Edition 89. Nº 2

THE VOICE OF THE INC FOUNDATION FOR THE NUT AND DRIED FRUIT WORLD

Edition 89. Nº 2 July 2023

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For all editorial and advertising enquiries: Marc Centelles marc.centelles@nutfruit.org

INC HEADQUARTERS



Carrer de la Fruita Seca, 4 Polígon Tecnoparc, 43204 Reus, Spain Tel: +34 977 331 416 Email: inc@nutfruit.org inc.nutfruit.org

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1,300 Professionals Gather in London for the INC's Flagship Event



MICHAEL WARING

The INC XL World Nut and Dried Fruit Congress, held from May 22-24 in London, was a resounding success. Nearly 1,300 attendees from 65 countries gathered at the JW Marriott Grosvenor House in Mayfair to share ideas on demand creation, sustainability and the latest findings in health and nut allergy research. I am thankful for all the hard work put in by Congress Chair Giles Hacking and the INC team, led by Goretti Guasch, to make our flagship event an unforgettable experience. I am thrilled to announce that next year's congress will be held in Vancouver, Canada, and that the Organising Committee will be co-chaired by Ranjeet Wallia and Stephen Meltzer.

The Board of Trustees and the Executive Committee held productive meetings in London ahead of the congress. Decisions reached include the appointment of Roby Danon (Voicevale Ltd) as chair of the Statistics Committee, Vincent Rieckmann (ATCO Group), as chair of the INC Ambassadors, Lalo Medina (Pecan Grove Farms) as chair of the INC Academia, Antonio Pont Jr. (Crisolar Nuts, SL) as chair of the Business Integrity Committee and Mike Hohmann (The Wonderful Company) as chair of the new Global Communications and Consumer Insights Committee. The Board of Trustees also welcomed several new members: Kai Bockmann (Blue Diamond Growers), Jose Eduardo Camargo (QueenNut Macadamia), Mia Cohen (Setton Pistachio of Terra Bella, Inc), Gary Ford (Diamond Foods), Hidemitsu Honda (Shoei Foods Corporation), María José Llopis (Almendras Llopis S.A.), Lalo Medina (Pecan Grove Farms), Varee Phonphaisan (Heritage Snacks and Food Co., Ltd) and Dirk Schmidt (Bösch Boden Spies Gmbh and Co Kg). The Executive Committee bids a special farewell to Mark Mariani, a former INC Chairman, to whom we are all grateful for his many years of service to the INC.

The INC Congress 2023 provided a great networking event for the nut and dried fruit industry. We created an environment in London that allowed us to identify the industry's issues and opportunities and discuss ways to innovate and drive sales of our healthy products in consuming markets globally, taking advantage of the current excellent availability of product across the entire nut and dried fruit range. Additional details about the INC Congress can be found in the corresponding section of this magazine.

As part of our multi-country dissemination plan, we renewed our commitment to encouraging young people in China to discover the goodness of nuts and dried fruits. In keeping with these efforts, the INC will be sponsoring a symposium at the 14th Asian Congress of Nutrition in Chengdu, China, this September. The INC symposium, featuring distinguished researchers from India and China, will focus on nut consumption and the prevention of prevalent diseases, specifically cardiovascular disease, cognitive impairment and diabetes.

Also under the umbrella of the INC's dissemination efforts, this year we launched our first campaign in India, targeting the country's vast Generation Z cohort. At the time of writing, an INC delegation —myself included— has just returned from India, where we met with high-ranking Indian government officials, including the Minister of Commerce and Industry and the Minister of Agriculture, among others. In these meetings, we offered expert support for the development of the Indian nut and dried fruit industry, presented the INC's multi-country dissemination campaign, promoted nuts and dried fruits as wholesome, disease-preventing foods, expressed the INC's position on the benefits of free trade, and made the case for reducing trade barriers to keep supply and demand in balance globally. For further information about our journey to India, see page 63 of this magazine.

Kind regards,

Michael G. G. Waring

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Hot Topics in the Nut and Dried Fruit Industry



GORETTI GUASCH INC EXECUTIVE DIRECTOR

It is imperative to promote nut and dried fruit consumption by creating demand through innovative products and promotional campaigns in key areas for growth. But in which areas, and with what content?

The INC conducted a survey to review the state of the global nut and dried fruit supply chain over the last year. At the retail level, we saw that snack demand was firmly up in growing markets, with higher demand for flavored nuts in higherpurchasing-power sectors and bulk nuts in lower-purchasingpower sectors. Product innovation —for example in flavored nuts, nut drinks, spreads, oils, flours and packaging— is clearly the way to drive demand.

But in what regions should the industry focus its efforts to drive demand? Definitely India, with its young population, growing economy and expanding middle class. China, a traditional market for walnuts and pine nuts, also has room for expansion. Southeast Asia is a huge potential market for tree nuts. And South America, traditionally an exporting region, has prospects for domestic consumption growth. Promotional activity is needed to drive demand in all these places.

In particular, the INC has set its sights on India, a country where Generation Z numbers 470 million. We carried out a survey in India to determine how best to target this market. To start, the study looked at what nutrients and health benefits are important to this audience. Proteins were at the top of the list. Respondents strongly associated fresh vegetables and fruits with proteins, followed by dried fruits and nuts. "Energy," "immunity," and "rich in proteins" were the top benefits of food sought by India's Gen Z —and respondents already perceive nuts and dried fruits as delivering these benefits.

Regarding snacking habits, 74% of India's Gen Z snack at least once per day, mainly to satisfy a food craving. The top snack requirements were tasting good and being healthy. Cost and taste are the main barriers to nut and dried fruit consumption. The main place for snacking is the home, although on-the-go consumption is on the rise. Chips, savory products and fresh fruit are the go-to snacks for India's Gen Z, who snack on an average of three foods. They typically consume in the traditional way —roasted or salted for nuts and natural for dried fruits— but flavored nuts and toppings present opportunities for growth. Finally, people who snack more regularly tend to have higher incomes and are more interested in health benefits.

As for the cultural context of meals, the main purchase channel for nuts and dried fruits is the supermarket, followed by small grocery stores, although the online channel is gaining traction. Regular-size packages are still the most popular format, although there has been a shift towards snack-size packs. Gen Z is the main decision-maker regarding what foods to snack on, and they are also the ones who go out and buy them.

Armed with these survey results, the INC's multi-country dissemination plan has entered India with the campaign "Feel the Goodness of Nuts and Dried Fruits," which aims to create demand by pushing nuts and dried fruits as snacks that provide the three main things Gen Z is looking for: energy, protein and immunity!

In short, our industry is facing challenges, but there are key opportunities for growth. Demand for innovative products such as flavored nuts, nut drinks and spreads is on the rise. India and China have huge expansion potential, and Southeast Asia and South America —with their large, growing populations— are next. I invite you all to join forces with the aim of increasing nut and dried fruit consumption globally.

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KIND Pledges to Exclusively Source Almonds from Farms Leveraging Regenerative Agriculture Practices by 2030



KIND Snacks has announced the launch of a threeyear pilot project in regenerative agriculture. The KIND Almond Acres Initiative will expand the brand's sustainable almond sourcing journey and provide key insights to help inform how it can source 100% of its almonds from orchards leveraging regenerative agriculture practices on a mass balance basis by 2030. Almonds are KIND's number one ingredient, the lead ingredient in over 45 of the brand's products. The new initiative will introduce a mix of new technologies with best practices from regenerative agriculture across 500 acres in California. Implementing the practices on the ground is KIND's partner, ofi (Olam Food Ingredients), which owns the almond trees on the project acres. Strategically chosen by ofi and KIND, the practices on the ground include cover crops, subsurface irrigation, whole orchard recycling, compost and biochar, and offground harvesting. 🗖

General Mills Advances Regenerative Agriculture Commitment Through New Strategic Partnership

General Mills has announced a strategic partnership to accelerate regenerative agriculture techniques across key regions in California. The General Mills brand Lärabar is partnering with American Farmland Trust's Women for the Land program to deliver grants to women-owned or -operated farms in California's San Joaquin Valley to support further adoption of regenerative agriculture techniques. General Mills sources 100% of its almonds from California, a state facing extreme water stress. By advancing regenerative agriculture, Lärabar aims to improve both soil health and water outcomes in this key sourcing area. The one-year, \$80,000 commitment will fund educational programming and on-farm technical assistance through diverse peer-to-peer outreach and educational approaches. This will enable American Farmland Trust to continue providing equitable access to programming and support of historically underserved farming communities, improving the economic viability and climate resilience of local women-run and women-owned farms. Select Lärabar packaging will feature a QR code that shoppers can scan to access an immersive website experience to explore the ins and outs of regenerative almond farming and learn more about the partnership.

Phil Zadro Retires as Director of Marquis Macadamias Phil Zadro has retired from his post as a director of Marquis Macadamias, according to the Australian Macadamia Society. A pioneer in the macadamia industry, Zadro's track record stretches back more than 40 years, when he started exploring macadamia farming in New South Wales in the mid-1970s. In the early 1980s, Zadro, along with other local macadamia farmers, formed the processing facility now known as Marquis Macadamias. Since then, he has been an active member of the company board, overseeing the growth of Marquis Macadamias into one of the world's largest processors of macadamias.



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Borges Celebrates 125 Years of History at New Institutional Headquarters

Borges celebrated its 125th anniversary on April 14, 2023 at an event marking the official opening of its new institutional headquarters at Mas de Colom - Casa Borges in Tàrrega, Spain. This historic estate —previously a medieval farmhouse, a Cistercian abbey and a military hospital— has been reinvented as the company's institutional headquarters as well as an experiential, informative and educational center for the brand.

The slogan of the inaugural event, "Roots of the Future," was a nod to the company's successful transition from the third to the fourth generation of the Pont family. The event commemorated the company's long track record, stretching back to 1896, while also looking to the future and underscoring the importance of sustainability as a strategic driver of growth, specifically through three fundamental pillars: responsible agriculture, healthy and sustainable products, and committed people.

The inauguration was attended by more than 300 people, including high-profile figures from the agri-food sector and the wider business world. The guest of honor was celebrity chef José Andrés, who spoke about the link between food and the future of humankind. "Food is everything: it is health, it is life, it is climate change, it is poverty," he declared. "We must turn our current problems into opportunities to create wealth. We all form part of the solution."





Young Chef Wins Trophy Sponsored by South African Macadamia Industry



Maciej Pisarek of The Savoy, winner of the 2023 Chaine des Rotisseurs GB Young Chef of the Year Award, has also been awarded the first-ever Young Macadamia Chef trophy, sponsored by the South African macadamia industry.

In a fierce culinary competition, where 12 young chefs aged 26 and under were asked to create a threecourse meal from a "mystery box" in which macadamia nuts were a compulsory ingredient, Maciej's imaginative interpretation —chicken breast stuffed with chicken thigh, chestnut mushrooms and macadamia nuts— was an out-and-out winner. He received his trophy from Jill Whyte, representing Macadamias South Africa (SAMAC), who had flown over specially for the glittering Awards Dinner at the Hyatt Regency London - The Churchill, attended by over 80 finalists, supporters and Chaine members.

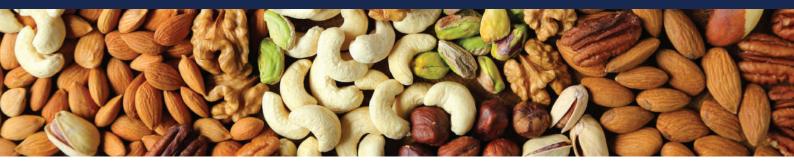
Summing up the involvement of SAMAC with the prestigious Chaine des Rotisseurs Young Chef and Young Sommelier Awards, SAMAC CEO Lizel Pretorius commented: "Our nuts are a niche product —perhaps the Rolls Royce of the industry— but they are relatively unknown in the UK. Working with the Chaine and their members —both professionals and fine diners— brings macadamias to the attention of the country's key food service establishments as well as high-end consumers. We all wish Maciej —our Young Macadamia Chef 2023— the very best of luck in September, and every success in his future career. His is definitely a talent to watch."



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FROM FIELD TO FACTORY



JEAN DELPORT EXECUTIVE CHEF AT INTERLUDE UNITED KINGDOM

Originally from South Africa, Jean Delport embraces his culture past and present. After training at some of the best restaurants in the Cape Winelands and Ireland, he moved to West Sussex to realize his dream of opening Interlude in the UK. British and French cooking form the base of his ideas, along with seasonality. To dine at Interlude is to embark on an unexpected journey through the woodland gardens of Leonardslee.

How did your early experiences in South Africa shape your approach as a chef?

Growing up in South Africa, we are naturally exposed to a diverse range of cultures, cuisines and ways of life all within small communities. Growing up with a farming background, I found that from an early age I learned to appreciate food, where it's come from and how different cultures enjoy it. This gave me a clear mindset of what I enjoy about food and how I would like to cook from a young age.

What types of cuisine inspire you?

My cooking style is traditional French and English with a natural modern feel. I use my heritage and memories from South Africa and childhood to create our current menus. We have also championed foraging in the local countryside and the estate. I like to think my cooking has become an expression of where we are, using what we have around us to create intricate simplicity.

What prompted you to relocate to West Sussex and open Interlude?

I always had an idea that I wanted to open a restaurant in the UK. In 2017, I was in a crossroads of either following my dream to open a restaurant in the UK and cook longer menus that I love to eat and have fun with —and, alongside, try to win a Michelin star, which I always thought unattainable growing up in South Africa— or settling down back home and getting into the food scene there. Luckily, Penny Streeter gave me the opportunity to do what we both saw would work in the UK and we landed in West Sussex and opened Interlude.

How do you deliver top-quality, locally sourced ingredients?

We try to work as closely as possible with as many local farmers as we can meet. I strive to use as local ingredients as possible, where possible alongside foraged/grown bits from our estate. For us, the story is crucial. The more relationships we build together, the better our cuisine evolves.

How would you describe the dining experience that you aim to provide?

Without all the pretentions and stiff feeling one gets with oldschool fine dining, we strive to provide more of a food journey throughout the evening. We strive to create an experience as opposed to just a night out with something to eat. We currently take our diners on a journey through the estate, showcasing the diversity of our estate with something that has been grown/foraged in every course over our multiple-course secret degustation menu. Our estate is dear to us and we aim to tell its story and showcase all of Leonardslee Gardens' beauty.

In your opinion, how can nuts and dried fruits improve a dish? What value do they bring to a recipe?

Nuts and dried fruits have always been a big part of my cooking and heritage. What I love about it is how diverse it all is, the pronounced unique flavors and textures that they bring to any dish and that they are strong enough to carry bold flavors alongside them. Nuts and dried fruits are invaluable to many of my recipes, where they make a massive difference in the smallest of details that many wouldn't notice. I regard them as important as my spice cabinet.

What's next for Chef Jean Delport?

As a team, we are always building and moving forward. We were lucky to win a Michelin star just 10 months after opening and being in the country, which was massive for us. We have truly created a destination in the countryside. Our sights are firmly set on making our experience as unforgettable as possible — and two Michelin stars are our ultimate dream.

QUICK-FIRE ROUND!

What do you enjoy the most

about being a chef? I love that every day is different. We are constantly busy and everevolving.

What is your personal favorite dish with nuts or dried fruits?

I love a posh breakfast granola! Loaded with fruit, nuts with strained yoghurt and honey.

What is the next big gastronomical trend in the world?

It's all about sustainability.

What nuts and dried fruits do you always have in your kitchen?

For snacking and quick fuel, I always have a large container that I mix myself of dried mixed fruit (mango, banana chips, coconut flakes, raisins and sultanas) with cashews, walnuts, skin-on almonds, Brazil nuts and peanuts.

Sultana and marigold curd:

- 1 ea large Bramley apple
- 300 g soaked sultanas
- 80 g honey
- 50 g marigold leaves
 45 g lemon juice
- 110 g sugar
- 60 a butter
- 36 g egg yolks
- 2 ¹/₂ leaves gelatine leaf (bronze)
- 75 g marigold vinegar

Peel, core and rough dice apple. Place in ovenproof dish along with honey, marigold leaves and lemon juice, cover and roast at 180°C until soft. Separately, bloom gelatine leaves in ice water. Over a double boiler, combine marigold vinegar, egg yolks, butter and sugar and whisk on a medium heat until mixture reaches 85°C. Once complete, transfer the apples while still hot, strained and squeezed sultanas, and soaked gelatine to jug blender and blend until smooth. Strain into a bowl, cover and place in fridge to set.

Sunflower seed praline:

150 g sugar, caster

• 150 g sunflower seeds

Add sugar to thick-bottom saucepan with 50 ml water and cook to a golden caramel. Pour onto a non-stick tray and allow to cool and harden. Combine sunflower seeds and caramel in a jug blender and blend for around 5 min. until the natural oils release from the seeds. You are looking for a smooth homogenous paste. You may need to add a few drops of sunflower oil to get the desired consistency. Transfer to piping bag and reserve for later.

Honey Stroopwafel with Sunflower, Marigold and Sultana Curd

This recipe yields 24 small individual stroopwafels

Waffle dough:

- 62 g milk
- 7 g dry yeast
- 2 eggs, whole 170 g butter (softened)
- 141 g sugar
- 1 tsp ground bee pollen
- 2 g salt
- 408 g flour

Heat up milk to 36°C and dissolve the dry yeast and set aside for 20 min. Combine all dry ingredients in an electric stand mixer along with eggs and yeast mixture. Bring together slowly forming a dough. Slowly feed butter into the mixture bit by bit as the dough is being worked on a medium speed in the mixer. Remove dough, place in bowl, cover and allow to rest in fridge for 30 min.

To make the waffle:

Take 75 g of waffle dough and press flat in a small gridded waffle iron. Cook over medium heat until just set (pale and pliable). Remove waffle from the iron, place on chopping board and cut smaller disks from large waffle. Take smaller disks and split the disk into two layers horizontally by gently using a bread knife. Bake thin layers of waffle at 160°C in the oven for 4 min. and dip in stock syrup, allow excess to drip off and replace on flat baking tray. Cook the layers in the oven for a further 4-5 min. until golden brown and the sugar is set. Remove one layer of waffle to a non-stick layer of paper on a flat working surface and place 3 ml of honey filling in the middle. While warm, place another layer of waffle on top of mixture and press firmly until the layers set together. Place aside to cool down and repeat process with the rest of the mixture.

Seed and nut garnish:

- Sugar stock
- Sunflower seeds
- Pumpkin seeds
- Almond flakes

Bring sugar stock to boil, remove from heat, add seeds and almond flakes and let sit for 10-15 min. Strain and evenly lay on tray. Bake at 160°C for 6-8 min. until golden.

Tuile mix for garnish:

- 20 g sugar
- 50 g butter
- 50 g egg whites
- 45 g flour

Place eggs in a bowl and give a light whisk. Add sugar and mix until dissolved. Fold in flour and create a paste. Combine with cooled melted butter, making a thick batter. Spread into heatproof silicone honeycomb tuile mold and bake at 180°C for 6 min. until golden brown. Remove from mold while still warm and allow to cool on a flat surface. Break into smaller pieces and reserve for later.

To finish:

Honey filling:

• 300 g brown sugar

55 g brown butter

1 tsp dark treacle syrup

½ leaf gelatine (bronze)

Bloom gelatine in ice water. Separately combine

together until combined into a thick syrup. Take

off the heat, dissolve gelatine, place in piping bag

the remainder of the ingredients and melt

and allow to cool. Reserve for later.

85 g butter

• 230 g honey

1.5 g fructose

Pinch of salt

Pipe a small ring of sunflower praline around the center of one of the waffles. Place sugared almonds, pumpkin and sunflowers seeds alternating in a ring. Pipe a small amount of the sultana curd in the middle of the ring of nuts and seeds. Garnish with a sprinkling of bee pollen and small piece of the honeycomb tuile. **Country/Product Spotlight**

Almonds & California

Industry Highlight

An overview of production, trade and consumption

Almond Industry Upcycling Hulls Adds Value, Variety to Food World

For California's almond industry, innovation doesn't stop with the kernel

Health Benefits of Almonds

Learn about the nutritional qualities of almonds

New Product Launches

Insights into new products that utilize almonds

This Country/Product Spotlight is the 11th in a series of industry and market overviews in *Nutfruit* magazine. This report provides a snapshot of the almond industry in California, with data, analysis and trends.

We would like to thank the Almond Board of California for their collaboration on this edition.

Global Statistical Review

Crop Forecast Report

July 2023



Map shows 5 top producing countries. Other major producers listed below. Main Producing Countries

						*	35%							
Alm	onds	Brazi	il Nuts	Cash	ews	Haze	lnuts	Maca	damias	Pecans	Pine	Nuts	Pistachios	
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Listed by global production as per FAO but not necessarily meaning quantities going through commercial channels.

The INC will continue updating the statistics in next issues of the *Nutfruit* magazine and newsletters.