



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

Issue 42

November 2015

# Highlights from the 9th Annual ACA World Cashew Festival & Expo 2015

## Inside this issue

- ACA Begins Workshop Series under USAID West Africa Trade & Investment Hub Project 2
- ACA Joins Ghanaian Cashew Stakeholders to Strengthen the Sector 2
- Borderless Alliance Organizes Road Governance Caravan on Tema-Paga 3
- New Member Highlight: Abbasi Exports 3
- The Recipe Room: Curried Salad with Egg & Cashews 4

The 9th annual ACA World Cashew Festival & Expo took place at the Joaquim Chissano International Conference Centre (JCICC) in Maputo, Mozambique from the 21st -24th of September 2015 with over 230 registered participants from 23 countries.

The ACA World Cashew Festival & Expo 2015 was held in partnership with the national governmental body overseeing cashew-related policies in Mozambique (INCAJU), as well as the Mozambican cashew processing association (AICAJU). The ACA conference serves as a unique opportunity for African and international stakeholders to converge and discuss the African cashew industry's challenges and opportunities. This year's conference theme – "Setting Sustainable Standards" – focused on vital topics, such as access to finance and investment, policymaking challenges, as well as market trends in the global industry.

from various companies, including Intersnack, Foretell Business Solutions Pvt Ltd., Richard Franco Agency Inc., responsAbility Investments AG, Root Capital, TechnoServe, Condor Nuts, ETG Mozambique, Le Conseil du Coton et de l'Anacarde (CCA), and several others. This year, there were also a total of 18 exhibitors present at the Cashew Expo, spanning from 9 different locations, such as India, Ghana, Nigeria, Mozambique, and Côte d'Ivoire.

On the third day, cashew industry stakeholders convened once more at the JCICC for the World Cashew Forum, and Business-to-Business meetings (B2B). In the morning, participants split into 3 thematic breakout sessions on topics ranging from strategies of efficient cashew processing, policymaking opportunities in African cashew countries, and improving access to finance. Over 250 B2B meetings took place during this conference, which facilitated important business linkages among ACA members and its stakeholders.



On September 21st, the event commenced with an Opening Ceremony, where five prominent representatives from the government and cashew industry welcomed local and international conference participants. Madame Filomena Maiopue (Director of INCAJU), Madame Georgette Taraf (ACA President), Honorable Guest Mr. Miguel Chissano (cashew processor and brother of the former president of Mozambique, Joaquim Chissano), Mr. Alexander Dickie (United States Mission Director of USAID/ Mozambique), and His Excellency Dr. Philipp Schauer (Ambassador of Germany) all delivered remarks on the positive effects of cashew in the African economy. Honorable Guest Mr. Chissano commented, "It is a fact that cashew alleviates poverty and contributes to the social and economic development of African countries. Cashew nuts as an agricultural commodity should not be overlooked!" Furthermore, all representatives spoke about how sustainability efforts will play a huge role in the African cashew industry.

At the plenary session, the program featured 16 speakers

The Executive Committee Elections were also held on September 23rd, 2015. The ACA is pleased to welcome three new members to our Executive Committee, Mr. Ashak Sherriff, Director of Operations of Cajou des Savanes (CASA), Mr. Lars Wallevik, Owner of Mim Cashew & Agricultural Products Ltd, and Mr. Ronald Zaal, Operational Manager of Trade and Development Group B.V. (TDG). The three above-mentioned individuals were elected as Executive Committee Officers. Additionally, Mr. Babatola Faseru will now serve as one of two Vice-Presidents, alongside Mr. Edgar Maokola-Majogo. Madame Georgette Taraf will continue to uphold the role of ACA President for the coming year.





**Your partner for  
a sustainable African  
cashew sector**



**Intersnack**

Contact us at  
cashews@intersnack-procurement.com  
www.intersnack.com

*Continued from page 1...*

That same evening, the conference culminated with a Gala Dinner, alongside two sensational entertainment performances by the Mozambican dance group Milorho and singer Júlia Mwitú. Final remarks were made by the ACA President, Georgette Taraf who informed all attendees that Guinea-Bissau will host the 10th annual ACA World Cashew Festival & Expo in 2016! As the second largest producer of cashew nut, Guinea-Bissau will be an ideal venue to reconvene for our annual conference. The venue selection for our annual conferences are based on a zone allocation system and more information regarding this can be found on our website.

On the fourth day, conference participants embarked on two incredible field trips. This year, delegates were given the option to participate in a leisure trip to the world-renowned Kruger National Park, located in South Africa, or attend an overnight learning trip to a cashew-processing unit in the heart of Mozambique's cashew industry—Nampula province. The following day, those participants then received a guided tour of the stunning and historic Mozambique Island.

The African Cashew Alliance is most grateful to our generous sponsors, volunteers, speaker and moderators, as this event would not be possible without their support. We look forward to hosting our next conference in 2016!

## ACA ACTIVITIES

### ACA Begins Workshop Series under USAID West Africa Trade & Investment Hub Project

From the 3rd to the 4th of November in Cotonou, ACA held its first workshop under its partnership with the USAID West Africa Trade & Investment Hub (WATIH). The workshop, targeted cashew processors and market information system (MIS) professionals in Benin, Ghana and Nigeria, was held for a series of two days and welcomed a total of 15 participants. The goal of the workshops is to significantly increase the capacity and technical knowledge for cashew processing managers and MIS professionals in the West African cashew value chain.



The workshop ran two different sessions for processors and market information professionals. ACA Seal Coordinator, Dorcas Amoh facilitated the training sessions for the cashew processors on subjects of food safety, such as good hygiene practices, good manufacturing practices, HACCP implantation and the FDA Food Safety Modernization Act, as

well as environmental protection strategies. These issues are crucial to the international competitiveness and sustainability for processing companies in the international market. At the same time, ACA MIS & Partnership Coordinator, Olivier Kabré facilitated the MIS trainings on international market behavior, market trend analysis, price trends, data collection and dissemination methods, cashew marketing and export policies, and overall economic development in the industry.

Throughout the workshop, the importance of diverse stakeholders' roles was emphasized. MIS and processors were able to gather together at the end of the workshop and discuss areas of overlap and possible partnership opportunities within the industry. The trainings were well received by all participants who will return to their factories with increased technical knowledge and market linkages. This workshop will be followed by five more throughout West Africa to complete the workshop series under ACA's joint project with USAID WATIH.



### ACA Joins Ghanaian Cashew Stakeholders to Strengthen the Sector

On October 28th 2015, the Cashew Industry Association in Ghana held a one-day validation workshop in Accra to discuss the strengthening of the Ghanaian cashew sector as well as to advocate for the government's support. The cashew sector in Ghana was hit hard by the recent shortages in raw cashew nut materials (RCN). The meeting came at an important time in the industry as the Ministry of Food and Agriculture aims to raise output from 50,000 tonnes to 150,000 tonnes in the next 10 years.



At the stakeholder meeting, ACA supported the Cashew Industry Association of Ghana to present the facts. Finance Manager, Akwasi Adom-Dankwa delivered an introductory presentation for ACA on the global outlook of the cashew sector, while Business Advisory Manager, Sunil Dahiya, delivered a presentation concerning a case study on a warehouse receipt system. Dahiya's presentation also included possible industrial policy reforms via best practices from developed countries in the cashew industry that can be implemented in short-mid-long terms. Organizations present included the Ghana Export Promotion Council, the Ministry of Agriculture, the Ministry of Trade and Industry, OLAM Ghana, Mim Cashew, the African Cashew Alliance, and other important stakeholders.

Some of the key issues raised included the implementation of an export levy, the creation of a national task force, the institution of a warehouse receipt system and the use of mass spraying techniques. These discussions were extremely important in linking all of the relevant stakeholders and moving forward on issues vital to the Ghanaian cashew sector. Following the meeting, the relevant government ministries and stakeholders aim to greatly increase public-private sector partnerships in order to revitalize the industry.

Footprint to Africa 2015 em <http://footprint2africa.com/ghana-to-raise-150000-tonnes-of-cashew-nuts->



## ACA PARTNER HIGHLIGHT

### Borderless Alliance Organizes Road Governance Caravan on Tema-Paga

From August 2nd—9th, 2015, ACA's partner organization, Borderless Alliance organized a road governance caravan as part of its efforts to assess the level of competitiveness and performance for the northern section of the Tema-Paga road corridor. The one-week caravan was also meant to assess the level of implementation and compliance of the police administration's directive prohibiting personnel along all Economic Community of West African States (ECOWAS) transit corridors from stopping and conducting checks on transit trucks.



Complex border procedures have always resulted in a rise in the costs of import, export, and road-based transit trade in West Africa. In recent years, Ghana has pursued aggressive reforms to make its ports and transit corridors more competitive for landlocked trade partners.

Despite these reforms, various data collected along this transit corridor indicate that the costs and delays resulting from various non-tariff barriers, including harassments by police personnel at the various checkpoints, have seen deterioration, rather than improvement. For some

time now, various stakeholders have also received complaints from transit operators of landlocked countries and other economic operators about harassment along the Tema-Paga corridor, especially by police officers at the numerous checkpoints that have been mounted.

The directive by the Police administration followed a series of meetings held between the Ghana Police Service and industry stakeholders—notably the Ghana Ports and Harbours Authority (GPHA), the Ghana Shippers' Authority (GSA), the Burkina Shippers Council (CBC), USAID/West Africa Trade Hub and Partners Network, the ECOWAS Brown Card Secretariat, the National Road Transport Facilitation Committee (NFC), Borderless Alliance, etc.; to find a lasting solution to the problems of delays and extortions arising from the mounting of these checkpoints.

As an advocacy platform, the caravan also aimed at educating both public and private sector partners and stakeholders and to raise awareness in order to strengthen political will to eliminating the identified inefficiencies, and to fight road harassment, and thereby increase overall transport competitiveness. The main activities organized at the respective stops were workshops and roadshows where various presentations were delivered to economic operators to help address some of the challenges that confront them as they ply the corridor. The event was extremely significant in facilitating more efficient trade for agricultural goods.



## NEW MEMBER HIGHLIGHT

As ACA continues to grow, we would like to take the time to highlight some of our new member companies that make our work possible. This edition, we would like to highlight new ACA member company, Abbasi Exports Limited in Tanzania. Abbasi Exports has been in existence and actively involved in the raw cashew nut (RCN) business since 1989. Its mission statement is to be a frontrunner in the RCN in Tanzania. Their role in the value chain is extremely important, especially given the RCN deficiency throughout West Africa. To achieve their goals, Abbasi Exports has been mainly exporting RCN to India, which remains their main market.

They have also been importing Palm Brand Sulphur (a dusting sulphur used on Raw Cashew Nuts plantation to control powdery mildew). Abbasi Exports is confident in their long-term projections for growth and are expecting to increase annual turnover. Their business plans for the future include expansions into other markets and sectors within the cashew value chain.

However, procuring good quality RCN and accessing stable markets are some of the challenges currently being encountered. While West Africa has faced a detrimental and widespread shortage of RCN, similar issues have also challenged East Africa. As a new member of ACA, Abbasi Exports will be able to receive exclusive market information, access expert technical and business advisory services, and most importantly, make important market

linkages to other stakeholders in the cashew value chain.

### Abbasi Exports Limited.



As a growing enterprise in East Africa, they are poised to make more connections on the African continent and further the industry as a whole. Furthermore, under the banner of ACA, Abbasi hopes to one day found its own processing unit in Tanzania to process cashew nuts.

ACA is glad to welcome Abbasi Exports Limited into our membership base of over 200 members internationally. With the growth and potential of stakeholders in Africa, such as Abbasi Exports, ACA visualizes a strong and competitive industry throughout the continent.

### The Recipe Room: Curried Salad with Egg & Cashews



#### INGREDIENTS

- 1/2 cup nonfat plain yogurt
- 1/2 cup low-fat mayonnaise
- 3 tablespoon lemon juice
- 2 tablespoons water
- 1 tablespoon honey
- 1 tablespoon curry powder
- 1/4 tablespoon salt
- 1/4 tablespoon freshly ground pepper
- 3 cups mixes greens
- 1/2 cup diced or sliced red bell pepper
- 1/4 cup dried cranberries
- 1 hard-boiled egg, chopped
- 2 tablespoons toasted cashews

#### INSTRUCTIONS:

1. Place yogurt, mayonnaise, lemon juice, water, honey, curry powder, salt, and pepper in a bowl or blender, whisk or blend until smooth.
2. Place greens in an individual salad bowl; toss with 2 tablespoon of the dressing (Refrigerate the remaining dressing). Top the greens with bell pepper, cranberries, egg, and cashews.

Make Ahead Tip: Cover and refrigerate leftover dressing for up to 5 days

Tips: To hard-boil an egg, place the egg in a single layer in a saucepan; cover with water. Bring to a simmer over medium-high heat. Reduce heat to low and cook at the barest simmer for 10 minutes. Remove from heat, pour out hot water and cover the egg with ice-cold water. Let stand until enough to handle before peeling.

To toast cashews: Spread nuts on a baking sheet and bake at 350°F, stirring once, until fragrant, 7 to 9 minutes.

#### NUTRITION:

Per serving: 386 calories; 16g fat (4g sat, 7g mono); 216 cholesterol; 48g carbohydrates; 20g added sugars; 13g protein; 7g fiber, 410 mg sodium; 899 mg potassium

Nutrition Bonus: Vitamin C (208% daily value), Vitamin A (142% dv), Folate (66%), Magnesium & Potassium (26% dv), Iron (25% dv), Zinc (17% dv), Calcium (16%).

#### Cashew Calendar 2015

##### November

- |       |  |
|-------|--|
| 24-25 | ACA Workshop in Abidjan, Cote d'Ivoire supported by USAID West Africa Trade & Investment Hub |
| 23-24 | VINACAS Golden Cashew Rendez-vous 2015   |



Contact us  
[aca@africancashewalliance.com](mailto:aca@africancashewalliance.com)  
or call +233 302 77 41 62