



Sustainable Supply Chain Linkages increase revenues along the chain Farmers ↔ Processors ↔ European buyers

In the beginning of 2013, Intersnack and Trade & Development international B.V. in cooperation with two service providers (Fairmatch Support and Genese) initiated a project to strengthen supply chain linkages between farmers, processors and European buyers in Burkina Faso.

Interventions are targeted to solve the root cause for inefficiency along the supply chain by increasing raw cashew nut quality, establishing farmer-based organizations and putting quality-based payment systems in place.

and conducted farmer trainings on Good Agricultural Practices as well as proper harvest and post-harvest handlings. So far, with the help of FairMatch Support and Genese, they have retrained about 1000 farmers.

At farmer level, the increase in quality has resulted in higher incomes, especially for certified farmers with a FairTrade label. In line with FairTrade policies, farmers and their cooperatives receive a bonus when complying with international quality standard. These are deliveries with a higher KOR and higher nut count.



Source: ACi, Raw Cashew Nuts (RCN)

However, the supply of good quality raw nuts is not enough to improve the quality of kernels. As a response to this, Anatrans implemented a well-structured in-house Quality Management System in 2013. This includes training of factory staff in various areas such as scraping and back-cutting, an evaluation of each activity, the need to identify alternatives for improvement, to conduct tests and to re-organize structures based on these results.

Social responsibility results in profitability

Since 2009, Anatrans, a cashew processor in Bobo-Dioulasso, is processing locally sourced Raw Cashew Nuts (RCN). Initially, they faced the challenge of receiving low quality RCN, resulting in poor quality kernels and low prices as well as risks of rejection by the final client. To improve RCN quality and as part of the farmer linkage program under the Matching Fund Project, Anatrans took over ACi activities



Source: ACi, Women peeling cashew kernels

Positive results are visible

The investments in improving and maintaining cashew nut quality, both on farmer and factory level are gradually translating in positive changes.

Anatrans experienced no rejects by the final client in 2013. In addition, there were less broken kernels, resulting in higher revenues for both Anatrans and its employees (about 10% more revenues for workers). As such, workers can plan their expenditures and make savings for the future. This is considered as a direct impact of quality improvement.

There is also a long-term impact on processing. Adding value through local processing does not only increase revenues for employees, but also allows future investments for improvements in processing technologies and business models.



Source: ACi, superior white cashew kernels

The story of Ramata Ouattara

“My salary gives me the opportunity to buy clothes for myself and my family. Most importantly, I can pay my children’s school fees. Also, I have even been able to save 500 Euros to pay for a parcel of land I intend to buy. ”

37 year old Ramata Ouattara started working at Anatrans in 2010. Being the bread winner of her family, she provides for them with the salary she earns from peeling cashew kernels.



Source: ACi, female employee at Anatrans

The story of Asseta Traore

Asseta Traore is 43 years old. “I have been working for Anatrans since 2011. As a widow it was very difficult to make a living. However, with my salary today, I can make a living for my family and myself. In 2014, I will even install a water connection in my house; so we’ll have running water every day. ”

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