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## The ACi News Bulletin

2<sup>nd</sup> Edition on

# *“Cashew Harvest and Technologies”*

For a shared understanding of the cashew sector!



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## Preface by Rita Weidinger



Dear Readers,

Welcome to the second edition of the ACi News Bulletin. As we are entering the 2015 cashew harvest season, I would like to review our joint activities during the past year. Overall, we are looking back to a year of good progress, continuous learning, thriving cooperation and positive energy. Through your efforts and contributions, we moved a few steps further towards *higher incomes for cashew farmers and processors* in our partner countries.

On the production side, jointly with all ACi partners, we have trained more than 333,000 farmers in two full training sessions with an accumulated family income of \$120 million. More than 20 % of these farmers are women. We were able to surpass this target, which was planned for October 2015, a year earlier due to additional training sessions through our Matching Fund Partners. To date, actually more than 385,000 farmers have received some type of training. These farmers have significantly increased their cashew yields. In Ghana cashew yields moved up to 800 kg/ha. In Benin, Côte d'Ivoire and Mozambique yields increased between 300 to 500 kg/ha. Burkina Faso remained low in yields due to the challenging climate last year. The variation in yield level calls for stronger promotion of improved planting material and the distribution of high quality seedlings on the ground. Another highlight of the last year is the Master Training Program. It intensified cross-border knowledge and information sharing along different topics of the cashew value chain and 58 participants from 7 countries were certified as cashew experts.

Regarding cashew processing, 20 ACi supported processors have increased their processing capacities from 8,250 MT in 2008 to 48,300 MT in 2014. However, the combined average utilization reaches only 44%, meaning more raw materials are needed to increase the profit of already installed capacities. In view of this, changing power relations along the value chain demanded for more sustainable market linkages between producers, processors and buyers. Until today, 17 Matching Fund projects by public and private partners linked 60,700 farmers to processors and international kernel buyers. Technology and Innovation have also become more and more important along the supply chain. IDH - the Sustainable Trade initiative launched a traceability and management information system named Triple S (3S) in cooperation with Fairmatch Support and private companies such as Internack, TDG, Olam and others. Also SAP, the German Software Company, provide farmers and other business actors with ICT applications that enable them to do collaborative business in a transparent and sustainable manner. Today, more than 23,000 producers in several African countries are reached by the system covering a multitude of crops such as cashew, coffee, cocoa and shea nut. End of November SIETTA 2014 – The International Processing Equipment and Technology Show – took place in Abidjan with more than 4500 participants along the cashew value chain from 25 countries.

ACi started the year with the 4th Call for Application for the Matching Fund. Mid of January, the Cocoa Research institute Ghana (CRIG) hosted a one week workshop on improved planting material development with 25 cashew researchers from 7 West-African countries. From 8th - 14th February, international cashew buyers, investors and high level decision-makers from Europe, Africa and the Caribbean participated in an Exposure & Dialogue Program. They spent three nights and three days with cashew farming families in the Brong-Ahafo Region in Ghana to experiences, reflect and discuss the impacts and gaps of the ACi project.



Also the 2nd Call for Application for the Master Training Program opened in the middle of February. Apply now, if you are interested in becoming a Master Trainer on cashew! On 30<sup>th</sup> March, we are looking forward to meet with all Core Partners for our bi-annual Meeting in Abidjan, Côte d'Ivoire.

I would like to take the opportunity to officially bid farewell to Dana Boggess, ACi Project Coordinator at the Bill & Melinda Gates Foundation since September 2011. Thank you, Dana, for paving the cashew way for us with your innovative ideas, questions and support at all times. Dana left the cashew fields in the beginning of this year. On behalf of the ACi team, our partners and all cashew actors, I wish you all the best for your future endeavors. At the same time I like to welcome back Richard Rogers, who is taking over the coordination of the ACi project within the Bill & Melinda Gates Foundation. Richard has already been actively engaged in the conception and startup phase of ACi from 2009 to 2011.



We appreciate the efforts of all contributors of the second ACi Bulletin Edition: Paula Hippolyte-Bauwens - Embassy of the Eastern Caribbean States to Belgium and Mission to the EU, Wim Schipper – Intersnack Procurement, Bernd Isenberg – IDH, Mohamed Salifou – ACA, James Fitzpatrick – Consultant and Author of the Cashew Club, Judith Steffens – ACi, Issa Konate – Secretary of GIC-CI, Olam IvoireSA, Thomas Ibrahima – Senegalese Institute for Agricultural Research, Lucman Diaby – President of GIC-CI, Africajou, Else-Marie Fogtmann – Fair Match Support.

Let's continue to share our knowledge and information to build a better and shared understanding of the cashew sector! In the meantime, we wish all actors a successful cashew harvest season filled with high quality cashews and fair prices for all!

Thank you very much for your continuous collaboration and enjoy your reading!

Rita Weidinger, Executive Director ACi

**In cooperation with:**



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## Developing new Perspectives for sustainable Development – The Exposure and Dialogue Program for decision-makers

From the 8<sup>th</sup> to 14<sup>th</sup> February, 2015, ACi in collaboration with the Exposure and Dialogue Program Association organized an Exposure and Dialogue Program (EDP) on “Social and Economic Impulses through the Cashew Industry in Ghana.” The program offered national and international decision-makers, (potential) investors, buyers and sector experts the opportunity to live with cashew farmers and experience the realities of their daily lives while learning about ACi interventions and activities directly from their hosts.

### **Why was EDP organized?**

Following a broad-based multi-stakeholder partnership approach, ACi strongly relies on the observations, stories, feedbacks and suggestions from sector partners when planning new activities and deciding on strategic directions of the project. Through the EDP, ACi sought to follow-up on interventions and gain insights on:

- The impact of cashew farming on the livelihoods of producers and their business viabilities.
- The investment prospects that the African cashew sector presents with regards to production, processing and marketing leading to higher incomes and sustainable job creation.
- New areas for ACi interventions and for deepened focus as well.
- The sustainability of ACi interventions and the possible replication ACi’s approach on other agriculture commodity sectors.

### **Exposure**

Throughout the three-day exposure phase, the ten participants lived with five cashew

farmer families in the Wenchi and Jaman Districts of the Brong-Ahafo Region, the main cashew hub of Ghana. The participants came from African, Caribbean, and European public institutions / organizations and private companies such as the African, Caribbean and Pacific Group of States Secretariat (ACP), the Central Committee of German Catholics, the Embassies of the Eastern Caribbean States and Missions to the EU, IDH - The Sustainable Trade Initiative, Intersnack, Olam International, Ltd. Mozambique and DEG - the German Finance Corporation for Investment and Development.

Ghana’s Ambassador to Belgium and EU also participated and visited the Mim Cashew factory, the Wenchi Farmer’s Association and the cashew farming community of Bodaa, in the Drobo District for 3 days.

### **Reflection and Dialogue**

On their return to Accra, participants reflected on their activities and experiences on the cashew farms. This was followed by a Dialogue workshop with stakeholder of the Ghanaian cashew industry. Participants discussed the implications of the ACi project on the cashew sector and made recommendation on, for example, innovations in mechanization of farm work, the continuous support to farmer organizations for improved business transactions and incentives for protecting in-country processing. The EDP participants acknowledged the change of perspective and said that it affects decision-making personally and professionally.

*Author: Sylvia Pobee, Communications Officer, ACi*



## Experiences and Impressions of the Exposure and Dialogue Program





## Speakers Corner:

**Name:** Paula Hippolyte-Bauwens

**Position:** First Secretary

**Institution:** Embassy of the Eastern Caribbean States to Belgium and Mission to the European Union (EU)



### **What did you expect from participating in the Exposure & Dialogue Program?**

I expected that the program should deliver pertinent information on challenges and opportunities for the small-holder farmer with respect to entering into niche markets and climbing the value chain through focus on quality and adequate processing.

### **What is your biggest learning on cashew from participating in this program?**

My biggest learning point was the attention paid to quality and increasing production volumes on the farm through good agricultural practices, but also through the process leading to processing (value addition) and even export of the product. It is therefore possible to improve quality along all steps of the value chain.

### **How will you share your cashew story when you are back in Brussels?**

The mission report that I will be preparing and submitting to the Embassy and to our Member States accompanied by specific proposals for engagement with ACi will allow me to share this experience with a wide spectrum of policy stakeholders. I will also make an input in the ACP multilateral reflection process on a commodities program that will be integrated in the intra-ACP program under the 11th European Development Fund. That input will be based on my experience with ACi and the cashew industry in Africa.

### **What are the opportunities and potentials of cashew production for the Caribbean?**

The Caribbean already has some experience with cashew nuts production, but with limited local consumption. A cashew development strategy in the Caribbean, would focus on production for agricultural diversification and biodiversity, but equally important, on production for the tourism industry (hotels, cruise ships and yachting sector). It is a growing industry and offers an excellent market for niche products of high value, as well as for the local and regional markets. It is important to note that the Eastern Caribbean States have entered into an Economic Union and as such share a single market, which means a larger market.

### **How does it differ from a cashew development strategy/project in Africa?**

The main point of difference is the size of the countries. Small island developing states such as the Caribbean cannot benefit from economies of scale because of limited size of territory and therefore cannot attain critical mass in terms of production. Also, the insular nature of Islands means that they are far from main markets and therefore there are high air and/or maritime transportation costs. Trade or obstacles to trade are hinged on this reality. Therefore the approach must promote the use and expansion of local markets and also encourage the development of ferry services between the islands as it allows for cheaper means of transportation of goods and persons.

*Interviewed by: Ann-Christin Berger, Communications Manager (ACi)*



## Speakers Corner:

**Name:** Wim Schipper

**Position:** Sourcing Manager Africa

**Company:** Intersnack Procurement B.V.



### ***What did you expect from participating in the Exposure & Dialogue Program?***

I expected to experience the life and work of a cashew farmer and his family in much detail. I knew the housing conditions, as I have travelled to similar regions in West-Africa before. What I could not have predicted is the impact this experience has had on me personally.

### ***What is your biggest learning on cashew from participating in this program?***

From dusk to dawn - Work never ends! The daily work includes preparing for the farm, assembling farm workers, taking the children to school, harvesting yam for food preparation etc. Farmers have a very busy life. Our host has 6 plots that cover about 70 acres!

### ***Intersnack is one of ACi's earliest partners and is supporting our vision of reducing poverty among cashew farmers sustainably. How would you describe the progress on the ground?***

Let's take Peter and Emma, our hosts. They harvested 205 bags of 80kg in 2014. This year, they expect to harvest 250 bags because Peter implemented the recommended Good Agricultural Practices. He also integrated bee hives on his farm. The extra income from higher yields and the by-products, not only benefit Peter, but the whole community as he requires more workers during harvest. That's a big success!

### ***In your opinion, which are the specific areas ACi and partners have been less successful?***

ACi has a very rational, business-like, approach to the cashew value chain and its stakeholders. ACi measures itself for example through Key Performance Indicators. But did we address the sustainability of cashew farming and processing other than poverty reduction and gender equality? We need to have an eye on this as well.

### ***What are the specific areas that ACi and partners need to focus on more intensely to improve the African cashew sector?***

First and foremost the increase in yields! It is vital for rural poverty reduction and much needed due to the expected rising global demand for high quality cashews. Governments need to facilitate local cashew processing through policy development and implementation. Also setting up so-called Centers of Excellence are helpful to train Master Trainers and lead farmers in the development of high yielding planting material and viable farming models.

### ***You are sourcing manager of various products in Africa at Intersnack, how do you transfer the learning's from cashew to other value chains?***

I am a fan of cross-breeding. I mean transferring lessons learnt from one plot to another, from one crop to another. We do that through direct contacts with processors (normally our first local entry point), and discussions with farmer groups, NGO's etc. Just recently, we sent a proposal to distribute 300.000 macadamia trees in Malawi with the Dutch Government. We include the lessons learnt from the ACi project in the project proposal, for example establishing direct market linkages and progress reporting.

*Interviewed by: Ann-Christin Berger, Communications Manager (ACi)*



**Intersnack**



## Tracing, analyzing and improving the cashew supply

Cashew retailers, roasters and processors in supply chain development try to keep up with the growing demand for high quality kernels in the US and Europe. However, investing in increasing production proves itself difficult, as it is often not possible to determine from where the cashews originate. Processors buy cashews in bulk from traders, making it impossible for them and other players to identify and support the farmers that produce their nuts.

How can you increase production without knowing who produces your cashews and what kind of support those farmers need? And once the investment is made, how do you determine your return on investment and ensure that the generated learning's can be used in your other sourcing regions?

### ***Sustainable Supply System – 3S***

Supported by IDH (The Sustainable Trade Initiative) and ACi, processors based in Africa, European roasters and retailers together developed 3S – Sustainable Supply System. 3S traces the quantity and quality (KOR, nut count and humidity) supplied by each farmer group all the way to roaster level. Whether you are a roaster in the US or a processor in Vietnam, you can determine exactly from which farmer group your cashews come. A collection of data on productivity, quality and sustainability criteria also allow to benchmark performances among farmer groups. That way you know exactly which farmers have most potential and which ones need additional training.

Since data is collected in every harvesting season, you can also analyze production developments over time and assess the effectiveness of your investments.

ACi for example, is increasingly using 3S to monitor and evaluate the performance of its projects.

### ***The Business Case: Opening Markets***

While the primary benefit of 3S is to increase, improve, and monitor cashew supply, the traceability of the system also opens the door to markets with higher demands on quality, food safety and sustainability. Existing certificates and standards can easily be integrated into the system. More importantly; it enables retailers to tell the story of African cashew to their consumers: “These cashews were grown in the north-east of Côte d’Ivoire, where cashews are the primary source of income for most farmers. Since 2012, we have been training farmers to grow more and better cashews for you.”

### ***Building Sustainable Relationships***

Next to being a management information system, 3S facilitates a fundamental shift in procurement practices and the relationship between farmers and processors. Instead of buying cashews on the market through middlemen, having no control over quantity, quality and prices, processors can now procure their cashews directly from farmer groups. While direct procurement is more labor-intensive, the benefits are: long-term business relationships between processors and farmers enable joint investments and joint management of production. This ultimately leads to a secure and steadily growing supply.

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To learn more about 3S and how it could improve your business, click [here](#) for a brief animation, or contact [FMS](#), [ACi](#), or [IDH](#).

**In partnership with:**



Author: Bernd Isenberg, Program Officer, IDH

**ACA Farmer Training Program expands across West Africa**

Since mid-2014 the African Cashew Alliance (ACA) has been implementing a new farmer training program in West Africa, first in Nigeria, then in Benin and now Côte d'Ivoire. Supported by USAID TIME and carried out with the assistance of implementing partners in each country, the project aims at improving cashew yields by helping farmers and processors jointly address problems in the supply chain. In each country, ACA works with one of its well established ACA Seal cashew processors to identify obstacles that

hinder a smooth procurement process of the processors. ACA, jointly with the partner processor, then works with farmer communities that are directly supplying the processor, and provides training to farmers that address the shortcomings. The results of the trainings are monitored not only by ACA, but also by the cashew processors themselves, who being in the field all year round, are best-placed to measure the impact of the intervention.

In September 2014 the pilot for the project was launched in Nigeria, where ACA worked with the Nigerian ACA Seal processor FoodPro. After an initial training of 20 extension officers, follow-up surveys demonstrated that over 2,000 farmers, of whom 25% were female, had received training sessions in the cashew-growing regions supplying FoodPro's factory. The ACA Seal Coordinator also assisted FoodPro in putting in place procedures for traceability of their products, from raw cashew nut markets to kernel export.



*Farmer Training Session  
Photo: ACA*

ACA then extended the program to Benin in January 2015, in collaboration with Beninese processor Afokantan, and is now continuing in Côte d'Ivoire with CASA, a cashew-processing initiative of Industrial Promotion Services (IPS).



“We know from many of our processor-members that sourcing high-quality local nuts remains a challenge.” observes ACA Managing Director Roger Brou. “With this farmer training project, we can bring processors, farmers and the ACA’s experts together to ensure that stakeholders at all points in the value chain benefit. This project means both higher incomes for farmers, and more reliable raw material supply for processors.”

*Author: Mohamed Salifou, Agronomist, ACA*

## The Cashew Market Update

Worldwide we are looking forward to the cashew harvest season. It is also the time for crop projections, rumors and estimates. Forecasters in every cashew growing country from Vietnam to Guinea Bissau, being official or trade, estimate that crops will be good in 2015 - in most cases even better than last year, with little price variations. The continued efforts to improve production methods are yielding positive results. Good news! The cashew kernel market is still characterized by price stability. However, at the raw cashew level, not all cashews are harvested yet. Meaning, they are still vulnerable to the weather. We cannot take good crops for granted and can only assess the quality when the raw nuts are in the warehouses. To date, projections show a 10 - 12% growth in production across West Africa.

In 2014, the demand for high quality cashew grew across the world. If the global demand stays the same in 2015, good yields with good quality are needed. Let’s look at some of these countries: India experienced a continuous growth in consumption. In addition, Europe and the US increased their cashew imports. However, as the Euro lost 17 % of its value against the US Dollar over

the past 12 months and still remains weak, it is likely that imports to Europe go down again. Another demand highlight was a rise in Australian imports. China is also increasingly importing, however, cashew demand still remains relatively low. China imports less than half the volume demanded by the USA, despite having four times its population. Nevertheless, the whole world demands more and more cashews. The positive upward trend in cashew consumption is driven by conscious consumer decisions for health benefits of their foods. Consumer choices for natural and healthy ingredients have the potential to benefit smallholder cashew farming families, as good crops are needed to satisfy the growing global demand for high quality cashew kernels.



*Cashew kernnels  
Photo: ACi*

The fast growing RCN market attracts more and different types of buyers such as traditional traders, processors buying directly from farmers, Indian buying groups from new processing areas and incoming traders from other sectors. They either seek to link their cashew trade to other activities or simply look for trading margin in the growing cashew sector. In terms of pre-harvest trade, processors (local & international) and traders are currently competing for the best market position. Vietnamese buyers for example



used to source mainly from traditional RCN exporting countries' such as Côte d'Ivoire and Nigeria. However, in order to supply their local processing industry and to feed the growing export market with kernel volumes, the Vietnamese have also entered RCN markets in Tanzania and Burkina Faso. This more diversified RCN sourcing by Vietnamese will compensate the kernel market as India currently consumes more kernels locally, which results in less kernel export from India. At recent cashew events such as SIETTA 2014 in Abidjan and the World Cashew Convention in Dubai the increasing sectorial and geographical expansion was noticeable. This can bring better prices for growers and traders in producing countries or it can bring volatility to the RCN market - only time will tell.



Raw Cashew Nuts (RCN)  
Photo: ACI

Since the beginning of 2015, the RCN market shows some price volatility. Countries with RCN stocks ready for shipment experienced unrealistically high prices in the beginning of the harvest season. Even after an initial price fall, returns remain as high as \$1400 per MT in Tanzania. This is mainly due to the lack of RCN stocks on the processor side and the need for high quality materials. If, however, prediction of an early crop in Vietnam and Côte d'Ivoire prove to be correct, RCN prices

are likely to stabilize again throughout the harvest season.



Cashew apples  
Photo: ACI

In the last two years, kernel prices ranged from \$3.15 to \$3.60 per lb (~ 0.45 kg) FOB WW320. Currently, kernel prices are in the lower mid-range. It seems that large-scale kernel buyers are well supplied by quality processors and importers. It also means that most price risk is with those actors having direct contact with the RCN market. Therefore, RCN prices are likely to drop under harvest pressure, kernels prices seem more likely to stay within the current range. Any crop or harvest problems can cause price volatility. Prices might move up sharply, especially with problems in more than one cashew producing country.



Source: Jim Fitzpatrick, Author of the Cashew Club



## **ACi Staff Profile:**

**Name:** Judith Steffens

**Position:** Director  
Operations



**How long have you been working in agricultural value chain development?**

I joined the ACi project in 2009. Agricultural value chains are part of my personal and professional life ever since.

**You worked in GIZ Head Quarters before moving to Burkina Faso. How do you experience working and living in Ouagadougou?**

Ouagadougou is a great city to live in. I like the mix of vivid cultural and urban life. If you want to relax, you can visit the parks and forests in the city. There is a variety of places to visit outside of Ouagadougou as well. From the working perspective, I enjoy being closer to our national partners and the more frequent exchange we have. I wish I had more time to go to the cashew fields.

**What are your responsibilities and tasks as Director of Operations in ACi?**

I'm in charge of all field operations. In this function, the monitoring and evaluation of our activities falls in my responsibility. I am also heading the regional office in Ouagadougou.

**What do you find most challenging about working in the ACi project / cashew sector?**

The cashew sector is relatively young without strong linkage between the different actors. Cashew production must still increase in quality and quantity. We also all know that cashew processing is not an easy business. The sector and the cashew market still demands a lot of organization. For a project

like ACi, it is sometimes difficult to respond to the many needs of the many sector actors. Therefore, strong partnerships with national actors and liaison with others is essential for the success of the sector. Yet, it is adding another layer of complexity.

**What do you like best about working in the ACi project / cashew sector?**

I like the complexity of the project and the cashew sector as a whole. I am learning new things every day, even though I have been working in ACi for quite some time already.

**What do you consider as ACi's main impact so far?**

To me, the outreach of ACi interventions is impressive: The number of farmers trained and the positive developments in the processing industry, the linkages that are established to the international market and the growing regional network of cashew sector experts. I do believe this was only possible because of ACi's unique partner structure. ACi's impacts are the linkages and frequent exchange among actors along the entire cashew value chain including researchers, farmers, processors, buyers, traders, national governments, as well as national and international companies. All are working towards the development of the cashew sector. Bringing together these actors and supporting them in doing their work more efficiently, in my opinion, is the beauty of ACi.

*Interviewed by: Derek Aryeetey, National Service Personnel for Monitoring & Evaluation (ACi)*

## **Along the Cashew Value Chain**

### **Production**

From 2009 until now, ACi has trained 333,630 farmers in two or more trainings of which 73,775 are women (22%). This number does





not include the 35,243 farmers who received one training only. By the end of phase 2, ACi wants to train 430,000 farmers. Currently, 70,000 farmers are trained on harvest and post-harvest techniques in Benin (20,000) Burkina Faso (10,000) and Côte d'Ivoire (40,000). In total, 5,584 mother trees have been established in clonal gardens to ensure the availability of high quality planting material for expanding plantations. High yielding seedlings have been produced and distributed for 26,694 ha of new plantations. In 2014, ACi trained 58 cashew experts on topics along the supply chain. The Master Training Program gained high interest among cashew actors, who keep asking for a second program. In January 2015, ACi supported a Cashew Learning and Networking Workshop hosted by the Cocoa Research Institute Ghana. 25 researchers from 7 West African countries learned and exchanged on improved planting material development.

*Author: André M. Tandjiékpon, Production Manager, ACi*

### **Monitoring & Evaluation:**

Analysis of 2014 Yield Survey is ongoing. A draft presentation will be available soon. Preparations for Yield Survey 2015 for West Africa started in the four countries. The Survey will be carried out during February and June to cover both the harvest and the marketing period. The revision of questionnaires as well as sampling for 2015 started. ACi partners are supporting in the implementation process.

Data entry of first questionnaires of the economic case studies started. Follow-up visits with Master trainers take place in February.

A socio-economic study focusing on the consequences of increasing cashew production such as food security, poverty reduction, land-tenure rights, income and gender has started in the Brong-Ahafo Region, and will continue in the Northern Region. Preliminary results follow soon.

*Author: Johannes Peters, M&E Officer, ACi*

## **Apply Now! Become a Master Trainer on Cashew!**

### ***The African Cashew initiative launched the second call for applications for its Cashew Master Training Program.***

The program targets 60 participants working in the private and public sector as well as in NGO's to promote cashew value chains in West Africa. If you are an experienced consultant or value chain expert, a trainer or researcher on cashew or any other crop, a cashew buyer or trader, working at a processing company, in government or supporting structures with focus on cashew, we are looking for you! The Master Training Program starts in May and covers a period of 7 - 8 months. It includes three 1-week-classroom sessions taking place in Burkina Faso, Ghana and Côte d'Ivoire respectively. Each session focuses on a specific set of technical modules along the cashew value chain. In between the classroom sessions, so-called inter-sessions or field activities of maximum three months are scheduled. During these inter-sessions, participants return to their host institutions, share their knowledge with colleagues and do hands-on work in the field to apply what they have learnt. Linking theoretical knowledge to practice, the technical modules and activities are aligned with the production, processing and marketing calendar for cashew. The training sessions are facilitated by experts in the sector and held in English and French simultaneously. Preference will be given to participants from ACi countries: Benin, Burkina Faso, Côte d'Ivoire and Ghana. However, applicants from non-ACi countries are also invited to participate and to send their applications.

We raised your interest? Send your application to André M. Tandjiékpon, Master Training Program Manager [andre.tandjiekpon@giz.de](mailto:andre.tandjiekpon@giz.de)



### **Processing**

As the RCN season advances, processors are preparing for the cashew season 2015. This preparation involves:

**Fund Acquisition:** Processors ensure adequate and timely financing to buy raw cashew nuts until 2016. They also negotiate for adequate working capital with their banks to pay salaries, utensils, equipment and other operational costs for this year.

**Raw Cashew Nut (RCN) Procurement Plan:** RCN quality has a big impact on the outputs of a processing unit. ACi trains farmers on post-harvest management of RCN to increase quality – ideal KOR 48.

In order to stay profitable, processors only source high quality raw nuts from farmers. Note: Well dried nuts release lesser CNSL during shelling and protect hand against burning of CNSL. They also produce higher kernel yields – more profitable for farmer and processor.

**Ensuring Labor Availability:** The number of employees is determined by the quantity of RCN to be processed in 2015, type of equipment installed, buyer requirements (demand/orders/contracts) as well as availability of working capital.

**Equipment Assessment:** Factory owners and managers assess their technology needs. They repair existing or upgrade with new machines:

**Factory Cleaning:** Processors clean their factory to ensure equipment, tools and materials are in accordance with food safety plans for the new season.

**Securing markets:** During this period, processors re-negotiate with existing buyers and search for new kernel buyers. Contracts

are prepared based on buyer requirements for their specific markets: shipping plan (volumes/ quality/ timing), prices, specifications (quality/ grades/ food safety, etc). We wish all existing and new processors a great cashew year!

### **Important to note regarding RCN storage:**

Store only well dried RCN (max. 8% moisture). Store the RCN in jute bags to ensure proper ventilation.

Arrange jute bags in stacks to be able to count them. It permits efficient control of RCN stock throughout the year and at any time.

Keep a distance between the roof & the pillar top and the jute bags. Sunny days heat up the roof. The overheating of RCN during storage results in scorch kernels.

Separate the different sizes of cashew nuts with the help of an electric calibrator.

Calibrator has holes of different dimensions, starting from 18mm, 20mm, 22mm up to 28 mm. Grading the nuts facilitates shelling, especially where mechanical shelling machines are used. It reduces breakage, assures drying in oven treatment, and makes grading of kernel easy.

*Author: Mary Adzanyo, Director Private Sector Development, ACi*

### **Supply Chain Linkages**

The « Groupement des industriels du Cajou en Côte d'Ivoire (GIC-CI) is a professional cashew processor association and officially established on 28th June 2014.

The seven founding companies together process 90% of Côte d'Ivoire's raw nuts:

- Cajou Industrie
- Africajou
- Olam Ivoire SA
- Afri-Agri Industries
- KAPPAGRI
- Cajou de Fasso and





- Cajou des Savanes

GIC-CI aims at assembling all investors in cashew nut processing in Côte d'Ivoire to discuss and advocate common interests:

1. Promoting cashew kernels of Ivorian origin on the domestic and international market
2. Establishing favorable sector policies for a viable cashew processing industry in Côte d'Ivoire.
3. Building a sustainable cashew sector with fair profits for farmers, processors and traders
4. Creating awareness among banks and financial institutions about the economic potentials of industrial cashew processing in Côte d'Ivoire
5. Supporting new investors in the establishment of new processing units to ensure sustainable growth of the cashew processing industry in Côte d'Ivoire.

The « Groupement des industriels du Cajou en Côte d'Ivoire (GIC-CI) » is managed by an elected executive committee:

- Mr. Lucman Diaby: President
- Mr. Raphaël KOUAKOU: Vice President
- Mr. Issa Konate: Secretary

GIC-CI activities aim at advocating a single sectorial policy in Côte d'Ivoire that facilitates a rapid and sustainable growth of the cashew sector:

- Promotion of policies to ensure minimal price volatility and profit for all actors in the chain
- Ensuring the closure of land borders
- A labor law, responding to the needs of the Ivorian cashew sector
- A customs policy, favoring import of cashew processing equipment

- A tax policy, facilitating the export of kernels
- Promotion of local cashew and by-product consumption.

*Author: Issa Konate, Secretary of GIC-CI, Olam IvoireSA*

### **Management**

Ulrich Sabel-Koschella, in charge of joint value chain projects with the Bill & Melinda Gates Foundation, went on a sabbatical until 1.7.2015. Martin Weiss, Director for Regional Cooperation Programs and Wolfgang Bertenbreiter (COMPACI – GIZ) take over the coordination role for the sub-regional (agricultural value chain) projects on cotton (COMPACI), cocoa (SSAB), rice (CARI) as well as the project on Affordable Nutritious Food for Women.

From 16.-19.2.2015, ACi held its internal strategic planning workshop with national partners from the five countries and GIZ bilateral agricultural programs from Benin and Côte d'Ivoire. The purpose of this meeting is to best match ACi focus until April 2016 with national demands. The partner requests stress on more advocacy work with government actors for incentives for in-country processing, as well as strengthening the young private sector organizations in the cashew sector.

Soule Abdoulaye Manigui, Head of ACi Info Unit, transitioned into consultancy service. Thank you, Soule, for your contributions to the African cashew sector. Congratulations to your new position as Director General of CRAD [cradsarl@yahoo.fr](mailto:cradsarl@yahoo.fr)  
For any open issues related to earlier tasks please address [ann-christin.berger@giz.de](mailto:ann-christin.berger@giz.de)

*Author: Rita Weidinger, Executive Director, ACi*

## **Speakers Corner:**

**Name:** Thomas Ibrahima

**Position:** Director of National Center for Forest Seed Research

**Institution:** Senegalese Institute for Agricultural Research/ National Center for Forest Seed Research



### ***Which improvements have you witnessed on farmers farms when improved planting material was applied in your country?***

We have seen tremendous improvements! With the use of improved planting material, yields increased five times. Germ Plasms for developing improved planting materials are imported from Brazil, Costa Rica, India, Ghana and Ivory Coast. We have done a lot of trials to figure out what works for us. We tried planting in different environments to define best soil conditions and ideal rainfall patterns, we looked at when to do pruning and how, as well as the spacing for cashew trees. Farmers are directly involved in research. Eventually they implement the findings and recommendations. It is a win-win situation. They get paid for the technical support to research, and at the same time learn Good Agricultural Practices. In other words: Learning by doing! Through collaborative work with farmers, we discovered that they use their traditional knowledge to assist researchers in addressing some challenges on e.g. pest management.

### ***Which conditions need to be met for cashew farmers to use improved planting material?***

Sensitization! Farmers must be aware of improved planting material, benefits and proper handling.

### ***What are the challenges researchers are facing in the development of improved seedlings?***

Funding! Our funding is currently donor-driven; but we need government involvement. Also, extra research takes time. Often we don't have time to produce the expected results. We also need more research by graduate students cooperating with our institution. Regional collaboration is needed. I suggest that we - all cashew producing countries - work on the same methodology to facilitate comparison. Across West Africa there are different environmental settings and crops; if we had one method it would help to compare the different factors affecting productivity and yields.

### ***What changes are required to effectively promote the use of improved planting material?***

The government is aware of our contributions to the cashew sector, as we work with them directly and give recommendations. However the government budget is limited and cashew production has not been made a priority. The need for more government support is evident to reduce reliance on donor funding.

### ***In how far do you think will participating in this workshop be beneficial to your professional life?***

The workshop was very engaging and I learnt a lot, which I will share with my Senegalese colleagues. I will apply what I have learnt when designing future experiments. This workshop has also demonstrated the need for more collaboration among different scientific disciplines within the sub-region

### ***How do you intend to share what you have learnt with others?***

I will report directly to my research colleagues, and write recommendations for the Ministry.

*Interviewed by: Melanie Allen, Production Intern (ACi)*



## Speakers Corner:



**Name:** Lucman Diaby

**Position:** President of Groupement des Industriels du Cajou en Côte d'Ivoire

**Company:** Africajou

### **What was the motivation to establish the GIC-CI?**

Côte d'Ivoire is the main cashew producer in Africa with 550,000 MT and second biggest in the world. Currently, cashew is the fourth largest export product, after cocoa, rubber and palm oil. With increasing production levels, Côte d'Ivoire will become the biggest producer within the next ten years. However, in 2014, we only processed 10% of the local production. Our government wants to tap into the social and economic potential of cashew processing and plans to process 100% of the local cashew production by 2020. The association promotes the cashew processing industry, for example advocates for favorable conditions for processors and establishes business or financial links.

### **Which activities have you carried out so far?**

Communication is the key to promote our work! We developed a communication plan to present our mission, and the importance of local cashew processing. We are targeting government authorities and sector partners in Côte d'Ivoire and beyond. So far, we published two articles in an Ivorian newspaper *Fraternité matin* and in the *Cashew Week* during the SIAL conference in Paris. The SIETTA 2014 – The International Cashew Processing Equipment and Technology Show – organized by the Cashew and Cotton Board (CCA) in November 2014 in Abidjan offered a good platform to present the association. The GIC-CI President held a presentation, along with RONGEAD, on the status of cashew processing and the challenges we are facing in Côte d'Ivoire. The interest in the association is high. Our exhibition booth counted more than 1000 visitors.

### **What is your plan for 2015?**

2015 is an important year for GIC-CI because many new processors start their operations in Côte d'Ivoire. We will define a 3-year development plan and sign partnership contracts. Apart from trainings for production and quality managers in different factories, we schedule meetings with banks to provide a clearer picture on the sector potentials. A media event in one of the processing units is planned to present our operations, the untapped business opportunities as well as the economic and social impact of cashew processing. The industry is currently employing over 5,000 workers. It is expected, when processing only half of the current production, that the sector can employ more than 50,000 workers most of them young people and women in rural areas.

### **What is your message for existing and new processors who have not yet joined the association?**

Join us! Together we can strengthen the cashew sector. Our mission is to unite all cashew processing companies in Côte d'Ivoire and to address and advocate for our common interests.



Interviewed by: Issa Konate, Secretary of GIC-CI, Olam Ivoire SA

## Cashews for Mozambique!



Agira and Abdul  
Photo: FMS

*“My name is Agira Basilio, I am 30 years and Catholic. I am married to Abdul Muva. We have four children, two boys of 2 and 5 years and two girls of 10 and 12 years.”*

Agira and Abdul are farmers in the North East of Mozambique.

They grow cashew, cassava, maize, sweet potatoes, groundnuts, beans and sesame. Down by the river they also grow sugarcane and bananas. Around the lake, they cultivate rice, one crop per year. *“We eat bananas all year around. We never buy cassava, maize, groundnuts or beans. We grow and eat what we harvest: Tomatoes from June to September, mangoes from November to January. We buy onions and garlic.”* Agira says proudly. Behind us, a discussion on how to plant garlic starts. Garlic is expensive. Farmers want to grow it rather than buying it.

Agira and Abdul are members of the cashew producer group 29 de Marco, a group that belongs to the Cashew Producers Association in Namige. They own a machamba (farm) of two hectares for cashew with 58 trees, which Agira inherited from her parents. Last year, they sold 240 kg of raw cashew nuts and planted 25 new cashew trees. When replacing old trees with new and improved planting material, they will produce higher yields. The nuts increase in quality and we be sold to a better price through the association.

*“I participate in all the training courses on cashew. The District Extension officers from*

*Emalink and ADPP are my best information sources. I have learnt a lot about harvest and post-harvest handlings and about the importance of drying the nuts properly – at least 3 days to sell high quality nuts. The buyer appreciates that I select the good nuts and gives me a better price”, states Abdul. Agira adds “I would like to take a course on how to make molasses and sweets form cashew apples. I like to eat the molasses with mangoes, but I do not know how to make it. Some farmers in the area participated in a course. They consume and also sell it. At the moment, in my family, we only sell the dried cashew apples to distilleries to brew alcohol”.*

Growing cashew is a lot of work. Agira and Abdul clean their farms and prune their trees every year. They also built a fire belt to prevent bush fires from destroying their machamba. Pest and Diseases on cashew trees cause a big problem for many farmers. *“This year, we even treated our trees twice. It is costly, but it shows good results. A treated tree gives 5-6 kg or more, when an untreated tree only gives 1-1.5 kg. The nuts from a treated tree are clean and of higher quality”,* Agira says proudly with a big smile on her face.

Cashew is an important crop for commercial reasons. Agira and Abdul use the money from cashew sales to reinvest in their farm and to buy additional foods they don't grow. Unfortunately, this year's harvest did not bring the expected results. Both assume that low rain falls caused the flower to dry and the small nuts to fall down easily when the wind blew through the branches. *“We hope that next season will give us much more cashews and that some of the younger trees start producing well”,* Agira looks at her farm. She still smiles.

*Interviewed by: Else-Marie Fogtmann, Fair Match Support (FMS), Mozambique*



## Cashew Pinboard:

### **ACi Website**

[ACi Factsheet ACi Radio](#)

[ACi Factsheet: Integration of beekeeping on cashew farms in Ghana and Benin](#)

[Apprecier la qualite des noix de cajou brutes \(Manuel technique\)](#)

[Apprecier la qualite des noix de cajou brutes \(Poster\)](#)

[Beekeeping study](#)

[Bonnes pratiques de recolte et de post-recolte des noix de cajou \(Flip chart\)](#)

[Bonnes pratiques de création nouveau verger d'anacardiens, Burkina Faso](#)

[Bonnes pratiques de recolte et post-recolte des noix cajou \(Poster\)](#)

[Bonnes pratiques d'entretien des vergers d'anacardiens](#)

[Comment creer un nouveau verger d'anacardiens?](#)

[Comment entretenir mon verger d'anacardiens?](#)

[Contract farming handbook](#)

[Creation de nouvelles parcelles d'anacarde](#)

[Establishing a new cashew farm \(GAP\)](#)

[Estimating quality of raw cashew nuts](#)

[Factsheet Grafted cashew seedling production](#)

[Factsheet Improved Planting Material](#)

[Factsheet Matériel végétal amélioré](#)

[Fiche de résultats, Benin Cartographie du KOR](#)

[Fiche de résultats, Benin Formation récolte](#)

[Fiche de résultats, Cote D'Ivoire Formation des Bonnes Pratiques Agricoles](#)

[Fiche de résultats, Cote D'Ivoire Matériel végétal](#)

[Gender survey on production](#)

[How to estimate the quality of RCN? 1 - Pager](#)

[How to estimate the quality of RCN? A Technical Manual](#)

[How to estimate the quality of RCN?](#)

[Identificacao da qualidade das castanhas de caju brutas](#)

[Identificacao da qualidade das castanhas de caju brutas \(Nuancier\)](#)

[Manual pratico do provedor](#)

[Mobile Business Applications for Smallholder Farmers](#)

[Noix de cajou brutes de qualité](#)

[Nouveau verger de noix de cajou \(BPA\)](#)

[Outcome Sheet, Mozambique ACi harvest and KOR training](#)

[Outcome Sheet, Mozambique ACi seedling distribution](#)

[Outcome Sheet, Mozambique ACi working with farmer promoters](#)

[Outcome Sheet, Mozambique INCAJU seedling production](#)

[Principais Doencas e Pestes do Cajueiro e o seu Tratamento](#)

[Produtores de castanha de caju, Mozambique](#)





[Quality of cashew nuts](#)

[Quality of raw cashew nuts](#)

[Reabilitacao do cajual](#)

[Recolte et de post-recolte des noix de cajou \(BPA\)](#)

[Small farmers discover a new product - The African Cashew initiative](#)

[SMS Text Messages: Farmer Unions enhance Services to their Members through the Application of ICT Systems](#)

[TECA: Good Agricultural Practices and Establishment of new cashew nuts](#)

[TECA: Guide Harvesting and post-harvest handling cashew nuts](#)

[TECA: How to estimate quality of cashew nuts](#)

[What is the quality and how we define it?](#)

**Master Training Program Application Forms**  
[Annex 1: Application Form for MTP, Edition 2](#)

[Annex 2 : Curriculum Vitae Form](#)  
[Concept Note For Master Trainer Program](#)

[Annexe 1:Formulaire de Candidature du Programme des Maitres Formateurs](#)

[Annexe 2: Formulaire de Curriculum Vitae du Programme des Maitres Formateurs](#)

[Note conceptuelle du Programme des Maitres Formateurs - Deuxième Edition](#)

### **News**

[40 Years of the Future](#)

[ACi training material on FAO platform](#)  
[Beyond the farm](#)

[Forbes "Smart Phones and Mobile Devices Create Smooth Transactions in Rugged Terrain \(3th October, 2011\)](#)

[In pictures: Mobile phones boost Ivory Coast cashew nuts](#)

[Mobile Phones for African Farmers](#)

[MoFA – a modern African Ministry introduces ICT solutions for Agricultural Development](#)

[New radio campaigns for cashew farmers](#)  
[New technologies enhance farmer unions' members](#)

[Nut Farmers in Ghana Crack into Mobile Technology](#)

[SAP Makes 'Living Lab' For Cashew Farmers in Ghana](#)

[Spreading Nut-How: Modern ICTs transform agricultural extension and advisory services](#)

[Trainings bring better harvest and more money](#)

### **Youtube**

[Cashew and honey makes good money](#)

[Cashew Harvest / Post harvest Training](#)  
[Movie ACi](#)

[Farm management and Good Agricultural Practices \(GAP\)](#)

[Farm radio - The cashew radio hour](#)

[GPS mapping of cashew farms](#)

[IDH: 3S \(Sustainable Supply System\)](#)

[Improved planting material - How to do cashew grafting](#)

[La cartographie GPS des exploitations de cajou](#)

[Les abeilles et l'anacarde](#)

[L'initiative du cajou africain \(iCA\) - Bande annonce](#)

[Trailer - African Cashew initiative \(ACi\)](#)

## **Events & Meetings:**

### ***International Events***

#### **World Cashew Convention 2015**

5<sup>th</sup> – 6<sup>th</sup> February 2015

Dubai, United Arab Emirates

[www.cashewconvention.com](http://www.cashewconvention.com)

#### **Gulf Food**

8<sup>th</sup> – 12<sup>th</sup> February 2015

Dubai, United Arab Emirates

[www.gulfood.com](http://www.gulfood.com)

#### **Biofach 2015**

11<sup>th</sup> – 14<sup>th</sup> February 2015

Nuremberg, Germany

[www.biofach.de/en](http://www.biofach.de/en)

#### **Kaju Summit & Kaju Tech**

14<sup>th</sup> - 15<sup>th</sup> March 2015

Mangalore, India

#### **Vietnamese Cashew Mission to US**

5<sup>th</sup> - 18<sup>th</sup> April

#### **INC – World Nut and Dried Food Congress 2015**

22<sup>nd</sup> – 24<sup>th</sup> May

Antalya, Turkey

<http://www.nutfruit.org/en/>



*World Cashew Convention 2015 (WCC)*

*Photo: WCC*

### ***ACi Events***

#### **Cashew Research Workshop**

19<sup>th</sup> – 23<sup>rd</sup> January

Tafo, Wenchi & Bole, Ghana

#### **Exposure & Dialogue Program**

8<sup>th</sup> – 14<sup>th</sup> February 2015

Accra and Sunyani, Ghana

[www.exposure-dialog.de](http://www.exposure-dialog.de)

#### **SNRD Sector Network for Rural Development**

16<sup>th</sup> – 18<sup>th</sup> March 2015

Kenya

#### **ACi Core Partner Meeting**

30<sup>th</sup> March 2015

Abidjan, Côte d'Ivoire

#### **SARA - Salon de l'Agriculture et des Ressources Animales d'Abidjan.**

3<sup>rd</sup> – 12<sup>th</sup> April 2015

Abidjan, Côte d'Ivoire

## Delicious & Nutritious



### *Coconut Cashew and Banana Bread*





*Coconut Cashew and Banana Bread*  
Photo: ACi









Coconut Cashew and Banana Bread can be enjoyed as snack or dessert. Try with a cup of hot or cold cocoa, tea or coffee.

### *Ingredients*

-  6 bananas, mashed
-  3 large eggs
-  ¾ cup coconut oil
-  1 ½ cups sugar
-  420ml can light coconut milk
-  3 cups unbleached all-purpose flour
-  3 cups whole-wheat pastry flour
-  1 tablespoonful baking powder
-  1 ½ teaspoonful baking soda
-  1 ½ teaspoonful salt
-  ¾ cups roasted and unsalted cashews, optional

### *Method*

-  Preheat oven to 325°C
-  Spray three loaf pans with non-sticking cooking oil

-  In a very large bowl, blend the bananas, coconut oil, eggs, and sugar until smoothed
-  Add coconut milk and stir
-  Add flours, baking powder, baking soda, and salt
-  Fold together until well mixed
-  Pour all into the prepared pans
-  Chop the cashew kernels and sprinkle over the top of the batter. Press down slightly into the batter.
-  Bake the loaves for about 1 hour, or until a tester inserted in the center comes out clean.
-  Transfer the pans to a rack and let cool for 10 minutes, then remove the breads from the pans and place on a rack to cool completely.

TIP: Wrap each cooled loaf in plastic wrap. Place two wrapped loaves in a freezer bag and freeze to enjoy later.

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The third edition will appear in May 2015. If you are interested in contributing, would like to send your comments, please send a mail to [ann-christin.berger@giz.de](mailto:ann-christin.berger@giz.de)