



# COPAL COCOA Info

A Weekly Newsletter of Cocoa Producers' Alliance

Issue No. 249

17<sup>th</sup> – 21<sup>st</sup> September 2007

Cocoa Producers' Alliance

## ICCO Daily Cocoa Prices

	ICCO daily price (SDRs/tonne)	ICCO daily price (US\$/tonne)	London futures (£/tonne)	New York Futures (US\$/tonne)
17-Sep	1,244.73	1,918.72	992.00	1,871.00
18-Sep	1,250.69	1,926.15	991.67	1,881.67
19-Sep	1,253.96	1,935.57	993.33	1,897.33
20-Sep	1,284.41	1,988.09	1,010.33	1,953.33
21-Sep	1,282.42	1,986.98	1,006.67	1,950.67
Average	<b>1,263.24</b>	<b>1,951.10</b>	<b>998.80</b>	<b>1,910.80</b>

## Up-coming Events

- ICCO Round Table on a Sustainable World • COPAL General Assembly and Council of Ministers' Meetings, 8<sup>th</sup> – 12<sup>th</sup> October 2007  
Cocoa Economy, 3<sup>rd</sup> – 6<sup>th</sup> October 2007  
Accra, Ghana  
Accra, Ghana

## In the News (from Newspapers worldwide)

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- Barry Callebaut to Sell Brach's Candy to Farley's & Sathers
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- Programme aims to keep African crop specialists home
- Cocoa Marketing Company terminates 37 appointments
- People offered chocolate to go to church
- ALL CANDY EXPO(R) Forecasts Upcoming Confectionery and Snack Trends

**International Financial Futures and Options Exchange (LIFFE)**  
**London Futures Market – Summary of Trading Activities**  
**(£ per tonne)**

<b>Monday 17-Sep 2007</b>						
Month	Opening Trans	Settle	Change	Daily High	Daily Low	Volume
Dec-07	967	979	12	988	955	5,372
Mar-08	971	994	14	1002	970	1,938
May-08	1003	1003	14	1009	997	209
Jul-08	992	1012	13	1018S	992S	80
Sep-08	1002	1021	11	1027S	1002S	77
Dec-08	1039	1030	11	1039	1038	20
Mar-09	1041	1039	11	1041S	1041S	1
May-09		1046	11			0
Jul-09		1057	11			0
Sep-09		1067	11			0
<b>Totals</b>		<b>1020</b>				<b>7697</b>

<b>Tuesday 18-Sep 2007</b>						
Month	Opening Trans	Settle	Change	High	Low	Volume
Dec-07	979	978	-1	983	969	4,151
Mar-08	991	994	0	1000	985	1,029
May-08	999	1003	0	1008	996S	416
Jul-08	1015	1014	2	1015	1015	1
Sep-08	1024	1023	2	1024	1024	1
Dec-08		1033	3			0
Mar-09		1042	3			0
May-09		1049	3			0
Jul-09		1060	3			0
Sep-09		1070	3			0
<b>Totals</b>		<b>1022</b>				<b>5,598</b>

<b>Wednesday 19-Sep 2007</b>						
Month	Opening Trans	Settle	Change	High	Low	Volume
Dec-07	975	981	3	984	967	4,300
Mar-08	991	995	1	997	983	1,999
May-08	1002	1004	1	1007	992S	3,920
Jul-08	1006	1013	-1	1016	1006S	172
Sep-08	1018	1024	1	1026	1014S	883
Dec-08	1031	1036	3	1036S	1028S	2,273
Mar-09		1044	2			0
May-09		1051	2			0
Jul-09		1062	2			0
Sep-09		1072	2			0
<b>Totals</b>		<b>1028</b>				<b>13,547</b>

<b>Thursday 20-Sep 2007</b>						
Month	Opening Trans	Settle	Change	High	Low	Volume
Dec-07	984	999	18	1004	979	9,113
Mar-08	997	1012	17	1016	991S	3,006
May-08	1008	1020	16	1022S	1000	1,878
Jul-08	1015	1025	12	1027	1010	1,422
Sep-08	1029	1035	11	1037	1024	400
Dec-08	1039	1045	9	1047S	1036S	142
Mar-09		1054	10			0
May-09		1061	10			0
Jul-09		1072	10			0
Sep-09		1082	10			0
<b>Totals</b>		<b>1041</b>				<b>15,961</b>

<b>Friday 21-Sep 2007</b>						
Month	Opening Trans	Settle	Change	High	Low	Volume
Dec-07	1002	996	-3	1003	979	4,988
Mar-08	1016	1008	-4	1016	992	2,978
May-08	1020	1016	-4	1023S	1006S	934
Jul-08	1025	1025	0	1027S	1013	277
Sep-08	1037	1036	1	1037	1025	26
Dec-08	1047	1047	2	1048	1038S	582
Mar-09		1055	1			0
May-09		1062	1			0
Jul-09		1073	1			0
Sep-09		1083	1			0
<b>Totals</b>		<b>1035</b>				<b>9,785</b>

<b>Average for the week</b>		<b>1093</b>				<b>10518</b>
<b>Total for the week</b>						<b>52,588</b>

**New York Board of Trade (CSCE)**  
**New York Futures Market – Summary of Trading Activities**  
**(\$ per tonne)**

<b>Wednesday 19-Sep 2007</b>						
<b>Month</b>	<b>Open</b>	<b>Settle</b>	<b>Change</b>	<b>High</b>	<b>Low</b>	<b>Volume</b>
Dec-07	1860	1900	27	1904	1858	6824
Mar-08	1878	1900	16	1904	1878	2720
May-08	1895	1895	5	1895	1895	659
Jul-08	1909	1909	5	1909	1909	33
Sep-08	1923	1923	3	1923	1923	59
Dec-08	1936	1936	-8	1936	1936	98
Mar-09	1955	1955	-13	1955	1955	-
May-09	1970	1970	-11	1970	1970	-
Jul-09	1984	1984	-11	1984	1984	-
Sep-09						
<b>Totals</b>		<b>1930</b>				<b>10393</b>

<b>Thursday 20-Sep 2007</b>						
<b>Month</b>	<b>Open</b>	<b>Settle</b>	<b>Change</b>	<b>High</b>	<b>Low</b>	<b>Volume</b>
Dec-07	1925	1971	71	1978	1925	9188
Mar-08	1920	1946	46	1950	1920	3457
May-08		1946	51	1946	1946	2794
Jul-08		1942	33	1942	1942	368
Sep-08		1952	29	1952	1952	37
Dec-08		1965	29	1965	1965	35
Mar-09		1985	30	1985	1985	8
May-09		1997	27	1997	1997	-
Jul-09		2006	22	2006	2006	-
Sep-09						
<b>Totals</b>		<b>1968</b>				<b>15887</b>

<b>Friday 21-Sep 2007</b>						
<b>Month</b>	<b>Open</b>	<b>Settle</b>	<b>Change</b>	<b>High</b>	<b>Low</b>	<b>Volume</b>
Dec-07	1970	1983	12	2000	1956	12481
Mar-08	1965	1948	2	1965	1940	3624
May-08	1934	1945	-1	1945	1934	2364
Jul-08	1957	1957	15	1957	1957	207
Sep-08	1969	1969	17	1969	1969	54
Dec-08	1988	1988	23	1988	1988	77
Mar-09	2008	2008	23	2008	2008	-
May-09	2025	2025	28	2025	2025	-
Jul-09	2034	2034	28	2034	2034	-
Sep-09						
<b>Totals</b>		<b>1984</b>				<b>18807</b>

<b>Average for the week</b>	<b>1961</b>	<b>9017</b>
<b>Total for the week</b>		<b>54,104</b>

## Spot Prices (US \$ per tonne)

	17-Sep	18-Sep	19-Sep	20-Sep	21-Sep	Average for the Week
<i>Main Crop Ghana, Grade 1</i>	2327	2336	2357	2428	2440	2378
<i>Main Crop Ivory Coast, Grade 1</i>	2196	2205	2228	2299	2311	2248
<i>Main Crop Nigerian, 1</i>	2164	2173	2200	2271	2283	2218
<i>Superior Arriba</i>	2439	2448	2408	2479	2491	2453
<i>Sanchez f.a.q</i>	2207	2216	2218	2289	2301	2246
<i>Malaysian 110</i>	1852	1861	1905	1976	1988	1916
<i>Sulawesi f.a.q</i>	2044	2053	2078	2149	2161	2097
<i>Ecuador Cocoa Liquor</i>	3312	3328	3388	3515	3536	3416
<i>Pure Prime Press African Type Cocoa Butter</i>	5455	5482	5548	5755	5790	5606
<i>10/12% Natural Cocoa Press Cake</i>	882	887	899	933	939	908
<i>Source: Cocoa Merchant Association</i>						

# News

## Health and Nutrition

### CHOCOLATE KISSES

News Edge for Sept. 17

If you want to get your heart 'racing' towards romance, dark chocolate may be the key to getting revved up! Most women won't turn down flowers and perfume, but it turns out a taste of dark chocolate may be just what the "love doctor" ordered.

British researchers studied couples as they ate squares of dark chocolate, and then again as they indulged in some passionate kissing. The women's heart rates rose 20 percent and their bodies released four times more feel-good chemicals called endorphins when they ate the chocolate.

The researchers think the cacao in chocolate has a positive effect on the brain connectors linked to desire. Cacao comes from a small evergreen tree and its seeds are used to make cocoa and chocolate. Researches say dark chocolate contains more cacao than other varieties, so they say make sure the chocolate you get says it's at least 65 percent cacao, if you're in the mood for romance.

### ALLERGY WARNING IS MISSED OFF CHOCOLATE BARS

Bath Chronicle, UK - Sep 17, 2007

Chocolate producer Cadbury's has recalled thousands of items made at its Keynsham plant. It is the second time in two years that the confectionery firm has had to call back its products from shelves. In the latest incident, Dairy Milk Double Choc 250g promotional packs, bearing the phrase "win a prize and a half", are affected.

Cadbury's is investigating how a printing error, which led to the "may contain traces of nuts" message being left off the label, happened. It is also warning nut allergy sufferers not to eat the recalled bars, but to get in touch for a refund. The chocolate is safe to eat for people who do not suffer nut allergies, Cadbury's said. No other Cadbury's Dairy Milk products or "prize and a half" promotional packs are affected.

A company spokesman said: "Cadbury's wants all consumers to be able to enjoy our products, and would therefore like to apologise to any consumers inconvenienced." He said the firm had not received any customer complaints about the labelling problem. In June last year, millions of items of confectionery, including thousands made at the Somerdale plant in Keynsham, had to be recalled because of a salmonella outbreak at a plant in Marlbrook, Herefordshire.

In July of this year, Cadbury's was fined £1m at Birmingham Crown Court after admitting food safety charges. The court heard that the outbreak of the disease was caused by a leaking pipe at the Marlbrook plant, which supplies milk chocolate crumb to Somerdale and the Bournville factory near Birmingham. Around 42 people across the country fell ill in the first half of last year in incidents linked to the leak. The court heard that the contaminated chocolate was sold to the public after the company tried to save money and cut waste by introducing an "allowable tolerance level" for salmonella in its products.

The firm has since spent £20m on improvements in food hygiene. As well as the Dairy Milk Double Choc, the Keynsham factory, which employs about 750 people, also makes brands such as Curly Wurly, Turkish Delight and Crunchie.

### Chocolate - the heart of darkness

New Zealand Herald, New Zealand –

Monday September 17, 2007

By [Peta Mathias](#)



Few foods inspire the passion and loyalty in people that chocolate does. Photo / Michael Bradley. Chocolate - that heart of darkness, that dangerously addictive drug, that corrupter of cocoa virgins. Few foods inspire passion and loyalty on the scale that chocolate does. Like most people, I have eaten chocolate all my life and it has always been associated with a "special treat".

We were chocolate and lolly rationed as children, our parents wanting neither high murder-house bills nor hyperglycemic werewolves instead of children. This

we strangely accepted, which created a culture for us around chocolate - sweet-toothed Dad bringing plain dark chocolate home for us on Friday nights after work, our wealthy and doting grandparents bearing expensive chocolates in boxes at Christmas time... even a Topsy was a special occasion. But it wasn't until I went to Europe that I became a genuine chocophile, seduced by blatantly pornographic displays in those precious glass-plated chocolate shops. I tasted for the first time chocolate drinks made with real chocolate and cream that you could almost stand a spoon up in. It took me a while to get used to quality chocolate with its high cocoa content and to appreciate its slight bitterness, because I had been educated to sugar-and-milk-polluted confectionery - the work of the devil.

If you have ever tasted a "grand cru" chocolate, you will know it is like tasting a grand cru wine. Good chocolate can be recognised by its uniform dark, glossy surface; silky smooth to the touch and making a clean break in your fingers. In your mouth it will break with a crisp snap. As you eat the chocolate, it will melt in your mouth and you will be aware of its silky, uncloying texture, smooth but not fatty, and its intense, deep, rich flavour with a pleasant bitterness and a lingering, fruity finish.

Chocolate contains small amounts of caffeine and theobromine, which are stimulating uppers. These also cause or increase the release of endorphins, natural opiates in the brain that reduce pain \_ the same chemicals that are released during exercise and create the "runner's high".

Chocolate has also been found to contain trace levels of anandamide, a substance that mildly mimics the effects of marijuana by acting on the same receptors in the brain and increasing levels of serotonin, which alleviates depression. Endorphins and serotonin are found in the presence of orgasms.

Chocolate also contains significant amounts of phenol, a chemical found in wine, which reduces the risk of heart disease by preventing plaque forming in coronary arteries.

As you can see from this impressive research, you would be ruining your health and sex life by not eating chocolate.

The latest chocolate drama in New Zealand stars the forbidding of huge chocolate bars in hospital dispensing machines. There have been riots and the anaesthetists have risen up.

You know what I'm thinking and it has to do with orgasms. Who would have known?

- Detours, HoS

### **Mars hits out at US chocolate redefinition proposal**

By Neil Merrett

19/09/2007 - US moves to redefine chocolate have come under further criticism by some of the leading players in the industry. Mars said yesterday that it would continue to produce all its chocolate with cocoa butter, rejecting proposed changes that would allow the name to be included on products made using cheaper vegetable oil.

The reaction by one of the world's leading confectioners could encourage others to pressure the US Food and Drug Administration (FDA) to scrap the plans, preventing processors from possibly cutting supply costs for their chocolate.

Mars claims that revising current standards on chocolate to allow vegetable oil in place of cocoa butter would fundamentally change the product by compromising one of its key tastes. According to the company, cocoa-butter is vital to ensuring chocolates creaminess and texture.

Mars Snackfoods US president Todd Lachman said that the company would not therefore consider substituting its ingredients. "Changing the definition of what chocolate is would be a mistake," he stated. "The bottom line is that we're not going to change our chocolate." While Lachman added that the stance was likely to increase costs for the group, he claimed that maintaining quality was paramount for the company.

The proposal to change the formulation was announced earlier this year by the FDA following petitioning from the Grocery Manufacturers Association (GMA) and Chocolate Manufacturers Association (CMA) along with other industry bodies.

Industry leaders are calling for more flexibility in the current regulations to reflect changing consumer attitudes and advances in manufacturing technology and ingredient supplies. Amendments to the current standard of identity could lead to chocolate containing vegetable oils instead of cocoa butter and milk substitutes in place of milk hitting the market and providing a greater array of alternatives to standard tastes and textures.

### **Resisting desire for chocolate only heightens craving**

*It's the sugar and fat, expert says. There is no evidence that sweet is addictive*

MICHAEL KAHN, Reuters

Published: Wednesday, September 19

© The Gazette (Montreal) 2007

Resistance is futile. The more we try to fight off a craving for chocolate, the more our desire for it grows, a British researcher says. But chocoholics can take heart that such sweets are not addictive despite the fact many people consider themselves as having no control over their urges to eat the sweets, said Peter Rogers, a psychologist at the University of Bristol. "Food behaviour can look like addictive behaviour in extreme situations, but chocolate does not fit these criteria," Rogers told a meeting sponsored by the British Association for the Advancement of Science last week.

Many people point to certain compounds found in chocolate - such as phenylethylamine - that produce a buzz when they reach the brain as evidence that chocolate is addictive, Rogers said.

But many of these compounds also exist in higher concentrations in other foods with less appeal, such as avocados or cheese, and do not cause addiction despite what many chocoholics believe, he said. Instead, a social attitude that chocolate is "naughty but nice" may actually drive people to see chocolate as a forbidden pleasure and desire it even more, Rogers said. "In other words, chocolate is a highly desirable food, but which, according to social norms, should be eaten with restraint," he said. "However, attempting to resist the desire to eat chocolate only causes thoughts about chocolate to become more prominent, consequently heightening the desire."

Other studies have suggested dark chocolate contains more of the beneficial compounds linked with heart health, though experts note the high sugar and fat content of most chocolate candy might cancel out some of the benefits. But even health benefits do not make dark chocolate as popular as milk chocolate and chocolate-covered confectionery, Rogers said. And the fact these favoured choices contain lower amounts of the so-called psychoactive compounds found in dark chocolate provides more evidence chocolate is not addictive, he said. "It is therefore far more plausible to suggest that a liking for chocolate, and its effects on mood, are due mainly to its principal constituents - sugar and fat - and their related orosensory and nutritional effects," he said.

### **Guilty Pleasures**

Arizona Daily Wildcat, AZ - Sep 20, 2007

Chocolate

A bit obvious, but chocolate has always been a guilty pleasure. But why? There have actually been several studies show that chocolate is a mild mood elevator, which basically means it makes us happy and less stressed. If consumed in moderation, it can actually better your health by providing antioxidants to fight off illnesses. Plus, it tastes pretty darn good.

*-compiled by Nicky Hamila*

### **Fantastic Chocolate Health Benefits**

American Chronicle, CA - Sep 20, 2007

I'm a self appointed author, mother, and adventurer. It wasn't always this way but I got myself out of the pits into the bowl of cherries by being coachable. If I can do it, then anybody can do it.

Seeing people blossom into their full glorious selves is an absolute pleasure for me. I value you as a reader of my articles and would like to gift you with a FREE e-book "The Science of Getting Rich". No opt in is required! Just click [HERE](#) to get information and download instructions.

To have a chocolate health experience switch from commercial chocolate to the real raw chocolate. Seriously if you're concerned about chocolate having any health effects then consider for a moment that the actual cocoa bean has it's perks but the added ingredients like cow's milk and refined sugar cancel out the so called chocolate health benefits.

Contrary to popular belief cows milk is not healthy for people, let alone mixing it with sugar and cocoa beans that have been destroyed of their original contents. Antioxidants in cocoa beans have a positive effect but that is all. You will not find those effects in commercial chocolate. The main ingredient in commercial chocolate is cows' milk.

It makes sense because if you think about it humans are the only ones that drink milk from some one else. Baby pigs drinks pigs milk from their pig mothers. Monkeys drink monkey milk from their monkey mothers and every other animal drinks its mother's milk. Only humans have the notion that mothers cow milk is good for them. Tons of cows milk is used



to produce chocolate. Baby cows are deprived of their fair share of their mother's milk to keep people in supply of cows' milk.

I'm one of those people that loves chocolate but at the same time I have a health awareness. So realising that commercial chocolate deposits slug into my body I had to find an alternative. Have you ever thought about what your body has to go through to digest cow's milk, mixed with refined sugar? Uuuugghhh....doesn't surprise me that people have so many ailments considering what they put into their bodies.

But fear not you can still eat chocolate, but get the pure and unadulterated raw chocolate. Huh! You mean you never even knew there was such a thing?

You're about to learn some thing new. Let's take a quick look at the difference of cooked cocoa powder and raw cocoa powder which is the essential ingredient in chocolatey things.

Producers use different ORAC units in their marketing, which result in confusion when one is comparing one ORAC score to another. ORAC simply means Oxygen Radical Absorbance Capacity. An example to illustrating a popular confusion: both dark cocoa powder and the goji berry (the goji berry is a superfood from China) are high on the ORAC scale. Natural cocoa powder pinnacles the list with a score of 26,000. The goji berry rates mightily, with a score frequently found on the internet of 25,300. But what is creating confusion amongst end users is that the cocoa powder and the goji ORAC ratings are for 100 grams! That's more than an average serving. If you calculate the ORAC units per gram you quickly see that dark cocoa powder is at 260 and goji is 253. Not bad, but that's nothing compared to the gigantic 955 ORAC Units found in each gram of raw organic cacao powder!

WOW - isn't that fantastic? That's real proof that real chocolate is a health booster! Do the math - the raw variant contains 367% more antioxidants than the ultimate cooked version – no better proof than that! The same 100 gram scale as above, Raw Organic Cacao Powder has 95,500 ORAC units in contrast to the 26,000 in the roasted cocoa powder.

So go ahead and sin...

#### **Health: Benefits Of Chocolate Milk**

Sep 21, 2007 4:00 pm US/Eastern

Stephanie Stahl

(CBS 3) PHILADELPHIA After a muscle burning, heart pounding, sweat pouring workout, what do you reach for? Some only do water. Others turn to popular sports drinks like Gatorade, not only to re-hydrate, but to replenish electrolytes. "Those are the minerals that get the fluid in and out of our exercising cells," said Althea Zanecosky, a sports nutritionist.

She said experts are beginning to believe, in order to fully recover, people need something else after a hard workout. "They also need protein to rebuild muscles that are torn down during exercise," said Althea. The protein that's gaining traction is chocolate milk ... that's right.

Research said, the kid favorite that's known for being a good source of calcium, may have everything you need after a workout. "You get protein to rebuild muscle. You get carbs to refuel muscle. You get lots of liquid to re-hydrate, but you also get the minerals to help you re-hydrate," said Althea. "I love chocolate milk," said Rebecca Zanecosky, Althea's daughter. She and several other members of the Plymouth Whitmarsh High School Cross Country team, reach for it after a long run.

Shannon McCullough loves the taste. "Chocolate milk's really good," said Shannon. According to Althea, water is still a great choice for re-hydrating while your exercising but "After you're done, what you really want to do is refuel," said Althea. And the idea of recharging with chocolate milk is catching on. Members of the Washington Huskies are required to drink it along with Gatorade to help their performance.

Joan Hunter, a cross country runner, recently switched to chocolate milk. "Generally in the past, I've used some sort of chemical, I hate to say it chemical recovery drink. And I would really prefer a natural recovery drink. And it was so easy to get down," said Joan.

Chocolate is different from regular milk because it has the extra sugar which is a good way to replace carbohydrates. But since you are getting extra calories, it's a good idea to go for low fat or fat free milk and limit how much you drink.

## **Production & Quality**

### **Ivorian cocoa arrivals seen 1,226,000 T by Sept 16**

ABIDJAN, Sept 17 (Reuters) - Cocoa arrivals at ports in Ivory Coast reached around 1,226,000 tonnes between October 1 and September 16, exporters estimated on Monday, compared with 1,354,734 tonnes received in the same period a year ago. Exporters estimated around 17,000 tonnes were received at the two ports in the world's top cocoa grower during the Sept. 10-16 period, compared with 12,414 tonnes a year earlier.

### **Nigerian cocoa price rises in world market**

Gbola Subair, Abuja with Agency Report - 17.09.2007

Nigerian Tribune

Cocoa farmers in the country are in for a good time as the price of cocoa continues to rise in the international market. According to agency reports, the upcountry price of graded Nigerian cocoa beans has risen 2.4 per cent in the past month to N210,000 (\$1,665).

Bean quality, initially hit by mould and fungi, according to the reports, had improved after a break in rainfall in the southwest growing region allowed farmers to dry beans. "The main crop has started early, the price is good because the quality has improved now that the rains have reduced," said Sunday Adeleye, a grower in Ondo State which accounts for about 40 per cent of the country's cocoa output.

According to the news, the early start of the crop in Nigeria is good news for the European market, where trade has been subdued since last week. Nigeria was the main cocoa origin for deliveries on expiry of the London September futures contract on Thursday. It accounted for 13,480 tonnes out of a total of 25,970 tonnes.

At the Lagos ports, the price climbed by 2.2 per cent to 225,000 from N220,000 per tonne last month, exporters said. Farm gate prices for upgraded cocoa rose by 11 per cent to N200,000 from N180,000 per tonne last month, said a Licensed Buying Agent (LBA) who procures beans upcountry for exporters

London cocoa futures are trading near six-month lows, with December (LCCZ7) down four pounds to 939 pounds on Friday morning. Improved weather conditions had also reduced concerns over black pod disease at Nigerian plantations and raised the hope of a better main crop after below-normal volumes over the past 12 months, traders and farmers said.

### **Ivorian cocoa arrivals rise as harvesting quickens**

Mon 17 Sep 2007, 13:14 GMT, By Ange Aboa

ABIDJAN (Reuters) - Cocoa arrivals at ports in Ivory Coast are rising steadily on the approach to the official start of the October-March main crop, and bean quality is improving as rains ease, exporters said on Monday.

Arrivals at ports in the world's top cocoa grower reached around 1,226,000 tonnes between October 1 and



September 16, exporters estimated on Monday, compared with 1,354,734 tonnes received in the same period a year ago.

Exporters estimated around 17,000 tonnes were received at the two ports in the world's top cocoa grower during the Sept. 10-16 period, compared with 12,414 tonnes a year earlier.

"The volume is rising. We had 12,000 tonnes for each of the previous two weeks and now we're at 17,000 tonnes for last week," said the director of one large exporter in Abidjan who said arrivals were expected to continue rising this week.

"The cocoa is mostly coming from the southwest and a bit from the west.

In the east and elsewhere, it's only now some farmers are harvesting and it'll take a few more days for that to be ready but by the end of the month we'll have a lot more," he said.

### **BLACK POD DAMPER**

Farmers and exporters expect plentiful production during the upcoming October-March main crop following months of regular rainfall in the world's top cocoa grower, but damp conditions have also encouraged the spread of the fungal black pod disease.

The most deadly strain of the fungus has destroyed many pods in the eastern town of Abengourou, near the border with Ghana from where the disease has spread, while the strain found in the southwest is less potent but still destructive for the crop.

Before talk of black pod, exporters had recently estimated production during the mid crop could top 1.2 million tonnes and some still believe output will be strong despite the disease.

"You shouldn't think that black pod is going to ruin everything this year. It's just we're seeing more than in other years in the south west but that doesn't mean it's very serious," said a buyer for an international exporter in Abidjan.

"We estimate production at 1.2 million tonnes for the main crop and I don't think that will change with the diseases," he said, upon his return from a trip to cocoa zones in the west and southwest where he said merchants were preparing for a busy season.

#### **QUALITY SEEN IMPROVING**

Rainy weather has also made it difficult for farmers to dry newly harvested beans in recent weeks and some shippers had complained produce was sometimes mouldy and unsellable. However sunnier weather in recent days has improved drying. "Now it's so hot that we should have very high quality beans from next week," said a buyer for an international exporter based in San Pedro, home to the country's second, smaller port.

He said the bean count or the number of beans per 100g of cocoa, was steadily decreasing, meaning harvested beans were bulkier in size. This is usual in the first few months of the main crop and these beans are more sought after by processors.

"We're going to go from 100 beans per 100g to 95 beans per 100g. It's now that the new season is going to start," he added, predicting arrivals could reach 40,000-45,000 tonnes per week by the end of October.

#### **Vietnam pushes for cocoa market growth**

By Charlotte Eyre

9/18/2007 - Vietnam looks set to become one of Asia's primary cocoa producers, with the government pledging to invest 40 billion dong (€1.8m) in the country's burgeoning cocoa trade, according to local news reports. In recent years Vietnam has been reliant on its coffee market for agricultural profit. However, over-planting led to a world price crash in the 1990s and led to a concerted effort by the government to develop other crops.

The agricultural ministry told the Vietnam news agency that it would expand cocoa acreage to 60,000 hectares over the next eight years, from the 7,000 hectares currently in use, with the aim of reaching an output of 52,000 tonnes by 2015.

Vietnam would plant 20,000 hectares more by 2020 when output would reach 108,000 tonnes and export revenues would grow to \$120m, the ministry said. The country decided to grown cocoa as a commercial crop soon after the coffee price cash, which caused the farming industry to fall into financial chaos.

Confectionery manufacturers such as Mars have supported the project over the last decade, fearing over reliance on the African cocoa nations, such as the Ivory Coast, where political unrest is common. The US government has also lent a helping hand, and in 2005 it sponsored a programme known as Success Alliance, encouraging companies such as Cargill to teach Vietnamese farmers to grow cocoa.

According to figures released by the World Cocoa Foundation, Indonesia is Asia's leading cocoa producer, accounting for 75 per cent of the total output, while Malaysia is the top processor, followed by Indonesia, Singapore, Japan, China and Thailand.

Between 1996 and 2006, worldwide cocoa consumption grew an average rate of 2.3 per cent per annum, representing a total increase of 700 000 tonnes, the foundation said. World grindings have increased almost every year over the same period, and grew 2.9 per cent in 2005, to reach 3.4 million tones.

#### **Ivory Coast cocoa prices mostly down Sept 10-16**

Tue 18 Sep 2007, 10:06 GMT

ABIDJAN, Sept 18 (Reuters) - Farmgate prices in Ivory Coast's cocoa regions mainly fell between Sept 10-16, data from the Coffee and Cocoa Bourse showed on Tuesday, as farmers sought quick sales to raise cash for the start of the new school year. "It's the time of year when farmers sell off what cocoa they have to pay for their children's return to school," said Jean-Baptiste Mbo, in the southwestern town of Gagnoa where prices fell 25 CFA francs to 325 CFA during (\$0.69) the week.

He said some farmers were failing to dry their beans properly, partly due to recent damp weather, but also because they were in a rush to make money to pay for their children's school uniforms and stationery.

State education is free in Ivory Coast but parents have to pay around 5,000 CFA francs to enrol their child each school year.

In the western Soubre region in the main cocoa-growing belt in the world's top grower, the average price rose 30 CFA francs to 355 as competition for beans rose among buyers following a lull when production fell between the mid and main crops. "Most buyers are back at work. They all want large quantities but for the moment, farmers can't offer that because many of them are still drying (their cocoa)," said Jacques N'Zi, quality controller at a Soubre farmer cooperative.

Cocoa purchases are rising steadily on the approach to the official October start to the main crop which will run until the end of next March. Some exporters estimate output could top 1.2 million tonnes, much more than the usual main crop of around 1 million tonnes, and this in spite of the fungal black pod disease which has destroyed thousands of pods.

Below are average farmgate prices in CFA francs per kg as quoted by private buyers, cooperatives and shippers, and published by the BCC.

Included are prices paid on delivery at San Pedro and Abidjan ports.

Sept 10-16 Sept 3-9 Abengourou n/a n/a Aboisso 345 410 Adzope n/a n/a Agboville n/a 475 Bongouanou n/a n/a Daloa n/a n/a Divo n/a n/a Gagnoa 325 350 San Pedro 395 n/a Sassandra n/a n/a Sinfra n/a n/a Soubre 355 325 -----  
----- Abidjan (port) n/a n/a San Pedro (port) 470 475

#### **Cameroon cocoa prices steady in main growing zone**

YAOUNDE, Sept 19 (Reuters) - Farmgate prices for cocoa in Cameroon's main producing region of South West province were holding steady this month, as heavy rains and bad roads impeded the delivery of beans from the bush, buyers and farmers said.

Joseph Nde, manager of Cameroon Marketing Commodities (CAMACO) in Kumba, said farmgate prices in the South West were stable compared with last month at 720-750 CFA francs (\$1.54-1.60) per kg. South West province grows around half of Cameroon's cocoa. "There is a steady supply of cocoa on the market although we are still to reach the peak production period by next month or after," Nde said.

In contrast, farmgate prices rose sharply in other producing regions, to 750-800 CFA francs in Centre province and to 600-650 CFA francs in South province. Availability of beans appeared to be tighter in these regions. "There is very scanty supply of produce on the local market," said farmer and cooperative union leader Emmanuel Nguile, speaking from Bafia in Centre province, "There was a late start in the cocoa season here this year because we've not had as much rainfall as usual. We are still witnessing significantly less rainfall compared to previous seasons. I expect output to only go up by late October or November," he added.

At Sangmelima in the South, farmer Moise Edou said rains and poor roads were hampering deliveries, as in the South West. "Too much rainfall means that cocoa beans now take longer to dry, especially here where we don't have improved ovens," he said.

Production is expected to increase all over the country which should cause farmgate prices to fall from mid-October to November and December when the dry season sets in. In recent years, Cameroon has been the world's fourth-biggest cocoa grower. According to the Cameroon Cocoa and Coffee Interprofessional Board (CICC), the central African country produced 179,239 tonnes of cocoa in 2006/07 (Aug/July), up from 164,301 tonnes the previous year.

#### **Cameroon: Cocoa Farmers Get Better Market**

The Post (Buea)

20 September 2007

Nformi Sonde Kinsai & Leocadia Bongben

The product of Cameroon cocoa farmers would soon have a ready market. A cocoa transformation factory is ready to encourage increased production as well as buy all the yields. This is following a convention signed recently between the SIC-Cocoas and the National Investment Corporation, SNI, Mme Yaou Aissatou signed for the Cameroon shareholders while Barry Callebaut was represented by the President of Cacao and Sourcing Department, Mr. Benoit Villers.

Since the Cameroonian shareholders could not raise the required capital, Barry Callebaut Sourcing AG, a Swiss based world Chocolate producer will provide the capital. With the convention signed, Cocoa farmers would find a ready market and an avenue to sell Cameroonian cocoa abroad with the help of Barry Callebaut, which is present in some 20 countries worldwide.

At a press conference, Benoit observed that with an increase in the production of cocoa in the country coupled with improved quality and support from the Cocoa and Coffee Fund, the future of the sector [cocoa] looks bright. Benoit said Cameroon has an important role to play in the cocoa market considering the high demand for cocoa. He announced the readiness of Barry Callebaut to work in accordance with the wishes of authorities in the development of cocoa transformation.

Barry Callebaut, founded in Belgium as a malt brewery and dairy company in 1850, has been operating in Cameroon for over 50 years. The signing ceremony was presided at by the former Minister of Industries, Mines and Technological Development, Charles Salé.

## **The Markets**

### **The Futures Commentary**

The Optnqueen Newsletter for September 16th, 2007

Mon, Sep 17 2007, 11:42 GMT

by Jeanette Schwarz Young

Sadly, what we now need, to avoid a recession, is a good war: unfortunately, we are already so involved; but a good war is the only way to spend our way out of a possible recession; hence, we're obliged to either increase the war or, to start another war. Wars are inherently good for the economy. Just look at the Iraqi war; it pulled us, kicking and screaming out of a recession, it has generated significant numbers of jobs in the defense industry; it has created more military jobs. Those who were called up to serve, to defend our country....or, to fight this off-shore war, left jobs which, were, latterly, filled by others. Were we to end this war; our economy would quickly feel the pain of increasing unemployment. On this note, we would also see industries, such as defense and munitions, necessarily, cut back on production and, naturally, on employment; also: we will see all of those supporting industries; e.g.: military clothing; supplies, daily living needs, etc, cut back, as the military is forced to downsize. Wars stimulate spending, buying and employment:

Peace is an economic non-starter. At this time, should we withdraw troops and fail to send out gobs of guns, rifles, tanks, rockets, planes, helicopters, etc., it would have a negative effect on those industries. We are not war- mongers....we hate to see our precious young men and women put in harm's way. Why, if it were up to us, we would bring every last soldier home. Unfortunately, it is not up to us.

December cocoa enjoyed a strong rally in the Friday session. This rally left a large green candle on the chart. The stochastic indicator, our own indicator and the RSI are all issuing a buy-signal. The Thomas DeMark Expert indicator is issuing a sell-signal. The 5-period exponential moving average is at 18.28. The top of the Bollinger band is at 18.64 and the lower edge is seen at 17.43. If December cocoa can remove 18.72, then we will have a run to the 19.27 and 19.82 levels. This chart looks as though it could be a tea-cup formation but it is too early to say. We can say that if we take out the 17.68 level, it is not a tea-cup formation. The weekly chart is less positive. We could be looking at a bear flag but again, it is too early to say. We did have a doji-candle as a result of last week's session. Some of the indicators are oversold but all of the indicators are going sideways and are of no value. The monthly chart isn't telling us anything of value. We must wait and see on this commodity.

### **Cocoa Prices Set the Stage**

Monday, September 17, 2007

by Jurgens Bauer of RJOFutures

Cocoa prices rebounded on Friday, and now set the stage for either another failure at resistance, or a push above. This morning, the active December contract is currently 1841 bid, offered at 1844. The high for Dec so far is 1853 the low 1819, so prices are looking 4 better this morning.

Trend: Down

Support: 1825-1820, 1805-1795

Resistance: 1850-1855, 1865, 1890-1910

Moving Averages: 9-day 1804, 18-day 1807, 40-day 1920



### **The Commodities Pit Review**

For the week of September 17th, 2007

Tue, Sep 18 2007, 11:15 GMT

by Dave Blumetti, Matthew Pierce

The Softs Pit Review

Cocoa:- This market is all systems go for an up move. Southwestern Nigerian graded cocoa prices are up slightly this week on improved bean quality, as recent wet weather gives way to sunny, dry conditions. Moisture levels in the beans have dropped to around 12% from around 20% last week. The cocoa bean count in Cameroon's Center province has increased to a level fit for export. The beans were fleshy, well-dried and better fermented than beans received nearly two months ago.

### **DJ ICE Cocoa Review: 6-Week Highs On Specs, Technicals**

DOW JONES NEWSWIRES

U.S. December cocoa futures closed at a six-week high Wednesday on speculative buying linked to technical strength and the activating of buy stops above the recent highs, brokers and analysts said. December cocoa on ICE Futures US added \$27 to settle at \$1,900 a metric ton - just off the \$1,904 pit-session high and the strongest close since Aug. 8.

Cocoa futures overcame an early bout of origin hedging pressure and weak prices to trade higher on the day. In fact, the December contract gained appreciably at the hands of speculators once the selling pressure above the market subsided. "The market continues to increase on higher open interest and the underlying factors are quite bullish," said James Cordier, president of Liberty Trading in Tampa.

Once December cocoa traded into higher territory and then above Tuesday's high at \$1,885, it ran through buy stops that increased the speculative buying interest, he said. "I think speculators are looking for new places to play. They've made a lot of money in energies, metals and cocoa probably has some of the best fundamentals of anything on the board," Cordier said.

Despite the fact that the West African cocoa harvest is progressing, traders are trying to determine how extensive black pod disease is there, a broker says. "The jury is still out on that one, but it's an underlying supportive factor," he says. Excessive rainfall created conditions where the fungal disease thrived. If left untreated, black pod has the potential to lower production, analysts said.

Cocoa demand is expected to continue rising on increased consumption of dark chocolate both for its flavor and health benefits, the broker says. Dark chocolate, which can contain up to 70% cocoa, utilizes more cocoa beans, thus pushing up consumption. Ivory Coast shippers and processors declared 15,224 metric tons of cocoa for export from Sept. 2-15, taking the cumulative total for 2006-07 to 1.179 million tons. The total is down nearly 5% from last year, however, as dry weather earlier this year crimped output.

Although the U.S. dollar was firm against the U.K. pound on Wednesday, overall dollar weakness has been supportive for cocoa futures, Cordier said.

With the recent gains, bullish traders may now target the upside chart gap in December cocoa at \$1,922-29 a ton. Above that level, a much larger gap exists at \$1,990-\$2,035. The December-March spread was actively traded and narrowed significantly to even money at the price settlement. Open interest rose 675 to total 122,335 lots. Traders added 113 positions to December, 208 to March 2008 and 209 to the May contract.

Futures volume is estimated at 15,028 in screen trading and 597 in the ring. In the options, 600 calls and 649 puts traded.

	ICE	Change	Range	Liffe	Change	Range
Dec	1,900	up 27	1,858-1,904	Dec 981	up 3	967 - 984
Mar	1,900	up 16	1,878-1,904	Mar 995	up 1	983 - 997

\*ICE settlements in dollars per metric ton with intraday range. Liffe settlements in pounds per metric ton.

### **Cocoa Prices Set the Stage**

Monday, September 17, 2007

by Jurgens Bauer of RJO Futures

Cocoa prices rebounded on Friday, and now set the stage for either another failure at resistance, or a push above. This morning, the active December contract is currently 1841 bid, offered at 1844. The high for Dec so far is 1853 the low 1819, so prices are looking 4 better this morning.

Trend: Down

Support: 1825-1820, 1805-1795

Resistance: 1850-1855, 1865, 1890-1910

Moving Averages: 9-day 1804, 18-day 1807, 40-day 1920

### Cocoa Prices Seeking Technical and Fundamental Strength

Wednesday, September 19, 2007

by [Jurgens Bauer](#) of [RJOFutures](#)

I believe that Cocoa prices are finding technical and fundamental strength to attempt a significant upside move. I suggest this as prices have already shown the ability to gather sufficient momentum during a decisive time of year, and successfully break out from a major downtrend. Tuesday's close, while not spectacular, did manage to quietly close above the 40 day moving average. And for me, that sets the tone for further upside action. The second visit in two sessions to 1885 (a level not seen in more than a month) evokes a level destined to house buy stops.

Bottom line, I favor getting more aggressive toward cocoa, and suggest that you consider outright buying--or at least consider acquiring a long position in call spreads. The Dec 19/20 call spread should be available for around 30 points (\$300), or the Dec 19/20.5 call spread for 40 points (\$400). The 19/20 settled last night at 26 points (or \$260) the 19/20.5 settled at 34 points (or \$340).

Now as to the market:

This morning, the active December contract is currently 1865 bid, offered at 1867. The high for Dec so far is 1887 and the low is 1863, so prices are looking 8 lower this morning.

Trend: Up

Support: 1850-1842, 1801, 1775-1760, 1700-1685

Resistance: 1890-1910, 1922-30

Moving Averages: 9-day 1844, 18-day 1822, 40-day 1867



### Cocoa Prices Show Additional Resilience

Thursday, September 20, 2007

by Jurgens Bauer of RJOFutures

Wednesday's session in NY proved to demonstrate additional resilience in cocoa prices. December closed at 1900-up 27, and more significantly 42 off of the low. The market's ability to withstand early weakness, recover, and register a gain (closing right on the psychological level of 1900) should serve to convince.

I already have stated that I am of the opinion that values have only begun an upward journey, and advise trading this market more aggressively from the long side. While some caution is warranted as the relative strength is registering a slightly overbought condition (see chart below), I still think buying call spreads makes sense.

This morning, the active December contract is currently 1925/1927. The high for Dec so far is 1925 the low 1900, so prices are looking about 20 higher this morning.

Trend: Up

Resistance: 1920-1930, 1970-1980

Support: 1880-1865, 1850

#### Daily Futures Spotlight 09/20/2007

Thursday, September 20, 2007

by [Mike Zarembski](#) of [XPRESSTRADE](#)

Cocoa futures are starting to rise again after a nearly month long sell-off in August had prices falling by over \$300 per ton. Continued wet weather in the West African growing regions has made conditions ideal for the spread of Black Pod disease. A fungus that will spread quickly on Cocoa pods during periods of excessive rains and humidity and a lack of sunshine causes the disease. Growers in Ghana have reported an increasing incidence of the disease recently, and analysts are starting to figure in lower crop prospects for the 2007-08 season, due to the less than ideal weather conditions so far this season. In addition, continued civil unrest in Cameroon has hurt the Cocoa market in that country, which is also supporting the bullish case. Though speculative accounts are already holding long positions in the Cocoa market, the size of the net-long position is not as large as it was during the highs made in July, which may signal additional fresh buying entering the Cocoa market should the recent rally continue.

Looking at the daily chart for December Cocoa, we notice prices moving above the 50-day moving average in early trade. This appears to have sparked additional momentum buying in addition to triggering buy stops above the \$1907 resistance level. In fact, prices are now trying to test the 100-day moving average at \$1940 and a close above this key indicator could shift momentum further into the bullish camp. However, the 14-day RSI has moved into overbought territory with a reading of 79.17. The next major resistance point is seen at the 7/31 highs of \$1982, with support at the 20-day moving average of \$1830. In early trade, December Cocoa is trading at \$1938, up \$38.





## **DJICE Cocoa Review: 8-Week High On Spec, Dollar-Fueled Gains**

Fri, Sep 21 2007,

DOW JONES NEWSWIRES

U.S. cocoa futures closed at eight-week highs as speculators continued to buy on the encouragement of a weak U.S. dollar, brokers said Friday. Most-active December cocoa on ICE Futures US rose \$12 to settle at \$1,983 a metric ton, down from the \$2,000 pit-session high.

Origin pressure ahead of the closing bell took prices off their highs. "We had some origin selling creep in here, but the specs keep knocking on the door and we've made a pretty strong move this week," a floor broker said.

December cocoa futures added \$149 a ton since last Friday's settlement for a hefty 8.1% gain on the week, as speculators bought and the dollar fell to new lows against the world's major currencies.

In addition, the sharp gains forced the market through its major moving technical averages, which enhanced the technical picture and attracted speculative buying, another broker said.

With Friday's climb, bullish traders took December into and closed a portion of the overhead chart gap that now runs from the \$2,000 session high to \$2,035 a ton. Those traders may want to try and finish the job in the near term, although the market may consolidate at these new lofty levels before attempting another move, he said.

Arbitrage buying also occurred on the weak dollar, supporting the New York market and pressuring London cocoa.

The ICE December-March spread settled at \$35, December over, after completely reversing this week. "There is some short-term squeeze going on here, reflected in the December-March now trading at a premium," the floor broker said, adding that a commercial account is likely stuck in a short position.

In news, cocoa bean arrivals at the Ivory Coast port of San Pedro in the week to Sept. 16 totaled 13,889 metric tons, up from 7,955 tons the same week last year. Total arrivals for the season are listed at 506,505 tons, down from 590,570 tons a year ago. Nigerian cocoa prices were higher in the week to Friday on improved bean quality now that sunny, dry weather has allowed farmers to properly dry their beans, traders said. The dry weather has also diminished some concerns about black pod, a fungal disease that can potentially limit production.

Meanwhile, futures volume was estimated at 16,275 lots on ICE and 936 in the ring. In the options, 1,065 calls and 1,854 puts traded. About 120 against-actuals traded.

ICE Change Range Liffe Change Range Dec 1,983 up 12 1,956-2,000 Dec 996 dn 3 979 - 1,003 Mar 1,948 up 2 1,940-1,965 Mar 1,008 dn 4 992 - 1,016

## **Business & Economy**

### **Airport security measures boost confectionery sales**

By Karen Willmer

28/08/2007 - Confectionery sales are booming in the global duty free and travel retail sales market, faster than the market average growth, according to a new report. The report by Generation Research pinpoints Guylain, Toms, Masterfoods, Lindt, Nestle and Godiva to have all received over 11.8 per cent sales growth within the market in 2006.

The confectionery industry grew by 11.8 per cent within the global duty free and travel retail sales market in 2006, which could be due to the tighter security controls at airports, forcing consumers to spend longer in airport terminals, the report stated.

The confectionery segment reached nearly \$1.9bn and has grown on average by 10.1 per cent over the past four quarters, the report said. "Confectionery is well above the market average growth resulting in the conclusion that confectionery's importance and market share in global duty free and travel retail sales is continuing to improve," Generation Research said. Sales growth of luxury goods was the highest within the market, growing 8.4 per cent between the first half 2006 and the first half 2007. Confectionery sales growth came in second at 7.4 per cent, followed by beauty products at 7 per cent.

The report said Europe represented 64 per cent of all confectionery sales within the market, with Continental Europe contributing 36.4 per cent, the Nordic area 16.8 per cent and the British Isles 10.8 per cent. Asia Pacific were the next largest market segment with 17.9 per cent of global sales, and Africa and the Middle East holding 9.6 per cent of the market share.

#### **Barry Callebaut to Sell Brach's Candy to Farley's & Sathers**

##### **NEWSMAKERS**



**Sep 17, 2007-Brach's, headquartered in Dallas (Texas, U.S.A.), has annual gross sales of about USD 270 million, with sugar candy accounting for around 75% and chocolate products making up around 25%.**

17/09/07 Barry Callebaut AG, the world's leading manufacturer of high-quality cocoa and chocolate products will sell its U.S. consumer confectionery business Brach's to Farley's & Sathers Candy Company Inc. The sale will include all of the business and all assets of Brach's and its affiliates, including three factories in Chattanooga (Tennessee, U.S.A.), Winona (Minnesota, U.S.A.) and Vernell (Mexico). The two parties expect the transaction to close latest by end of November 2007. They agreed not to disclose any financial details of the transaction.

Brach's, headquartered in Dallas (Texas, U.S.A.), has annual gross sales of about USD 270 million, with sugar candy accounting for around 75% and chocolate products making up around 25%. In Barry Callebaut's annual report for fiscal year 2006/07, which closed on August 31, 2007, Brach's will be classified as discontinued business. The Group's figures for fiscal year 2005/06 will be restated accordingly.

Farley's & Sathers manufactures and distributes quality confections and snacks to all classes of trade in the United States. As a portfolio company of Catterton Partners, Farley's & Sathers has developed its business both through internal growth and through the acquisition of confectionery brands, including the Heide business from Hershey and the Trolli business from Wrigley. Farley's & Sathers is headquartered in Round Lake (Minnesota, U.S.A.). The company's success in the industry, experience with acquisitions and significant capital resources have established Farley's & Sathers as a leading non-chocolate candy business.

Patrick De Maeseneire, CEO of Barry Callebaut, said: "We are very pleased that we have found an optimal new owner for Brach's in Farley's & Sathers that, based on its industrial expertise, will be able to further develop the Brach's brand and to secure a great future for the Brach's people. We acquired Brach's because we wanted to get access to the large U.S. retailers and manufacture private label chocolate for the U.S. market. However the market for private label products in the U.S. has not developed in the same way as in Europe. Therefore we decided we should concentrate on other priorities like outsourcing and geographical expansion."

"We are very pleased to be adding Brach's to Farley's & Sathers Candy Company," said Dennis Nemeth, President of Farley's & Sathers Candy Company, Inc. "Brach's is a well-established brand and its products are highly regarded. This addition clearly marks our continued commitment to the candy business, and gives us additional brands with long traditions of quality that perfectly fit our long-term strategy. In addition to broadening our current portfolio of brands, this acquisition will allow opportunities to increase manufacturing capacity."

#### **Commodities: Sweet tooth lift for cocoa exports**

By Ooi Tee Ching, September 19 2007

MALAYSIA expects to sell more cocoa products this year, thanks to increasing global appetite for chocolate. This is despite costlier shipping fees and profit erosion from the weak US dollar. Plantation Industries and Commodities Minister Datuk Peter Chin Fah Kui expects cocoa exports to hit RM2.3 billion this year, 10 per cent more than 2006. "While there's increased global hunger for chocolate, continued escalation in freight rates and the weakening of US dollar have eroded the impact of more cocoa shipments from our shores. "Since cocoa exports are priced in US dollars, our exporters have to work extra hard to sell better instead of selling more," he told Business Times in an interview recently. "We'll most probably see 10 per cent growth in cocoa exports this year, a little bit more than last year's seven per cent growth," Chin said.

So far, in the first half of this year, Malaysia shipped out RM1.2 billion worth of cocoa beans, cocoa butter, cocoa powder and chocolates.

Last year, cocoa exports amounted to RM2.08 billion, seven per cent more than 2005's RM1.95 billion. It was the third most important agriculture commodity after palm oil and rubber. Due to competition for land from other commodities,

more lucrative crops like oil palm and rubber, cocoa plantations shrank to 33,000ha last year from a high of 400,000ha in 1989 on the back of low productivity and sliding cocoa prices.

If there is no further increase in the local production of cocoa beans, imports of the commodity may rise to between 350,000 and 400,000 tonnes, costing at least RM2 billion by 2010. Therefore, the government has decided on action plans to expand cocoa production to 50,000 tonnes by 2010.

Under the Ninth Malaysia Plan (2006-2010), the government has allocated RM72 million for some 15,000 cocoa farmers to continue planting the crop. "Under the Ninth Malaysia Plan, we are balancing upstream and downstream activities to help reduce the country's dependence on cocoa imports," the minister said. "We started the cocoa rehabilitation programme in 2006. So far, more than 2,000 cocoa farmers tending to a collective 2,500ha of cocoa plantations have benefited," he said. Malaysian Cocoa Board (MCB) provided high-yielding clones to be side-grafted onto the existing mother-tree, fertiliser and environment-friendly pesticides.

The government's efforts have borne fruits, literally. "In 2006, we saw a reversal in the shrinking production of cocoa beans. This is the first time in 16 years where cocoa bean output expanded instead of shrunk. We harvested 31,937 tonnes, 14 per cent more than 2005's 27,964 tonnes," MCB director-general Datuk Dr Azhar Ismail said. "This year, however, was a dampener because of erratic rainfall. Cocoa bean output is expected to be around 30,000 tonnes, which is less than last year but more than 2005's," he told Business Times in a telephone interview from Sabah.

However, on downstream activities, Azhar said grinders are grinding more than last year's 270,261 tonnes of cocoa beans. The target for 2010 remains at 360,000 tonnes. "The increase in capacity is being achieved through expansion of facilities of the existing grinders as well as greater efficiency in processing," he said.

#### **QUICK BITES: New stuff**

Detroit Free Press, United States - 2007September 19, 2007



**Sales of premium chocolate** continue to account for a growing percentage of the \$16-billion chocolate industry, a figure that is expected to reach \$18 billion by 2011, according to market research firm Packaged Facts.

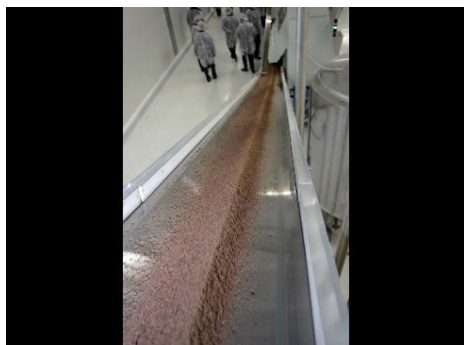
By then, premium chocolate is expected to represent 25% of the market and produce \$4.5 billion in sales, the firm says. That's up from 17% of the market last year, and 13% in 2002, the Associated Press says.

#### **Cocoa Producers in Talks About Group to Manage Supply (Update3)**

By Marianne Stigset

Sept. 21 (Bloomberg) -- Cocoa-producing nations may create a body to buy directly from farmers, seeking to manage supply and bolster prices that have been among the worst in the six-year rally in commodities.

Producers are discussing a draft proposal issued last week in conjunction with meetings of the International Cocoa Organization, or ICCO, according to Hope Sona Ebai, head of the Cocoa Producers' Alliance, or Copal. Producers want to



spread sales throughout the year to avoid sudden swings in prices, Ebai said yesterday by phone from Lagos, Nigeria.

"We need supply management in the short and medium term to correct the structural oversupply," said Ebai, who has a copy of the proposal. Producers also "need to increase consumption to maintain prices at a correct level in the long term."

Cocoa is trading at about the same price as it was in September 2003. Robusta coffee has more than doubled. Cocoa supply has outpaced demand for four consecutive years, partly because of bigger harvests in West Africa and Indonesia, according to the London-based ICCO.

Calls seeking comment yesterday and today to the London office of Jan Vingerhoets, executive director of the ICCO, weren't returned. About

two-thirds of the cocoa crop in West Africa is harvested in the third quarter. Most is sold at the time, causing prices to drop, Ebai said. The extra costs of a central body buying, storing and reselling cocoa would be covered by the higher prices, he said.

### 'Buffer Stockpiles'

"If they can get it together, great for them. They should have done this 15, 20 years ago," Jeff Cooper, a cocoa and coffee analyst with Ambrian Commodities Ltd. in London, said by phone. "There is a possibility it may happen, but it might take a while to get it off the ground." Producers are also considering creating "buffer stockpiles" to soak up oversupply, Ebai said. Both proposals will be discussed next month in Accra, Ghana, at meetings of the ICCO and Copal.

The West African nations of Ivory Coast, Cameroon, Ghana and Nigeria account for about two-thirds of global supply. The 12-nation Organization of Petroleum Exporting Countries produces about 40 percent of the world's oil. Crude oil reached a record in New York yesterday. The Association of Coffee Producing Countries, with about 70 percent of supply, closed in 2001 because members didn't comply with export quotas. Prices plunged to a three-decade low by 2001.

### Price Drops:

Cocoa for December delivery fell 3 pounds, or 0.3 percent, to close at 996 pounds (\$2,012) a metric ton in London. Prices have gained 16 percent in 12 months, about half the advance in coffee. Copal, created in 1962, groups together 10 producing countries, including Ivory Coast, Ghana, Nigeria, Brazil and Cameroon. Indonesia, the third-biggest grower, isn't a member.

The ICCO, a 34-year-old group that also includes consumers, made little headway on the issue of bolstering prices during last week's meetings, said Pierre Etoa Abena from Cameroon's National Cocoa and Coffee Board.

"You get the sense that there will never be any improvement," Etoa Abena said by phone from Douala, Cameroon, on Sept. 19. "We need to focus on creating producer organizations that are much stronger."

Producing nations should be less transparent about their stockpiles and demand that consuming nations disclose theirs, Etoa Abena said.

Cameroonian Industry: Cameroon produced 172,000 metric tons of cocoa in the last season, equal to 4.6 percent of world supply. An estimated one in six people in the country depend on the industry, according to the World Bank.

"Producers only receive about 8 to 10 percent of the revenues of the global cocoa industry," Saint-Cyr Djikalou, Ivory Coast's representative to the international coffee and cocoa organizations, said in a Sept. 17 interview in London. "Our cocoa economy is not sustainable." Ivory Coast's annual production, which accounts for 38 percent of global output, will probably be about 1.2 million tons next year, he said. That compares with an average of about 1.3 million tons since 2002. Production is being hampered by ageing plantations, diseases and a lack of funds for research into more resistant strains of trees.

Half the population depends on the cocoa industry, according to the International Monetary Fund. The CIA World Fact Book ranks 229 nations by gross domestic product on a purchasing power parity basis. Ivory Coast is at No. 192, Cameroon 172, Ghana 167 and Nigeria 198.

To contact the reporters on this story: Marianne Stigset in London at [mstigset@bloomberg.net](mailto:mstigset@bloomberg.net)

*Last Updated: September 21, 2007 12:50 EDT*

## **Processing & Manufacturing**

### **Mars Snackfood still using 100 percent cocoa butter**

Mon Sep 17, 2007

CHICAGO (Reuters) - Mars Snackfood U.S. said on Monday it will continue to use 100 percent cocoa butter for all its U.S. chocolate products. Mars cited an industry petition to revise current standards in a way that it said would fundamentally redefine chocolate. The proposal could allow manufacturers to call a product chocolate even if it used vegetable oil as a substitute for cocoa butter. "Changing the definition of what chocolate is would be a mistake. The bottom line is that we're not going to change our chocolate," said Todd Lachman, president of Mars Snackfood US in a statement. Mars Snackfood US is a unit of food company Mars Inc.

### **Consumer Reports: Tastiest Dark Chocolate**

Tuesday September 18, 2007 7:23am Reporter: Dennis Buterbaugh Posted By: Myles Snyder

Consumer Center - Chocolate, whose name is derived from cacao and means "food of the gods," is one of America's favorite flavors, and recent studies show dark chocolate may help lower high blood pressure.

Consumer Reports just taste-tested 14 dark chocolate bars from companies like Lindt, Hershey's and Valrhona. Trained testers noted a range of textures, from gritty to smooth, and flavors, like fruity and smoky. High-quality dark chocolate should be firm and have a sharp snap when bitten.

The percentage of cocoa in the dark chocolate bars varied, anywhere from 59 percent to 73 percent, but Consumer Reports found that more cocoa doesn't necessarily mean better taste. Price doesn't seem to make a difference, either. At \$2.39, the top-rated bar is one of the least expensive bars tested. It's Cacao Reserve by Hershey's Extra Dark with Cacao Nibs. "Cacao Reserve is an excellent dark chocolate bar," said Consumer Reports' Ellen Kloss. "It has a smooth melt, complex flavor, and a big chocolate hit."

The cacao nibs add an interesting crunch, a treat for even the most discriminating chocoholic. Consumer Reports said that although Hershey's Cacao Reserve is the only bar to earn an excellent rating, most of the dark chocolate bars tested rated good and very good.

#### **Barry Callebaut aims to triple chocolate product sales in Russia in 3 years**

AFX News Limited

09.18.07,

ZURICH (Thomson Financial) - Barry Callebaut AG said it aims to triple sales of chocolate products in Russia within the next three year, helped by a recently opened 25 mln eur chocolate factory near Moscow. While the Swiss chocolate producer does not publish regional sales figures, it said it sells about 9,000 tonnes of chocolate products in Russia. The new factory has a production capacity of 27,500 tonnes.

The company said Russia is its key market in Eastern Europe and expects the country's market to grow in value an average of 14 pct per year, and 5.4 pct in volume between 2006-2011. 'With a per capita chocolate consumption of 4.4 kg a year, Russian consumers eat more chocolate than people in France,' said chief executive Patrick De Maeseneire. The factory will not make finished products, but will supply national and multinational food manufacturers in Russia with chocolate products such as cocoa and chocolate liquor, said Barry Callebaut. It will initially have 50 employees, the company said.

#### **Mars hits out at US chocolate redefinition proposal**

NutraIngredients.com, France - Sep 19, 2007

By Neil Merrett

19/09/2007 - US moves to redefine chocolate have come under further criticism by some of the leading players in the industry. Mars said yesterday that it would continue to produce all its chocolate with cocoa butter, rejecting proposed changes that would allow the name to be included on products made using cheaper vegetable oil.

The reaction by one of the world's leading confectioners could encourage others to pressure the US Food and Drug Administration (FDA) to scrap the plans, preventing processors from possibly cutting supply costs for their chocolate.

Mars claims that revising current standards on chocolate to allow vegetable oil in place of cocoa butter would fundamentally change the product by compromising one of its key tastes. According to the company, cocoa-butter is vital to ensuring chocolates creaminess and texture.

Mars Snackfoods US president Todd Lachman said that the company would not therefore consider substituting its ingredients. "Changing the definition of what chocolate is would be a mistake," he stated. "The bottom line is that we're not going to change our chocolate." While Lachman added that the stance was likely to increase costs for the group, he claimed that maintaining quality was paramount for the company.

The proposal to change the formulation was announced earlier this year by the FDA following petitioning from the Grocery Manufacturers Association (GMA) and Chocolate Manufacturers Association (CMA) along with other industry bodies. Industry leaders are calling for more flexibility in the current regulations to reflect changing consumer attitudes and advances in manufacturing technology and ingredient supplies. Amendments to the current standard of identity could lead to chocolate containing vegetable oils instead of cocoa butter and milk substitutes in place of milk hitting the market and providing a greater array of alternatives to standard tastes and textures.

#### **Ammonium Phosphatide (E 442) approved for use in the US**

Food Ingredients First (press release), Netherlands - Sep 19, 2007

Sep 19,2007-**One of the restrictions for use of Ammonium Phosphatide by the chocolate industry has been on the legal side. Until recently US has not permitted the use of this emulsifier for any food applications.**





Ammonium Phosphatide has for many years been considered to be the best alternative to lecithin (E 322) in manufacturing of chocolate and vegetable fat based coatings. Ammonium Phosphatide and lecithin can both do the same job by lowering the plastic viscosity in liquid chocolate masses.

Industrial manufacturing of chocolate requires full control of the flow properties during all process steps in order to optimize production and costs. Emulsifiers play an essential role in this process and by combining different emulsifiers, the experienced chocolate manufacturer can target a specific fat content in his recipes and furthermore obtain the exact flow properties necessary for his process plant.

Lecithin used to be the preferred choice of emulsifier for chocolate. As most of the commercially available lecithins derive from soybean there has been a growing concern by the consumers, retailers and manufactures that the lecithin might originate from genetically modified soybean plants.

The demand for non-GMO lecithin has driven up prices and there has been some concern in the market that the supply of Identity Preserved Soy Lecithin might not meet the total demands from the food industry. Alternative emulsifiers systems have therefore gained a bigger market share over the last 10 years, and especially Ammonium Phosphatide has found its way into more and more chocolate and vegetable fat based coating recipes.

Besides having a safe non-GMO status, Ammonium Phosphatide provides other advantages for the chocolate industry:

- Flavour neutral even at high dosages.
- Ability to lower the Plastic Viscosity without bringing up the Yield Value.
- Easy handling as Ammonium Phosphatide does not thicken at temperatures below 40°C.
- High safety on the microbiological side as the emulsifier reaches more than 14°C during processing and is practically water-free.

One of the restrictions for use of Ammonium Phosphatide by the chocolate industry has been on the legal side. Until recently US has not permitted the use of this emulsifier for any food applications. This situation changed when the FDA (U.S. Food and Drug Administration) on June 29th 2007 published a GRAS notification opening up for use of Ammonium Phosphatide as an emulsifier in chocolate and vegetable fat coatings at a level of up to 0.7 percent. (Agency Response Letter GRAS Notice No. GRN 000219). Palsgaard is proud to say that this breakthrough took place on the basis of Palsgaard's initiative.

This change means that the US chocolate industry now has the possibility to introduce a new emulsifier into their recipes, but equally important that chocolate manufactures exporting products into the US market, now safely can include Ammonium Phosphatide in their recipes.

Palsgaard offers Ammonium Phosphatide under the brand name Palsgaard4448 and are able to provide application support, technical product information as well as samples for customer trials.

### **Agriculture and the Budget**

Trinidad & Tobago Express, Trinidad and Tobago - Sep 19, 2007

John Spence

### **CONCLUSION**

In my last three articles I discussed the main statements in the Budget presentation relating to the agriculture sector. In this final article I shall discuss important issues that were not discussed in the presentation.

In the absence of an overview in the presentation of the Minister of Finance or that of the Minister of Agriculture some of the individual proposals may appear in conflict with each other and would seem to be ad hoc measures rather than being part of a coordinated effort to develop the sector. Does the Government have such an overview?

The new drive in agriculture has been stimulated by high food prices but clearly addressing this problem is not the sole objective in developing agriculture as export of farm products will also be of importance. Indeed in the presentation it was stated that even some of the vegetable production will be exported.

With limited land space the need for promoting agricultural exports as well as addressing food security (which is a stated aim of the Government) means that there must be careful assessment of competing claims on land and other resources.

With respect to food security analysis of food imports by category must be undertaken and an assessment made of which items can (1) be grown locally or (2) be substituted by a locally grown item. Thus pigeon peas, which we import, can be grown locally whereas wheat cannot. However many years ago the late Prof George Sammy demonstrated that 25 per cent of wheat flour in bread can be substituted by flour from tropical root-crops while maintaining the taste, texture and nutritional status of bread made entirely from wheat flour. No doubt this will also be possible with other products made from wheat flour.

Assessment must be made of targeted quantities of commodities that can be grown or substituted, the land area required (for each commodity) to meet such targets must be determined and this area matched against the available area of arable land. There will be competition for land between export commodities and those for local consumption and between different commodities within these two major groups. It is only when these overall assessments have been done and targets set that development of individual commodities can be encouraged.

In assessing the selection of commodities for export it is important to determine where this country has a comparative advantage, for example, in cocoa production. We produce a fine flavour cocoa which attracts a premium price on the international market which is likely to expand as recent research findings suggest that dark chocolates have a beneficial effect in reducing heart disease. Since dark chocolates do not have the cocoa taste diluted with milk or other additives the flavour of the cocoa becomes important and so fine flavour Trinidad and Tobago cocoa is much in demand. We have a long history of research in cocoa and have bred high-yielding elite varieties.

The local cocoa industry is being hampered by archaic legislation which prevents the local sale or export of cocoa except with permission of the Cocoa and Coffee Industry Board (CCIB), thus creating a State monopoly. This may well be in contravention of World Trade Organisation rules. The cocoa industry has been slowly declining over recent years with many farms yielding 100-200 lbs of dried cocoa per acre whereas reasonable yields are well over 1,000 lbs per acre! Recent initiatives of the private sector in investing in cocoa production if encouraged by reform of the CCIB Act (which is reported to be proposed by the Board) might auger well for the future of this industry.

The budget did not discuss the role of the Eastern Caribbean Institute of Agriculture and Forestry (ECIAF), now merged into the University of Trinidad and Tobago (UTT). However this issue was addressed by the Minister of Science, Technology and Tertiary Education in a recent post-Cabinet briefing.

The agricultural assets of Palo Seco Agricultural Enterprises Ltd (PSAEL), the Research Division of the Central Experiment Station of the Ministry of Agriculture, Land and Marine Resources, the Aripo Livestock Station and the Sugarcane Feeds Centre will be integrated into UTT to form a Centre for Bio-Sciences, Agriculture and Food Technology. This Centre will subsume ECIAF and will be modelled after the United States system of integrating Teaching, Research and Extension (the "Land Grant" system). This creates a powerful tool in supporting the development of the agricultural sector. It has worked well in the US, Scotland, and in parts of China.

With this development, and if the planning discussed earlier in this article is put in place, I am more optimistic than at any time in the recent past that we could develop a modern technology-driven agricultural sector. Many farmers will be educated to tertiary level at the Centre for Bio-Sciences, Agriculture and Food Technology which will also conduct research, create new innovations, and outreach these to the farming community.

#### **Think a free Jeep would be sweet? Lick it!**

Autoblog, CA - Sep 19, 2007

by Chris Tutor



You've heard of death by chocolate, but on Oct. 18, Chrysler will attempt Jeep by chocolate. The company is covering seven Jeeps in chocolate and the first two of seven contestants to lick their vehicles clean will advance to the next level, searching for the keys to a [2008 Jeep Liberty](#) in another Jeep filled with candy.

The sugary stunt, called "[Sweetest Day the Jeep Way](#)," is in conjunction with Sweetest Day, a holiday invented 85 years ago by Cleveland candy makers.

If you think you have what it would take to lick six other chocolate-chomping contestants, go to Chrysler's Sweetest Day

[Web site](#), fill out the form and write a 250-word essay on why you should be picked to lick. Hopefuls also must be residents Ohio, Indiana, Illinois, Michigan, Kentucky, Pennsylvania or West Virginia and at least 18 years old.

For more information, the full press release is after the jump.

[Source: Chrysler]

## **PRESS RELEASE**

### *Chocolate Lovers Invited to Compete for a Sweet Prize to Celebrate Sweetest Day*

*\* In the city where Sweetest Day began, Cleveland, the Jeep brand "sweetens" the pot for one lucky consumer with the chance to win an all-new 2008 Jeep® Liberty*

*\* Boys & Girls Clubs of Cleveland to receive donation of \$7,000 as part of the "Sweetest Day the Jeep Way" event*

*\* Consumers with a "sweet tooth" for Jeep can register online at [www.SweetestDayTheJeepWay.com](http://www.SweetestDayTheJeepWay.com)*

*Auburn Hills, Mich., Sep 18, 2007 –*

*More than seven in 10 Americans, or 71 percent, believe anything is better when it's covered in chocolate. To prove just how "sweet" our nation's "sweet tooth" is, Jeep® is challenging seven consumers to find the "sweet spot" on a Jeep for the chance to win an all-new 2008 Jeep Liberty.*

*Timed to coincide with the 85th anniversary of Sweetest Day and to celebrate the arrival of the 2008 Jeep Liberty in dealer showrooms, seven lucky consumers will be selected to participate in the "Sweetest Day the Jeep Way" challenge on Oct. 18 in Cleveland. The Jeep brand is inviting contestants to lick their way through one of seven chocolate-covered Jeep vehicles, representing each of the models in the brand's lineup. The first two participants to lick their way through the layers of chocolate will make their way to the Jeep Liberty, filled with wrapped chocolate and candies, in search for the keys to an all-new 2008 Jeep Liberty 4x4 with a Sky Slider™ roof.*

*"With the growing popularity of Sweetest Day, the Jeep brand wants to give consumers the opportunity to celebrate 'Sweetest Day the Jeep Way.' Jeep vehicles love to get dirty, but instead of covering the vehicles in mud, we're going to cover them in chocolate and let participants have fun getting the chocolate off. The prize – an all-new 2008 Jeep Liberty," said John Plecha, Director -- Jeep Brand Marketing and Global Communications. "With the launch of the Liberty, the Jeep product line has grown from three vehicles to seven in less than two years. Like a box of chocolates, we think there is now a perfect Jeep for everyone."*

### *Sign Up for a Sweet Treat*

*Individuals interested in celebrating Sweetest Day the Jeep Way can register for a chance to participate online at [www.SweetestDayTheJeepWay.com](http://www.SweetestDayTheJeepWay.com), beginning Sept. 18 at 12:01 a.m. (EDT) until Oct. 11 at 5 p.m. (EDT). All participants must be 18 years or older with a valid driver's license and must be legal residents of Ohio, Indiana, Illinois, Michigan, Kentucky, Pennsylvania or West Virginia.*

*During registration, participants will be asked to submit a 250-word essay answering the question, "Why do you want to celebrate Sweetest Day the Jeep Way?" From all the entries received, seven contestants will be selected to participate in the "Sweetest Day the Jeep Way" challenge.*

## **Mars: rejecting proposals to relax chocolate definition**

Food Business Review - Sep 20, 2007

20th September 2007

By Vicky McCrorie

Mars has opposed proposals to allow use of cocoa substitutes in chocolate. Mars' criticism of a possible relaxation of the rules on what defines a chocolate product in the US would appear to show the company has for once rightly predicted consumer opinion. With a growing consumer trend for premium snacks and a desire for authentic foods, a move into cheaper chocolate production could have prompted a consumer backlash against the company.

Mars has stated that it will continue to produce its chocolate products using cocoa butter and real milk, rejecting proposals by the FDA to relax the laws to allow chocolate to be made with the cheaper vegetable oil and milk substitutes.

Mars' statement on the issue could be interpreted as a PR move by the company, as it promotes Mars as being in touch with consumer attitudes towards confectionery products, particularly regarding authenticity and product quality. With sales of premium quality snacks increasing, particularly dark chocolate lines, Mars would be foolish to start bringing out chocolate lines which contain cheaper ingredients that would degrade the taste and marketability of its products.



Mars' statement follows an incident where the company displayed less insight into consumer opinion. In May this year, the UK division of the company was forced to reverse its decision to use whey made from animal derivatives in its chocolate, following consumer petitions against the move, backed by the Vegetarian Society. Its focus on quality rather than margins, as demonstrated by its rejection of proposals to relax the laws about what determines a chocolate product, shows that the company is determined not to make another misjudgment over consumer attitudes.

One of the company's criticisms of the move to relax such laws was that it would harm its taste profile, with cocoa butter and real milk being key to the taste and texture of the product. This is particularly apt given that consumer tastes are changing, with consumers displaying a growing preference for dark chocolate, which relies on cocoa butter to provide most of its flavor. Mars has already responded to this changing taste, bringing out a number of dark chocolate lines in 2006 to capitalize on this. These included dark chocolate M&Ms and a dark chocolate version of its Dove brand.

Mars' recent criticisms appear to show that it wants to continue moving into more premium chocolate production, rather than introducing cheaper lines, in a bid to capitalize on the growing consumer trend towards premiumization. 'End Intelliext

### **FDA Says Chocolate is a Vitamin**

Written by [Andrew Lawrence](#)

Story written: 21 September 2007



Vitamin Junkie

(Washington) - The FDA today announced that it has reclassified chocolate as a vitamin.

A spokesperson for the Food and Drug Administration further clarified, "All chocolate, in all forms, has been reclassified as a vitamin. Dark chocolate, light chocolate, white chocolate, milk chocolate, mocha, cocoa, chocolate covered cherries, chocolate cake, fudge brownies, Hershey's kisses, chocolate bars, chocolate chip cookies ... anything with chocolate in it ... is now a vitamin."

Women throughout the U.S. were thrilled with the new classification. One woman at the Mall of America, in Minnesota, screamed, "Wow! This is terrific news for me, I'm a choc-o-holic! Excuse me, I got to go take my vitamins!"

Health care professionals and nutritionists were a bit perplexed by the government's reclassification while a spokesperson for the Binge-On-Chocolate Association, Lotta Pounds, proclaimed, "We're thrilled! Excuse me, I gotta go stuff myself with chocolate ice cream vitamins"

Pharmacies and drug stores across the nation were also thrilled and scrambled to move all chocolate items from the candy section to the vitamin section. On the downside, now that chocolate is officially a vitamin, consumers should expect to pay substantially higher prices for the product.

*Welcome to America.*

### **Can you call it chocolate without any chocolate?**

By Jim Hightower

MinutemanMedia.org

Published Friday, September 21, 2007

Shouldn't chocolate contain, you know — chocolate? By which I mean cocoa butter and solids, derived from the cacao tree, which the dictionary specifically says is "the source of chocolate." No, says Hershey, Nestle, and other industrial candy makers that are petitioning the Food and Drug Administration to let them blatantly lie to us consumers about what's in their confections. They want to be able to use no chocolate at all — instead substituting artificial sweeteners, hydrogenated and chemically modified vegetable fats, and other artificial ingredients — yet still get to call their product "chocolate." You don't have to be a chocoholic to see that this is a raw deal.

To add insult to injury, Hershey even blames us for its proposed rip-off, claiming that the deceptive label is needed to keep up with the changing "consumer taste preference." Oh, right — I'm sure there's an explosion of pent-up consumer demand all across America for that yummy taste of chemically modified trans fats. Who wants that old cocoa richness when we could have the waxy texture of the artificial stuff?

What we have here is a crass play by the big manufacturers to use cheap ingredients, then advertise and sell the product as fine chocolate. Gary Guillard of Guillard Chocolate Company is one of many real chocolate makers who are appalled by this perversion. He says that the manufacturers' proposal would "cheapen chocolate's great taste, all in pursuit of shortchanging the customer, and putting that change in their own pockets."

For more information on Jim Hightower's work — and to subscribe to his award-winning monthly newsletter, The Hightower Lowdown, visit [www.jimhightower.com](http://www.jimhightower.com).

### **Labour issues**

#### **Revisit child labour - COCOBOD official**

Source: GNA 17-Sep-2007



Nana Agyei Berchie, Ahafo Ano South District Manager of the Ghana Cocoa Board (COCOBOD), at the weekend called on all stakeholders in the cocoa industry to re-examine the definition and application of child labour. He said the concept of child labour, its meaning, interpretation and understanding varied from community to community and urged countries where the practice was prevalent to rethink the concept.

Nana Berchie was contributing to discussions at a day's sensitization seminar on child labour, aimed at reducing the practice in cocoa growing areas, at Mankranso in the district. He reminded the public that section 90 of the Children's Act 1998 (Act 560) permits children of 13 years to do light work in Ghana but said this was internationally unacceptable, unless a child attains 18 years.

Nana Berchie said in Ghana, caretakers, who earned one-third of the produce, were undertaking cocoa production and preventing their children from conveying the cocoa beans and doing other light work would require additional labourers, which would greatly affect their incomes and livelihoods. He, however, said engaging children on the sea, mining, quarrying, chemicals and others, which exposed them to danger should be avoided.

Nana Berchie urged farmers and farm labourers not to panic since engaging their children in light work would not affect their health and schooling.

#### **The sinister story behind chocolate**

Steve Chalke

September 18, 2007

CHOCOLATE is regarded as a treat, a sweet luxury often given as a gift. But that is only part of its story. The rest is more sinister. Two hundred years after the British Empire abolished the slave trade, nearly half the world's chocolate is made from cocoa grown in Ivory Coast, West Africa, where tens of thousands of children are forced to work on plantations as slaves.

A 2002 study estimated that at least 284,000 children were trapped in forced labour in the West African cocoa industry, the majority of these — some 200,000 — were to be found in Ivory Coast. Even the most conservative estimates, including those by the chocolate companies themselves, concede that the number of chocolate slaves is at least 12,000. These children are forced to apply pesticides without protective clothing and to work for up to 12 hours a day on the plantations for little or no pay. Their toil helps the giant chocolate makers produce the chocolate we find on the shelves of our stores.

Parliamentarian and social justice crusader William Wilberforce, whose life-long crusade resulted in the abolition of the slave trade — which then formed a critical part of the economic foundations of the British Empire — would be horrified. A recent feature film, *Amazing Grace*, heralds Wilberforce's crusade to free the slaves, yet the tragedy is that more people are ensnared in slavery today than in the entire 400 years of the trans-Atlantic slave trade.

Human trafficking generates \$A37 billion annually and enslaves at least 12 million around the globe. Some estimates even put the number of people enslaved as high as 27 million. And the epicentre of today's slave trade is in Australia's backyard — South-East Asia. The tragic nature of this industry is evident when you realise that the average age of a girl locked in sexual slavery in South-East Asia is 12 or 13.

However complex this trade in people, it is inescapable that there is a strong and foundational link between poverty and modern-day slavery. People who are poor are more vulnerable. We can't fight slavery without fighting poverty. Overseas aid is critical to developing better public justice systems but it is also important in providing livelihoods for emancipated slaves.

According to the United Nations Office on Drugs and Crime, people trafficking is the world's fastest-growing crime, already bigger than the international drug trade and second only to the illegal buying and selling of arms. But action is being taken. Stop The Traffik, the organisation I founded three years ago, now has more than 600 member organisations in 60 countries around the globe determined to raise awareness of the problem and to demand action at all levels to bring it to an end. One of the most powerful tools we have at our disposal is as consumers. In 2000, the chief executives of the major chocolate makers were hauled before the US Senate and a bill was proposed that would require the chocolate industry to certify all their chocolate as "slave-free".

The cocoa industry successfully lobbied against this, arguing that the supply chain for cocoa was complex, with middlemen buying the beans and mixing them before selling them on to conglomerate buyers.

But such major companies control the market and they can determine under what conditions they buy their cocoa beans. Unless the industry can guarantee that our chocolate is not made from beans picked by trafficked children, then we will never make progress. Industry must be able to tell people which farms beans are from and must guarantee no trafficked labour.

Consumers for their part should buy chocolate only from those companies that give this guarantee. It is a practical way we can all contribute to today's crusade to end modern-day slavery. Human trafficking is a global problem that requires a global response. At the end of his life William Wilberforce referred to the battle against slavery as "unfinished business". Today, working together, we can complete the task.

## **Others**

### **Tehran to host int'l chocolate fair**

Mon, 17 Sep 2007 13:03:10

PRESS TV, Iran - Sep 17, 2007

Iran is to host the 6th International Chocolate and Pastry Fair with more than 200 national and 41 international companies participating. The deputy head of Iran's Biscuit, Confectionary and Chocolate Guilds Association, Jamshid Maghazei, has reported earnings exceeding \$200 million in exports of chocolate and confectionary products within the past year.

The past year's earnings total four times the earnings of the year 2000, with 2008's export revenues estimated at \$350 million.



The sixth International Chocolate and Pastry Fair will open on October 14, 2007 on Tehran's International Fairgrounds.

Minister of mines and industries will be present at the inauguration ceremony, with the first official invitations extended by Iran's Foreign Ministry to members of Iran-Italy, Iran-Germany and Iran-South Africa's joint chambers of commerce.

The five-day event is anticipated to attract foreign investors, potential customers, and specialists to further Iran's profitable industry.

### **Programme aims to keep African crop specialists home**

Tue 18 Sep 2007, 23:01 GMT

By Daniel Wallis

NAIROBI (Reuters) - Scores of African scientists will be trained to develop crops for Africa's conditions under a programme launched on Wednesday which is also aimed at keeping their expertise at home. The programme, set up by former U.N. Secretary-General Kofi Annan's Alliance for a Green Revolution in Africa (AGRA), will help crop specialists at national research institutions obtain their PhDs and stay in Africa to work. Most African crop scientists have been educated at European or U.S. universities, and many stay there after graduation.

AGRA has partnered with the University of Ghana, Legon, and strengthened a programme piloted at South Africa's University of KwaZulu-Natal to train some 120 plant breeders over the decade. It will recruit students who work as scientists at national research institutions and they will return to those institutions after completing their PhDs. "These programmes will bridge a wide gap in African scientific capacity, by training African plant breeders in African universities to improve and adapt the indigenous and orphan crops needed to meet Africa's food needs," Joseph DeVries, a senior AGRA official, said in a statement.

AGRA said the world's poorest continent needed skilled crop breeders to develop high-yield, hardy and nutritious varieties of crops for African conditions. More than 200 million Africans are malnourished and hungry but most crops important to Africa - cassava, sorghum, millet, plantain or cowpea - are not important to Western researchers.

As a result, AGRA said, there is a serious shortage of breeders of those crops. There are, for example, fewer than a dozen millet breeders in Africa, yet millions of sub-Saharan Africans depend on millet as an important part of their diet.

AGRA is giving \$4.9 million to the University of Ghana for students from west and central Africa, and \$8.1 million to KwaZulu-Natal University for students from the south and east. "By training students in Africa rather than requiring them to leave the continent, the programmes will help to stem a 'brain drain' of Africa's agricultural scientists," AGRA said.

### **Cocoa Marketing Company terminates 37 appointments**

19-Sep-2007

The Management of Cocoa Marketing Company Limited has terminated the appointments of 37 members of staff who constituted the take-over staff at the Takoradi Port Sheds as well as the Apowa Sheds following recommendations of a committee that investigated the taking-over and shipment of short-weight cocoa. A statement signed in Accra on Wednesday by Mr Isaac Osei, Chief Executive of Ghana Cocoa Board, said the termination of the appointments took effect from September 10.

It said six supervisors and the Area Coordinators had also been suspended from duty without pay with effect from September 10. Meanwhile, it said, Mrs Peggy Gavua, Depot Keeper, Apowa Shed "E" had been dismissed for receiving short-weight cocoa into stock after a shortage of 99 bags of cocoa was discovered in her shed during the stock-taking exercise.

Cocobod said Mrs Gavua, who absconded from duty since June 14 and had since not been traced, had therefore been dismissed with effect from September 10. In another development, Cocobod has with immediate effect revoked the licence of Sunshine Commodities Limited, a cocoa buying company. It said the company and its directors were banned from transacting any cocoa business in Ghana and any individual, group or company that did business with it on behalf of Cocobod did so at their own risk.

*Source: GNA*

### **People offered chocolate to go to church**

Northampton Chronicle & Echo, UK - Sep 21, 2007

Rev Marian Taylor is launching Back To Church Sunday at St Davids Church in Kingsthorpe. Churches across Northamptonshire are offering returning worshippers chocolate incentives to rejoin congregations. St David's Church in Kingsthorpe, Northampton, is one of the churches in the area that has joined the national campaign "Back to Church Sunday" to encourage people to return to 1,900 participating churches across the UK.

Regular members in 190 churches of the Diocese of Peterborough will be inviting their friends and family who might have stopped going to services to attend on Sunday, September 30 at 10am, and receive a gift of church-going literature and a bar of Traidcraft fair trade chocolate.

Rev. Marian Taylor, from St David's Church in Kingsthorpe, said: "People lose touch with the church for all sorts of reasons. But we know some are looking for a way back to church and a personal invitation can make all the difference. "The church has a role in the community to be a friend to all and to listen to those who need an understanding ear."

Councillor Scott Collins (Lib Dem, Eastfield) is one member of St David's Church hoping to bring people back to the church, where between 20 and 40 people already attend Sunday services. He said: "Religion is playing a smaller and smaller part in people's lives, and it's a great shame. "A lot of people have misconceptions about what it is like to go to church, and hopefully if people just come to church, some of those misconceptions will be swept away."

"Back to Church Sunday" started in Manchester in 2004 when 900 people returned to church worship.

## **ALL CANDY EXPO(R) Forecasts Upcoming Confectionery and Snack Trends**

Posted : Mon, 17 Sep 2007 14:16:45 GMT

Author : National Confectioners Association

Category : PressRelease

CHICAGO, Sept. 17 /PRNewswire/ -- At the annual ALL CANDY EXPO(R), confectionery and snack-food industry leaders, distributors and retailers reveal the new trends that will drive sales for 2007 and 2008. The largest confectionery show in North America now adds savory snacks for the first time in the 11-year history of the EXPO. Sponsored by the National Confectioners Association, the ALL CANDY EXPO(R) will boast 2,000 new products from nearly 500 exhibitors from 75 different countries.

### Trends Drive New Product Releases

Top trends driving product releases of 2007/08 include flavor fusions, international influences, artisan palate, sweet benefits, simply sugar-free, originally organic, reinventing classics, the dark side and child's play:

- **Flavor Fusions** -- Manufacturers are creating novel flavor combinations of confections and snacks to tempt the adventurous American palate. Chewing gum is going fresh and fruity with flavors like Cadbury Adam's Trident Splash(R) Summer Spearmint and Eclipse(R) Fusion Peppermint Berry. Sweet is also melding with spicy in exciting new flavor pairings like Lindt Creations Cherry Chili Dark Chocolate 70% bar and the new Spicy Maya bar (Chua's Chocolatiers) that packs a punch, pairing premium dark chocolate with a hint of Pasilla chile, cayenne pepper and cinnamon to excite taste buds. Snacks are also getting a savory surge with new flavor combinations like Boulder Canyon(TM) Spinach and Artichoke Potato Chips and Rice Works Sweet Chili Crisps.
- **International Influences** -- Take a trip from traditional tasting sweets and snacks with new exotic, internationally inspired flavors. Get a taste of the islands with Tortuga(R) Caribbean Rum Cake or Sweet Maui Onion chips from Poore Brothers(R). And explore the world of single-origin chocolate with the latest additions in Russell Stover's(R) Private Reserve Origin Select(TM) and Dove(R) Origins line of gourmet chocolates composed of fine cocoa beans grown in different equatorial locales like Venezuela, Tanzania and Ghana.
- **Artisan Palate** -- Specialty sweets and sophisticated snacks are evolving to meet consumers' more refined palates. Savor gourmet every day with three new specialty flavors of Rena's Gourmet Truffle Pop Collection (key lime, dark brut chocolate and coconut) or give fruits a gourmet touch with Splendid Chocolate Fondue Au Chocolat. Unwrap a sweet escape with Nestle Treasures(R) bite-size truffles with gourmet caramel, cappuccino or dark chocolate filling cloaked in silky-smooth milk chocolate. New boxed artisan confections include Russell Stover's(R) Soho(TM) Collection and Whitman's(R) Urban Collection and feature gourmet flavors like pear praline and sea salt caramel as well as bite-size gourmet chocolates painted with elegant designs.
- **Sweet Benefits** -- From calorie conscious confections to the healthful and fortified, manufacturers are meeting health conscious consumers' demands with benefits packed into popular sweets and snacks. Among the many new nutritive treats are Welch's(R) Fruit 'N Yogurt Snacks, which are loaded with real fruit and contain live and active cultures just like fresh yogurt, Hershey(R)'s 100 Calorie Pretzel Bar and Planters(R) NUT-trition Heart-Healthy Mix. And in the gourmet chocolate market, new products now highlight heart healthy, antioxidant rich cacao percentages. Indulge in all ends of the spectrum, from Scharffen Berger(R) Milk Nibby with 41 percent cacao to Guylain Twist 70% Extra Dark.
- **Simply Sugar-free** -- New confections are going sugar-free while staying flavor-full. Share the sweetness on Valentine's Day with PEEPS(R) sugar-free hearts or indulge in Baskin-Robins cookies n' cream flavoured sugar-free hard candies. Tempt your taste buds with sugarless Life Savers(R) Fruit Tarts(TM) with a mouth-watering blend of fruit and sour sensations. And new flavors and unique packaging of sugar-free gum and mints are also keeping the breath market fresh. New sugarless products include Aura(TM) Clip'n'Go(TM) mints and gum, Cadbury Adam's Stride(TM) new Forever Fruit flavored gum and Wrigley's 5(TM) gum available in Rain(TM) (a tingling spearmint), Cobalt(TM) (a cooling peppermint) and Flare(TM) (a warming cinnamon).
- **Originally Organic** -- For the savvy snack and candy consumer, new products are harnessing the all natural goodness of pure ingredients and increasingly earning the USDA organic seal of approval. Going green never tasted so good with the variety of new organic products like Montana Monster Munchies all-natural cookies, Jelly Belly(R) natural jelly beans, Green & Black's organic fine chocolate bars and RJ's all natural black, raspberry and orange licorice.
- **Reinventing Classics** -- The familiar face of some of consumers' favorites are getting a make over. Proving that the classics never go out of style, the new 3 Musketeers(R) Mint Bar, REESE's(R) Whipples(TM) bar, Nestle(R) Crunch(R) Crisp Bar and Oreo(R) Cakesters are just some of the brand extensions debuting at the EXPO.
- **The Dark Side** -- Chocolate confections continue to dip into the growing demand for dark chocolate. Decadent and delicious, consumers have more options with new dark chocolate indulgences including M&M(R) Dark



Chocolate Peanut, Ferrero's Rondnoir with "black pearl" center and dark chocolate cr me filling, Ghirardelli Evening Dream dark chocolate bars and Dark Chocolate Cranberries from Terri Lynn.

- Child's Play -- New interactive candies encourage kids of all ages to play with their food! Strike a tune on new Airheads Whistle Pops(R) or get crafty with crEATables(R) fun gummi laces. Chomp into new Lunch Meat Bubble Gum(TM) or paint your tongue blue with Cadbury Adam's Bubblicious(R) Ink'd(TM) bubble gum. Play doctor with new Belly Bugs(TM), which include plastic tweezers to pull pesky gummi bugs right from the candy patient's tummy -- and eat them!

#### Industry Reports on 2006 Product Announcements and Sales

In 2006, thousands of new confectionery and snack products debuted

- tempting taste buds of consumers everywhere. 2,910 new confectionery products debuted:\*

- Chocolate: 1,478
- Non-chocolate: 1,272
- Gum: 160
- 2,711 new snack, cookie and cracker products debuted:\*
- Cookies: 806
- Crackers: 164
- Chips: 391
- Popcorn: 132
- Nuts and seeds: 218
- Snack bars: 326
- Other snacks (pretzels, puffed snacks, fruit snacks, meat snacks, etc.): 674

\*(Datamonitor's Productscan online database of new products 2006)

Mints, Sugar-free Gum, and Chocolate Top the Charts in 2006\*

- The confectionery industry ended 2006 1.6 percent ahead of 2005.
- Candy and gum ranked third among food categories in 2006.
- In 2006, gum continued to dominate the industry with 4.2 percent sales growth overall and 11.4 percent sales growth in sugar-free gum specifically.
- Mints had a refreshing boost in sales during 2006 with a 21.6 percent increase.
- Chocolate continues to be a big seller on shelves, with boxes, bags and bars as favorites with an 8.9 percent growth spurt.
- Chewy non-chocolates like gummi candy and fruit chews showed impressive gains in 2006 with a 3.3 percent increase.

\*(Information Resources Inc., sales in food, drug and mass outlets)

#### Candy Sales Hot Around Holidays

Confectionery sales continue to cluster around major holidays, with Halloween leading sales in 2006 and Easter a close second. Halloween secured its lead with a 2.8 percent growth overall, while Easter stood out in 2006 posting a 7 percent sales increase thanks to a late April celebration. Also making gains, the winter holiday season and Valentine's Day both posted a 1 percent increase in 2006 and ranked third and fourth in overall holiday sales respectively.

#### About the National Confectioners Association (NCA)

Founded in 1884 in Chicago by representatives of 69 confectionery manufacturing firms, the National Confectioners Association is one of the oldest, most respected trade associations in the world. Today NCA has more than 600 members and is the major association representing the entire confectionery industry, offering education and leadership in manufacturing, technical research, public relations, retailing practices, government relations and statistical analyses. NCA fosters industry growth by advancing and promoting the interests of the confectionery industry, its customers and its consumers. National Confectioners Association

## TIT BITS

(Source: Business Recorder –[www.becorder.com](http://www.becorder.com))

### **London coffee, sugar and cocoa fall**

LONDON (September 22, 2007): London robusta coffee futures fell on profit-taking on Friday, pressured by weakness in arabicas on talk of coming rains in Brazil, while white sugar fell on profit-taking and producer selling, dealers said.

### **New York cocoa closes at eight-week high**

NEW YORK (September 22, 2007): US cocoa closed sharply higher and at an eight-week high in the ICE Futures pit Thursday on heavy short-covering and fund buying on chart-based dealings, traders said. Concerns about the impact of black pod disease, which is caused by wet weather and has been reported in some parts of the West African cocoa belt, also continued to provide underlying support, they said.

### **London coffee lower, cocoa and sugar higher**

LONDON (September 21, 2007): London robusta coffee futures closed down on Thursday, with prices now well below nine-year highs touched earlier this week as investors favoured the New York market over London, dealers said. cocoa ended higher, just shy of 1,000 pounds per tonne, while sugar held just below its seven-week high.

### **Cocoa mostly up**

NEW YORK (September 21, 2007): US cocoa dealing in the ICE Futures pit finished mostly firmer on Wednesday on short-covering and speculative interest on continued concern about the West African 2007/08 main crop, traders said.

### **New York cocoa closes higher**

NEW YORK (September 20, 2007): US open-outcry cocoa settled firm on Tuesday, after a rangebound and quiet session that turned higher when speculative buyers entered the market, traders said. "(There's) some spec buying, and trade buying the December/March spread," one cocoa trader said.

### **London coffee plummets; sugar and cocoa steady**

LONDON (September 19, 2007): London robusta coffee futures fell sharply on Tuesday on arbitrage selling with the November contract under pressure after its recent steep climb, dealers said. cocoa and white sugar futures were little changed. "I think a lot of what has happened today has been arbitrage selling. It has been keeping November under pressure," one dealer said.

### **New York cocoa ends firm**

NEW YORK (September 19, 2007): US open-outcry cocoa ended firm on Monday, after touching a one-month high on technical support while some speculators kept buying on talk about concern for the upcoming main crop out of West Africa, traders said. "I think it's more technical than anything else," one cocoa trader said, adding the current path of least resistance is higher.

### **London coffee sets nine-year high**

LONDON (September 18, 2007): London robusta coffee futures climbed to a nine-year high on Monday with the rise driven by a supply squeeze ahead of the next Vietnamese crop, dealers said.

### **Ivorian cocoa arrivals rising steadily**

ABIDJAN (September 18, 2007): cocoa arrivals at ports in Ivory Coast are rising steadily on the approach to the official start of the October-March main crop, and bean quality is improving as rains ease, exporters said on Monday.

### **Asian cocoa bean arrivals steady**

SINGAPORE (September 18, 2007): Daily cocoa arrivals in Indonesia's main growing island of Sulawesi were steady around 100 tonnes this week despite the end of the main harvest as farmers released remaining stocks before the festive season.

## **GHANA CAN 2008 COPAL COCOA VILLAGE**



### **PROMOTION OF THE CONSUMPTION OF COCOA AND COCOA PRODUCTS BY COPAL DURING THE AFRICAN CUP OF NATIONS 2008 IN GHANA**

The Secretary General sends his compliments and has the honour to confirm the willingness of the National Organizing Committee and the Government of the Republic of Ghana to create a COPAL Village during the upcoming Cup of Nations football tournament.

The Secretary General believes this offers an excellent opportunity to promote our respective origins and cocoa products during this month- long tournament.

Interested countries should contact the Secretariat as soon as possible with the specific requirements for space and other amenities.

**Hope Sona Ebai,**  
Secretary General

*Drink Cocoa Everyday  
For health and vitality*