

14<sup>th</sup> ACA Annual Cashew Conference



# BUILDING A VIABLE CASHEW VALUE CHAIN TO WITHSTAND MARKET DISRUPTIONS

Fully  
Online



September 9 -11, 2020

9 AM GMT Each Day



## Mechanization

a key to a successful investment in  
cashew processing

Alex Chulin , 10/09/2020

# Market Standard Oriented

## Clients Needs

- Recognized standard (AFI...)
- Volume, full container loads of single grade
- Stable performance
- Food safety (BRC, HACCP Etc)
- Consistent quality
- etc

# Mechanization – area efficient

## Mechanized Plant

~6,000M2 covered area



## Manual Plant

~15,000M2 covered area



Area need for 10,000 Mt capacity plant

# Mechanization – Lower cost of processing

## Mechanized Plant

- ~As low as \$150/Mt of RCN
- ~ As low as 45 workers/1000Mt of RCN



## Manual Plant

- ~As low as \$380/Mt of RCN
- ~ as low as 260 workers/1000Mt of RCN



Saves over 200 workers/ 1000Mt of RCN processed



# Mechanization – Improved workers safety

## Mechanized Plant

- No CNSL burning in De-shelling
- Clean and safe working environment



## Manual Plant

- CNSL Burning in De-shelling
- Stinky overcrowded working place



Almost all dirty and hard work is replaced by equipment, worker still used for light work

# Mechanization – Improved food safety

## Mechanized Plant

- Clean and safe process
- Easy to Implement food safety certifications like HACCP, BRC



## Manual Plant

- Big Area, Overcrowded, lower resources
- It is hard to implement Food safety Certifications



Mechanization, an easy way to be complaint of Food safety

# Mechanization – Uniform quality, big volumes

## Mechanized Plant

- Big Volumes
- Uniform Quality



## Manual Plant

- Small volumes
- Lower quality



Manual operations on expansion of production have quality issues



# Mechanization – Higher value generation

## Mechanized Plant

- Big Volumes, Full Containers Load sales
- Possibility to process by product – CNSL

## Manual Plant

- Too many grades in one container
- Almost impossible to use by products

At present in cashew processing, mechanization is the only way to compete and make profits by ensuring volumes with highest quality and well compliant on food safety



# Major factors for successful Mechanization



➤ Selection of Technology



➤ Professional Installation



➤ Training



➤ Maintenance

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# Thank you

