

THE GAMBIA · BUILT TO GROW

DryChain

The complete business detail

Published website export · 2026-10-18



White-label product and factory vision · placeholder buyer brands, not an approved label or operating plant.

All sections. All notes. One complete reference.

Includes all expandable details, four-step task assignments, the itemised first-test budget, published financial assumptions and all source references. Evidence dates and qualification limits are retained. These are planning cases, not supplier quotations or confirmed orders.

gambia.lawall.studio

DryChain · The idea and the plan

Grown here. *Made for your market.*

We buy crops, make products for other brands and coordinate export. Start with a qualified partner.

Proposed venture · evidence dates shown with sources



White-label product and factory vision · placeholder buyer brands, not an approved label or operating plant.

White-label product and factory vision · placeholder buyer brands, not an approved label or operating plant.

01 / The customer Food brands + ingredient buyers

02 / What they buy Buyer-defined bulk / white label

03 / The first proof

250 kg raw-cashew trial

Produce a qualified buyer sample before funding an industrial line.

\$3,606 Proposed test cash · see the scope

01 / Overview · evidence retains its observation date

The first move

Secure a buyer specification. Compare kernels, roasting and butter. Make one qualified partner-produced sample first.

01

Source

Buy + trace a crop lot

02

Process

Measure yield + quality

03

Brand

The buyer's specification

04

Dispatch

Release + pallet + export

Three numbers to understand

Public evidence

72.6%

Oilseeds share of exports

GBoS recorded exports, 2024; broad chapter, not a raw-cashew or sea-freight share.

GBoS · annual merchandise trade 2024

Public evidence

≈216k t

European cashew-kernel imports

215,729 tonnes from outside Europe in 2024 (CBI). Kernel demand, not the butter market.

CBI · European cashew market

Public evidence

5,000 t / year

Local capacity advertised

Smiling Coast's own claim; actual utilisation and toll access unverified.

Smiling Coast Agro Processing · facility

Made here. Sold under the buyer's brand.

The offer.
In three parts.

Buy a traceable crop lot

We own the input and account for rejects.

Make the buyer's product

Qualified processing, agreed quality and buyer-brand packs.

Coordinate agreed export

Lot release, labels, freight and a responsible importer.

Where we start

Start with a traceable Gambian cashew lot and a qualified importer. Kernel demand does not prove demand for cashew butter.

The question that decides Does the accepted delivered price cover crop, yield loss, processing, quality, packing and freight?

Food safety, destination rules and shelf life must be validated. More processing does not automatically mean more margin or longer shelf life.

Service scope + market calculation

Buy and process

We own the approved raw lot and finished goods. Use qualified partner processing first, record all grades/rejects and pay suppliers under agreed terms.

Buyer-brand production

The buyer specifies recipe, grade, pack, artwork and acceptance. Bulk ingredient packs may be a simpler first sale than retail jars; premium products still need an actual buyer.

Quality and agreed export

Coordinate food-safety controls, independent tests, traceability, food-contact packs, destination labels and freight. The named importer and qualified advisers determine actual market-entry responsibilities.

Size from accepted orders, not raw-crop volume.

Input kg × accepted kernel recovery × product yield × collected sale price = sales. Deduct raw crop, every rejected grade, processing, quality, pack, freight, overhead and finance. Sea-freight share must come from customs/port records; it is not estimated from a trade chapter.

02 / Crop suppliers + product buyers · checked 16 Oct 2026

From real suppliers. To a specific buyer.

DryChain buys the approved crop, arranges qualified production and sells processed goods to an importer or a buyer's brand.

- 01 Buy traceable crop Farmers + origin traders
- 02 DryChain Qualified processing + export
- 03 Sell processed goods Importer or buyer's brand

Named research leads, not agreed customers or suppliers. Product fit is our assessment; buying interest, capacity, price and approval are unverified.

5 crop / processing leads

8 buyer leads

Our recommended first conversations · no outreach completed

01

Get the buyer brief first.

Dominik

KoRo: test origin-made butter interest. Freeworld: compare the kernel route. No butter order is proven.

View the lead

02

Qualify the lot and plant.

Lamin + Joachim

FGCFA / Munduk / MM: trace one lot. Smiling Coast: establish actual processing capability and costs.

View the lead

03

Choose the accepted margin.

Dominik + Joachim

Compare delivered price, yield, quality costs and cash timing. Henry Lamotte is a separate tahini route.

View the lead

A

The purchase + processing side.

Four crop-access routes and one local processor. Verify the actual seller and lot.

Farmer network Gambia · farmer federation Federation of Gambia Cashew Farmers Associations Raw cashew nuts

Role to qualify Farmer access · potential crop sellers through members

Public evidence IIED's August 2025 case identifies the federation and its cashew relationship with Munduk.

Why investigate · our assessment Ask for introductions to traceable member lots; identify the actual seller and signing authority.

First question

Which member can offer a traceable lot, with harvest, moisture, quality, weight and price records?

Who to ask

Federation leadership → member cooperative

Still unknown

Current membership, marketable supply, crop origin, seller authority and commercial terms.

IIED · Gambian cashew partnership case

Potential crop supplier Serrekunda · regional sourcing Munduk Trading Enterprise Raw cashew nuts · groundnuts

Role to qualify Potential crop supplier · competing trader

Public evidence IIED describes a Gambian crop trader working with cashew farmer groups and sourcing regionally.

Why investigate · our assessment Compare an aggregated lot with direct-farmer procurement. Regional stock is not automatically Gambian-grown.

First question

Can you segregate a Gambian-grown trial lot and quote quality, traceability, payment and delivery terms?

Who to ask

Cashew procurement / commercial management

Still unknown

Current offer, lot origin, grade, availability, price and any existing commitments.

IIED · Gambian cashew partnership case

Potential crop supplier Gambia · West African network MM Trading & Co Raw cashew nuts · peanuts

Role to qualify Potential crop supplier · competing origin trader

Public evidence The company describes procurement, storage, grading and export of regional raw cashews and peanuts.

Why investigate · our assessment A second supply quote and a comparison of intake quality and seasonal terms.

First question

Which lots are demonstrably Gambian-grown, and what grade, sample, minimum quantity and delivered price can you offer?

Who to ask

Origin procurement / sales to processors

Still unknown

Actual seller, harvest country, testing, quantity, finance terms and supply continuity.

MM Trading & Co · raw crop procurement

Farmer network Brikama · Gambian producer network National Association of Women Farmers Sesame · groundnuts

Role to qualify Farmer access · later crop route

Public evidence Tika's November 2024 market report names sesame and groundnuts among members' produce.

Why investigate · our assessment Qualify sesame for a buyer-led tahini route; do not assume the association owns export-grade stocks.

First question

Which members can supply segregated sesame or groundnuts, with current lot volumes and quality records?

Who to ask

Association management → producer / marketing lead

Still unknown

Current seller, seasonality, contamination controls, traceability and repeatable volume.

Tika · NAWFA farmer market in Brikama

Processor The Gambia Smiling Coast Agro Processing Cashew kernels / partner processing

Role to qualify Processor + possible input supplier · competitor

Public evidence Smiling Coast describes a Gambian cashew facility and direct farmer sourcing.

Why investigate · our assessment Investigate kernel purchase or qualified partner processing before investing in a line.

First question

Do you sell suitable kernels or accept toll work, and can the actual process meet our buyer's specification?

Who to ask

Factory operations / quality + commercial management

Still unknown

Current certificate scope, slot, grades, recovery, minimum batch, cost and any butter capability.

Smiling Coast · cashew processing

B

Who could buy the product?

Start with the first three. Match product state to buyer; kernels, butter and tahini are different orders.

Potential buyer Germany · European brand KoRo Buyer-brand cashew butter

Role to qualify Potential finished-product buyer

Public evidence KoRo sells cashew butter; its listed origin is Côte d'Ivoire and processing is Germany.

Indexed product text describes an external supplier change.

Why investigate · our assessment The clearest brand-fit conversation for butter; moving production to Gambia is our hypothesis.

First question

Would your nut-butter sourcing team qualify fully origin-produced butter, or must processing/filling remain in Europe?

Who to ask

Nut-butter sourcing / procurement + quality management

Still unknown

New-supplier intake, Gambian-origin acceptance, recipe, certification, pack, volume and price.

KoRo · cashew butter, origin and processing KoRo · sourcing and quality process

Potential buyer UK · European ingredient trade Freeworld Trading Bulk cashew kernels

Role to qualify Potential kernel importer

Public evidence Explicitly sources cashew kernels from West Africa, including whole, split and piece formats.

Why investigate · our assessment A concrete alternative to butter: keep shelling and grading at origin, then sell accepted kernels.

First question

Do you qualify new Gambian processors, and what grade, audit, pilot quantity and delivered price are required?

Who to ask

Cashew trader / procurement via official company contact

Still unknown

Gambia intake, accepted processor, actual specification, minimum order and payment terms.

Freeworld Trading · cashew procurement

Potential buyer Germany · ingredient trade Henry Lamotte Food Tahini in industrial packs

Role to qualify Potential processed-ingredient buyer

Public evidence Offers sesame paste in pails/drums and has an explicit new-supplier route with food-safety qualification.

Why investigate · our assessment A separate sesame-paste route, not an assumed cashew-butter order or a change to the published trial budget.

First question

Would you consider qualified Gambian tahini, and what process, GFSI-recognised certification and pack approval come before samples?

Who to ask

Purchasing / sesame category via supplier enquiry route

Still unknown

New-origin acceptance, qualified plant, product brief, minimum volume and target price.

Henry Lamotte Food · sesame paste Henry Lamotte Food · become a supplier

Potential buyer Netherlands Nutland Cashews · peanuts · sesame · dried mango

Role to qualify Potential bulk-ingredient buyer

Public evidence Publishes global sourcing and a range covering these crops.

Why investigate · our assessment Qualify one grade and product state; no finished-butter buying evidence found.

First question

Which category accepts new origin suppliers, and what specification, minimum lot and approval route apply?

Who to ask

Nuts / seeds / dried-fruit procurement

Still unknown

Actual buying brief, accepted origin, audit requirements, volume and price.

Nutland · sourcing and product range

Potential buyer UK · European offices Voicevale Cashew kernels / nut ingredients

Role to qualify Potential importer · integrated competitor

Public evidence Describes importing/distributing ingredients and interests in origin processing.

Why investigate · our assessment A kernel procurement route to qualify; existing partner factories may already cover it.

First question

Does your cashew team qualify independent Gambian processors, and against which origin and quality requirements?

Who to ask

Nut product manager + technical department

Still unknown

Open sourcing need, relevant grade, approval, volume and commercial terms.

Voicevale · importer and sourcing model

Potential buyer Netherlands · international group BATA FOOD Europe Cashews · tahini / nut pastes

Role to qualify Potential ingredient buyer · processor / competitor

Public evidence Publishes ingredient sourcing, processing and a range that includes nuts and pastes.

Why investigate · our assessment Check whether it buys finished paste from third parties rather than only processing through its own network.

First question

Do you buy independently produced origin tahini or nut paste, and what release and pilot-lot criteria apply?

Who to ask

Ingredient procurement / trader for nuts and pastes

Still unknown

External procurement model, new-origin intake, plant qualification, pack and volume.

BATA FOOD · ingredients and sourcing

Potential buyer Netherlands · organic ingredients Tradin Organic Organic kernels + cashew butter

Role to qualify Potential organic ingredient buyer · integrated processor

Public evidence Its B2B range includes several cashew grades and butter.

Why investigate · our assessment A butter-category lead; the catalogue does not prove it purchases external origin-made butter.

First question

Do you onboard independent West African butter processors, and what organic and factory approvals are necessary?

Who to ask

Organic nuts / nut-butter sourcing + quality

Still unknown

External purchasing, organic eligibility, audit, volume, specification and price.

Tradin Organic · cashew products

Potential buyer Netherlands Rhumveld Winter & Konijn Dried mango slices / diced fruit

Role to qualify Potential bulk dried-fruit buyer

Public evidence Publishes origin sourcing and dried-mango formats, organic and conventional.

Why investigate · our assessment A separate seasonal fruit route after qualifying drying, yield, residue and shelf-life requirements.

First question

Would you qualify a Gambian mango processor, and what cut, moisture, test panel and minimum lot are needed?

Who to ask

Dried-fruit sourcing / trader + quality

Still unknown

Gambia intake, current buying need, accepted product, audit and delivered price.

Rhumveld · sourcing and services Rhumveld · dried mango formats

A kernel buyer is not automatically a white-label buyer.

Freeworld's West African sourcing supports a kernel conversation. KoRo's butter listing supports a brand-fit conversation, but its listed processing is in Germany. No source confirms demand for Gambian-made butter. Henry Lamotte's sesame-paste route has its own food-safety qualification. The current \$3,606 cashew trial stays a conditional planning allowance; changing product means repricing the trial.

Earlier reserve leads remain Heinrich Brüning and Zieler & Co; both may also compete in processing or private label. Institut Pasteur de Dakar remains a laboratory enquiry route, subject to method scope and availability. Brüning evidence · Zieler evidence · Laboratory evidence

Crop → process → buyer-defined product

Several product routes. One qualified order first.

01

Cashew

Bulk kernels / roasted snacks / buyer-specified butter

Grade kernels → roast or mill

Quality + commercial check

Priority to compare. Butter is a proposed test, not the proven best market.

02

Groundnuts

Peanut spread / roasted nuts

Sort → validated roast → mill

Quality + commercial check

Established crop; aflatoxin, allergens and accepted flavour are decisive.

03

Mango

Unsweetened strips / fruit bites

Select → cut → controlled dry

Quality + commercial check

Seasonal complementary line. Measure fresh-to-dry yield, residues and packaging.

04

Sesame

Graded seeds / tahini

Clean → suitable treatment → mill

Quality + commercial check

Additional buyer-led option; validate local traceable supply and process safety.

05

Hibiscus + baobab

Tea ingredients / specified fruit pulp powder

Clean → qualify → pack / mill

Quality + commercial check

From the supplied concept; supplier volume, contaminant controls and exact legal product status need qualification.

06

Later by-products

Shell energy / other secondary products

Separate engineered recovery

Quality + commercial check

Do not include revenue yet. Shell handling, emissions, process hazards and product approval need their own work.

Products are proposals, not market-approved recipes, confirmed orders or a claim of longer life than every raw crop. Different lines need their own food-safety, energy and commercial validation.

Competition · what customers already use

Established African processors

Smiling Coast and gebana show that origin processing already exists. A factory alone is not differentiation; compare product quality, delivered cost, reliable volume and buyer access.

Smiling Coast Agro Processing · facility

gebana Trade · Burkina Faso

Global nut suppliers

Europe has established kernel and groundnut supply chains. Compare accepted saleable grades and full freight/quality costs; European shelf prices are not our factory receipts.

CBI · European cashew market

CBI · groundnut market entry

European importers and finishers

Some buyers want to roast, blend or pack near sale. Test whether origin finishing adds value for that buyer before adding machinery or retail packaging.

CBI · cashew market entry

Heinrich Brüning · products and white label

Zieler · bulk peanut spread

What we keep from the supplied concept +

The DryChain PDF contributes buying at origin, toll processing, multiple products, seasonal cash and industrial expansion. Its Casamance factory budget, Senegal subsidy, 2031 revenue and multi-country rollout describe another scope. They are not transferred to the Gambian white-label sample or presented as secured finance.

Source: DryChain · Konzept 2.0, 6 October 2026, supplied by the owner. The German concept and its English summary describe historical internal planning. Later user decisions take precedence. No excluded business idea is restored.

Quality + growth

Prove the essentials. Then repeat.

Technical, quality and expansion requirements

01 The white-label order, end to end +

Approve one product brief before buying crop: buyer, recipe/grade, quantity, pack size, target price, acceptable defects, test panel, shelf-life requirement, artwork and payment security. Track raw-lot IDs through processing, rejects, packing, release and export documents. The buyer's brand is not a substitute for a quality system.

02 Quality is part of production +

Qualified food specialists define hazard controls, validated processing, allergen segregation and lot release. The lab must be accredited for the relevant methods/scope. Verify contaminants against the applicable product category and current rules. Shelf life requires process, barrier-pack and storage evidence; roasting or grinding is not an automatic extension of raw-nut life.

03 Europe: assign responsibilities before dispatch +

The responsible importer checks current product/origin controls, tariff classification, preferential-origin evidence and any required entry documents. Agree destination-language labels, food-contact compliance, lot/date information, complaints/recall and who pays for rejection. A retailer's BRCGS/IFS/FSSC requirement is a commercial qualification, not a blanket statutory EU certificate.

04 Build an industrial system without buying it on day one +

Partner-made proof comes first; a 250 kg raw-cashew sample does not prove a factory. After repeat paid orders, quote complete intake, specialist line, utilities/heat, quality, packing, storage, dispatch, staffing, commissioning and seasonal inventory. New crops need dedicated controls; electricity alone does not make shelling, safe roasting or filling simple.

05 Keep the cash cycle visible +

The current 10-tonne planning campaign produces only \$684 before tax/founder costs under its assumptions. A small price/yield/freight change can erase that. Fund crop purchase through buyer collection, maintain release/claim reserves and do not count stock finance, speculative subsidies or unsold by-products as margin.

Four conditions for moving forward · our decision criteria

01

Buyer

One priced specification and an identified importer / acceptance route.

02

Production

A qualified partner and a completely costed, funded trial.

03

Release

Safe accepted product, traceability and agreed lawful dispatch.

04

Repeat

Collected commercial payment and viable seasonal working capital.

03 / Our proposed start plan · not started

Start with a clear plan. Build it together.

The first proof

One buyer specification. One qualified product sample.

Three buyer briefs → a qualified partner → a traceable buyer-brand sample.

Validation cash · proposed \$3,606 Budget + scope

01-03 · Qualify + run the test 04 · Decide the next investment separately

01

Before reserving a crop lot Coordinates · Dominik

Choose the product before buying crop.

Compare kernels, roasted nuts and butter against a real buyer's specification and delivered price.

Lamin

Local access + operations

- Check traceable supply, seasonality and processor candidates.
- Request samples and indicative crop terms; do not buy the campaign.

Joachim

Technical design + delivery

- Assess process, hazards and recovery with a food technologist.
- Screen whether the proposed processor can meet the buyer brief.

Dominik

Business + software

- Seek buyer briefs: KoRo for butter; Freeworld for kernels; Lamotte for a separate sesame route.
- Define product, pack, target price, acceptance, importer and payment terms.

Bring to the next decision

- One written buyer/product brief
- Feasible partner-production route
- A chosen product to qualify

Move forward when A credible buyer need, defined acceptance requirements and a potentially qualified processor exist.

Scope + specialist checks

The named firms are discovery routes, not confirmed buyers. Compare accepted delivered margin, not retail shelf prices. Butter is a proposed option, not a predetermined winning product.

The handover Dominik passes the buyer specification to Joachim and Lamin.

02

Before commissioning production Coordinates · Joachim

Approve the partner and sample plan.

Use the 250 kg raw-cashew/butter test budget only if it matches the buyer brief; otherwise reprice the trial.

Lamin

Local access + operations

- Quote the traceable lot, processor, packs and local transport.
- Confirm storage, traceability and an available production slot.

Joachim

Technical design + delivery

- Engage a food technologist and a suitably accredited lab.
- Audit actual partner controls; agree tests, process and qualified release criteria.

Dominik

Business + software

- Agree the buyer pack/artwork and lawful sample-import route.
- Approve all quoted trial fees and cash; reprice any missing tests.

Bring to the next decision

- Qualified partner + test panel
- A fully quoted sample plan
- Named release authority + importer route

Move forward when Partner capability, specialist/importer requirements and complete test funding are agreed.

Scope + specialist checks

Smiling Coast and Institut Pasteur de Dakar are enquiry routes, not booked partners. Independently verify certificate/method scope and availability. The \$3,606 trial cash is an allowance, not a recurring product-cost estimate.

The handover Joachim hands the approved process and release brief to Lamin.

03

One approved sample campaign Coordinates · Lamin

Follow one lot to an accepted sample.

Buy only the approved lot, record all yields and hold the product until qualified release.

Lamin

Local access + operations

- Coordinate partner processing, packing and secure storage.
- Record lot IDs, weights, rejects, time and actual costs.

Joachim

Technical design + delivery

- Have specialists review process records and lab results.
- Reconcile actual yield/cost; the named qualified authority decides release.

Dominik

Business + software

- Prepare buyer records and agreed artwork with advisers.
- Coordinate lawful released-sample dispatch and document buyer feedback.

Bring to the next decision

- Traceable, qualified released sample
- Actual yield + full cost record
- Buyer assessment against the brief

Move forward when Safety, specification and import/dispatch conditions are met. Rejected or unqualified goods do not ship.

Scope + specialist checks

The model assumes 250 kg raw input yields 52.25 kg butter. That recovery is not validated. Product shelf life and labels require specialist evidence; buyer-brand artwork is not approval.

The handover Lamin and Joachim pass the sample evidence and buyer response to Dominik.

04

Next investment · Separate commercial-batch decision Coordinates · Dominik

Fund one order before building scale.

Turn sample acceptance into a priced, funded buyer-brand order with clear export and payment responsibilities.

Lamin

Local access + operations

- Secure traceable crop and partner capacity for the ordered lot.
- Coordinate approved local intake, production and dispatch.

Joachim

Technical design + delivery

- Validate repeat-batch controls, costs and shelf-life work with specialists.
- Compare partner capacity with adding local processing steps.

Dominik

Business + software

- Agree price, acceptance, payment security and importer/freight responsibilities.
- Fund the seasonal cash gap, coordinate export and collect payment.

Bring to the next decision

- Funded commercial order
- Released shipment + collected payment
- A costed repeat-production case

Move forward when Accepted repeat orders, safe production and seasonal cash justify scale; a sample approval alone is insufficient.

Scope + specialist checks

The later 10-tonne campaign is a different scope from the sample. Own industrial lines require a separately qualified investment case; no subsidy, uncontracted order or unsold by-product revenue is assumed.

Then Use paid repeat orders to decide which process step stays at origin next.

Preparation + shared working file

Start with these three actions.

Lamin Local access + operations

Request traceable crop and qualified processor options.

Joachim Technical design + delivery

Prepare the process, testing and partner-qualification brief.

Dominik Business + software

Qualify KoRo for butter, Freeworld for kernels and Lamotte for a separate tahini route.

One shared working file Buyer specification · lot/yield record · release file · landed-cost sheet

Qualified help we must bring in

Qualified food technologist / HACCP team, accredited testing laboratory, packaging/label adviser, export forwarder and the legally responsible destination importer. The founders coordinate; they do not replace these qualifications.

At every decision

Continue. Adjust. Or stop.

Review the evidence together. Record the decision, the person responsible, the spending limit and the next review date. Dates follow access, quotes and approvals.

04 / The first test · checked 15 October 2026

The first test. Clearly costed.

250 kg raw cashew · one traceable trial

Make one buyer-defined product first.

Produce a qualified buyer sample before funding an industrial line.

Full test scope +

Use 250 kg of traceable raw in-shell cashew with a qualified local processor. An illustrative 22% accepted kernel recovery × 95% butter yield gives 52.25 kg of cashew butter; actual output may differ. Eleven food-grade 5 kg pails provide up to 55 kg capacity. This is a qualification/sample lot, not a commercial export campaign.

Cash to have available · USD

\$3,606

Proposed budget, not a supplier quotation.

Test costs \$3,005 Consumed inputs + services

Reusable equipment \$0 Assets may remain after the test

20% contingency \$601 Provision on costs + equipment

Stock / deposits / buffer \$0 Cash tied up; not immediate expense

Full item-by-item calculation · USD +

Traceable in-shell cashew: $250 \times \$1.10 = \$275$; Partner trial processing minimum: \$400; Scoped laboratory tests + report: \$800; Food technologist: $2 \times \$250 = \$500$; Food-grade 5 kg pails: $11 \times \$10 = \$110$; Label, specification + sample-export review: \$300; Buyer-sample courier allowance: \$250; Local transport: $4 \times \$30 = \$120$; Cleaning + trial consumables: \$100; Provisional taxes / permissions: \$150. Subtotal = \$3,005 ; plus 20% contingency \$601 = \$3,606 of test spending including the reserve. Total cash required: \$3,606 . No customer receipts or assumed resale/refunds are deducted.

Quantities, reference prices and quote gaps +

Selected planning allowances · USD · quotes pending

Item + scope	Quantity × unit	Cash
Traceable in-shell cashew Unconfirmed local crop price; not a kernel price · test cost	$250 \times \$1.10$	\$275
Partner trial processing minimum Preparation, roasting and milling scope to quote; small-batch minimum, not industrial unit cost · test cost	$1 \times \$400$	\$400
Scoped laboratory tests + report Foreign public benchmark \$627.60 before courier/card/extra tests; final qualified panel may cost more · test cost	$1 \times \$800$	\$800
Food technologist Local allowance · written quote required · test cost	$2 \times \$250$	\$500
Food-grade 5 kg pails Local allowance · written quote required · test cost	$11 \times \$10$	\$110
Label, specification + sample-export review Local allowance · written quote required · test cost	$1 \times \$300$	\$300
Buyer-sample courier allowance Named route, documents and sample admission must be quoted; no commercial sea freight included · test cost	$1 \times \$250$	\$250
Local transport Local allowance · written quote required · test cost	$4 \times \$30$	\$120
Cleaning + trial consumables Local allowance · written quote required · test cost	$1 \times \$100$	\$100
Provisional taxes / permissions Allowance, not a statutory rate · test cost	$1 \times \$150$	\$150
20% contingency on \$3,005	20%	\$601
Total cash required	Before receipts	\$3,606

What this test can establish

A documented process/yield, a qualified test-and-release assessment, a buyer-reviewed bulk sample and a realistic purchase-to-payment cost sheet. A sample cannot establish long-term shelf life, repeat orders or industrial-line economics.

Outside this budget / conditions

An owned factory, full commercial sea export, comprehensive certification/shelf-life programme, destination import taxes/duties and retail launch. The food specialist/lab/importer must agree the panel, methods, sampling and sample-import route before production or dispatch. There is no blanket sample exemption or guaranteed EU acceptance.

Planning allowances, not local quotes. Includes a 20% reserve; excludes founder pay and travel. No sales receipts are deducted.

Budget basis, exclusions + next-stage funding

All local prices, specialist day rates and the 20% reserve are proposed allowances until written offers replace them. Relevant overseas references appear in Sources ; they are not Gambian landed quotes. Provisional tax/permission amounts are not legal rates. Founders' time is unpaid in this test; founders' pay and travel are excluded. Add them before approval if needed. There is no supplier commitment or booking yet. No paid goods are released without the applicable qualified checks.

The later deployment case below has a different scale and scope. Do not add both budgets mechanically: reconcile test spending and reusable assets already included in launch lines before funding the next stage.

Read the test correctly · calculated from the stated assumptions

A qualification sample is not factory economics.

250 kg raw cashew → 52.25 kg butter under the model's yield assumptions. \$3,606 trial cash ÷ 52.25 kg = \$69.01/kg; this is not a recurring production cost.

Calculation + what the test can prove

The assumed 250 kg lot gives 52.25 kg butter. The \$3,606 trial cash is about \$69.01/kg of assumed sample output, including specialist work, testing and reserve. It is not a recurring product cost or selling price. The later 10,000 kg campaign uses different batch assumptions and returns only \$684 before tax/founder costs. Confirm processor minimum batch, yield, accredited tests and buyer acceptance before producing anything.

What the later investment model includes

Illustrative 10-tonne raw in-shell cashew campaign → prepared kernels → cashew butter in buyer-branded bulk pails. Local partner processing first. Each process, lot, pack and destination must be qualified; partner availability is not confirmed.

05 / The later investment case

The numbers. With the assumptions visible.

Our first recommendation

The later 10-tonne campaign leaves only \$684 before tax and founder costs in the planning case. Validate price, yield and freight before scaling.

How this business earns

$\text{Paid volume} \times \text{Collected price} - \text{Full operating costs} = \text{Cash to fund the business}$

Planning cases below are team assumptions, not verified Gambian offers or customer prices. Reference facts and their limits appear in the source cards.

Downside

-\$4,254

Cash after operation + reserve
per batch · before tax

Accepted kernel recovery

20 % of in-shell weight

Saleable butter yield

93 % of accepted kernel weight

Net buyer selling price

9.5 USD / kg butter

Farmer / supplier crop purchase

1.2 USD / kg in-shell

Planning case

\$684

Cash after operation + reserve
per batch · before tax

All inputs

As listed below

Stronger case

\$5,003

Cash after operation + reserve
per batch · before tax

Accepted kernel recovery

24 % of in-shell weight

Saleable butter yield

97 % of accepted kernel weight

Net buyer selling price

11 USD / kg butter

Farmer / supplier crop purchase

1 USD / kg in-shell

One campaign, not a monthly result. No annual batch count or full-plant return is assumed. Figures are USD, before income tax and founders' pay/travel; debt defaults to zero. Negative scenarios are intentionally retained.

Separate scale · later deployment / launch

Deployment is only part
of the cash needed.

\$57,500 Selected planning case

Launch spend \$17-33k + campaign / liquidity \$24-42k = \$41-75k. This funds an illustrative partner-produced proof, not an industrial factory.

Deployment / launch \$25,500

Liquidity \$32,000

See every budget line +

Team allowances · USD · not quotations

Scope	Allowance range	Selected case
Processor qualification + process trials Technical partner and pilot time allowance	\$5,000-\$9,000	\$7,000
Food-safety advice, tests + sample validation Product / buyer-specific scope to quote	\$4,000-\$8,000	\$6,000
Buyer-pack development + trial tooling Mock-up artwork is not a compliant label	\$2,000-\$4,000	\$3,000
Traceability + simple operating tools No large platform build	\$1,000-\$2,000	\$1,500
Commercial / export setup + legal scope Buyer, manufacturer and importer responsibilities	\$2,000-\$4,000	\$3,000
Launch contingency Explicit team allowance	\$3,000-\$6,000	\$5,000
Deployment / launch total	\$17,000-\$33,000	\$25,500
Crop + partner processing campaign	\$14,000-\$24,000	\$18,000
Packing, testing + freight timing	\$6,000-\$10,000	\$8,000
Operating and delay buffer	\$4,000-\$8,000	\$6,000
Combined funding	\$41,000-\$75,000	\$57,500

Outside the scope: Owned shelling/roasting/grinding plant, factory building, industrial utility connection, land, destination import VAT/duties, brand-owner retail marketing and founders' travel/pay. The own-plant investment case must be quoted separately.

Freight and provisional non-recoverable tax/clearance costs are inside the stated allowances where listed. Actual duty, VAT treatment, permits and charges still need a broker/accountant assessment. No tax exemption is assumed. Recoverable VAT, if any, can create an additional timing gap.

Full calculation + editable assumptions

The selected case · change any input

See what has to work.

10,000 kg in-shell × 22% accepted kernels × 95% saleable butter × \$10.50/kg.

Sales income / batch \$21,945

Operating costs + reserve + financing \$21,261

Cash before tax / batch \$684

Positive operating cash does not prove an investable return.

Raw crop purchase \$11,000

Partner kernel preparation \$3,000

Roast + mill \$1,430

Buyer-brand packing \$1,881

Tests + export documents \$900

Agreed freight \$1,800

Allocated overhead \$1,000

Risk / equipment reserve \$250

Financing cost \$0

Batch cost break-even selling price

\$10.17 / kg

Includes operation, reserve and the financing input. Does not recover launch spending.

Batch cash gap after buyer advance · USD

\$15,775

All batch costs less assumed buyer advance; conservative timing, before launch spending.

[Edit the assumptions +](#)

Raw in-shell crop purchased kg / campaign 10000 One illustrative 10-tonne campaign, not machine throughput.

Accepted kernel recovery % of in-shell weight 22 22% is an untested lot/grade assumption. Partner fees use raw input kg.

Saleable butter yield % of accepted kernel weight 95 95% accounts for roasting/handling rejects and losses; validate recipe.

Net buyer selling price USD / kg butter 10.5 Bulk buyer-brand price assumption, not EU retail price or a customer offer.

Farmer / supplier crop purchase USD / kg in-shell 1.1 Unconfirmed Gambian raw-lot cost; do not substitute kernel price.

Partner kernel preparation USD / kg in-shell 0.3 Conditioning, shelling, drying, peeling and grading scope to quote.

Roast + mill USD / kg accepted kernels 0.65 Contract process, energy and direct labour allowance.

Buyer-brand bulk packaging USD / kg saleable butter 0.9 Pails, labels and packing allowance; retail jars need a different cost.

Batch tests + export documents USD / campaign 900 Product-specific tests and release documents; not blanket certification.

Agreed origin / export freight USD / campaign 1800 \$1,800 placeholder to a named EU terminal; confirm route, insurance and surcharges. Import clearance/duties/last mile excluded.

Allocated commercial overhead USD / campaign 1000 Operating overhead; initial launch qualification is in the launch budget, not repeated here.

Batch risk / equipment reserve USD / campaign 250 Small provision; cannot cover a full rejected shipment.

Buyer advance % of order value 25 25% unconfirmed. No buyer or advance has been secured.

One-time deployment / launch spend USD 25500 Selected planning allowance, not an installed quotation.

Working capital + cash buffer USD 32000 Separate from equipment and launch spending.

Debt / financing payment USD / period 0 Zero means an unlevered model, not free financing.

Changes stay in this page only. They are not uploaded or saved. Reset restores the selected case; the three scenario cards above remain the published comparisons. Editing investment/working capital changes the calculator, not the published budget allowances.

Selected funding inputs: \$57,500. Output: 2,090 kg saleable butter per batch.

How to interpret and stress-test the result

What the result means.

This model does not compare a kilogram of raw nuts with a kilogram of finished product. It tracks recovery at both steps. The planning margin is thin: buyer price, raw quality and accepted yield dominate. No shell/by-product income is assumed. Five similar batches are not assumed to occur or sell in a year.

Stress the case

First test: a lower yield and lower buyer price together. Then add a delayed payment, extra \$2,000 freight/retesting, and the cost of rejecting a whole lot. Qualify the product, not just the machinery.

Watch the cash timing

Conservative batch cash gap = all campaign costs less buyer advance, assuming costs fall due before the balance is collected. No supplier credit assumed. The launch liquidity budget also covers delay buffer; do not add the same batch costs a second time. A full dated stock/payment plan is still required.

06 / Evidence register · dated references

Facts with context.

Assumptions you can replace.

Sources retain their observation dates. Test allowances: 15 Oct 2026. Named counterparties and cold-chain evidence: 16 Oct. No customer, supplier, financing or partnership agreement is implied.

Market + operating sources · 16 references

Market / operating evidence GBoS · annual merchandise trade 2024 Annual 2024 · published March 2025

Reports oilseeds at 72.6% and edible fruits/nuts at 8.6% of recorded exports. Broad chapters do not isolate Gambian-grown raw cashew, the raw share or seaborne tonnage.

[Read the original source](#)

Market / operating evidence GBoS · IMTS 2025 releases Release catalogue checked 15 Oct 2026

The checked catalogue lists Q1 2025. The 2024 annual report is the full-year comparator used here, not a claim that newer customs data do not exist.

[Read the original source](#)

Market / operating evidence CBI · European cashew market Updated 23 Mar 2026 · trade observations 2024

Reports 215,729 tonnes of extra-European kernel imports in 2024. The study includes EU, UK and EFTA; this is kernel trade, not the size of the cashew-butter market.

[Read the original source](#)

Market / operating evidence CBI · cashew market entry Market-entry study · checked 15 Oct 2026

Specialised importers are a more accessible starting channel than direct retail tenders. Private-label access depends on quality, audits, cost and buyer requirements.

[Read the original source](#)

Market / operating evidence CBI · groundnut market entry Current study · checked 15 Oct 2026

Highlights food-safety/buyer requirements and established suppliers including Argentina, China, the US and Brazil. A Gambian product must compete on a delivered, accepted specification.

[Read the original source](#)

Market / operating evidence Smiling Coast Agro Processing · facility Operator page · checked 15 Oct 2026

The Gambian operator advertises up to 5,000 tonnes/year processing capacity and HACCP certification, with BRCS work in progress. These are self-reported, not audited by us or available toll-processing capacity.

[Read the original source](#)

Market / operating evidence Heinrich Brüning · products and white label Operator page · checked 15 Oct 2026

Hamburg nut/dried-fruit importer offering white-label products. A possible sourcing conversation and established competitor, not a confirmed buyer of Gambian production.

[Read the original source](#)

Market / operating evidence Zieler · bulk peanut spread Operator product page · checked 15 Oct 2026

Lists peanut spread in 5 and 9 kg packs and describes its own nut-puree production. Bulk pack evidence, not an offer to buy our butter or evidence of a cashew-butter price.

Read the original source

Market / operating evidence gebana Trade · Burkina Faso Operator page · checked 15 Oct 2026

Reports a new 2025 processing factory and cashew/dried-mango activity. An established origin-processing benchmark and competitor, not our partner or a budget for Gambia.

Read the original source

Market / operating evidence SIAL Paris · official dates and exhibitor access 17-21 Oct 2026 · checked 15 Oct 2026

An immediate buyer-discovery route if meetings can be arranged. Attendance, travel, tickets and orders are not included or assumed in the trial budget.

Read the original source

Market / operating evidence European Commission · imported food controls Official framework · checked 15 Oct 2026

Check controls for the exact product, origin, processing and destination with the responsible importer. A buyer brand or laboratory result is not blanket EU market authorisation.

Read the original source

Market / operating evidence EUR-Lex · food contaminants regulation Regulation (EU) 2023/915 · check current consolidated text

The applicable category and current amendments govern contaminant limits. The qualified lab/importer must identify the relevant limits and sampling for the actual product.

Read the original source

Market / operating evidence Your Europe · food labelling Official guidance · checked 15 Oct 2026

Destination language, ingredients/allergens, required operator information and other applicable particulars must be checked for the actual pack.

Read the original source

Market / operating evidence European Commission · Access2Markets Official tariff/origin tool · checked 15 Oct 2026

Classify the final product, confirm origin and document the chosen trade route before calculating duty. A raw-crop tariff cannot simply be transferred to nut butter.

Read the original source

Market / operating evidence Institut Pasteur de Dakar · food/water expertise Official search content · checked 15 Oct 2026; direct fetch returned 502

Describes food/water analysis and HACCP/ISO 17025 support. Obtain a current quotation and independently verify accreditation for each required method; no full cashew test panel or available slot is confirmed.

Read the original source

Market / operating evidence FSQA · startup food-business guideline 2019 guideline · official page checked 15 Oct 2026

Provides a food-business startup/registration route. Confirm applicable site, handling, water, processing and inspection requirements with FSQA before operations.

Read the original source

Crop suppliers + product buyers · 15 source references

Checked 16 October 2026. Dates distinguish current retrieval from publication. Company claims are not site audits or purchase commitments. No company has been contacted. Roles are suggested enquiry routes, not introductions.

Counterparty / goods evidence IIED · Gambian cashew partnership case Aug 2025 · checked 16 Oct 2026

Gambia case, pp. 14-17, names FGCFA and Munduk. Historical research, not a current offer, assured supply volume or exclusive contract. PDF: <https://www.iied.org/sites/default/files/pdfs/2025-08/22662iied.pdf>

Read the original source

Counterparty / goods evidence MM Trading & Co · raw crop procurement Undated · checked 16 Oct 2026

Company describes regional raw cashew and peanut sourcing with Gambian presence. Regional procurement is not proof of Gambian-grown origin.

Read the original source

Counterparty / goods evidence Tika · NAWFA farmer market in Brikama 27 Nov 2024 · checked 16 Oct 2026

Project report names sesame, groundnuts and processed products from women farmers. Does not establish a current export-grade lot or an association supply contract.

Read the original source

Counterparty / goods evidence Smiling Coast · cashew processing Undated · checked 16 Oct 2026

Operator describes Gambian processing and farmer sourcing. Available toll capacity, butter processing, current certificates and scope are unverified.

Read the original source

Counterparty / goods evidence KoRo · cashew butter, origin and processing Undated · checked 16 Oct 2026

Product table lists Côte d'Ivoire origin and German processing. Own-site indexed narrative describes an external supplier change. No demand for Gambian-made butter is established.

Read the original source

Counterparty / goods evidence KoRo · sourcing and quality process 18 Jan 2024 · checked 16 Oct 2026

Describes supplier samples, recipe iteration, specifications and quality review. Historical process description, not a supplier invitation or current purchasing brief.

Read the original source

Counterparty / goods evidence Freeworld Trading · cashew procurement Undated · checked 16 Oct 2026

Explicit West African kernel sourcing and whole/split/piece formats. Not evidence of Gambian buying, butter procurement or acceptance of a new supplier.

Read the original source

Counterparty / goods evidence Henry Lamotte Food · sesame paste Undated · checked 16 Oct 2026

Tahini offered in industrial packs including pails/drums. Product range alone does not prove appetite for Gambian production.

Read the original source

Counterparty / goods evidence Henry Lamotte Food · become a supplier Undated · checked 16 Oct 2026

Open supplier-discovery route; generally requires a GFSI-recognised food-safety certification. This is a buyer qualification requirement, not a blanket statutory EU certificate.

Read the original source

Counterparty / goods evidence Nutland · sourcing and product range Undated · checked 16 Oct 2026

Worldwide sourcing and cashew, peanut, sesame and dried-mango range. Finished butter procurement is not evidenced.

Read the original source

Counterparty / goods evidence Voicevale · importer and sourcing model Undated · checked 16 Oct 2026

Importer/distributor with origin-factory interests. Independent Gambian supplier onboarding or butter procurement is not established.

Read the original source

Counterparty / goods evidence BATA FOOD · ingredients and sourcing Undated · checked 16 Oct 2026

Ingredient sourcing, processing and product portfolio. Its own facility certifications do not automatically specify requirements for every external supplier.

Read the original source

Counterparty / goods evidence Tradin Organic · cashew products Undated · checked 16 Oct 2026

Offers organic cashew grades and butter. A product offer does not establish external butter procurement or acceptance of a new origin.

Read the original source

Counterparty / goods evidence Rhumveld · sourcing and services Undated · checked 16 Oct 2026

Origin sourcing and ingredient distribution/processing model. No Gambian order or new-supplier demand confirmed.

Read the original source

Counterparty / goods evidence Rhumveld · dried mango formats Undated · checked 16 Oct 2026

Dried mango slices/diced formats, organic and conventional. No price, minimum order or Gambian intake commitment inferred.

Read the original source

The supplied concept contributes planning ideas; it is not independent market verification. Public programmes and investments are not funding commitments to us. No grant, subsidy, customer prepayment, credit facility or certification is included unless the financial scope explicitly says so.

Cost + finance sources · 11 references

Historical market price reference CBI · European cashew market entry Updated March 2026 · includes Q4 2025 prices

Reports Vietnamese W320 kernel offers around \$7.20-7.50/kg in Q4 2025. This is a different origin, product and delivery basis from raw Gambian crop or buyer-branded butter. It is a negotiation reference, not evidence for our \$10.50/kg butter assumption.

Read the original source

Local capability reference Smiling Coast · Gambian processor Operator page · checked 14 Oct 2026

Local processing capability is already present in Gambia. Assess qualified partnership and differentiation. No relationship, available capacity or toll-processing offer is confirmed.

Read the original source

Technical scope ComCashew · processing guides Technical guides · checked 14 Oct 2026

Use specialist process, equipment, hygiene and traceability guidance. The model's 22% kernel recovery and 95% product yield still require actual lot and recipe trials.

Read the original source

Quote required GELGOOG · nut-butter equipment Manufacturer range · checked 14 Oct 2026

Equipment routes exist but the official range requires quotations. Marketplace headline prices are not adopted as installed food-safe line budgets. An own line includes utilities, hygiene, commissioning and working capital.

Read the original source

Required validation European Commission · entry conditions Destination-market requirements

Check exact product/origin requirements, controls and responsible importer. No generic EU approval or automatic preferential tariff is assumed.

Read the original source

Required validation Your Europe · food labelling EU · official guidance

Prepare the destination-language label and required food/operator information with the responsible buyer/importer and qualified advisers. Buyer-brand artwork alone is not approval.

Read the original source

First-test analysis benchmark University of Arizona · food-testing prices 15 Oct 2026 · US laboratory benchmark

Illustrative two-sample panel: raw aflatoxin/moisture \$90; finished aflatoxin, Salmonella, yeast/mould, aerobic count, water activity/moisture \$230. $\$320 \times 1.18$ administration + minimum \$250 report = \$627.60. Card payment adds 15%; confirmation, extra tests and courier are extra. A qualified adviser must select the actual accredited scope; this is not EU approval.

Read the original source

Destination qualification European Commission · imported food controls 15 Oct 2026 · official control framework

Product, origin and destination determine import controls, documentation and sampling. The destination importer and food adviser must check the current rules for the exact cashew product and samples. Buyer-brand packaging is not market authorisation.

Read the original source

Dated FX reference CBG · first-test currency conversion 15 Oct 2026 · daily valuation

GMD per currency unit: USD 73.22; GBP 96.94; AED 19.94; EUR 83.67. Rounded USD cross-rates are used only for the new first-test references. Valuation is not a bank dealing rate. Earlier investment references retain their original dated conversions.

Read the original source

FX reference CBG · daily valuation 15 Oct 2026 · The Gambia

The CBG homepage displayed GMD 73.22/USD, 83.67/EUR and 4.40/ZAR. Indicative cross-rates: USD 1.143/EUR and USD 0.06009/ZAR. Valuation rates are not dealing rates. Earlier equipment-reference conversions retain their original observation date; no planning allowance is a binding offer.

Read the original source

Local confirmation Gambia Revenue Authority · tax and customs Current official document portal

Obtain a product-code-specific landed-cost and tax assessment. No import-duty exemption, recoverable VAT or investment incentive is assumed. Tax and clearance allowances below are provisional amounts, not statutory rates.

Read the original source

Before an investment decision

Replace the allowances with complete local/landed quotes, the sales inputs with customer or buyer evidence, and the operating inputs with a measured pilot. Add taxes, founder costs, month-by-month seasonality, exchange exposure and financing terms to the full cash-flow forecast. These transparent pre-feasibility cases are the starting point for that work.

DryChain

Prove one. Build from what works.