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JNEC-CI
Journées Nationales
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DE CAJOU COTE D'IVOIRE

12-14 Feb, 2020
Radisson Blu Hotel
Abidjan, Cote d'Ivoire

OVERVIEW ABOUT THE QUALITY OF EXPORTED RAW CASHEW NUTS FROM AFRICA TO VIETNAM FROM THE 2018 CROP TO 01/2020

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I. OVERVIEW

Africa is the largest source of raw materials for Vietnam's cashew production and processing industry. The annual quantity is constantly increasing and reached more than 1 million tons in 2 consecutive years (2018 - 1,084 million tons and 2019 - 1,446 million tons), accounting for nearly 90% of Vietnam's imported raw cashew nuts.

The quality of imported raw cashew has significantly improved in recent years,. Especially, in the 2019 crop, the phenomena of sprouting, rotten, and moldy goods infrequently happen, which proves that suppliers have seen the importance of cashew moisture control before loading into containers.

I. OVERVIEW

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I. OVERVIEW

Humidity testing machines have been regularly used and the goods have been properly dried until they meet requirements to load into containers for export.

Hereby, African raw cashew exporters have gradually built their own reputation and brand, built up a friendly and impressive image and created good faith with raw cashew importers in Vietnam.



II. COMMON PROBLEMS

Raw cashew importers in Vietnam really want to receive shipments with better quality in order to reduce costs, improve production, business efficiency and maintain the brand as a world-leading cashew kernel exporter. However, in the last 2 years, according to Vinacontrol's inspection results, there are still some quality problems of raw cashew nuts imported from African countries as follows:



II. COMMON PROBLEMS

1. Some shipments still have the phenomena of moist, moldy and sprouting goods or goods with foreign matter. These show that a few suppliers have not controlled the quality of goods, especially moisture control before loading into containers.

II. COMMON PROBLEMS



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*2. In the 2019 crop, a emerging problem seriously affected the quality of raw cashew nuts imported into Vietnam market: **The problem of mixing nuts of the old crop with those of the new season causing an array of difficulties for production and processing.***

II. COMMON PROBLEMS





II. COMMON PROBLEMS

** The mixing between nuts of the old crop and those of the new season has caused **serious consequences** for Vietnamese importers:*

- Incur expenses for labors to classify old and new seasonal goods before they are processed.

II. COMMON PROBLEMS

- Quality of cashew kernels after processing is significantly reduced. The rate of yellow and blemish kernels highly increases. Especially, kernels no longer have the characteristic of smell and flavor (in some bad cases, cashew kernels can completely lose their smell and flavor) => shipments do not meet export standards, which leads to difficulties for Vietnam cashew industry to export cashew kernels to other countries. Some customers even refuse and return goods because of the unsatisfactory quality and flavor, causing huge financial losses for cashew production and trading companies in Vietnam.



II. COMMON PROBLEMS

** **Recommendation:** Exporters should negotiate with importers about the issue of old and new season cashew nuts before loading. At the same time, it is necessary to separate the old and new season cashew nuts in different shipments to reduce financial losses when goods arrive at Vietnamese ports.*

III. CONCLUSION

These are the records of the quality achievements that the African cashew industry has achieved when exporting raw cashew nuts to Vietnam market as well as the remaining problems.

In 2020, Vietnam will continue to import more raw cashew nuts from Africa. Vietnam expects that African cashew exporters take more responsibility in supplying raw cashew nuts to Vietnam market and ensuring the quantity and quality as the signed contracts.



III. CONCLUSION

Finally, wishing Vietnam cashew industry and African cashew industry a sustainable and mutual developing relationship and cooperation. Wishing the conference a success.

THANKS FOR LISTEN!