



## SAVOURY SNACKS PRODUCTION COURSE

# 03

### **Snack Nuts**

Origins to Packet

**16-17-18 October 2017**

Valencia, Spain

Fully  
enhanced  
content

Includes  
visit to  
Port Health  
Authority

## Objectives of the course / what you will learn

This three day intensive course organised by the European Snacks Association will provide an understanding of:

- > **The main origin countries for nuts including details of how nuts are grown**
- > **How to make the right raw material and process choices**
- > **How importation of nuts is carried out and the current issues and potential solutions**
- > **Experience first-hand how shipments arriving into the EU are handled and inspected**
- > **How to exploit the versatility of different process solutions**
- > **How to use claims for the nutrition and health benefits of nuts in your marketing activities**
- > **Flavour creation and application**
- > **How to maximise product quality & consistency**

### Port Health Authority Visit

During the course we will take time out to visit the Valencia Port Health Authority enabling attendees to see firsthand how shipments arriving into the EU are handled and inspected. Plenty of time for an exchange with the authorities has been built into this visit to allow for discussions about nut specific issues at the port and throughout the EU.

### Flavour Development Workshop

Under the experienced supervision of our acknowledged industry experts, you will learn with fellow attendees how snack nut flavours are created, helping you to understand the process and the complex variables involved. Delegates will be given the opportunity to select a target consumer audience and a topical flavour that would appeal to them.

Then using the knowledge gleaned from our experts, be challenged to develop a custom flavour which you think would meet their expectations taking into account the combination of aroma, taste and mouthfeel required. You will be able to select from a range of ingredients and components provided to make your flavour of choice and then have your flavour applied onto product. A great fun practical workshop with a real end benefit that you can take back to your business.

## Who should attend?

This intensive and interactive course offers an excellent opportunity for those people involved in snack nut manufacture to meet experts in the field, to discuss their current problems, and to find creative solutions which will enhance their plant operations.

The course combines classroom lectures from leading experts in the snack nut industry with a site visit, practical workshop and interactive sessions.

You will have the opportunity to interact with experts with years of practical experience of working within the snack nut industry. They will empower you to trouble-shoot and evaluate your own processes and equipment, to find hidden areas of opportunity that could result in novel process solutions and new product ideas. They will introduce you to best practice solutions to improve product quality and consistency and open your eyes to the potential of significant cost savings.

The course is designed for:

- **Snack nut processing personnel, including:**
  - Operations
  - Engineers
  - Technical
  - Quality assurance
  - Research & development

- **Personnel wishing to better understand their production processes**
  - Line production personnel and supervisors
  - Production management

- **Suppliers researching the needs and production methods of their customers**
- In addition, the course content is appropriate for business development managers, sales and marketing specialists, regulatory affairs personnel, equipment manufacturers, product designers who are interested in understanding the wide range of possibilities for turning creative ideas into real products.

The course material will serve as a useful reference for processors, product formulators and technicians as well as business managers.

### Course Conduct

All course sessions will be informal and questions and interaction are encouraged during lectures, breaks and social periods. All course lecture materials will be given to each attendee at registration and will be in English. Dress code is business casual.

Monday 16 October 2017

### Introduction & Welcome – Course Overview

#### Snack Nut Origins & Sourcing

We explore the following agenda for each major snack nut type in turn:

- Overview of nut origins.
- Where are the main growing regions and their availability for export to the EU?
- How the supply chain from different sources varies according to the key quality, food safety and cost attributes they possess.
- The key varieties being grown / developed for use in Europe and how they differ in terms of quality and food safety.
- Key aspects of peanut growing, harvesting and storage.
- Compare and contrast supplies from different sources and the key quality & organoleptic properties that they offer.
- The considerations a manufacturer should make in deciding where to source their raw materials from and deciding which specification is right for them.
- Learn about the potential food safety and quality challenges that sourcing from different regions poses.
- The main environmental and sustainability issues and how they are being addressed.

#### Peanuts - Origins & Sourcing

- Programme as above.

#### Pistachios - Origins & Sourcing

- Programme as above.

#### Almonds & Cashews - Origins & Sourcing

- Programme as above.

#### Other Snack Nuts - Origins & Sourcing

- Walnuts, brazils, pecans, hazelnuts, macadamias.
- Programme as above.



### Importation: Controls – Certification – Regulations

- How importation works – a look at the legal requirements and practical difficulties experienced by shippers/importers.
- What effect does current legislation have on inspection at point of entry into the EU and the implications for importers/exporters?
- How does implementation of the current and new legislation affect nut products?
- Delays at the port and increased levels of inspection can have serious cost and supply implications for importers. What are the opportunities for making this process as streamlined as possible?
- How the guidance document for official controls of aflatoxins can be improved to help facilitate a more harmonised approach across the EU.

### Export / Shipping

- Shipping by container – fumigation/ loading and associated procedures including labelling, lot traceability, and associated testing/ certification.
- The available options and how to decide what's best for you - buying in bulk, totes, sacks, or tins.

### Evening Group Activity

*Note: To expedite the course subjects may be presented in a different running order or on a different day than shown.*

Tuesday 17 October 2017

### Port Health Authority Visit

- Experience firsthand how shipments arriving into the EU are handled and inspected.
- Learn how incoming shipments are managed at the port. How inspection and testing are planned and the criteria used to determine the extent of this.
- Hear how shipments are unloaded and stored and the accompanying documentation required.
- See how loads are sampled and tested.
- Participate in a structured discussion with the PHA on the implementation of the current legislation where some of the issues and concerns of the industry will be tabled.

### Quality Assurance

- A detailed look at the current legislative requirements for nuts.
- Latest developments on contaminants such as mycotoxins, heavy metals, pesticides, etc., including sampling and testing best practice.
- Key quality parameters for incoming raw materials and how they are measured.
- Monitoring and control of nut processing to ensure that the desired end product quality and consistency are achieved.

### Nutrition / Claims

- Update on developments with regard to claims legislation and authorised generic/specific nutrition and health claims for nuts.
- How can the recognised health and nutrient benefits of nuts be used to help promote your products?
- With the help of the ESA nut fact sheet and claims matrix we will show you how your products can benefit from authorised, generic nutrition and health claims.
- We will present an overview of what is possible demonstrated by specific marketplace examples.

### Oils - Selection / Management / Performance / Filtration

- The main types of vegetable oil on the market, their origins and availability.
- Which oils are commonly used in nut frying / coating operations and how do they compare in terms of their fatty acid profiles and stability?
- How oils are refined and what finished product quality and performance specifications might look like.
- What is considered best practice with respect to oil storage, frying, filtration, and fryer cleaning?

### Evening Group Activity

*Note: To expedite the course subjects may be presented in a different running order or on a different day than shown.*



## Wednesday 18 October 2017

### Flavour Development

- Flavour creation and innovation - creating flavours - how flavourists custom design the perfect flavour for your product.
- Creating the required aroma/taste profiles whilst meeting the practical application and legislative requirements.
- How the demand for lower salt and additive-free flavours is being achieved.
- How the desire for natural flavours and the increasing importance of provenance is being addressed.

### Flavour Workshop

- A practical session where you will learn how snack flavours are created, helping you to understand the process and the complex variables involved.
- Select a target consumer audience and a topical flavour that would appeal to them.
- Develop a custom flavour which you think would meet their expectations taking into account the combination of aroma, taste and mouthfeel required.
- Have your flavour applied onto product.
- An expert panel will judge your efforts.

### Flavour Application – Coating, Flow & Adhesion

- How to flavour nut products using dust on, electrostatics, slurry coating, or spraying technology and their relative costs, benefits and drawbacks.
- Nut coating systems - how they are developed and applied and the effect they offer to finished products.
- The challenges presented by 'line' flavouring versus 'head' flavouring technology.
- Can we really predict how flavours will perform on a given application system?
- What are the criteria for success and how can we measure these?

### Roasting

- Key factors affecting systems choice and performance.
- How roasting can affect product quality, stability, and downtime performance.

### Frying

- The factors which influence choice of frying systems, including an overview of fryer systems available and how to decide which best fits your needs.
- The effect of fryer throughput, oil turnover rates, and process conditions on product quality and costs.
- How oil life can be extended, including a look at filtration/fines removal systems available and their relative merits/costs.

### Multi-Head Weighing & Bag Forming

- The many different forms of the multi-head weigher (MWH) offer compromises on accuracy, speed, performance, and of course, costs.
- Factors you need to consider when finding the right solution for your production line.
- A review of bag forming options, including Vertical Form Fill and Seal (VFFS,) their relative merits and factors impacting on investment choices.
- Bag format options e.g. block-bottom, gusset, VSU, strip-pack, banners, chain bags, and what the future promises to deliver.
- Achieving consistent seal integrity is critical and the jaw design, materials, and heat input methods will be covered.

*Note: To expedite the course subjects may be presented in a different running order or on a different day than shown.*

## Registration

Advance enrolment is required – use the form overleaf. Places are strictly limited to keep the course as interactive as possible. Our great **30% off early bird rates** are available only until **1 September**, so we urge you to **enrol immediately** to be sure of your place.

### Course Registration Fee:

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#### On or before 1 September 2017

ESA members	EUR 1,600 + VAT
ESA non-members	EUR 2,000 + VAT

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#### After 1 September 2017

ESA members	EUR 2,300 + VAT
ESA non-members	EUR 2,900 + VAT

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Fee includes: All course activities over the 3 day course including: course workbook, group meals, evening activities, certificate of attendance and hotel accommodation.

**Note:** Course registration is on a "first-come, first-served" basis. Places are strictly limited to encourage participant interaction. Full payment of the course enrolment fee is required in order to confirm each participant's place in the course. Payment may be made by credit card - Visa, MasterCard - or by bank transfer.

**Cancellation:** If you cannot attend, please notify us by 1 September 2017, and we will refund your fee, less an administration charge of EUR 250. Cancellations after this date and no shows will be subject to full charge of the course fee; however, a substitute may be enrolled at any time.

ESA reserves the right to cancel this course with full refund or to substitute speakers and change schedules as necessary to expedite the course.

For additional information, please write, call, fax or email:

### Veronica Yakicioglu European Snacks Association

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Email: [veronica@esasnacks.eu](mailto:veronica@esasnacks.eu)

## Location & Accommodation

The course will be held on 16, 17 & 18 October 2017.

Delegates should arrive on the evening of Sunday 15 October. Hotel accommodation for the nights of 15, 16 and 17 October is included in the fee.

All lectures will take place in the hotel Las Arenas, Valencia, Spain. Located next to the beaches and port, the hotel Las Arenas is situated in an exceptional area of Valencia within easy access to everything the exuberant city has to offer, including the ultra-modern City of Arts and Sciences – the second most visited attraction in Spain.



## ESA Upcoming Events

### SAVOURY SNACKS PRODUCTION COURSE

01

**Chips & Snacks:**  
Raw Materials to Formed Products  
Spring 2018, TBA

**SNACKEX 2019**  
27-28 June 2019, Barcelona, Spain

## 1 How to book

- A. **EMAIL to:** veronica@esasnacks.eu, or  
 B. **FAX completed form to:** +32 (0)2 218 12 13, or  
 C. **MAIL to:** European Snacks Association at the above address.

**Note:** Places are limited. Applications will be accepted on a first-come, first-serve basis. Enrolment forms must be accompanied by payment.

## ESA Membership Status

- Member  Non-Member



## 2 Your details (please use a separate form for each participant)

- Miss  Ms  Mrs  Mr  Dr Last name..... First name.....  
 Company..... Job title.....  
 Address..... City.....  
 State / County / Province..... Post / ZIP Code..... Country.....  
 Telephone..... Fax.....  
 Email\*..... Mobile (Cell) Phone.....

**\*Note: bookings will be confirmed by email; please ensure that your email address is clearly legible.**

## 3 Enrolment fee (please choose appropriate option)

Price includes three nights' hotel accommodation - 15, 16 and 17 October, welcome drinks on Sunday 15 October, breakfasts, lunches, dinners, evening activities, course materials and certificate of attendance.

Choose rate type	Payment by 1 September	Payment after 1 September	Your cost
<input type="radio"/> ESA Member*	2017 EUR 1,600 + VAT @ 21%	2017 EUR 2,300 + VAT @ 21%	EUR ..... inc VAT
<input type="radio"/> Non-Member	EUR 2,000 + VAT @ 21%	EUR 2,900 + VAT @ 21%	EUR ..... inc VAT

**\*Note: ESA membership must be fully paid at both the date of booking and the date of the event. Otherwise, prices will automatically revert to non-member rates.**

**Hotel accommodation:** Three nights in a double / twin room for single use is included. Additional room nights or room upgrades will be the responsibility of the participant. Room reservations will be made by ESA upon receipt of enrolment form and payment. Breakfasts, lunches and dinners are included; however, hotel extras (e.g. mini bar) must be paid by each participant upon departure.

## 4 Payment options (please choose appropriate option. Payment MUST accompany enrolment.)

**Bank transfer:** I have transferred **AMOUNT EUR**..... plus all bank transfer charges on **DATE**..... to:  
 European Snacks Association - ING Belgium, IBAN: BE77 3631 1036 6842, SWIFT: BBRUBEBB

**Credit card:** Please debit my credit card for (total + 3% processing fee) **AMOUNT EUR**.....

Visa  MasterCard / Eurocard (please select appropriate card; we do not accept AMEX or Diners Club cards)

Name on card (Holder)..... Card number.....  
 Expiration date..... Security code..... Cardholder address (if different from registrant).....  
 City.....  
 State / County / Province..... Post / ZIP Code..... Country.....

**I hereby certify that I have read and agree to the TERMS & CANCELLATION CONDITIONS as stated below. I accept that for the purpose of congress organisation only, my personal data will be registered by using electronic data processors. Bookings are not valid without signature.**

Date	Signature
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**TERMS & CANCELLATION CONDITIONS.** Confirmation letters and receipted invoices will be sent on receipt of payment – which must be made at the time of enrolment. Full payment must be received before the course commences. If you cancel your place before 1 September 2017, there will be a EUR 250 administration charge. No refunds will be made for no-shows or if you cancel after 1 September 2017, whatever the reason. Cancellations MUST be made in writing to ESA and will be acknowledged. If you are unable to attend, a substitute delegate may be made at any time. It may be necessary for reasons beyond the control of the organisers to alter the content, timings or venue. The organisers will not accept liability for any transport disruption or individual transport delays and in such circumstances normal cancellation terms apply. In the event of a terrorist alert or other incident that prevents the running of the course, the organisers reserve the right to retain up to 50% of the fee as a contribution to registration, location, marketing and central administration costs. **LIABILITY DISCLAIMER.** By registering for this course, the participant certifies that they accept any and all associated personal risks and that the organiser (ESA), the venue owner and any suppliers, representatives or agents linked to the organisation of the course shall not be held liable by any person for any injury, damage, theft, loss, medical problem or inconvenience which may be suffered during such person's presence on the course itself or while travelling to or from it. Participants are advised to ensure they are adequately insured against any such occurrences.