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JNEC-CI  
Journées Nationales  
des Exportateurs  
de Cajou  
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ASSOCIATION DES EXPORTATEURS  
DE CAJOU COTE D'IVOIRE

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

# Improving competitiveness and compliance through technology

SHAKTI PAL – ORIGIN DEVELOPMENT MANAGER

CARO NUTS

13/02/2020



# Thermal power – cashew shell utilization



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>Cashew shell value proposition



# New heights of mechanization and Automation

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# Borma kernel – an emerging trend



>34,000Mt exported in  
2019



# Solar energy – >85% saving on electricity bill

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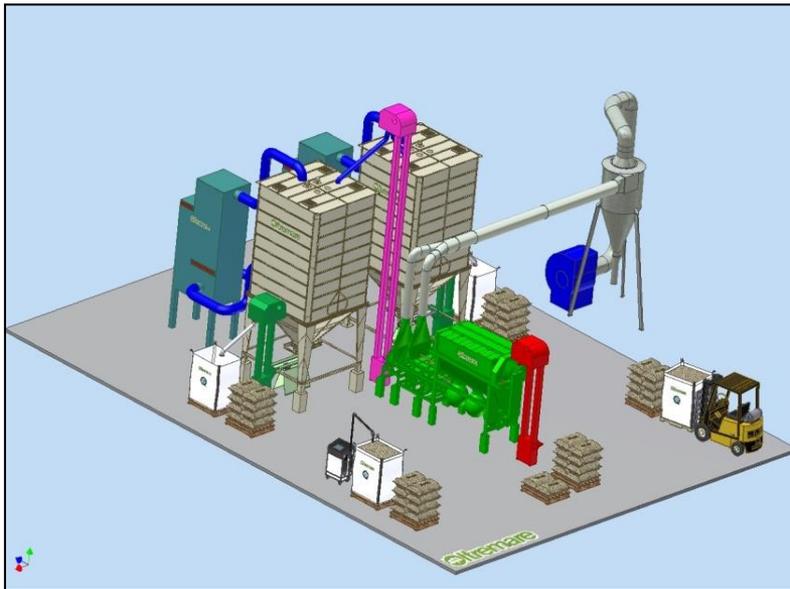
# A new approach on post harvest handling and packing solutions

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# RCN production mantras for quantity and quality

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Source:

# Presentation 1: "Utilisation of cashew shell cake for electricity generation-a case study"



## *Introducing our speakers....*

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*Mr. Shankar Damodaran,* Thermodyne Technologies



- Vice president - Thermodyne Technologies a Champion in Thermal Energy and Thermal Energy Conservation
- A mechanical engineer, over **20 years** of experience in procurement, manufacturing, supply chain management and engineering
- Mr. Damodaran served to many technology companies in last two decade.
- He is based in USA



# Presentation 2: "Recent trends in automation in cashew processing and its impact on profitability"

## *Introducing our speakers....*

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*Mr Dang Van Tuyen,* M. K. Tech Co Limited



- Founder & CEO – Mekong Technologies
- Mekong specialize in manufacturing machinery, research in technologies, manufacturing, consulting, processing appraisals and after sales service support.

**MEKONG**

# Presentation 3: "A business case for export of NW (borma kernels) from Africa to Vietnam"



## *Introducing our speakers....*

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*Mr. Stephen Quyen Tang,* LongSon



- A cashew expert, champion in all stages of cashew industry
- Over 15 years experience in cashew processing and trading
- Currently leading African nuts procurement for Long Son, one of the largest cashew processors in Vietnam.



# Presentation 4: "Experience sharing on Roof-top solar for cashew processing"



## *Introducing our speakers....*

*Mr. Kalbavi Prakash Rao*, kalbavi Cashews



- Founder and CEO – Kalbavi Cashews
- Established in 1998 in Mangalore, KALBAVI CASHEWS has made a name for itself in the list of top suppliers in India.
- Kalbavi retail packs in hyper markets are well appreciated on its quality and taste
- He is one of the pioneers who installed roof top solar energy, increasing his positive environmental footprint and showing a way to be competitive

# Presentation 5: "Preservation of RCN, Kernel quality and specification compliance"

## *Introducing our speakers....*



*Mr. Stefano Massari*, Oltremare



- Over 35 years experience managing technologies development
- Managing Director – Oltremare, specialized in the design and manufacture of turnkey plants and machinery for the cashew nut processing
- Founder and Director at NCP/Nuts Cleaning & Packaging
- CEO at Overseas Projects & Services Ltd

# Presentation 6: "Opportunities for improving quality and quantity of raw cashew production in West Africa"



## *Introducing our speakers....*

*Dr. Peter AL Masawe*, Cashew Board of Tanzania



- **Dr Peter A. L. Masawe** is a crop improvement specialist and a cashew value chain expert with over 20 years experience in cashew industry
- and over 17 years of cashew project management and supervision in sub-Saharan Africa
- Dr **Masawe** is currently heading the National Cashew Research Programme in Tanzania.
- Every tree in Africa personally knows Dr, Masawe

# Presentation 7: "One pass grading opportunity"

## *Introducing our speakers....*



*Dr. Jeevan Saldana, Spectrum Industries*



- CEO- Spectrum Industries, specialist in optical size graders for cashews
- Over 27 Years experience in optical sorting machinery development
- Having footprint in supplying to more than 25 countries across Europe, Asia, Africa and far east

**Stall number - 29**