

# CHINA NUTS AND DRIED FRUITS INDUSTRY

PHASE V 2024 TOTAL 107 ISSUE

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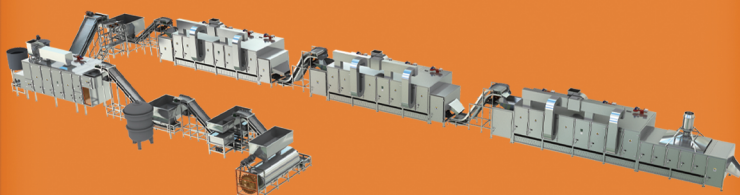


Yellow Scarfskin

## Where Lies the Next Phase of Growth for Snack Brands?



### NUTS, KERNELS & PEANUTS INTELLIGENT PRODUCTION LINE



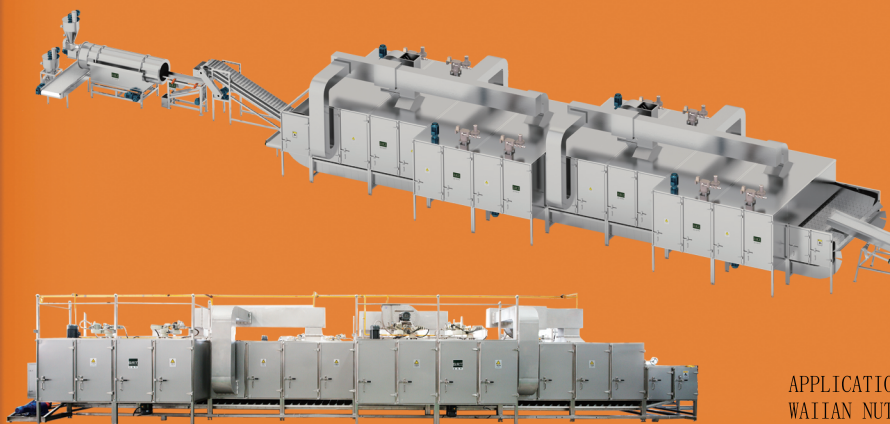
APPLICATION: DRYING OF WALNUT, ALMOND, MAGNOLIA, PECAN, PISTACHIO, HAZELNUT, KERNELS, SUNFLOWER SEED, WATERMELON SEED, PEANUT, PUMPKIN SEED AND OTHER NUTS, FOOD, GRAIN, OIL, POTATO CHIPS ETC.

### 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.

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每日一坚果  
Daily Nuts

掌握关键保鲜技术

1日装  
净含量26克

每一袋含4种坚果+3种果干



# CHINA NUTS AND DRIED FRUITS INDUSTRY

PHASE V 2024 TOTAL 107 ISSUE  
www.csnc.cn

The World's First, Multi Classify & Sort, Three Layer Belt-type



## Where Lies the Next Phase of Growth for Snack Brands?

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

**Sponsored by:** Beijing Zhongjian Heguo Information Technology Service Co., Ltd.

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A HANDFUL OF NUTS AND ROASTED SEEDS  
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# BRANDS

Thank you to the following CO organizers





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AUG 2024



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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](http://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.

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

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

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# Where Lies the Next Phase of Growth for Snack Brands?

## I. The Prosperous Start of the Snack Industry

In the first quarter, snack companies ushered in a "good start" with widespread growth in revenue and profits. Brands that have made early layouts in diversified channels, such as Yanjin Snacks, Gan Yuan, and Jinzi, continued to maintain high growth. Meanwhile, companies that primarily targets high-end markets in the e-commerce era have also undergone transformations.

With the influx of leading brands, the transformation of the snack industry has deepened further.

## II. Offline Bulk Stores or Douyin and Kuaishou E-commerce

Since last year, there has been a clear trend of consumption downgrading in the snack industry, with an increasing number of "white-label" products gaining popularity among consumers. As the dividends of traditional supermarkets weaken, the consensus of Omni-Channel layout has emerged in the snack industry. Due to the inherent sensitivity of snacks to changes in traffic flow, channel factors have a higher impact on the industry than the brand itself. Therefore, different enterprises have represented different stages of industry development, such as:

Representative companies in the mall era include Dali, Panpan, Want Want, etc.

The e-commerce era saw the emergence of brands like Three Squirrels, Bestore, and Baicaowei.

The era of diversified channels is led by brands like Yanjin Puzi, Gan Yuan, and Jinzi.



Currently, the transformation of the snack industry is mainly concentrated in two directions: snack bulk stores and e-commerce platforms like Douyin and Kuaishou. The bulk channel market has initially taken shape, and the growth dividend of the channel still exists. While Douyin and Kuaishou e-commerce is still in the stage of trading volume for price, manufacturers' attitudes towards live streaming e-commerce are diverse.

## III. Bulk Channels Begin to Favor Shoulder and Mid-tier Brands

In the early stages of the development of snack bulk channels, brand stores rapidly expanded under the impetus of capital, and regional leaders emerged. With the intensification of price wars and internal competition within regions, the channel has entered a consolidation phase.

As regional competition transforms into national competition, the northern market, which has more blank areas, will be covered. At the same time, competition has shifted from small store models that focus on price wars to large store models that enhance consumer experience. From the perspective

of SKU, bulk stores need to use leading brands to attract customers, while shoulder and mid-tier brands and white-label products increase profits. With the increase in the number of SKUs in large store models, shoulder and mid-tier products will benefit more, accounting for up to 40%.

## IV. Douyin Channels Start to Favor White-label Products

Among numerous online channels, although Taobao still has the largest number of monthly active users, traditional e-commerce has natural disadvantages compared to content-based e-commerce in terms of precise push and strong interactivity.

Therefore, considering the combined monthly active user scale and usage duration, Douyin is the strongest online channel for snack categories.

As the overall traffic of the platform gradually reaches its upper limit, Douyin is facing the issue of allocating traffic between commercial and video creation businesses.

Overall, the development of diversified channels in the snack industry has entered a new stage.

In the previous stage, bulk stores and Douyin stood out among many channels, becoming the most important offline and online incremental channels for snacks. With the determination of the bulk market landscape, the new incremental trend favoring shoulder and mid-tier brands has become an important trend in the industry, while Douyin's new strategy will bring new opportunities to white-label products with its traffic tilt. 



# Retail Industry Should Not Overly Pursue Low Prices

This article is sourced from "Third Eye View on Retail."

In the traditional retail system, due to excessive circulation links, low efficiency, and high markup rates, retail enterprises have attempted to reduce circulation links to pursue the advantage of low prices, which is somewhat reasonable. However, with the intensification of market competition, some enterprises lacking competitiveness and unable to adapt to market changes, whether brand owners, distributors, or retailers, are facing the fate of elimination.

However, the current pursuit of low prices by retail enterprises has gradually become extreme. Many products on the market are sold at prices below the factory price, with discounted specifications and quality, and enterprises operate normally but make little profit. There are even "bottom price agreements" that violates the principles of fair trade. Although this seems to be a shuffle in the industry's transition period and temporary market chaos, it is not the case. Such low-price strategies cannot support the sustainable operation of enterprises, nor can they promote the healthy development of the industry.

Experts have pointed out that this excessive pursuit of low prices is not a manifestation of fair competition, but a product of the erroneous concept of "only low prices matter." This concept not only affects the profitability and innovation ability of enterprises, but also poses a threat to the healthy development of the entire industry.

First, in a healthy market, the selling price of a product should be commensurate with its value, rather than simply emphasizing price. This is the driving force for enterprises to invest in product development and the foundation for the continuous emergence of "good products."




However, currently, many brands face the problem of chaotic pricing, and it is not uncommon for product prices to be lower than the wholesale price or even the factory price.

Second, excessive pursuit of low prices will compress the profit margin of enterprises, thereby affecting their innovation capabilities and transformation momentum. Without reasonable profits as support, enterprises will find it difficult to make continuous investments in product research and development, quality improvement, and service optimization. Over time, enterprises will fall into a vicious cycle of low-price competition and fail to achieve sustainable development.

Finally, the ultimate goal of retail enterprises pursuing low prices is to better meet consumer demand, rather than setting lower prices as the ultimate goal. While price is an important factor,

consumers also value better service experiences, better product quality, and richer product functions. Currently, many low-priced products are also of low quality. Some are white-label products, while many brands choose to actively reduce product quality to lower costs and gain price advantages. This includes reducing the quantity and adjusting raw materials.

For retail enterprises at this stage, they should abandon the erroneous concept of overly pursuing low prices and focus on improving product quality and service levels to win the trust and loyalty of consumers. At the same time, the government and relevant institutions should also strengthen supervision to maintain market order and a fair competitive environment, promoting the healthy development of the retail industry. 



## Introducing the new product of Zhongchuang Weilai - Sprouted Nuts



### BRIEF RECAP

#### BUSINESS OBJECTIVE

- With the opportunity of new product listing, pass the concept of R & D sharing, strive to let more enterprises enjoy the convenience of efficient R & D, and work together to create a flavor nut and dried fruit culture that the whole industry can participate in

#### COMMUNICATION OBJECTIVE

- Deliver the core selling points of health, nutrition and delicious sprouted nuts, and shape new product awareness and reputation



-Heavyweight New Product-

**发芽坚果**  
SPROUTED NUT



# INDUSTRY CHAIN **PRODUCT**



## What exactly is a [Sprouted Nut]?

- Specific temperature, specific water, the whole process of germination monitoring

Precisely achieving the specific germination effect where the embryo has not yet fully broken through the seed coat



**PHASE1**


**Improve Nutritional Value**

The germination process activates enzymatic activity, breaking down complex molecules in food to make them more easily absorbed by the human body.

The seven essential nutrients for the human body: starch, protein, fat...

During the germination process of nuts, enzymes such as amylase, protease, and lipase are released to break down nutrients into smaller, easily absorbable units, promoting better absorption of the nutritional components by the human body.

# INDUSTRY CHAIN **PRODUCT**



**PHASE 2**



### Improve Nutrient Utilization

During the germination process, the release of anti-nutritional factors is reduced, improving the bioavailability of nutrients in nuts.

"phytic acid"      protease inhibitor

Enzyme inhibitors

For example, "phytic acid" binds with minerals to form salts that are difficult to absorb, affecting the absorption of minerals such as iron, magnesium, and zinc.

**PHASE 3**

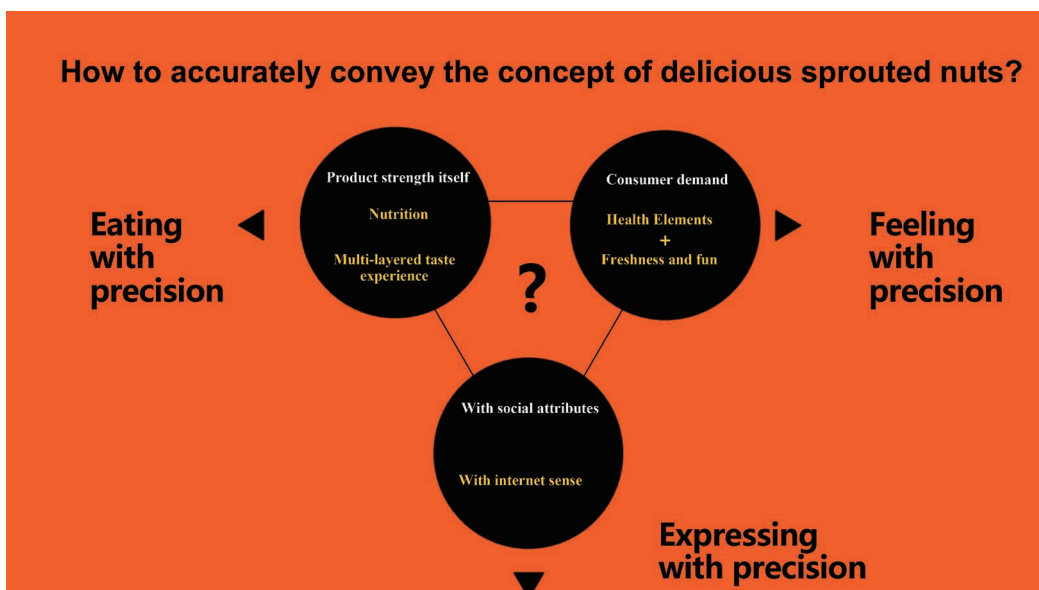
### More Absorbable Nutrients

The release of soluble fiber during germination promotes intestinal health and enhances the absorption and utilization of nutrients in nuts.

The gel-like "pectin" binds to cholesterol, reducing its absorption and reabsorption, thereby lowering cholesterol levels in the blood.

"Galactooligosaccharides" are an excellent nutrient source for probiotics, which can be utilized by probiotics to promote their proliferation and growth in the intestine, maintaining intestinal health.

The poorly absorbable "xylan" absorbs water and expands, helping to promote the smooth passage of food through the intestine by increasing stool volume, lubricating the intestine, and promoting intestinal peristalsis, thus maintaining intestinal health.





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# 2024

## New Product Launch

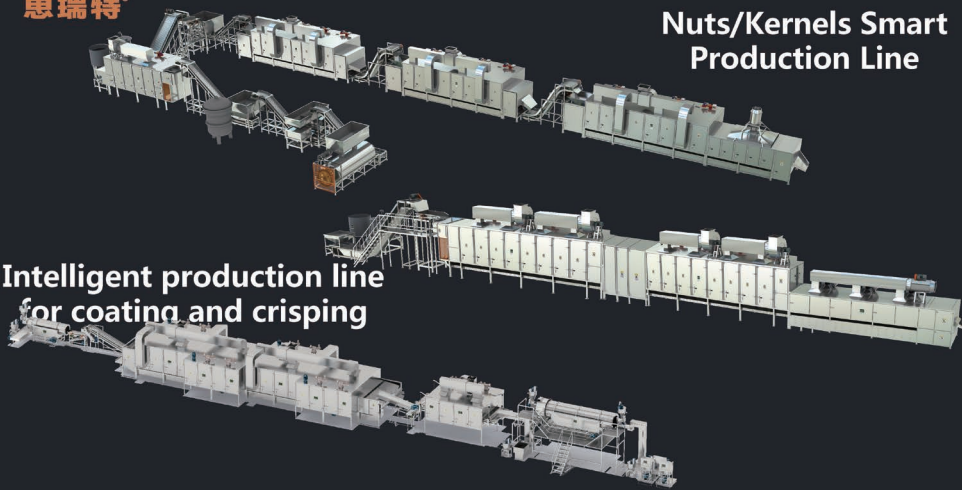
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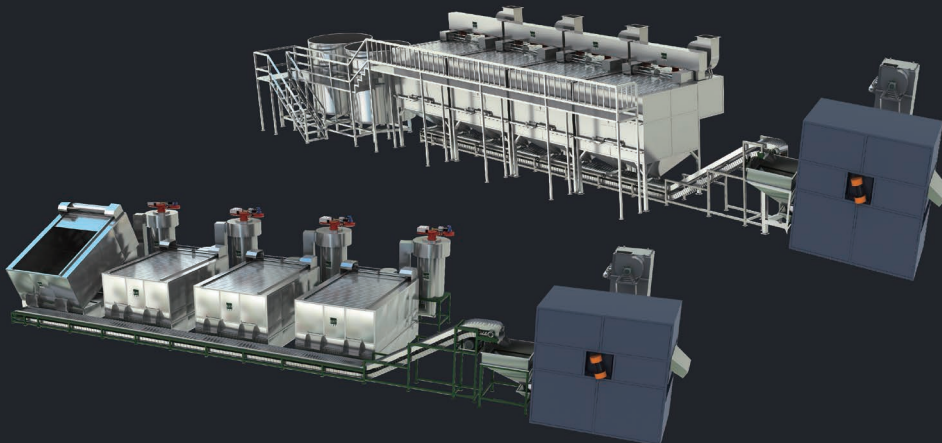
Nuts/Kernels Smart  
Production Line

Intelligent production line  
for coating and crisping



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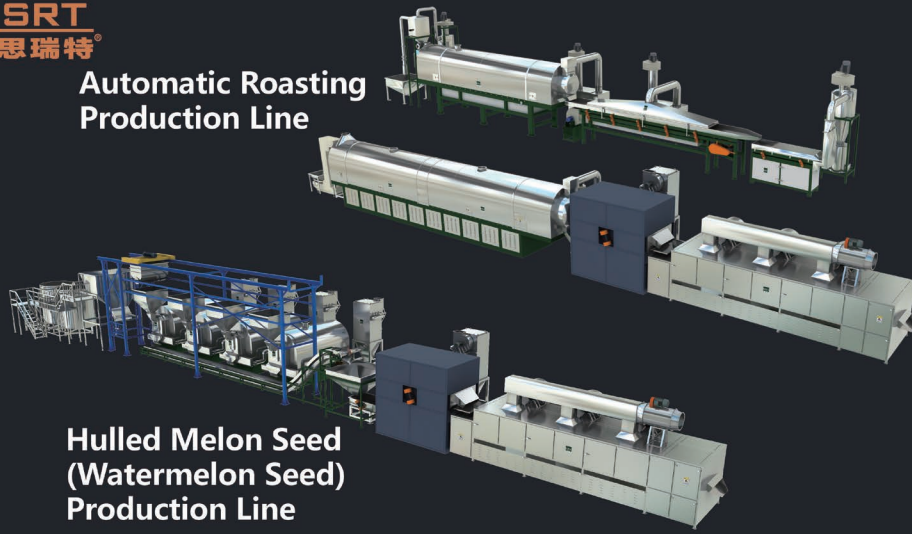
Baking Pool Production Line





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**Automatic Roasting  
Production Line**



**SRT**  
思瑞特®

**Automatic Production Line of Peanut and Nut**



**SRT**  
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01

**直燃式自动  
炒锅**

**Direct-fired  
automatic  
roaster**

02

**间歇式热风循  
环烘干机**  
**Intermittent  
hot air  
circulation  
dryer**

03

**煮锅  
Boiler**

04

**朗瑞智能控  
制系统**  
**Langrui  
intelligent  
control  
system**

**SRT**  
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PART

1

## 直燃式自动炒锅 Direct-fired automatic roaster



**SRT**  
思瑞特®

## Direct-fired automatic roaster

Continuous Upgrading and Improvement of Direct-Fired Automatic Roaster in 2023

Adopting a new heating method combined with Langrui Intelligence makes stir-frying simpler and more stable.

New  
Upgrade

1. Constant temperature stir-frying, during which the stir-frying is performed at an optimal and constant temperature, with temperature fluctuations not exceeding 1° C. The feeding quantity can be adjusted freely without the need to adjust other parameters.
2. Menu-based stir-frying, completed with a single button press
3. When stir-frying large particles or products with higher water content, energy savings of 10-15% and a 50% increase in output compared to the same period are achieved.
4. Compared to similar products, it has a better crispiness and aroma.

**SRT**  
思瑞特®

PART

2

## 间歇式热风循环烘干机 Intermittent hot air circulation dryer



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**间歇式热风循环烘干机**  
Intermittent hot air circulation dryer

**New Upgrade**

- Split-screen remote operation with dual temperature display
- New air distribution system to improve the uniformity of drying materials
- Menu-based drying with automatic adjustment of drying zone temperature, automatic adjustment of moisture exhaust, automatic material discharge, and intelligent control. More energy-efficient.

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**PART 3**

**煮锅**  
Cooker



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## 煮锅 Cooker



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## 煮锅 Cooker

**New  
Upgrade**

1. Covered cooking pot with pneumatic lid opening. The pot lid has excellent sealing performance, and the pneumatic 90° opening saves operational space.
2. A steam overflow device is added to concentrate steam emissions, effectively reducing steam emissions in the workshop.
3. Liquid jacket heating is used, which doubles the heating area compared to heating directly on the pot wall. This results in faster boiling time, effectively shortening the cooking duration. The pneumatic material stirring device ensures even cooking of the materials, making it more energy-efficient and thermally efficient.
4. Precise control allows for automatic switching between high and low heat once the set temperature is reached, reducing energy consumption by 20-30% compared to traditional methods. This also eliminates the possibility of human error in manual switching.
5. Automatic liquid water replenishment and remote automatic control make operation simpler and more convenient.





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## 2024

### 2024 Special Sharing on Deoxidizer for Nuts and Dried Fruits

Provider of Innovative Food Preservation Technology System Solutions

Dongguan Xinrong Tianli Technology Industry Co., Ltd



国家高新技术企业 专注保鲜25年

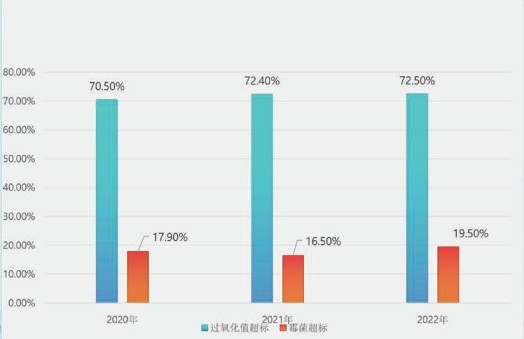
天丽保鲜·新鲜每一天

### Common Issues with Nuts and Dried Fruit Products

Peroxide value exceeds the standard

Mold exceeds the standard limit

Off-odor, taste change



Year	Peroxide value exceeds the standard (%)	Mold exceeds the standard limit (%)
2020年	70.50%	17.90%
2021年	72.40%	16.50%
2022年	72.50%	19.50%



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### Common Issues with Nuts and Dried Fruit Products

Peroxide value exceeds the standard

Mold exceeds the standard limit

Off-odor, taste change

Oxygen

Water migration



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## Current Status of Deoxidizer Usage in Nut and Dried Fruit Companies

### Common issues during application/use

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## Current Status of Deoxidizer Usage in Nut and Dried Fruit Companies

**Common Issues**

- The deoxidizer should not be exposed to air for extended periods.
- The deoxidizer generates moisture due to heat.
- The deoxidizer produces rust spots when it loses effectiveness.
- The moisture migration reaction of the deoxidizer is not sufficient.

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## Current Status of Deoxidizer Usage in Nut and Dried Fruit Companies

**The impact on the product**

- The shelf life of the product has been shortened.
- Unable to maintain the original taste.




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## Introduction to Special Deoxidizers for Nut and Dried Fruits

### Comparative advantages with Conventional Deoxidizer



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## Introduction to Special Deoxidizers for Nut and Dried Fruits

Low consumption during use


Low-temperature and low-heat reaction

Long-lasting oxygen control in packaging bags

**Advantages of the New Deoxidizer for Nuts and Dried Fruits:**

Effectively avoids moisture migration

Tear-resistant and puncture-resistant



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Conventional Deoxidizer

Short usage time ( 30-60min )

Long

Long-lasting usage/duration. ( ≤3h )

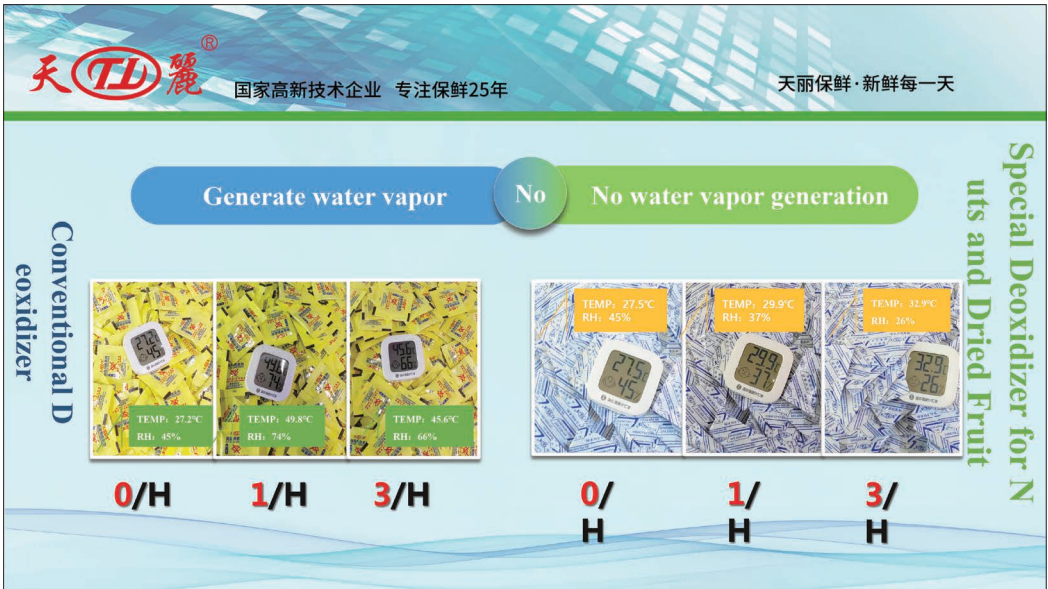
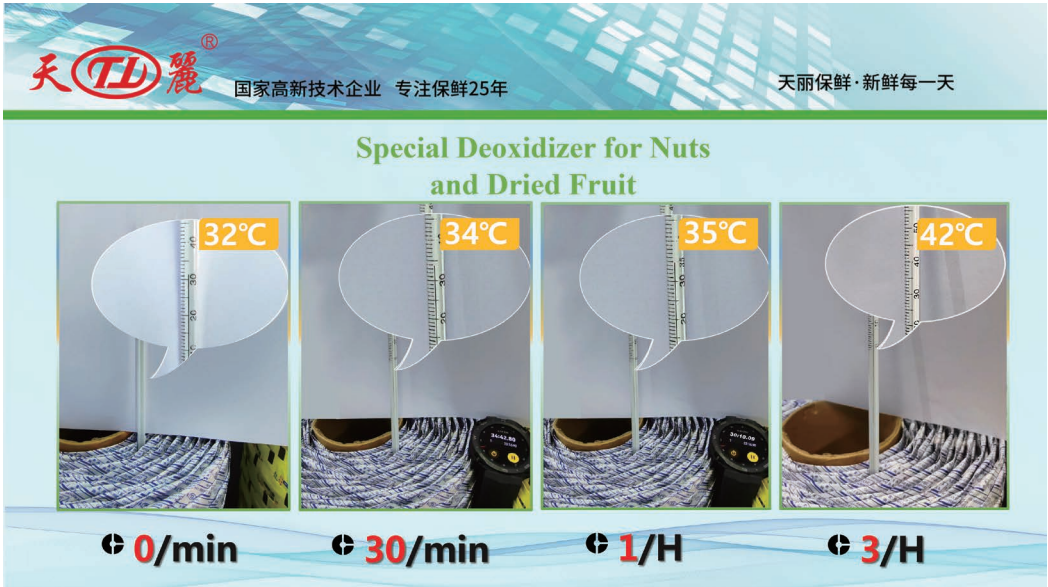
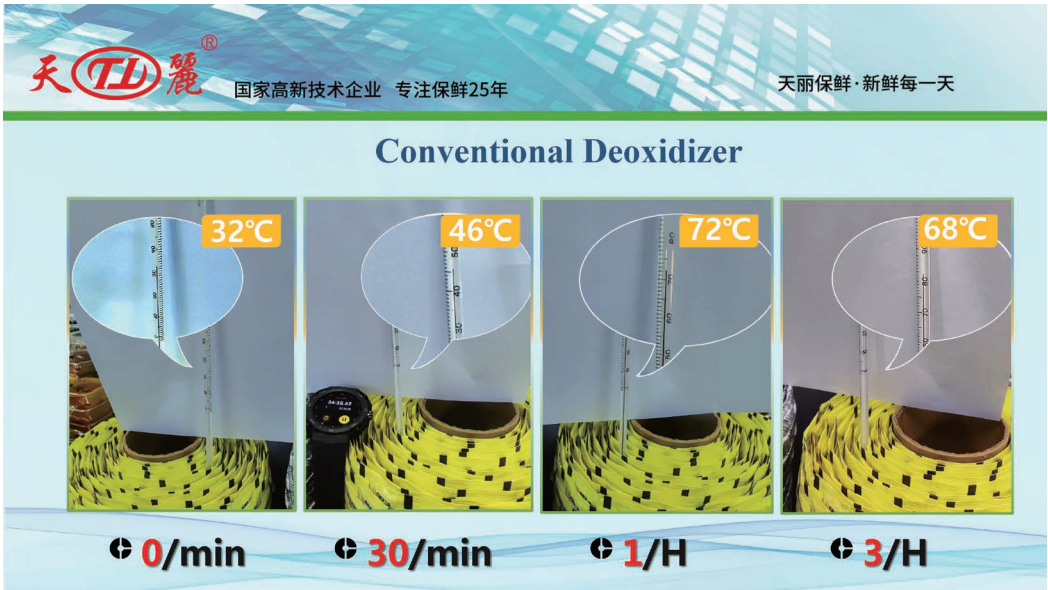
Quick heating

Low

Low-temperature reaction.

Special Deoxidizer for Nuts and Dried Fruit









## 2024 Pumpkin Seed Industry Report

Xinjiang Fengxiangbiao Agriculture

### Past 01



- 南瓜籽品类 • 南瓜籽面积及分布
- Category of pumpkin seeds • Planting Area and Distribution
- 南瓜籽产量 • 南瓜籽价格
- Yield of pumpkin seeds • Price of pumpkin seeds

### Planting Area and Distribution——Pumpkin Seeds in 2023



Pumpkin  
Seeds in  
2023

- 205 Million mu ← Total national area
- 280,000 tons ← Total national output
- 140KG ← Average yield per mu

The main  
reason for the  
production cut

Continuous high temperature (the annual average temperature is 0.9°C higher than that in previous years, lasting for one month, resulting in poor pollination)

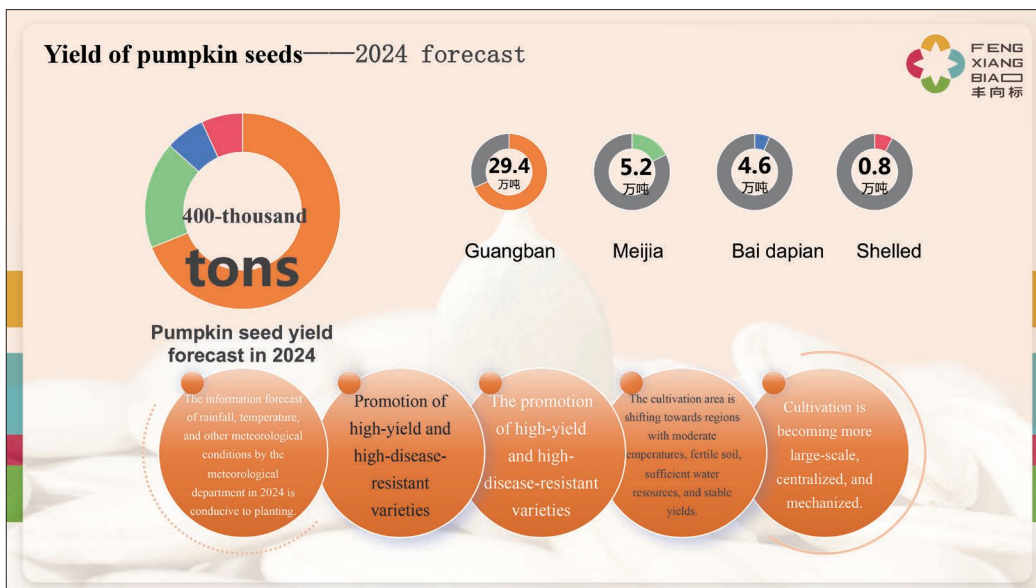
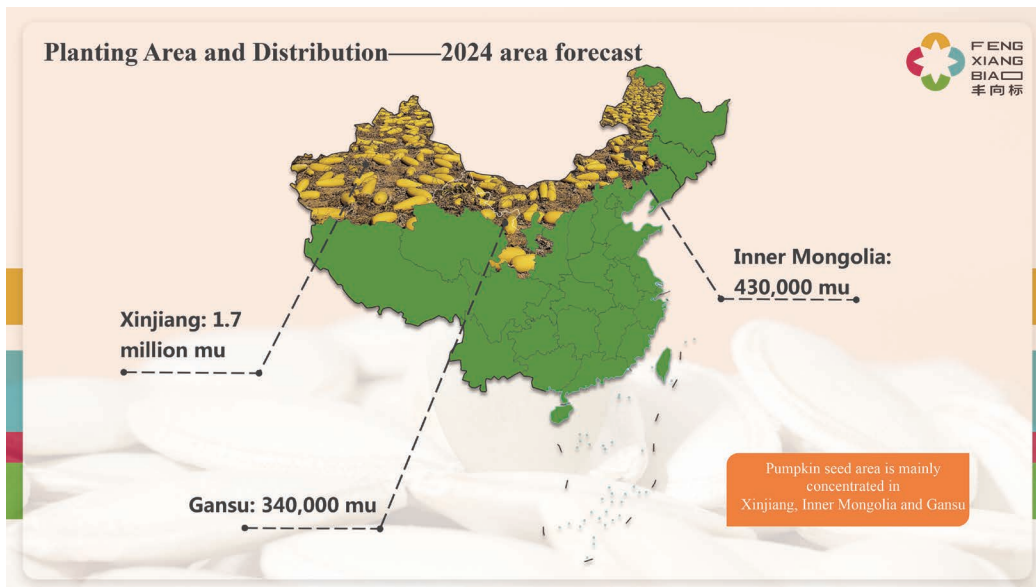
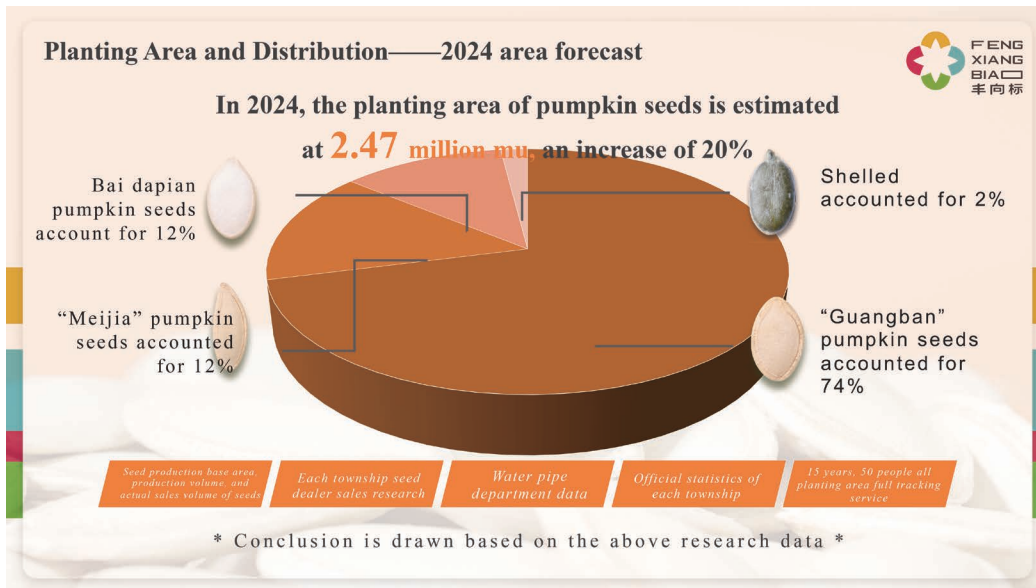
Year after year

Some areas are short of water supply

Per-mu yield compared  
to previous years  
Reduced by 20kg



# INDUSTRY CHAIN PLANT



## Past 02



### Pumpkin seed export situation



### Pumpkin seed export volume and price forecast in 2024

Guangban, Shell  
ed, Meijia  
130,000 tons  
Bai Dapian  
30,000 tons

The total export value  
of pumpkin seeds in  
2024 is approximately  
**3.5**  
billion yuan

### China has become the largest exporter of pumpkin seeds



### Cashew in Cambodia Experience Decline in Production with Prices Soaring to a 15-Year High

The Cashew Nut Association of Cambodia recently announced that the price of fresh raw cashew (wet cashew) has been increased to 5,000 Riels per



kilogram (approximately 8.7 yuan), setting a new 15-year record! This price adjustment comes as Cambodia's cashew exports exceeded 400,000 tons in the first three months, with an export value of over US\$500 million. At the beginning of 2023, the price of raw cashew in the country ranged from 4,000 to 4,600 Riels per kilogram (approximately 7.0 to 8.0 yuan).

The El Niño phenomenon has been a major factor driving the fluctuations in cashew prices, pushing up export prices in some cashew-producing countries in Asia and Africa. According to Silot Uon, the chairman of the association, Cambodia's raw cashew production from January to March 2024 stands at 474,000 tons, representing a 13% decrease compared to the same period last year. In the first quarter of this year, Cambodia exported a total of 424,000 tons of cashew to Vietnam, with an export value of US\$543 million, representing a year-on-year increase of 13%. Silot Uon has pointed out that the growth in export value is mainly driven by increasing international market demand, as some cashew nut-producing countries have been affected by adverse weather conditions. He also believes that the impact of the El Niño phenomenon on some producing countries in Asia and Africa may continue to push up cashew nut prices.

Cambodia's exports of cashew to overseas markets in 2023 exceeded US\$837 million, a decrease of nearly 10% compared to the previous year.

Cambodia is one of the major suppliers of cashew imported by China. According to Chinese customs statistics, in 2023, China imported 1,910.8 tons of unshelled cashew from Cambodia, worth 19.91 million yuan, and 24.1 tons of shelled cashew, worth 1.27 million yuan.

### The Australian almond industry has suffered a significant 30% drop in production, leading to depleted inventories and a sharp decline in exports to China

According to a recent release by the Australian Almond Board, the sector faced one of the most challenging seasons on record, yet global demand for Australian almonds exceeded expectations.

The final monthly sales report for the 2023/24 season (March 2023 to February 2024) reveals that the Australian almond industry achieved a new sales record at the end of the season. Despite a production of only 103,381 tons, 34% below pre-harvest estimates, Australian marketers successfully sold over 131,000 tons (KWE in kernel weight), surpassing the previous record of 129,500 tons set in the previous season, which was achieved with a slightly higher harvest of over 140,000 tons.

Annual data indicates that unsold inventories from previous seasons have been cleared, and sales to major processing markets like Turkey and Spain, as well as to lower-grade raw material recyclers in California, have increased significantly. Spain's sales grew 23% to 10,609 tons, Turkey's by 83% to 11,104 tons, and the United States' by 33% to nearly 4,000 tons.

A notable feature of this season is the substantial 34% decline in China's imports to 33,434 tons, compared to over 50,000 tons in the 2022/23 season. This marks the first drop in Australian almond exports to China since the signing of the free trade agreement between Australia and China in 2017. The primary reason for this decline is the increased rainfall during the season, resulting in a reduced supply of high-grade shelled almonds. In contrast, exports to India, another significant almond market globally, increased by 114% due to a 50% reduction in tariffs on almond kernels and shelled almonds. However, China remains Australia's largest export destination for almonds.

With the 2024 harvest largely completed, it is anticipated that almond production will return to long-term forecast levels, satisfying the demands of numerous key markets. The predominantly dry weather conditions during most of the harvesting season have enhanced the quality of the shelled almonds, potentially making them more appealing to buyers in China and India.



## Philippines Simplifies Agricultural Product Import Process

On April 21, 2024, according to a report from the Philippine News Agency, Philippine President Ferdinand Marcos Jr. signed a presidential order on April 18, instructing the Department of Agriculture to further simplify administrative procedures and policies for agricultural product imports, eliminate non-tariff barriers, and ensure food security. The order took effect immediately. Marcos instructed the Department of Agriculture to work with the Department of Trade and Industry or the Department of Finance to simplify importer licensing procedures and requirements, minimize the time required to process import applications, and waive registration requirements for licensed transactions. The Department of Agriculture was also asked to simplify the procedures and requirements for issuing Sanitary and Phytosanitary Import Clearance (SPSIC) and take specific measures to improve the logistics, transportation, distribution, and storage of imported agricultural products. Meanwhile, Marcos instructed the Bureau of Customs (BOC) to prioritize the unloading and clearance of imported agricultural products in accordance with the Customs Modernization and Tariff Act and other applicable laws, rules, and regulations of the Bureau of Customs.

## California Almonds Release Key Production and Shipment Report April Shipment Report Overview

In April, the total shipment volume reached 241 million pounds, representing a significant 21% increase from the same period last year, up from 197 million pounds. As of April, the total harvest for the 2023 season has been determined to be 2.44 billion pounds, a 4.8% decrease from the previous season's 2.564 billion pounds and a drop of approximately 7% below the original estimate of 2.6 billion pounds.

So far this season, the cumulative total shipment volume stands at 2.08 billion pounds, representing a 4.2% increase from the same period last year, steadily rising from 1.996 billion pounds.

Notably, the unsold inventory has significantly decreased by 29.3%, from 788 million pounds last year to 557 million pounds.

The inventory of sold but not yet shipped almonds stands at 553 million pounds, representing a slight 2.1% decrease in sales volume compared to 565 million pounds in the same period last year.

California Almond Shipments to China in April

Kernel shipments: 133 containers, showing a growth trend compared to 125 containers in the same period last year.

Shell shipments: 88 containers, a decrease from 142 containers in the same period last year.

From August 1st of last year to April 30th of this year, the total amount of kernels shipped to China stands at 1,045 containers, a slight decrease from 1,130 containers in the same period last year. The total shell shipments amount to 1,459 containers, a significant drop from 2,434 containers in the same period last year, resulting in a 25% decrease in total shipments.

As of April, shipments of in-shell almonds to China this year have maintained a relatively slow growth trend.



# Global walnut production remains robust, with China continuing to hold a leading position

According to the latest report from the International Nut and Dried Fruit Council INC, China still holds the top spot in walnut production, and the production forecast for 2024 remains strong.

With the further promotion of the Belt and Road Initiative and the normalized operation of China-Europe trains, the export channels of Chinese walnuts to Central Asia, West Asia and other countries have become increasingly smooth. At the same time, due to the rapid growth of domestic walnut production, the market price has shown a downward trend, which has improved export competitiveness. Compared with 2022, China's walnut exports in 2023 have reached a new high.

According to customs data, the export volume of walnut with shell reached 151,765.23 tons in 2023, up 80.25% year-on-year; the export value reached 276.58 million US dollars, up 47.49% year-on-year. During the same period, the export volume of walnut kernel was 66,362.99 tons, up 49.34% year-on-year; the export value reached 254.2715 million US dollars, up 26.79% year-on-year.

Since early March, the walnut market has rapidly gained popularity. Given the current favorable export conditions and lower inventory levels compared to last year, the price of raw materials has seen a significant increase.

On the other hand, data from the California Walnut Commission & Board shows that the production of California walnuts in 2023/2024 reached a record high of 743,890 tons. This was due to favorable weather conditions and the expansion of walnut fruiting areas. At the same time, due to the increased demand for walnuts in Asia and Europe, the export volume of California walnuts also increased accordingly.

Although INC initially estimated that Chile's walnut production in 2023 would be 176,448 tons, the Chilean Nut Association has recently raised this estimate to 181,648 tons. India is Chile's largest export market in 2023, followed by Turkey and Spain. Chile's total export volume of walnuts with shells reached 174,902 tons.

Overall, compared to 2022/2023, global walnut production in 2023/2024 only decreased slightly by 0.6%. China, the United States and Chile ranked the top three in terms of production, while Ukraine and Turkey increased their production by 11% and 35% respectively. In contrast, France, Argentina, Italy and Australia experienced significant declines in production.



# Strong demand from China has depleted South African inventories, and the macadamia nut prices are expected to rise by 10 to 30 percent!

According to the South African media Independent Online, South Africa's macadamia nut production is expected to increase by nearly 14% this year, rising from approximately 78,000 tons of shelled nuts last year to 90,135 tons, maintaining its position as the world's leading producer of macadamia nuts. Market indicators suggest that prices for both shelled nuts and kernels are expected to increase by 10% to 30%, with variations depending on shelling methods, size, and quality.

Last year, buyers, especially Chinese buyers, quickly purchased and depleted inventories of macadamia nuts in warehouses. This surge in demand, coupled with the large shipment of shelled nuts to China, has led to a price increase. Meanwhile, as more macadamia nuts are exported to China in their shelled form, kernel inventories remain low. As the 2024 production season begins, many buyers are finding that the expected supply of macadamia nuts is hard to come by, and prices are gradually recovering due to the limited supply in the early stages of the season.





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





# Nuts: Not Just for Snacking - The Significance of Nuts in a Balanced Diet

No single food can fully satisfy the human body's need for nutrients, therefore, based on human nutritional needs and food nutritional characteristics, we need to construct a balanced dietary pattern composed of multiple foods. Nuts, as a leisure delicacy, a choice for entertaining guests, and a gift for friends and relatives, are also an indispensable part of a balanced diet.

### 1. Definition of a Balanced Dietary Pattern

The basic foods required by humans include cereals and potatoes, vegetables and fruits, livestock, poultry, fish, eggs, milk, soybeans, nuts, fats, oils, and salt, etc. Each food contains unique energy and nutrients that are crucial for maintaining human life and health. Only by reasonably combining the types and proportions of foods in the diet can we ensure that an individual's nutritional needs are met.

So, how can we achieve a balanced diet in our daily meals? The answer is food diversity. Nuts, as an important component of a balanced diet, are recommended by the "Chinese Dietary Guidelines" (2022) to consume at least 2 types of milk, soybeans, and nuts per day, with a weekly intake of no less than 5 types.

### Is Our Dietary Structure Reasonable?

With the prosperity of the economy




and the improvement of living quality, the nutrient intake level of Chinese residents has been significantly improved. However, the rationality of the dietary structure and the balance of nutrient intake still face challenges. The traditional diet of Chinese residents is dominated by plant-based foods, which are rich in dietary fiber, but there are issues such as excessive intake of cereals, insufficient intake of animal-based foods, and long-term lack of dairy, fruits, and nuts.

### 3. The Importance of Nuts in a Balanced Diet

Nuts are rich in unsaturated fatty acids, plant sterols, protein, dietary fiber, and micronutrients, which are closely related to human health. Recent studies have shown that compared with individuals who hardly consume nuts, those who consume 24g or 28g of nuts daily have a lower risk of cardiovascular disease. Another study involving 819,448

participants from the United States, Europe, Asia, Australia, and other countries and regions showed that for every additional 28g of daily nut intake, all-cause mortality decreased by 22%. Additionally, nuts are believed to have various potential benefits, such as anti-aging, immune enhancement, improved blood sugar levels, brain health promotion, cancer risk reduction, and weight control.

Although nuts are high-energy foods, they contain unsaturated fatty acids and vitamin E, which are beneficial to health. With controlled total energy intake, moderate intake of nuts is beneficial. In the diets of different age groups, nuts, along with fruits and vegetables, whole grains, dairy products, and legumes, play an important role in satisfying the body's need for micronutrients and dietary fiber, especially niacin and magnesium.

However, due to the high fat content of nuts, the intake needs to be controlled to avoid energy excess. The "Chinese Dietary Guidelines" (2022) recommends an average weekly intake of 50-70g of nuts (approximately 10g per day). If the intake is excessive, the intake of other food sources should be reduced accordingly. To obtain appropriate energy and sufficient nutrients from food every day, a diversified combination of foods is the key to health. A small handful of nuts every day, along with a variety of other foods, leads to a healthier diet. 

# Bone Care for the Elderly: Don't Rely Solely on Milk for Calcium Supplementation



Milk has long been at the top of the list of calcium-rich foods, but due to lactose intolerance among some residents in China, drinking milk may cause discomfort. Therefore, many people turn to bone broth, which is yet another common misconception.

In addition to milk, the following four categories of foods also have excellent calcium-supplementing effects:

## 1.Green Leafy Vegetables

Almost all green leafy vegetables are excellent sources of calcium. They are rich in calcium and also contain vitamin K and magnesium. Vitamin K helps convert blood calcium into bone calcium, while magnesium promotes the formation of bone cells. Both are invaluable assistants in calcium supplementation.

## 2.Fish, Shellfish, and Crustaceans

Among meats, seafood is truly a superstar in calcium supplementation. According to dietary guidelines, it is recommended to consume 40-50g of seafood daily and eat fish 2 times a week or a total of 300-500g per week.

## 3.Soy Products

The addition of brine or gypsum during the processing of soy products significantly increases their calcium content. Therefore, tofu, tofu skin, dried tofu, and other soy products are all great choices for calcium supplementation.

## 4.Nuts and Seeds

Many households keep nuts and seeds as healthy snacks. They are also excellent sources of calcium. In addition to being rich in unsaturated fatty acids and various fat-soluble vitamins, they also contain large amounts of magnesium, a crucial factor in bone metabolism.

## 5.Sesame Paste

Sesame paste, a common condiment, is often overlooked as a hidden gem for calcium supplementation. The grinding of sesame seeds improves its digestibility and absorption rate, and sesame paste contains a high calcium content of 1170mg/100g. Just a spoonful (about 25g) can satisfy the daily calcium requirement. 🇨🇳



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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!



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**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>

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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!**

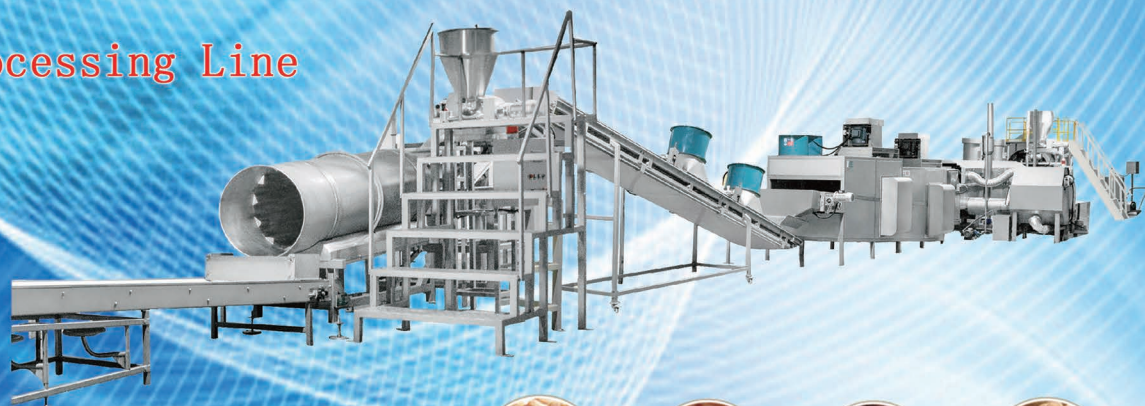
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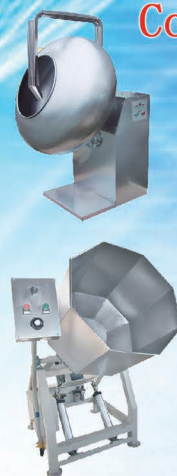




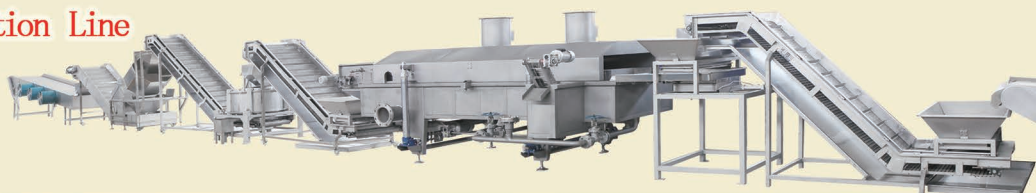
## Coated Nut Processing Line



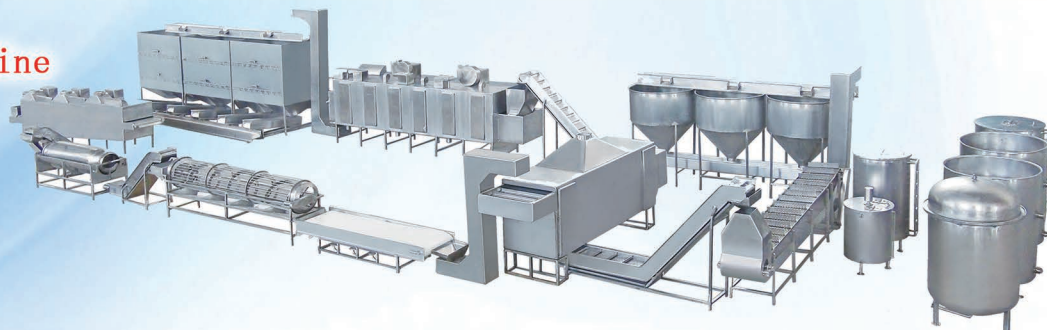
## Coated Nuts Roasting Line



## Net Belt Continuous Frying Production Line



## Nut Roasting Production Line







# 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

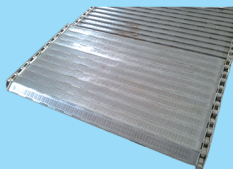


Stainless steel three-layer chain plate air drying cooling line

## ACCESSORIES AREA



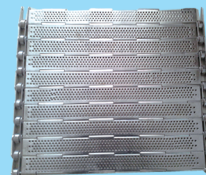
Dryer chain plate



Chain plate  
(HOLE 0.9x20)



Sprocket wheel



Chain plate  
(HOLE 3mm)



Chain plate  
(HOLE 8mm)



Chain

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build an international brand

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





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

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





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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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