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**COMMERCIAL PROPOSAL**

*Cashew*

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# CASHEW

## GENERAL INFORMATION

The cashew tree is native to the northeast of Brazil. During the sixteenth century, the Portuguese introduced it to India and the Portuguese colonies of Africa, such as Mozambique. From India, cashew trees expanded throughout Southeast Asia. The cashew tree grows in tropical regions with an annual rainfall between 400 and 4,000 mm and can be found both in areas at sea level and at altitudes of 1,000 m. The main producing countries are India, Vietnam, Cote d'Ivoire, Guinea Bissau, Tanzania, Benin, Brazil and other countries of central-western and eastern Africa and Southeast Asia. Plantations have also been established in South Africa and Australia.



The cashew nut (*Anacardium occidentale* L.) belongs to the Anacardiaceae family, which includes about 60 genera and 400 species, such as mango (*Mangifera indica* L.) and pistachio (*Pistacia vera* L.). Cashew trees are evergreen and can grow rapidly up to 20 m, although they usually reach heights of 8-12 m. *Anacardium occidentale* L. is an andromonoica species, with male and hermaphroditic flowers in the same plant and in the same panicle.

The cashew nut has been used as a snack for centuries. In Asian cuisine, it has been used as a main ingredient in culinary preparations and desserts. Cashews are also used as an ingredient in chocolates, cookies and ice cream. Recently, cashew milk has gained popularity as a substitute for lactose-free milk.

Like other nuts, cashews are healthy and full are micronutrients that are rare in other foods.

Cashews, along with pistachios, are nuts with the lowest fat content. Almost 80% of the fats in cashew nuts are unsaturated, which helps maintain healthy cholesterol levels. They are also rich in tocopherols and phytosterols.

The cashew nut is developed inside a shell that contains inedible phenolic oil, also known as cashew nut liquid, of wide industrial use thanks to its polymerization and antifriction properties. The nut is suspended from a false edible fruit called cashew apple, which contains high levels of vitamin C. The cashew apple can be consumed as fresh fruit, mixed in fruit salad or can be used to make juices that, if distilled, give rise to alcoholic beverages.



## STATUS OF CASHEW NUT PRODUCTION

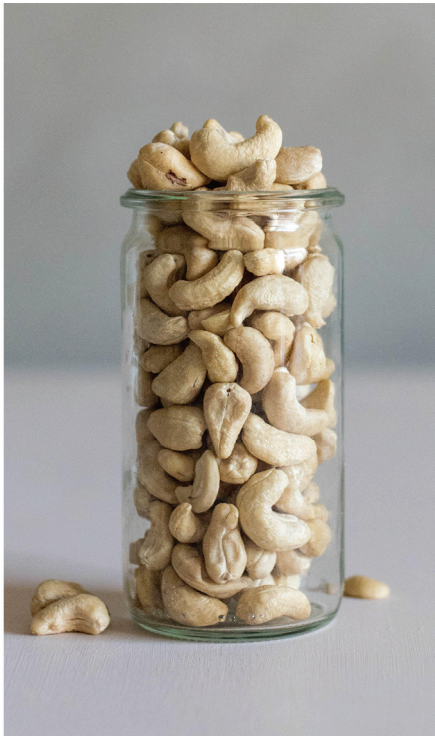


The production of cashews is stabilized between 470,000 and 580,000 metric tons (without husk) per year. India, with a production of 150,000-190,000 metric tons per year occupies the first place, followed by Côte d'Ivoire and Vietnam, with a production of 70,000-95,000 metric tons each, and by Brazil, with a production of 40,000-60,000 tons metrics.

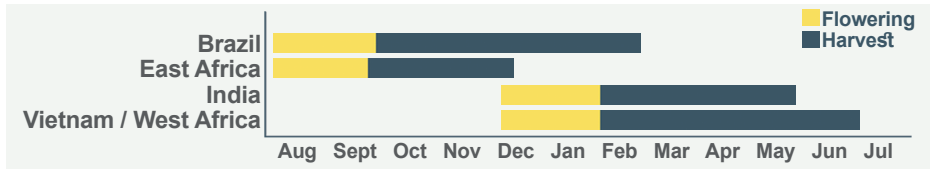
Flowering occurs from December to April in the Northern Hemisphere and from June to December in the Southern Hemisphere, with a high concentration from September to November. The cashew tree has cross fertilization.

Approximately one week after fertilization, an immature nut appears with a tiny apple (false fruit). The nut grows rapidly until it reaches almost 80% of its final size. Once the walnut has reached its final size, the false fruit begins to swell and take the shape of an apple. The cashew apple has a thin green skin that, when ripe, turns reddish or yellow and emits fragrance. Meanwhile, the walnut shell becomes hard and gray as the seed grows inside.

Once it reaches maturity, the apple falls off the tree and falls to the ground along with the nut. The ripening time oscillates between 2 or 3 months depending on the variety, the state of health of the tree and the climatic conditions during the growth of the fruit.



*The harvest takes place during the dry season and the cashew nuts are only collected when the false fruit is fully ripe. As there are between three and four blooms and fructifications over a period of 3-4 months, several collections should be made. The nut remains firmly attached to the apple, so the harvest includes this false fruit. The nuts are separated from the apples, dried in the sun for 2-3 days and sent to the factories for peeling and subsequent processing. Apples are usually consumed in local farms and markets.*



The image shows the months with the highest concentration of flowering; however, the flowering season may be longer depending on the variety and the area.

*In general, the collection seasons are similar in the producing countries that have the same location with respect to the equator. In countries north of the equator, such as India, Vietnam and West Africa, collection starts at the beginning of the year and ends around the middle of the year. The countries of the southern hemisphere, such as Brazil and East Africa, harvest from September / October to the beginning of the following year.*







# TREE PRODUCTS

The cashew produces a soft, shiny and juicy false fruit, known as a cashew apple that has a single nut of hard shell and gray in its lower part. This nut is the most valuable product that is normally consumed as a snack or used in baking and gastronomy. Cashew nut is rich in unsaturated fatty acids, in palmitoleic, vaccenic, linoleic and gadoleic acids, and especially in oleic and linoleic acid. Nuts are also a good source of protein,



The juice of the cashew apple is used mainly to make beverages, both fermented and unfermented. In addition, jams, jaleus, syrups, candied fruit and preserves can be made with their pulp. Its juice is rich in vitamin C, antioxidants, minerals and sugars.

The cashew nut liquid is commonly used for industrial purposes. This oil is harmful, contains cardol and anacardic acid, and has polymerization and antifriction properties. It is used in many industrial processes, such as in the manufacture of lubricants, varnishes, cements, medicines, antioxidants and fungicides, among others.

Most cashews are consumed as a snack in raw or roasted, salted or flavored with flavors. Cashew nuts are also used as an ingredient in Indian cuisine in both sweet and salty recipes. The food industries are increasing the use of cashew nuts as an ingredient for new recipes



## USES IN BAKERY AND CONFECTIONERY

INDUSTRY	USES
Ice Cream	The Sliced cashews are used as a dressing / cover in ice cream
Bakery (cakes)	Chopped cashews are used as a dressing / cover in cakes, as in dehydrated fruit cakes.
Bakery (cookies)	The sliced cashews are used in the making of cookies.
Confectionery	The chopped cashews serve as an ingredient in chocolates. Whole cashews can be covered with chocolates, pepper, chilli, etc.
Candies	As a dressing / cover and as base (powder) for candies.



## OTHER USES

INDUSTRY	USES
Restaurants	Cashew flour is used to give consistency (thickness) to curry.
Healthy Drink	The cashew is used as an ingredient in healthy drinks.
Ready to Eat Products	Many brands use chopped cashews as an ingredient in their "ready-to-eat" breakfast products, Rava, Idli, Upma, oatmeal and to prepare sweets such as Payasam.  Chopped cashews are also used as salad dressing.



# FORMS

The United Nations Economic Commission for Europe (UNECE) collects the following forms and specifications in the Standard DDP-17 regarding the commercialization and control of the commercial quality of cashew-free cashew (2013 edition).

## SPECIFICATIONS

SIZE CODE	MAXIMUM NUMBER CASHEWS PER POUND	MAXIMUM NUMBER OF CASHEWS PER KILOGRAM
150	150	325
180	180	395
210	210	465
240	240	530
320	320	706
450	450	990
500	500	1100

*Uses:*

- *Raw snack, toasted or flavored.*
- *Ingredient for confectionery and bakery.*







# CHUNKS

## SPECIFICATIONS

Name / Size Code	Minimum Size
<b>Large Pieces</b>	Don't go through a mesh opening screen of 4.75mm.
<b>Small Pieces</b>	Don't go through a mesh opening screen of 2.80mm.
<b>Very Small Pieces</b>	Don't go through a mesh opening screen of 2.36mm.

Uses:

- *Ingredient for confectionery and bakery.*
- *Ingredient for Cereals.*
- *Candies.*

# DICED / BABY BITS

## SPECIFICATIONS

Name / Size Code	Minimum Size
<b>Baby Bits or Granules</b>	Don't go through a mesh opening screen of 1.70mm.

Uses:

- *Ingredient for Cereals.*
- *Topping for Ice Creams.*
- *Ingredient for confectionery and bakery.*

# FLOUR / MEAL & MILK

Name / Size Code	Minimum Size
Cashew Butter Indian Curry, confectionery and bakery	Don't go through a mesh opening screen of 1.70mm.

**Large pieces**



**Small pieces**



**Baby Bits**



**Flour**

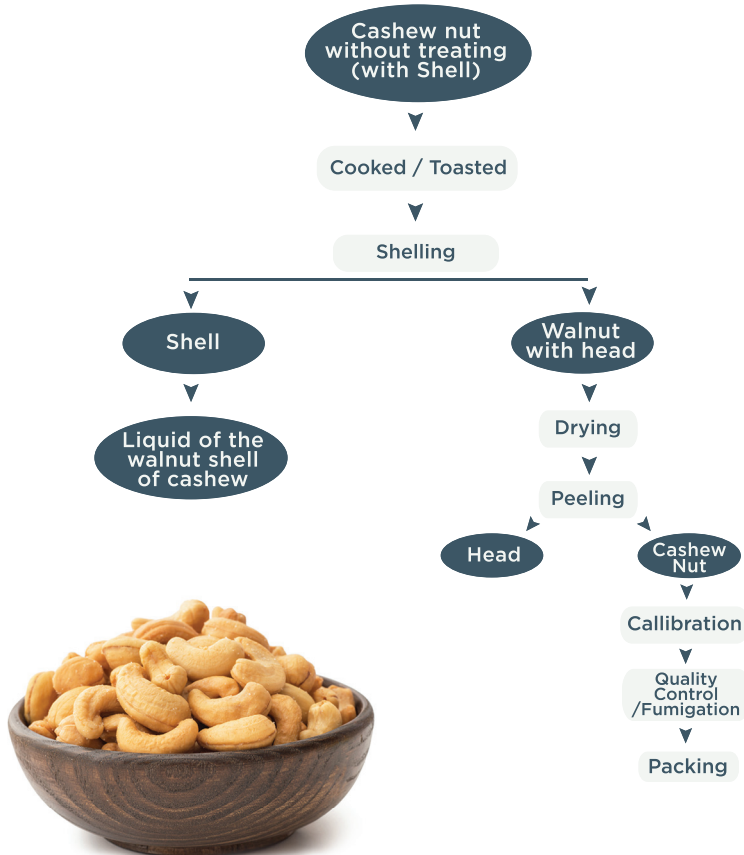


# PROCESSING

Cashew nuts are processed immediately after harvesting, which is essential to maintain their quality and properties. Farmers separate walnuts from cashew apples to dry them. These raw materials are marketed and subsequently processed to obtain the cashew nut.

Packaging is essential to maintain quality, especially to avoid alterations, deterioration or contamination of the product. Adequate packaging guarantees a better quality and a higher value product.

After packaging, it is essential to maintain optimal storage conditions under control in order to preserve the properties of the product.



# QUALITY REQUIREMENTS

To ensure the safety of cashew nuts, international producers and processors have established a wide variety of good practices. Cashews are produced according to international quality control and food safety standards. To control the content of chemical substances, microorganisms, pesticides and contaminants, careful practices have been established

## QUALITY ASSURANCE

The following quality programs are supported by the industry:

- Good Agricultural Practices (GAP), which provide producers with guidelines and principles applicable to production and post-production processes, to produce healthy and healthy cashew nuts, minimizing potential hazards, such as pathogens or contaminants, and pest control materials.

- Good Manufacturing Practices (GMP), which define the procedures that operators must use in the stages of processing, packaging, storage and transportation to ensure the quality of the product. The operators use GMP to handle the cashews with the best sanitary conditions.

- Hazard Analysis and Critical Control Points (AP-PCC), which provides a systematic preventive method for food safety to identify, measure and control the risk of biological, chemical and physical hazards in production processes.

APPROXIMATE QUALITY CHARACTERISTICS:	
Chemicals	
Humidity	Max 5%
Free Fatty Acids	< 0,7%
Peroxide index	< 1 meq/kg
Microbiological	
Total Count in Plate	< 10.000 cfu/g
Molds and yeasts	< 500 cfu/g
Enterobacteria	< 10 cfu/g
Coliforms	< 10 cfu/g
E. coli	No medible
Salmonella	Negative in 25g
Staphylococcus aureus	<100 cfu/g
Streptococcus	< 100 cfu/g



# STANDARDS & GRADES

Cashew nuts are classified according to their size, shape and color. The nuts must have been obtained from the roasting, peeling and peeling of the cashew nut (*Anacardium occidentale* L.). The following requirements have been taken from the UNECE Standard DDP-17 on the commercialization and control of the commercial quality of cashew-free cashew, created by the Section for Dry and Dehydrated Products of the United Nations Economic Commission. Europe (UNECE) with the help and recommendations of the International Council of Dried Fruits (INC) and the supervision and approval of the main producing countries.



Category	Commercial Designation	Description
Extra	White	White, pale ivory, gray ash pale, light yellow
Category I	"scorched" or "lightly blemished"	Light brown, light ivory, light ash gray, intense ivory, yellow
Category II	"scorched seconds" or "dessert"	Light brown, amber, light blue, intense brown, deep blue, discolored, dotted with black spots, immature, spotted and speckled

Size Code	Maximum number of cashews per pound	Maximum number of cashews per kilogram
150	150	325
180	180	395
210	210	465
240	240	530
320	320	706
450	450	990
500	500	1100
Designation Size Code	Minimum Size	
"Large pieces"	Don't go through a mesh opening screen of 4.75 mm.	
"Small pieces"	Don't go through a mesh opening screen of 2.80 mm.	
"Very small pieces"	Don't go through a mesh opening screen of 2.36 mm	
"Baby bits" or "granules"	Don't go through a mesh opening screen of 1.70 mm	



# QUALITY TOLERANCES

Permissible tolerances, percentage of defective product, by number or weight.

Allowed defects		Extra	Category I	Category II
a)	Tolerance for cashew nuts that do not meet the minimum requirements	6	9	12
	<b>No more than</b>			
	Not sufficiently developed, shrunken or wrinkled	1	2	Not Applicable
	Moldy, rancid, rotten	10,5	1	1
	Alteration by pests	0,5	1	1
	Pests alive	0	0	0
	Surface alterations (only whole nuts)	1	2	5
	Adhered head	3	3	5
b)	Tolerance of size, in case of calibration for product not conforming to the indicated size, in total:			
	Whole (by number)	10	10	10
	Pieces (by weight) (smaller sizes)	10	10	10
c)	Tolerance for other defects:			
	Broken nuts ("butts", "splits" and "pieces") in whole walnuts	10	10	10
	"Pieces" in "butts"/"splits"	10	10	10
	Nuts with color of category immediately below	5	5	Not Applicable
	Foreign material, loose fragments of shell, loose fragments of seed coat, dust (by weight)	0,1	0,1	0,1

## CASHEW NUTS- EXTRA/WHITE



## CASHEW NUTS - CATEGORY I /SCORCHED/LIGHTLY BLEMISHED (LB)



*Category I - Scorched - LB*



*Category I - Scorched - LB - 180*



*Category I - Scorched - LB - 210*



*Category I - Scorched - LB - 240*



*Category I - Scorched - LB - 320*



*Category I - Scorched - LB - 450*

## CASHEW NUTS - WHITE PIECES



*Butts*



*Splits*



*Large Pieces*



*Small Pieces*



*Baby Bits or Granules*



*Category II - Dessert*



# CASHEW NUTS - SCORCHED PIECES



*Scorched Butts*



*Scorched Splits*



*Scorched Second Large Pieces*



*Scorched Large Pieces*



*Scorched Small Pieces*

**MAKE YOUR ORDER**  
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## LOVENATURE

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