

# **SOME INFORMATION ABOUT THE QUALITY OF AFRICAN RAW CASHEWS EXPORTING TO VIETNAM MARKET SUMMER 2021**

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1. Africa is the largest source of raw materials for Vietnam's cashew production and processing industry. The annual supply volume is constantly increasing, reaching 1.98 million tons in 2021 (Source: Vietnam Customs), accounting for nearly 63.0% of Vietnam's imported raw cashew market share.

The quality of imported raw cashew nuts has been significantly improved and is becoming more and more stable, especially in the 2021 crop, the phenomenon of sprouting and moldy goods rarely occurs, which proves that suppliers have seen the importance of cashew nut moisture control before loading into containers. Goods have been properly dried, using a regular moisture tester until they meet the requirements before loading them into containers or boarding ships for export. In the crop year 2021, most of the exporters (especially the big ones from Ivory Coast) have delivered the goods with the correct quality and sufficient quantity according to the signed contracts.



Since then, African raw cashew exporters have built their own reputation and brand, built a friendly and impressive image, created good trust and satisfaction for raw cashew importers in Vietnam.

**2.** In 2021, Vietnam imported 1.1 million tons of raw cashew nuts from Cambodia, accounting for 35.2% (Source: Vietnam Customs). The quality of Cambodian cashews is as follows:

- **Large seeds have a count** : from 110 - 125 seeds / 01 kg

- **Kernel recovery rate** : from 48 - 53 lbs / 80 kg

- **Goods are harvested in the dry season**, so it is convenient to dry and store before delivery. Exporters of Cambodian raw cashew nuts control moisture very well (<10%); Moreover, Vietnam and Cambodia share a land border, so the delivery of goods mainly by road is very quick and timely, so there is no phenomenon of damp or moldy goods occurring.

**3.** Vietnam's raw cashew importers hope that African exporters will continue to maintain and further promote their brands, while also provide shipments of better quality to reduce costs, improve efficiency in production and business and maintain the brand name as the world's leading cashew kernel exporter in both quantity and quality.

However, in 2021, the inspection results of Vinacontrol show that there are still some quality problems for raw cashew nuts imported from African countries as follows:

**3.1** Some small shipments at the end of the season still have moisture, mold, and sprouting. It shows that a few suppliers have not well controlled the quality of goods, especially moisture control before loading the goods into the containers.

**3.2** In the 2021 crop, there is still a phenomenon of mixing old seasonal goods, affecting the quality of raw cashews imported into the Vietnamese market. That has made it

difficult for the production and processing of Vietnam's cashew industry.



**3.3.** In 2021, the COVID-19 pandemic occurred around the world, greatly affecting the transportation, so the freight rates increased, the shortage of containers of shipping lines often occurs leading to prolonged delivery time. That has caused heavy losses to both exporters and importers of raw cashew nuts.

We recommend that in 2022, raw cashew exporters in Africa should actively discuss and negotiate with shipping lines from the beginning to have a timely delivery plan according to signed contracts, in order to minimize financial losses not only for raw cashew exporters in Africa but also for importers in Vietnam.

**4.** The above are the records of the achievements, the stability of quality that the African cashew industry has achieved when exporting to the Vietnamese market as well as the remaining unresolved problems.

In 2022, Vietnam will continue to import raw cashews from Africa. Vietnam wishes that African cashew exporters need to maintain and further promote their achievements in 2021, have more responsibility in supplying goods to the Vietnamese market, ensure sufficient quantity and right quality as signed contract.

Finally, I wish the relationship and cooperation between the Vietnamese cashew industry and the African cashew industry to be sustainable and develop together. Wish the conference successful./.