



Building a competitive African cashew industry!

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Cherif Hibrahima, the ACA newly elected president, passed away on March 1st after suffering a severe illness. The ACA Executive Committee resolved to honor Cherif Hibrahima's commitment and passion for the development of the African cashew industry.

ACA Pays Tribute to Cherif Hibrahima, ACA President

Long ago, Cherif Hibrahima planted cashew trees near his hometown of Touba, helped organize farmers in cooperatives, and began exporting raw cashew nuts. Later, he moved on to processing.

Cherif did not need to be convinced of the potential of agribusiness in Africa: he was one of its most active proponents. Always eager to take the next step, he talked about his plans to process cashew and create even more benefits for the people in his community when he met with the ACA for the first time in Abidjan in December 2008.

Hearing about the ACA, he signed up for membership and paid his membership dues on the spot. A few months later, he jumped into his car to drive from Abidjan to Accra to meet with processing expert Shakti Pal of Technoserve. Together, they developed a plan to open a processing facility, and Cherif's vision took shape due to his hard work and integrity. He was respected for his hard work and integrity. Cherif's cashew processing factory went into full operation in 2010. "I could see how proud he was when we visited his factory," said Eric Agnero, an Ivorian journalist.



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Raw nut trade in Sampa, Ghana - March 2011

"Since the creation of the Alliance, the volume of cashew processed in Africa has doubled, from 35,000 MT in 2005 to 73,000 MT in 2010."

ACA Growing into a Sustainable Pan-African Industry Association

The ACA celebrated its fifth year at the Maputo Conference in September 2010 with many successes and achievements. The Alliance's membership base increased significantly: Starting with 18 paid members from 14 countries in 2007, ACA registered 93 paid members from 21 countries in 2010. Most members are companies registered in Africa, but members also include some of the largest U.S. and European cashew retailers, largest cashew processors in Brazil, India, and Vietnam, and important brokers and importers in the international market. This global membership shows the increasing interest in the African cashew industry worldwide.

Since the creation of the Alliance, the volume of cashew processed in Africa has doubled, from 35,000 MT in 2005 to 73,000 MT in 2010. Ten thousand Africans have found work in processing factories in rural areas, of which 60% are illiterate women. In the same period, Africa became the largest cashew producer in the world – more than 900,000 MT in 2010, a 45% increase since 2005. In 2009, the African cashew processing industry supported the livelihoods of 250,000 farmers in 11 countries -more than 1,250,000 people including the farmers' dependents.

The Alliance has contributed to the growth of the African cashew industry by:

- directly providing technical assistance to more than 60 companies (including processors) in 11 African countries and buyers and investors from the European and American markets,
- promoting African cashew in the international market,
- facilitating market linkages, and
- disseminating best practices and information on the African cashew industry in more than 20 international trade fair and industry conventions.

In Africa alone, 1,350 people attended national cashew events to gather information on the world cashew market and receive trainings on processing techniques and finance issues. The ACA conference is becoming one of the major cashew events in the world, gathering more than 200 participants from 24 countries in 2010.

Meanwhile, the ACA is looking forward. In late 2010, thanks to the support of ACi, a team of

Supported by



McKinsey consultants interviewed ACA members and stakeholders for a study on how to grow ACA and improve its status as a business association providing services to the industry. The study included an analysis of the organization and its value proposition for cashew industry stakeholders, a proposal for future services to the industry, and recommendations for ACA's organizational model, strategy, and implementation plan.

Based on the study, the ACA Executive Committee agreed in December on a new vision and mission statement (see text box). Assuming ACA remains an inclusive organization integrating

all stakeholders along the value chain, it will focus on supporting the growth of the African cashew industry with objectives to increase processing, improve competitiveness and sustainability, and facilitate public-private cooperation. The ACA's target is to increase processing of cashew in Africa by 100,000MT between 2011 and 2015.

Based on the study and recommendations from the McKinsey team, the ACA Secretariat submitted a five-year plan, budget and numerical targets to the Executive Committee at its March session in Accra. By

strengthening its service offer to the industry, the ACA plans to make its core activities self-financed.

The offer will focus on an improved ACA conference, communications offer, processing and investor support, partnership development and implementation of the ACA seal (see related article in this newsletter).

ACA members will soon see new features in the membership program, a new website, innovation in this year's conference, a re-designed investor and processor service package, and the first processors implementing the ACA seal program.

Critically, the contributions of ACA's partners, members and cashew industry stakeholders will continue to play an important part in making ACA's "new look" become a reality.

ACA Mission and Vision

Vision:

A globally competitive African cashew industry that benefits the value chain – from farmer to consumer

Mission:

Support the African cashew industry by:

- providing technical assistance and facilitating investments
- promoting market linkages and international standards
- sharing information and best practices

Objectives

Increase processing of cashew in Africa by 100,000MT between 2011 and 2015

Continued from page 1 - While his processing ambitions were being realized, Cherif remained keen on making a bigger impact. In May 2009, cashew stakeholders elected him co-chair of the ACA National Committee for Côte d'Ivoire, a volunteer position. He led the Committee's work organizing the 4th ACA Annual Conference in Abidjan, working tirelessly to facilitate the participation of stakeholders from around the world and forge partnerships in support of the event. The September 2009 conference was the best-attended event in ACA's young history and mobilized an unprecedented amount of private and public sector support and sponsorships. Videos of the event (<http://www.youtube.com/africancashewa>) feature Cherif's passionate description of the potential of cashew business for people and profits in Africa.

When he was elected ACA President at the 5th ACA Conference in Maputo in September 2010, Cherif said, "Being President of the ACA is only the beginning of a lot of work." He had the vision and ambition to make the ACA into a strong industry body that supports a growing industry. Instead of saying "OK, let's try this," he would say, "No, let's do this!"

Through all of his hard work, Cherif was privately suffering from an illness. Thus, the ACA was shocked when he passed away the morning of 1 March 2011 in Abidjan. The Secretariat shared with his family more than 50 condolence letters received from around the world, and a delegation of ACA members and partners from the African Cashew Initiative (ACi) project attended his funeral in Touba. The ACA Executive Committee also paid tribute to Cherif for being an outstanding leader and honorable man in its meeting on 15 March 2011 in Accra.

In accordance with ACA statutes, the EC elected an Acting President. Mr. Idrissa Kilangi, a cashew processor from Tanzania and member of the EC since 2008, was chosen. Mr Kilangi said, "I will do everything to honor the trust that the Executive Committee has placed in me. In the EC, we need to work very closely together in this difficult period. In Cherif, we have lost an outstanding leader who had ambitious plans for the ACA. He was ready to do great things with us. His commitment, hard work and enthusiasm will be an inspiration for us in continuing the work he has begun."



Idrissa Kilangi

ACA statutes also mandate the EC to appoint a new member. Thus, after a period of consultations, the EC will appoint a new EC member in the coming weeks. The EC will also elect the a new ACA President at its next session in September 2011.

Ghanaian Cashew Stakeholders Agree to "Get Organised and Develop"

Three years ago, it was common to find sellers of raw cashew nuts looking for buyers, but as cashews grow in popularity in Ghana and the world over today, the story is the other way round. With this increasing demand for cashews, many buyers, processors, and exporters are now looking to enter into pre-season sales agreements with producers and local exporters in Ghana.

Ghana is now a cashew-sourcing destination for international buyers due to significant efforts to increase Ghana's cashew production and sales by multiple actors. In particular, the Cashew Development Project of the Cocoa Research Institute of Ghana is providing research and development support to the sector. And the West African Trade Hub, the African Cashew Initiative (ACi), and the African Cashew Alliance are developing market linkages and providing technical support and advice to producers, processors, traders and logistical services providers.



Jean Marie Legall, Technical Assistant for Policy formulation, SOFRECO) moderating the workshop.

To build on increasing interest in cashews in Ghana and to explore developing a national strategy aiming for a more vibrant future for the cashew industry, the ACA National Committee, with support from the consultancy company Sofreco funded by AFD (French Development Agency), recently hosted a workshop with industry stakeholders. Participants succeeded in developing a four-point agenda reflecting industry objectives in Ghana 1) increase support to production, 2) improve support to private sector, 3) develop the cashew market in Ghana, and 4) increase research and development activities. Participants also proposed forming a national cashew body to lead implementation of the agenda.

To support production objectives, participants proposed that the Government of Ghana increase budgetary allocations for agriculture. To increase production in the country and boost farmer income, participants also proposed that the government should develop improved planting material and make it available to producers. Other areas of concern regarding production included land tenure, bushfire prevention and increased extension services.

Private-sector stakeholders stated that capacity building in good manufacturing practices, business management and food safety regulations will improve the sector. They also discussed the need for increased access to finance at affordable rates.

It is anticipated that efforts to improve the Ghanaian market for cashew will not only increase local consumption but also improve quality along the value chain, increase prices paid to farmers and processors/traders by reducing the number of intermediaries, and improve relationships among stakeholders.

Workshop participants tasked the National Committee of the ACA to lead the formation of a national body which will advocate for the industry, propose policies to government, generate new marketing opportunities, and build confidence with financial sector actors and potential investors.

The Gambian Stakeholders Establish Cashew Alliance of Gambia



Stakeholders discussed negotiating smaller, incremental contracts over the course of the season

Gambian cashew stakeholders have been working with the ACA National Committee to improve the cashew sector. Cashew producers, associations, local traders, transporters and exporters are now preparing for the 2011 cashew-marketing season. Over 60 participants gathered for a one-day marketing forum to discuss controlling nut quality through education programs aimed at training middle-men, enforcing quality standards, pre-financing arrangements, and honoring marketing agreements.

With funding from the U.S. Department of Agriculture's Food for Progress program, International Relief & Development (IRD) sponsored the event under its Gambia River Basin Cashew Value Chain Enhancement Project, known as CEP. During the forum, participants commended the new CEP Farmer Field Schools, which explore cashew business basics, the producer's role in maintaining high quality nuts, how prices are set, collective marketing, and best production practices.

Stakeholders discussed negotiating smaller, incremental contracts over the course of the season. This would build (or re-build) relationships between producers and buyers. Previously, unrealistic expectations early in the season have led to mistrust among stakeholders, with each side feeling that the other was not holding up their part of the deal. "This type of forum increases understanding between actors in the cashew sector" said ACA

Managing Director Christian Dahm, who attended the event.

Learning, networking and discussions made this forum a valuable way to kick off the 2011 cashew-marketing season. At the conclusion, acting ACA National Committee President Momodou Ceesay invited participants to join the newly formed Cashew Alliance of The Gambia (CAG). The CAG, a national private-sector association for all cashew-sector stakeholders, will represent and promote the interests of its members at the policy, commercial and international levels (such as partnering with the ACA).

USAID, ECOWAS and ACA Team Up to Improve Access to Finance Across Cashew Industry

USAID/West Africa, the ECOWAS Bank of Investment and Development (EBID) and the African Cashew Alliance (ACA) signed a Memorandum of Understanding on Monday, December 20, 2010 to address one of the most critical obstacles to development in the cashew industry: Access to finance.



Brinton Bohling (USAID Chief of the Trade and Investment Office, Christian Adovelandé EBID President and Christian Dahm, ACA Managing Director

"This agreement will open up access to medium- to long-term finance for cashew processors who need it," said Roger Brou, director of business and finance at the USAID West Africa Trade Hub. "With access to finance, they can expand their operations, which will create badly needed jobs and bring more income into the regional economy."

EBID has committed to making available direct funding for up to CFA 7 billion (approx. USD 14 million) per annum to finance various projects submitted by processors and supported by the ACA.

The fund will specifically make funding for expansion, refurbishing and acquisition of new equipment easier to obtain, but will also increase access to finance for green field projects. With greater access to finance, the West African cashew industry will develop greater processing capacity – generating far greater revenues and creating more jobs. Under the agreement, EBID has committed to making available direct funding for up to CFA 7 billion (approx. USD 14 million) per annum to finance various projects submitted by processors and supported by the ACA and USAID through targeted technical assistance. The BBC reported the achievement on its popular "Network Africa," reaching millions of people across the region and around the world.

Burkinabe Cashew Season Launched!

ACA continues to build platforms for public-private dialogue on building cashew processing capacity in Africa. For the first time in history, cashew farmers, traders and processors came together to officially declare the Burkinabé cashew season open in Banfora on 24 February 2011. Cashew operators agreed to start the season with a reference price of FCFA 150/kg (US\$ 0,33/kg). They also presented a strategy to secure nut stocks for cashew processors during the 2011 season to high-level government officials. In view of increasing demand and price hikes experienced last year, the ACA National Committee had held several consultations with cashew farmers, traders and processors over the past weeks with the support of the African Cashew Initiative (ACi) and GIZ's agricultural development program (PDA) in Burkina Faso.



Mrs. Jocelyne Vokouma, Governor of the Cascades Region, interviewed by the Burkina National Broadcast Channel

“We understand that ensuring access to raw material is a challenge that can be overcome by concerted action. Cashew processing adds value to our farm products in a way that will benefit all, from farmer to processor. Our strategy needs to be built on this long-term opportunity, not on short-term gains.” said Dr Jocelyne Vokouma-Boussari (see picture), Governor of the Cascades region, the largest cashew nut producing area in Burkina Faso.

ACA at PTNPA

ACA Executive Committee member Kees Blokland led a workshop on cashews at the annual convention of the Peanut and Tree Nut Processors Association (PTNPA) in Las Vegas, U.S. in January. Blokland presented the latest cashew market trends, introduced more than 100 convention participants to the industry in Africa, referred them to the ACA Maputo Declaration and Business Code of Conduct, and announced that the 6th ACA Conference will be held in Banjul, The Gambia, 19-22 September, 2011.

ACA Managing Director Christian Dahm met with U.S. cashew importers, roasters, equipment suppliers, and service providers to discuss the ACA's growth strategy for the upcoming five years and an ACA quality and food safety seal. Industry insiders provided technical feedback and helped ACA gather data for constructing the business case for the seal. The ACA will offer the quality and food safety seal, which will generate revenue and thus contribute to the long-term sustainability of ACA, as a service to the industry.



Kees Blokland, ACA EC member presenting the African Cashew Industry to more than 100 convention participants

Bringing the Cashew World Together ... to the 6th ACA Annual Conference in Banjul, The Gambia!

This year, the smallest African country will host the largest cashew conference: The Gambia will host the 6th Annual African Cashew Alliance Conference in Banjul, 19-22 September 2011.

Though a relative newcomer in the cashew world, The Gambia has potential to become a center of the cashew trade in the region. The Senegal, Gambia, Bissau (‘SeGaBi’) region produces 9% of the world crop, i.e. about 180,000MT. Very high quality raw materials, close proximity to major markets (just a few hours from Europe and the closest African sea link to the U.S.), a nascent market for the processing industry, and the political will to incentivize cashew processing make The Gambia an excellent location to build and expand businesses and start investments.

This year's conference will offer more services, more networking platforms, new social events, and the launch of the first World Cashew Exposition. This expo will feature processing machinery and material suppliers for processors, farmers, and roasters. Field trips to farms and a river cruise to St. James Island and Juffereh will complete the intense program.

The world of cashew will gather in Banjul in September. If you have anything to do with cashews, you cannot afford to miss it!



The Gambia's James Island



The Gambia Golf



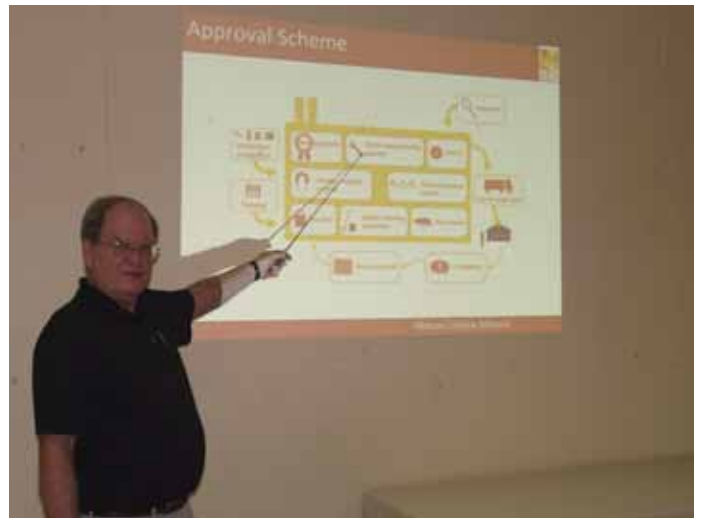
The Gambia's Katchkali

ACA Seal: Ensuring the Success and Growth of the Processed African Cashew!

The ACA Seal is a mark signifying compliance with cashew quality and food safety systems and social responsibility requirements. The international cashew-processing industry has been using quality assurance procedures developed by individual companies, meaning that they vary. The ACA Seal identifies key elements in the cashew shelling industry and ensures they are adequately controlled. The seal will validate compliance with quality and food safety standards and not depend on random product inspection alone.

The African Cashew Alliance and its partners, the African Cashew Initiative and Techno-Serve, have developed systems that assure food safety and quality for shelled cashews from African processors. Such systems require a processor to have functional programs in place that ensure the traditional problems with cashew are controlled and eliminated. Social responsibility is included in ACA Seal standards.

The ACA program supports the development of the system for quality assurance. There are fourteen procedures for Quality and Food Safety, and ACA has developed several additional support systems for use in shelling plants. This includes a Pest Control Manual, Master Cleaning Schedule, HACCP program, Training Program, Auditing Expectations, Facility Inspection Program, Trace and Recall Manual and GMP Compliance Guidelines.



Jim Giles presenting the ACA Seal procedures to Mozambican Cashew Processors

INTERVIEW

In November 2010, ACA hired Jim Giles, a food safety and quality expert with more than 30 years of experience with Planters in the U.S., to begin implementing the ACA Seal.

The ACA Communications Officer asked him about progress to date.

- How many factories have you visited since you started with the ACA? What is your general assessment from a food safety, quality, and social responsibility point of view?

ACA team has visited over 15 factories in six countries in Africa. Quality systems ranged from good to non-existent. We have defined required factory systems in the ACA Food Safety and Quality Manual. Also included in the ACA Seal program are standards for social responsibility. We have started the process of introducing social responsibility standards to factory owners; ACA will be implementing the Seal standards with partner processors. We have developed programs for use by partners in several key requirements: HACCP, Trace and Recall, Pest Control, Master Cleaning Program, GMP Program, and Training.

- You have over 30 years of experience in the food safety and quality field with the biggest retailers. What are their main complaints? What are they expecting from shippers?

The biggest problems for our customers are infestation, foreign material, clumping/blocking, taste, food safety, and grade compliance. The ACA Seal is unique in the cashew industry, as it requires processors to have and maintain systems to ensure continuous compliance to controls that eliminate the major causes of customer complaints or rejections. Suppliers meeting ACA Seal standards are now supported in their implementation and are routinely audited for compliance with the required systems.

- What will be the benefit for a processor to have the ACA Seal?

We have evaluated the benefits to the processor, and the program's benefits are much greater than its cost. The processor will benefit from key improvements, including load consolidation to meet customer order specifications, defect claims reductions, correcting moisture levels to reduce breakage and improve yield, and loss avoidance.

-This is the first time you have worked in Africa on these issues. Have you noticed any similarities with the cashew industry in other locations?

The ACA Seal enables African cashew processors to have a quality assurance program that meets customer expectations, and there is no equivalent program in other locations. Having visited over 100 shellers in India, 40 in Vietnam and nine in Brazil, we are able to ensure the best practices are used in the African processing.



Jim Giles during an assessment visit to a cashew processing factory

Fair Trade Cashew from Africa in Dutch Mainstream Retail Stores

By Herman uit de Bosch, Fair Match Support

Retail shoppers in 761 Albert Heijn stores in The Netherlands were able to purchase Fair Trade cashews for the first time ever in October of this year. Although Fair Trade cashews had previously been introduced in The Netherlands, only relatively few small shops in the alternative trade circuit in Europe carried the products. This shift to the mainstream market, under the Albert Heijn brand “pure & fair”, is a result of the cooperation of major actors and progress in the cashew value chain in Africa.



The fair trade African cashew on the Albert Heijn stores shelves in The Netherlands

Three Fair Trade-certified producers' organizations - equivalent to 3,600 producers - and two local African processors and eight hundred of their workers benefited directly from these linkages. Many more Africans are benefiting indirectly.

Equally important, cashew from Africa is traceable, transparent, and sustainable from “field to fork” for the first time. The final buyer of the product on the shelf at the store could trace where the cashew was produced, processed and roasted. The traceability system is also creating partnerships that are leading to reliable supply chains - good models for the conventional market as well.

The ACi project piloted this collaborative model with African processors, Global Trading, Intersnack, AHOLD and FairMatch Support. ACi estimates that the numbers of producers involved will increase rapidly in the coming years.

Fair Trade guarantees a minimum price for farmers (based on production costs), including a premium to support social costs such as education, healthcare etc., for farmers' households. The Fair Trade labeling organization sets standards. For more info, please see www.fairtrade.net or www.fairmatchsupport.nl.

Cashew Market Information for Smallholder Farmers in Cote d'Ivoire

By Julien Gonnet, RONGEAD

During the 2010 season – a period of less than five months – Ivory Coast's cashew farm-gate prices varied from 50 to 350 FCFA/kg, and its port prices varied from 200 to 400 FCFA/kg. Such huge seasonal price variances make it extremely risky for farmers and other stakeholders to invest time and money in the industry, since there is no return on investment at the bottom of the price range. This price instability affects everyone in the value chain and is a barrier to improvement in both production and quality and to the development of local processing.

Nonetheless, tools do exist to reduce the impact of price variations in the absence of stability. In 2011, cashew farmers, producer cooperatives, traders, and processors in Ivory Coast will benefit from training and guidance services on the cashew nut market.

A new project – called “Creation of a proactive NTIC network to share knowledge about the cashew world market to enhance the cashew sector in Ivory Coast,” funded by the European Commission, and implemented by RONGEAD and INADES Côte d'Ivoire – provides training, guidance and the latest news on the cashew nut world market to cashew industry players across the value chain. These services will enable Ivorian farmers, cooperatives, traders and processors to better control the marketing process of cashew nuts and kernels and manage the risks posed by price variations. The project currently extends to 5,000 farmers in Ivory Coast.

The initiative for this project is based on the experience and the technical support of a French firm, Offre & Demande Agricole, which has been offering similar services to French farmers and food-processing industries for the last 13 years. Annual growth of more than 25% since its creation demonstrates the success of this initiative in France.

In Cote d'Ivoire, the project aims to provide a viable and economical service that is applicable to other food value chains and other countries.

For more information, please contact:

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Pierre RICAU, Agro Market Analyst: pricau@rongead.org



Teaching material used by the project to train cashew farmers on the functioning of the world market

ACA Member Wins Ghana's Best Cashew Farmer 2010 Award

On 3 December 2010, President of the Republic of Ghana Professor John Evans Atta Mills awarded the “Best Cashew Farmer 2010” to Mim Cashew and Agricultural Products for the company's outstanding contribution to the development of agriculture in Ghana. Since its establishment in 2008, Mim Cashew has grown spectacularly - it now employs 700 people in the rural Asunafo district in the Brong Ahafo region. Grown on its own plantation, Mim processes and exports some of the world's best quality cashew. Last year, Mim also launched industrial production of cashew brandy made from cashew apples, maximizing the return on growing and harvesting cashew.

Mim joined the ACA early on and recognizes the benefits of its membership. Lars Wallevik, director of Mim Cashew and Agricultural Products, explains, “The main thing is creating a network and being able to get in touch with other processors and buyers. That's a big value. The ACA has linked us with the industry and made available technical experts. It's been a big help.”

Insights from a Field Visit by ACi and ACA Partners in Ghana

Learning is best jointly and hands-on

by Mary Adzanyo and Rita Weidinger, ACi



From left, Christian Dahm of the ACA and John Petersen of Kraft Foods discuss quality issues with a trader in Sampa, Ghana.



From left, Mary Adzanyo of ACi, is joined by project partners Christian Merz of SAP, Richard Rogers of BMGF, and John Petersen visiting the Mim cashew processing factory in Ghana.

After their most recent meeting, 10 members of the African Cashew Initiative's (ACi's) Steering Committee – including the Bill and Melinda Gates Foundation (BMGF), Kraft Foods, SAP, and guests from the Dutch Sustainability Institute (IDH) – participated in a two-day field visit led by ACA and ACi to visit Mim Cashews, cashew traders, and new investment sites in Ghana.

The group saw that currently high RCN prices mean that most processors are buying from a vast range of farmers, sometimes spread over multiple countries. Benefiting from a buyers' quality perspective, the group had lengthy and open discussions with traders along the Ivorian border. They estimate currently about 80% of their cashew coming across the border.

Large-scale processing firms currently under construction will further heighten competition and thus support the high prices farmers currently receive. This, in turn, is motivating farmers to improve production and even plant new trees. It is therefore paramount to quickly train farmers to select the seeds of the best trees for nurseries.

With competition, it is important to sustainably improve links between farmers and processors. Strong farmers' organisations must play a crucial role, and processors need to invest in relationship-building. Processors should consider participating in relevant trainings for farmers, such as for quality issues. The quality seal being developed by the ACA may become another strong link if strongly endorsed by buyers.

Join ACA! -

ACA is the association of African cashew businesspeople and international stakeholders! Our aim is to grow the business of our members, and we hope that we can welcome you among our members!

Advantages :

- ACA offers business advisory and technical assistance for growing your business
- ACA facilitates access to finance for new investments and working capital
- ACA assists processors in implementing international food safety and quality standards
- ACA partners with organizations promoting the cashew agenda and supporting farmer livelihoods
- ACA disseminates information on the latest developments in the international nut business, the world market for cashew and in the African industry worldwide

To benefit from the ACA's services and the support from the ACi project, you simply need to sign up for ACA membership on our website : www.africancashewalliance.com and pay your membership fee!

By becoming a member of the ACA, you show your support for our vision of a globally competitive African cashew industry that benefits the value chain – from farmer to consumer!

Cashew Calendar 2011

Please contact the ACA Secretariat (aca@africancashewalliance.com) to participate in any events, contribute ideas, or add an event to the cashew calendar.

April 2011

1 Benin Cashew Day, Cotonou

Avril 2011

28-30 Association of Food Industries Annual Convention, Naples, Florida

May 2011

20-21 XXX World Nut and Dried Fruit Congress, Budapest, Hungary

June 2011

10-12 VINACAS Cashew Rendez-Vous Ho Chi Minh , Vietnam

September 2011

19-22 ACA 6th Annual Conference, Banjul The Gambia



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The 6th ACA Annual Conference

19 – 22 September 2011

Banjul, The Gambia

Kairaba Beach Hotel

More than 200
participants in 2010!
Search for "ACA 2010
conference" on
YouTube

- **Plenary Session with Experts**
Understand the latest trends in the world cashew industry and market
- **Wide Open Space Cashew Forum**
Learn new techniques and innovations in the industry (planting, processing technologies, market information technology)
- **B2B Meetings**
Strike new deals and meet business partners (180 meetings in 2010)
- **World Cashew Expo**
The first world cashew equipment and material exhibition!
Find suppliers, upgrade your equipment, boost your productivity
- **Field trips**
Visit model farms, optional trips to Senegal and Guinea Bissau
- **Social Events**
Golf tournament and Gala dinner
River cruise to St James Island and Juffereh

Attend the 6th ACA Annual Conference

Register online from May 15th
www.africancashewalliance.com

Sponsor the event!
Participate in the Wide Open Space Cashew Forum!
Exhibit at the World Cashew Expo!

Contact ACA Secretariat at
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