



ACA

AFRICAN
CASHew
ALLIANCE

10 years A world map with the continent of Africa highlighted in orange. The number '10' is large and orange, with 'years' in a smaller font below it.

A DECADE OF TRANSFORMATION

ACA World Cashew Festival & Expo 2016



Bissau, Guinea-Bissau

September 19-22, 2016



Retailers perspective

Samora van der Horst,



Who are IPL?

- ✓ IPL is 100% owned by ASDA.
- ✓ IPL is ASDA's Biggest supplier



- ✓ IPL's mission is to shorten supply chains
- ✓ Work directly with manufacturers
- ✓ Increase visibility within the supply chain
- ✓ Foster strong direct and long term partnerships



ACA Transparency – Origin, Provenance, Welfare, Ethical Standards, Sustainability, Process

IPL has colleagues based in 12 country offices around the world

Our Purpose...
 To improve value, quality & availability for Asda



Facts About IPL

- ASDA is Walmart UK
- IPL cost of goods to Asda / Walmart are approx. £2bn.
- ASDA won for the 16th year in a row 'Lowest priced Retailer of the Year award'.
- Walmart Global sales in 2015 were \$485.7 billion
- Walmart is the largest retailer in the world





Retailer requirements

- Certification to a GFSI recognised scheme is achieved through a successful third party audit against any of the **schemes listed as being recognised by GFSI**
- **Not a reason to demand for a premium.**

Examples of Niche market certification

- **Fair-trade, Organic, Fair Wild and**



Rainforest alliance



Retailer requirements cont.

- Responding to trends
- High quality
- Consistency
- Competitiveness
- Operational efficiency
- Food Safety
- Workers welfare
- Environmental impact