



# CASHEW MARKETING & CONSUMPTION IN WEST AFRICA

## PART 2. COUNTRY SUMMARIES: BURKINA FASO

*West Africa Trade Hub Technical Report No. 22b*

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### **DISCLAIMER**

The author's views expressed in this publication do not necessarily reflect the views of the United States Agency for International Development or the United States Government.

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# ACRONYMS AND EQUIVALENCIES

<b>ACA</b>	African Cashew Alliance
<b>FCFA</b>	<i>Franc Communauté Financière Africaine</i> – currency used in 8 of the 10 countries studied
<b>g</b>	gram(s)
<b>GTZ</b>	<i>Deutsche Gesellschaft für Technische Zusammenarbeit</i> – a German development organization
<b>kg</b>	kilogram(s)
<b>MBA</b>	Masters of Business Administration
<b>MT</b>	metric ton
<b>NA</b>	not available
<b>NACC</b>	Nigerian American Chamber of Commerce
<b>NGO</b>	non-governmental organization
<b>PAMER</b>	<i>Projet d'Appui Aux Micro Entreprises Rurales</i> – a project funded by the International Fund for Agricultural Development
<b>PHCCIMA</b>	Port Harcourt Chamber of Commerce, Industry, Mines and Agriculture
<b>SNV</b>	<i>Stichting Nederlandse Vrijwilligers</i> – a Dutch development organization
<b>TIPCEE</b>	Trade and Investment Program for a Competitive Export Economy – a USAID/Ghana-funded project
<b>USAID</b>	United States Agency for International Development
<b>WA</b>	West Africa
<b>\$</b>	United States dollar

## Equivalencies:

1 kg = 2.2 pounds

1 MT = 1,000 kg

500 CFA = \$1.00 (U.S. dollar)

9,250 cedis = \$1.00 (U.S. dollar)

128 naira = \$1.00 (U.S. dollar)

# 1. STUDY OBJECTIVE AND METHODS

In addition to describing cashew kernel marketing and consumption in West Africa, this report aims to be a tool for cashew processors to increase their sales in the regional West African market. If international companies can sell their products on every street corner and realize substantial gains, African cashew processors should be able to do the same. Cashews are a healthy<sup>1</sup> and appreciated snack in the sub-region and can compete with other snacks such as potato chips or plantain chips.

Most cashew processors operating in West Africa target local markets. The international market is more demanding in terms of quality and shipment uniformity, and is subject to relatively larger price fluctuations.<sup>2</sup> Even as West African exports grow, the local market will remain an important outlet for export-oriented operations—especially for off-grade (broken) kernels—and a secure source of income.

To date, cashew consumption in local markets in West Africa has been marginal, especially compared to other cashew producing countries like India, where local markets played a critical role in the development of world-class, export-oriented sectors, even though India itself introduced cashews only 100 years ago (they are originally from Brazil). The 231.3 million West African consumers<sup>3</sup> can also become an important market for off-grades and secondary products, such as cashew cookies, other sweets, and cashew-based sauces.

The Trade Hub and the African Cashew Alliance (ACA) conducted this market study in 10 West African countries to assist processors in broadening cashew distribution, raising cashew awareness, and exploring regional opportunities. This study provides a snapshot of the current state of cashew processing, marketing, and consumption, highlighting best practices and opportunities for local processors in product development and market channels to increase sales.

The research resulted in the current summary document and ten individual country reports. **This individual country report should be read as an elaboration on the larger report.**

It is important to note that this study was done over a relatively short period (1-2 months) in multiple countries by different investigators, who were all trained to administer the same set of data collection instruments. We are confident that the study captured all of the formal cashew processors in each of the countries, as there are few of these and they are well-known. It did not likely capture all of the informal, small-scale cashew processors who shell and package cashew kernels for the domestic market of each country.

The period of the survey (hot season) may be one of lower cashew and nutmeat consumption, as salty snacks tend to induce thirst. Ideally, the survey would have been replicated once or twice during different periods of the year (rainy season, early dry season). The survey period was also well after the Muslim and Christian holiday periods of 2006.

Similarly, the consumer survey is limited in scope and sample size. As a purposive rather than random sample, it was designed to capture illustrative information about the cashew purchasing and consumption patterns of the types of consumers who frequent supermarkets and other formal retail establishments. These outlets were the focus of this study, because we believe that they have the greatest potential to increase sales in the region of West African cashews. These retail outlets are higher-volume sales points (rather than small kiosks or sellers) that are concentrated in larger cities, where there are more well-off consumers with higher disposable incomes, and where people are more likely to snack and eat food away from home or on the run. As cashews are very expensive for West African consumers (at parity with cashews sold at retail in the U.S.

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<sup>1</sup> See the article at Newstarget “Cashews boost blood-pressure-regulating reflex.” (<http://www.newstarget.com/020005.html>)

<sup>2</sup> Cashew kernel prices can vary considerably from one year to another. The price of WW320s on April 1, 2005 was \$2.55, compared with \$1.98 on April 1, 2006. (Source: *Cashew Week*, March 24, 2007)

<sup>3</sup> Total population in the 10 researched countries according to the CIA World Fact Book. (<https://www.cia.gov/library/publications/the-world-factbook/>)

or EU), they are a luxury good that tend to be bought by wealthier consumers or eaten in very small snack-size quantities

Given these methodological issues and caveats, we emphasize that the study results should be viewed as illustrative and representative, though not definitive or highly precise in any statistical sense. The authors believe that the results are robust-enough to draw programmatic conclusions about how to expand cashew consumption in the region. And the authors are convinced that expanding regional processing for the regional market is an important step toward improving quality and consistency that are required to compete effectively in the international marketplace. Furthermore, regionally based processors can use the domestic/regional market to build volume and scale, as well as find outlets for poorer grades and pieces of processed cashews. Building scale is critically important to becoming an exporter, where a minimum volume threshold must be attained to be viewed a credible supplier able to ship multiple containers per month.

We researched three levels of the cashew value chain, asking the following questions:

1. **Processors:** What is the processing capacity of each country? What kinds of cashews do local processors and roasters produce (which grades, which recipes)? Is the local production of processed cashews expected to increase or decrease?

Researchers interviewed local processors by phone and e-mail.

2. **Distribution channels:** Who buys, sells, or uses processed cashew nuts in West Africa? What kinds of products and packaging do they prefer? What are the various retail prices and margins of those distributors? What can be done to increase sales of processed cashew nuts?

In each country, field researchers used standardized questionnaires to interview 16–50 managers, shopkeepers, and food processors at supermarkets, hotels, gas stations, bakeries, and restaurants.

3. **Consumers:** Who consumes cashew nuts? What kinds of products are preferred by consumers? Where do people buy and eat cashew nuts? What can be done to increase their consumption?

In each country, field researchers interviewed people in supermarkets or hotel lobbies with standardized questionnaires and then gathered another 8–10 people to comment on various types of packaging and taste several types of cashew nuts to identify their preferences and perceptions in a consumer panel.

Note: The consumer study aims to give an indication of preferences, but does not necessarily give a representative view of common trends in the country due to the small number of people interviewed. Consumer preferences stated in this study should be interpreted in this context.

**Request questionnaires used in this study at [info@watradehub.com](mailto:info@watradehub.com).**

The following table summarizes the number of managers and consumers interviewed per country.

**Table 2. Retail market interviews held per country.**

	Benin	Burkina	Côte d'Ivoire	Gambia	Ghana	Guinea-Bissau	Mali	Nigeria	Senegal	Togo	Total
<b>Managers Interviewed</b>											
Supermarkets	14	9	7	4	8	3	9	10	8	6	<b>78</b>
Roadside shops	3	15	5	2	17	1	11	3	10	3	<b>70</b>
Airport shops	1				1	1	1	1	2		<b>7</b>
Airlines		3						2			<b>5</b>
Hotels	7	9	9	4	8	2	12	6	8	3	<b>68</b>
Restaurants	2	7	5	2	6	2	7	4	4		<b>39</b>
Service stations	1	5	3	2	10	1	4	2	4		<b>32</b>
Food processors & bakeries	5	8	11	3	2	2	7	4	5		<b>47</b>
Wholesalers				2							<b>2</b>
Pharmacies					1						<b>1</b>
<b>Consumers Interviewed</b>											
Surveyed*	22	30	26	44	44	25	28	50	25	20	<b>314</b>
Consumer panel	13	8	9		13	9	10	10	8		<b>80</b>
<b>Total Number of People Interviewed</b>											
Total Interviewed	68	94	75	63	110	46	89	92	74	32	<b>743</b>

\* in supermarkets & hotels

The Trade Hub and ACA coordinated the study in Accra. Partner organizations carried out field research, focusing on main consumption centers (main urban areas and expatriates/tourist destinations). Table 3 lists the location and dates of interviews and the partner organization facilitating the research.

**Table 3. Countries studied and field research information.**

Country	Places Visited	Study Facilitator	Dates of 2007 field research
<b>Benin</b>	Cotonou, Natitingou, Bohicon	Peace Corps Benin	March 8-20
<b>Burkina Faso</b>	Ouagadougou, Bobo Dioulasso	PAMER Project	March 25-April 12
<b>Côte d'Ivoire</b>	Abidjan	Olam with financing from GTZ and ACA	March 13-25
<b>The Gambia</b>	Banjul, Serrekunda	Comafrique	April 5-15
<b>Ghana</b>	Accra, Kumasi, Cape Coast	TIPCEE	March 1-25
<b>Guinea-Bissau</b>	Bissau	SNV	March 14-25
<b>Mali</b>	Bamako, Segou, Mopti	Projet Cadre Intégré	March 5-30
<b>Nigeria</b>	Port Harcourt, Lagos	PHCCIMA and NACC	Port Harcourt: Mar 12-30 Lagos: April 4-15
<b>Senegal</b>	Dakar, Saint Louis, Ziguinchor	West Africa Trade Hub/Dakar	March 3-25
<b>Togo</b>	Lomé	Peace Corps Benin	March 21-25

# BURKINA FASO

## *Capitalize on Export Opportunities in Côte d'Ivoire & Ghana*

## 2. COUNTRY DESCRIPTION

- Total population: 14.3 million inhabitants
- GDP per capita: \$1,300
- Urban population: 20%
- Capital city: Ouagadougou (population > 1,000,000)
- Main cities:
  - Bobo-Dioulasso (population 320,000)
  - Koudougou (population 80,000)
- Number of expatriates: No precise data. There were around 3,000 French expatriates in 2005, probably an equal number of all other nationalities combined.
- Number of tourists/year: about 50,000 in 2005
- Main tourist destinations:
  - Central Region: Ouagadougou, Laongo, Nazinga, Sabou, Bazoulé
  - Western Region: Bobo-Dioulasso
  - Eastern Region: Arly National Park, Pama Reserve
  - Sahel: Oursi, Markoye, Pobe Mengao, Arbinda, Gorom-Gorom



## 3. MARKET OVERVIEW

### 3.1 Local Processing Capacities

There are currently three significant export-oriented industrial cashew processors and about 2,000 individual cottage processors in Burkina. No data could be obtained for UTAB (Association Wuol) and Koko, two of the three export oriented cashew processors.

Name	SOTRIA-B SARL
Location	Banfora
Number of employees	209
Installed capacity (raw nuts/year)	2,000 to 2,500 MT
Production 2006 (raw nuts/year)	600 (began processing February 2006)
Planned production 2007 (raw nuts/year)	2,700 tons
Percent capacity utilized 2006	Around 30%
Products	Bulk plain cashew; whole and broken kernels
Bulk or retail packaging	Bulk and packaged cashews
Principle markets	Europe, Burkina
Sales on the export market	1 container/45 days = 108 MT/year
Sales on the local market	About 500 kg/month

- Most cashews nuts are sold unbranded in Burkina.
- Supermarkets either buy cashew nuts directly from SOTRIA-B or from small-scale processors or wholesalers. Wholesalers source their cashews directly from local processors.

### 3.2 Snack Market

The table below compares the main snacks available in supermarkets and small shops in Burkina.

**Snack items commonly sold in Burkina's supermarkets\***

Snack	Price/kilo	Common Items	Average Retail Price
Cashews	\$9.80	Plastic sachet (100 g)	\$0.90-1.00
Peanuts	\$4.55	Recycled liquor bottle (400 g)	\$2.00
		Plastic sachet (75 g)	\$0.30
Potato Chips	\$12.78	Aluminum sachet (10 g)	\$0.40
		Aluminum sachet (170 g)	\$1.20-2.50
Plantain Chips	\$3.72	Plastic sachet (30 g)	\$0.25

\*The average exchange rate is 500 CFA = \$1.00 (U.S. dollar).

**Cashew nuts are a luxury snack food.** They compare favorably with imported potato chips, which are another luxury snack food and more expensive. Concrete information on comparative sales volumes was not available, as stores do not track this information.

**Snack consumption.** Snacks consumed most often by people interviewed during the consumer survey are: peanuts (80%), plantain chips (67%), potato chips (47%), mixed nuts (17%), shredded coconut, dried mango chips, and sesame products.

## 4. DISTRIBUTION ANALYSIS

### 4.1 General Overview

- Cashews are widely distributed in supermarkets and small shops in Burkina Faso.
- Processors rarely sell directly to distributors, partially due to the distance between Bobo-Dioulasso (where many processors are located) and Ouagadougou—the largest market.
- Though cashew butter was found in only a small number of shops in our study, a local market expert noted that **cashew butter is widely distributed in producing regions** (Bobo and western Burkina Faso).
- **Sales are seasonal:** Principally October-December (holiday period) and January-May (cashew nut period).
- In addition to formal markets described in this study, a significant quantity of cashews produced by cottage processors is distributed through **traditional markets** at very low prices.



**Cashew nuts on the shelf in Bobo-Dioulasso**

- ➔ *Processors can increase earnings by selling directly to distributors where feasible.*
- ➔ *Processors could attempt to develop the cashew butter market in large cities, perhaps by introducing cashew butter recipes to popular local restaurants.*

➔ *Processors and retailers could develop seasonal promotions—publicity or special events—for periods when consumer interest is highest.*

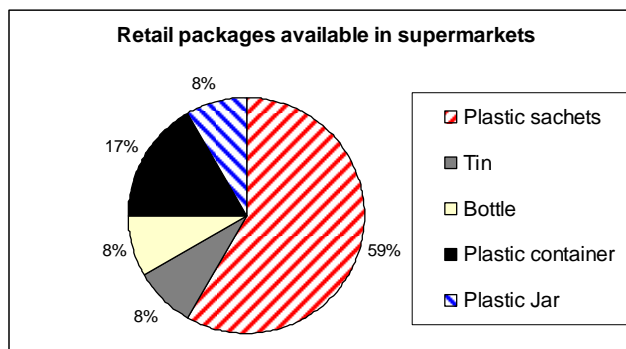
#### Best Practice: Cashew Butter

Cashew processors in western Burkina Faso have had considerable success with cashew butter. They grind up small broken grades and sell this on the local market in small plastic jars in some supermarkets and by the bowl in the occasional markets. The product is cheap—100 CFA for a small bowl (about 0.25 liter)—and is used as a spread on bread and in sauces as a replacement for peanut butter. Cashew butter is popular in small producing villages but is still relatively unknown in the urban centers of Burkina Faso.

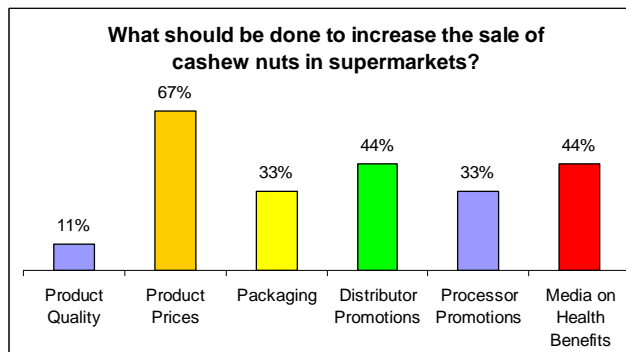
## 4.2 Supermarkets

Key Facts – Supermarkets ( 9 interviewed)	
Percentage selling cashews	78%
Percentage selling broken cashews	0%
Most common cashew products	Roasted and salted (91%), Plain (6%), Cashew butter (3%)
Most common pack sizes	100 g (most common size), 200 g, 500 g, 1000 g
Average retail price/item	\$4.20
Average retail price per kg	\$9.80
Average retail margin	16%

- Cashews are widely available in Burkina supermarkets.
- **Low volumes:** Most supermarkets reported selling less than 10 kg/month.
- **There is little variety in flavor** and no broken nuts are sold in supermarkets.
- **Most packages are simple plastic sachets without labels or brands.**
- **Irregular deliveries:** 71% of supermarkets report being occasionally out of stock on cashews.
- **Terms of sale:**
  - Cash (92%)
  - Consignment (8%)
- **Principle suppliers:**
  - Traders buying from local cottage processors
  - Local cottage processors
  - SOBRIA-B, Utab, Koko



Plastic sachets dominate the supermarket channel in Burkina Faso, although some imported products are sold in tins and plastic containers.



Price is seen as the principle limitation to increased sales. Promotions, especially by distributors themselves and on the health benefits of cashews, are seen as a way to increase sales.

- ➔ *Developing simple labels with brands and product information will help develop customer loyalty and build confidence in quality.*
- ➔ *Well-packaged sachets of sorted broken grades could reduce the price to consumers.*

### 4.3 Stands and Small Shops

Key Facts – Stands and Small Shops	
Percent selling cashews	87%
Percent selling broken cashews	8%
Most common cashew products	Grilled and Salted (94%) Cashew Butter (6%)
Most common pack sizes	100 g (most popular), 10 g, 1, 2, 3 kg
Average retail price per unit	\$3.98
Price per kg	<b>\$11.00</b>
Retail margins	18%

- Many small shops and stands sell cashews, in both Ouagadougou and Bobo-Dioulasso.
- Shops sell large amounts of vegetables and fruits to expatriates, but little cashews. Expatriates seem to doubt the quality of cashews in small shops, perhaps due to generally poor packaging.
- Few shops sell broken grades or cashew butter.
- **Main suppliers:** All interviewed small stands buy from traders reselling cashews bought from local processors.
- **Terms of sale:** cash (100%).



**Cashew nuts on a roadside stand in Bobo-Dioulasso**

- ➔ *Processors can increase their revenues by selling directly to shopkeepers in areas where logistics permit—shops close to processors' locations, or grouped together in big cities.*
- ➔ *Improved, hygienic packages and attractive labels could permit small shops to sell to a wider range of consumers.*

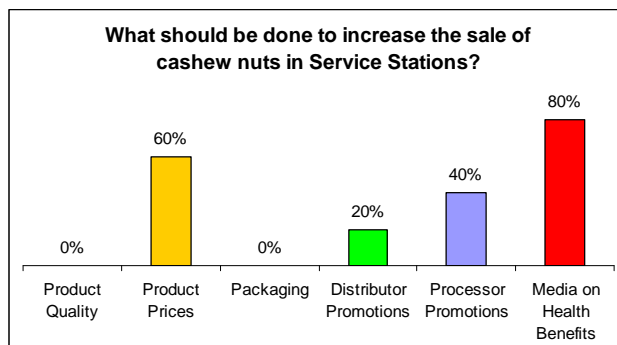
### 4.4 Service Stations

Key Facts: Service Stations	
Percentage selling cashews	100%
Percentage selling broken cashews	0%
Most common cashew products	Grilled and salted (80%), Plain (20%)
Most common pack sizes	100 g (most common size), 300 g
Average retail price/item	\$1.00
Average retail price per kg	\$10.00
Average retail margin	16%

- Many service stations in both Ouagadougou and Bobo sell cashews.
- Prices are a third less expensive than supermarkets.

- Volumes are low: averaging 7 kg/month.
- **Small, cheap unlabeled packages dominate.**
- **Packages:** plastic sachets (100%).
- **Main suppliers:** local cottage processors.
- **Terms of sale:** cash (100%).

Service station managers were content with the quality and packaging of cashew products they sold. But they thought more promotions—linked to health in particular—could help sales.

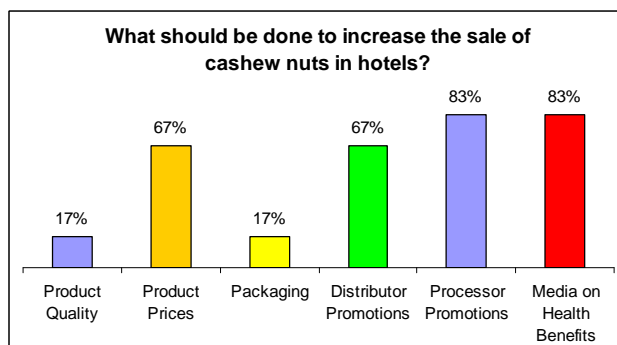


→ *Service stations are a well-developed market for local processors, but volumes can be expanded. A low-cost solution is to do in-store promotions, including posters and special cashew displays.*

## 4.5 Hotels

Key Facts - Hotels	
Percent using cashews	13%
Percent using broken cashews	0%
Estimated monthly volume/establishment	NA
Common packs	NA
Preferred cashew products	Plain (100%)

- **Few luxury hotels in Burkina Faso distribute cashews.**
- Well attended festivals—international film and artisan fairs—offer unique occasions to do special promotions in hotels. However, the hotel market seems generally small for most of the year.
- Hotels that use cashews principally use them in cooking and as snacks for visitors, in small volumes.
- **Sources:** Traders
- **Terms of payment:**
  - Cash (86%)
  - Consignment (14%)



Price, lack of awareness about cashews, and virtually no promotion are the principle limitations to increased cashew sales in Burkina Faso.

## 4.6 Other Distribution Channels

- Several airlines operating in Burkina were interviewed during this study: none use cashews currently.
- **Airport shops:** One airport shop was interviewed during this study, but it did not sell cashews. The manager said that it was a not a product that he was familiar with. In other countries, airport shops are an excellent point of sale for hygienic, attractively packaged cashews.

## 5. CONSUMER PREFERENCES & HABITS

### 5.1 Consumption Habits

The majority (97%) of people interviewed knew what a cashew nut is, and 80% have eaten cashews.

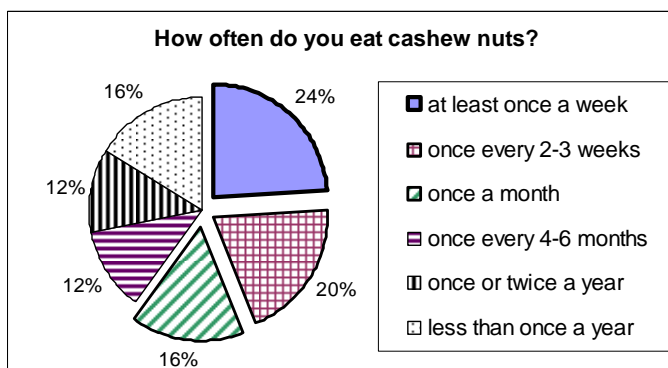
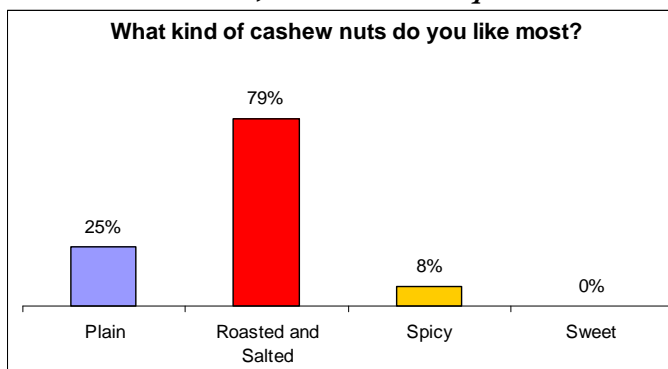
➔ *Cashew nuts are well-established in Burkina Faso, but its market penetration rate leaves much room for improvement.*

#### Flavor:

- **Roasted & salted nuts** are most preferred by interviewees.
- **Secondary products:** 42 % of interviewed consumers had tried cashew cookies, 25% had tried caramelized cashews. The group liked both of them.
- **Broken kernels:** 5 of 8 participants in the group interview would buy broken kernels if they were cheaper.

#### Frequency of consumption:

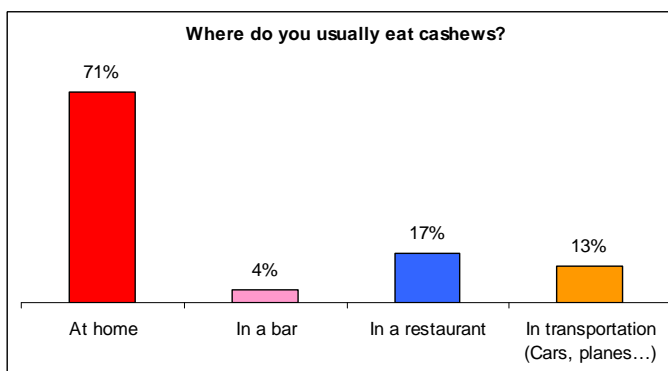
- 24% of people interviewed that have eaten cashews eat them **at least once a week**.
- 60% of interviewed consumers eat cashew nuts **at least once a month**.
- People younger than 45 years old eat cashews more frequently than older consumers.



#### Location of consumption:

- 71% of people interviewed eat cashews as a snack, mostly at home as an “*aperitif*.”
- Several consumers interviewed consume cashews in restaurants.
- Very few eat cashews as ingredients in meals.

➔ *Sell more cashew secondary products, such as cashew cookies, as they are highly appreciated by those who have experienced them.*



➔ *Increase cashew distribution in service stations and restaurants.*

#### Seasonal consumption:

- 50% and 25% of interviewees eat cashews at birthday celebrations and weddings, respectively.

- 21% and 17% eat more cashew nuts during the year-end holiday season and Ramadan, respectively.

➔ ***Develop gift formats for cashew products with special packaging and displays in supermarkets, etc.***

#### Perception of cashews:

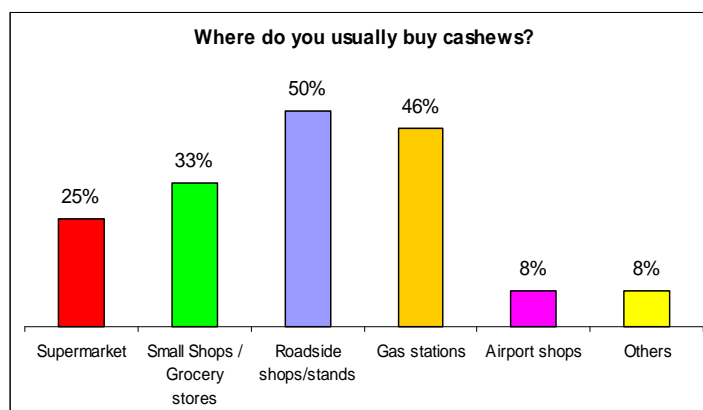
- 83% of interviewed consumers would buy more cashew nuts if they could buy “African Cashews.”
- The most common adjectives attributed to cashews are **good** and **expensive**.
- Cashew nuts are mostly seen as a healthy and nutritional product.

➔ ***Communication on the African origin of cashews could increase cashew nut sales in Burkina Faso.***

## 5.2 Purchasing Habits

### Where do people buy cashews?

- Roadside shops and service stations are the two most common distribution channels for cashew nuts.
- Only 25% of interviewed consumers usually buy cashew nuts at supermarkets.



## 5.3 Product Preferences

### Packaging:

- **Transparent and Hygienic:** Consumers interviewed like to see the product they are buying. “Unclean” packaging or packaging materials give an impression of unhygienic products.
- **Attractive:** Nice labels and colors are appreciated by participants in the group interview.
- **Convenient:** Group interview participants appreciate easy-to-carry, small volume packs.



➔ ***Packaging material must be clean and either fully or partly transparent.***

➔ ***Robust and well-designed packs should be promoted as gifts.***

➔ ***Consumers are drawn to colorful labels in shops, and they like to have clear information about the products.***

### Flavor:

- **Roasted & salted cashew nuts** are preferred by consumers interviewed in Burkina Faso.
- Among the eight participants in the group interview, four liked the peppered cashew nuts and said they would buy them.

### Price:

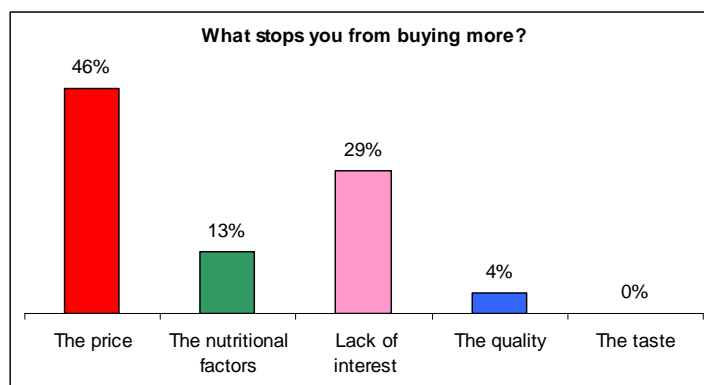
- As a rule, cashews are perceived as an expensive product in Burkina Faso.
- People interviewed asserted they were, on average, likely to pay the following prices:

- \$8.40 per kg (= 4,130 CFA) for cashews in plastic sachets (75 g)
- \$18.30 per kg (= 9,000 CFA) for cashews in Aluminum sachets (125 g)
- Up to \$15.80 per kg (= 7,800 CFA) for cashews in plastic jars (210 g)

➔ *Hygienic packaging materials, such as aluminum, attract more consumers, improve perception of the product, and increase readiness to buy.*

## 5.4 What Prevents People from Buying More?

- **Price** is the main constraint to consumption.
- Almost 30% of consumers interviewed do not buy more cashews because they are not interested.
- **64% of people interviewed declared that they have no difficulty finding cashews.**
- 50% of interviewees would like to find cashews in places they are not sold yet, for example in more shops in Bobo-Dioulasso and in small stores.



➔ *Developing the distribution of other cashew products may be a way to increase the demand for cashew nuts.*

## 6. CROSS-REGIONAL OPPORTUNITIES

- Cashews processed in Burkina Faso are **already sold informally in Côte d'Ivoire and Mali**, and have good potential for sales in Ghana.
- Burkina processors could expand their presence in the Ivorian and Ghanaian markets, as their finished products are considerably cheaper than those produced in those countries.
- Burkina processors could either sell cheap finished retail packages to Côte d'Ivoire and Ghana or sell bulk white kernels to local roasters in those countries for finishing, packing, and distribution.
- Mali is also a good potential retail market for Burkina products in attractive, resistant packages, and/or with appealing labels.
- Developing retail markets in these countries requires partnering with a trader or otherwise finding a way to cheaply and efficiently transport and distribute products over long distances. Bulk products will face less distribution difficulties.

➔ *Côte d'Ivoire, Ghana, and Mali offer good opportunities for Burkina's cashew kernels.*

➔ *Emphasis should be on improving packaging/labeling and developing trade relations with regional traders and roasters.*

## 7. CONTACTS

BURKINA - Liste des entreprises achetant des noix de cajou transformées										
Nom	Activité	Produits recherchés	Contact	Fonction	Adresse	Ville	Pays	Téléphone	E-mail	Fax
PRIX BAS	Petits magasins, stands en bord de route		KONE MARIAM	caissière	50 36 29 08	OUAGA	BURKINA FASO	76 40 79 45		
KARNOLD	Petits magasins, stands en bord de route		ALPHONSE OUEDRAOGO	Gérant	50362617	OUAGA	BURKINA FASO	70295993		
shopette	Petits magasins, stands en bord de route		KY ERNEST	Gérant	50 36 29 09	OUAGA	BURKINA FASO	70429353		
RAABO MAMATA	Petits magasins, stands en bord de route		BONKOUNGOU AWA	COMMERCANTE		OUAGA	BURKINA FASO			
MARINA MARKET	Supermarche	grillée, brisée	OUEDRAOGO OUMAROU	Attaché commercial		OUAGA	BURKINA FASO	78 87 02 35		
LE BON SAMARITAIN	Supermarche		NIKIEMA SOUMAILA	Cavier	01 BP 6920	OUAGA	BURKINA FASO	50 38 43 00		
EZAMA	Supermarche		ILBOUDO ALIMATA	Gestionnaire de rayon	50 30 87 29	OUAGA	BURKINA FASO	76 25 69 32		
ALIMENTATION GENERALE NID	Supermarche		YANOGO AWA	caissière	01 BP 3619	OUAGA	BURKINA FASO			
ALIMENTATION DE SOMGANDE	Supermarche		KABORE ROLAND AZIZ	Gérant	01 BP 825	OUAGA	BURKINA FASO	70257236		
RESTAURANT DE CHINE	Restaurant - Luxe		HYANG	Gérant		OUAGA	BURKINA FASO	50311860		
VERDOYANT	Restaurant - Luxe		CHAPON	Gérant	01 BP 2459	OUAGA	BURKINA FASO	50315407	alain verdoyant@yahoo.fr	
EAU VIVE	Restaurant - Luxe		VOKOUMAN M J	Responsable	01 BP 117	OUAGA	BURKINA FASO	50306303	eauvive@fasonet.bf	
AIR France	Compagnie aerienn regionale/internationale			Sécretaire		OUAGA	BURKINA FASO	503060		
AIR BURKINA	Compagnie aerienn locale		KYELEM	Responsable cuisine		OUAGA	BURKINA FASO			
POINT AIR	Compagnie aerienn regionale/internationale		ALAIN			OUAGA	BURKINA FASO			
BOULANGERIE TERRA	Pain		DIBY KABANY	COMMIS POINTEUR	01BP 37 BOBO 01	BOBO	BURKINA FASO	20972270		
BOULANGERIE SANGA	Pain		GANAME OUSSENE	CAISSIER	01 BP 53	BOBO	BURKINA FASO	20982065		
CONFISSERIE DU BURKINA	Biscuits, Pain		DIOP MEDOUN	Comptable	01 BP 3424	OUAGA	BURKINA FASO	50430032		
GROUPE HAZZAR	Pain		BAKO GEORGE	CHEF BOULANGER	50341924	OUAGA	BURKINA FASO	50341924		
BURKINA PAT	Pate alimentaire, céréales		OUEDRAOGO HENRY	RESPONSABLE	50341627	OUAGA	BURKINA FASO	50341627		
BOULANGERIE LA BAGUETTE	Pain		KIEMA GERARD	Gérant	78007437	OUAGA	BURKINA FASO	78855927		
BOULANGERIE 2000	Pain		TRAORE JEROME	Gérant	50360113	OUAGA	BURKINA FASO	50360113		
SODEPAL	Biscuits, Pain		ZOUNDI	Présidente	50361082	OUAGA	BURKINA FASO	50361082	sodepal@fasonet.bf	

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Nom	Activité	Produits recherchés	Contact	Fonction	Adresse	Ville	Pays	Téléphone	E-mail	Fax
SHELL SHOP BOULEVARD	Supermarché		ZONGO OUMAROU	GERANT	20981098	BOBO	BURKINA FASO	70743847		
EAU VIVE	Restaurant - Luxe		SŒUR HELIANE	Responsable cuisine	20972086	BOBO	BURKINA FASO	20972086		
LE MANDE	Restaurant - Luxe		HIEN THEOPHILE	GERANT	20982842	BOBO	BURKINA FASO	20982842		
MNI PRIX DE L'AEROPORT	Petits magasins, stands en bord de route		SEBERE	Employé	50 33 29 83	OUAGA	BURKINA FASO	50 33 29 83		
PRISA AIRPORT	Boutique d'aéroport		HAMED	GERANT	50 32 10 21	OUAGA	BURKINA FASO	50 32 10 21		
Silmandé	Hotel - Luxe		ZABRE HAMADO	Responsable cuisine	50 35 60 05	OUAGA	BURKINA FASO	50 35 60 05		
RELAXE HOTEL	Hotel - Luxe		M. OUOBA	Responsable cuisine		OUAGA	BURKINA FASO			
SORITEL	Hotel - Luxe		KONE ISMAEL	Maître d'hotel	50 33 04 78	OUAGA	BURKINA FASO	76 45 03 55	isma_ko@yahoo.fr	
SPLENDIDE HOTEL	Hotel - Luxe		BELEMKOMBGA IDRISSE	Responsable cuisine	76 63 18 42	OUAGA	BURKINA FASO	76 63 18 42		
HOTEL PALM BEACH	Hotel - Luxe		WELGO JEAN JUDICAEL	Responsable cuisine	50 31 09 91	OUAGA	BURKINA FASO	50 31 09 91		
STATION PETROFA PATTE D'OIE	Station service		OUEDRAOGO GILBERT	Gestionnaire de stock	50 42 02 36	OUAGA	BURKINA FASO	50 42 02 36		
STATION TOTALE	Station service		DERRA ABDOUL KADER	Chef du magasin	50 36 33 76	OUAGA	BURKINA FASO	76 59 53 88		
SHELL DASSASGO	Station service		BASSONO HERMANN	Chef du magasin	50364155	OUAGA	BURKINA FASO	76 51 51 75		
SONACOF	Petits magasins, stands en bord de route		KOLOGO AMINATA	caissière			BURKINA FASO	50364065		
RAYON D'OR	Petits magasins, stands en bord de route	salée	NARE ISSA	caissier	50 34 33 69	OUAGA	BURKINA FASO	50 34 33 69		
AKWABA	Restaurant - Moyenne/bas de gamme		ARNAUD	Responsable cuisine		OUAGA	BURKINA FASO			
COQ BLEU	Hotel - moyenne/bas de gamme			Gérant	50 31 01 93	OUAGA	BURKINA FASO	50 31 01 93		
LE LEVANT	Petits magasins, stands en bord de route		OUEDRAOGO SUZANE	caissière	50 36 65 76	OUAGA	BURKINA FASO	50 36 65 76		

BURKINA - Liste des entreprises achetant des noix de cajou transformées										
Nom	Activité	Produits recherchés	Contact	Fonction	Adresse	Ville	Pays	Téléphone	E-mail	Fax
HOTEL 421	Hotel - Luxe		Bily seydou Ouatarra	Directeur d'exploitation	01 BP 606 BOBO 01	BOBO	BURKINA FASO	20 97 43 11	hotinter@fasonet.bf	
AUBERGE	Restaurant - Moyenne/bas de gamme		SAMI SADE	Responsable	01 BP 329 BOBO 01	BOBO	BURKINA FASO	20971426		
RELAXE HOTEL/BOBO	Hotel - Luxe		HERVE	EXPLOITANT	01 BP 115 OUAGA 01	BOBO	BURKINA FASO	20972227		
ENTENTE HOTEL	Hotel - Luxe		TRAORE SEYDOU	GERANT	BP 1346	BOBO	BURKINA FASO			
STATION SERVICE SHELL	Station service		CONGO JACQUELINE	Vendeuse		BOBO	BURKINA FASO			
STATION SERVICE SHELL	Station service			caissière		BOBO	BURKINA FASO			
mini alimentation	Petits magasins, stands en bord de route		OUEDRAOGO YACOU	GERANT	20984157	BOBO	BURKINA FASO	20984157		
shopette Houet	Petits magasins, stands en bord de route		KONE ALIMATOU	caissière	70249098	BOBO	BURKINA FASO	70447992		
Alimentation Souley	Petits magasins, stands en bord de route		CHEIK SOULEYMANE	GERANT	70178972	BOBO	BURKINA FASO	70178972		
Boutique	Petits magasins, stands en bord de route		LOMPO HAROUNA	GERANT	20978858	BOBO	BURKINA FASO	20978854		
NIGNAN TIKORO	Petits magasins, stands en bord de route		NIGNAN TICKORO	COMMERCANTE		BOBO	BURKINA FASO			
COTROPAL	Petits magasins, stands en bord de route	Amande entière grillée, salée	SANON CHRISTINE	Coordonnatrice	20982136	BOBO	BURKINA FASO	20982136	cotropal@yahoo.fr	
FARISKA	Petits magasins, stands en bord de route		DJIBO AMINATA	caissière	76605946	BOBO	BURKINA FASO	76605946		
COBODIM	Supermarche		BAYALA CHRISTIAN	Vendeur	20972202	BOBO	BURKINA FASO	20972202		
SANGA MARKET	Supermarche		OUEDRAOGO AICHA	caissière	20977517	BOBO	BURKINA FASO	70703523		
MARINA MARKET	Supermarche		KONE MAMADOU	Vendeur	20970154	BOBO	BURKINA FASO	76272218		