



# AFRICAN CASHEW ALLIANCE

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PROMOTING AFRICAN CASHEWS WORLDWIDE

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

## Cashew Industry Agrees on Guidelines for Growing Business in Africa

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Cherif Hibrahima, Carlos Costa, Hon. Kwesi Ahwoi, Hon. Soares Nhaca and Filomena Maiopue cutting the ACA birthday cake.

**Industry stakeholders agreed on the Maputo declaration which advocates business environment changes to promote the industry's growth**

More than 200 cashew industry stakeholders from 24 countries attended the African Cashew Alliance's Fifth Annual Conference in Maputo, Mozambique, from 14-17 September 2010, including more than 60 participants from Asia, Europe Latin America and North America.

The event saw the participation of Joaquim Chissano, Mozambique's former President and ACA Ambassador, Honorables Aires Bonifacio Aly, Prime Minister of Mozambique, Soares Nhaca, Minister of Agriculture of Mozambique and Kwesi Ahwoi, Minister of Agriculture of Ghana.

The industry stakeholders agreed on a declaration that advocates business environment changes to promote the industry's growth. This Maputo Declaration states guidelines to achieve the African cashew industry's potential of providing more than US\$ 300 million income from raw nut sales to smallholder farmers and realizing more than US\$ 300 million in added value from cashew processing, which could create more than 200,000 new jobs for the rural poor. The Declaration provides directions on how to address specific issues for the African cashew industry to meet its potential. It advocates for supporting cashew processors and traders in training farmers, empowering farmer groups, more investment in research and development, the implementation of investment incentives for the processing industry and for a global marketing campaign for cashew nuts. The ACA Secretariat will disseminate the Maputo Declaration to government policy makers and private sector stakeholders worldwide. ACA members will use the Declaration as a basis for public-private dialogues on developing country-specific policy agendas in support of the industry.

Cashew stakeholders also agreed to adhere to and promote a set of principles and standards to ensure sustainable growth of the industry. Through the ACA Business Code of Conduct, cashew processors commit to ensuring food safety, providing high-quality products, good corporate and financial governance, respecting the environment, fair compensation to farmers and good working conditions for workers. The ACA is developing a monitoring and promotional tool based on

the Business Code of Conduct and mobilizing resources for a training program in support of it.

The conference program included two days of thematic panel discussions, workshops, networking events and two days of field trips to cashew processing facilities, plantations, and experimental plots, with an overnight stay on the beautiful Ilha de Mozambique, a UNESCO World Heritage Site.

The Business2Business forum, a series of networking events, maximized opportunities for cashew stakeholders to talk business. The ACA Secretariat organized more than 180 meetings for potential business partners. "I joined ACA to get access to more market players- this is exactly what

**"The conference has been a unique chance to understand local processing and to get a foot into the door of local sourcing" said an international buyer.**

the conference offers," a cashew processor noted.

During the conference the ACA members elected a new Executive Committee, the ACA's governing body of international and African cashew businesspeople. Cherif Hibrahima, a cashew processor from Côte d'Ivoire was elected the new President of ACA. Also elected were Idrissa Kilangi (Vice-President, cashew processor from Tanzania), Luis Soeiro (Vice-President, cashew processor from Mozambique), Abou Bakr Adjibade (cashew processor, Benin), Ram Mohan (cashew trader, The Gambia), Partheeban Theodore (Olam, international cashew processor and trader), Kees Blokland (Global Trading, international cashew processor and trader).

Download the Maputo Declaration on ACA website: [www.africancashewalliance.com](http://www.africancashewalliance.com)

**Save the date!**

**ACA 6th Annual Conference will take place in Banjul, The Gambia September 19-22, 2011**

## Message from the ACA President



Cherif Hibrahima

Undoubtedly, the Maputo conference was a success for our Organization and a new direction for the African cashew industry. The Maputo Declaration and the Business Code of Conduct are new tools to help us promote the industry to the public sector and support processors in their development efforts.

To succeed in significantly increasing the volume of processed cashew nuts remains the main objective of the ACA. This constitutes a powerful tool for employment creation. Furthermore, it generates growth, brings in foreign exchange and consequently fights against poverty in rural areas.

This is going to be the task of the new ACA Executive Committee with ambitious objectives for our continent.

With my best wishes to you all for a Merry Christmas and a Happy New Year,

**Cherif Hibrahima**  
President of the ACA

## Quality, Food Safety and Sustainable Growth are Key Principles for Growing African Cashew Industry

### US and European snack & food giants support ACA program

Cashew businesspeople, like most people in agribusiness, are normally in tough competition or business negotiations with each other. But they come together under the banner of the African Cashew Alliance (ACA). International retailers and marketers have joined cashew farmers, traders and shellers from Africa to work together on growing the industry in Africa. At this year's ACA Conference in Maputo, Mozambique (14-16 September), they developed a set of principles the African cashew industry will follow in growing its business. Through the ACA Business Code of Conduct, African cashew industry stakeholders commit themselves to producing high-quality products and ensuring their food safety while growing their business sustainably. This means good financial and corporate governance, valuing human resources, respect for the environment, fair compensation of farmers and working together on growing the industry.

The ACA will use the Business Code of Conduct as a tool for improving quality and food safety in cashew shelling facilities in Africa. With the help of internationally recognized food safety and quality experts, ACA is developing a training program for shelling units wishing to comply with the standards set out by the Business Code of Conduct.



'The African cashew industry has huge growth potential. The Business Code of Conduct charts the way forward for achieving long-term growth.' says Cherif Hibrahima, an Ivorian cashew farmer, trader, sheller and ACA President.

The ACA is developing an internationally recognized monitoring system to support cashew shellers along the way to follow such standards in their facilities. International marketers and retailers of cashew products in Europe and the US are working with ACA on the monitoring tool. As the basis for a training program, it will provide cashew businesses with guidance on the key adjustments and policies to put in place to respond to international quality and food safety requirements. The ACA monitoring system will award a stamp of approval to compliant facilities and provide technical assistance to other facilities aiming to achieve that standard.

Kraft Foods, one of the world's largest food companies, and Intersnack, one of Europe's largest snack nut producers, support the ACA's quality and food safety program under the African Cashew initiative, a project of ACA members in support of the African cashew industry led by German Technical Cooperation (GTZ) and the Bill and Melinda Gates Foundation. "Promoting high quality and food safety in this young industry provides reassurance to the market and will work to get things right from the start" says Chris Nubern, Director of Nut Procurement at Kraft Foods.

Both companies, long-standing members and supporters of the ACA, are actively involved in the development of the system. "By making available our expertise and working through the African cashew industry association we can help set up a system of quality assurance and food safety that will be the basis for sustainable growth of the cashew industry in Africa," says Arie Endendijk, Intersnack's Purchasing Director.

## Starting Small, Going Far: an Ambitious Agenda for The Gambia's Cashew Industry

More than 80 cashew stakeholders from throughout the cashew value chain gathered in Banjul, The Gambia for the first "Gambia Cashew Week" November 2-5. The African Cashew Alliance (ACA) and the USAID West Africa Trade Hub organized the event.



A host of dignitaries attended the opening, a signal of the important potential of cashew in The Gambia. Ram Mohan, a cashew trader in The Gambia and an ACA Executive Committee member, welcomed the participants. Next, Cynthia Gregg, Deputy Chief of Mission of the U.S. Embassy in Banjul, addressed stakeholders, commending the ACA and the Trade Hub for the initiative. Deputy Permanent Secretary of the Ministry of Agriculture Honorable Sheriffo Bojang delivered the official opening address.

The Gambia is a relative newcomer in the cashew world (groundnut is the traditional crop), but the sharp growth of the sector in the past few years has demonstrated stakeholders' interest and capacity.

The initial plenary session underlined the cashew industry's potential to generate added value and create new jobs. It also highlighted The Gambian cashew industry's strengths and opportunities, of which there are many.

Due to a very efficient port and an ideal geographic location, The Gambia is becoming the natural cashew trading hub for the region. The Gambian cashew crop was approximately 8,000-10,000 MT in 2010, but raw cashew nuts shipped from Banjul this year reached 67,000 MT.

Infrastructure and location are not the only assets for the Gambia cashew

## ACA ACTIVITIES (CONTINUED)

industry. The quality of the nut - among the best in West Africa - and good yield per tree are also accelerating production and processing developments.

“Starting small, going far” seems to be the motto of the cashew stakeholders in The Gambia.

“We want to exploit what we have and avoid repeating the errors made by others in the past. It’s one of the advantages of being new - we can learn from the previous experiences of others. We are a burgeoning processing cashew industry and we want to start doing the right thing from the beginning,” Mr. Mohan said.

“This cashew week is an excellent opportunity for us to sensitize policy-makers and work with them on how to create a better environment for the industry to grow.”

Stakeholders agreed on a constitution for The Cashew Alliance for the Gambia (CAG). CAG will be a platform for information exchange and advocacy in the sector and will be officially launched within the year. CAG already enjoys the support of the largest farmer associations (who expressed their willingness to unite under a single umbrella), the International Relief and Development (IRD), and exporters.

In the closing session, participants agreed upon priorities for the development of the Gambia cashew industry, based on the ACA Maputo Declaration’s recommendations. One of these priorities is preparation for the next ACA annual conference, which will be hosted in Banjul. This successful cashew week exhibited the ability of The Gambia ACA National Committee to host such an event.

Processing and finance trainings were conducted on the second and third days, respectively.

### ACA Trains Bankers

ACA’s efforts to promote the cashew industry to banks in West Africa is bearing fruit. On request from the ECOWAS Bank for Investment and Development (EBID) and in cooperation with the USAID’s West Africa Trade Hub, ACA trained 22 bankers in Lomé, Togo, 14-16 September 2010 on financing cashew processing. ACA



Managing Director Christian Dahm and Business Advisor Sunil Dahiya highlighted the cashew’s business potential for financial institutions, the technical assistance on offer from ACA members and introduced the bankers to the techniques and technologies of cashew processing. Finance



The ACA booth at SIAL

experts Roger Brou and Jean-Guy Biley of the West Africa Trade Hub outlined options, priorities and risk management strategies for financing working capital and investments in cashew processing. Workshop participants from EBID, Ecobank, Banque Regionale de Solidarité (BRS), the Gari Fund, the West African Development Bank (BOAD) engaged in lively discussions on financial solutions for the industry and the way forward. On the final day of the event, participants visited Cajou Espoir, a Togolese cashew processing facility.

“We came together to learn the theory, to see cashew processing in practice and to find ways for our action. We are now ready to get involved with the industry,” said Ernest D. Komenan, Vice-President of Operations of EBID.

### Twenty Five Entrepreneurs Trained on HACCP Food Safety Procedures in Kumasi

As part of activities mapped out to improve processing within the ACi project’s area of coverage, a one-week training program on food safety was held in Kumasi, Ghana, 19-23 October 2010. Technoserve organized the event for entrepreneurs and managers of processing plants within ACi countries, and was aimed to give practical training in Hazards and Critical Control Points (HACCP) procedures.



HACCP training

Participants learned different aspects of HACCP, including hygiene, cleaning and disinfection, pest control, food hazards and their control, and the 12 steps of HACCP.

Over 25 people were trained, including entrepreneurs, factory managers, quality control managers, and ACi Business Advisors. They were advised on premise and equipment design, food hazards and their control, determining critical control points, general maintenance of HACCP system, as well as documentation and verification. Ms Ally Loughor-Clarke a food safety consultant for Technoserve delivered the training program. Miss Loughor-Clarke has many years experience in training processors on food safety issues and ideas.

Such trainings are part of the ACA Business Code of Conduct. Find more out at: [www.africancashewalliance.com](http://www.africancashewalliance.com)

### ACA at the World Marketplace

ACA participated at SIAL, Europe’s largest food trade show in a booth made available by USAID’s West Africa Trade Hub in its ‘Taste of Africa’ Pavilion. Managing Director Christian Dahm promoted African cashew and cashew processing to a large number of buyers and distributed the recently-launched Cashew Investment Guide to ACA members at the show. ‘The event has been of tremendous value in so many ways,’ said Dahm. ‘We meet new potential members, investors and other partners. But most importantly it is the perfect place to catch up and discuss next steps in existing partnerships. We had very good discussions here with cashew businesses already active in Africa, such as companies from Brazil, India, United States, Vietnam, the Netherlands and other parts of Europe as well as the International Nut Council and the Cashew Export Promotion Council of India.’

## African Cashew Farmers Inspire Planters

America's leading snack nut brand, Planters, launched a marketing campaign in November emphasizing the company's sustainability initiatives, including its support of the African Cashew Initiative co-funded by the Bill and Melinda Gates Foundation. The campaign features Mr. Peanut, the beloved icon, speaking for the first time in 94 years in a series of stop-motion animation commercials that bring to life the "Naturally Remarkable" world of Planters.

"At Planters, we think of farmers as the original environmentalists," said Jason Levine (Planters Brand Director) as he introduced the campaign to journalists at the launch in New York City. "They know that taking care of the land is important to their future and ours. In essence, they are living our definition of sustainability – meeting the current needs of society, while being mindful of future generations. Farmers inspire us on our sustainability journey."

Planters also released a three-minute documentary produced with the support of ACA and the USAID West Africa Trade Hub. "Naturally Remarkable: African Cashew Farmers" highlights the work of the ACA and the African Cashew Initiative in helping cashew farmers increase their productivity. The documentary also promotes a sustainable global market for African cashew to improve cashew growers' livelihoods. The owner of Planters, Kraft Food is a founding member of the ACA and of the ACI. (see the documentary at [youtube.com/Planters](http://youtube.com/Planters)).

The documentary will be available on the Planters Youtube channel and will help to create awareness of the cashew industry's potential to catalyze economic growth in Africa. Find out more about the Planters sustainability journey at

- [www.planters.com/sustainability](http://www.planters.com/sustainability)
- <http://www.smartplanet.com/people/blog/pure-genius/mr-peanut-goes-to-africa-to-train-cashew-farmers/4703/>
- <http://www.tonic.com/article/mr-peanut-comes-out-of-his-shell-naturally-remarkable-robert-downey-jr/>



Shooting the documentary

## Interview with Chris Nubern, Director, Nut Procurement, Kraft Foods North America

After the launching of the campaign, the ACA met Chris Nubern, Director of Nut Procurement, Kraft Foods, North America. Nubern attended the ACA 5th Annual Conference in Maputo and participated in the documentary.



Chris Nubern

**When did you start with Kraft foods? What is your background?**

I started with Kraft foods in 2000, so I've been here for 10 years with Kraft. At the beginning I was working on dairy products. I was born and raised in Georgia, in a farming community. I have a doctorate degree in agriculture economics.

**When did Kraft start with cashew products?**

In the 1980s we had a huge success when we launched a new product including cashew halves and pieces, something invented for the U.S. market, and we have a big market share. But cashew has always been part of our mixed nuts line.

**You attended the ACA 5th Annual Conference in Maputo last September. Was it useful? What are your impressions on this experience?**

This was my first ACA conference. The ACA conference is one of the major events for the industry. It involves more than African cashew stakeholders. The attendance will continue to increase. There are a lot of opportunities to continue to increase the quality in the processing plants. For me it was a good occasion to meet individual stakeholders in cashews.

**Kraft is a founding member of ACA and contributes to ACI. How does this support fit in with Kraft's mission?**

If you look at Planters, it makes good sense for us to be involved in African cashew. We have to be involved with what represents 40% of the cashew crop. It makes sense from a business point of view and it's key from the social responsibility perspective. The way we are redefining our brand is totally linked to the idea of sustainability and it's the reason why we are supporting ACI's activities. We want to be part of making a positive difference.

**What are the main challenges the African Cashew Industry will face in the coming years?**

The main challenges are in the factories. Africa produces a lot of raw cashew nuts. The challenge is how this production can be processed locally. It's also important to implement efforts to ensure food safety and good quality in the processing factories. It's not something that can be learned quickly. It will take some time, as it took for Asia.

**You participated at the elaboration of the ACA Business Code of Conduct. How do you view that in terms of building a sustainable industry in Africa?**

It's a good first step. Behind this new program the credibility of ACA is represented. Companies like us will recognize it. Safe and good quality products will be in great demand. It makes sense for the shellers and to the ACA members to pay attention to this Business Code of Conduct.

**What does cashew represent for Kraft?**

Cashew is the most valuable nut we buy. We spend more money in cashew than any other nut.

**What is your favorite nut?**

Being from Georgia, I have to say that my favorite nut is pecan as we grow a lot of pecan. But I like cashew a lot.



### SPONSORS

The International Nut Council is holding its XXX World Nut and Dried Fruit Congress in Budapest (Hungary), 20-22 May 2011. This annual Congress will be held in East Europe for the first time, and there is added emphasis on the importance of participation of Eastern European markets, which represent over 600,000 metric tons of imports of nuts and dried fruits per year. Budapest, the "pearl" of the Danube, will provide ample opportunities for participants to discuss new products and merchandise that can help their business, then meet old friends and make new ones at our social events.

The INC would like to encourage African entrepreneurs to participate in the event. They will propose a special rate to African Companies that are ACA members.

Save the Date! More information on [www.nutfruit.org/budapest-2011](http://www.nutfruit.org/budapest-2011)

## New Study Brings Cashew Sector's 'Significant Impact' on Jobs and Incomes into Sharper Focus

by Joe Lamport, USAID West Africa Trade Hub

While it is well known that increasing cashew processing in Africa creates jobs and lifts incomes, the extent of the impact has not been known – until now. A new study conducted by the USAID West Africa Trade Hub reveals the extent of the impact – and again emphasizes that locally processing cashew nuts would create thousands of jobs and increase household incomes significantly.

“I found that processing just 75% of all of the raw cashew nuts exported from Ghana in 2006 would create new household incomes that would equal the entire value of the raw cashew nuts exported in that year,” said Prof. Daniel Bromley of the University of Wisconsin-Madison in the U.S., who led the study. “An increase in sales of raw cashew nuts significantly creates new jobs and increases household incomes in the local economy. Processing the nuts, however, has an even greater impact.”

Bromley, an internationally recognized expert on developing economies, conducted the study in 2010 in Burkina Faso, Ghana and Mali, leading a team of researchers at the University of Ghana and volunteers in the U.S. Peace Corps to collect income and jobs data from farmers, processors, traders and transporters.

After crunching the numbers on cashew in Ghana, Bromley determined what economists call a “multiplier effect” for the sector. Whenever a farmer sells raw cashew nuts, for export or for local processing, he or she then will use the money in one of two ways: spend it or save it. Poor farmers generally do not save money – they spend it on local goods and services or imports.

When the farmer uses it on local goods and services, the money has a multiplier effect: For example, if they buy fufu in a local restaurant, the restaurant owner then has more money in her pocket, and, likewise, the farmer who sells her yams to make the food will sell more yams, and so on. The cashew farmer will hire more people to collect cashews if sales increase and the restaurant owner will hire more people to pound fufu as well.

“Increasing exports is considered essential to driving economic growth – and the reason is because of the multiplier effects that occur as sales increase at the producer level,” Bromley said.

## The African Cashew Initiative is Already Yielding Fruit in Mozambique

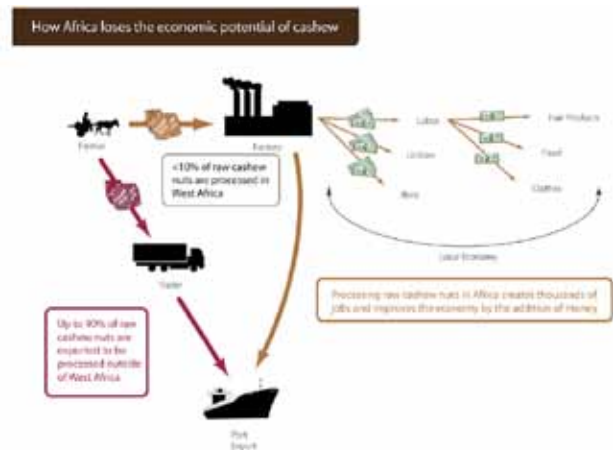
by Gertrude Nimako-Boateng, ACi

The ACi Steering Committee met in Maputo, Mozambique 18-19 September to assess progress, identify challenges and decide on the way forward. The meeting, which was held immediately after the ACA Annual conference (14-16 September), was attended by a large number of participants. At the meeting, there was a clear indication that the private partners had taken ownership of the project.

The ACi management reported a steady progress in the project. The Key Performance Indicators (KPIs) clearly showed that the project was on track of achieving its objectives. ACi management reported steady progress toward objectives. Approximately 70% of the 150,000 farmers targeted for assistance had been reached, though the farmer/trainer ratio varied widely among countries due to different extension models, the overall result showed that the strategy was yielding the required result. With regard to seedlings available for distribution, 60% of farmers in Mozambique had received seedlings.

Out of the 30,000 farmers targeted for certification, 3,600 had been certified and 24% of the target produced certified organic raw cashew nuts that were sold under the Fair Trade trademark.

The team met with the farmers' cooperative of Muecate to get feedback



For cashew, Bromley determined that for every \$1,000 increase in sales by farmers, 50 jobs are created and an additional \$1,143 in household income is generated. When the cashews are processed locally, the impacts are much greater – because processors then pay workers to shell the cashews and prepare them for further processing. For every \$1,000 of cashews they buy, processors spend about \$822 to process them, the study found.

In 2006, Ghana exported almost 50,000 metric tons of cashews, 95% of which were raw cashew nuts. The value of the exports was about \$23 million. Locally processing of 75% of the raw cashew nuts exported would have generated almost the same income, Bromley found – and that income would then lead to the multiplier effects in the local economy.

“Without a doubt, locally processing cashew in West Africa would have a significant impact on jobs and incomes in the region,” he said. “The African Cashew Alliance’s strategy to do that is exactly what everyone should be trying to do to alleviate poverty in the region.”

The study will be published in coming weeks on the USAID Trade Hub’s website. [www.watradehub.com](http://www.watradehub.com)

on the assistance so far provided to them. This cooperative has over 360 members. The testimonies given by the members were impressive.

Farmers reported that with the help of ACi consultants, they would be shifting the sale of their produce from private individuals who offer uncompetitive prices to large-scale buyers who pay them higher prices. The farmers expressed a wish to enter into contracts with large-scale buyers



Richard Rogers from the Bill and Melinda Gates Foundation and the Muecate farmers' cooperative

to foster a reliable business partnership with them. They added that they would be selling on the global market to specialty markets under the Fair Trade trademark the next harvesting season, which began in October 2010.

One of the farmers said with pride that thanks to the ACi project he had been able to send his children to school and paid their fees, something he could not afford before the introduction of the project.

The women farmers in the cooperative reported that under the project, they own their own cashew farms and had been able to accumulate sufficient wealth to become self-reliant. According to one of the farmers, they had been able to purchase bicycles to increase mobility and have acquired cell phones that facilitate communication. Under the new production techniques they expect to increase their output considerably this coming harvesting season.

Also the ACi management team visited the Nassuruma nursery where new varieties of high yielding species that produce better quality nuts are cultivated. Despite some challenges, the nursery will be producing some 400,000 seedlings for distribution to the farmers in the next planting season which started in November 2010.

In Mozambique, the project is already yielding fruit and there is no doubt that this momentum will continue throughout the first phase of the project that ends in March 2013.

### Brazilian Company First Raw Cashew Nut Shipment from Africa

Our previous newsletter mentioned a Brazilian investor in Ghana. Now, the project is a reality.



The first shipment – 250 MT of raw cashew nuts all procured in Ghana – are on their way to Brazil. First, however, numerous requirements were met. The Ministries of Agriculture of both Brazil and Ghana inspected the warehouse. Next, shipping requirements to Brazil were researched, explained, and negotiated. Finally, after procurement of the nuts, the nuts needed to be cleaned on custom-built machines, repacked into new well ventilated 60kg jute bags, and fumigated to meet Brazilian processor requirements and labor standards and law.

“Ghana has great potential to increase raw nut production. Ghanaian farmers could harvest more if they pushed themselves to go the extra mile of working harder on the nuts. For example, farmers must pick the nuts on a regular basis, or nuts on the ground will rot before they are picked. The amount of rot in the Ghanaian nuts had never been seen in Brazil, so the Brazilian government insisted on fumigation,” said the Brazilian on the ground in Ghana.

According to the Brazilian, this first shipment is a trial – a first step in a much larger plan. The future goal is to invest in a large-scale mechanized processing factory in Ghana, which will create many new jobs.

## COUNTRY UPDATES

### Benin

*Georgette Tarraf, NAD & co., ACA National Representative*

The season in Benin was generally not a very good: the harvest was poor and late. Quality problems and difficulty in estimating the crop size were additional challenges. A production reduction of 30% was recorded from the previous year (70,000 MT as compared to 100,000 MT in 2009). The 2010 campaign ended officially in October, but exports of raw nuts are expected to continue (120,000 MT) until the end of the year. On a positive note, three companies are trying to access finance for next year, and there is a lot of interest overall in processing in Benin. The new season should see a number of new processors set up. The World Bank is studying a potential project on diversification, while CASBA (a Danish company), DEDRAS and SNV are busy in the sector in Benin.

### Côte d'Ivoire

*Cherif Hibraïma, Agribusiness Company, ACA President*

The 2010 season ended in August in Cote d'Ivoire. A total of 335,000 MT of raw cashew nuts were exported from Cote d'Ivoire. An estimated 50,000MT reportedly went to Ghana, Benin and Burkina Faso, which would have increased total exported RCN from Cote d'Ivoire to the international market to almost 400,000 MT. The prices for raw nuts in Cote d'Ivoire opened at CFA 160, and later shot up to CFA 310. One new factory was set up in the course of the year, while a massive new investment by OLAM in Bouake is under way. For support to the cashew sector in the country, organizations active are RONGEAD, FIRCA, INADES and the Ivorian Export Promotion Agency.

### The Gambia

*Ram Mohan, ACA Executive Committee member*

Production in Gambia went up to 10,000 MT, with a nut count of 54 LBS. Processing remains small in the Gambia, and still is mostly informal with approximately 100 MT processed. For commercial processing, a Libyan factory with a capacity of approximately 500 to 1,000 MT has been set up. Prices also climbed upwards in Gambia, starting from 12 GMD and climbing all the way up to double that at 24 GMD. As far as export prices go, they also almost doubled from \$600 FOB to \$1,150 FOB. There has been no change in Government policies but a keen interest in the market from Government has been observed. Several private sector exporters are looking into value addition activities. IRD has been actively involved in training farmers. About 157 farmers were trained. They are also doing a lot by way of data collection.

### Ghana

*Eleanor Swatson, Ghana Cashew Dev. Project, ACA National Representative*

Ghana's crop for 2010 picked up after a slow start. A reported total volume of 27,000MT was produced, but 77,000MT of RCN were exported, as per the Ghana Shippers Council. FOB prices ranged from \$650 to \$850 per MT. On the processing front, eight processing units were active during the year, with a total capacity of 3,127 MT. 712 MT were processed in the first half of the year, 2,000 MT are expected to be processed by the end of the year. Outturn generally has averaged around 47 pounds. Local prices started in February at GHp40 (\$.29) and climber to GHp 70 (\$.50), and peaked at GH1.21 (\$.85) per kg in July. In the area of new investments, three new processing plants are in construction with processing capacities ranged between 1,000 MT to 10,000MT. Organizations active in the sector for training, research and development are Ministry of Food and Agriculture (MoFA), Cocoa Research Institute of Ghana (CRIG). The Ghana Cashew Co-operative Farmers and Marketing Association (GCCFMA) have recently set up offices in the Ministry of Agriculture, Sunyani and are actively involved in mobilizing Cashew Farmers all over the country with the aim of bringing them all under one umbrella.

### Mozambique

*Raimundo Matule, ACA National Representative*

Mozambique saw a good season. Prices were good, and a total of 97,000 MT were produced. Out of this, 28,000 MT were exported. The country also saw a lot of informal processing, and 3,900 MT of processed cashews were exported, at an average price of \$3.8 per kg. The new season has started, and another 95,000 MT is expected to be produced. One new factory in Angoche is being refurbished. On the level of policy, an 18% export tax on raw cashew nuts is being introduced.

### Senegal

*Lamine Sene ACA National Representative*

Senegal's season was poor compared to previous years. Production dropped from 65,000MT in 2009 to 35,000 MT in 2010, an approximately 50% decline. Prices in Senegal, as throughout West Africa saw a whopping upward climb from CFA 200 to CFA 400 at farmgate. Outturn was between 49 and 58 pounds. 18 exporters were present and active in the country during the season, with most of the final buyers being processors in India. There are also about 20 small processing units in Casam, all averaging about 4 MT capacity, with one which has a capacity of 100 to 200 MT. In Thies, there are about 26 women's cooperatives, processing 1,500 MT. These cooperatives buy from Sokhone and are doing mostly artisanal processing. A new processor is also setting up a 2,000 MT capacity factory in Sokhone. Many NGOs and Government organizations are active in Senegal, and have invested high amounts of money in the sector. PADEC in Casamance has received US\$ 18 Million 9 Billion, of which 50% was given by the government, and the other half by CIDA. A USAID Economic Growth Project has also distributed 50,000 seedlings, and sent a delegation to India to learn grafting and techniques on apple processing. IRD has a quality program, GTZ PROCAS has also invested

CFA 14 million into purchasing of raw nuts for processors. The West African Trade Hub continues to facilitate market linkages.

### Tanzania

*Idrissa Kilangi, ACA Vice-President*

Production in Tanzania has declined due to old-age trees. Production declined from 120,000MT in 2008 to 98,000 MT in 2010. 45,000 MT of this was processed locally this year, out of which 30,000 MT were processed by OLAM, mostly by hand-processing. 1,500MT were also processed by Agrofocous, and this is expected to increase to between 10 and 20,000 MT. The government has put up 10 factories with the help of the World Bank, and three idle factories have been revived.



A cashew farmer in Mozambique

### Cashew Calendar 2011

Here is an indicative cashew calendar for ACA activities for the coming season. Please contact the ACA Secretariat ([aca@africancashewalliance.com](mailto:aca@africancashewalliance.com)) if you wish to participate, have any input in preparation for any of the following events or would like to add to the cashew calendar.

#### January 2011

TBD	Senegal Cashew Forum
TBD	Ghana Cashew day
15 – 18	PTNPA Annual Conference, Las Vegas

#### Avril 2011

28-30	Association of Food Industry Convention
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#### May 2011

20-21	XXX World Nut and Dried Fruit Congress, Budapest, Hungary
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#### September 2011

19-22	ACA 6th Annual Conference
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