

Les Acteurs du Secteur du Cajou au Mali
en collaboration avec Alliance pour le Cajou Africain (ACA)
organisent la deuxième édition du :

FORum sur le CAJou Sahélien

FOOCAS

Azalai Hotel Bamako ex Salam
Bamako, Mali, 5-7 août, 2019

THÈME

Amélioration de la compétitivité de la chaîne de
valeur anacarde dans les pays sahéliens



DAOUDA SANGARE
Director of Operations
Cashew Nut Processing Company

Agenda

- **Introduction**
 1. Some Cashew Industry Statistics
 2. Trends in the Cashew Market 2011 -2018
 3. Technological Developments in the Sector
 4. Boosting Economic Competitiveness in the Cashew Nut Industry: Our Proposals
 5. The Notion of Energy Competitiveness
- **Conclusion**

Introduction

GENERAL BACKGROUND

❑ The Tree for the Poor – The Favourite Food of the Rich

- Côte D'ivoire, Vietnam, India, Philippines, Indonesia
- Benin , Nigeria, Guinea-Bissau, Tanzania... Burkina Faso, Mali...



❑ Social Implications – High Nutritional Values

- Jobs, Fight against Poverty
- World trade and sustainable local development

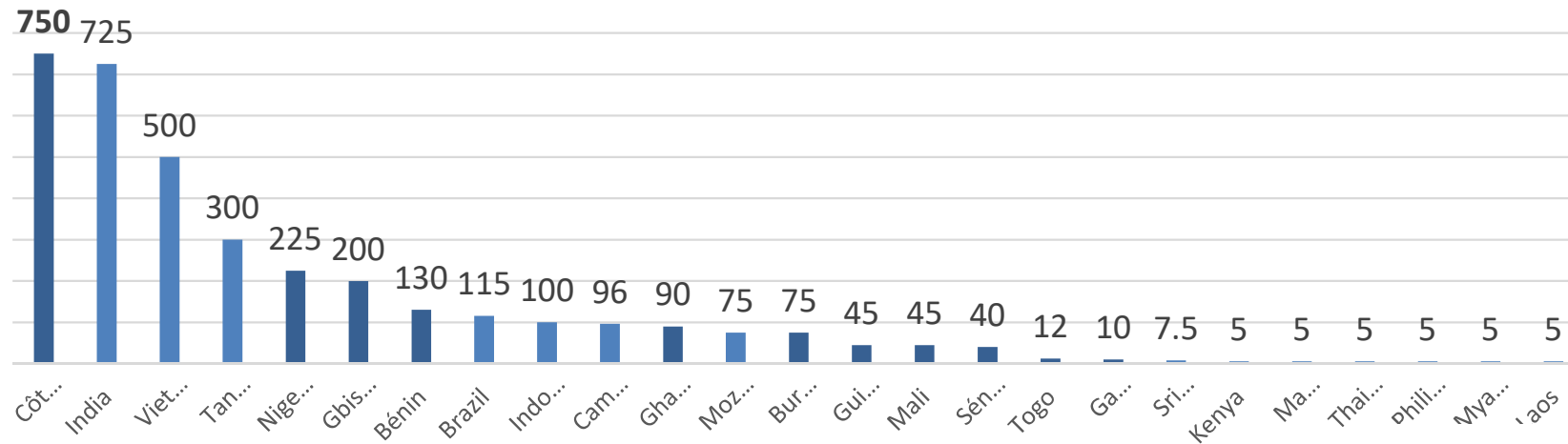


❑ Foreign Exchange Providers, increasing production – Overall stable consumption supported by falling prices

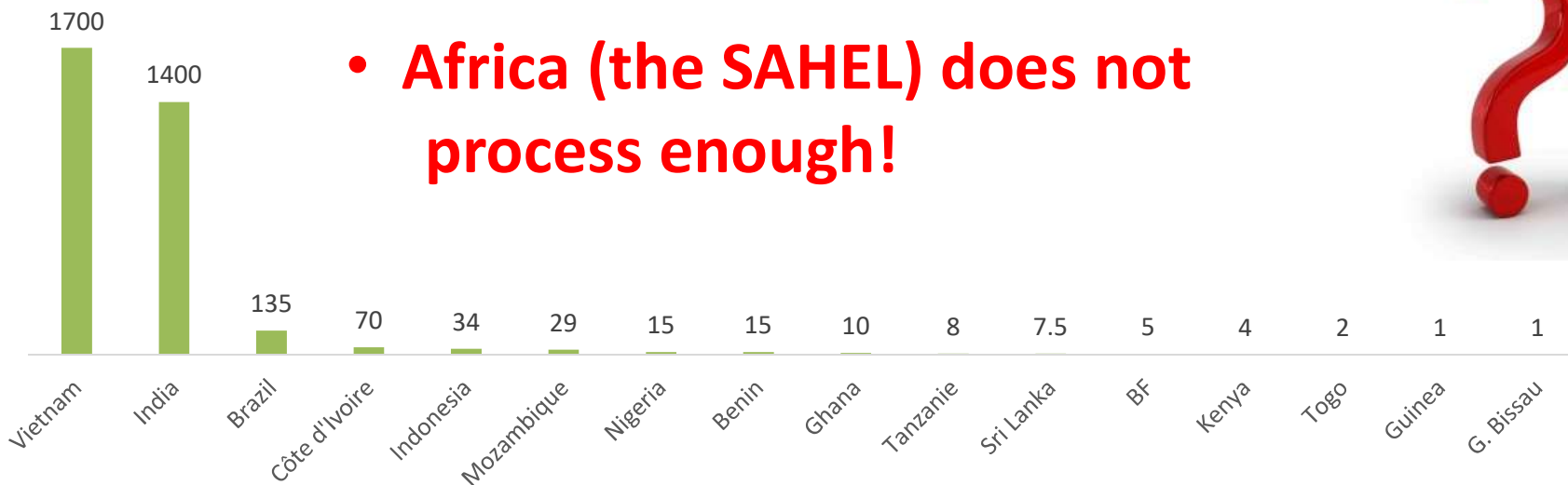
- Export of raw nuts, export of cashew kernels



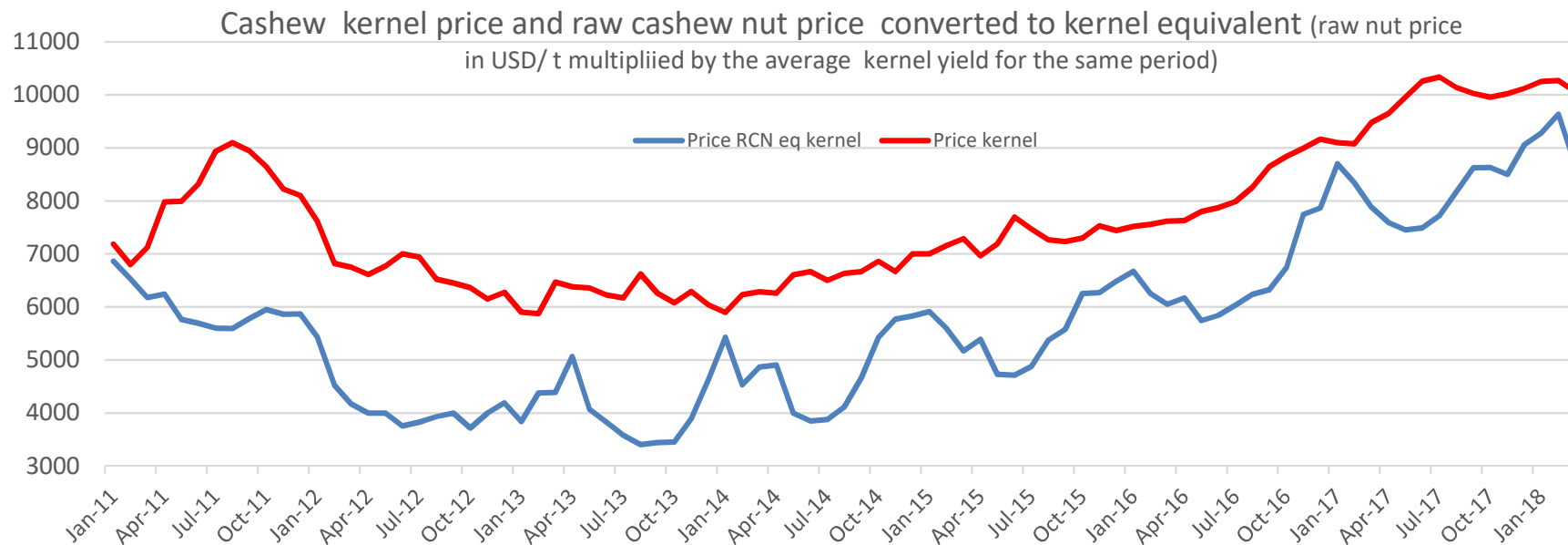
1. SOME CASHEW INDUSTRY STATISTICS



- Africa (the SAHEL) does not process enough!



2. MARKET TRENDS 2011-2018



- Growing demand in recent years
- Significant increase in world cashew nut prices
- **Processing is key** to ensure supply of value-added products at better prices for better quality



3. TECHNOLOGICAL DEVELOPMENT : BPH / BPP / 5S

Fully Manual



Semi - Automatic



AFRICAN **C** ASHEW ALLIANCE

Growing the African Cashew Industry!

4. NOTION OF ECONOMIC COMPETITIVENESS

Seize the economic opportunities of local cashew nut processing in the **SAHEL**



4. NOTIONS OF COMPETITIVENESS

4.1 QUALITY OF RAW MATERIAL: KOR



• 100% Rejected Kernels



**STUNTED
CASHEW NUTS**
THEY ARE SMALL NUTS WITH

**MOULDY
KERNELS**

**BROWN
KERNELS**

**MOTH-EATEN
KERNELS**

**BAD
PRODUCT**

- Low KOR ≤ 42
- Graining ≥ 230
- Humidity $\geq 10\%$

• Wholesome Kernels (100% accepted)



GOOD KERNELS

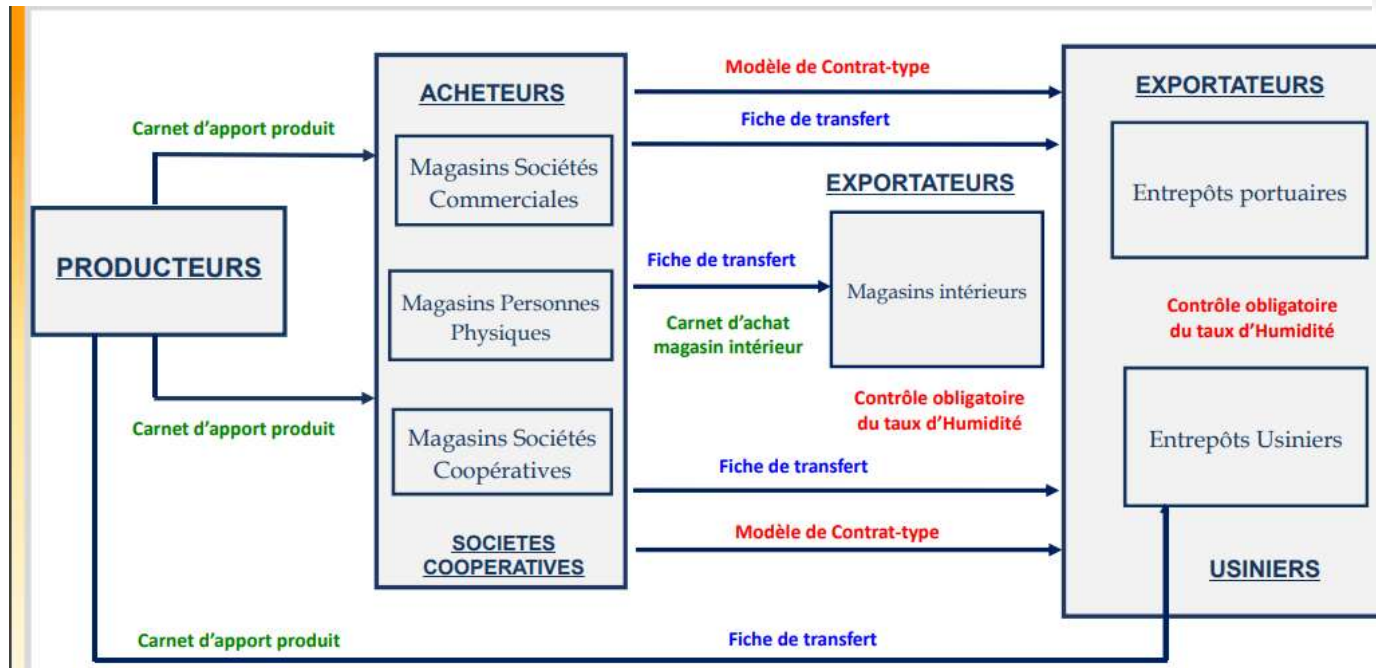
WHOLE SOME KERNELS DON'T HAVE ANY FLAW, THUS ALL OF THEM ARE USABLE.
THESE KERNELS ARE 100% ACCEPTED.

**GOOD
PRODUCT**

- KOR ≥ 42
- Graining ≤ 200
- Humidity 7-10%

4.1 QUALITY OF RAW MATERIAL

- Educate / Train the Actors of the Value Chain



- Maximize quality of raw nuts
- Maximize your yield
- Maximize white kernel content, Maximize sales

4.2 CHOOSING THE RIGHT PROCESSING TECHNOLOGY

- **Vietnamese Technologies:** MEKONG / MY ANH HAN / GIA LOI LONG AN
- **Indian Technologies:** Nanopix
- **Chinese Technologies:** MEYER COLOR SORTER , MEYER X RAY Machine
- **Maximize the whole kernel content**



DESCRIPTION
CASHEW SHELLING MACHINE, MODEL: MEKONG-4H <ul style="list-style-type: none">▪ Capacity: 80 kg/hour▪ Cutting Head: 4 head(Blade)▪ Rate broken: < 5 %▪ Power: 0.5 HP, 380 V/50 Hz
CASHEW SHELLING MACHINE, MODEL: MEKONG-6H <ul style="list-style-type: none">▪ Capacity: 100-120 kg/hour▪ Cutting Head: 6 head(Blade)▪ Power: 0.75KW
CASHEW SHELLING MACHINE, MODEL: MEKONG-8H <ul style="list-style-type: none">▪ Capacity: 160 kg/hour▪ Cutting Head: 8 head(Blade)▪ Power: 0.75 KW
CASHEW SHELLING MACHINE, MODEL: MEKONG-10H <ul style="list-style-type: none">▪ Capacity: 200 kg/hour▪ Cutting Head: 10 head(Blade)▪ Power: 1.5 KW



4.3. CERTIFICATION OF PRODUCTION PROCESSES

- **ACA SEAL**

<https://www.africancashewalliance.com/en/aca-seal>



The ACA Quality & Sustainability Seal is an industry-accepted mark that confirms compliance with internationally-recognized standards of quality, food safety and social and labor standards. The Seal was developed with the input of a former US Food and Drug Administration (FDA) officer to ensure its compliance with the requirements of the US Food Safety Modernization Act. Since its inception in 2012, the Seal has so far been granted to 6 African processors, while food industry giants Kraft Foods and Intersnack have committed to buying Seal-approved cashew.

- **HACCP**

HACCP (Hazard Analysis Critical Control Point) is the main platform for international manufacturing legislation for all Actors in the food industry.

- **BIOLOGICAL CROPPING / ORGANIC FARMING**

- Organic farming is one of the many possible approaches to sustainable agriculture

4.4 ELEMENTS OF ENERGY COMPETITIVENESS



- RECOVERY OF SHELLS, FUEL FOR STEAM PRODUCTION
- USE OF STEAM DRYERS
- CONDENSATE RECOVERY TO SUPPLY THE FEED CISTERN OF YOUR BOILER
- Encouraging results on combustion of cashew shells by PYROLYSIS

*University of Lokossa / IUT-Lokossa, B.P. 133
LOKOSSA, (Benin)*

- AUDIT Energy of your installations



Figure 6 : Illustration de la qualité comparée des fumée de la flamme produite par le réacteur de pyrolyse et celles issue de la combustion directe des coques

=> Reduce your energy bill, boost your margins!

Conclusion

Do you have any other ideas...

How to make processing more competitive in the Sahel?

- ☐ Educating actors of the sector to maximize KOR
- ☐ Investing in the right processing technology
- ☐ Investing in quality certification
- ☐ Investing in energy conservation

...



MERCI DE VOTRE AIMABLE
ATTENTION