

# Industry Newsteller

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UVA PASA DE CALIFORNIA: UN POTENCIAL QUE POCOS HAN SABIDO APROVECHAR

{32}

Las pasas que se producen en el Valle de San Joaquín, California, pueden revolucionar varios segmentos del mercado alimentario si se les presta atención. Desde etiquetado limpio hasta el secado de cárnicos, sus posibilidades son infinitas.

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#### DE TAMAÑO PEQUEÑO, PERO APORTES ENORMES

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AND 2019 Conducting Allerances

## Mexico

#### Trade PR

RAC Mexico secured placement of a 2 -page article in Industria Alimentaria magazine reaching 100k food industry professionals. The article highlighted the high quality of California raisins and the benefits of using them in a variety of food formulations.

## Japan

## New Product Development and Launch

RAC Japan partnered with Fuji Baking to conduct an internal product development contest featuring California raisins. Five new products were chosen to be launched and were featured in a California Raisin Fair display for one month in all 617 stores. Usage of California raisins by the chain increased 53% during the month of the promotion.

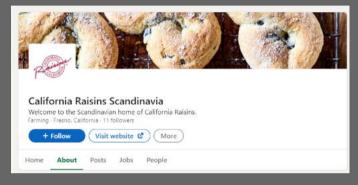


## **Scandinavia**



#### **LinkedIn Trade Advertising**

RAC Scandinavia created a new profile on LinkedIn as a new avenue to reach out and be visible to trade customers. An ad campaign was also launched, resulting in 1.3 million impressions and over 3k incremental visits to our region website including key retailers and food distributors.





## **United Kingdom**

#### **Annual Trade Newsletter**

RAC United Kingdom created a newsletter to highlight California raisin marketing activities to trade customers. The newsletter highlighted the increased consumer campaign which helped drive overall campaign impressions to over 60 million for the year.







## Vietnam

#### Consumer Social Media

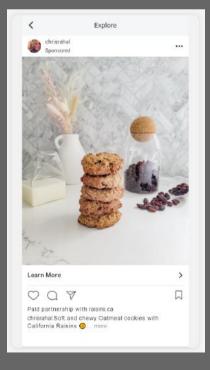
RAC Vietnam continued their consumer social media campaign. They post at least four times a month, highlighting benefits of using California raisins and creative recipe ideas. Each post reaches an average audience of 250k target consumers.



## Canada

#### **Back-To-School Snacks Promotion**

RAC Canada partnered with twenty-one micro-influencers to create back-to-school snacks featuring California raisins. The Instagram posts and stories gained over 500k impressions with strong engagement.









## Germany

#### **Bakery Direct Mail**

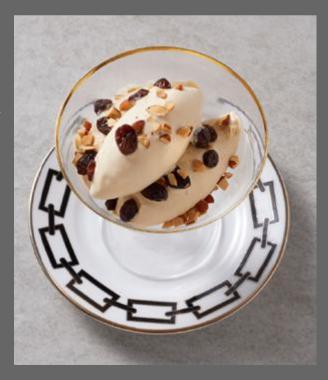
RAC Germany targeted bakeries with a direct mailing featuring ambassador Siegfried Brenneis, former Captain of the German Bakers' National Team. In addition to highlighting the benefits of using California raisins, the mailer also featured a new stollen recipe.

## Korea

#### **Foodservice Menu Development**

RAC Korea partnered with ATO Seoul in their 2021 Great American Culinary Camp. Culinary Institute of America (CIA) alumni chefs based in Korea developed a variety of recipes that were then shared at a tasting event with 50 food influencers. Five recipe videos were also created including Rum Raisin Almond Ice Cream.

https://www.youtube.com/watch?v=b7f8LzBFILE



## China

#### **Consumer Social Media**

RAC China leveraged the home baking trend to feature healthy homemade desserts without added sugar. Partnering with a baking influencer with over 300k followers, recipes were created for a western-style cinnamon roll and a Chinese sticky rice cake. The recipes were posted on three top recipe apps (Xiachufang, Douguo, Meishijie) and two mainstream social media sites (Weibo and Red) for a total of 780k impressions.



## **SE** Asia

#### **Apprentice Pastry Chef Competition**

RAC SE Asia partnered with the 2021 World Gourmet Summit as sponsor of the Pastry Chef of the Year Awards. For apprentice chefs, a competition was held using California raisins as the key ingredient. An advertorial on the competition will be featured later this year. Our ad was also featured in the event publication.



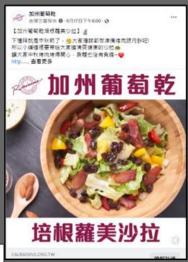


## **Taiwan**

#### **Recipe Videos**

RAC Taiwan created ten light meal recipe videos using California raisins as a key ingredient to inspire consumers with creative new uses. The videos have been added to the RAC Taiwan website and will be featured on social media in upcoming months with views expected to exceed 1 million impressions.





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