



# CASHEW MARKETING & CONSUMPTION IN WEST AFRICA

## PART 2. COUNTRY SUMMARIES: MALI

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

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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.

# TABLE OF CONTENTS

<b>ACRONYMS AND EQUIVALENCIES .....</b>	<b>ii</b>
<b>1. STUDY OBJECTIVE AND METHODS .....</b>	<b>1</b>
<b>2. COUNTRY DESCRIPTION .....</b>	<b>4</b>
<b>3. MARKET OVERVIEW.....</b>	<b>4</b>
3.1 Local Processing Capacities.....	4
3.2 Snack Market.....	4
<b>4. DISTRIBUTION ANALYSIS.....</b>	<b>5</b>
4.1 General Overview .....	5
4.2 Supermarkets.....	5
4.3 Stands & Small Shops .....	6
4.4 Hotels.....	6
4.5 Service Stations.....	7
<b>5. CONSUMER PREFERENCES &amp; HABITS.....</b>	<b>7</b>
5.1 Consumption Habits .....	7
5.2 Purchase Habits .....	8
5.3 Product Preferences .....	8
5.4 What Prevents People from Buying More?.....	9
<b>6. CROSS-REGIONAL OPPORTUNITIES .....</b>	<b>9</b>
<b>7. CONTACTS .....</b>	<b>10</b>

# 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

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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/>)

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. 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 as 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

# MALI

## Import to High-End Tourist Market

## 2. COUNTRY DESCRIPTION

- Total population: 11.9 million inhabitants
- GDP per capita: \$1,200
- Urban population: 55%
- Capital: Bamako (population 850,000)
- Main cities: Segou (population 110,000), Sikasso (population 92,000), Mopti (population 88,000)
- Number of tourists/year: 140,000 foreign tourists and 44,613 local tourists in 2005
- Main tourist destinations: region around Mopti, Dogon country (Sangha, Bandiagara, Yedoumma), Djenne, Timbuktu, Diafarabe



## 3. MARKET OVERVIEW

### 3.1 Local Processing Capacities

There are no industrial or semi-industrial processors in Mali. Most cashew nuts sold on the local market come either from Malian informal cottage processors or from Burkina Faso.

Small-scale processors usually produce roasted and salted cashew nuts at a cheap price. There are no data available about the number of processors or about their capacity.

### 3.2 Snack Market

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

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

Snacks	Average Price/Kilo*	Common Items	Price/Item
<b>Cashews</b>	\$9.96	Unlabeled sachet (500 g)	\$4.00
		Unlabeled sachet (200 g)	\$1.60-2.40
<b>Peanuts</b>	\$3.83	Colorful plastic sachet (100 g)	\$0.20
		Unlabeled sachet (500 g)	\$1.00-1.65
<b>Mixed Nuts</b>	\$16.42	Colorful plastic sachet (150 g)	\$4.00-6.30
<b>Almonds</b>	\$16.00	Aluminum sachet (125 g)	\$4.50
		Plastic sachet (550 g)	\$5.20
<b>Potato Chips</b>	\$22.89	Aluminum sachet (25 g)	\$0.84
		Aluminum sachet (170 g)	\$4.60

\*The average exchange rate is 500 CFA = \$1.00.

Cashew nuts are a luxury snack food but are still cheaper than imported almonds, mixed nuts, or potato chips in Mali. Information on comparative sales volumes was not available as stores do not track it.

**Snack Consumption.** The most widely consumed snacks by people interviewed during the consumer survey are peanuts (96%), potato chips (76%), plantain chips (50%), mixed nuts (32%), coconut biscuits, popcorn, and dried shrimp.

## 4. DISTRIBUTION ANALYSIS

### 4.1 General Overview

- Cashews are widely available in Bamako, the capital: 90% of supermarkets, shops, and hotels in Bamako sell or use cashews.
- There is little distribution in tourist regions; for example, only 23% of retailers in Mopti and 18% in Segou sell cashews.
- There is only one brand, since most cashews are sold unlabeled.
- Prices are very low for West Africa: cashews average \$8.00/kg in supermarkets, and \$12.00/kg in small shops and boutiques.



**Cashew shelf in a supermarket in Mali**

### 4.2 Supermarkets

Key Facts - Supermarkets	
Percent selling cashews	100%
Percent selling broken cashews	0%
Most common cashew products	Roasted and salted (100%)
Most common pack sizes	400 g (bottles or sachets) 200 g sachets 100 g sachets
Average retail price/item	\$3.85
Average retail price per kg	<b>\$8.09</b>
Estimated monthly volume/establishment	NA
Average retail margin	27%

- Cashews are distributed in many supermarkets in Mali, but only in Bamako.
- There is only one established brand—over 90% of cashews are sold in unlabeled sachets.
  - The brand is distributed under the GTC label.
  - There are numerous cottage processors around Bamako.
- Terms of payment:
  - Credit (54%)
  - Cash (46%)
- Limitations to increased sales:
  - Product prices
  - Product quality
  - Lack of promotions on health benefits of cashews
  - Packaging

➔ *Developing simple and descriptive labels will increase perceptions of quality and promote brand loyalty.*

➔ *Labels can describe health benefits of cashews and their artisanal origin to increase consumer interest.*

### 4.3 Stands & Small Shops

Key Facts – Stands and Small Shops	
Percent selling cashews	42%
Percent selling broken cashews	0%
Most common cashew products	Grilled and salted (100%)
Most common pack sizes	200 g 100 g 5000 g
Average retail price/item	\$2.26
Price per kg	\$12.02
Estimated monthly volume/establishment	NA
Retail margins	27%

- Cashews are also widely sold in the *Alimentations*, small corner stores often run by foreigners.
- Prices are a third higher than in the supermarkets.
- All products are unbranded and sold in plastic sachets.
- Terms of payment:
  - Cash (67%)
  - Credit (33%)
- Limits to increased sales:
  - Product quality
  - Product prices
  - Lack of promotions to raise awareness of cashews among consumers
  - Product packaging

### 4.4 Hotels

Key Facts – Hotels	
Percent using cashews	100% (luxury hotels) 11% (mid-range hotels)
Percent using broken cashews	0%
Estimated monthly volume/establishment	3-4 kg
Common packs	Sachets of 100 g, 150 g and 200 g
Preferred cashew products	Roasted and salted whole kernels (100%)
Source	Cashew retailers. There is no direct contact with processors.

- Cashews are widely available in luxury hotels in Bamako (100%), but less in mid-range hotels more common in tourist regions up-country.
- Cashews are mainly used as a free snack item and are not sold directly to customers through mini-bars.
- Hotels source cashews from nearby supermarkets.
- Limitations to increased sales
  - Product quality
  - Product price
  - Lack of processor promotions

➔ *Processors should target tourist areas of Mali where cashew distribution is low, or form partnerships with wholesalers active in these areas.*

- ➔ *Small, attractive, African-themed packages will encourage greater direct sales to tourists and increase potential sales through mini-bars.*

#### 4.5 Service Stations

Key Facts – Service Stations	
Percent selling cashews	50%
Percent selling broken cashews	0%
Most common cashew products	Roasted and salted (100%)
Most common pack sizes	400 g (bottles or sachets)
	200 g sachets
	100 g sachets
Average retail price/item	1,000 CFA
Average retail price per kg	4,500 CFA

- Cashews are sold in some service stations in Bamako.
- Products are sold in unlabeled sachets.
- **All cashews come from local cottage processors.**
- Terms of sale:
  - Cash (50%)
  - Credit (50%)
- Limitations to increased sales same as in supermarkets and small shops

- ➔ *Developing simple and descriptive labels will increase perceptions of quality and promote brand loyalty.*

## 5. CONSUMER PREFERENCES & HABITS

*During the interviews, many people appeared to exaggerate their consumption and purchase of cashews, making data more difficult to interpret. Therefore, only main trends are described below, without many figures and/or graphs.*

### 5.1 Consumption Habits

Most (79%) people interviewed knew what a cashew nut is, yet only 57% of them had eaten cashews.

- ➔ *Cashew awareness can be increased in Mali.*

Type of cashews consumed regularly:

- **Roasted and salted nuts** are the most popular cashews consumed by the interviewees.
- Consumers who had tried other products (e.g., flavored nuts, cashew cookies) enjoyed them.
- Only 30% of participants in the group interview said they would buy broken kernels if they were cheaper.

Location of consumption:

- Most consumers eat cashews at home as a snack.
- Cashew nuts are also consumed in some hotels and restaurants, mainly as a snack.

- Finally, several consumers indicated that they often eat cashew nuts during corporate training sessions or conferences.

#### Seasonal consumption:

- People interviewed who had eaten cashews consume the nuts especially at birthday celebrations (50%), at weddings (25%), and during the cooler months (20%).

➔ ***Develop more cashew-based products—including cashew cookies, caramelized cashews, etc.—since they seem appreciated by consumers.***

#### Perception of the products:

- 81% of consumers said they would buy more cashews if they could easily find “African cashews.”
- The most common adjectives attributed to cashews are **expensive** and **tasty**.
- Only 50% of participants in the group interview saw cashews as a healthy product, but all said they would buy more cashew nuts knowing that they are **good for the health**.

## 5.2 Purchase Habits

#### Where do people buy cashews?

- **Cashews are mainly sold in supermarkets and small market stands.**
- **Only 6% of people interviewed said they could find cashew nuts easily;** 88% said that they would like to buy cashews where they are currently unavailable, including market stands and small shops, especially in and around Mopti.

➔ ***Improve cashew distribution by supplying more small shops, especially in cities other than Bamako (Segou, Mopti).***

## 5.3 Product Preferences

#### Packaging:

- **Attractive:** Most participants in the group interview paid a great deal of attention to the colors of the packs and labels.
- **Presentable:** Nice plastic jars that consumers could present on tables, whether at home or at corporate meetings, are appreciated.
- **Robust packaging that will extend the products’ shelf life:** Most interviewees disliked low quality plastic sachets because they perceived that the nuts were not well-protected.
- Several people interviewed said they would prefer large packs of cashews that could easily be shared with friends, colleagues, family, etc.

➔ ***Use attractive colors and labels.***

➔ ***Design cashew packaging (shape, materials) to be presentable on a table.***

➔ ***Good conservation of nuts is key: Use airtight resealable packs for the next use.***

#### Flavor:

- All participants in the group interview preferred roasted and salted cashews.
- Participants did not like peppered or spicy nuts.

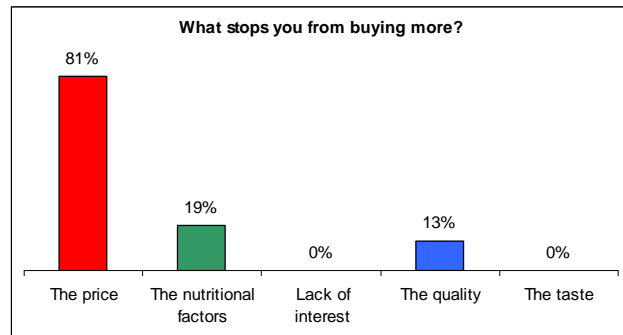
#### Price:

- Cashew nuts are perceived as **expensive products relative to the low average income per capita**. Interviewees asserted they were, on average, likely to pay the following prices for cashews:
  - \$12 per kg (5,900 CFA) in plastic sachets (75 g)
  - \$15 per kg (7,500 CFA) in aluminum sachets (125 g)
  - Up to \$11.40 per kg (6,300 CFA) in plastic jars (210 g)

➔ *Additional value can be created by improving the quality of the packs: High-end consumers favor strong and appealing aluminum sachets or plastic jars.*

#### 5.4 What Prevents People from Buying More?

Price is the main constraint to consumption.



## 6. CROSS-REGIONAL OPPORTUNITIES

- Cashews produced by cottage processors are **cheap**, even if production capacity is low.
  - If **processing capacity is sufficient, the low prices of the kernels present opportunities for sales** to neighboring countries like Algeria, Côte d'Ivoire, Mauritania, and Senegal.
  - Attractive and durable packages or labels may allow Malian cashews to achieve higher prices in the retail market, but distribution will be difficult.
  - **The bulk market is probably easier to access** and requires less investment in terms of partnerships and changed packaging.
- ➔ *Capitalize on the low price of Malian nuts by targeting export markets in neighboring countries.*
- ➔ *Improve packaging by designing attractive labels.*

## 7. CONTACTS

MALI - Liste d'entreprises achetant des noix de cajou transformées										
Nom	Type d'Activité	produits recherchés	Contact	Fonction	Adresse	Ville	Pays	Téléphone	E-mail	Fax
Tonino Market	Supermarché	Noix de cajou grillée salée	Adam Diakité	Employé de commerce	Korofina Sud Rte de Koulikoro	Bamako	Mali	00223 673 81 81	<a href="mailto:adamdiakite@yahoo.fr">adamdiakite@yahoo.fr</a>	
La FOURMI	Supermarché	Noix de cajou grillée salée	Modibo Samaké	Responsable des rayon de collations	Hippodrome Rte de Koulikoro	Bamako	Mali	00223 632 71 41	Pas d'e-mail	
AZAR LIBRE SERVICE	Supermarché	Noix de cajou grillée salée	Gilbert HENOUD	Gerant	Hippodrome Rte de Koulikoro	Bamako	Mali	00223 533 03 63	Pas d'e-mail	
Maisonnée	Supermarché	Noix de cajou grillée salée	Hichan Badaoui	Commerçant	Quinzambougou Rte de Sotuba	Bamako	Mali	00223 671 96 63	Pas d'e-mail	
CALIPRIX	Supermarché	Noix de cajou grillée salée	Hares Alam	Gerant	Quinzambougou Imm Campagnard	Bamako	Mali	00223 673 93 93	<a href="mailto:caliprix@hotmail.com">caliprix@hotmail.com</a>	
Boutique SELECT	Station Service	Noix de cajou grillée salée	Moussa Traoré	Employé de commerce	Quinzambougou Station Shell Mali	Bamako	Mali	00223 903 35 38	Pas d'e-mail	
Supermarché de l'Amitié	Supermarché	Noix de cajou grillée salée	Ali Haidara	Gerant	Niarela Rte de Cimétière	Bamako	Mali	00223 221 85 12	Pas d'e-mail	
Superette la Ruche	Alimentation	Noix de cajou grillée salée	Moussa Yonli	Caissier	korofina Sud Rte de Koulikoro	Bamako	Mali	00223 224 14 30	Pas d'e-mail	
Supermarché de l'Amitié	Supermarché	Noix de cajou grillée salée	Tony Hadel	Gerant	Quartier commercle	Segou	Mali	00223 232 02 26	<a href="mailto:tonyhaded@hotmail.com">tonyhaded@hotmail.com</a>	
ASIA	Restaurant	Noix de cajou grillée salée	Tri	Gerant	Quinzambougou en Face de Boulangerie Dossolo	Bamako	Mali	00223 221 22 48	<a href="mailto:hvtri-86-86@yahoo.fr">hvtri-86-86@yahoo.fr</a>	
Alimentation TRINGA	Alimentation	Noix de cajou grillée salée	Kaou TOURE	Commerçant	Faladié Rue du Gouverneur	Bamako	Mali	00223 673 66 38	Pas d'e-mail	
Boutique STAR	Station Service	Noix de cajou grillée salée	Ibrahim M MAIGA	Gerant	Badalabou gou Avenue de l'OUA	Bamako	Mali	00223 679 83 93	Pas d'e-mail	
MALI CATERING	Société Aérienne de Restauration	Noix de cajou grillée salée	Coulibaly Boubacar	Assistant Administratif et financier	Aéroport Senou	Bamako	Mali	00223 220 49 49	<a href="mailto:mali.catering@cefib.com">mali.catering@cefib.com</a>	
Alimentation Mali-Lait	Alimentation	Noix de cajou grillée salée	Sekou Keita	Commerçant	Centre commercial Imm Sory KONANDJI	Bamako	Mali	00223 619 43 58	Pas d'e-mail	
Les Delices	Alimentation	Noix de cajou grillée salée	Mm TOURE Albatourou Alkhadi	Gerant	Millionkin sur la Rte Nationale 5	Mopti	Mali	00223 2 420 471	Pas d'e-mail	
Mini Prix	Alimentation	Noix de cajou grillée salée	Hamidou COULIBALY	Commerçant	Bamako- coura su la Rte de Mopti	Mopti	Mali	00223 672 48 62	<a href="#">Pas d'e-mail</a>	
Alimentation et Divers	Alimentation	Noix de cajou grillée salée	Malick Tapo	Commerçant	Centre commercial Mopti	Mopti	Mali	00223 672 45 42	Pas d'e-mail	
Ambédjélé Hotel	Hotel Restaurant	Noix de cajou grillée salée	Salif Tapsoba	Responsable de l'approvisionnement	Sur la Rte de Sevaré-Mopti	Mopti	Mali	00223 2 421 031	Pas d'e-mail	2232421030
Azalai Hotel Nord-SUD	Hotel Restaurant	Noix de cajou grillée salée	Isaac Coulibaly	Directeur D'exploitation	Avenue du Mali BP 1060 ACI 2000 Hamdalaye	Bamako	Mali	00223 229 69 00	<a href="mailto:azalainordsud@azalahotels.cm">azalainordsud@azalahotels.cm</a>	00223 229 69 69
Azar Center	Supermarché	Noix de cajou grillée salée		Gerant	Badalabou gou Avenue de l'OUA en face de l'Amendine BP1104	Bamako	Mali	00223 222 42 92	<a href="#">Pas d'e-mail</a>	Pas de fax

Liste des entreprises achetant des noix de cajou transformées										
Nom	Type d'Activité	produits recherchés	Contact	Fonction	Adresse	Ville	Pays	Téléphone	E-mail	Fax
<b>Azalai Hotel Salam</b>	Hotel Restaurant	Noix de cajou grillée salée		Responsable de l'approvisionnement	Quartier du Fleuve à l'entée du Pont Fad ibn BEN AZIZ	Bamako	Mali	00223 222 12 00	<a href="mailto:azalaisalam@azalaihotels.com">azalaisalam@azalaihotels.com</a>	00223 222 36 37
<b>Alimentation Générale</b>	Alimentation	Noix de cajou grillée salée	Moussa SISSAKO	Commerçant	Torokorobougou Rte de Kalaban coro	Bamako	Mali	00223 673 80 22	<a href="#">Pas d'e-mail</a>	Pas de fax
<b>Horizon CATERING</b>	Société de Restauration Aérienne	Noix de cajou grillée salée	Mm Diarra Mariam	Assistante Administrative et financière	Aéroport Senou	Bamako	Mali	00223 222 23 27	<a href="mailto:kanouh@afribone.net.com">kanouh@afribone.net.com</a>	00223 222 33 15
<b>Azalai Grand Hotel</b>	Hotel Restaurant	Noix de cajou grillée salée		Responsable de l'Approvisionnement	Centre ville BP 104	Bamako	Mali	00223 222 24 92	<a href="mailto:azalaigrandhotel@azalaihotels.com">azalaigrandhotel@azalaihotels.com</a>	00223 222 26 01
<b>La Maraichère</b>	Agro_alimentaire	Noix de cajou grillée salée	Abdallah Bocoim	Gerant	Quinzambougou en face de CEFAO Technologie	Bamako	Mali	00223 671 09 66		