

Walnut Production Growth

In 2022, we achieved a 50% production growth and harvested 600 tons of Chandler walnuts. This milestone positions us among the top five Argentine companies with the highest production levels.



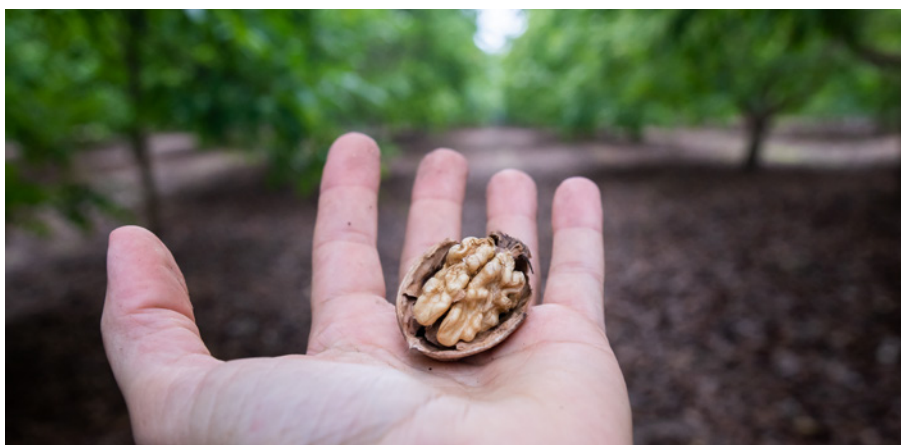
As the proverb says: “He that would eat the kernel must crack the nut.” And that is the case of Nueces de Catamarca. From the Catamarca valleys, located at 1,150 meters above the sea level, we offer top-quality walnuts to the world that stand out due to their size, color and high pulp yield.

Projected Growth

“Our walnut production increased by 50%. While in 2021, with 215 hectares, we obtained 410 tons of Chandler walnuts, in 2022, we got 600 tons”, said **César Tello**, Head of Production and Packing at Nueces de Catamarca.

“Reaching these numbers was a great achievement from the production area. Walnuts need precise weather conditions so that production can reach its maximum potential”, stated **José Luis Taddei**, Head of Primary Production.

These achievements are the result of different factors: the work done over the years and the knowledge acquired on plantation management, which is enhanced by external technical support and the development of a technology package.



Good weather conditions in the area favored these increase in production: *“We needed cold weather in winter so that there was a good vegetation and reproduction growth during the summer cycle of the crop. We streamlined our post-harvesting processes: we increased our drying capacity by 25%, obtaining 70 tons every day. This provides us with greater speed during harvesting, increases the fruit reception capacity during packing, and, therefore, improves the fruit quality”,* said Tello.

As part of the growth plan during the next two years, we will incorporate **60 hectares and increase our storage capacity by 40%.**

“During this first stage, the plants were purchased in Mendoza, where the best nurseries in the country are located. During the next years, they will be acquired in Chile, since we are trying to have access to other uniform, healthy and productive plants, resulting from in vitro technology”, highlighted **César Tello**.

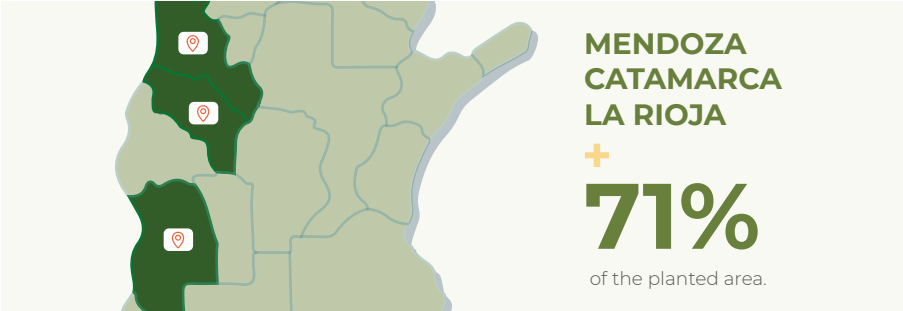
+60 hectares

+40%

of increase in the storage capacity

Commercial Balance and Future Challenges

In Argentina, walnut production is an activity that is still developing. According to the last national agricultural census (2018), 18,488 tons of walnuts were produced in the year, with the provinces of Mendoza, Catamarca and La Rioja having 71% of the planted area.



Most of it consists of walnuts (69.3% of the total area), then almonds (14.6%) and, finally, in smaller proportions, there are crops of pecan nuts (8.4%), pistachio nuts (5.6%), hazelnuts (2%) and chestnuts (0.1%)¹.

Our production reaches domestic and international markets in an 85% and 15%, respectively. Last year, Mendoza and Italy stood out in terms of sales.



*“We face the challenge of increasing the number of business relations and extending our customer base. Therefore, we are planning to take part in specialized fairs to present our production”, stated **Oswaldo Diego Martín**, Commercial Representative at Nueces de Catamarca.*



Nuts Are Good for Your Heart

The nonprofit organization Mayo Clinic, in its article “Nuts and your heart: Eating nuts for heart health,” highlighted the benefits of nuts since they have proteins, fatty acids, omega-3, vitamin E and fiber².

A healthy diet that includes nuts helps, among other things:

- » Reduce cholesterol levels since they play an important role in the buildup in the arteries of deposits called plaques
- » Improve the lining of the arteries.
- » Reduce the levels of inflammation related to heart diseases.
- » Reduce the risk of having blood clots.

The Food Guidelines for the Argentine People (GACAP), prepared by the Argentine Office for Health Promotion and Control of Noncommunicable Diseases, recommend consuming nuts³.



References

- 1) Carciofi, I; Guevara Lynch, J.P.; Cappelletti, L; Maspi, N; and López, S. Economías regionales: red de actores, procesos de producción y espacios para agregar valor. Algunos lineamientos de política para el impulso de las exportaciones en cadenas productivas ligadas a la agroindustria. Page 48.
- 2) Mayo Clinic's website. Nuts and your heart: Eating nuts for heart health. October 25, 2022.
- 3) Argentine Ministry of Health. Food Guidelines for the Argentine People, Buenos Aires, 2020.



César Tello

Head of Production and Packing
Nueces de Catamarca



Osvaldo Diego Martín

Commercial Representative
Nueces de Catamarca



José Luis Taddei

Head of Primary Production
Grupo Lucci

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