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# The ACi News Bulletin 3<sup>rd</sup> Edition on

## *“Learning along the Cashew Value Chain”*

For a shared understanding of the cashew sector!



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## Preface by Rita Weidinger



Dear Readers,

Welcome to the third edition of the ACi News Bulletin.

The cashew buying season is coming to an end. Most of the cashew factories in Ghana have not even started processing or already shut down their operations. In Burkina Faso the warehouses are mostly empty. In Cote d'Ivoire, some processors have sourced the expensive raw cashew nuts. Their factories, however, are neither running on full capacity, nor bringing in any considerable returns. Cashew processors in West Africa struggle! Especially in this season when they have to compete with traders for RCN. Indian and Vietnamese traders have swamped the unprotected cashew markets in Africa to supply the growing demand. They bought most of the RCN at prices unaffordable for local processors.

Unfortunately for these processors the cashew sector they find themselves in is an uneven playing field. Subsidies for RCN sourcing and shipment as well as lower operational costs of Indian and Vietnamese based processors offer a great competitive advantage against Africa based processors. The combination of rising cashew production, better quality nuts, unreliable business relationships between farmers and processors as well as non-existing taxation systems make West Africa an attractive cashew sourcing region.

The situation is not altogether bleak as Africa has a real potential to satisfy the increasing global demand for RCN. Ghana is already in the forefront with regards to improved planting materials development for higher yielding trees. The cashew production all over Africa has yet to reach its peak levels. As long as demand is exceeding supply, competition is high and prices are volatile.

Organizing the actors and supportive policy frameworks play a central role in advancing the sector. In order to build a competitive African-based cashew industry, the relatively young local markets still need to be protected from external traders; local processors need favorable reforms that encourage investment into local value addition. Through well-established taxation systems, countries can secure export earnings and develop reinvestment schemes in local cashew production and research.

The 2nd Edition of the Master Training Program has taken off with the first session in Bobo Dioulasso, Burkina Faso. Experienced and skilled trainers touched upon topics such as market dynamics and cashew supply chain linkages. Understanding the bigger 'cashew sector picture' and creating common awareness on different influencing factors is important for developing competitive strategies in the promotion of the cashew value chain.



We appreciate the efforts of all contributors of this third Edition: Gerard Klijn – Director of the Trade and Development Group (Anatrans), Mathieu Briard – Director at FairMatch Support West Africa, Emmanuel Obeo Coulibaly – Sector Organisation Manager (ACi), Youssoufou SORE – Junior Advisor on Cashew Processing (ACi), James Fitzpatrick – ACi Consultant and Author of the Cashew Club, Priscilla Addison – Communication Manager African Cashew Alliance, Mariama Tegerero Fatajo – Gambia Ltd, Savadogo Alizata – Extensionist at Agricultural Ministry Burkina Faso, Yao Daouda – Senior Business Advisor at Technoserve Cote d’Ivoire and Ahinakwah Nii-Apa - OLAM Ghana.

Let’s continue to share our knowledge and information to build a better and shared understanding of the cashew sector!

Thank you very much and enjoy your reading!

Rita Weidinger, Executive Director ACi

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## The 2<sup>nd</sup> Master Training Program

### A quality brand for training along the cashew value chain in Africa

From 11th to 15th May 2015, the African Cashew initiative (ACi) together with the African Cashew Alliance (ACA), supported by the Ministère de l'Agriculture, des Ressources Hydroliques, de l'Assainissement et de la Sécurité Alimentaire (MARHASA) and the Conseil Coton Anacarde with funding from CORAF/WECARD/Worldbank, hold the first session of the second edition of the Master Training Program for cashew value chain promotion. The first training session takes place at IBA Hotel in Bobo Dioulasso, the regional capital of Houet Province, in the main cashew growing region of Burkina Faso.

“We developed the Master Training Program to create a pool of experts in West Africa with in-depth knowledge on the cashew value chain. It is a unique and comprehensive training program linking theoretical knowledge with practical experiences through expert presentations and peer learning exercises. The Master Trainers have become the nucleus for country and regional networking”, explains Rita Weidinger, Executive Director of the African Cashew initiative. This time around, 62 participants from Benin, Burkina Faso, Côte d'Ivoire, Gambia, Ghana, Guinea Bissau, Mali, Senegal, Sierra-Leone and Togo take part. Working along the cashew value chain and in supporting institutions, half of the participants work in the public sector as trainers, policy advisors, lecturers and researchers, one third in the private sector as farmers, processors, service providers, traders and exporters, and another third is representing NGOs or work as consultants.

#### **Seven months. Three sessions. Three locations.**

Rolled out in seven months, the Master Training Program is divided in three successive one-week sessions to be held in Burkina Faso, Ghana and Côte d'Ivoire. In so called “inter-sessions”, the participants return to their host institutions/organizations to conduct field work, either individually or in groups to deepen their knowledge on a selected topic. After completion of the program, the participants become acknowledged cashew experts. They either train farmers, provide assistance to processors, or advice companies, organizations and institutions in their home countries. “The Master Training Program has become a quality brand for training on cashew in the West African Cashew Sector”, adds Rita Weidinger.

The first session covers the cashew value chain concept, the dynamics of the cashew market and training material development. The highlights are two cashew processing factory visits at ANATRANS and GEBANA. All sessions include cross-cutting issues such as gender, policy development, sector regulations and nutrition value. On the agenda are also self-reflection and perception management trainings to sensitize participants on behaviors and values that affect learning and teaching skills. At the heart of the Master Training Program are facilitators and technical experts who teach, evaluate and potentially re-design each training session according to participants’ needs.



The training contents are developed with great support and commitment from various ACi partners. They use stimulating presentations, interactive role plays and lively discussions to deliver trainings. “I believe that our success is creativity and flexibility in adapting the program to participants’ learning needs”, says Andre M. Tandjiékpon, Manager of the Master Training Program

### ***Déjà-vu: Professional and Personal***

In July 2014, 58 cashew experts from seven West African countries successfully graduated from the first Master Training Program. A few months after, ACi asked the Master Trainers to evaluate their own learning: “The program has boosted my confidence level”; “I am a much more independent woman and less afraid to take initiative in order to complete projects”; “I have gained much broader knowledge of the cashew sector - from production to consumption”; “The adult learning techniques helped me to plan and implement farmer trainings more successfully”. Due to the positive feedback and advocacy by the Master Trainers, a second edition is being launched. As cashew experts, the first generation of Master Trainers has been invited to share their experiences and support ACi and partners throughout the entire second Master Training Program.

Important cooperation partners in Burkina Faso are the Ministère de l'Agriculture, des Ressources Hydriques, de l'Assainissement et de la Sécurité Alimentaire (MARHASA) with its regional directorates, the Centre National de Semences Forestières (CNSF), the Institute de l'Environnement et de la Recherche Agricole (INERA), GIZ bilateral projects like the Program de développement agricole (PDA) as well as cashew processors, their national association “l'association

nationale des transformateurs d'anacarde” (ANTA) and the cashew producers association “l' Union nationale des producteurs d'anacarde” (UNPA).

As part of the second edition, four participants from the first edition of the Master Training Program, Ardiata Traore, Eloi Nombre, Somaila Ouattara and Rodolphe Diarra, shared the impact of the training on their professional career.



***1<sup>st</sup> Edition Master Trainers share Experiences with Participants of the 2nd Edition***

In a nutshell, they said the program allowed them to contribute to the increase in the quantity and quality of the raw nuts that their entities produced as a result of the implementation of what they had learnt. Eloi Nombre said that the training on pest and diseases has been beneficial to him and to the farmers he trained. Madam Traore from Gebana, a cashew processing factory in Burkina Faso added that, since the first edition, they are now more recognized as experts of the cashew sector. She said she was promoted after participating in the program as a result of her contribution in improving production. The Master Trainers now offer advisory services to farmers and processors to improve their production and output and to increase quality in both aspects of the value chain. Moreover one of them is now self-employed and a partner to

his former employer as a result of the expertise he has acquired.

The four Master Trainers answered questions from the participants and shared their challenges and experiences with them. They concluded that overall the training had improved their professional and personal lives. The Master Trainers took the

opportunity to advise the participants to cease the opportunity and make the best out of the training Program. They also added that, participants should make use of the platform to network with other participants and share knowledge, implement what they learn and go back and have a positive impact on their organizations and communities.

### *Impressions of the Master Training Program*





## **Speakers Corner:**

**Name:** Savadogo Alizata

**Position:** Agriculture Expert

**Institution:** Ministry of Agriculture, Burkina Faso



**How many years of professional experiences do you have in cashew?**

I have 6 years of professional experience in cashew.

**What are you doing in your current job / position?**

I am an extension agent.

**Which professional skills, knowledge and experiences do you expect to gain from this Master Training Program?**

I look forward to learning a lot from this program. Specifically, I expect to gain skills in the management of farmer projects and how to transfer knowledge to them. I hope to receive continuous support in applying the training contents I have learnt.

**The Master Training Program is also a peer-to-peer learning platform. Which professional expertise and skills can you contribute to the training?**

I can contribute by sharing my experiences on cashew production. I have already conducted several trainings on establishment of cashew plantations, cashew growing, maintenance of a cashew farms as well as harvest and post-harvest methods and quality control (KOR) of cashew nuts.

**What was a highlight of this first session for you?**

The visit to the cashew processing factory was a major highlight for me. It was the first time visiting a factory like the one I saw during the training.

**Which topic was new to you and why?**

Personally, I found the topic of Cashew Nut Shell Liquid processing new and very interesting. I was glad to have had opportunity to see how it is being done at the processing factory level.

**What did you find most challenging about the program?**

The most challenging aspect was that I did not know most participants before the program. However, after we spent a few hours together, I got accustomed to them.

**How do you plan to share your experiences on an institutional level?**

I plan to make good use of the skills I have acquired by implementing the lessons learnt to prove my expertise as a Master Trainer. I will also transfer the knowledge I have acquired to my colleagues in my department in the Agricultural Ministry.

**By attending the Master Training Program you become part of a pool of experts on cashew. How do you plan to use this network in the future?**

I want to work with other Master trainers. We must make use of all of our skills and knowledge to boost the development of the cashew value chain in West Africa. I believe this network provides a great opportunity to make an impact in the West African cashew sector.

*Interviewed by: Emmanuel Obeo-Coulibaly, Head of Information Unit (ACi)*



### **Speakers Corner:**

**Name:** Yao Daouda  
**Position:** Senior Business Advisor  
**Company:** TechnoServe, Cote d'Ivoire



**How many years of professional experiences do you have in cashew?**  
I have 6 years of professional experience in cashew.

**What are you doing in your current job / position?**  
Currently, I hold the position of senior cashew business advisor at TechnoServe

**Which professional skills, knowledge and experiences do you expect to gain from this Master Training Program?**  
I look forward to gaining skills in cashew production so as to transfer this knowledge to cashew farmers.

**The Master Training Program is also a peer-to-peer learning platform. Which professional expertise and skills can you contribute to the training?**  
I also look forward to contributing my skills in cashew processing, quality of cashew kernels and RCN, market linkage for kernels export, facilitation in access to finance for processors.

**What was a highlight of this first session for you?**  
My major highlight for this program was the session on developing training materials. Gaining the skill in developing training material was important for me because it was one my expectations for the program.

**Which topic was new to you and why?**  
Development of training materials was a new topic for me. It was the first time I had come across it.

**What did you find most challenging about the program?**  
It was very difficult to develop training materials on processing, because not many people in the program fully understand all the cashew processing steps. I also think that the time spent at the processing factory was not adequate for participants to understand the cashew processing sector. As an expert in the processing sector, the time was enough for me but not for those visiting a cashew processing factory for the first time.

**How do you plan to share your experiences on an institutional level?**  
I am ready to give a presentation on cashew processing, if necessary.

**By attending the Master Training Program you become part of a pool of experts on cashew. How do you plan to use this network in the future?**  
I believe that this network is an opportunity for us to work together on different areas in the cashew sector and also to better understand each other's role and contribution to the development of the cashew value chain. I will therefore take the contacts of fellow participants and keep in touch with them. I will also look forward to collaborate with them in whatever way possible.

*Interviewed by: Emmanuel Obeo-Coulibaly, Head of Information Unit (ACi)*





## Speakers Corner:

**Name:** Ahinakwah Nii-Apa

**Position:** Zonal Head / Procurement

**Institution:** OLAM Ghana



**How many years of professional experiences do you have in cashew?**

I have been working in the cashew sector for 12 years now.

**What are you doing in your current job / position?**

My job with Olam involves supervision of primary procurement (RCN& sesame seeds). I also coordinate Olam Corporate Responsibility and Sustainability (CRS) Strategy for edible nuts.

**Which professional skills, knowledge and experiences do you expect to gain from this Master Training Program?**

I have learned a lot and gained important insights from this program, especially in value chain development and trainer's attitude.

**The Master Training Program is also a peer-to-peer learning platform. Which professional expertise and skills can you contribute to the training?**

With a background in Economics and Statistics, I can contribute in areas of Data collection and Data Analysis.

**What was a highlight of this first session for you?**

The visit to the factory was a major highlight for me, as I had the opportunity to see all the steps involved in cashew processing.

**Which topic was new to you and why?**

Personally, I had a working knowledge of the topics but this program provided me with a more in-depth knowledge on these topics.

**What did you find most challenging about the program?**

Timing and language barrier. The program coincided with some of my tasks; I should have been in the field but at the same time I am glad that I was a part of the program. I only found talking to my francophone colleagues quite challenging as I don't speak French.

**How do you plan to share your experiences on an institutional level?**

On the institutional level, I plan on restructuring training materials and training approaches for farmers to make them more effective.

**By attending the Master Training Program you become part of a pool of experts on cashew. How do you plan to use this network in the future?**

I appreciate the network that has been created through this program, knowing that I can fall back on my colleague Master Trainers as resource persons when I need them. The certificates that we get will also serve as a platform for our various career advancements.

*Interviewed by: Sylvia Pobee, Communication Officer (ACi)*



## Speakers Corner:

**Name:** Fatajo Mariama Tegerero

**Position:** Director Business and Export Development

**Institution:** Gambia Investment and Export Promotion Agency



**How many years of professional experiences do you have in cashew?**

My expertise is in value chain development. I have been working in the cashew sector for 2 years in the area of Market Development.

**What are you doing in your current job / position?**

Currently, my work involves value chain development and business linkage of farmers to buyers. In addition, I also provide advisory services on trade.

**Which professional skills, knowledge and experiences do you expect to gain from this Master Training Program?**

I have gained a lot of knowledge as well as an interesting perspective on trade negotiations and cashew production. I hope to get more information on production data. It is hard to get any data on cashew production and price.

**The Master Training Program is also a peer-to-peer learning platform. Which professional expertise and skills can you contribute to the training?**

As a value chain expert, I am prepared to contribute my skills and knowledge in value chain development and business linkage to the program.

**What was a highlight of this first session for you?**

The highlight for me was the visit to the processing factory and the fact that processors are struggling to get adequate RCN for their factories.

**Which topic was new to you and why?**

The topics were not really new to me, however the training style and method was definitely a first time experience. It was a very interesting and I learnt a lot.

**What did you find most challenging about the program?**

As a business woman the timing of the program was challenging for me. I almost didn't make it, as I had a tight schedule. I am glad I didn't miss it and I am looking forward to the second session.

**How do you plan to share your experiences on an institutional level?**

Firstly, I am putting together a report for my institution on what I have learned and experienced in the training program. When I get back home, I am going to start working on a market analysis of Gambia and Senegal cashew sectors, mapping and identification of value chain actors and also on a number of areas such as production improvement, production data, regional integration and traceability, high yielding planting materials together with researchers (material development) and traders (financial support and distribution), mapping out the value chain to locate gaps and determine how to fill these gaps, sensitize the whole value chain, regulation of sector by learning from the case of Ivory coast (CCA).

**By attending the Master Training Program you become part of a pool of experts on cashew. How do you plan to use this network in the future?**

I believe that the program shows well how we all depend on one another. People have different fields of expertise that can be leveraged in order to improve the African cashew sector. That is what I hope to do. I also hope that I can create opportunities for other Master Trainers in my country.

*Interviewed by: Sylvia Pobee, Communication Officer (ACi)*



## Speakers Corner:

**Name:** Mathieu Briard

**Position:** Director West Africa

**Company:** FairMatch Support



### **What is FairMatch Support?**

From the farm to fork - FairMatch Support provides training and advisory services to create sustainable and trustful business relationships along the supply chain. In West Africa, we concentrate on cashew, groundnuts, shea nuts, mango and cocoa. We work with conventional markets but also specialty markets through organic, fair trade and UTZ certifications.

### **During both Master Training Program, you did a training session on supply chain linkages. Why is it an important subject for Master Trainers?**

In a market driven supply chain like cashew all actors are interlinked. If Brazil is having a bad harvest, buyers turn to Africa for sourcing. During public holidays in India cashew consumption increases - so are imports from Africa. Master Trainers must understand the bigger picture to advice companies and institutions for developing strategies that increase competitiveness of the African Cashew Sector.

### **What is the biggest challenge in creating a competitive African product?**

We need to increase efficiency in the supply chain: access to higher quality seedlings, developing incentives packages for farmers, processors and international buyers to work closer together but also constructing roads and creating policies to enable investments. Inefficiencies usually occur when the actors in the chain do not speak the same 'language' and solely focus on their core business. We believe that dialogue and operational transparency contribute to a common understanding of the sector and increase efficiency in the supply chain - a win-win situation for all.

### **In a previous conversation you mentioned that the Master Training Program is a unique training program. Which aspects are unique?**

Knowledge exchange and experience sharing are keys to success in our work. The Master Training Program provides a moderated forum for cashew experts in West Africa for that purpose. Through training inputs, experts set impulses to trigger discussions around various topics along the supply chain. The Master Training Program creates a West African network of cashew experts working in ministries, private companies, NGOs and research for the promotion of an efficient, sustainable and competitive cashew supply chain. However, the success of the program is not so much depended on its contents, but rather on the training approach. The challenge is to train 60 participants, from 10 West African countries in two languages - English and French -, with different professional backgrounds and knowledge levels. It is a training program developed by Africans, for Africans in Africa!

### **Is the Master Training Program sustainable?**

Projects such as ACi need to ask themselves: 'How do we create a sustainable impact?' My answer is: 'Through multiplication of knowledge on a large scale!' A regional Master Training Program provides exactly that. In terms of scaling-up, the program can easily be adapted to other value chains. Private companies, universities and schools can use the various training modules as a basis for on the job trainings and/or higher-educational courses. The institutionalization of the Master Training Program also ensures a certain quality standard for implementation.

### **What is your biggest learning as a trainer?**

The cashew sector is moving really fast. More and more cashew experts with diverse professional backgrounds have evolved. As a trainer, I am challenged to increase and deepen my knowledge all the time in order to deliver high quality training inputs. Throughout the training, I am learning a lot from my future colleagues. The program helps me to broaden my own knowledge and to extend my professional network.

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



## Dear Master Trainers, the future of cashew is local processing

*Let me tell you a little story”, begins Gerard Klijn, Director of the Dutch Trade & Development Holding and shareholder of Anatrans cashew processing factory in Bobo Dioulasso, Burkina Faso. “Seven years ago, the farm gate price for raw cashew nuts was as low as 50 – 75 FCFA per kilogram. At that time, traders bought the largest and highest quality nuts and exported them to Asia for further processing, very little was actually processed locally. It was at that time, we realized the great potential of setting up a factory in Burkina Faso. It only made sense! The establishment of local processing factories eliminated the monopoly of a few raw cashew nut traders. Today, the farm gate price is ten times higher and farmers sell the raw nuts for as much as 500 FCFA per kilogram.”*

The warehouse of Anatrans is almost empty. The calibrators are rotating slowly. A few jute bags are stacked on the left and right side of the warehouse that was built to store over 3.000 MT of raw nuts. At this time of the year, Anatrans still needs to source raw cashew nuts to supply the factory throughout the year. Whether Anatrans will be successful depends on many factors, among others the availability of sufficient funding.

After the factory visit, as part of the second Master Training Program II, Gerard Klijn asks the Master Trainers in a very personal speech: *“Why do you think our warehouse is empty?”*

The problem is a general one, not only in Burkina Faso but in most West African cashew producing countries. Traders from India and Vietnam enter the unprotected markets and buy raw cashew nuts of all quality and to a much higher price than local processors can afford. *“Even though we have supply agreements with the farmer groups and pre-finance their activities with farm inputs and train them on Good Agricultural Practices, we only received about half of the pledged raw nuts for this season. Most farmers sold the other half to international traders and exporters, who offered higher prices”,* states Gerard Klijn disappointed.

The future of cashew is in Africa and the future of a viable African supply chain is in processing, or transformation, as the francophone people would say. Gerard Klijn encourages the Master Trainers *“transform yourselves, transform the cashew value chain and transform the cashew nut”* to create an efficient and functioning supply chain that can benefit all actors. *“We need to create a win-win situation. On the one hand, we as local processors need to be more creative in developing loyalty packages for farmers to ensure constant and high quality supply of raw nuts. On the other hand, farmers need to understand that long-term business relationships and the guarantee to receive a fair price in every season are more sustainable and rewarding than selling to traders, whose sole interest is their big margins.”*

In peak business times, Anatrans employs about 1.500 workers from the surrounding villages. Most of them are women. Their husbands are often cashew farmers. When walking through the shelling section, one hears the fast ‘click, click, click’ from the left. It is the sound of manual cracking machines. The tables on the right side are empty. The equipment was removed and instead of the cracking machines, small chairs are sitting on the tables. An empty warehouse has implications on the business viability of processors, but it also results in unemployment of already trained and skilled personnel. Out of the 1.500 workers, Anatrans currently only employs the 250 most skilled workers across all sections.

*“I promise you that it will not be easy for any of us. Actually it will be difficult, but the future of cashew processing is in Africa!”* summarizes Gerard Klijn, who lost his heart to Africa and most certainly also to cashew.

Author: Ann-Christin Berger, Communications Manager (ACi)

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## Close, Closer, Closest!

In March 2016, FairMatch Support opened their regional office in Bobo Dioulasso, Burkina Faso to improve its service in West Africa. FairMatch Support believes in the closeness to their customers and a more decentralized management approach, to facilitate project implementation. The main office in the Netherlands remains concentrated on the linkages with the international market and funding agencies, whereas the West Africa office will rather focus on the linkages between producers and processors as well as the development of local markets. In this setting, FairMatch Support is using the 3S system ([www.supply3S](http://www.supply3S)) as well as certification to support the implementation of market linkages along the supply chain.

“Opening an office in Burkina Faso only made sense to me. It is a logical step in the right direction. I was involved with FairMatch Support from the early beginning. Together we worked intensively as a business partners for many years and developed a range of programs in West Africa. We had a very similar vision on our market approach and believe that the creation of a North - South network offers new markets to African farmers and new supply opportunities to African and international processors. Opening a branch in West Africa gives us many opportunities to increase efficiencies and to develop local markets next to the international ones”, states Mathieu Briard, Director of the regional office.

FairMatch Support West Africa is currently implementing ACi activities on farmer linkages in Cote d’Ivoire, Burkina Faso and Benin. The projects are realized in cooperation with a range of different companies and implementing teams based in each of the countries.

“Cashew is a very important product for the region, so we expect to keep on working in this sector for the coming years ahead. Next to cashew, we are also working on other supply chains such as cocoa, shea, fish oil and many more”, add Mathieu Briard.

For more info: [www.fairmatchsupport.org](http://www.fairmatchsupport.org)



*Burkina Faso Regional Office Inauguration  
Photo: FairMatch Support*

*Author: Mathieu Briard, Director West Africa,  
FairMatch Support*

## In One Day along the Cashew Supply Chain

“How does the development of the cashew value chain and the use of mobile communication channels contribute to the reconstruction of post-war Cote d’Ivoire?” This is the question that leads two young journalists from Germany on the cashew path. The journalists are in Bouake for 10 days to research the developments in the country after the civil war. Their topics of interest range from education, culture, economy and use of modern media. During their research on the use of modern media, they came across ACi. In the hope to yield some information on cashew, the two women from the Zeitempiegel Journalism School in Reutlingen approached GIZ / ACi.



*Meeting with farmers at Pliké Totokro  
Photo: ACi*



On Monday 18th May, ACi, implementing Partner, FairMatch Support and cashew processing company, Olam together organized a trip along the cashew supply chain. First stop was a small farming community named Pliké Totokro, about 55 km North-West from Bouaké. The community gradually started cashew production from 1988, at a selling price of 50 FCFA / kg. Realizing its economic potential, today more than 500 cashew farmers are producing 350 MT of cashew per year, at a 500 FCFA / kg. Having received trainings on Good Agricultural Practices such as separation of apple and nut with a nylon string as well as proper drying techniques, the quality of their produce consistently increased. Most of the farmers sell their produce to Olam, who pays a quality bonus of 10 FCFA / kg for highest quality nuts, as an incentive for the community. Pliké Totokro was awarded the community with the highest cashew quality. They received a warehouse, drying ground and toilets from Olam.

One of the farmers happily reported on this year's cashew season. With a large smile on his



*Farmer's trucks*  
Photo: ACi

face, he tells us how he and his wife divided their earnings from cashew into four parts: one fourth for house construction, another fourth for buying a motorbike, one fourth is savings for their children's health care and the last one fourth is reserved for school fees.



*Bouandougou cashew cooperative*  
Photo: ACi

Farmers in Cote d'ivoire receive regular market and price information by mobile phone through N'Kalo. Also the international radio RFI, through the Conseil Coton Anacarde, informs farmers on the recent price developments. He knows that this year was exceptional and that prices cannot stay as high as in the next season. It is not sustainable for cashew processors and as they are shut down, the Indian and Vietnamese traders return to their oligopoly position and reduce the prices per kg drastically due to lower competition. He is aware of these dynamics, but at the same time does not want to compromise a good income.

Next stop, cashew marketing cooperative in Bouandougou. Truly impressive! The 1000 cashew farmers earned 1 million US Dollar in 2013 and doubled their income to 2 million US Dollar in 2014. This is an annual income of 2,000 US Dollars per farmer from cashew sales alone. ACi currently benchmarks the annual incomes per farmer at 900 US Dollars. The president of the farmer cooperative was a cashew farmer who also had a small transportation business on the side. Today, he combines the two businesses. Two small trucks, with trees and cashew drawn all over, are used to transport the RCN to the cooperative warehouse. A larger truck is taking the RCN to Olam.

Last stop Olam cashew processing factory. After a short introduction in Olam and an impressive visit at the highest mechanized processing plant in West Africa, the journalists were very interested in the use of mobile technology. Olam presented their in-house developed mobile App on farmer mapping. Each farmer is registered on the App with full name, farm size, RCN quality and amounts. The traceability of raw materials is very important and also offers the processors a partnership with certain communities to implement trainings that are tailored towards the needs of each farming community. Even though it



is difficult to stay competitive, when looking at the current market situation, Olam is among the only processors in Cote d'Ivoire with a full warehouse. The factory offers 2500 jobs in the factory, 90% for women.



*Olam Factory  
Photo: ACI*

The feedback from the journalists to the schedule and content of the visit has been extremely positive "That was the most impressive day of our trip so far".

*Author: Ann-Christin Berger, Communications Manager (ACI)*

## ACA World Cashew Festival & Expo 2015

We are thrilled to announce that the 9th annual ACA World Cashew Festival & Expo 2015 will occur on 21-24, September 2015 at the Joachim Chissano International Conference Centre (JCICC) in Maputo, Mozambique! This year's conference is held in partnership with the national governmental body overseeing cashew-related policies in Mozambique (INCAJU), as well as the Mozambican cashew processing association (AICAJU). The four-day program will bring together various local and international stakeholders within the cashew value chain to ensure that the African cashew industry remains a visible contributor within the sector. Since 2011, the ACA conference has been the largest cashew industry event in the world – a core of the industry which is filled with market linkages and knowledge sharing! Over 350 stakeholders will be in attendance, including

government officials, equipment manufacturers, farmers, service providers, international buyers, exporters, and processors. The ACA World Cashew Festival & Expo 2015 is a unique platform offering a wide variety of networking opportunities, as well as exciting excursions to processing facilities, cashew farms, and cultural attractions.

The theme for this year's conference, "Setting Sustainable Standards," will focus on important topics such as: food safety and quality, waste management, transparency and traceability, as well as finance and investment. Undeniably, sustainability is a pertinent issue to consider if the African cashew industry is to remain globally competitive, given that it is the largest regional producer of cashew in the world – growing approximately 49% of the world's supply! As the African cashew industry continues to rapidly grow, sustainability will play a key role in improving the quality of cashew production, social and labor conditions, and implementing good agricultural practices in order to create new market opportunities and foster new business relations.

For more information on conference registration, sponsorship, or exposition of your equipment and services at our Expo 2015, please visit the ACA conference webpage

<http://www.africancashewalliance.com/en/world-cashew-festival>

For enquiries, please contact the ACA Secretariat at [aca@africancashewalliance.com](mailto:aca@africancashewalliance.com)



Setting Sustainable Standards



ACA World Cashew Festival & Expo 2015  
Maputo, Mozambique  
21-24 September 2015



*Author: Pricilla Addison, Communications Officer, ACA*

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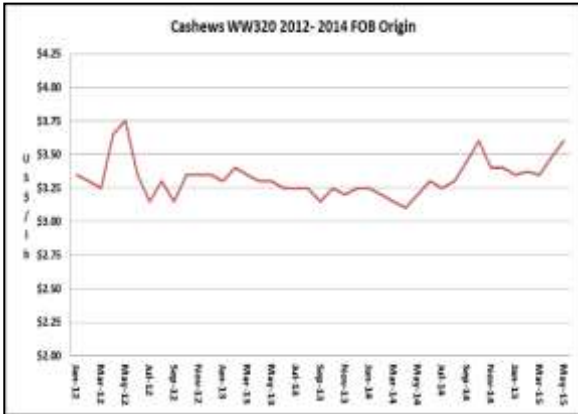
Implementing Partners / Partenaires d'exécution:





## ACi Cashew report May 2015

The return of the cashew kernels market in recent weeks toward the highs of the three year range with WW320 circa \$3.60/lb was caused by short covering which was itself precipitated by late deliveries to US customers.

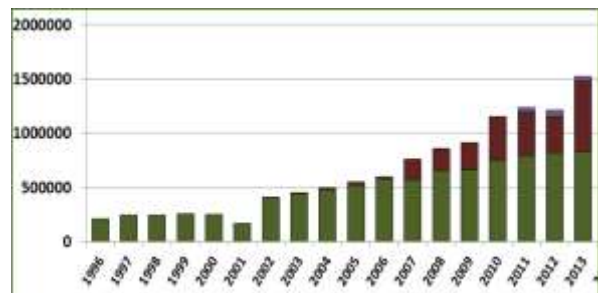


As the chart shows the market has returned to the high end of the range which seemed to be building some momentum during last year. Some chart readers might say that the pattern indicates a price increase to follow but past experience would indicate caution is needed in interpreting cashew charts. It does seem to be clear however that whatever about a major run up of the chances of a fall in price now that the harvest pressure has eased is remote. The steady prices and good demand during a period of US Dollar strength against most currencies and especially the key cashew consuming regions of the EU and India is evidence of strong underlying demand which can cope with high prices either driven by price volatility or currency factors.

The strength of the US Dollar is a factor which could be expected to dampen demand especially in India which is now a net importer of cashews. In fact there seems to be no evidence of a significant fall in demand with the key consuming regions - India, USA (imports +6% to March) and Europe all holding well. Vietnam as the largest exporter benefits from a strong US Dollar as the imported RCN is bought in US Dollars and the exports are sold in US Dollars with the value addition through processing becoming more

valuable the stronger the US Dollar gets. The dollar strength also allows farmers in West Africa to be paid higher prices as these nuts are transferred through US Dollars to processors. Therefore in usual circumstances we would expect dollar values for cashew kernels to fall but this has not happened over the past year with the market keeping a narrow range prior to the current rally.

Underlying the kernels market is an RCN market which has paid better than anticipated prices at the farm gate this year and has maintained steady prices in the international trade toward the higher end of the range. This has not (so far as is evident) as we enter the closing stages of the crops from Nigeria to Cote d'Ivoire, been due to serious crop problems. The season has been disrupted by evacuation issues as usual and some weather patterns have not been ideal but overall when the numbers are put together at the end of June the crop will not have been a bad one. This pattern is followed in India and Vietnam where early scares and rumours have proved to be unfounded. Indeed in India some indications are that there may well be a bumper crop. The season evolved based on initial forecasts of very large crops quickly followed by signs of late arrivals at the same time as the already mentioned rumours in Vietnam were at full strength. This caused traders – some of whom had made commitments for March shipment to delay shipments and chase any available cashews. At that point the chances of low price RCN due to harvest pressure disappeared and the kernels market stopped falling.



Indian and Vietnam RCN Imports Tonnes

The real change in the RCN market has been the entry of Vietnam over the past five years.





Vietnam today competes for volume against Indian processors in all the origins of West Africa. This is a major change. From its market entry in 2007 until 2010 Vietnam mainly sourced lower priced and lower quality kernels but now higher qualities are sought after. This competition has changed the dynamic of the RCN market despite the fact that it remains dominated by the same group of traders. Vietnam with its lower crop (only half of India's) and its lower processing cost is dependent on Africa for 65% of its processing stock and could conceivably match India in import volumes in 2015. Just about all of the increased production in recent years in West Africa has been taken up by Vietnamese processors and production continues to rise. Effectively the Indian consumer and the consumers of the USA, Europe and other regions compete for supply of cashews in West Africa through the channels of the traders and processors. The converse applies too – West African farmers are dependent on Indian and Vietnamese processors to make the product they grow saleable as kernels.

This happens in a market which is characterised by poor information systems and poorer market intelligence. In these circumstances there should be little surprise when we see the market from time to time doing the unexpected. We need to consider what will happen if and when production stops rising in West Africa – it could make the extreme high prices of 2011 look cheap.

If we step back from the cut and thrust of the market we see better cared for trees, yielding more cashew nuts from better informed farmers and a sector that has more information albeit of varying accuracy and timeliness. In the meantime demand continues to grow, driven by consumers' interest in nuts as a healthy food, higher prices for competing snack nuts, growing affluence in India and better processing technologies. On the face of it 2015 has seemed a somewhat confusing and messy season but with Guinea Bissau, Gambia and Senegal still to complete it does seem to have yielded some positive indications

for the future especially regarding the resilience of this sector.



Source: Jim Fitzpatrick, Author of the Cashew Club

**ACi Staff Profile:**

**Name:** Emmanuel Obeo Coulibaly  
**Position:** Advisor, Sector Organization



**What are your previous working experiences / Professional background?**

I am a Food Processing Engineer with specialization in cashew trade and processing industry. I have close to 8 years of experience in the cashew industry focusing on precompetitive alliances and sustainable supply chain linkages. I am also an Import-Export professional and a French/English interpreter. I've lived and worked in Cote d'Ivoire where I am originally from, Canada, and The United States.

**What are your tasks as Head of Information Unit / Sector Organization?**

My tasks are to achieve the outputs and activities of Component 4, which is to strengthen the organization of the cashew sector within the ACi Countries.



***You will be based in the Accra office. How do you feel about moving to Ghana?***

I am eager to move to Accra, because I have heard a lot of good things about Ghana and I like discovering new places. I have always wanted to visit Accra so with my new position it is a nice opportunity, to know more about Ghana.

***What is your vision for the cashew sector in Africa?***

My vision is to see the sustainable development of the cashew processing industry in Africa and its positive impact and benefit on the lives of the African cashew producers. The evolution of the processing sector will help improve the incomes of the producers and thereby reduce poverty in the African rural areas. In addition the models and initiatives used to improve the competitiveness of the African cashew sector could also be transferred to improve other sectors such as the African shea butter sector or the rice sector, the poultry industry etc...

*Interviewed by: Cynthia Benon, Production Assistant (ACi)*

**ACi Staff Profile:**

**Name:** Youssoufou Sore  
**Position:** Junior Advisor,  
Private sector  
Development



***What are your previous working experiences/ Professional background?***

Before joining ACi, I was a consultant and in charge of research office at a microfinance firm. I had the main task of prospecting for clients, development of technical and financial offers, and elaboration of terms of reference. I was responsible, at times in a team or alone, for the execution of various contracts obtained by the firm. These include among others: the

development of business plans, strategic development plans (Business Development Services), market research missions, feasibility studies, monitoring and evaluation, etc. I was also in charge of statistical issues of management and data processing (SPSS, Sphinx, and Excel).

***What are your tasks as Advisor for Private Sector Development?***

As Advisor for Private sector Development, my tasks include; supporting the Director of Private Sector Development in analyzing the needs of the processing units, providing support to consultants in the diagnosis of processing units, providing support to processing units and consultants in the implementation of Business Development Services (BDS), ensure the collection of data and management of the database of processing units, monitor the activities of ACi partners.

***How will you use your micro finance background in your current position?***

Microfinance addresses issues related to limited access to finance for the activities of small and medium scale enterprises and other people due to lack of guarantee. One of the challenges of private sector development is access to finance by processing units. Our challenge is to work to bring together the various players in the cashew sector and financial institutions (banks, microfinance institution, etc ...). Also, to enable farmer based organizations, processing units, etc. to adopt good management practices in their structures.

***Although from Burkina Faso, you were born and raised in Cote d'Ivoire. How do you feel about coming back to live and work in Burkina Faso?***

I was born in Côte d'Ivoire and had my primary and secondary education there. I moved back to Burkina for my bachelors and have been staying here since then. Apart from the harmattan season when it is very dry and hot, I enjoy living here and I am happy to be living and working here.

*Interviewed by: Johannes Peters, M&E Officer (ACi)*



## Along the Cashew Value Chain

### **Production**

Presently, the number of farmers trained have moved up to 358,811 farmers (21% of which are female) out of the 430,000 targeted until the end of the phase.

Also, 29,138 hectares of new cashew plantations have been established which represent 146% of the initial target.

There is a high awareness for improved planting material in ACi West Africa countries. There are initiatives on the ground for the use of established clonal gardens and selected mothers trees as well as to increase their number as in the case of Benin.

Organizations in West-Africa that are promoting cashew value chains outside ACi's countries are utilizing the expertise of first generation Master Trainers for technical support (ProDRA in Togo, IRD/Senegal-Gambia)

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

### **Monitoring & Evaluation:**

**Yield Survey 2015:** ACi together with national partners have organized trainings for enumerators in West African project countries for the 2015 Yield Survey. Data collection is ongoing. In Mozambique, ACi Monitoring and Evaluation officer has provided support to national partner from Emalink in the preparations of the 2015 Yield Survey which is starting in autumn of this year.

**Economic case studies:** Master trainers from the first batch continue to collect economic household data with cashew farmers on their production of cashew as well as other crops. The data collection process has entered into the last quarter with ACi follow-up visits currently taking place.

A socio-economic study has been undertaken in four Districts in Ghana with the aim to analyze the impact of cashew farming and ACi interventions on poverty reduction, food security and gender relations among small holder farmers. The study report is currently being finalized.

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

### **Processing**

The ongoing cashew season has seen raw cashew nut prices increasing to levels of at least 150% of the 2014 prices in West Africa. During the season, these prices rose rapidly to the peak (ranging from FCFA 500-600 or \$0.80-1.0/kg within the buying season. This rapid price rises were good news for the cashew farmers who made extra income. However, for local processors, the increment meant that they could not obtain the planned volumes with the available financing. The price increases have been attributed to many factors including; the dollar/FCFA exchange rate, high demand of RCN by the global market as a result of increased demand of kernels from all markets, high competition for the raw nuts, increased global processing capacities (due to demand and mechanization). Another very important factor is the fact that the rate of raw material growth is not at pace with the growth of global processing/consumption rate (5% vs 8%) What this means to the global and particularly the African processing industry is that more raw material is needed in order to process cashews sustainably. Processors need stable RCN prices to be viable. The work of ACi with research institutions to come up with improved/high yielding planting materials is an audible one. All hands on deck to get this moving. This should be considered by various governments, research institutions and all stakeholders in their national strategies for cashew sector.

The just ended INC XXXIV World Nut and Dried Fruit Congress took place from the 22<sup>nd</sup> – 24<sup>th</sup> May at Antalya, Turkey. The event brought together various actors and experts of the global



nut industry among which were actors from the cashew industry. At the cashew satellite parallel meeting on the 22<sup>nd</sup> May, Mr. Arie Endendijk (Intersnack Procurement), and Representative from Olam International, both ACi core partners, highlighted market trends in the snack industry and the cashew trade. Mr. Endendijk presented the 3S – Sustainable Supply Systems and invited others to join the sustainable initiative by the private sector in order to improve the cashew sector. Both speakers acknowledged the role of various partners in Africa, in building the African cashew industry. Some of those acknowledged included the Ministry of Food and Agriculture of Ghana (MOFA), the Conseil de Coton et l’Anacarde (CCA) of Côte d’Ivoire (both government establishments), the African Cashew initiative, the Deutsche Gesellschaft für Internationale Zusammenarbeit GmbH (GIZ), and ACA.

At the Cashew Round Table which took place on 24<sup>th</sup> May, the participants took a look at RCN supply from all origins and validated the global production figures of 2014. Mechanization of cashew processing and its effect was also looked at and discussed. In conclusion, the panel agreed that it is very important to increase the supply of RCN (production volumes) which is currently growing at 5% per annum compared with demand growth of 8% per annum. The panel was made up of Mr. Ashok Krishen (Olam international), Mr. Pratap Nair from India and Mr. Dan Hoang Giang from Vietnam and Chaired by Mr. Arie Endendijk.

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

### Supply Chain Linkage

ACi launched a 4th Call for matching funds applications at the beginning of 2015 and received fifteen proposals from the five implementation countries. 6 were approved for funding by ACi –three in Cote d'Ivoire (CNRA, AFRICAJU, HBF University of Plant Physiology) and UNPA in Burkina Faso. The other two, Usibras

(Ghana) and Fludor (Benin) are to be funded by IDH. The contracts for the 2 projects funded by IDH and 4 for the projects approved for ACi funding – CNRA, AFRICAJU, HBF University of Plant Physiology and UNPA – have all been signed. Two projects (HBF University of plant physiology and UNPA) have already received a first advance.

Though all the existing Matching Fund projects have less than a year to completion, most of the objectives set at the beginning of the projects have been met. The creation of links between 68,694 farmers and buyers/ processors have allowed farmers to increase their income by 5% per year due to improved quality and elimination of middle men; and 69% of the RCN used by participating processors / traders are sourced directly from farmers or farmer groups.

The acquisition of quality raw nuts was one of the major issues. However, since emphasis was laid on development of direct and sustainable links with farmers and also on farmer aggregation/bulking of produce, these challenges have reduced. For example, in 2014 processors like Afokantan were able to purchase a quantity of about 850 Mt of raw nuts directly from farmer groups with a total quantity of 1,170 MT plant NCR. This means that over 70% of its processing capacity planned for the 2014/2015 season could be obtained directly from producer groups.

By working closely with processors and farmers' organizations, sharing information with them and linking them to markets, the incomes of farmers are improved while at the same time transaction costs of processors are lowered.

*Author: Alain Adingra, Junior Advisor, Matching Fund ACi*

### Management

At the World Bank Spring meeting in April, ACi through Mr. Malamine Sanogo (CCA) presented a Case Study on Service of Delivery in the frame of the Global Delivery Initiative (GDI), on how



development programmes are delivered. The case study informs about innovative approaches in tackling delivery challenges in the cashew value chain and identifies important factors enabling science of delivery approaches.

Discussions with the ACP Secretariat in Brussels are ongoing regarding a potential funding of a 3rd phase of ACi, which shall include an expansion to all cashew producing countries in Africa and selected countries in the Caribbean. During a visit of Mr. Andre Proksch, Member of the GIZ Executive Management Committee and Head of Africa Department at the ACP Secretariat, the new ACP Secretary General Dr. Patrick I. Gomes reiterated the secretariat's agreement to entrust GIZ with a project on cashew (under their 11th European Development Fund, focus on private sector development). Already, the council of ministers of the ACP states has decided to include cashew as priority in their funding request to the EU.

BMZ commissioned the external organisation DEVAL for a project evaluation for value chain projects. The mission included the analysis of the cashew sector activities in Burkina Faso. The mission members under the team leader Sabine Seidemann interviewed project partners in Burkina Faso, and discussed first insights with Ministry and ACi staff end of mai. A report is awaited towards August/ September.

In preparation of Phase 3, ACi/GIZ commissions a small team of experts (internal and external to GIZ) to review results and approaches of Phase 2. The mission shall be in Ghana from 21st to 24th June; and in Cote d'Ivoire from 21st June to 3rd July. A stakeholder workshop shall be held on 2nd July.

The project has welcomed a new regional advisor on cashew sector organization, Mr. Emmanuel Obeo Coulibaly from Cote d'Ivoire. Mr. Obeo Coulibaly will be responsible for all activities related to sector organisation in all five ACi countries. First tasks include the master plan

development for Ghana, and the preparation of the expert mapping jointly with ACA.

Emmanuel is a Food Processing Engineer, specialized in the cashew trade and processing industry with close to 8 years of experience in the cashew industry focusing on precompetitive alliances and sustainable supply chain linkages. He is also an Import-Export professional and a French/English interpreter. Emmanuel has lived and worked in Cote d'Ivoire where he is from, Canada, the United States, Morocco, and Gabon. He holds a bachelor's degree in Food Processing Engineering from Laval University in Canada, a DEUG 2 from the Science Faculty of the University of Marrakech in Morocco, an Import Export certificate from AMCEQ in Montreal and a proficiency certificate in English from the Georgia Institute of Technology in Atlanta, USA.

*Author: Rita Weidinger, Executive Director, ACi*

## Cashew Pinboard:

### *ACi Website*

[A Value Chain Analysis of the Cashew Sector in Ghana](#)

[Análise da Cadeia de Valor do Caju em Moçambique ACi Factsheet ACi Radio](#)

[Analyse de la Chaîne de Valeur du Secteur Anacarde au Burkina Faso](#)

[Analyse de la Chaîne de Valeur du Secteur Anacarde de la Cote d'Ivoire](#)

[Analyse de la Chaîne de Valeur du Secteur Anacarde du Bénin](#)

[Analysis of the Cashew Sector Value Chain in Côte d'Ivoire](#)

[Analysis of the Cashew Value Chain in Benin](#)

[Analysis of the Cashew Value Chain in Burkina Faso](#)

[Analysis of the Cashew Value Chain in Mozambique](#)

[Analysis of the Cashew Value Chain in Nigeria](#)



[Analysis of the Cashew Value Chain in Senegal and The Gambia](#)

[Apprécier la qualité des noix de cajou brutes \(Manuel technique\)](#)

[Apprécier la qualité des noix de cajou brutes \(Poster\)](#)

[Bonnes pratiques d'entretien des vergers d'anacardiers, Bénin](#)

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

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

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

[Comment créer un nouveau verger d'anacardiers?](#)

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

[Concept Note for the Master Trainer Program - Second Edition](#)

[Contract Farming Handbook](#)

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

[Financing Agriculture Value Chains in Africa](#)

[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? Palette](#)

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

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

[Manual pratico do provedor](#)

[Quality of cashew nuts](#)

[Reabilitacao do cajual](#)

[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](#)

[Technical Manual - Cashew Apple Juice Processing](#)

[Technical Manual - Cashew Apply Candy Processing](#)

[Technical Manual - Cashew Preserve Processing](#)

[Technical Manual - Cashew Pulp Processing](#)

## News

[ACi training material on FAO platform](#)

[Benin meets Ghana – ACi Master Training Program triggers regional exchange and joint learning](#)

[Devenir un formateur des formateurs ; Le profil d'un formateur.](#)

[Faire connaissance avec les partenaires. Partager les connaissances. Lier le savoir théorique à des expériences pratiques.](#)

[Impressions of a Cashew Master Trainer - A talk about personal and professional changes](#)

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

[New radio campaigns for cashew farmers](#)

[Résolution du Programme de Formation pour la maitrise de la promotion des chaines de valeurs du cajou](#)

[The Master Training Program ends, but the cashew learning journey has only begun.](#)

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

## Youtube

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

[Establishment of Cashew Farm Training Movie ACi](#)

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

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



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

[La gestion des exploitations agricoles et les bonnes pratiques agricoles](#)

[La radio agricole - l'heure de la radio de cajou](#)

[Matériel végétal amélioré - comment faire le greffage de noix de cajou](#)

[Quand les élèves deviennent les experts de cajou](#)

[When students become experts on cashew](#)

### **Events & Meetings:**

#### [18th FOODAGRO AFRICA 2015](#)

23<sup>rd</sup> -25<sup>th</sup> May  
Tanzania (Africa)

#### [15th International Prune Association Conference](#)

25<sup>th</sup> -28<sup>th</sup> May  
Sirmione, Italy

#### [1st African Symposium on Mycotoxicology](#)

26<sup>th</sup> -28<sup>th</sup> May  
Livingstone, Zambia

#### [2015 Grow Africa Investment Forum Event](#)

2<sup>nd</sup> – 4<sup>th</sup> June, 2015,  
Cape Town, South Africa

#### [SIAL Brazil](#)

9<sup>th</sup> – 11<sup>th</sup> June  
Sao Paulo, Brazil

#### [Snackex 2015 | 16th International Exhibition & Conference for Savoury Snacks & Nuts](#)

10<sup>th</sup> -11<sup>th</sup> June, 2015  
Istanbul, Turkey

#### [SIAL ASEAN](#)

17<sup>th</sup> – 19<sup>th</sup> June  
Manila, Philippines

#### [Summer Fancy Food Show](#)

28<sup>th</sup> – 30<sup>th</sup> June  
New York, USA

#### [7<sup>th</sup> International Macademia Symposium](#)

11<sup>th</sup> – 13<sup>th</sup> August 2015  
Skukuza, Kruger Park, South Africa



*The XXIV World Nut and Dried Fruits Congress*

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Implementing Partners / Partenaires d'exécution:



## Delicious & Nutritious

### *Chicken with Cashew Fried Rice*












*Chicken with Cashew Fried Rice*  
Photo: ACi

## Ingredients

-  4 cups cold cooked rice
-  250g cooked chicken
-  2 eggs beaten
-  ½ cup green peas
-  1 medium onion
-  3 carrots diced
-  Spring onions
-  Seasoning
-  Soy sauce (light)
-  Oyster sauce
-  Salt
-  Pepper
-  Oil
-  50g roasted cashews and chopped or cashew splits/butts/pieces

## Method

-  Beat the eggs lightly and add a dash of salt and oyster sauce
-  Chop the cooked chicken meat and dice the onions, spring onions and carrots
-  Heat wok and add oil
-  When ready pour in the egg mixture and use a fork stir until it becomes scrambled then remove from fire
-  Briefly stir fry the onion on high heat, remove and set aside. Do same from the green peas and the carrots
-  Turn down the heat to medium, add oil and stir fry the rice
-  Add the soy sauce, salt, pepper and oyster sauce
-  Add the chicken, onion, green peas, spring onions and eggs and combine thoroughly
-  Add roasted and chopped cashews, butts/splits or pieces

## Editor in chief:

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The fourth edition will appear in August 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)