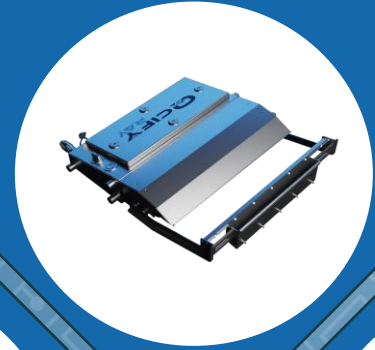


# Harnessing Global Quality Data: Transforming the Almond Industry through Insightful Analysis



# Intro

- *Born & raised in Belgium*
- *Active in sorting & inspection since 2002*
- *Treenut industry since 2007*
- *Moved to California in 2010*
- *Founder & CEO of Qcify since 2015*



Commodity is the new specialty

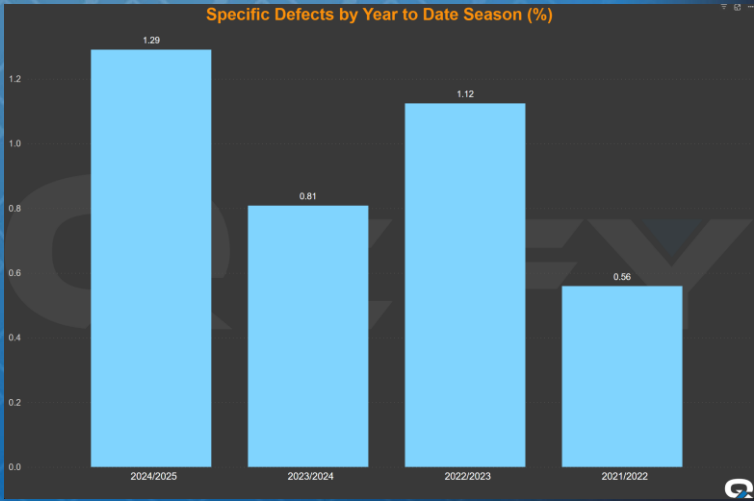
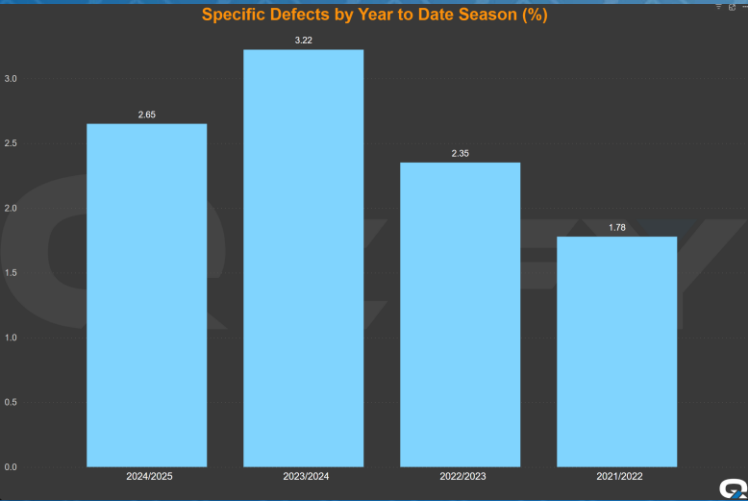
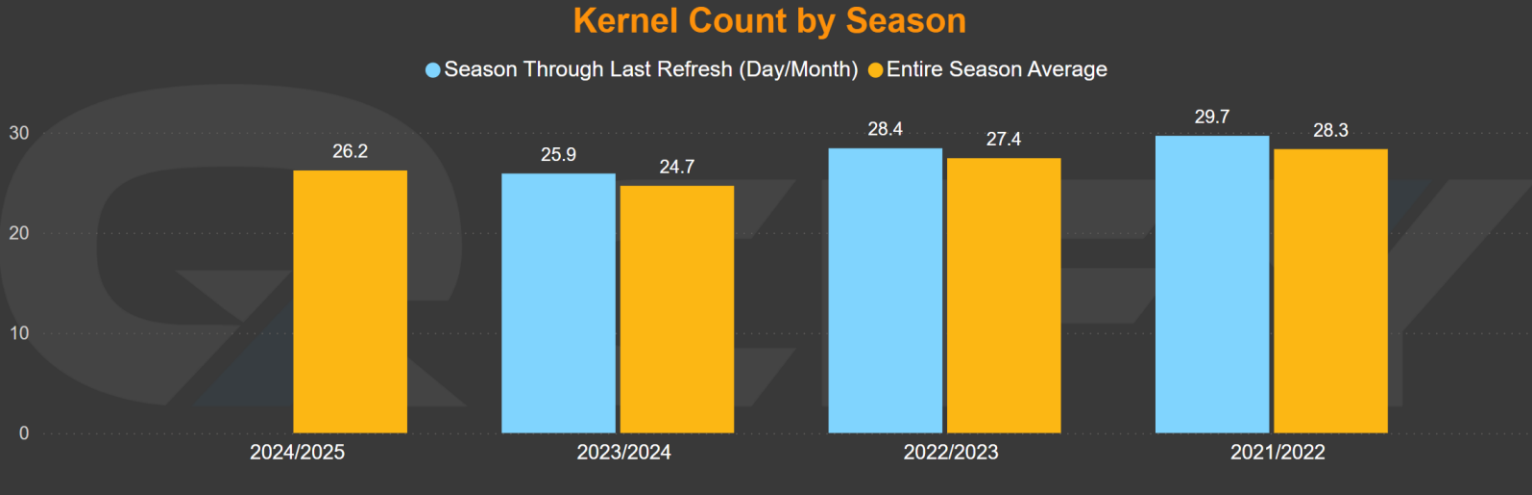


# From hormone-driven to data-driven

With almond harvest underway what do you think quality levels are compared to last year? And yes there is a clear trend already ;-)

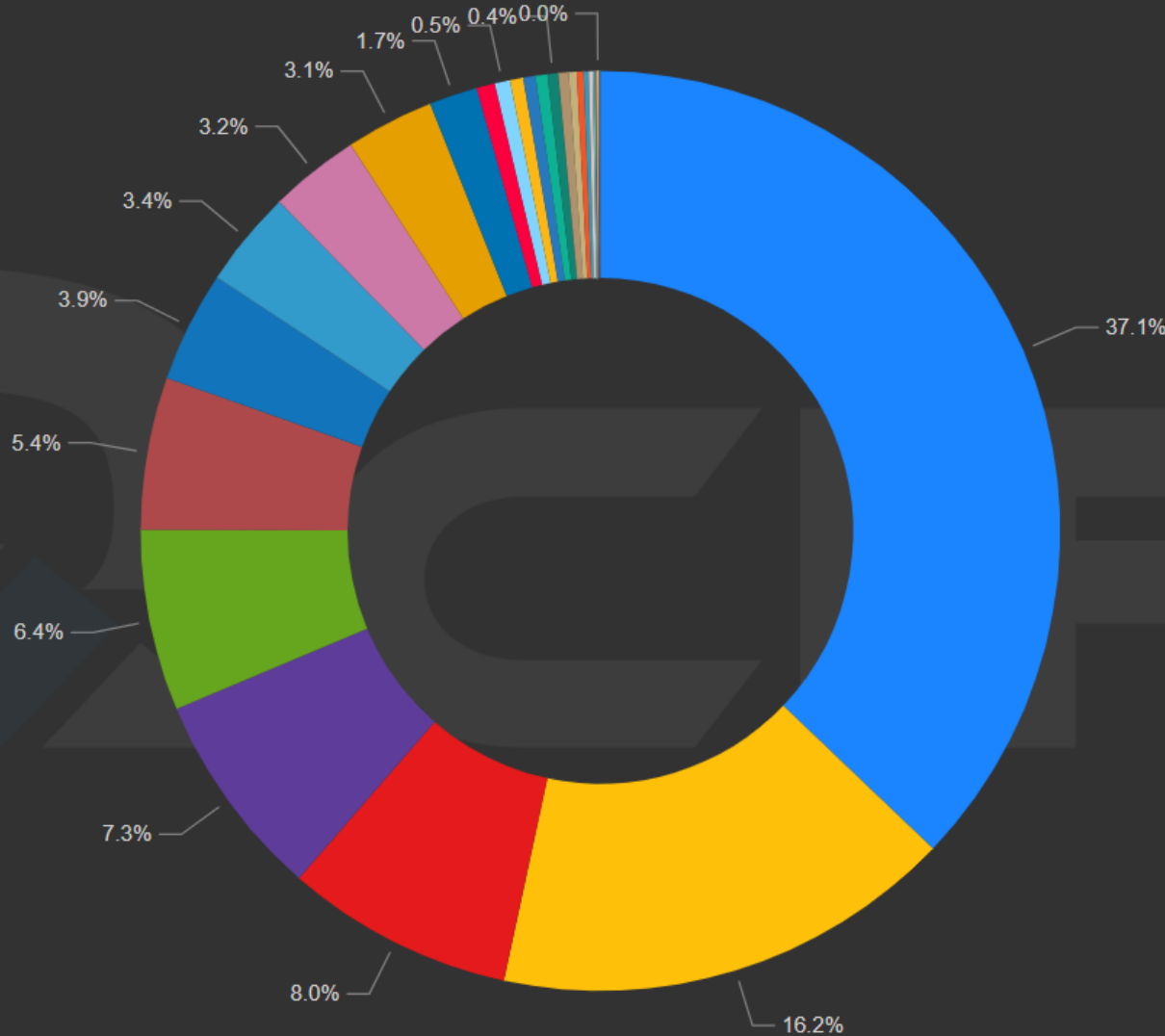
The author can see how you vote. [Learn more](#)

Inedibles are higher	15%
Inedibles are similar	30%
Inedibles are lower	55%



# Variety

## Varieties Pre-2023



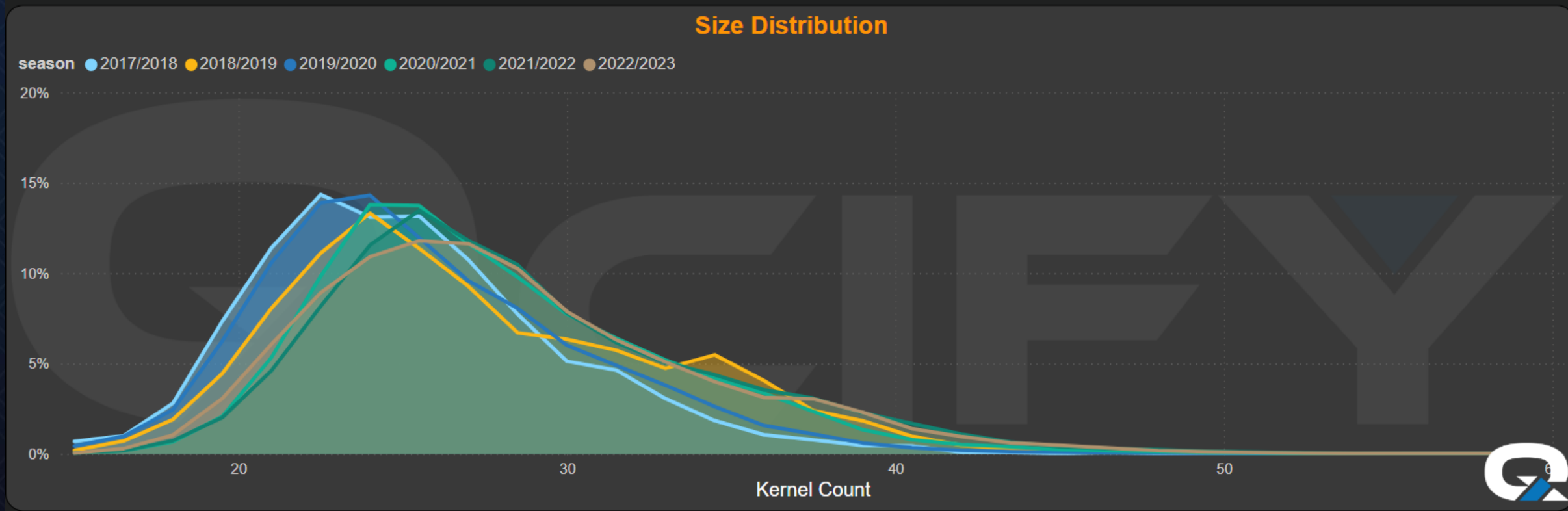
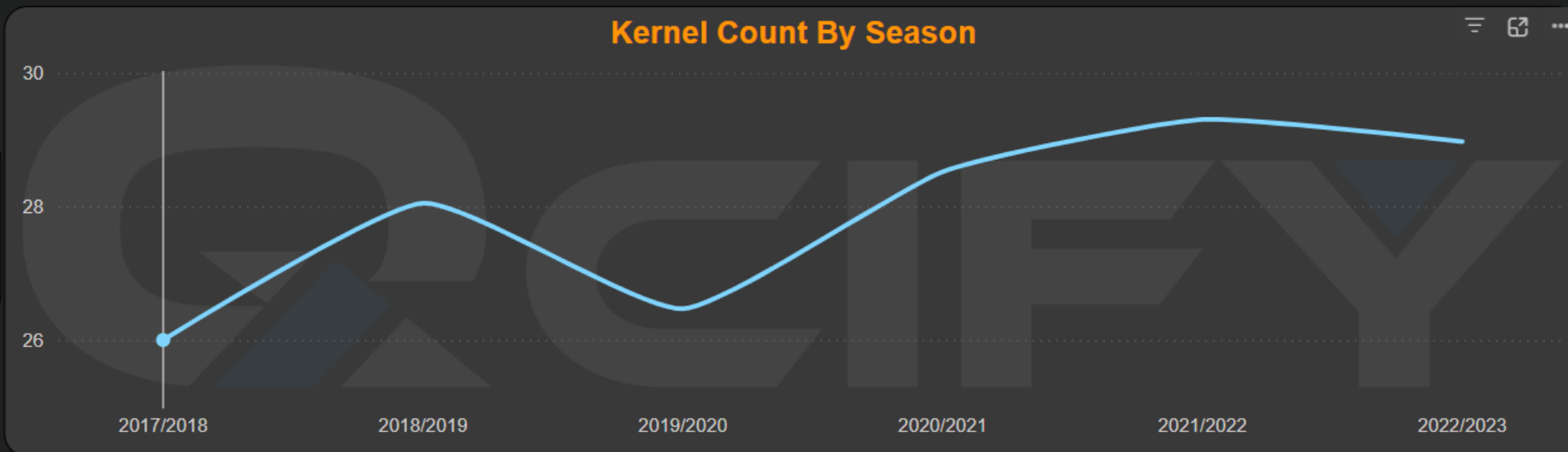
### Varieties

- Nonpareil
- Monterey
- Butte-Padre
- Independence
- California
- Carmel
- Wood Colony
- Carmel-Type
- Aldrich
- Fritz
- Butte
- California-Type
- Sonora
- Carmel-Monterey
- Padre
- Mission-Type
- Price
- Mission
- Supareil
- Shasta
- Winters
- Avalon
- Livingston
- Ruby



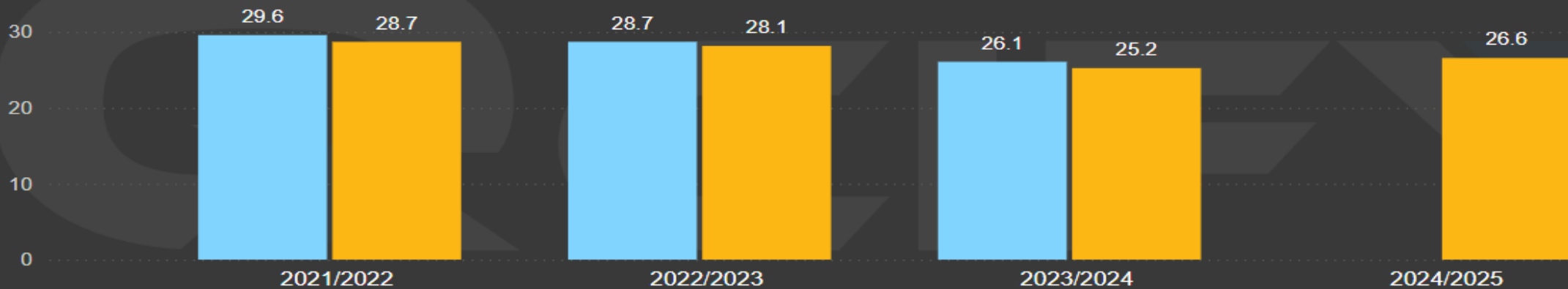
# Size

Only Showing Previous Seasons (Pre-2023)



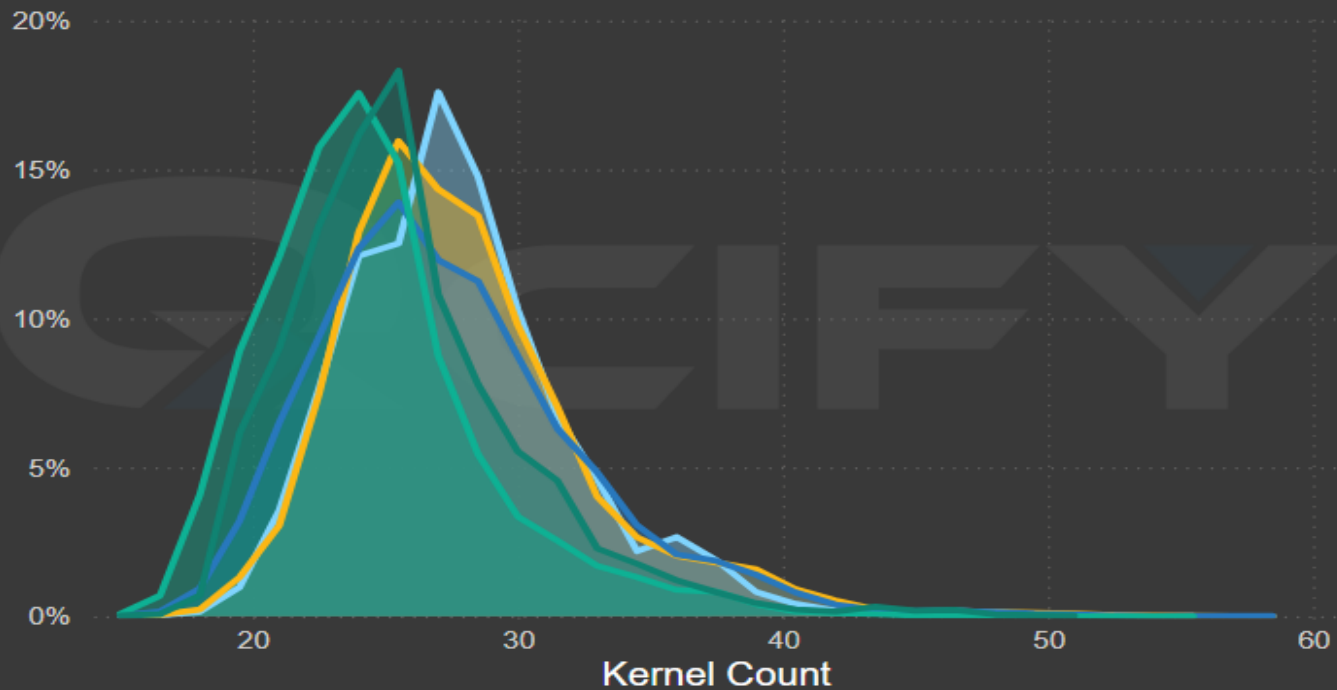
# Kernel Count by Season

● Season Through Last Refresh (Day/Month) ● Entire Season Average

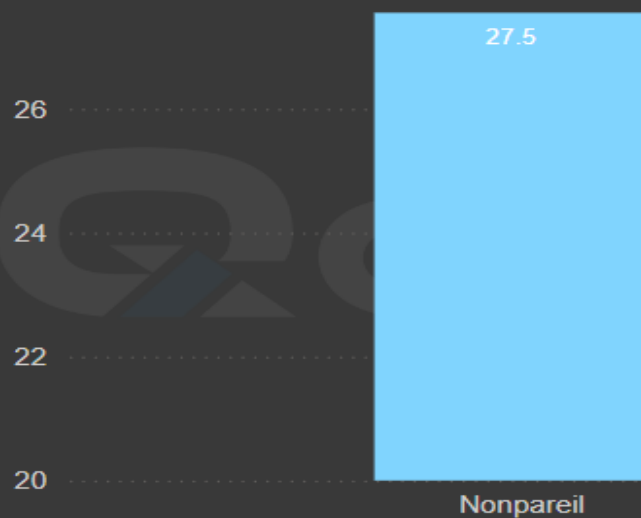


## Size Distribution

season ● 2020/2021 ● 2021/2022 ● 2022/2023 ● 2023/2024 ● 2024/2025



## Average Kernel Count



Location

All

season

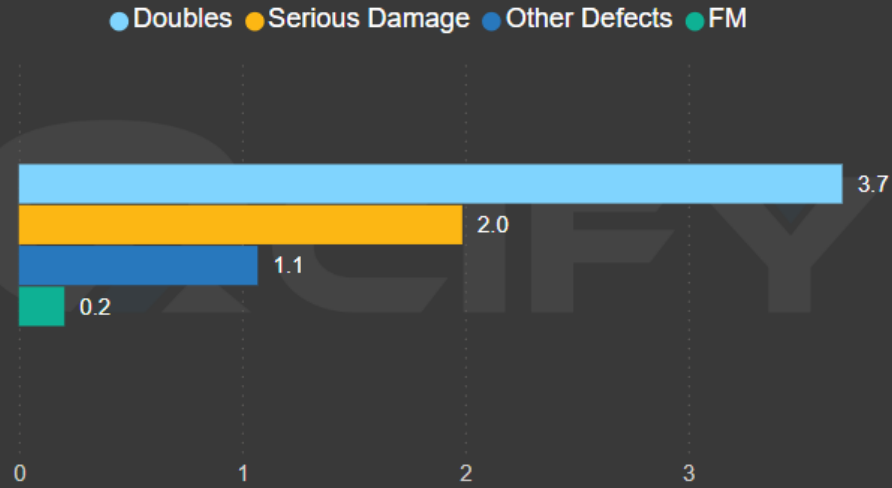
All



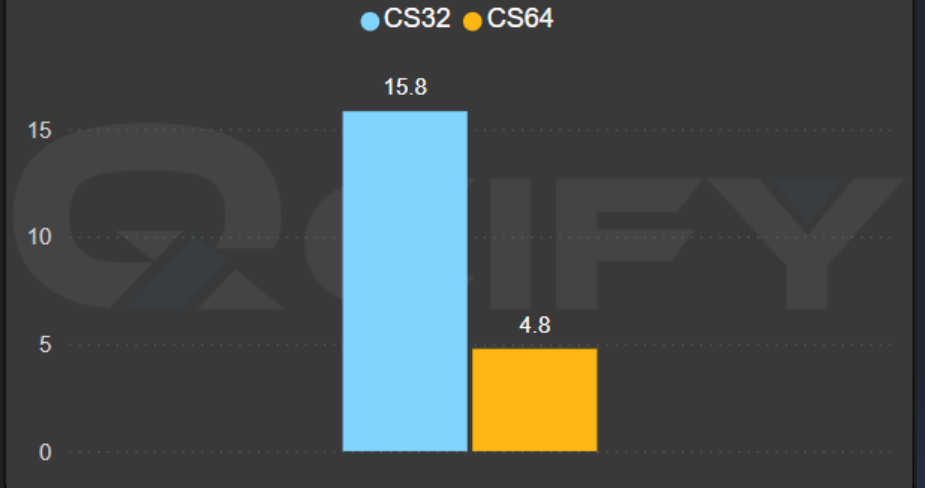
# Quality

Only Showing  
Previous Seasons  
(Pre-2023)

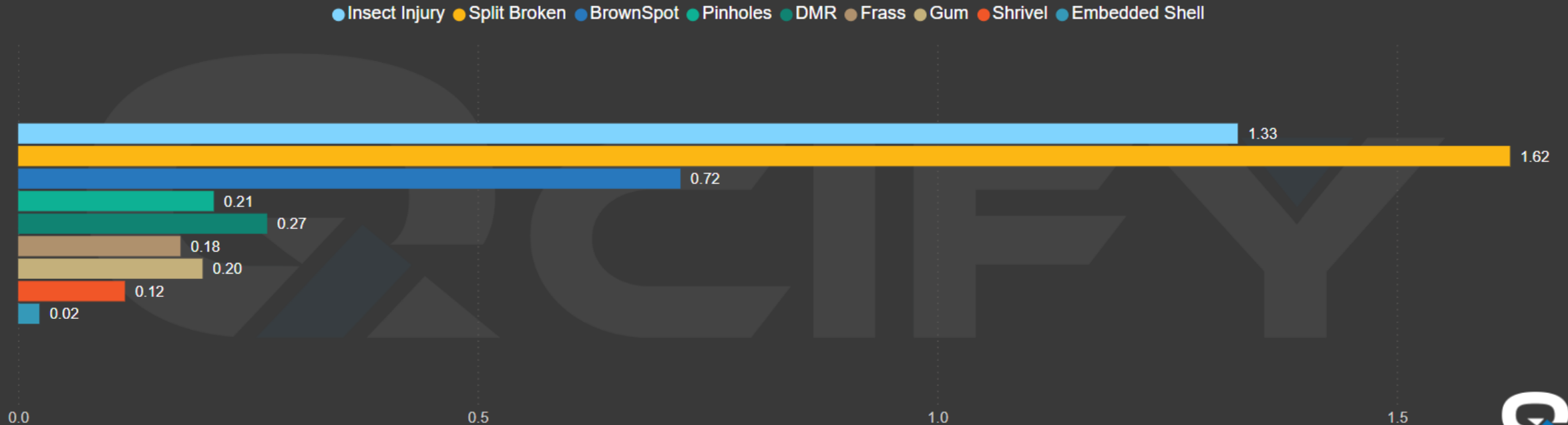
## Defects by Variety (%)



## Chip & Scratch by Variety (%)



## Specific Defects by Variety (%)



# Looking past QC results



# Intl. Trade & transparency



Almond processor



Almond buyer/importer

## ALMONDS INSPECTION CERTIFICATE

Inspection started: 4/4/2024 12:47:56 Applicant Name:  
 Inspection completed: 4/4/2024 15:59:27 Inspection Site: Hughson, CA

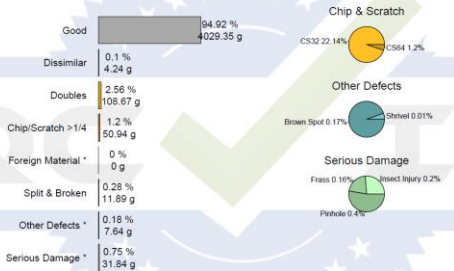
ID #	Variety	Grade	# samples	Avg sample (g)	Product analyzed (g)
		U.S. Extra No. 1	15	283	4,245

Ounce Count (kernels/oz)	Uniformity Ratio	Dissimilar (%)	Doubles (%)	Chip & Scratch (%)	Foreign Material (%)	Split & Broken (%)	Other Defects (%)	Serious Damage (%)
33.08	1.32	0.1	2.56	1.2	0	0.28	0.18	0.75

Date Issued	OCIFY serial #	Last Calibration	Certificate ID
2024-04-04	0112120	2024-02-05	d3e0658c-f2e4-11ee-8000-a51b276be14e

## ALMONDS INSPECTION CERTIFICATE



\* Details in pie charts on right (if > 0%)

Date Issued	OCIFY serial #	Last Calibration	Certificate ID
2024-04-04	0112120	2024-02-05	d3e0658c-f2e4-11ee-8000-a51b276be14e



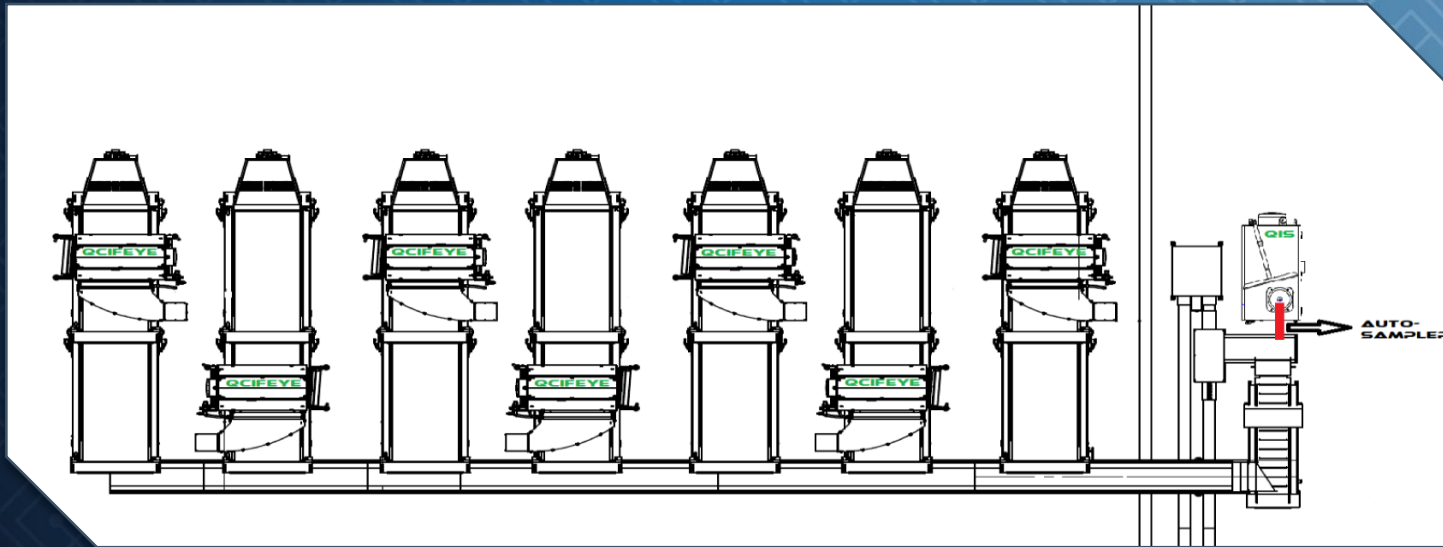
# From human stand-alone to self-regulating connected systems



# Data-driven processing

Use case example:

A customer wants Supreme/US #1 grade (CS: 10%), using Pack 2 Spec (P2S).



1. 360 measures CS to be 11%.
2. P2S realizes spec will not be achieved.
3. P2S instructs the most qualified\* EYE machine to be more aggressive on CS.
4. 360 machine keeps auto sampling, and P2S keeps adjusting.

This system works exactly the same way if the CS is measured to be 8%. In this case, P2S will instruct the EYE machines to be less aggressive.

\*Pack 2 Spec chooses which EYE machines are targeted to make sure they won't push the limit.



Looking beyond functionality  
and focusing on trends will



**QCIFY**

**CONNECTING THE DOTS.**

Q&A