: Each exhibition hall has a corresponding pavilion manager responsible for managing and handling the affairs of the respective pavilion, ensuring safety,

environmental beauty, and cleanliness within the exhibition halls, guaranteeing high-quality and high-standard exhibitions.

In addition, several user-friendly service projects have been implemented, including the provision of well-designed and comfortable negotiation areas/rest zones, all-day dining facilities, item rentals, and concierge services. Furthermore, an extended service called the “Designated Exhibition Hotel” has been introduced, offering services such as scheduled shuttle transportation, extended hotel dining hours, and package delivery services. This ensures that exhibitors and buyers can fully enjoy their time at the Exhibition, exploring the exhibits, placing orders, and engaging in negotiations without any concerns.

III. During the Exhibition, more than 50 high-quality conference events, jointly organized by 18 countries, have played a crucial role in promoting the high-quality development of the global nut industry.

With over 50 professional conference events, covering a wide range of topics from seed cultivation, raw materials, ingredients, equipment, processing, to market analysis and forecast, omni-channel marketing, and enterprise professional exchanges, these events provide extensive information,

precise data, and authoritative insights. They are highly valuable in sharing information about the global nut industry and aiding companies in making informed development decisions. They have received unanimous praise from industry enterprises.

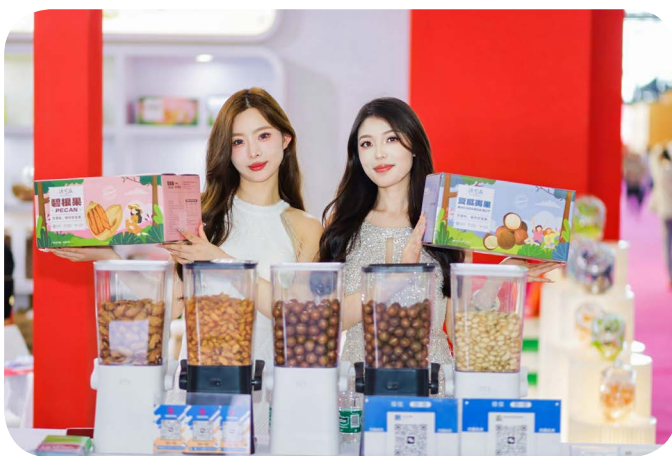
The “2023-2024 Nut and Dried Fruit Raw Material (Seed) Product Analysis and Forecast Release Conference” focuses on upstream control and is committed to promoting the high-quality development of the industry. The report covers the development of the nut and dried fruit industry, advantageous production areas, supply and demand patterns, and trend analysis across 18 countries. Zhang Liaoyuan, Executive President of the Specialized Committee for Nuts and Dried Fruits of China National Food Industry Association, emphasized in the keynote

report of the conference: “The nut and dried fruit industry is entering an era of structural innovation. The participation of foreign counterparts in the nut industry has increased, and globally renowned farms have established partnerships with China. At the same time, the consumption of Chinese nuts is also steadily growing. In the past decade, China’s nut cultivation area has increased by 20-30%, indicating a strong market demand for nut products.”

It is worth mentioning that the International Nut and Dried Fruit Council (INC) attaches great importance to this Conference. Not only did they send representatives to attend the conference, but the Chairman of the International Nut and Dried Fruit Council, Michael Wollin, also recorded a video congratulating the successful completion of the conference. He expressed his commitment to collaborating with Chinese

counterparts to promote the development of the Chinese nut and dried fruit consumption market, advance the sustainable development of the global nut industry, and work towards the common goal of “popularizing nuts and healthy food among the general public”.

The “2024 National Nut and Dried Fruit Market Analysis and Forecast Report and Omni-channel Business Conference” conveys the latest market trends and consumption patterns, benefiting people worldwide with healthy nuts. The conference not only features the leading reports on the analysis and forecast of the national nut and dried fruit market for 2023-2024, but also a groundbreaking dialogue themed “Exploring New Opportunities and Facilitating Growth”. The organizers have invited representatives from distinctive and representative snack wholesale brands like



HOT SPOTS



Zhao Yiming and Snack for You, as well as representatives from nut and dried fruit processing enterprises. They will discuss how to achieve better development in the nut and dried fruit category across a diverse array of retail supply channels, including wholesale, distribution, supermarkets, convenience stores, shelf e-commerce, content e-commerce, and bulk discounts, amidst the backdrop of major changes in supply and demand!

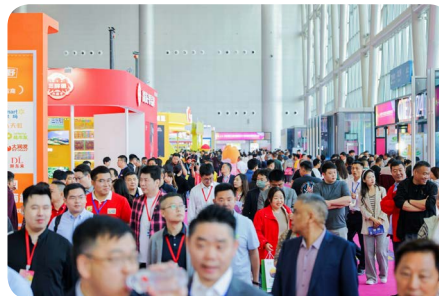
The 2024 National Nut and Dried Fruit Industry Member Representative Conference brings together nut and dried fruit professionals from around the world, uniting the elite forces of the global nut industry. Together, they aim to build a community of shared destiny for the industry, advancing the prosperity and development of the nut and dried fruit industry. The 2024 China International Elite Salon for Entrepreneurs is an open invitation to domestic and foreign peers, fostering sincere meetings, joyful encounters, and genuine mutual understanding. Industry leaders come together to collaborate and create a bright future for the global nut and dried fruit industry.

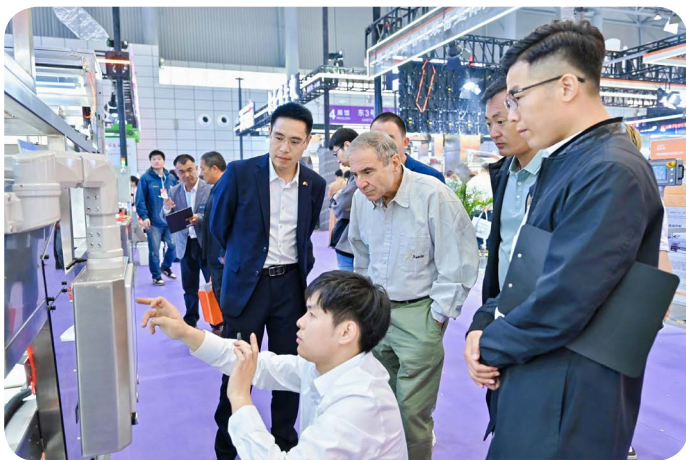
In conjunction, there are also events such as the “2024 National Nut and Dried

Fruit New Equipment, New Technology, Packaging (Packaging Materials), Auxiliary Ingredients, Additives New Product Launch Conference,” the “Online Product Introduction Live Streaming for the 17th Food Exhibition for China Nuts and Dried Fruits in 2024”, “Nut and Dried Fruit Associations (Chambers of Commerce) from various provinces and cities”, “Industry Alliance Exchange Meetings”, as well as enterprise-specific professional exchanges. These professional conferences cover various domains such as new products, new equipment, new technology, business

environment, procurement, and more, focusing on the core issues and hot topics of the nut and dried fruit industry. Industry experts, renowned scholars, production and processing enterprises, and omni-channel merchants gather together with exhibitors, buyers, and all visiting companies of this expo to discuss and deliberate on the strategies and plans for development, jointly building and sharing a more prosperous nut and dried fruit market.

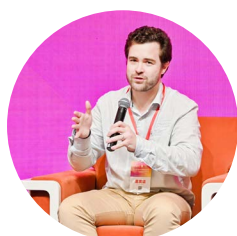
With the unity and joint efforts by the whole industry, the 17th Food Exhibition for China Nuts and Roasted Seeds, Dried Fruits & Fair for Purchase and Supply in 2024 has achieved unprecedented success. This success is attributed to the unity and cooperation of the entire industry, to the tremendous human, material, financial, and intellectual resources invested by our companies, and especially to the dedication of each and every one of our colleagues who tirelessly attended the exhibition, engaged in procurement negotiations, and actively participated in learning and exchange! Let us look forward to a larger-scale, higher-quality, more heavily attended, and more effective exhibition next year! Let us make greater contributions to the high-quality development of China’s nut and dried fruit industry! 🇨🇳





1 2023-2024 the Conference of Analysis and Prediction of Major Raw Materials (Seed Industry) of Nuts and Seeds





2 2024 Analysis and Forecast Conference on China Nuts and Dried Fruits Market & Omni-Channel Business Conference



3

2024 Promotion Conference on New Products of Equipments, Technologies, Packaging (Packaging Materials), Ingredients and Additives of National Nuts and Dried Fruits



4 2024 Member Congress of National Nuts and Dried Fruits Industry & Welcome Reception





5

2024 Salon for Chinese and Foreign Entrepreneur Elites



BIG MELON SEEDS



SUNFLOWER SEEDS

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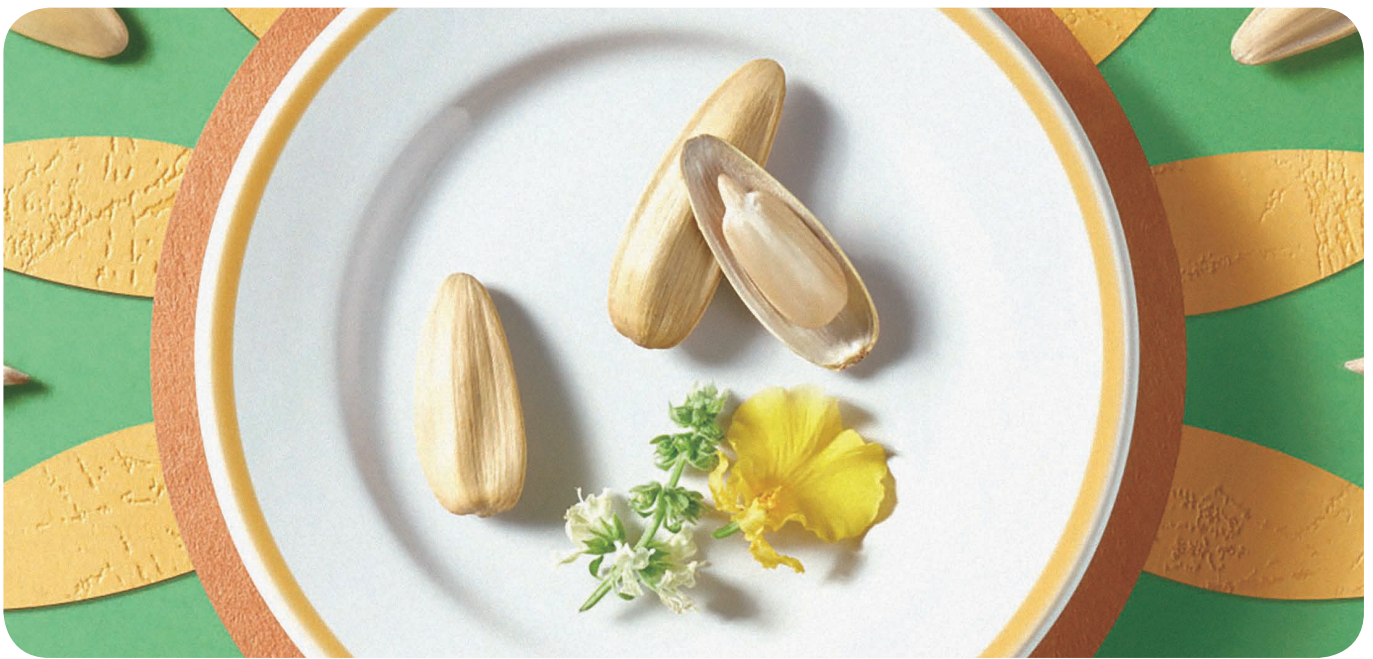
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FIVE MARKET OPPORTUNITIES FOR RETAIL IN CHINA IN 2024



The year 2024 marks a turning point in the Chinese retail landscape, bringing new opportunities and challenges for the industry's development. When looking at specific submarkets, the following five market opportunities deserve particular attention.

01 The Untapped “Saturation Point” of the Lower-tier Market

With the continuous growth of the Chinese economy, the lower-tier market has become a crucial area for many businesses to seek new sources of growth. However, some argue that the lower-tier market has reached its “saturation point”, and its potential has been fully explored. But is this really the case? Firstly, we need to clarify what the lower-tier market refers to. Generally speaking, the lower-tier market refers to cities below the third and fourth tiers, where consumers have relatively lower income levels and weaker

purchasing power compared to those in first and second-tier cities. However, this does not mean that the consumption potential of the lower-tier market has been fully tapped.

In conclusion, the lower-tier market has not yet reached its ceiling, and there is still enormous market potential. Companies need to seize the opportunities, overcome challenges, and delve deep into the untapped potential of the lower-tier market to achieve sustainable growth.

02 Intensifying Competition in the Field of Instant Retail

With the rapid development of technology, the retail industry is undergoing continuous transformation. In recent years, as consumers' demands for shopping experiences have been increasing, instant retail has emerged as a major trend in the retail industry.

The competition in the market of instant retail is intensifying, and major companies are entering the arena, striving to gain an advantage in this non-combative war.

The main reason behind this trend is the vast prospects and enormous potential of the instant retail market. According to relevant forecasts, the scale of the instant retail market will reach hundreds of billions of RMB in the coming years, becoming a new growth driver for the retail industry.

However, as the race in the field of instant retail becomes more crowded, some challenges and issues have also arisen. For example, ensuring product quality, guaranteeing delivery safety, and solving the last-mile delivery problem. These issues require major companies to pursue rapid development while considering social responsibility and industry standards, collectively promoting the healthy and sustainable development of the industry.

03 Discount Retail is Not an Easy Business

Discount retail is not an easy business. This is a widely circulated saying in the business field and a pain in the hearts of many practitioners. Although the discount retail industry has achieved significant growth in recent years, many companies face tremendous pressure.

Firstly, the competition in the discount retail industry is extremely fierce.

Secondly, the profit margin in the discount retail industry is relatively low.

Thirdly, the discount retail industry carries relatively high risks.

Absolutely, discount retail is not an easy business. Despite the vast prospects in this industry, companies must possess strong competitiveness, efficient operational efficiency, and keen market insights in order to succeed in the market. Only in this way can discount retailers stand out in the intense market competition and achieve sustainable development.

04 AI Retail Drives the Overall Upgrade of the Retail Chain

With the rapid development of technology, artificial intelligence (AI) has become a hot topic in today's society. In the retail industry, the application of AI is becoming increasingly widespread, bringing unprecedented changes to the traditional people-goods-field model. Firstly, AI retail achieves precision and personalization in the "people" aspect.

Secondly, AI retail realizes intelligence and efficiency in the "goods" aspect. Thirdly, AI retail achieves digitization and intelligence in the "field" aspect.

In summary, AI retail utilizes precision, personalization, intelligence,



efficiency, digitization, and smart technologies to facilitate the overall upgrade of the people-goods-field chain. However, in the development of AI retail, it is also necessary to pay attention to the protection of consumer privacy and data security, as well as to avoid excessive reliance on AI at the expense of personalized services. Therefore, while embracing AI retail, we need to constantly explore and innovate in order to achieve a better and harmonious retail ecosystem.

05 Emotional Consumption Has Evolved into a Powerful Driving Force for Consumption

With the rapid development of society, people's pace of life has accelerated, bringing along increased stress. In such a context, emotional consumption has emerged as a response and gradually evolved into a powerful driving force, influencing consumer behavior and the development trends of the market. This article will explore the concept of emotional consumption, its evolution process, influencing factors, and future prospects, aiming to stimulate readers' thinking and discussion.

1) The Concept and Evolution of Emotional Consumption: With the increasing demand for psychological well-being among consumers, emotional consumption has gradually evolved into a powerful driving force.

2) Factors Influencing Emotional Consumption: Firstly, changes in consumers' psychological needs are key factors influencing emotional consumption. Secondly, the prevalence of social media has provided a broad stage for emotional consumption. Thirdly, as consumers pursue personalization, emotional consumption has gradually become a trend.

3) Future Prospects of Emotional Consumption: As an emerging consumption pattern, emotional consumption holds promising prospects for future development. 未来可期

What signals did the founders of Three Squirrels convey by visiting distributors with their executives in quick succession?

A year's plan hinges on spring. From March 18 to 22, around the time of the vernal equinox, Zhang Liaoyuan, founder of Three Squirrels, led the Company's executives on a visit known as the "Marching Downward". The team visited distributors in the lower-tier markets at the border of Anhui, Jiangsu, Shandong, and Henan provinces, inspecting the sales dynamics, product categories, displays, and pricing. They listened to first-hand feedback and conducted a post-event analysis.

Market Visit Focus on Distribution Channels and Embrace Distributors

Suzhou, Linyi, and Tengzhou, located at the intersection of Anhui, Henan, Shandong, and Jiangsu provinces, have been historically known for their thriving small commodity trade, making them valuable indicators of distribution market trends.

In Suzhou, the team of Three Squirrels visited Fuliji Town in the main urban area, where a distributor who joined last July plans to double its sales this year. Subsequently, Zhang Liaoyuan emphasized the need to "support the growth of distributors" and mentioned the use of "new concepts".

In Tengzhou, the team conducted a preliminary analysis. After listening to the speeches of department heads



responsible for channels, products, and markets, Zhang Liaoyuan summarized, "Although many retail terminals seem to be struggling, we must not overlook the counties and prefecture-level cities. They are the foundation of retail in China, with countless small stores. Their current difficulties are temporary, so we must be well-prepared."

Zhang Liaoyuan conducted a profound

analysis of the relationship between products, markets, and channels, and came to the conclusion that: They need to be balanced but are not equally important. Comparatively, markets and channels are more important than products because the results are generated externally. It is necessary to understand what kind of products the markets and channels require, rather than blindly creating

products.

“Integrating product and sales” means organizing the entire organization around the market, weakening the power of management, and stimulating the potential and synergy of each individual.

The core of “high-end cost-effectiveness” lies in cost reduction. It refers to reducing the overall cost of the entire chain, from product materials and manufacturing to delivery to channels and users, by eliminating all wasteful and non-value-adding processes. The aim is to achieve cost leadership.

From this, it is evident that this market visit and research are aimed at understanding the “source”. Only by doing so can we fundamentally solve problems and streamline the entire chain.

Embracing Trends Transitioning from “Seasonal” to “Daily” Sales

Zhang Liaoyuan believes that there are tremendous opportunities in the lower-tier market.

“Determining channels is just the first step. To truly succeed, we need to maintain a continuous blood supply”, he said. The blood supply relies on products, and Nut Gift Boxes, as Three Squirrels’ flagship product, have gained recognition in offline markets. They form the foundation of efficient distribution for Three Squirrels. During last year’s Spring Festival, the distribution channels for Three Squirrels’ gift box products were sold out in advance, demonstrating the product’s appeal.

However, gift boxes are influenced by holiday seasons and experience significant fluctuations. Therefore, the Company needs to “launch a full-scale attack” on its products and continuously incubate daily best-selling items to promote star nut products and popular snacks. This will ensure a continuous flow through the established channels.

With the implementation of the “Douyin + N” omni-channel synergy system, Three Squirrels’ offline distribution efficiently matches products, capturing waves of traffic. According to the annual



report, in 2023, Three Squirrels gradually penetrated the regional distribution of daily sales products, covering over 100,000 high-quality and effective terminals, significantly increasing the proportion of daily sales.

Strategizing for the Big Picture Taking “High-end Cost- effectiveness” to the Fullest

What does Zhang Liaoyuan’s previous mention of the “new concept” really mean, and how should we understand “regionally focused distribution”?

Three Squirrels believes that the Chinese retail industry is undergoing a profound and comprehensive transformation in supply and demand, presenting an overall imbalance. The key feature is an imbalance between overall oversupply and diverse supply methods on one hand, and relative insufficiency in total demand on the other hand. In this wave of transformation, as a distinctive Chinese category, the snack industry is expected to undergo structural changes, reconnecting supply and demand and fostering a new era of category prosperity.

Based on this assessment, the Company

further defines the overall strategy of “high-end cost-effectiveness.” This strategy is market-oriented, consumer-centric, and innovation-driven. Through the integration and restructuring of the entire value chain and all elements, the Company aims to achieve “shorter value chains, more advanced tools, and more collaborative organizations”. By leading in all categories, channels, and overall value chain costs, the Company strives to deliver higher-quality products with differentiation and consumer-friendly prices. Simultaneously, it leverages the power of the Three Squirrels brand to provide consumers with a renewed sense of brand value.

Looking into the future, Three Squirrels envisions the mission of “popularizing nuts and good snacks”. The brand’s positioning is “the people’s snack, the people’s good price”, and it firmly adheres to the business model of being a “manufacturing-oriented retailer with proprietary brands”. The Company upholds the overarching strategy of “high-end cost-effectiveness” and maintains an operating approach of “all categories, all channels”. The overall goal is to “regain the 10-billion mark and become stronger within China”. 坚果零食

The ingredient formula and processing techniques of Bestore's "Nutty Whole Grain Zongzi" have undergone comprehensive iteration and upgrade.

This Dragon Boat Festival, Bestore seizes the trends of health, innovation, and freshness among consumers and upgrades the product in three major aspects: Ingredients, formula, and processing.


In terms of ingredients, premium raw materials with Chinese geographical indications are carefully selected, such as honey dates from Shanxi province, which are large and plump with a bright red color, small pits, fine texture, high sugar content, and a sweet taste. Elastic Yunnan ham, with a rich aroma, vibrant color, and melt-in-mouth fatty meat. Red sticky rice from the fertile black soil of Northeast China, with a high sprouting rate due to significant temperature differences between day and night, full and plump grains, and rich anthocyanins, providing liver nourishment, skin beautification, and moisturizing effects. First-grade dried bamboo shoots from Mount Tianmu in Hangzhou, tender and crispy.

In terms of the formula, the proportion of whole grains has been upgraded. The ratio of grains is adjusted based on the texture, appearance, nutrition, and taste of grains from five golden production areas. The filling ingredients have also been upgraded. Fresh pork leg meat and back fat are selected, with a golden ratio of lean to fat. Each 140 grams of zongzi contains 20 grams of lean meat and 7.5 grams of back fat, resulting in a rich but not greasy and lean but not dry taste.

In terms of craftsmanship, the 121° fresh steaming technique was employed, and the zongzi was meticulously wrapped by hand. The cooking process involved 27 steps of gradual heating and boiling to ensure consistency both inside and outside, resulting in an enhanced taste experience. The 8-hour slow-cooked bone broth zongzi broke free from traditional methods and was purely handmade. High-quality bones and three selected ingredients were simmered over low heat for



8 hours. The resulting broth was directly infused into the raw rice and then steamed at high temperature, resulting in a rich and flavorful broth that intensifies the taste and leaves a lingering aftertaste. The handmade zongzi production involves a meticulous process of 10 steps, including washing the leaves with clean water, drying the rice, slow-cooking the fillings, and layering them carefully. Each order is produced on-demand, rejecting the use of frozen zongzi.

Bestore's focus on health and nutrition has led to the creation of the innovative "Nutty Whole Grain Zongzi." According to reports, this upgraded zongzi includes Northeast red sticky rice, Shanxi millet, Hebei oats, Shandong cornmeal, and Hebei quinoa. Among them, Hebei quinoa has a higher protein content and a richer amino acid profile. On the foundation of these five whole grains, Northeastern red pine, Vietnamese cashews, and U.S. almonds have been added to the various fillings, resulting in a fragrant and crispy texture. This Nutty Whole Grain Zongzi contains over 3 grams of dietary fiber per 100 grams, providing a rich and satisfying mouthfeel and higher nutritional value. It has received unanimous praise from our on-site distributors and partners. 

Jiexun Optoelectronic: Pioneering a New Path in the Food Industry with Technological Innovation

Based on cloud-based Internet of Things and artificial intelligence, Jiexun has developed the third-generation sorting technology called Cloud-Quality Sorting (CQS). This is the first time in the industry that artificial intelligence has achieved a breakthrough from image recognition to understanding and judgment, advancing the deep integration of artificial intelligence sorting technology.

The CQS production line solution revolutionizes the traditional food processing industry, gradually transforming it into a visualized, intelligent, and digitized smart food processing factory. By utilizing new quality productivity, it promotes the high-quality development of the food industry.

The Food Sorting Industry Sparks the Wave of Intelligent Factories

Empowering the Production End to Create New Quality Productivity

Based on cloud-based Internet of Things and artificial intelligence, Jiexun Optoelectronic has successively launched a variety of CQS products, including rice, tea, and miscellaneous grains. Built on the PLOV2.0 platform technology, these products achieve adaptive computation, learning, decision-making, and control for CQS machines. They introduce the groundbreaking Eagle Eye recognition technology and MPF multi-pixel fusion technology, enabling precise identification of common impurities such as small diseased spots, light freshwater yellow, and micro-water yellow that ordinary color sorting machines cannot recognize. This marks the dawn of a new era in quality sorting technology.

Thanks to its leading AI sorting technology and long-term involvement

in the sorting industry, Jiexun Optoelectronic has gained numerous high-quality partners. The Company has established collaborations with renowned brands such as Yihai Kerry, COFCO, Sinograin, Luhua, Qiaqia, SanPangDan, Fudelong, Xueji, as well as prominent names in the fields of Vietnamese cashews, Indonesian coffee beans, and Japanese dehydrated vegetables. Jiexun continues to contribute its intelligent solutions to food safety.


Leading Design Concepts and Technologies in the Sorting Industry

Why is Jiexun Optoelectronic highly favored by listed companies?

How to solve the problem of mold in peanuts and melon seeds... Jiexun, through continuous in-depth technological research and development, provides differentiated technical support for various sorting challenges. By achieving technological breakthroughs, it promotes the technological upgrading and advancement of the entire intelligent sorting industry, while also achieving the goals of energy saving, consumption reduction, and full utilization of resources.

Jiexun believes that it is not only necessary to achieve energy saving and consumption reduction in the production process, but also to produce environmentally friendly and energy-saving products for customers, continuously extending the development of the green industry.

With the implementation of Jiexun's cloud-based intelligent processing line solutions, not only are the safety and hygiene requirements of the food industry met, but productivity is also greatly liberated, and product quality is improved to a greater extent. Jiexun's cloud-based control solution truly realizes the creation of an unmanned factory through the coordinated control of sorting machines and production line equipment. From standardized control of product quality to intelligent regulation of production processes, as well as data inspection and production management in multiple dimensions, the level of intelligence in food processing enterprises is comprehensively enhanced.

The factory of the future is just within reach. We believe that in the near future, cloud-based control and intelligent factory solutions represented by Jiexun Optoelectronic will empower more food processing enterprises to achieve "unmanned factories of the future", bringing infinite possibilities to the food industry. 



GLOBAL PISTACHIO PRODUCTION REACHES RECORD HIGH, CHINA'S IMPORTS ARE EXPECTED TO DOUBLE



The recently released report “Global Pistachio Market and Trade Situation” reveals that due to Iran’s increased production, surpassing Turkey’s reduction, global pistachio production is projected to increase by nearly 40% in the 2023/24 season (September 2023 to August 2024), reaching a record-breaking 1.1 million tons. With the increased production in major exporting countries, global exports are expected to grow by over 30% year-on-year, reaching 561,000 tons. Consumption is forecasted to continue rising to a record-breaking 976,000 tons.

After experiencing a decline in production due to frost and reduced rainfall in previous years, it is anticipated that improved growing conditions this season will lead to a 42% recovery in Iran’s pistachio production, reaching 150,000 tons. With the increase in supply, Iran’s exports are projected to rebound by 65% to reach 115,000 tons, with the primary

export markets being China, the EU and Turkey.

The U.S. is experiencing a bumper crop year in the pistachio production cycle, with an increase in orchard acreage. The production is expected to skyrocket by 69% to a record-breaking 677,000 tons. This forecast is based on the reports from processors and the planting area survey data from the Pistachio Management Board. Benefiting from increased exports to major markets such as the EU and China, U.S. exports are projected to grow by 32% to reach a record-breaking 390,000 tons. Despite record-breaking domestic consumption and a decrease in production in the previous season, the inventory has also decreased. It is expected that the end-of-season inventory will nearly double, reaching 150,000 tons. If realized, this would be the second-highest inventory level since the 2021/22 season.

Turkey’s production is forecasted to decline by 20% to reach 160,000 tons, mainly due to being in a smaller crop year of the production cycle, resulting in lower yields. Although significant fluctuations in production are normal, the projected production will still benefit from improved growing conditions and increased acreage. Since Turkey’s pistachios are primarily consumed domestically, the impact of the production decline on trade is limited.

China’s volume is expected to more than double, reaching 160,000 tons, mainly from imports of competitive products from the U.S. and Iran. Shanghai and Beijing are the main markets for U.S. pistachios, while smaller cities prefer to import more competitively priced products from Iran.

Spain and Italy are experiencing a bumper crop year in pistachio production, with a slight increase in yield. It is projected that pistachio production in the EU will grow by 20% to reach 31,000 tons. EU imports are expected to increase by 7% to reach 120,000 tons, with the majority coming from the U.S. 中国

Estimation of South African Macadamia Production in 2024



According to data compiled by the South African Macadamia Growers' Association (SAMAC), the shelled macadamia production in 2023 reached 78,091 tons (kernel moisture content 1.5%), showing a significant increase of 13.44% compared to the 68,840 tons produced in 2022.

Currently, South African macadamias have entered the mature stage, and forecasting the 2024 production during this critical period is undoubtedly challenging. However, based on the current data, SAMAC predicts a continued growth trend in this season's production, with an estimated output of approximately 90,135 tons.

Despite the expected growth in production, the industry anticipates a reduction in carryover stocks of South African macadamias starting from 2023.

In 2023, South African macadamia industry may have experienced one of the most challenging seasons since the

previous price adjustment over a decade ago. However, this situation may not be limited to South Africa alone, as all developing countries are facing similar, or even worse, outcomes.

As a major “player” in the global macadamia industry, South Africa sees this difficult season, which has been influenced by factors such as pests, weather, and economic conditions, as an opportunity for learning.

Contrary to this “crisis”, they may have witnessed the market's high demand for product quality and the macadamia nut market itself. In addition to its competitive pricing, macadamias offer unique attributes such as nutritional value and numerous untapped markets (product diversification), making the industry more focused on long-term development. Fortunately, the quality of South African macadamias for this year is excellent. The new macadamia season in 2024 is expected to arrive domestically in May. Let's look forward to it together! 🇷🇷



Brazil has issued the quarantine requirements for peanuts imported for consumption or processing

On February 22, 2024, the Brazilian Ministry of Agriculture and Livestock issued Bulletin No. 658 through the official gazette, outlining the phytosanitary requirements for importing peanuts for food or processing purposes. The main content includes:

- (1) Imported peanuts must be accompanied by a phytosanitary certificate issued by the authorities of the exporting country. This certificate certifies that the peanuts have undergone official inspection in the exporting country and are free from moth pests. The certificate should also indicate the quarantine treatment methods before export, including information on the treatment agents, time, temperature, etc.
- (2) The goods should not contain any soil.
- (3) Upon arrival at the entry port, the goods shall undergo official phytosanitary inspection and laboratory analysis.
- (4) The wooden packaging of the goods must comply with the provisions of NIMF15. This bulletin will take effect on March 1, 2024.

Togo: Cashew Harvest Season Yields Over 38,000 Tons of Abundant Crops

On March 14, 2024, the cashew industry in Togo continued to achieve excellent results, with a harvest of 38,880 tons of cashew during this season, exceeding the predicted 35,000 tons.

Compared to the past five years, this represents a 70% increase. However, only 21.28% of the cashew are processed locally, which results in relatively low incomes for domestic producers.

There are over 30,000 participants in the cashew production industry in Togo, with 25% being women. By 2028, an increase in the number of participants is anticipated in this industry.

Russia has announced that it will implement a 25% tariff on exports of shell pine nuts this year



Recently, Russian authorities have disclosed plans to introduce tariffs on exports of shell pine nuts, effective from August 1, 2024.

According to the Russian Ministry of Economic Development, the export tariff for shell pine nuts will be increased to 25% on August 1, 2024, with a minimum export price of 80 euros per ton. Additionally, from August 1, 2025, the tariff for shell pine nuts exported within one year will be hiked to 50%, with a minimum export price of 160 euros per ton. This measure is purportedly designed to encourage domestic processing of pine nuts in Russia.

Pine nuts produced in China mainly come from the jungles of the three northeastern provinces and the Inner Mongolia Autonomous Region, with a cone yield of 55,000 tons in 2021. Imported pine nuts on the market are mainly cedar pine nuts from Russia and Mongolia, as well as gray pine nuts from Afghanistan and Pakistan.

Russia is the world's leading consumer and supplier of pine nuts, and China is Russia's largest export destination for pine nuts. About 80% of the pine nuts exported from Siberia are shipped to China.

According to data from the General Administration of Customs, in 2022, China imported 17,858.9 tons of shelled pine nuts and 3,864.5 tons of pine nut kernels from Russia, totaling 21,723.4 tons. However, in 2023, the total import volume was only 7,950.6 tons, due to a significant decline in the import of pine nut kernels. Compared with the 2022 data, the import volume of shelled pine nuts remained almost the same as the previous year, while the import of pine nut kernels was only 3,225.4 tons, accounting for only 18% of the previous year's level.

Lack of snow threatens hazelnut growth in Turkey

Due to the continuous lack of snow in Turkey's Black Sea region, the temperature is higher than the historical average, which seriously threatens the growth of Turkey's hazelnuts.

Affected by climate change, hazelnut production in Turkey suffered from nutrient deficiency last year, resulting in a significant reduction of 20-25% in output. Although the expected production is 750,000 tons, the actual production is only 500,000 to 550,000 tons. If drought persists throughout the entire growing season and snow falls too late, hazelnut trees may also face the risk of frost.

At present, the market price of hazelnuts in Turkey is approximately 110 Turkish lira/kg (equivalent to about 3.6 US dollars/kg or 25.6 RMB/kg), with the price of high-quality hazelnuts reaching up to 120 Turkish lira/kg. Despite the growth challenges, Turkey successfully exported 283,518 tons of hazelnuts to 121 countries and regions in 2023, totaling 1.864 billion US dollars.

According to the information provided by the Black Sea Hazelnut and Product Exporters Association, Germany is projected to become the top importer of hazelnuts from Turkey in 2023, surpassing Italy and France. Since 2020, Turkey has exported more than 76,000 tons of hazelnuts to Germany, 46,000 tons to Italy, and 21,000 tons to France.

It is worth noting that China has become one of the fastest-growing markets for hazelnut exports from Turkey in recent years. After European countries, China ranks ninth. In 2023, Turkey exported 8950 tons of hazelnuts to China, with an export value of 66.1 million US dollars.



The area of California pistachios is expected to continue increasing, with forecasts indicating it will reach 943,000 tons by 2031

According to the yield report from the American Pistachio Growers Association, California's pistachio planting area is anticipated to expand at a rate of 5%, reaching an estimated 811,000 acres by 2031. By then, the expected yield is approximately 2.08 billion pounds, equivalent to 943,000 tons.

California accounts for 99% of the total pistachio production in the United States, while the remaining 1% comes from Arizona, New Mexico, and Texas. This season, the United States has surpassed the production of 1.48 billion pounds (671,316 tons) of pistachios, boasting exceptional quality and size. Projections indicate that production may surpass 1.5 billion pounds (680,388 tons), exceeding the previous forecast of 1.3 billion pounds (589,670 tons). It is anticipated that in the next nine years, California's annual new planting area and overall annual production will both increase. As new orchards enter their fruiting stage, the pistachio-bearing area is anticipated to expand at a rate of 5.1% per year.

Côte d'Ivoire: Cashew processors have expressed to the government the need to renew supply and support agreements or face risks of bankruptcy

Recently, cashew processors in Côte d'Ivoire have informed the government that they need to renew their supply and support agreements; otherwise, they will face the risk of bankruptcy.

Côte d'Ivoire is the world's largest producer of cocoa and one of the main producers of cashews, but only a small portion of cashews are processed locally. Asian businessmen receive substantial subsidies from their host countries, giving them a competitive advantage in procurement over local companies in Côte d'Ivoire.

The Côte d'Ivoire Cashew Processing Industry Group (GTIC) represents five cashew processing companies with an annual processing capacity of 41,000 tons and a total investment of 15 billion CFA francs. The group has repeatedly called for government support, with the most recent request made at the end of December 2023.

A DRIED FRUIT IS VERY SWEET, YET IT IS BLOOD SUGAR-FRIENDLY AND RICH IN NUTRIENTS!

Many people crave something sweet during the day, and baking also requires sweet ingredients. How can we balance sweetness, nutrition, and health? I'd like to introduce you to a type of dried fruit – raisins.

Raisins are sweet, yet friendly to blood sugar levels and rich in nutrients!

Many people think raisins are unhealthy because they are too sweet. It's true that raisins contain a high sugar content, but their glycemic index is not as high as people imagine.

1 They belong to the category of low to medium GI foods, and do not raise blood sugar quickly.

Although raisins taste sweet, their glycemic index is not high. According to test literature on the GI value of raisins, the glycemic index ranges from 49 to 69, and the insulin index ranges from 47 to 54, both of which fall into the low to medium-low levels.

This means that people with diabetes or insulin resistance can enjoy a small amount of raisins under the premise of stable blood sugar levels and without increasing total carbohydrate intake.

2 Beneficial for pre-hypertension

A study announced at the 61st Annual Scientific Session of the American Heart Association found that eating a handful of raisins every day helps reduce blood pressure for people with pre-



hypertension (slightly elevated blood pressure).

The researchers studied pre-hypertensive patients (blood pressure ranging from 130/80 to 139/89 mmHg): participants consumed a handful of raisins (about 60 pieces) three times a day for 12 weeks, and their blood pressure significantly decreased. Compared to other snacks like cookies, chocolate, and fries, eating raisins reduced systolic blood pressure by 6 to 10.2 mmHg and diastolic blood pressure by 2.4 to 5.2 mmHg.

The researchers said that the specific mechanism of how raisins lower blood pressure is not fully understood, but it is likely related to their high content of potassium, dietary fiber, and antioxidants.

Additionally, it's worth noting that this method is not suitable for people with chronically high or unstable blood pressure, or those with diabetes accompanied by hypertension.

3 Rich in potassium,

polyphenols, and dietary fiber

Raisins contain a considerable amount of potassium, with over 700 mg per 100 grams. The recommended daily intake of potassium for an adult is 2000 mg, so eating a small handful of 25 grams of raisins can provide over 180 mg of potassium. As a snack consumed in small amounts, this is already quite excellent.


Grapes are rich in poly-phenols, and while some are lost during the drying process, most are retained. Additionally, raisins contain grape seeds and grape skins that we usually don't consume, and these contain even more polyphenolic antioxidants than the flesh.

Raisins are also a good source of dietary fiber. 100 grams of raisins contain 3.3 to 4.5 grams of dietary fiber, which is 6 to 9 times more than refined white rice.

4 Raisins are sweet, but harmless to oral health

Do raisins, which contains a lot of sugar, damage teeth like other sweet foods?

Dental research has found that under the premise of regular brushing and rinsing, eating a handful of raisins every day does not damage teeth as much as eating sweet foods.

Raisins contain very little sucrose, and fructose and glucose adhere to the surface of teeth for a short time. The antioxidants in them also have a slight antibacterial effect, so the pH value of the tooth surface does not drop significantly after eating raisins, and it does not reach the level that can damage tooth enamel. 

What are the benefits of eating black sesame seeds?



1. Preventing atherosclerosis

The protein in black sesame is a complete protein, easy for the human body to absorb; it contains various fatty acids, especially unsaturated fatty acids, which help regulate cholesterol, reduce blood clots and platelet aggregation, thereby preventing atherosclerosis.

Moreover, the sesamin in black sesame is a powerful antioxidant that can inhibit lipid peroxidation, reduce damage from free radicals to cells, and thus protect the cardiovascular system.

2. Prevent gallstones, antioxidant

The lecithin in black sesame seeds helps prevent the formation of gallstones; Vitamin K has antioxidant properties, helps slow down cell aging, and maintains skin elasticity.

3. Protect the liver and kidneys

Sesame is helpful in reducing alcohol-induced liver damage, improving liver function, and protecting the liver; at the same time, it also helps improve kidney function and protect the kidneys. Topical sesame oil has the effects of clearing heat, detoxifying, reducing inflammation, and relieving pain.

4. Preventing Anemia

Black sesame seeds contain rich iron, which is an important element for producing hemoglobin and red blood cells.

Hemoglobin is a protein in red blood cells responsible for carrying oxygen to various parts of the body. When there is insufficient iron in the body, it can lead to a decrease in hemoglobin production, resulting in anemia.

Therefore, consuming an appropriate amount of black sesame can help supplement iron and prevent anemia. 芝麻



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Nut antioxidant

Antioxidation of nuts Only Nanko

The nut antioxidant contains a variety of plant antioxidant components, its features include scientific combination, synergistic effect, strong antioxidant effect, stable structure, and high temperature resistance. It can effectively inhibit the oxidation of oil and fat in nuts and the deterioration of taste. It has the effect of improving the quality of nuts and extending the shelf life of nuts. The correct use of nut antioxidant can not only prolong the shelf life of nuts, bring good economic benefits to producers, but also bring better food safety to consumers.



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)



KOUSHUIWA

Happy Snack!



Hotline:
4000-817-517

SUZHOU KOUSHUIWA FOOD CO. LTD



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

Customer Service

<http://bailian.com.cn>

4008898903

Email: office@bailian.com.cn

Phone number: 0591-83315111 83315198

Chen Lin Foods

Focus on Roasted seeds and nuts for twenty years



Pecan Flavored seeds (5kg)



Caramel flavored seeds (5kg)



Beater seeds (5kg)



Xinjiang thin-shell Walnut (2.5kg)



Boiled Seeds (5kg)



Vanilla flavored seeds (5kg)



Xinjiang thin-shell Walnut
(2.5kg Weighing in bulk)



Pumpkin seeds (5kg)



The first grade Apricot Almond (5kg)

**Professional supplier: wholesalers, e-commerce,
sub-packaging manufacturers**
Looking forward to your joining!

Investment Hotline : 0575-87691788 18358557636 18758517771 13905858276

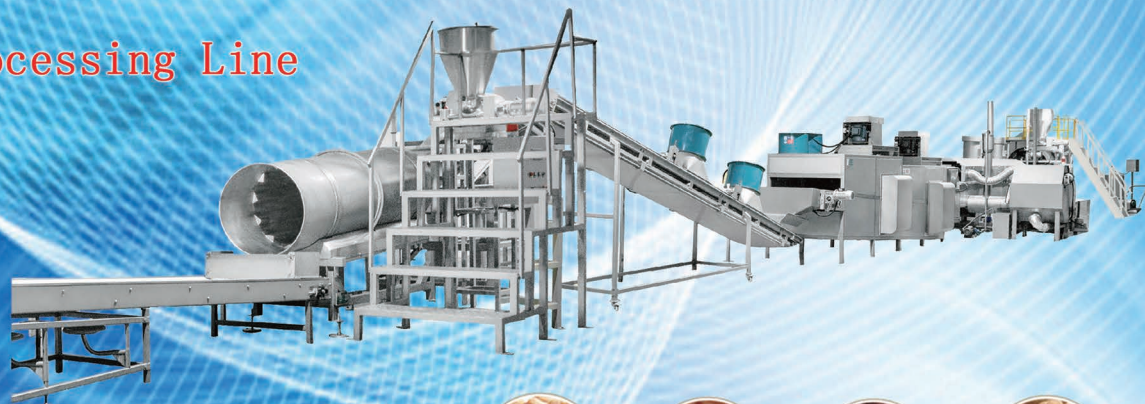
Website : <http://www.chenlinfood.com>



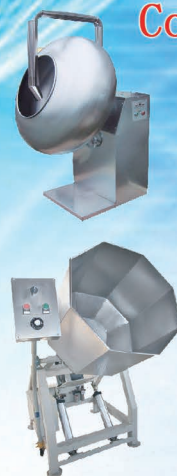


Yantai Maoyuan Food Machinery Manufacturing Co., Ltd. established in 1995, is a professional food machinery manufacturer, we are specialized in the machinery of peanut, other nuts, roasted seed.

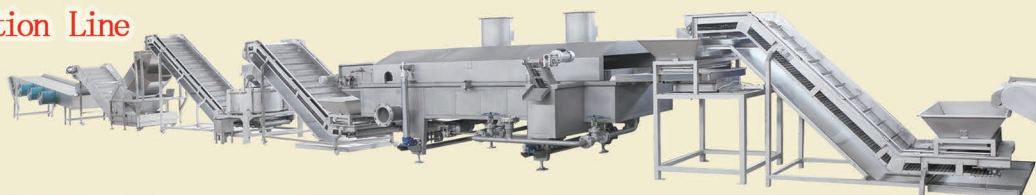
Coated Nut Processing Line



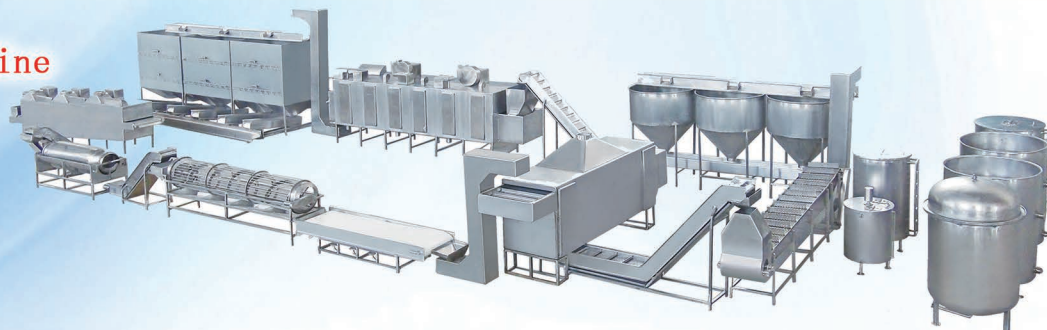
Coated Nuts Roasting Line



Net Belt Continuous Frying Production Line



Nut Roasting Production Line



Yantai Maoyuan Food Machinery Manufacturing Co., Ltd.

Tel: 0086-535-6117136 Web: www.peanutmachinery.com E-mail: mypsjx@163.com



NINGJINXIAN TIANHUA MESH BELT MACHINERY CO., LTD



Natural wind multi-layer air drying assembly line



Hot air multilayer drying line



Multilayer natural cooler



Multi layer fan cooler



Chain plate multilayer dryer



Flavor machine



Drawer chain conveyor

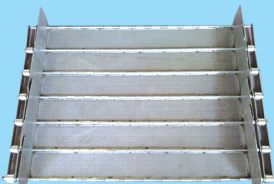


White PVC with skirt elevator

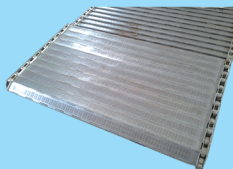


Stainless steel three-layer chain plate air drying cooling line

ACCESSORIES AREA



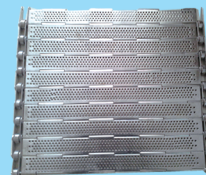
Dryer chain plate



Chain plate
(HOLE 0.9x20)



Sprocket wheel



Chain plate
(HOLE 3mm)



Chain plate
(HOLE 8mm)



Chain

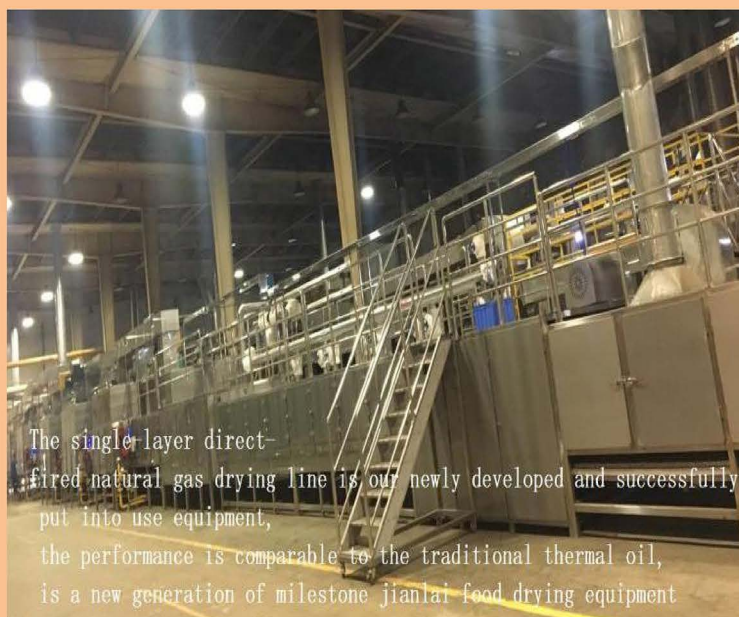
ADD: Daqi Industry Zone, Changjiang Road West, Ningjin,
Shandong, China
Hunting Line: +86-534-5533388 Fax: +86-534-5533777
China Free Service And Sales Line: 400-6703677
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build an international brand

Consumer satisfaction unit of Shandong Province
Executive director unit of Dezhou Private Enterprise Association



The company web site: www.hfkesai.com www.kesaijixie.cn

The phone: 13956003685 Telephone and fax: 0551-63523130 68891687

COMPANY: HEFEI THE PROSPEROUS NUTS MACHINERY MANUFACTURING CO.,LTD

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



安徽省恒康机械制造有限公司

ANHUI HENGKANG MACHINERY MANUFACTURE CO.,LTD

中国食品工业协会坚果炒货专业委员会常务理事单位

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

DXDM型系列折边袋制袋包装机

DXDM TYPE AUTOMATIC VERTICAL PACKING MACHINE



HKC型系列半自动称量机组

HKC-II SEMI-AUTOMATIC WEIGHING MACHINE



HKD-II型水平给袋式自动包装机

HKD-II TYPE AUTOMATIC HORIZONTAL PACKING MACHINE



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