



I AM ACHIN AGGARWAL FROM SKB NUTS PVT LTD WORKING IN CASHEW TRADING FROM
LAST 25 YEAR AND

ALSO

WE REPRESENT VIETMOULD MACHINE FROM VIETNAM

SPECIALIZES IN CASHEW MACHINE MANUFACTURING

OUR COMPANY VIETMOULD HAS SET UP SOME OF WORLD BIGGEST CASHEW PROCESSING
PLANTS IN IVC INDIA INDONESIA AND OTHER COUNTRIES LIKE

LIKE DORADO , BOLA AGRO PVT LTD , AND OTHERS





DRIED FRUITS AND NUTS
COUNCIL (INDIA)



CHANGES DUE TO AUTOMATION IN CASHEW INDUSTRIES

- PROCESSING TIME IS LESS EARLIER IT WAS 12-14 DAYS WHEN WE CAN GET PACKED FINAL MATERIAL NOW WE CAN GET PACKED MATERIAL IN 5-6 DAYS SO AVAILABILITY OF CASHEW KERNEL IS ALWAYS THERE WE DONOT FACE SHORTAGE OF SPECIFIC GRADES IN FESTIVAL SEASON ALSO
- SCATTERED PROCESSING ALL OVER INDIA
- EARLIER IT WAS PROCESSED IN KERELA ,MANGLORE ,ORRISA
- NOW IT SCATTERED ALL OVER INDIA
- LESS BROKEN KERNEL WITH UPDATED MACHINE WE CAN GET
- VERY LESS BROKENS COMPARE TO EARLIER PROCESSING METHODS



GROWTH CHALLENGES IN CASHEW KERNEL SALES

- MYTH THAT CASHEW KERNEL INCREASE BAD CHOLESTROL
- STUDIES HAVE PROVEN THAT CASHEW KERNEL DO NOT INCREASE BAD CHOLESTROL BUT IT IS GOOD FOR SKIN AND RICH IN VITAMIN E
- COMPETITION WITH OTHER NUTS ,PEOPLE LIKES CASHEW FOR ITS TASTE BUT OTHER COUNTRIES PROMOTE THERE NUTS FOR NUTRITIONAL VALUE AND DO INVESTMENT ON PROMOTION
- ON THE CONTRARY THERE IS LACK OF PROMOTION FOR
- CASHEW KERNEL
- NEED BIG TIME PROMOTION FOR CASHEWS



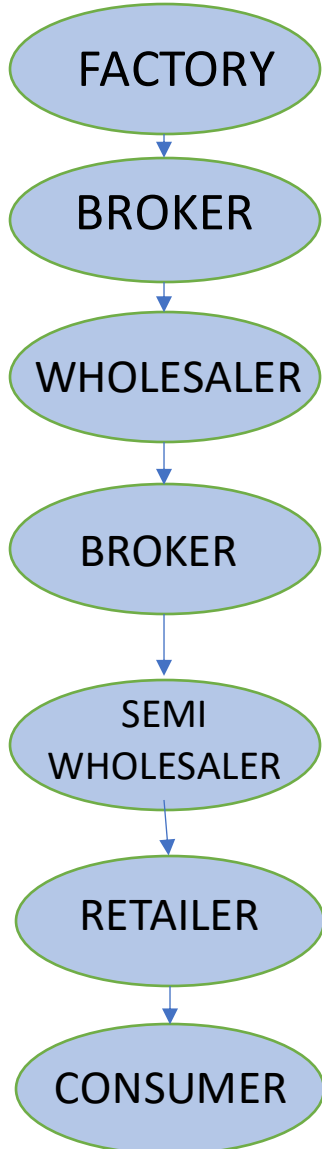
LACK OF STOCKIST FOR KERNEL AND R&D IN KERNEL SECTOR

- DUE TO SCATTERED PRODUCTION TRADERS HAVE ALMOST STOPPED INVESTING IN CASHEW AS STOCK WHICH HAS CREATED INVESTMENT BURDEN ON PRODUCER
- THERE IS A LACK OF R&D ON INCREASING SHELF LIFE OF CASHEW
- AS CASHEW KERNEL IS A DELICATE NUT COMPARED TO OTHER NUTS LIKE ALMONDS AND PISTACHIO SO MORE R&D IS NEEDED ON PACKAGING INDUSTRY
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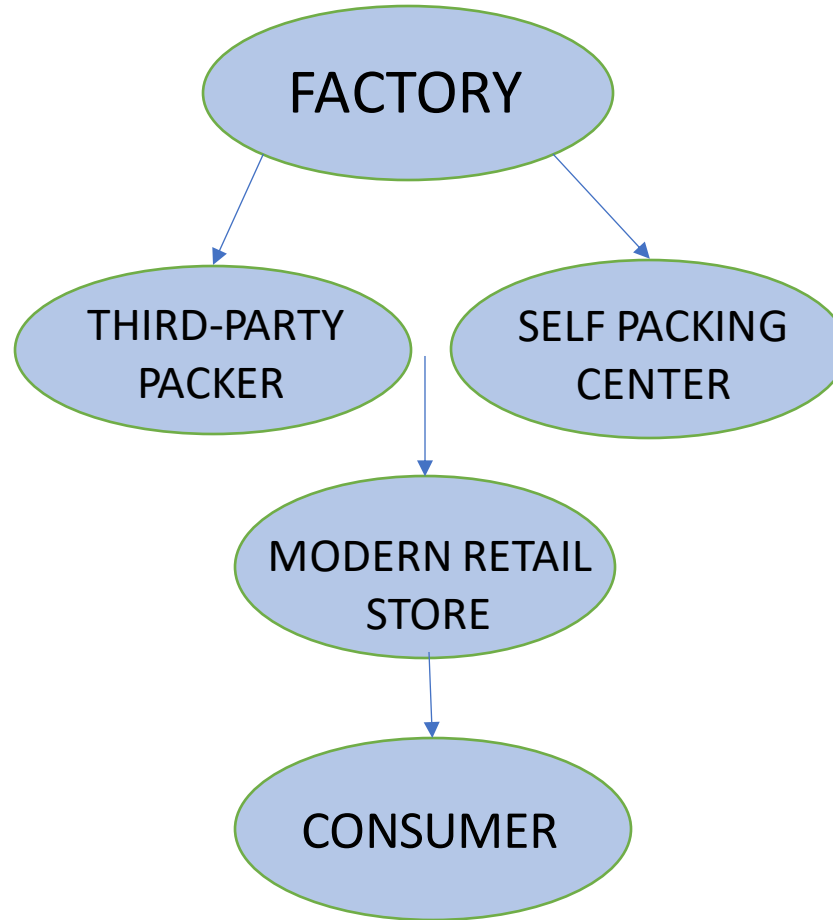


SUPPLY CHAINS

CONVENTIONAL SUPPLY CHAIN



MODERN RETAIL



E-COMMERCE

