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THÈME

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



## PROFESSIONALISATION OF CASHEW PRODUCTION BY FORMALISING TRADES AND SUPPORTING CAPACITIES FOR TECHNICAL TRAINING IN BURKINA FASO

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# PRESENTATION OUTLINE

**I. PRESENTATION OF THE CASHEW SECTOR**

**II. SELECTED TRADES AND JOBS**

**III. GUIDELINES FOR A SATISFACTORY RESPONSE TO THE PROVISION OF TRAINING**

❖ Trade-specific skills

# I-PRESENTATION OF THE CASHEW SECTOR

## The Inter-Professional Cashew Committee of Burkina Faso



The Interprofessional Cashew Committee of Burkina Faso (CIA/BF) was established in 2015 as a platform consulting the three segments for the defense of the material interests, socio-economic, financial and moral interests of all stakeholders directly involved in the sector. It operates according to the following principles:

**Consultation, Unanimity, Representation and Subsidiarity.**

# Production Segment



In Burkina-Faso the cashew sector has in view of its economic weight been accorded a rightful place in national strategies. The group was established in 2013. Production is a source of employment for more than 50 000 households mainly divided into four (4) ecological areas: the Cascades (40%), the South-West (30%), the Higher Basins (20%) and the Center-West (10%). Production in 2018 was estimated at 120 000 tons.

# Processing Segment



- Established in 2012 and has been booming in recent years. Comprises five (5) semi-industrial processing units, nine (9) semi-artisanal and 15 processing groups.
- This activity area generates 11,000 direct jobs, 90% of which are women. Current capacity is more than 39 000 tons accounting for 33% of national output.



## Marketing Segment

Managed by the National Union of Cashew Traders and Exporters of Burkina Faso (UNCEA). Established in June 2016, bringing together several stakeholders operating within the cashew nut purchasing system:

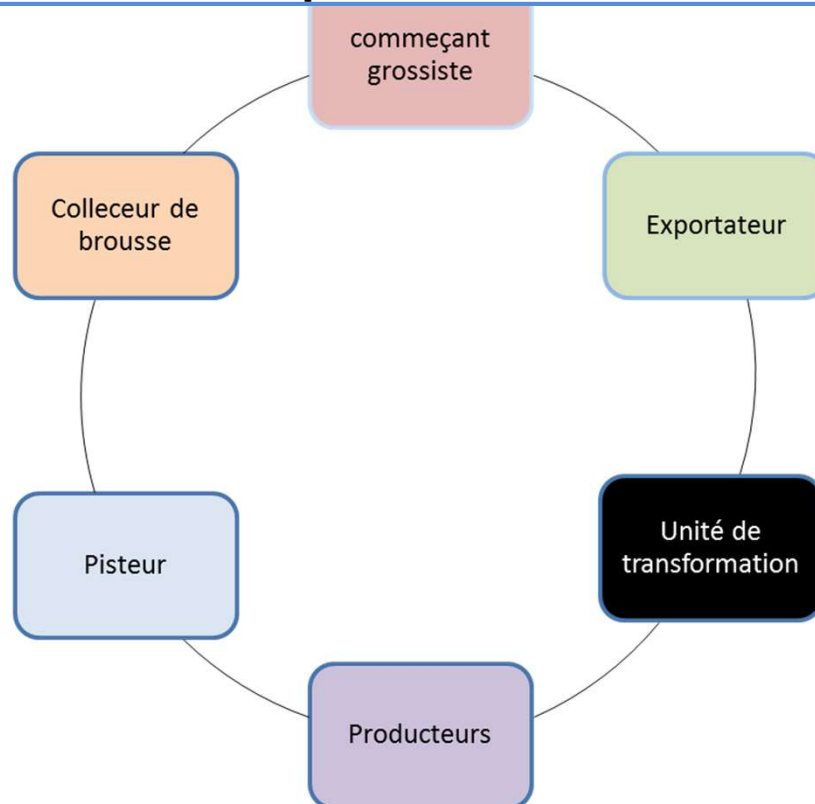
- ✓ Trackers
- ✓ Collectors
- ✓ Retailers
- ✓ Wholesalers
- ✓ Exporters

**In the area of marketing, the global cashew market has increased from 5 to 10% from one year to the other for the past 10 years and well-informed observers of the sector are of the opinion that the crop will experience even brighter prospects in the coming years.**



# Stakeholders in the cashew sector and their roles

## Types of stakeholders in the traditional scheme of relationships in the cashew sector



Every segment has different types of stakeholders. For example, an exporter can have relations with a producer or a group of producers, either directly or through the intermediary of wholesale traders or with people who collect from the bush. The same applies to processing units, which may not be directly in the marketing segment, but may have relations with the different stakeholders through its procurement section.

Especially for processing, the jobs/trades depend mainly on the processing methods, whether its is artisanal, semi-industrial or industrial.

## II-SELECTED TRADES AND JOBS

Area	Job/Occupation
<b>Production</b>	<b>Cashew Producer:</b> Cashew producer undertakes all activities in the various cashew farms and plantations they cultivate: he/she prepares the farming environment, plants the cashew and takes care of the cashew trees.





## II-SELECTED TRADES AND JOBS

Area	Jobs/ Occupations
Processing	<b>Shelling operator:</b> Extraction of kernels from raw nuts via manual or mechanical shelling. Kernels are separated from the shells. The batch number is identified and recorded.
	<b>Kernel grading officer</b> Grading of kernels into different marketable categories based on size and color. Rigorous control is followed by quality check whether all batches meet requirements and specifications of the AFI standard.

Area	Jobs/ Occupations
Processing	<b>Processor of cashew nuts into food and non-food products:</b> Processing into food and non-food products. The multi-purpose operator buys cashew nuts and processes them into white almonds (primary processing).

## II-SELECTED TRADES AND JOBS

Area	Jobs/Occupations
Marketing	<p><b>Raw Cashew Nut Aggregator:</b> He/she is a second level buyer working in collaboration with the tracker who is also close to the producers. He/she develops partnerships with the trackers or directly with producers depending on the situation. He/she is an intermediary between the tracker and/or the producer and wholesaler. He establishes purchase contracts (verbal or written) and supports the tracker for the overall grouping of the raw cashew nuts purchased.</p>



### III-GUIDELINES FOR A SATISFACTORY RESPONSE TO THE PROVISION OF TRAINING

#### LIST OF SKILLS RELEVANT TO CASHEW PRODUCER

- **Specific Skills**

- ❖ Implement good cashew farming practices
- ❖ Implement good cashew farm maintenance practices
- ❖ Implement cashew nut harvest and post-harvest techniques
- ❖ Ensure the sale of cashew nuts

- **General Skills**

- ❖ Implement in plantation environmental protection measures and regulations
- ❖ Communicate in a professional environment
- ❖ Implement simplified management techniques in a cashew plantation
- ❖ Position oneself in accordance with the profession as a producer

## LIST OF SKILLS RELEVANT TO CASHEW NUT SHELLING OPERATOR

### • **Specific Skills**

- ❖ Implement hygiene and safety measures in shelling area
- ❖ Implement good cashew nut shelling practices

### • **General Skills**

- ❖ Communicate in a professional environment
- ❖ Position oneself as a shelling professional operator

## LIST OF SKILLS RELEVANT TO KERNEL GRADING OFFICER

### • **Specific Skills**

- ❖ Implement hygienic and safety measures in grading area
- ❖ Implement good almond sorting and grading practices according to grades and standards

### • **General Skills**

- ❖ Communicate in a professional environment
- ❖ Position oneself as a grading officer



## LIST OF SKILLS RELEVANT TO CASHEW PROCESSING INTO FOOD AND NON-FOOD PRODUCTS

### • **Specific Skills**

- ❖ Supply an artisanal cashew nut processing unit with cashew nuts
- ❖ Rigorously implement hygienic and safety measures in an artisanal processing unit
- ❖ Carry out cashew nut processing into white almonds according to the manufacturing process in an artisanal processing unit
- ❖ Carry out operations to manufacture roasted cashew nut kernels according to the manufacturing processes in a traditional processing unit

### • **General Skills**

- ❖ Ensure management of solid and liquid waste
- ❖ Communicate in a professional environment
- ❖ Implement simplified management techniques in an artisanal cashew processing unit
- ❖ Position oneself according to the profession and training

- **Specific Skills**

- ❖ Carry out manufacturing of cashew paste from broken kernel pieces according to the manufacturing process in an artisanal processing unit
- ❖ Carry out manufacturing of cashew nut oil from broken kernels in an artisanal processing unit
- ❖ Conduct manufacturing operations of soap based on musty kernels according to the manufacturing process in an artisanal processing unit
- ❖ Ensure the sale of food and non-food cashew products in an artisanal processing unit

## LIST OF SKILLS RELEVANT TO CASHEW AGGREGATOR

### • **Specific Skills**

- ❖ Establish and maintain partnership relationships with cashew nut producers, trackers and traders.
- ❖ Carry out raw cashew nut purchasing and collection tasks.

### • **General Skills**

- ❖ Communicate in a professional environment.
- ❖ Implement simplified management techniques in a cashew collection business
- ❖ Position oneself as a professional cashew nut aggregator.



**Thank you for your  
attention!**



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Growing the African Cashew Industry!