



COCOA NEWSLETTER

Economic, scientific and technical information on the world cocoa economy and general ICCO news

Contents

Feature article: Sustainable cocoa programme

Industry news

Forthcoming events

ICCO news

Book reviews

ICCO publications

ICCO membership

Exporting members: Benin, Brazil, Cameroon, Côte d'Ivoire, Dominican Republic, Ecuador, Gabon, Ghana, Grenada, Jamaica, Malaysia, Nigeria, Papua New Guinea, Sao Tome and Principe, Sierra Leone, Togo, Trinidad and Tobago, Venezuela

Importing members: Austria, Belgium/Luxembourg, Czech Republic, Denmark, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Japan, Netherlands, Norway, Portugal, Russian Federation, Slovak Republic, Spain, Sweden, Switzerland, United Kingdom, European Community.

25 years and beyond – the International Cocoa Organization, working for the world cocoa and chocolate sector.

Having come of age, ICCO has moved into its second quarter century determined to pursue the fostering of cooperation between producers, consumers and the trade and industry in all sectors.

ICCO's 25th anniversary in 1998 was an occasion for everyone in the world cocoa and chocolate community to reflect on past performance and achievements and to look forward to fresh challenges and prospects with the approach of the new millennium. The decision has been taken to extend the International Cocoa Agreement, 1993, for two years from 1 October 1999 and during this period the specifically-formed Working Group on the provisions of the 1993 Agreement will examine and discuss many of the economic and other clauses.

Also, in the spirit of enlarging cooperation, the Chairman of the International Cocoa Council, Mr. J. H. Newman (Ghana) and the Executive Director have been asked by the Council to make contact with representatives of the private sector to request their proposals and suggestions for a possible new Agreement. Contact has been made with private sector representatives in the major centres of Europe and, most recently, in the United States of America and with representatives of the major producing countries.

The Organization is also continuing to promote various projects, many with the financial support of the Common Fund for Commodities. It is actively assisting Gabon in a project to relaunch the cocoa sector in that country and most recently has signed the Declaration of Intent in support of the International Sustainable Cocoa Programme (ISCP). ICCO is likely to have a pivotal role to play in this new initiative.

ICCO Cocoa Newsletter No. 17 July 1999 ISSN 1353-4556

Published by the International Cocoa Organization (ICCO)

22 Berners Street, London W1P 3DB, United Kingdom

Tel: 44 (0)20 7307 8810 or 8814

Fax: +44 (0)20 7631 0114

E-mail enquiries: info@icco.org or library@icco.org

Web site: <http://www.icco.org>

Various representatives of the cocoa and chocolate industry, governmental and non-governmental development groups and the scientific community met in Paris on 28 February 1999 to address the growing interest in the cocoa tree as a profitable and economically beneficial rainforest crop. The “Declaration of Intent” which emanated from this meeting was signed on

1 March 1999 by many of these representatives, including ICCO’s Executive Director, Mr. Edouard Kouamé. The following article is the outline programme for sustainable cocoa as prepared by the American Cocoa Research Institute (ACRI) and which formed the basis for the discussions in Paris.

INTERNATIONAL SUSTAINABLE COCOA PROGRAM

I. PROGRAM BACKGROUND

One essential requirement of the cocoa and chocolate industry is to have an adequate supply of cocoa beans of consistently good quality. To this end, the industry supports scientific research on cocoa and chocolate in key areas such as cocoa production, integrated pest management, disease control, cacao germplasm conservation and improvement, and biotechnology.

The **Sustainable Cocoa Program (SCP)** builds on more than 50 years of experience in basic and applied cocoa research. The core of this initiative is the development and promotion of sustainable cocoa agriculture. Sustainable cocoa agriculture refers to cocoa production in which the smallholder increases or maintains productivity at levels that are economically viable, ecologically sound, and culturally acceptable, through the efficient management of resources. Through the promotion of sustainable cocoa agriculture, the cocoa and chocolate industry can play a major role in securing the economics of small-scale farms in cocoa-growing countries.

Growing cocoa within a sustainable, biologically diverse agricultural system is also capable of providing benefits to society outside the farm boundary. Field experience and current research has demonstrated that sustainable shade cocoa

agriculture provides habitat to important forest and migratory bird and mammal species. It can also play a role in the strategic preservation of forest remnants and the development of forest corridors linking isolated forest islands. Thus, the Sustainable Cocoa Program will not only benefit cocoa and chocolate manufacturers by helping to assure a continuing and diverse supply of world cocoa, but it will also contribute to global goals of conserving tropical forest ecosystems and moving rural farm families out of poverty.

II. VISION OF THE SUSTAINABLE COCOA PROGRAM (SCP)

The vision of the **Sustainable Cocoa Program (SCP)** is to have a sustainable supply of cocoa within 10 years, with emphasis on economic, social and environmental improvements.

III. SUSTAINABLE COCOA PROGRAM (SCP) STRATEGY AND RATIONALE

The SCP aims to develop a comprehensive, integrated approach to cocoa research in order to achieve a sustainable cocoa supply. To do this, the worldwide chocolate industry must work together in partnership to identify, develop, implement, and seek funding of both regional and global programs and projects aligned with the SCP vision. Potential partners identified by the

industry include, among others, the United States Agency for International Development (USAID), the US Department of Agriculture (USDA), The Department for International Development (DFID) in the UK, the Smithsonian Institution, Ford Foundation, World Bank, and the United Nations' Development Program (UNDP).

Recently, in April 1998, the first international conference on "Sustainable Cocoa Growing" was held in Panama by the Smithsonian Institution. Supported by Mars, this conference brought together for the first time key scientists conducting research on cocoa sustainability. A major outcome of this conference was a *Consensus Statement* that supported and validated the importance of cacao in a sustainable ecological system. Another outcome of this conference was to define key research areas and priorities. These documents are available on the Smithsonian Institution's worldwide web page (www.si.edu/smbc). A White Paper on *Sustainable Cocoa Growing* will also be drafted by the Smithsonian as a follow-up to the conference.

As specific follow-up to this conference, the global chocolate industry has begun to build worldwide linkages with those organizations that are actively working on programs related to sustainability in cocoa growing countries. For this effort to be successful, a global, integrated approach is critically needed. Therefore, the support of the worldwide cocoa and chocolate industry and scientific community is being sought to build a global program under which research priorities can be discussed, and strategic programs determined and implemented. Recently, at the September 1998 meeting held by ACRI in Trinidad on "Setting Priorities for Going Forward" on the SCP, agreement was reached to develop a framework for this approach. More information on the Trinidad meeting can be found on the ACRI website (www.acri-cocoa.org).

IV. SUSTAINABLE COCOA PROGRAM AREAS AND OBJECTIVES

There are five basic program areas envisioned in the SCP (see attached figure), all of which link together to form an integrated approach to sustainable cocoa growing. The overarching priority under which these 5 program areas are united is that of Management & Partnerships. Through forming strategic partnerships with credible development organizations, research institutes, and Government agencies, the industry can catalyze action on sustainable cocoa growing. Through support of origin country Extension Services, Farmer Fields Schools, and other training methods, this information can be brought into the hands of the smallholder, and his knowledge can be shared with us.

A. Cocoa Agro-ecology Program Area

The SCP will strengthen existing infrastructure and partnerships for conducting research, as the research questions are many and their interdisciplinary nature demands collaboration. Research areas include understanding the role of shade in cocoa growing, selecting cocoa germplasm that adapts and performs well in a sustainable cocoa agro-ecosystem, exploring the benefits of biodiversity in sustainable cocoa production, developing reforestation models for cocoa, and understanding carbon fixation and carbon sequestration methods of the cocoa plant. Learning from other commodities, such as coffee, may provide some direction and experience to this pursuit. Finally, defining "Best Farmer Practices" for cocoa, developing a stronger infrastructure to disseminate this information to smallholders, and scaling-up these services is necessary.

The objectives of the Cocoa Agro-ecology Program Area are:

- To elucidate the fundamental ecological mechanisms that support the sustainable cultivation of cocoa.

- To identify and verify on-farm biodiversity benefits of sustainable cocoa agriculture.
- To develop sustainable cocoa agriculture models that contribute to the sustainability of tropical forest ecosystems.

B. Cocoa Plantings Program Area (Revitalization and New Plantings)

Due to devastation of the cocoa crop in many growing areas by factors such as pests, diseases, and adverse climatic conditions, the geographic base of cocoa production has dwindled. Currently, about 70% of the world's cocoa is grown in Western Africa.

The SCP would help diversify the cocoa supply base by identifying three new or dormant countries or regions with a tradition of smallholder agriculture, and begin to introduce or increase sustainable production of cocoa to reach commercial levels within 10 years. Linking cocoa development to countries that are struggling to improve the quality of life of its smallholders is a key focus.

The objectives of the Cocoa Plantings Program Area are:

- To identify three new or dormant regions for sustainable cocoa growing such as Vietnam, Peru, and Central America (Panama).
- To implement a sustainable approach to cocoa growing in these three countries in partnership with other stakeholders.

C. Cocoa Smallholder Economics Program Area

It is projected that in the future, most cocoa will be primarily grown on small plots of land, held by smallholders, as opposed to large plantations that exist now in some producing countries. One focus of this program area is to develop and learn from other smallholder economic production models and apply them to cocoa growing. Finding

alternative crops to be grown alongside cocoa that increase and diversify farmer income, improving yield quantity and quality, collection techniques, and marketing strategies are all key components to be developed and extended to cocoa farmers.

The objective of the Cocoa Smallholder Economics Program is:

- To investigate an approach whereby cocoa smallholder income can be improved by developing and extending low-cost and low-input production techniques and technologies.

D. Cocoa Integrated Crop Management (ICM) Program Area

Understanding the components of cocoa crop management is essential to growing cocoa in a sustainable system. The impact of diseases such as Witches' Broom, Monilia, and Phytophthora, and of pests such as the Cocoa Pod Borer, continue to be devastating with resulting crop losses of 30%-40% or more; therefore, making progress in solving these problems is imperative. Furthermore, using biological control methods to control pests and diseases, and Integrated Pest Management (IPM) practices, as opposed to the arbitrary spraying of insecticides and fungicides, is an important principle that industry supports. Other factors are crop cycle optimization shade optimization and management, and soil fertility management.

The objective of the Cocoa Integrated Crop Management Program is:

- To establish fully integrated regional cocoa crop management principles for smallholder farms in harmony with regional economic and ecological objectives.

E. Cocoa Breeding Program Area

Modern breeding techniques can provide improvements in cocoa growing, and result in higher yields and new genotypes. Through the Cocoa Biotechnology Program at the

Pennsylvania State University, established by ACRI in 1986, new biotechnology methods have been developed to mass-produce genetically identical cocoa trees. In addition, new techniques aimed at transforming the cocoa plant to incorporate disease resistant genes will lead to future genetic improvements of the cocoa plant. Other active biotechnology programs at the University of Reading (UK) and at CIRAD (France) are making important contributions to our international knowledge on cocoa biotechnology. By taking these new developments into a modern cocoa-breeding program, the industry can assure improved cacao

production and ultimately lead to better cacao trees for smallholders. Bringing together scientists with expertise in cocoa breeding to help define the way forward is an important objective of the sustainable cocoa program.

The objective of the Cocoa Breeding Program is:

- To establish globally coordinated, integrated, and managed cocoa breeding programs to develop and release varieties with improved yield and disease resistance.

Signatories to the Declaration of Intent:

IPGRI
CAOBISCO
Cocoa Producers' Alliance
Secrétaire d'Etat, Commerce Extérieur
CIRAD
Chambre syndicale des chocolatiers
ACRI
ICCO

CABI
Projet Cacao, Equateur
Ministère de l'Agriculture, Côte d'Ivoire
Conf. des artisans chocolatiers de France
AFCC
ASKINDO
Ministère de la Recherche, Cameroun

From the ISCP to a Sustainable Cocoa Economy Programme

Since the launch of the ISCP in Paris on 1 March 1999, a need to clarify its aims has been expressed several times by some ICCO member countries.

In particular, there is the fear that the end result of the five components of the original programme, as presented above, would be to exert a new downward pressure on cocoa prices through increased supply worldwide. This would, therefore, run counter to the long term sustainability of the ISCP initiative, as discouraged farmers would abandon cocoa cultivation regardless of the sophistication of agronomic techniques introduced by the programme.

In order to avoid improvements in yield having a detrimental effect on the supply and demand balance, thus leading to drastic reductions in prices, it is suggested that the ISCP should encompass a sixth programme area with specific efforts being made to increase demand for cocoa worldwide in line with the expected increases in production over the lifetime of the programme.

In so doing, the ISCP would become an ISCEP (International Sustainable Cocoa Economy Programme) - truly beneficial to all stakeholders in the world cocoa economy.

Ghana

Local and foreign financial experts recently studied the feasibility of setting up a futures exchange in Ghana at a workshop organized by the Ghana Stock Exchange in Accra. South Africa is currently the only African country with a futures market.

SIFCA and JAG merge in Côte d'Ivoire

The merger of Ivorian cocoa and coffee shippers SIFCA and JAG has now been endorsed by all the bankers involved. The new company, to be called SIFCA-JAG, is expected to ship 350,000 tonnes of 1999/2000 cocoa, about one third of the total annual crop in Côte d'Ivoire. Depending on 1999/2000 farmgate prices, SIFCA-JAG needs 110-150 billion CFA francs to finance its cocoa and coffee purchases. It is anticipated that SIFCA-JAG will have four warehouses with treatment and bagging facilities for cocoa and coffee in Abidjan and three in San Pedro. SIFCA, part of the SIFCOM group, will hold 79% of the new company with JAG (owned by the Groupe Octide of Ivorian entrepreneur François Bakou) holding 30%.

E D & F Man

British trading group E D & F Man announced in early June that it had no intention of withdrawing from its traditional commodities sector in favour of its fast-growing financial services. Earlier it had revised its world estimate of 1998/99 cocoa bean production upwards by 22,000 tonnes to 2.72m tonnes. World grindings, however, were seen to be falling by 2% in 1998/99 to 2.76m tonnes.

Côte d'Ivoire privatizes coffee/cocoa inspection

Côte d'Ivoire has contracted out the inspection and treatment of cocoa and coffee exports to Swiss firm *Société Générale de Surveillance* (SGS) and Dutch firm Cornelder following an international tender. The *Nouvelle Caistab* will

be the inspector and adviser of the two companies and its technical staff will be transferred to the concession holders. According to the tender documents, the two inspection companies have to take a total of at least 250 employees from the Caistab. SGS and Cornelder are also involved in cocoa and coffee inspection in Cameroon along with one local company.

EU directive

In the middle of June 1999, the European Union failed to resolve the long-standing impasse over how to define chocolate after the European Commission objected to a hard-fought compromise which was supported by most EU states. The Commission opposed language that would have diluted its powers by requiring EU governments and the European Parliament to agree technical changes to rules governing chocolate once it was adopted.

Most EU governments had rallied around a compromise that would have permitted the use of up to 5% non-cocoa vegetable fats as long as they were clearly labelled. Only Belgium and the Netherlands were set to vote against the text, with Luxembourg abstaining and this would normally have allowed the measure to be adopted as most EU legislation can pass on qualified majorities. It seemed, therefore, that Finland, who would take over the Presidency of the European Union from 1 July 1999, would be faced with attempting to resolve the situation.

However, at the very end of June the European Commission dropped its objections to the plan after EU governments agreed to restore some Commission powers to make technical changes to the legislation. It is now expected that the decision will be made official during July 1999.

Cornelders and ICM set up joint venture

Dutch warehousing groups Cornelders Controle & Veembedrijf and Internationale Controle

Maatschappij (ICM) have announced that they have set up a joint venture for the cocoa activities in the port of Amsterdam. Both firms specialize in the storage and handling of cocoa and have substantial storage capacity for cocoa both in bulk and in bags. Joint venture “Cornelder ICM Logistics” will handle about one third of the cocoa supply and storage in the Port of Amsterdam.

The original cocoa bean?

The cocoa bean apparently responsible for the British nation’s sweet tooth has been put on display at the Natural History Museum in London. Sir Hans Sloane was personal physician to the Governor of Jamaica where he saw the local inhabitants drinking a bitter drink made from beans. He added sugar and hot milk to produce the first milk chocolate drink. Chocolate made his fortune, enabling him to buy the fields on which the area of London known as Chelsea was built. His specimen collection also became the foundation of today’s Natural History Museum.

Côte d’Ivoire/Ghana talks

At a meeting held in Abidjan on 13 and 14 July 1999, representatives of the two countries started

discussing plans to coordinate cocoa sales in order to exert some influence over the world market after liberalization. In the joint statement, signed by the Minister for Agriculture, Lambert Kouassi Konan and the Minister for Foreign Trade, Guy-Alain Gauze on behalf of Côte d’Ivoire and the Minister for Finance, Kwame Peprah and the Managing Director of the Ghana Cocoa Board, John Henry Newman on behalf of Ghana, the two countries said that they would “create and reinforce the conditions for a policy of forward sales of their respective output from the start of the 1999/2000 season”.

Forrest Mars

The founder of one of America’s richest dynasties who developed the chocolate bar which bears his name died early in July 1999 at the age of 95. The privately-owned Mars Inc. employs some 30,000 people around the world and has an estimated US\$15 billion in sales.

Mars joined his father in the candy business in the 1920’s and over the years built the enterprise into a worldwide confectionery giant. After falling out with his father in 1932 he spent seven years in Britain to start another sweet operation before returning to the U. S. A.



Apart from several visits to representatives of the private sector with the Chairman of the International Cocoa Council, the Executive Director, Mr. Edouard Kouamé, travelled to Phuket in Thailand at the end of May 1999 to give a presentation entitled “Liberalization of cocoa markets in West Africa” at the international conference “Cocoa and Chocolate Markets ‘99”. This conference was specifically aimed at addressing the issues of both production and consumption of cocoa and chocolate in the Asian market, considered one of the growth areas in the 21st century. Mr. Kouamé was also invited to chair the conference.

In April, the secretariat was invited to give a presentation on “Production, processing and marketing of cocoa” at a Commodity Credit Development Training Programme organized in Cambridge. Dr. Jan Vingerhoets, Head of the Economics and Statistics Division, and Dr. Alan Brewer, Econometrician, represented the secretariat on this occasion.

In response to an invitation issued by the Netherlands Cocoa Association, Mr. Navin Mistry, Statistician, travelled to Amsterdam during May to collect information on the stocks situation where he was given the

opportunity to meet several companies, including Cargill and the Amsterdam Port Authority.

Also in May, two ICCO staff members, Dr. Jan Vingerhoets and Dr. Jean-Marc Anga, Project Officer, joined a team of experts from ICCO member countries visiting Gabon to carry out a feasibility study on the project to relaunch the cocoa sector in that country.

The visit to LIFFE organized by the secretariat in conjunction with the Cocoa Association of London gave 50 delegates attending the ICCO June meetings an excellent insight into the workings of this institution and the terminal market. The visitors were given tours of both the grading rooms and the trading floors.

Book reviews

The chocolate wars. Inside the secret worlds of Mars & Hershey

J.G. Brenner
HarperCollins Business, 1999
ISBN 000255351
£19.99

Ordering: Tel: +44 (0)870 900 2050
Fax: +44 (0)870 2060

This book arose from a request to write a story for the Washington Post on Mars Inc and its response to Hershey's emergence as the number one confectionery maker in the USA. Joel Brenner, over a period of 8 years and despite their secretive nature, gained access to information and held interviews with key staff at both Mars and Hershey. She tracks the development of the companies from small family owned businesses into multi-billion dollar industries and looks at the importance of the different personalities and strategies of the founders in this development.

Forrest Mars was autocratic with unconventional management strategies whereas Milton Hershey was a dreamer who wanted to create not just a company but an industrial paradise. Joel Brenner also explores the changing relationship between the two companies - from Hershey supplying Mars with chocolate to becoming arch rivals. The competition between the companies has at times been bitter with 'chocolate wars' developing. Although this is a business book, it is easily readable and offers an insight into the past history and the hidden world of the companies.

Coffee, cocoa and tea

K.C. Willson
Crop Production Science in Horticulture
Series No 8
March 1999, 304pp
ISBN 0 85198 919 5
£29.50 (US\$55.00)

Ordering: CABI Publishing, CAB International,
Wallingford, Oxon. OX10 8DE, United
Kingdom

Tel: +44 (0) 1491 832111
Fax: +44 (0) 1491 829292
Email: orders@cabi.org

Coffee, Cocoa and Tea provides a general introductory overview of the scientific principles underlying the cultivation and production of coffee, cocoa and tea. It can serve as a basic text for students of agriculture, horticulture and food science as well as providing professionals with a brief but scientific introduction to the crops.

The introduction provides information on the stimulant properties of coffee, cocoa and tea, together with information on the origin and history of the commodities and statistics on production and imports by country.

For each commodity the book then covers all aspects of production from physiology and breeding, to propagation and planting, through husbandry and crop protection to harvesting. The final part of the book covers the post harvest processing of all three commodities.

The cocoa section covers the following:

- Botany and plant improvement
- Climatic requirements, soil requirements and management
- Field management (including propagation, shade, intercropping, density, pruning, pollination and harvesting etc)
- Mineral nutrition and fertilisers (including the effect of individual nutrients and the symptoms of their deficiency)
- Pests, diseases and their management and weed control
- Processing (including fermentation, drying and grinding)

Industrial Chocolate Manufacture and Use (3rd edition)

Edited by S. T. Beckett
July 1999 304 pp
Blackwells
ISBN 0 632 05433 6
£104.00

Ordering: *Vivienne Harvey, Blackwell Science, Osney Mead, Oxford OX2 0EL*
Tel: +44 (0) 1865 206086
Fax: +44 (0) 1865 721205

It is five years since the last edition and the whole book has been completely reworked to reflect today's practice. New chapters have been added on chocolate panning, legislation and rework. The chapters on cocoa production, milk component cleaning, roasting and winnowing, particle size reduction, conching and non-conventional machines and processes have been completely rewritten. All other chapters have been fully updated to give improved coverage of marketing and packaging, microbiology, quality control and environmental issues.

The principles of chocolate manufacture are covered from the growing of cocoa beans to the marketing of the end product. Tables of important physical constants such as specific heat and density are included for easy reference.

The impressive range of technical topics and international contributors will ensure that this continues to be an essential reference for

professionals concerned with all aspects of chocolate manufacture, packaging and distribution.

Chocolate and Cocoa: Health and Nutrition

Edited by Ian Knight
July 1999 360 pp
Blackwells
ISBN 0 632 05415 8
£75.00

Ordering: *Vivienne Harvey, Blackwell Science, Osney Mead, Oxford OX2 0EL*
Tel: +44 (0) 1865 206086
Fax: +44 (0) 1865 721205

Worldwide scientific experts in their various fields have contributed to this review of the health and nutritional properties of cocoa and chocolate drawing on the relevant literature of the past 25 years. It is a comprehensive distillation of the available technical and scientific literature, covering all stages from agriculture to finished product.

Chocolate and Cocoa comprises 22 chapters of original work and draws on the additional expertise of a Scientific Advisory Committee. It will be welcomed by chocolate manufacturers, ingredient and equipment supplies, academic, research and government institutions, nutritionists, dieticians and allied health professionals.

Comparative assessment of different processes for pest control of cocoa beans and hazelnuts

German Cocoa Trade and Chocolate Industry Trust
Available from: Pilot Pflanzenöltechnologie Magdeburg e.V., Berliner Chausee 66, 39114 Magdeburg, Germany
Tel: +39 1-8189-162
Fax: +39 1-8189-299

The German Cocoa Trade and Chocolate Industry Trust has commissioned a study on the comparative assessment of different processes for pest control of cocoa beans and hazelnuts. The aim of this study is the examination and assessment of various applicable processes for the

elimination of pests from cocoa beans and hazelnuts as well as the demonstration of alternatives to pest riddance by methyl bromide. Following a general description of the processes the concrete possibilities available for cocoa beans and hazelnuts are discussed. The study concludes by examining the various demands on the pest control processes.

The International Cocoa Trade (2nd edition)

Robin Dand
July 1999, 432 pp
Woodhead Publishing Ltd.
ISBN 1 85573 434 6
£99

Ordering: Woodhead Publishing Ltd., Abington
Hall, Abington, Cambridge CB1 6AH
Tel: +44 (0)1223 891358
Fax: +44 (0)1223 891694

Since the publication of the first edition of this authoritative work on the international cocoa trade in 1993, several changes have occurred in the cocoa market, either due to entirely new factors or as an evolution of existing trends. Three such examples which are addressed in the book are the continuing contraction of the number, and even size, of companies dealing with

cocoa, the on-going debate on cocoa substitutes and the current low prices for cocoa.

Two areas of trade development new for cocoa are examined in this second edition. The first concerns the growth of bulk transport and the storage of cocoa beans and the delivery of terminal market cocoa in bulk 1000-tonne lots. The introduction by LIFFE of various changes, particularly regarding quality assessment, is also discussed. The second development is the work undertaken by the AFCC in Paris and the CAL in London to harmonize their contract terms, in itself a testimony to the goodwill between the two associations and a credit to the trading community in cocoa.

As in the first edition, the book covers agronomics and marketing, the actuals and futures markets and their contracts, supply and demand of the product, its quality and its processing. The book will undoubtedly help all involved in the international cocoa trade to improve not only their understanding of the market but also their appreciation of some of the difficulties faced by other market users.

Regular ICCO meetings

1999

6-10 September

Council and subsidiary bodies

13-15 December

Executive, Production and Consumption Committees. Expert Working Groups

2000

13-17 March

Council and subsidiary bodies

7-9 June

Executive, Finance, Production and Consumption Committees. Expert Working Groups

10-15 April

Advisory Group on the World Cocoa Economy (see page 11 for details)

4-8 September

Council and subsidiary bodies

Forthcoming events

1999

15-18 September (Bermuda)

5th International Cocoa Convention

Contact: Cocoa Merchants' Association of
America, New York, USA

Tel: +1 212 363 7334

23-26 September (Shanghai, China)

**Confectionery China '99: The 2nd International
Sweet, Biscuit, Chocolate and Ice Cream
Exhibition**

Contact: Overseas Exhibition Services Ltd.,
London, UK

Tel: +44 (0) 171 862 2116

Fax: +44 (0) 171 862 2118

30 September-1 October (London, UK)

**International Cocoa and Chocolate
Convention**

Contact: Jane Morgan, IQPC Ltd., London, UK

Tel: +44 (0) 171 430 7333

Fax: +44 (0) 171 430 7303

16-24 October (Perugia, Italy)

**Eurochocolate International Chocolate
Exhibition**

Contact: Eurochocolate Organization Office

Tel: +39 75 573 2670

23-31 October (Amsterdam, Netherlands)

Stichting Chocoladefestival

Contact: Corry Magrijn, Stichting
Chocoladefestival

Tel: +31 (0) 20 699 7103

Fax: +31 (0) 20 600 0984

8-12 November (Cairo, Egypt)

**Round Table on Commodity Development in
North and Central Africa**

Contact: Common Fund for Commodities,
Amsterdam, Netherlands

Tel: +31 (0) 20 575 4900

Fax: +31 (0) 20 676 0231

**14-16 November (University Park,
Pennsylvania, USA)**

**3rd International Symposium on Confectionery
Science**

Contact: Cocoa, Chocolate & Confectionery
Research Group, PA, USA

Tel: +1 814 865 5444

**23-26 November (Moscow, Russian
Federation)**

**Ingredients Russia: 2nd International
Exhibition of Food Ingredients, Additives and
Flavourings**

Contact: ITE Group Plc, London, UK

Tel: +44 (0) 171 286 9720

Fax: +44 (0) 171 286 0177

25-27 November (Santiago de Cuba, Cuba)
**Cubacafé 99: International Symposium on
Coffee and Cocoa**

Contact: Lic. Nelson Ramos, Dirección de
Eventos CUBATUR

Tel: +537 33 4121

Fax: +537 33 3104

E-mail: santo@cbt.event.cbt.cma.net

3-5 December (London, UK)

International Festival of Chocolate

Contact: Royal Horticultural Halls Ltd., London

Tel: +44 (0) 870 901 0020

2000

February (Abidjan, Côte d'Ivoire)

**International Conference on the future of
Perennial Crops, Investment and
Sustainability in the Humid Tropics**

Contact: Yapo Assamoi, BNETD, Abidjan, Côte
d'Ivoire

Tel: +225 44 08 39

Fax: +225 44 56 66

E-mail: ayapo@bnetd.sita.net

**10-15 April (Santo Domingo, Dominican
Republic)**

Advisory Group on the World Cocoa Economy

Contact: ICCO secretariat, London, UK

Tel: +44 (0)20 7307 8810

Fax: +44 (0)20 7631 0114

E-mail: info@icco.org



PUBLICATIONS

ORDER FORM

International Cocoa Organization, 22 Berners Street, London W1P 3DB, United Kingdom
 Fax no. +44 (0)20 7631 0114 Telephone enquiries: +44 (0)20 7307 8810 or 8814

All ICCO publications are produced in English, French, Russian and Spanish with the exception of the World Cocoa Directory (English, French and Spanish text only). Please return this form to order any items required, ensuring that all the relevant details have been completed. Postage/packing is included.

| Item | Quantity | | | | Unit price | Subtotal |
|--|----------|---|--------------|-----|------------|----------|
| | E | F | R | S | | |
| <i>Quarterly Bulletin of Cocoa Statistics – Volume XXVI</i> , annual subscription comprising December 1999, March, June and September 2000 issues and containing a wealth of statistics on cocoa | | | Multilingual | | £100 | |
| <i>Quarterly Bulletin of Cocoa Statistics – Volume XXVI</i> , single copy | | | Multilingual | | £45 | |
| <i>Quarterly Bulletin of Cocoa Statistics</i> , single copies from previous volumes | | | Multilingual | | £20 | |
| <i>World Cocoa Directory 1999</i> , Details of trade associations, companies and research bodies in the cocoa and chocolate sectors. | | | Multilingual | | £80 | |
| <i>Cocoa Consumption in the Russian Federation</i> . A study of cocoa consumption in the Russian Federation, including future prospects | | | | | £75 | |
| <i>Compilation of presentations from Cocoa and Chocolate in the 21st century</i> . All the papers gathered together in one booklet | | | | | £20 | |
| <i>25th anniversary video</i> . Highlights of the international conference on Cocoa and Chocolate in the 21st century and the Gala Banquet at Guildhall in September 1998. | | | N/A | N/A | £25 | |
| <i>Cocoa Newsletter</i> . Economic, scientific and technical information | | | | | Free | |
| <i>Annual Report</i> . A summary of ICCO's work | | | | | Free | |
| ORDER TOTAL | | | | | | |

Customer Details

Name _____

Company _____

Address _____

Telephone _____

Fax _____

E-mail _____

Method of Payment In £ sterling, no other currencies are acceptable

Please register my order for the items as listed opposite for a total amount of £....

Cheque (drawn on UK bank only in the name of the International Cocoa Organization)

Bank transfer (to Organization's current account no. **80507881** with Barclays Bank Plc, 8/9 Hanover Square, London W1A 4ZW, sort code 20-36-47. All

Eurocard / Visa / Mastercard / JCB Card / Amex (delete as applicable)

Card number _____

Expiry date ... / /

Cardholder name _____

Signature _____

For office use only

| | | | | |
|--------------------------|----|------|------|----------|
| <input type="checkbox"/> | MO | Date | Time | Taken by |
| <input type="checkbox"/> | TO | | | |