

Project title : CARDOIL - Feasibility study of local sales of CNSL for fuel to boost competitiveness of cashew processors

Project place	Project cost	Role in the project	Technical and financial sponsors	Dates
Côte d'Ivoire	69 000 €	Value chain and combustion techniques expertise	Centre for the Promotion of Imports - CBI, Fúnteni Facilities and Consulting	November 2020 - October 2023

Project's goals and results

Main goals

In the implementation stage of the "CBI Cashew programme Côte d'Ivoire", meso (sector) level interventions with stakeholders in the cashew sector are focused on enhancing competitiveness of cashew processing with the aim of increasing the % of processing in Cote D'Ivoire (and Benin). Due to the decreasing CNSL price on the international market from 2016, cashew processing factories in Cote D'Ivoire are not exporting, nor extracting CNSL anymore. A study was done by ACA on by-products in 2019 and a recommendation was to focus on CNSL fuel as an alternative energy solution for local markets. This is a new product-market combination and both the product as well as the market are still to be developed. The Cardoil project intends to conduct applied research in order to assess and harness the potential of this alternative product-market combination for enhancing the competitiveness of cashew processors.

Specific objectives

SO1. Assess the potential of an alternative product-market combination consisting of local sales of CNSL fuel blend for enhancing the competitiveness of cashew processors

SO2. Assess the opportunity for pilot experiences in CNSL fuel, either in controlled conditions or in industrial setting

SO3. Identify the technical requirements for appropriate combustion technologies for CNSL

SO4. Support two cashew processors in strengthening their skills to understand the local CNSL market and analysis procedures

SO5. Develop the market strategy and the upscaling plan for these factories

Beneficiaries

- 2 cashew processing factories who will benefit from technical assistance to better understand the CNSL fuel market and adapt their CNSL extraction and treatment process to this specific case
- CBI's Cashew programme Côte d'Ivoire

Results

R1. Assessment of feasibility of local sales: mapping of potential / demand for CNSL fuel, client conditions and preferences on CNSL supply are determined

R2. Assessment of feasibility to find necessary adapted materials for the pilot

R3. Burner requirements are identified, tested and the blend CNSL-Crude oil is optimised

R4. Two cashew processors are trained on CNSL lab analysis

R5. Marketing strategy and upscaling plan are developed

Activities

A1. Assessment of feasibility of local sales: mapping of potential / demand for CNSL fuel

A2. Identification of key CNSL quality parameters and research of available CNSL treatment solutions

A3. Assessment of the needs of ivoirian industries on liquid fuel, and their readiness and interest to host pilot experiences

A4. Identification of appropriate combustion technologies for CNSL

A5. Pilot experiences on CNSL combustion in industrial burners

A6. Support to two cashew processors on local CNSL market knowledge and quality analysis

A7. Development of market strategy of CNSL fuel and upscaling plan