



african cashew 240

2016

in focus

A F R I C A N C A S H E W A L L I A N C E

Growing the African Cashew Industry!

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



# A NEW VISION FOR PARTNERSHIPS & INVESTMENTS



**Cotonou, Benin**

September 18-21, 2017

Knowledge sharing | Exposition | Field trips



## Message from the President

Dear Cashew Colleagues,

Over the past ten years, the African Cashew Alliance has grown and evolved as a beacon for the growth of the African cashew industry. Through new interventions in the field, ACA has been at the forefront of tackling the issues faced by the African cashew industry. With support from USAID, USAID West Africa Trade and Investment Hub, the Walmart Foundation, and the African Development Bank, ACA is implementing interventions targeting processors across Africa. The ACA Quality and Sustainability Seal continues to strengthen businesses throughout Africa. ACA's Annual World Cashew Festival and Expo is an important platform for cashew dialogue, networking, and information sharing. These services, amongst others, offered by ACA, are important supports for the cashew industry. I am honored to now serve as President of such an important alliance. During ACA's 2016 World Cashew Festival and Expo in Bissau, Guinea Bissau, Alliance members elected four new members to the Executive Committee. These new members are Mrs. Minata Kone, Mr. Charles Muigai, Mrs. Kata Kamba, and myself, Mr. Florentino Nanque. The Executive Committee also officially welcomed Ms. Johanna Adotevi who will serve the remaining tenure of Mr. Ashak from CASA Côte d'Ivoire. A new initiative was adopted by the new Executive Committee to have three vice presidents and those voted in for these positions were Mrs. Kate

Kamba as the first vice president, Mrs. Minata Kone as the second vice president, and Mr. Lars Wallevik as the third vice president to represent the international partners.

2016 was a highly unpredictable year for most actors of the value chain in Africa. The industry here witnessed purchasing competition from Asian buyers and constant disruption of prices. Despite these circumstances, farmers in certain regions predominantly recorded good prices. Not only this, but also 2016 saw an unprecedented amount of interest from African governments in the cashew industry leading to the introduction of many different policies and trade regulations and the creation of the Consultative International Cashew Council (CICC), were eventually implemented, while others were withdrawn outrightly. Undoubtedly, cashews are gradually becoming a highly sought after commodity and nearly half of the world's cashews are grown by smallholder farmers in Africa, making the continent the world's largest producer of raw cashew nut!

The industry is evolving and it is important that ACA evolves with it and today, ACA has a new direction which aligns with the evolution of the cashew industry. Under a vision which aims to create a sustainable African cashew industry that delivers globally competitive, value added

products and secures profitability for all actors, the alliance will create a platform for accelerating growth and investments in the African cashew industry through partnerships, advocacy, market linkages, technical support and global networking.

And thus the beginning of this year 2017 has been spent evaluating the current situation of the Alliance, realigning ACA activities with the needs and demands of the new direction as well celebrating successes, and learning from failures. ACA has been re-envisioned into an even stronger and more effective organization to the benefit of all members and a new Strategy Plan has been developed

On behalf of the African Cashew Alliance, I ask for your continuous support to the Alliance and the entire cashew industry as we embark on another decade of partnerships and investment. We are looking forward to a successful 2017 and beyond!

Sincerely,

*Florentino Nanque*

*ACA President 2016*





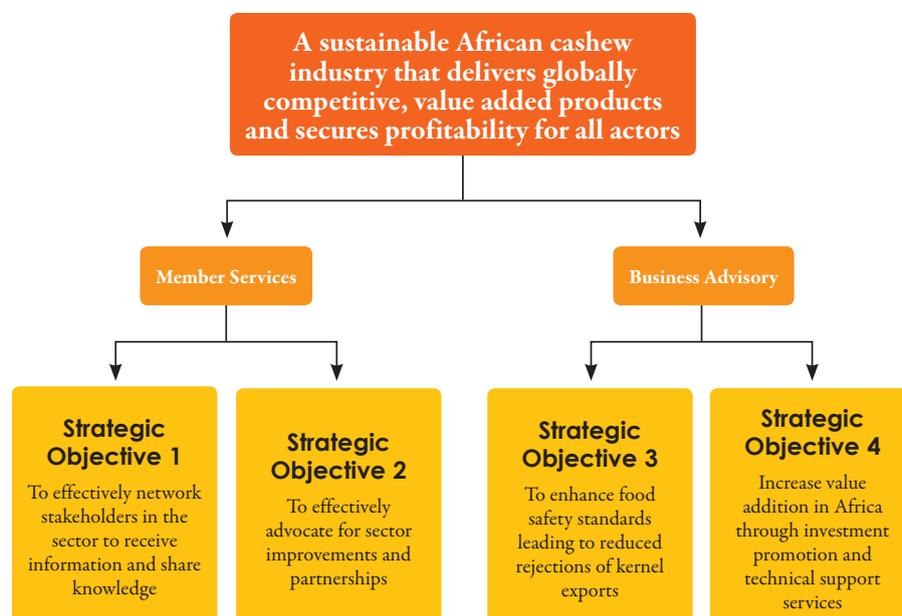
The African Cashew Alliance was established in 2006 as an alliance of African and international businesses with an interest in promoting a globally competitive African cashew industry. Today, more than 150 member companies work under the ACA banner and represent all aspects of the cashew value chain, including producers, processors, traders, and international buyers.

## OUR VISION

A sustainable African cashew industry that delivers globally competitive, value added products and secures profitability for all actors.

## OUR MISSION

To create a platform for accelerating growth and investments in the African cashew industry through partnerships, advocacy, market linkages, technical support and global networking.





# Governance & Team

## ORGANIZATIONAL STRUCTURE AS OF 2016

The **Executive Committee (EC)** is ACA's governing body, providing strategic direction, general guidance, and oversight to the ACA Secretariat. The EC is elected for two-year terms by the core ACA members and consists of seven members who convene twice a year.

The **Advisory Board** consists of delegates from organizations providing more than \$50,000 USD of funding per year. The Board has a veto right regarding the use of ACA funds and provides advice on ACA programming.

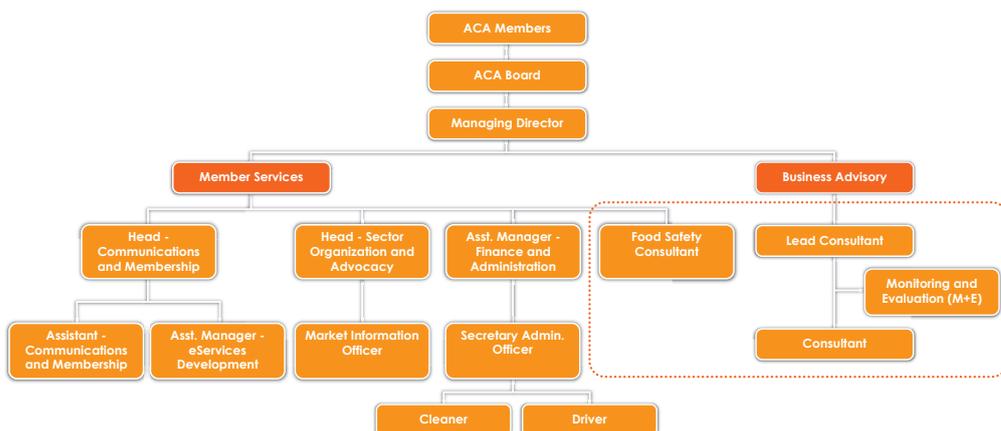
The **Secretariat** manages program development and implementation, and is responsible for daily ACA operations including event management, marketing and promotion, project management, technical assistance, membership, monitoring and evaluation, and fundraising.

The **Steering Committee** provides input and is responsible for presenting proposals and country-specific information to the Executive Committee and the Secretariat. Its participants are appointed by national private cashew business associations, or by ACA national committees.

The **National Committees** or National Private Cashew Business Associations, partner with ACA to disseminate information, promote and advocate for cashew business, and represent ACA at the national level.

**ACA Members** are individuals or institutions (both private and public) involved in the cashew sector. Members pay an annual membership fee based on their status and are in charge of electing the Executive Committee every two years.

To find out more information about the benefits of being a member visit our membership page: [www.africanshewalliance.com/member](http://www.africanshewalliance.com/member)



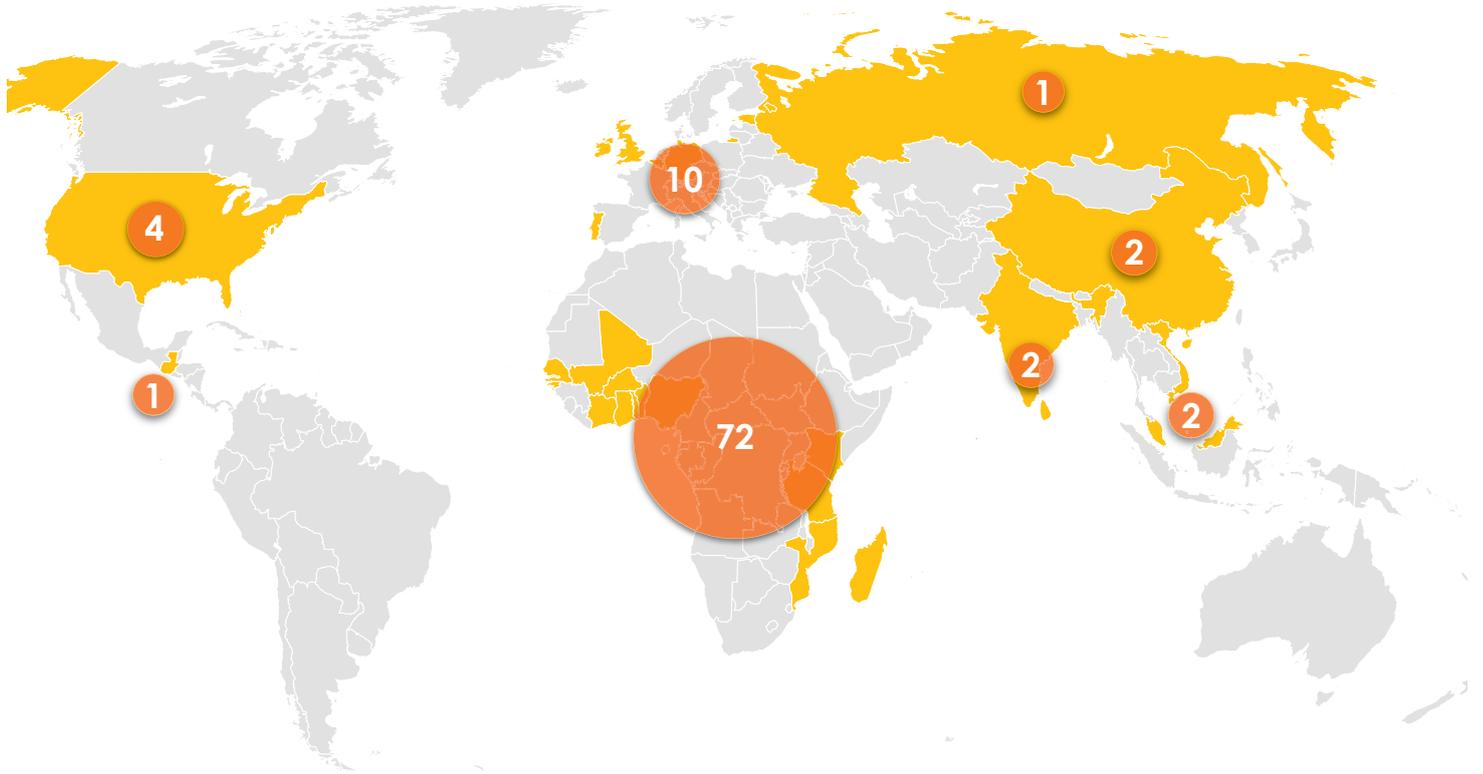
### ACA Today and Beyond

- President**  
Florentino Nanque, Djonde Empreendimentos SARI, Bissau, Guinea Bissau
- First Vice President**  
Kate Kamba
- Second Vice President**  
Minata Kone, SOTRIA B, Banfora, Burkina Faso
- Third Vice President**  
Lars Wällevik, Mim Cashew & Agricultural Products Ltd, Brong Ahafo Region, Ghana
- Executive Committee Members**  
Charles Muigai, Nutpak, Nairobi, Kenya  
Johanna Adotevi, Cajou des Savanes (CASA), Bouake, Côte d'Ivoire  
Ronald Zaal, Trade and Development Group BV., The Netherlands

### Corporate sponsors



# Membership



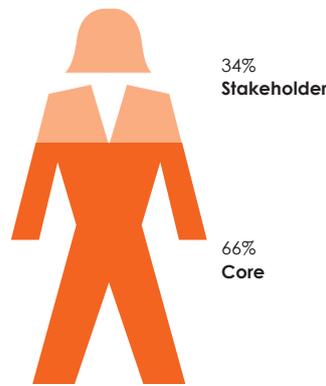
2016 member numbers across the world

In 2016, ACA welcomed 94 members from all aspects of the international cashew value chain.

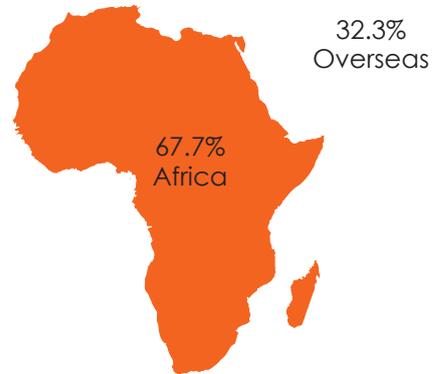
- 51 renewed members
- 43 new members

ACA distinguishes between **Core** and **Stakeholder Members**:

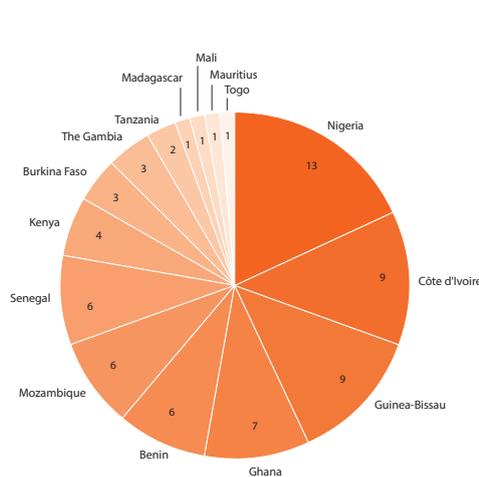
- **Core Members** are private companies registered in Africa—66% of the membership base in 2016
- **Stakeholder Members** are private companies registered overseas along with public agencies in Africa and overseas—34% of the membership base in 2016



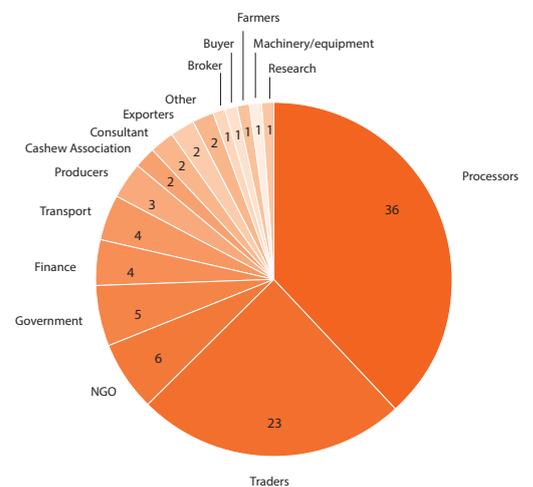
Core vs Stakeholder membership



Members from Africa vs Overseas



Member representation in Africa



Members by field

# Conferences

The African Cashew Alliance organizes meetings, workshops, forums and conferences in major African cashew producing countries to allow cashew stakeholders to share information, learn about best practices, promote investments and business linkages, and develop strategies for a conducive business environment in the African cashew industry and the world at large. One of such is the Annual Cashew Conference & Expo. This takes place every year in the month of September.

## 2016 CONFERENCE



### A DECADE OF TRANSFORMATION

## ACA World Cashew Festival & Expo 2016



**Bissau, Guinea-Bissau**  
September 19-22, 2016

From September 19<sup>th</sup> to 22<sup>nd</sup> diverse actors of the cashew value chain came together for the 10<sup>th</sup> Annual ACA World Cashew Festival & Expo in Bissau, Guinea Bissau, which was themed “A Decade of Transformation”. The conference welcomed 240 participants from 28 countries. For the first time, this year’s conference recorded over 360 official Business-to-Business Meetings.

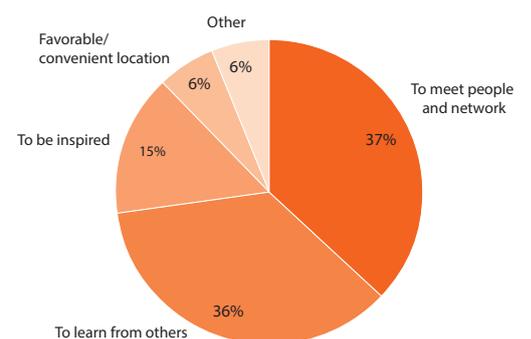
- Plenary Session:** 21 plenary speakers discussed the latest trends and best practices in the cashew industry
- World Cashew Expo:** 12 exhibitors from 10 countries displayed equipment and industry services
- World Cashew Forum:** 16 panelists in six sessions: Invest in African cashew, Food Safety and International Standard, Understanding and using Market Information in the cashew industry, Innovative techniques for Cashew farm upgrading, Innovations in the Cashew Processing Industry, Risk Management and decision Making in the Cashew industry
- Field Trips:** Participants had the option to either visit processing factories whose highlight was the use of Brazilian technology or a tour at the beautiful and historic town of Cacheu.



*Participant Attendance by Region*



*Participant Reasons for Attending*



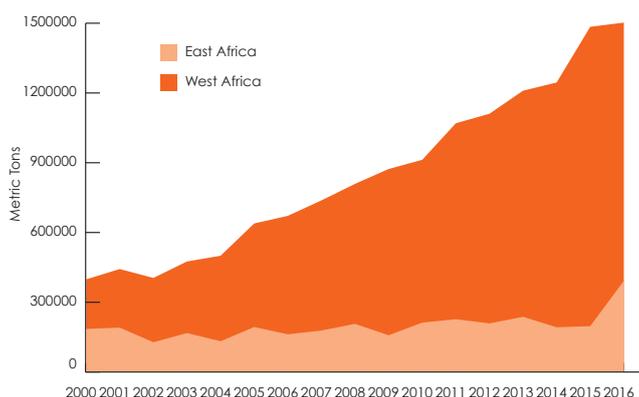
# From Seed to Snack:

## Components of the Cashew Value Chain

Currently, Africa produces approximately 49% of the world's cashew supply; however, the industry's great potential remains largely untapped – East Africa processes around 22% of the raw nuts produced in the region, and West Africa processes only 10%. Increased processing in Africa would add tens of thousands of jobs and generate hundreds of millions of dollars in revenue for the continent.

### PRODUCTION

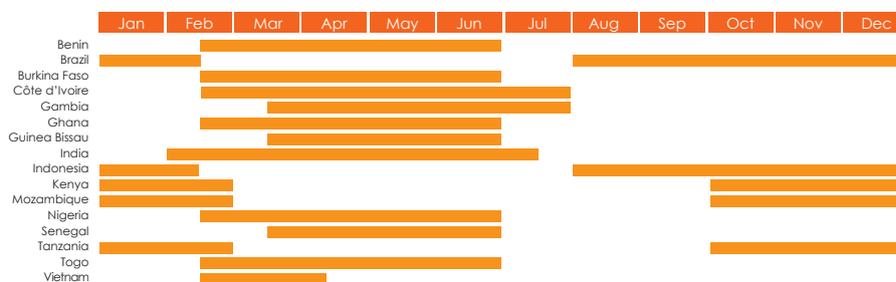
Originally hailing from the northern region of South America, cashew trees are now abundant in tropical regions throughout the world, with the largest concentrations found in Brazil, India, Vietnam, Indonesia, and several countries in West and East Africa. In fact, as stated above, Africa has now taken over as the world's greatest producer of RCN. Between 2000 and 2016, production of cashews in Africa has grown by a factor of 4.5 from around 400,000 MT to an estimated 1,800,000 MT in 2016. Côte d'Ivoire and Tanzania are currently the continent's top producers. While Côte d'Ivoire seems to have cemented the top production position in Africa for the past few years, seeing Tanzania in the number two spot is a change from last year when it was Guinea Bissau. Production during the 2015-2016 season in West Africa was generally below expectations with countries such as Benin, Côte d'Ivoire, and Ghana producing 15% below their previous season.



Cashew produced in East and West Africa

### HARVEST

Throughout most of the year, there are African smallholder farmers collecting cashew nuts. The African harvest begins in West Africa where, across the region, the harvest season runs from February to June. There is a brief hiatus during the summer months in which most nuts have been harvested, but the East African season begins in mid-September and lasts through late January. The average West African farmer household collects between 500-1,200 kg of raw cashew nuts per year. The 2015-2016 season saw harvests in West Africa starting a month later, while in East Africa harvests lasted longer than usual.

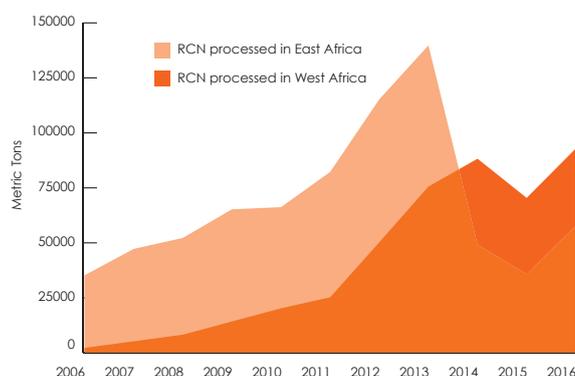


Cashew harvesting seasons

### PROCESSING

Processing cashew is labor-intensive, so it has the capacity to generate employment for large numbers of people for shelling, peeling, and grading the nuts. Small-Medium scale export oriented cashew factory of 3,000 TPA capacity daily processes 10MT of RCN with over 600 employers considered using semi-mechanized technology suitable to this scale. The process of transforming the raw cashew nut into a consumable commodity entails a myriad of steps. The raw nuts must be sorted and cleared of any foreign material. Then they undergo the process of shelling, which can either be done manually or mechanically. After shelling, the testa (a thin skin) of the kernel must be removed through peeling. Kernels are then classified into one of 26 grades according to size, color and condition. Access to finance is a major constraint

to the growth of the processing industry in Africa and this trend has continued through 2016. Another constraint this year was the quality of RCN especially due to poor drying and post-harvest handling. Many instances of improperly dried nuts causing problems for processors and ultimately kernel roasters and packers occurred. This will have to be addressed in the 2017 season. Government support is another concern. Effective change will not happen without government support and it is important that governments link their interventions and policies to the realities of the market or risk barriers to trade and damaging effects.



Cashew processed in East and West Africa



Raw cashew nuts grow at the bottom of the cashew apple



After falling from the tree, RCN are separated from the apple and traded at the farmer level

Drying and warehouse storage

About 90% of Africa's annual crop is exported to India and Vietnam for processing

Processing in Africa adds 35% value

Salting and roasting in Europe & US **95%**

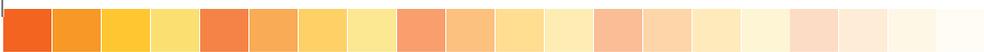
Salting and roasting in Africa **<5%**

Roasted and salted kernels are packaged and sold to consumers throughout the world **95%**

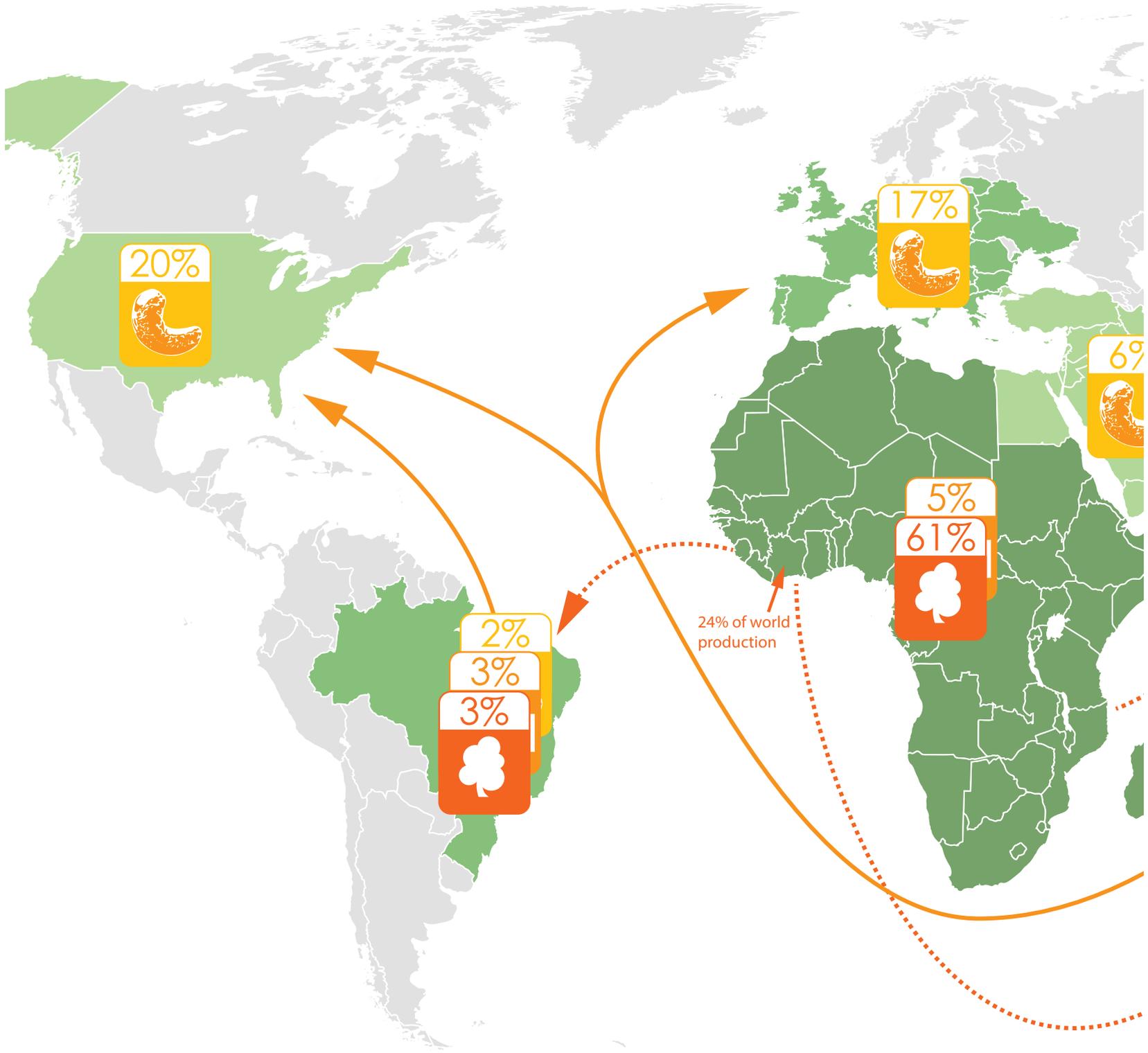
Local consumption of cashew in Africa **<5%**

**LEGEND**

African International



# 2016 World Cashew Map



Raw nuts shipped  
 ----->

White kernels shipped  
 \_\_\_\_\_>

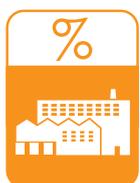
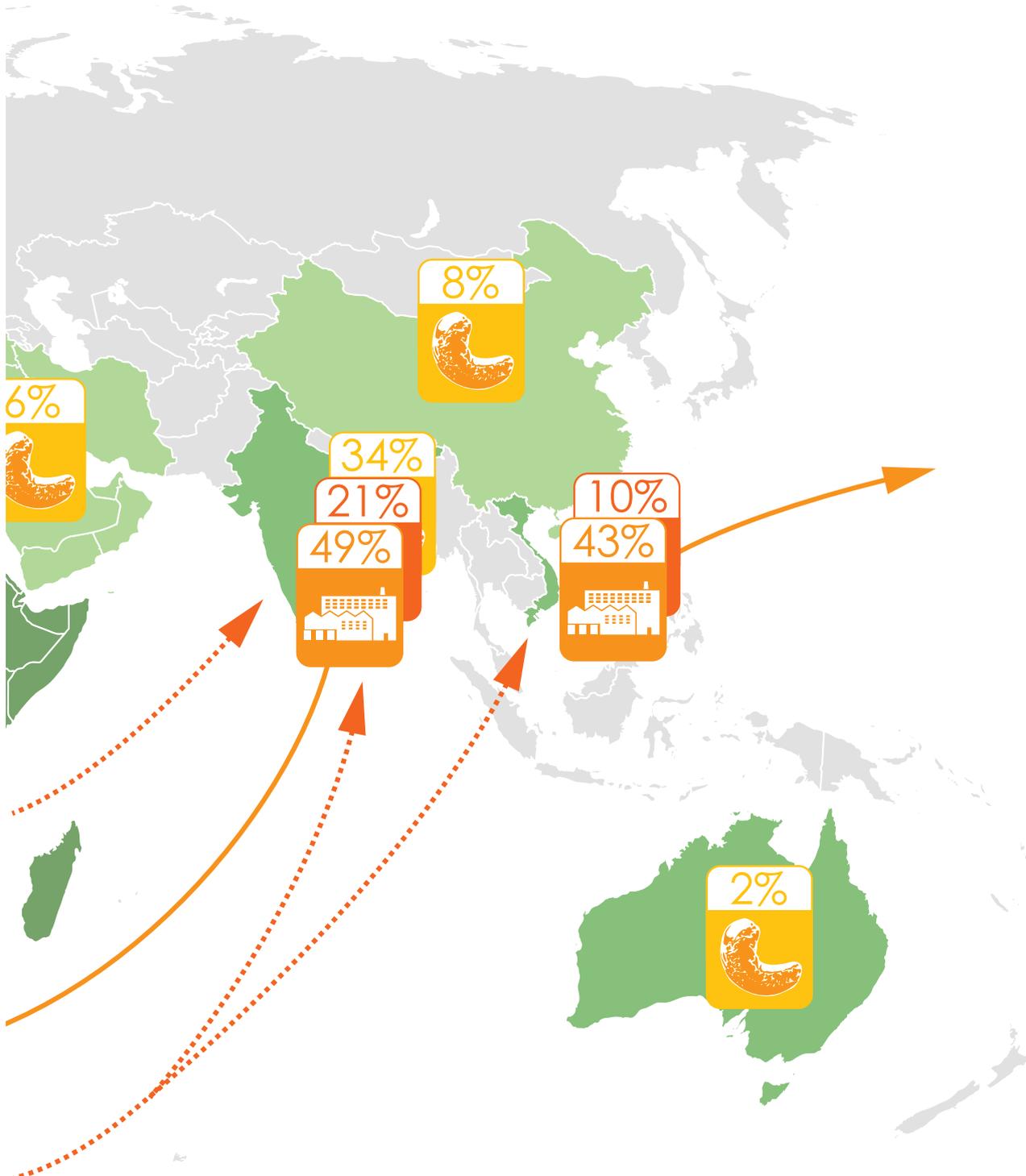
 % World Production



# 2017 CONFERENCE SPONSORS



Intersnack



% World Processing



Source: African Cashew Alliance

% World Consumption



# ACA Interventions (2016)

## COMMUNICATIONS

The ACA Communications department works closely with the Market Information System, project management, and technical teams to provide timely and accurate information to all of ACA's members and constituents and to ensure that members receive exclusive market intelligence to help them plan their business activities.

### Website Statistics

Page views  
**145,850**

New visitors  
**29,510**

Number of Visits  
**48,153**

Returning visitors  
**18,643**

### Social Media



1594 Likes

**55%**  
increase over 2015



881 Followers

**47%**  
increase over 2015



Launch of  
Instagram page:  
[@africancashewalliance](https://www.instagram.com/africancashewalliance)

## CONFERENCE FIGURES 2016

Total number of participants  
**240 from 28 countries**

### LOCAL HOST



### SPONSORS



AFRICAN EXPORT-IMPORT BANK  
BANQUE AFRICAINE D'IMPORT-EXPORT

Platinum



Gold



Silver



Bronze



## MIS

The ACA's Market Information System (MIS) collects, analyzes and disseminates up-to-date information on market conditions in Africa and worldwide, providing stakeholders with the best means to make informed and effective business decisions.

### Communications & MIS Publications

Throughout the year, ACA disseminates a range of publications, providing regular reports on market conditions and the latest news on ACA's activities. These publications are:

- **Africashew450**  
Monthly market analysis reports with both global and African perspectives
- **Africashew320**  
Bi-monthly newsletter highlighting ACA's latest successes
- **Africashew240**  
Annual report that details all of ACA's activities throughout the year
- **AfricashewSplits**  
Weekly market updates on the production, processing, and trade of cashews in Africa
- **AfricashewBits**  
Twice a week market sms updates on kernel prices from India and Vietnam and RCN farm gate prices in Africa. Announce its launch!



## SECTOR ORGANIZATION

ACA continues to contribute to the cashew value chain in Africa by partnering with national and international institutions to promote cashew business by advocating for favorable policies for cashew business, promoting cashew consumption, facilitating regional trade, supporting investments and mobilizing resources for the industry. In 2016, ACA welcomed two other partners: NCBA Clusa and IRD raising the total to 13 signed MOUs.

The ACA Partnership Development is gradually becoming the one platform for sharing experiences and knowledge as well as a reservoir of data.

### Highlights

- In January 2016, ACA participated in the National Cashew Dialogue held in partnership with the Cashew Industry Association of Ghana-CIAG.
- ACA currently has 13 country representatives' members in the ACA steering committee. In the future, these representatives will become cashew ambassadors and would liaise the Alliance to the government of their respective countries.
- Out of the 13 countries in the ACA steering committee, ACA has established 8 inter-profession/National platform.
- ACA is excited to be expanding its partnership and currently has five underdeveloped partnerships which are expected to be signed in 2017.



## PROCESSING SUPPORT AND BUSINESS ADVISORY

■ **2016 Status: 144,459 MT of cashew processed in Africa**

We offer

### Business Advisory Services

- Advice and training on financial and operations management
- Assistance in hiring and training workers in specialized skills
- Trainings to processors for scale and capacity improvement

### Investment Facilitation

- Advice on choosing suitable processing equipment and technology
- Support in selecting site, installing equipment, and designing operations
- Information on regulations and incentive schemes
- Linkages to government agencies, service and raw material suppliers

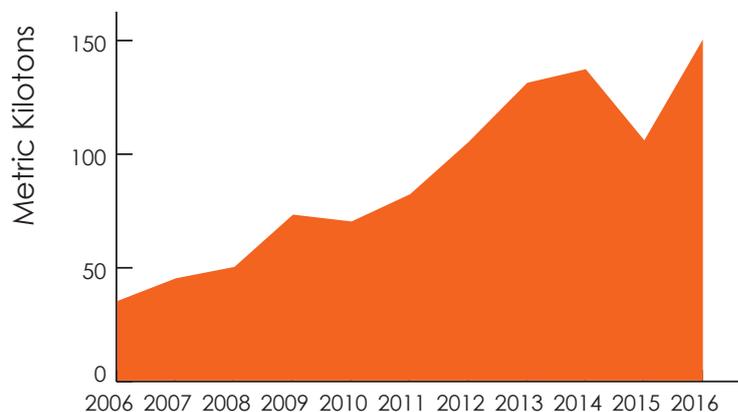
### Access to Finance

- Support in submitting credit-worthy business plans and loan applications
- Banker trainings in specifics of cashew financing
- Partnerships with financial institutions for cashew financing

### 2016 Results

- 144,459 MT of RCN processed in 2016
- Installed capacity of ACA members reached 299,540 tons in 2016
- \$216,063,254 facilitated in kernel export by African cashew processors in 2016

- \$49 million in new investments and working capital facilitated by ACA member countries in 2016
- \$4.7 million loans facilitated by ACA to new processors in 2016
- US\$ 62,315.50 raised as Business Advisory revenues from consulting services delivered to various companies in 2016
- 26 companies assisted via technical assistance in 2016



Raw Cashew Nuts processed



## ACA QUALITY AND SUSTAINABILITY SEAL

2016 was another landmark year for the ACA Quality and Sustainability Seal. Two more processors joined the ranks of African companies who have achieved Seal certification, raising the total to eleven processors across the continent.

The ACA Quality & Sustainability Seal is an industry-supported mark that signals the processor's compliance with international food safety, quality, and social standards. The expanding implementation of the ACA Seal in

East and West Africa indicates the Program's success across ACA member countries. During 2016, 6,604 MT of Seal approved kernels were produced for a total sale of USD 46,753,805. At the end of 2016, five processors in Benin, Burkina Faso, and Côte d'Ivoire were in the implementation phase of the program. A total of 26 processors from Ghana, Togo, Côte d'Ivoire, and Guinea Bissau had also been visited and provided with technical assistance.

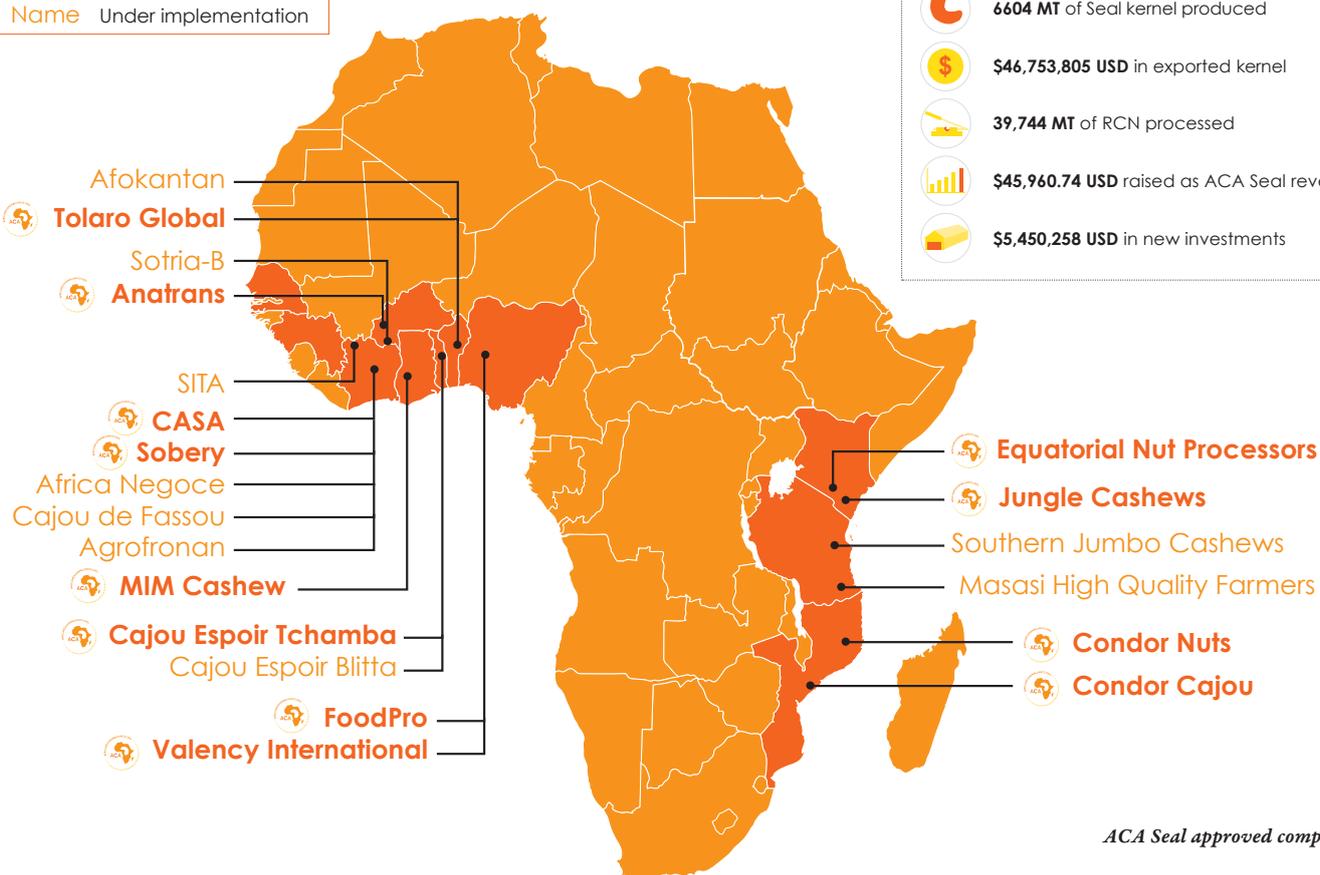
Many large-scale buyers are excited about the credibility that the ACA Seal provides to cashew kernels processed in Africa and have committed

to introducing these kernels to consumers. On the other hand, the processors who have received the Seal, or who are in the process of obtaining it, have expressed their appreciation for its attractiveness to buyers and the advantage it provides in achieving other international standards, such as HACCP and ISO 22000. Currently Mim Cashew in Ghana is preparing with ACA's assistance to go for HACCP certification, while Cajou de Savannes (CASA) in Côte d'Ivoire is preparing to go for BRC certification by the end of 2017.



ACA Seal approval scheme

**Name** Approved  
**Name** Under implementation



In 2016, ACA Seal Approved companies represent:

- 6604 MT** of Seal kernel produced
- \$46,753,805 USD** in exported kernel
- 39,744 MT** of RCN processed
- \$45,960.74 USD** raised as ACA Seal revenue
- \$5,450,258 USD** in new investments

ACA Seal approved companies

# Funded Projects

During 2016, ACA had four ongoing projects across East and West Africa, two of which were completed during the year. Through the support of a variety of donors, these projects work to strengthen the capacity of cashew processing companies, improve the livelihoods of cashew farmers, and link African cashew stakeholders to the international market.

## ONGOING PROJECTS

### USAID Global Development Alliance II

*April 2015 – March 2018* | Countries: Benin, Burkina Faso, Côte d'Ivoire, The Gambia, Ghana, Nigeria, Senegal, and Togo

Involving: 15 processing factories with estimated 3,500 jobs to be created over project life

#### Objectives:

1. Increase ACA's internal capacity to improve service provision to the cashew industry
2. Upgrade and expand ACA's MIS platform for information collection and dissemination
3. Strengthen the West African cashew value chain through a dynamic workshop series for local stakeholders

### Walmart Foundation

"Empowering Women Cashew Farmers"

*January 2015-December 2017* | Countries: Ghana and Kenya | Implementing Partner: Self Help Africa

Involving: 35,000 farmers

#### Objective:

1. Train farmer communities on farming techniques, harvest and post harvest techniques as well as intercropping best practices
2. Develop village savings schemes
3. Develop capacity of farmers associations to conduct business
4. Increase linkages between farmers and processors



## COMPLETED PROJECTS

### USAID West Africa Trade & Investment Hub "Trade Hub and African Partners Network"

*June 2015-January 2017* | Countries: Benin, Burkina Faso, Côte d'Ivoire, The Gambia, Ghana, Guinea-Bissau, Mali, Nigeria, Senegal, and Togo

### USAID Towards Inclusive Markets Everywhere (TIME)

*December 2013-December 2016* | Implementing Partners: Borderless Alliance, Global Shea Alliance | Countries: Benin, Burkina Faso, Côte d'Ivoire, Nigeria, and Togo

Involving: 60,000 cashew farmers and dependents and created 1,000 jobs in two cashew processing companies

#### Objectives:

1. Train farmer communities on farming techniques, harvest and post harvest techniques as well as intercropping best practices
2. Develop capacity of farmers associations to conduct business
3. Increase linkages between farmers and processors

# 2016 Financial Highlights

## BUDGET 2016

REVENUE	
Core Activity	766,781.91
USAID GDA Project	327,180.00
USAID TIME Project	291,429.00
USAID WATHI Project	278,484.11
WAL-MART FDN Project	351,996.05
<b>TOTAL</b>	<b>2,015,871.07</b>

EXPENDITURE	
Staff Cost-Personnel	622,168.04
Staff Cost-Fringe	204,097.03
Travels	442,087.43
Consultancy	224,865.48
Contracted Services	553,726.52
Supplies	69,392.63
Equipment	12,723.33
<b>TOTAL</b>	<b>2,129,060.46</b>

ACA new strategic objectives and financial outlook

ONGOING PROJECTS	RUNNING PERIOD	VALUE (US\$)
USAID GDA II	April 2015-March 2018	1,201,449.00
AFDB-AfTRA	May 2017 to April 2019	451,466.00
<b>TOTAL CASH REVENUE (A)</b>		<b>1,652,915.00</b>

## PROJECTED FINANCIAL STATEMENT OF CORE\* ACTIVITIES FOR 2017

REVENUE	2017 (PROJECTED)	2016 (ACTUAL)
Conference	303,600.00	256,897.00
Membership	74,250.00	67,131.00
Adverts	2,000.00	-
TA and Seal Fees	44,500.00	41,079.00
Programme Funders	25,000.00	50,000.00
<b>TOTAL</b>	<b>449,350.00</b>	<b>415,107.00</b>

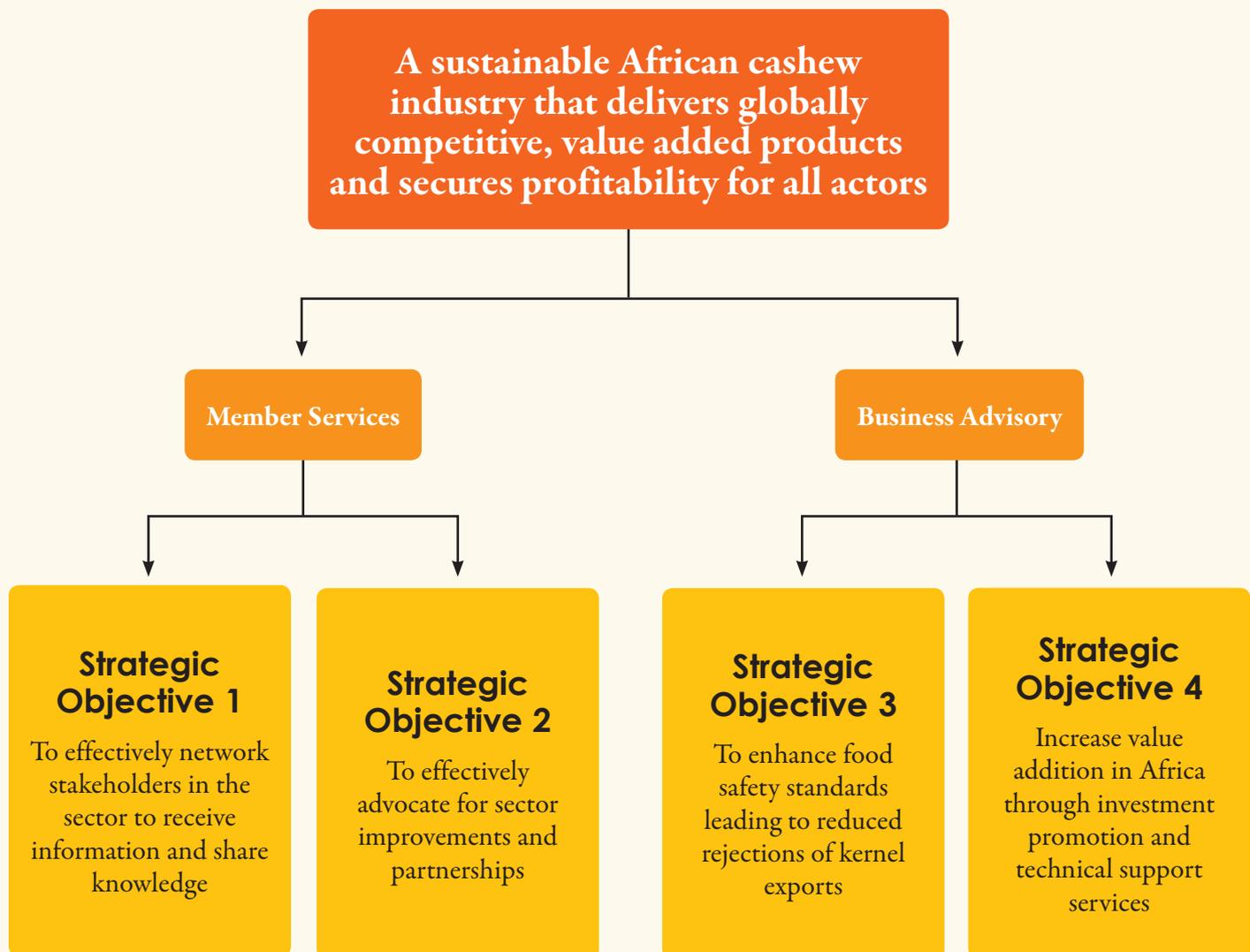
EXPENDITURE	2017 (PROJECTED)	2016 (ACTUAL)
Conference	295,736.00	289,634.16
Communications and Membership	181,333.00	177,591.60
Seal	117,542.00	115,116.79
Sector Organisation	178,614.00	174,928.70
ACA Governance	47,500.00	46,519.95
<b>TOTAL</b>	<b>820,725.00</b>	<b>803,791.20</b>

<b>NET</b>	<b>(371,375.00)</b>	<b>(388,684.00)</b>
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Funded by contracts from the following projects: USAID GDA project; AFDB AFTRA project; WALMART Foundation project; Côte d'Ivoire MIM Cashew Project (unrestricted); Guinea Bissau/IFC PRSPDA project (unrestricted)

\* Core Denotes member services and ACA SEAL activities, as well as private sector contribution to project activities

# ACA's New Strategic Goals 2022



# 2016 ACA Members

## **BENIN**

Afokantan Benin  
Cashew(Subsidiaries)

BPS Industrie Benin

Fludor Benin

Nad & Co

Sodexmap Sarl

TechnoServe

## **BURKINA FASO**

Anatrans(Subsidiaries)

CIA-B

Sotria B

## **CHINA**

Ningbo Cashew Nut Co., Ltd

## **COTE D'IVOIRE**

AFRECO

AGROFRONAN

Cajou des Savanes

FMA INDUSTRY SAS

Ivory Cocoa Products (ICP)

Olam Group

Root Capital

SGS CDI

Sobery Sarl

Sotraci Sarl

## **ESTONIA**

OÜ ESTEA Consult

## **THE GAMBIA**

Cashew Alliance of Gambia

ComAfrique

Maersk Gambia

## **GERMANY**

Cashew4U

Der Auditor

## **GHANA**

Atlantis Global Ent. Ltd

ComCashew

Mennonite Economic Development  
Associates

Mim Cashew

TREE GLOBAL GHANA LTD

USAID

New Body Products

## **GUATEMALA**

Grupo Industrial Alimenticio

## **GUINEA-BISSAU**

ADPP

ANCA

Arrey Africa

Djonde Empreendimentos Flonan &  
Esposa SARL

General Trading

GV Bissau Sarl

Laimco

RUMU Guinea Bissau

Star Shipping

## **HONG-KONG**

Wung Fung

## **INDIA**

DESAI GROUP

## **IRELAND**

Self Help Africa

## **KENYA**

Agriculture, Fisheries And Food  
Authority - Nuts

Kenya Nut Company Limited

ResponsAbility Investments,

## **MADAGASCAR**

VERAMA Groupe Unima

## **MALASIA**

Marfi Sdn bhd

## **MALI**

Projet CTARS

## **MAURITIUS**

Kalyan Agrovet Investments Limited

## **MOZAMBIQUE**

AGA Khan FDN

AICAJU

Caju Ila

Condor Nuts

Incaju

Liurio Agricultura Investimentos

## **THE NETHERLANDS**

Fairmatch

Global Trading &  
Agency(Subsidiaries)

Trade & Development  
Group(mother)

## **NIGERIA**

Ejima Ogbadu Strategic Farms

Fugard Agric Dev Co Ltd

Glorious Trading Pvt Ltd

NEPC

Selibintu Farms Ltd

Sosega

Starlink

Topwide Ventures

TRIPPLESEA LIMITED

Universal Quest

Valency International - 2016

Vital Squares

Marquis & Waters Ltd

## **PORTUGAL**

Cajuarte Lda

## **RUSSIA**

Shelf Ltd

## **SENEGAL**

Cajou Casamance Sarl

CMA CGM Sénégal

Mery Logistiques

SENAR

Tree Nursery

URSY Senegal

## **SRI LANKA**

Buddhi Industry

## **TANZANIA**

Hawte Investments Ltd

Cashew Processors Association of  
Tanzania

## **TOGO**

Cajou Espoir

## **UK**

Mintec Ltd

Tesolco Industries - 2016

## **USA**

Caro Nut - 2016

IMS Foods

Shelter For Life

WAMO Inc

## **VIETNAM**

LONG SON JOINT STOCK COMPANY

11th ACA Annual Cashew Conference



# A NEW VISION FOR PARTNERSHIPS & INVESTMENTS



**Cotonou, Benin**  
September 18-21, 2017

Knowledge sharing | Exposition | Field trips

Title  
Sponsors



Intersnack

Local  
Hosts



# 2016 by the numbers

**94** Core & Stakeholder Members

Represented in **30** Countries

**16** Processors in ACA Seal Program

**1.8 Million** Tons of Cashew Produced

**145,850** Website Page Views

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