



# COPAL COCOA Info

A Weekly Newsletter of Cocoa Producers' Alliance

Issue No. 260

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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)
3 <sup>rd</sup> December	1293.80	2051.45	1010.33	2030.00
4 <sup>th</sup> December	1312.69	2087.49	1030.00	2069.67
5 <sup>th</sup> December	1318.39	2091.67	1046.67	2074.00
6 <sup>th</sup> December	1328.78	2095.88	1051.33	2074.00
7 <sup>th</sup> December	1323.23	2092.07	1051.00	2065.33
<b>Average</b>	<b>1315.00</b>	<b>2084.00</b>	<b>1038.00</b>	<b>2063.00</b>

## Up-coming Events

*PROMOTION OF THE CONSUMPTION OF COCOA AND COCOA PRODUCTS DURING THE AFRICAN CUP OF NATIONS 2008*

## In the News (from Newspapers worldwide)

### Health and Nutrition

- Is chocolate really a health food?
- Dark chocolate comparison yields surprises
- Milk gets best grade with hot chocolate
- Gift of conversation over a mug of hot chocolate

### Production & Quality

- Ghana sells better quality cocoa
- Cameroon Minister Eyes Organized Cocoa Trade to Boost Quality (DJ)
- Nigeria targets 600,000 tons of annual cocoa production
- Ghana cocoa purchases up 57 pct in first 4 weeks

### The Market

- Nigerian cocoa price falls on strong bean supply

### Processing & Manufacturing

- Susco opens cocoa processing plant in Ivory Coast

### Business and Economy

- Ghana Bans Transit of Foreign Cocoa Across Country
- US-funded project offers blueprint to expand cocoa cultivation areas
- Cocoa rises as officials begin strike in Ivory Coast --
- African cocoa workers want more

### Environmental

- Study finds the environment low on the consumer agenda

### Labour Issues

- Most Ivorian child cocoa workers not slaves – govt
- Ivorian Cocoa Industry Workers to Strike Today
- Ivorian cocoa industry staff strike for second day
- Ivorian Cocoa Industry Staff to Resume Work Today

### Others

- Côte d'Ivoire: The Bitter Taste of Cocoa
- Produce Buying Company awards cocoa farmers
- Ogun burns 1.7 tons of adulterated cocoa beans
- Nigeria: CSOS Seek to Halt EU-ACP Economic Partnership Agreement
- Ivory Coast Cocoa Tax Hinders EU Trade Deal
- The trouble with chocolate
- Snack bars outsell confectionery, report
- Confectioners look to exotic, functional flavours
- Choices makes progress as global healthy foods mark
- Confectioners face health challenges
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*Do your health a favour, drink Cocoa everyday?*

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

**Monday 3rd December 2007**

Month	Opening Trans	Settle	Change	Daily High	Daily Low	Volume
Dec 2007	948	971	20	1034S	946	3,112
Mar 2007	974	997	18	1037S	938S	9,424
May 2008	991	1010	17	1010	987	946
Jul 2008	1007	1024	16	1024	1001	1,096
Sep 2008	1016	1034	15	1034S	1016	214
Dec 2008	1025	1041	16	1040	1025	306
Mar 2009	1031	1047	17	1047	1031S	5
May 2009	1047	1057	17	1055S	1042	6
Jul 2009	1059	1067	17	1059	1059	5
Sep 2009		1079	17			0
<b>Totals</b>		<b>1033</b>				<b>15,114</b>

**Tuesday 4th December**

Month	Opening Trans	Settle	Change	High	Low	Volume
Dec 2007	978	988	17	991	971	7,632
Mar 2007	1007	1017	20	1020	999	21,112
May 2008	1019	1030	20	1032	1015	2,760
Jul 2008	1030	1043	19	1045	1025	3,880
Sep 2008	1047	1051	17	1054	1042S	731
Dec 2008	1055	1058	17	1059	1047	892
Mar 2009	1057	1065	18	1067	1057S	148
May 2009	1076	1075	18	1078	1076	24
Jul 2009		1085	18			0
Sep 2009		1097	18			0
<b>Totals</b>		<b>1051</b>				<b>37,179</b>

**Wednesday 5th December 2007**

Month	Opening Trans	Settle	Change	High	Low	Volume
Dec 2007	988	1005	17	1011	983S	3,516
Mar 2007	1017	1035	18	1043	1010	20,595
May 2008	1028	1046	16	1052	1025	2,987
Jul 2008	1044	1059	16	1066	1038	3,510
Sep 2008	1051	1067	16	1073	1048	1,003
Dec 2008	1060	1072	14	1077	1054	759
Mar 2009	1067	1080	15	1087	1067	90
May 2009		1090	15			0
Jul 2009		1100	15			0
Sep 2009		1112	15			0
<b>Totals</b>		<b>1067</b>				<b>32,460</b>

**Thursday 6th December 2007**

Month	Opening Trans	Settle	Change	High	Low	Volume
Dec 2007	1005	1008	3	1018	1002	8,188
Mar 2007	1034	1038	3	1050	1031	14,210
May 2008	1046	1050	4	1060	1044S	910
Jul 2008	1060	1066	7	1074	1058	2,575
Sep 2008	1068	1070	3	1077	1066	317
Dec 2008	1072	1076	4	1083	1071	743
Mar 2009		1083	3			0
May 2009		1093	3			0
Jul 2009		1103	3			0
Sep 2009		1115	3			0
<b>Totals</b>		<b>1070</b>				<b>26,943</b>

**Friday 7th December 2007**

Month	Opening Trans	Settle	Change	High	Low	Volume
Dec 2007	1008	1004	-4	1015	1004	7,996
Mar 2007	1038	1034	-4	1044	1033	6,491
May 2008	1050	1049	-1	1055S	1048S	2,010
Jul 2008	1066	1070	4	1075	1064	2,214
Sep 2008	1073	1068	-2	1077S	1065	222
Dec 2008	1076	1071	-5	1085	1069	545
Mar 2009	1085	1076	-7	1085	1075S	50
May 2009		1086	-7			0
Jul 2009		1096	-7			0
Sep 2009		1108	-7			0
<b>Totals</b>		<b>1066</b>				<b>19,528</b>

<b>Average for the week</b>	<b>1077</b>					<b>26245</b>
<b>Total for the week</b>						<b>131,224</b>

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

**Monday 3rd December 2007**

Month	Open	Price	Change	High	Low	Volume
Dec 2007	2054	2054	76	2054	2054	160
Mar 2008	1978	2030	47	2034	1973	9513
May 2008	2018	2031	43	2031	2018	1093
Jul 2008	2033	2033	38	2033	2033	545
Sep 2008	2035	2035	32	2035	2035	347
Dec 2008	2050	2050	39	2050	2050	202
Mar 2009	2061	2061	37	2061	2061	93
May 2009	2078	2078	45	2078	2078	204
Jul 2009	2099	2099	50	2099	2099	-
Sep 2009	2115	2115	50	2115	2115	-
<b>Totals</b>		<b>2059</b>				<b>12157</b>

**Tuesday 4th December 2007**

Month	Open	Price	Change	High	Low	Volume
Dec 2007	2075	2113	59	2113	2075	55
Mar 2008	2061	2067	37	2068	2050	16241
May 2008	2055	2071	40	2071	2055	1013
Jul 2008	2072	2072	39	2072	2072	440
Sep 2008	2077	2077	42	2077	2077	784
Dec 2008	2089	2089	39	2089	2089	249
Mar 2009	2100	2100	39	2100	2100	8
May 2009	2115	2115	37	2115	2115	1
Jul 2009	2136	2136	37	2136	2136	-
Sep 2009	2153	2153	38	2153	2153	-
<b>Totals</b>		<b>2099</b>				<b>18791</b>

**Wednesday 5th December 2007**

Month	Open	Price	Change	High	Low	Volume
Dec 2007	2134	2134	21	2134	2134	5
Mar 2008	2056	2072	5	2084	2055	10498
May 2008	2075	2075	4	2075	2075	2174
Jul 2008	2079	2079	7	2079	2079	568
Sep 2008	2083	2083	6	2083	2083	417
Dec 2008	2094	2094	5	2094	2094	345
Mar 2009	2106	2106	6	2106	2106	106
May 2009	2117	2117	2	2117	2117	403
Jul 2009	2133	2133	-3	2133	2133	-
Sep 2009	2149	2149	-4	2149	2149	-
<b>Totals</b>		<b>2104</b>				<b>14516</b>

### Thursday 6th December 2007

Month	Open	Price	Change	High	Low	Volume
Dec 2007	2152	2152	18	2152	2152	157
Mar 2008	2066	2068	-4	2085	2060	12176
May 2008	2085	2074	-1	2085	2074	1714
Jul 2008	2080	2080	1	2080	2080	547
Sep 2008	2082	2082	-1	2082	2082	476
Dec 2008	2094	2094	-	2094	2094	235
Mar 2009	2110	2110	4	2110	2110	103
May 2009	2121	2121	4	2121	2121	1
Jul 2009	2140	2140	7	2140	2140	0
Sep 2009	2155	2155	6	2155	2155	0
<b>Totals</b>		<b>2108</b>				<b>15409</b>

### Friday 7th December 2007

Month	Open	Price	Change	High	Low	Volume
Dec 2007	2152	2152	-	2152	2152	1
Mar 2008	2065	2057	-11	2067	2054	8947
May 2008	2072	2067	-7	2072	2066	776
Jul 2008	2072	2072	-8	2072	2072	824
Sep 2008	2074	2074	-8	2074	2074	484
Dec 2008	2085	2085	-9	2085	2085	493
Mar 2009	2101	2101	-9	2101	2101	105
May 2009	2114	2114	-7	2114	2114	5
Jul 2009	2129	2129	-11	2129	2129	-
Sep 2009	2145	2145	-10	2145	2145	-
<b>Totals</b>		<b>2100</b>				<b>11635</b>

Average for the week	2099					18127
Total for the week						72,508

### Spot Prices (US\$ per tonne)

	3 <sup>rd</sup> December	4 <sup>th</sup> December	5 <sup>th</sup> December	6 <sup>th</sup> December	7 <sup>th</sup> December
Main Crop Ghana, Grade 1	2057	2495	2500	2496	2485
Main Crop Ivory Coast, Grade 1	2338	2370	2375	2371	2360
Main Crop Nigerian, 1	2330	2359	2364	2360	2349
Superior Arriba	2565	2510	2515	2511	2500
Sanchez f.a.q.	2363	2415	2420	2416	2405
Malaysian 110	2033	2087	2092	2088	2077
Sulawesi f.a.q.	2218	2264	2269	2265	2254
Ecuador Cocoa Liquor	3640	3445	3453	3447	3428
Pure Prime Press African Type Cocoa Butter	5941	6049	6064	6052	6020
10/12% Natural Cocoa Press Cake	954	937	939	937	933

Source: Cocoa Merchants' Association

# News

## Health and Nutrition

### **Is chocolate really a health food?**

Morganton News Herald, NC

Dr. Charles Suber

Tuesday, December 4, 2007

Well, it is that time of year again: Chocolate season. Ahh, yes, everywhere you look there are new goodies to eat and new sweets to discover. An endless string of parties and gatherings means an overwhelming temptation to indulge in the world's favorite sweet. Today we begin a two-part series on the real story behind chocolate, exploring its tremendous health benefits when taken in the right way and clearing up some common misconceptions about what's good and what's not so good. Sit back, relax, and get your sweet tooth ready.

Organic chemical compounds in cacao beans and organic dark chocolate

It is important to understand that most of the scientific research on the cacao bean refers to organic cacao in its raw, unprocessed, and unadulterated form. Note that when the cacao beans are processed by roasting or heating, there will be a loss of some of the nutrient value, and treating the cocoa with alkaline salts in the Dutch process will reduce the concentration of flavanols and reduce its high antioxidant value. So the levels of active nutrients and the health benefits discussed below may not be fully applicable to all of the many kinds of commercially processed dark chocolate products marketed today.

So don't expect that eating any type of chocolate bar or chocolate candy is going to be good for your health. You need to know which kinds of chocolate actually provide the health benefits - and that will usually be the kinds of cocoa powder and dark chocolate which are closer to the raw cocoa bean, undergo the least amount of processing, and have the least unhealthy additives like saturated fats and refined sugar.

In general, the healthiest kinds of chocolate (in order) are:

1. raw, organic, unprocessed cacao beans (called "nibs") or cocoa mass;
2. organic and unroasted cocoa powder not treated with alkalis;
3. organic dark chocolate with the highest percentage of cocoa liquor or cocoa powder and the lowest percentage of refined sugar (bitter or semi-sweet dark chocolate).

Organically-grown cacao beans will not contain pesticide residues. Non-organic cacao may have some pesticide residues, but other than that, the same order as above will apply to non-organic cacao, cocoa powder, and dark chocolate. "Most chocolate, in fact, isn't flavanol-rich," says Norm Hollenberg, a radiology professor and flavanol expert at Harvard Medical School. "But all chocolate is rich in fat and calories." Hollenberg studied the Kuna Indians of Central America, island dwellers near Panama who grow their own flavanol-rich cacao beans.

The Kuna people drink a lot of cocoa, and they don't have high blood pressure or diabetes ... except for those who move to the mainland and start drinking flavanol-poor commercial cocoa. Hollenberg also fed cocoa with flavanols or cocoa without flavanols to a split study group in the United States, and discovered that flavanols in cocoa seemed to improve blood flow throughout the body.

Even when a chocolate product is made from organic cacao beans or nibs, this does not necessarily mean the finished product will have the same health benefits as the raw cocoa, if the way it is processed by the manufacturer has reduced the nutrient value of the cocoa beans, or if the addition of milk products limits the ability of the body to absorb all the natural antioxidants.

Also note that the caffeine in the cacao fruit is found mainly in the shell or membrane which encloses the cacao beans. Most suppliers of cheaper cocoa powder grind up this outer membrane along with the beans, which helps to increase the yield and lower their cost of producing cocoa mass. But when the membrane is removed before shipping the raw cacao beans or grinding them into cocoa powder, the chocolate made from those more expensive beans will be of higher quality and essentially free of caffeine.

A list of healthy substances found in raw chocolate (theobroma cacao)

Many of the natural chemical compounds in raw cocoa or cacao beans and in organic dark chocolate have been discussed in scientific literature as being pharmacologically significant to health. Here is a partial list of these active substances in natural organic chocolate (and more are discussed below).

- Anandamide (a neurotransmitter known as "the bliss chemical")
- Arginine (nature's aphrodisiac)
- Dopamine (a neurotransmitter)
- Epicatechins (antioxidants)
- Magnesium (for healthy heart function)
- Serotonin (anti-stress neurotransmitter)
- Tryptophan (anti-depressant amino acid)
- Phenylethylamine (PEA) (controls the ability to focus attention and stay alert)
- Polyphenols (antioxidants)
- Histamine
- Tyramine
- Salsolinol

#### Magnesium - the mineral your heart needs

Is dark chocolate good for your heart? Research by Dr. Bernard Jensen indicates that the heart muscle requires these two minerals more than any other minerals: magnesium and potassium. In the heart muscle Magnesium is concentrated eighteen times greater than in the bloodstream. When heart problems occur, magnesium is the most likely mineral to be missing in the person's diet.

The overall strength and vigor of the heart muscle and its ability to pump effectively is enhanced by the presence of magnesium, and this important mineral also decreases blood coagulation and thus can lower blood pressure. Cocoa beans and organic dark chocolate are one of the best food sources of this heart-supporting mineral, Magnesium.

#### Anti-depressant properties of cocoa and healthy dark chocolate

Cocoa is a potent source of serotonin, dopamine, and phenylethylamine. These are three well-studied neurotransmitters which help alleviate depression and are associated with feelings of well-being. Cocoa contains monoamine oxidase inhibitors (MAO Inhibitors) which help improve our mood because they allow serotonin and dopamine to remain in the bloodstream longer without being broken down. Cocoa also contains anandamide which stimulates blissful feelings. Cocoa also contains B vitamins, which are associated with brain health.

#### Antioxidant properties of cocoa and healthy dark chocolate

Scientists have known for years that cocoa/cacao contains significant antioxidants, but no one knew just how rich they were in comparison to those found in two other healthy foods - red wine and green tea. According to research cited in The New York Times, fresh cocoa beans are super-rich in the type of flavonoid called flavanols which are strong antioxidants. Cocoa/cacao beans contain 10,000 milligrams (10 grams) of flavanol antioxidants per 100 grams - or an amazing 10 percent antioxidant concentration level.

Recent research has demonstrated that the antioxidants found in cacao beans are highly stable and easily available to the human metabolism. Of all known foods, cacao is also the only one which does not lose its oxygen radical absorption capacity over significant periods of time.

Antioxidants help neutralize free radicals and keep them from damaging the DNA and mitochondria of the body's cells, which is a major cause of many degenerative diseases, cancer tumors, heart disease, and premature aging. Cells with damaged DNA cannot reproduce healthy new cells, but will reproduce damaged or malignant cells.

One research study discovered that a substance in cocoa helps the body process nitric oxide (a chemical compound designated as NO, where N 1 Nitrogen atom, and O 1 Oxygen atom). Nitric oxide or NO is a critical component in healthy blood flow and blood pressure control.

Another research study showed that a type of bioflavonoid called flavanols in cocoa prevent fatty substances in the bloodstream from oxidizing and then clogging the arteries. Flavanols also make blood platelets less likely to stick together and cause blood clots.

Researchers are excited by the potential of flavanols to ward off vascular disease, which can cause hypertension (high blood pressure), heart attacks, strokes, diabetes, and even dementia. Vascular diseases (including Erectile Dysfunction common in

men over age 40) are connected to the inability of an artery to make a simple but fundamental chemical called nitric oxide (NO). It appears that flavanols help reverse that problem.

Cornell University food scientists discovered that cocoa powder has nearly twice the antioxidants of red wine, and up to three times the antioxidants found in green tea. Their findings were published in an article entitled "Cocoa Has More Phenolic Phytochemicals and a Higher Antioxidant Capacity than Teas and Red Wine," published in the American Chemical Society's Journal of Agriculture and Food Chemistry, a peer-reviewed publication.

The Cornell researchers, led by Chang Y. Lee, chairman of the Department of Food Science and Technology at Cornell University's New York State Agricultural Experiment Station in Geneva, NY, state the reason that cocoa leads the other drinks is its high content of antioxidant compounds called phenolic phytochemicals, or flavonoids.

A class of flavonoids known as flavanols or flavan-3-ols includes: catechin, epicatechin, and epigallocatechin. All three are found naturally in the cocoa bean. (Note that flavanols are not the same as another very similar-sounding class of flavonoids known as flavonols, which includes: myricetin, quercetin and kaempferol.)

They discovered 611 milligrams of the phenolic compound gallic acid equivalents (GAE) and 564 milligrams of the flavonoid epicatechin equivalents (ECE) in a single serving of cocoa. Examining a glass of red wine, the researchers found 340 milligrams of GAE and 163 milligrams of ECE. In a cup of green tea, they found 165 milligrams of GAE and 47 milligrams of ECE.

By comparison, 1.5 ounces of dark chocolate delivers as many antioxidants as five ounces of red wine. That makes cocoa one of the richest sources of antioxidants in any food! Compare the raw cocoa bean's 10,000 milligrams of flavanols per 100 grams to other forms of commercial chocolate...

Processed cocoa powder (defatted and roasted cocoa beans treated with potassium carbonate) and chocolate candy range in flavanol content from the more common concentration of 500 milligrams of flavanols per 100 grams of normal chocolate bars, to a concentration of 5,000 milligrams (5 grams) of flavanols per 100 grams of Cocopro cocoa powder from the Mars Corporation.

Neither comes close to the high concentration of flavanol antioxidants in raw cocoa/cacao beans - 10 grams of flavanols per 100 grams.

#### ORAC Score - A Measure of Antioxidant Quality

The current standard for testing and measuring the antioxidant properties of various foods is called the ORAC Score. ORAC is an abbreviation for "Oxygen Radical Absorption Capacity" - which is a measure of the amount of free radicals that can be neutralized by a certain mass of a food substance (usually cited as "per gram" or "per 100 grams" of the food substance).

The higher the ORAC score, the higher the concentration of antioxidants present in the food. (Source: US Department of Agriculture / Journal of the American Chemical Society.)

Free radicals are molecules that are missing one or more electrons and are therefore chemically imbalanced with a positive electrical charge. They are created in several kinds of chemical reactions which take place in our bodies, such as when we burn energy by working our muscles. To balance their charge, these radical molecules will seek to attract or "steal" electrons from other molecules - including the molecules which make up the DNA in your body's cells which is the blueprint for producing new cells, and the mitochondria in your cells which create the energy to sustain the cells.

Cells with damaged mitochondria are weak and have lower energy and less resistance to disease. When the DNA of a cell is damaged by the action of free radicals, the result is the creation of imperfect new cells - or even malignant new cells which form tumors and cancers.

Free radicals are the cause of most degenerative diseases, premature aging, and the creation of cancer cells. Antioxidants are molecules which have one or more extra electrons and are chemically imbalanced with a negative electrical charge, so they can attract and "donate" an electron to a positively-charged free radical molecule, which balances its electrical charge and thus neutralizes it. So that "thieving" radical molecule which is now electrically balanced no longer needs to "steal" electrons from the molecules which form our body's cells.

Thus the more antioxidant molecules we have in our body, the more free radicals are neutralized, and the less damage is done to our cells. By preventing the damage to our DNA and mitochondria, antioxidants can stop and even reverse the aging process, and help prevent all kinds of degenerative diseases and cancers.

The ORAC value rates the capacity of the substance to prevent oxidation, i.e. its effectiveness as an antioxidant. It might help to compare the oxidation of molecules in our body to the oxidation of iron in an automobile - which we call "rusting." Oxidized or "rusted" iron becomes brittle and weak, and eventually breaks down into a reddish-brown dust known as iron oxide. You could say that our bodies are "rusting out" from oxidation by free radicals. Ashes to ashes, and rust to dust.

But our bodies can be protected from this rusting by the antioxidants we get from eating natural foods which have a high ORAC value. Many natural foods have been supplying human bodies with those protective antioxidants since we first evolved, but the problem today is that we are not eating many natural foods! We consume far too many processed foods and junk foods which have had the protective antioxidants processed out of them! So we suffer more and more from many diseases such as cancer and heart disease, which were relatively rare problems for our ancestors who were eating nothing but whole foods fresh from the farm.

It's very difficult today to avoid eating processed foods with inferior nutritional value, but we can at least try to eat enough whole foods (like cocoa or high-antioxidant fruits) or health supplements that supply us with enough antioxidants to protect us from degenerative diseases and the ravages of aging. We don't have to grow old before our time, or suffer painful ailments, or die from horrible diseases that could have been prevented.

The daily diet of the average North American only scores 1,000 to 1,500 on the ORAC scale. Nutrition experts tell us that it should be at least 3,000 to 5,000 ORAC. Some say it should be even more than 5,000. Eating healthy chocolate, with its super-high ORAC value, can be an efficient and enjoyable way to boost your daily dose of antioxidants and reduce the ravages of free radicals.

Be careful not to assume that ALL organic chocolate or dark chocolate products (or any processed food product) are "healthy" just because they claim to contain ingredients that are known to have a high ORAC score. It does NOT necessarily mean that the finished product you are consuming will have a high ORAC score too.

There are several factors that can affect the actual ORAC score of a finished food product such as dark chocolate:

- (1) how it is processed (excessive heat can destroy flavanols and reduce the amount of available antioxidants, which lowers the ORAC value),
- (2) how much of the high ORAC ingredients are actually in the product,
- (3) how some ingredients affect the ORAC score of other ingredients (e.g. adding milk to cocoa lowers its effective ORAC score to a little more than half because dairy products tend to block the absorption of the antioxidant flavanols in the cocoa).

#### Table of ORAC Values for Common Foods

Here is a comparison of the ORAC score per 100 grams for some common foods known to have a high antioxidant level, listed in descending order.

- Unprocessed Raw Cacao	- 28,000	- Acai Berries*	- 18,500	- Dark Chocolate	- 13,120
- Milk Chocolate	- 6,740	- Prunes	- 5,770	- Raisins	- 2,830
- Blueberries	- 2,400	- Blackberries	- 2,036	- Kale	- 1,770
- Strawberries	- 1,540	- Raw Spinach	- 1,260	- Raspberries	- 1,220
- Brussel Sprouts	- 980	- Plums	- 949	- Alfalfa Sprouts	- 930
- Broccoli	- 890	- Red Grapes	- 739		

(\*ORAC for Acai as determined by Brunswick Laboratories, USA.)

This will be important new information for millions of children and teenagers who hate the taste of brussel sprouts or broccoli. Now they can advise Mom that dark chocolate is a much healthier alternate source of antioxidants. Next time we will discuss some of the myths about chocolate so that you can have all the facts you need to make the healthiest choice. Until next time, all the best, in health and life.

## **Dark chocolate comparison yields surprises**

Daily News Journal (subscription), TN

By SARAH ADAMS

5-12-2007

Have you noticed the array of fine dark chocolate bars available in stores these days? We've got some options going on. Until recently, I never had much of a preference for one over the other. I'd pick up one by itself and enjoy it thoroughly. I'd choose a different brand the next time and enjoy it as much.

Just in time for stocking stuffing, I'm here to tell you there is a difference. I have sampled seven dark chocolate bars side by side and am offering a full report. (Aren't I helpful? Don't mention it. Really, it's been no trouble at all.) I narrowed the sample to 3- to 3.5-ounce dark chocolate bars with 67 percent to 72 percent cacao/cocoa content. I did not include bars outside this range because the difference in sugar content between a 65 percent bar and an 80 percent bar would be too great for a fair comparison (the more cocoa, the less sugar). All of the bars have natural ingredients.

Disclaimer: This report is not a scientific study. In fact, the only participants were myself and my intelligent spouse. If you disagree with our findings, don't sue me because I don't have enough money to tempt you.

Before I jump into the review, I want you to know that we felt every bar was delicious when sampled alone, but there are some clear winners in this group. I was surprised how strongly I felt for and against certain bars once I compared them all.

Dove Extra Dark Chocolate, 71 percent cacao (\$1.99). This is a thicker bar with a smooth, melty texture. It's a bit oily in the mouth, and I found it too bland, but my husband said it was fine.

Lindt Excellence, Dark Extra Fine, 70 percent cocoa (\$1.99). This thinner bar is a bit brittle. It has a more cocoa-y flavor than the others. Overall, the flavor is very good, but others are better.

Ghirardelli Intense Dark Twilight Delight, 72 percent cacao (\$2.49). This thin bar has a nice, smooth texture. The flavor is great: rich and chocolatey. It is my second favorite and my husband's third.

Endangered Species Supreme Dark Chocolate, 72 percent cocoa content (\$2.79). This one blew me away. The bar is on the thicker side and not too brittle or too smooth. The flavor is complex and very rich with nutty and roasty aspects. We agreed that this one tastes the most chocolatey and is clearly the winner.

Cacao Reserve by Hershey's, Sao Tome, 70 percent cacao (\$2.99). This thinner bar isn't too brittle in the mouth as some thinner bars can be. The flavor is solid, but it's not a stand-out.

Cacao Reserve by Hershey's, Santo Domingo, 67 percent cacao (\$2.99). This thinner bar is my least favorite, though I liked it fine before I tasted the others. We both felt the flavor was weak and a little odd.

Green & Black's Organic Bittersweet Dark Chocolate, Dark 70 percent (\$3.49). This thicker bar has a crumbly mouthfeel and a bit of a flavor delay. The flavor is strong, rich and fruity with a bit of acidity. It's a solid choice and is my husband's second choice and my third.

As we were munching and evaluating (life is tough), we learned that a serving size of any one of these dark chocolate bars (ranging from 1 to 1.5 ounces) has some surprising nutritional characteristics: 6 to 15 percent of the RDA of iron and at least as much fiber as a slice of whole wheat bread. So now you can indulge and feel good about it. Did you really need my permission?

Sarah Adams of Murfreesboro is a CPA and freelance food writer with a love for natural foods. Catch her column every other Wednesday in The Daily News Journal. E-mail her at [write2sa@yahoo.com](mailto:write2sa@yahoo.com)

## **Milk gets best grade with hot chocolate**

Seattle Times, United States

The Associated Press

Wednesday, December 5, 2007

Not thrilled with your hot-chocolate mix? Make it with milk instead of water. During testing of 10 brands of instant hot chocolate, Consumer Reports magazine found that milk covered some of the defects of hot-chocolate mixes that otherwise got less favorable ratings. Overall, the magazine gave the highest ratings to Ghirardelli Double Chocolate mix and Cacao Reserve Mayan Blend by Hershey's (63 cents and 53 cents per serving, respectively).

Rated "Very Good" were Swiss Miss Dark Chocolate Sensation and Hershey's Cocoa. The magazine's testers prepared the hot chocolate according to package directions, which meant mixing it with water for all but Ghirardelli, which called for milk. The magazine also found that calories count. The varieties with the fewest calories — Nestle Rich Chocolate and Nestle Milk Chocolate, each with 80 calories per serving — also were the lowest ranked. Top-rated Ghirardelli had 262 calories.

### **Gift of conversation over a mug of hot chocolate**

YourHub.com, CO –

Dec 4, 2007

Mele Telitz

The holidays are centered on sharing gifts with family and friends... not only gifts wrapped in bows, but gifts of time and good conversation with your loved ones. So often these festive gatherings are centered around food and drink with the holidays being the quintessential time to come together and share the merriment of the season. Mugs of rich, homemade hot chocolate topped with whipped cream or spiked with rum will bring smiles all around as the laughter and revelry take over. There is much to be thankful for and the healthy news about cocoa has just been added to the list.

Researchers at Cornell University have shown that hot chocolate contains more antioxidants per cup than a similar serving of red wine or tea. This study adds to a growing body of evidence touting the health benefits of cocoa. In the quest to maintain a diet rich in healthy antioxidants, hot chocolate is a great choice. Researchers also found that the healthiest way to consume the cocoa is when it's hot as it releases more of the antioxidants than when served cold.

So when the chilly winds blow and snow piles up on the windowsills, stir up something special with this easy hot chocolate recipe. With a special blend of spices, its unique flavor is sure to peak the interest of your family and friends. Relax in the company of loved ones knowing that you have made a delicious treat that is warm, inviting - and has health benefits too.

KitchenCUE, an educational and interactive DVD series, measures real value by teaching viewers the core methods of cooking rather than focusing on the execution of a specific recipe. Step by step and piece by piece, KitchenCUE will help develop viewers' culinary confidence because good cooks are made, not born. To purchase the first in the 24-volume DVD series visit [www.kitchencue.com](http://www.kitchencue.com), One Home in Cherry Creek or your local Tattered Cover Bookstore.

## **Production & Quality**

### **Ghana sells better quality cocoa**

Ghana Broadcasting Corporation, Ghana

30, November, 2007

There has been improvement in the quality of cocoa from Ghana. The improvement has been due to good control measures instituted by COCOBOD and cocoa farmers' adherence to the measures. The Deputy Ashanti Regional Controller of the Quality Control Division of COCOBOD, Samuel Amponsah said this at the Seventh Produce Buying Company, PBC Annual Best cocoa farmer and staff awards at Offinso in the Ashanti region.

Mr. Amponsah said there is the need to further improve and maintain the quality of the nation's cocoa to enhance sales on the world market. He advised cocoa farmers to desist from engaging in child labour. Mr. Amponsah also advised farmers not to give their cocoa pass books to their folks in the city, since that could deny them scholarships for their children.

### **Cameroon Minister Eyes Organized Cocoa Trade to Boost Quality (DJ)**

Source: Dow Jones Newswires

Yaounde, Dec. 7 - Cameroon's Minister of Trade Luc Magloire Mbarga Atangana Friday blamed disorganized trade in the cocoa sector for poor crop quality, calling on farmers to market their produce in groups. "Cocoa handling and marketing are facing quality shortcomings and need to be corrected," Atangana told Dow Jones Newswires Friday after a conclave Thursday with cocoa industry representatives in the West African nation's capital, Yaounde. "We need cocoa producers (farmers) to be organized and sell their produce in groups instead of selling their cocoa beans individually to unscrupulous traders," the minister said.

Poor quality cocoa in Cameroon is generally blamed on middlemen traders who persuade cash-strapped farmers to sell cocoa that is poorly fermented, poorly dried, humid or even moldy. In addition, heavy rains and poor roads which hamper transportation of crops are equally considered to be contributory factors. Atangana said tighter quality control checkpoints would be mounted in cocoa-producing regions to this effect.

The control bodies will comprise local government authorities, officials from the state-owned cocoa and coffee board, or CCIB, and the National Cocoa and Coffee Board and will seize any poor quality cocoa. "Unlicensed cocoa buyers will be penalized if caught in trading in cocoa," the minister said. "The measure is to prevent any bad cocoa from contaminating the good quality cocoa we have managed to preserve up until now."

Data published by the CCIB and NCCB show Cameroon had barely 3% of grade I cocoa beans in the 2006-07 season, up from 2% in the previous season.

### **Nigeria targets 600,000 tons of annual cocoa production**

Afrique en ligne, France

Dec 7, 2007

Nigeria has set a target of 600,000 tons annual cocoa production, from its present production of 170,000 tons, according to the Minister of Agriculture and Water Resources, Abba Ruma. Speaking at the opening of a two-day annual general meeting of the Cocoa Association of Nigeria in the Southern city of Calabar Thursday, the Minister said government's intervention would boost production by 150,000 tons, to raise annual production to 320,000 tons annually in the short run. Represented by Dr. Dickson Okolo, an Assistant Director in the ministry, the Minister said the National Cocoa Development Committee had developed a blueprint for the sustainability of increased cocoa production.

He expressed the hope that the workshop would address the industry's future, adding: "The outcome of these meetings no doubt will address emerging issues of the new European Union legislation on pesticides Residue Limit (MRL) for cocoa, expected to come into effect in 2008.

### **Ghana cocoa purchases up 57 pct in first 4 weeks**

Reuters South Africa, South Africa

By Fri 7 Dec 2007

Kwasi Kpodo

ACCRA, Dec 7 (Reuters) - A strong start to Ghana's cocoa season saw purchases in the first four weeks up 57 percent on a year ago, an industry source said on Friday, and the high volumes of beans were causing backlogs at the country's ports. Cocoa purchases declared by private buyers to Ghana's Cocobod industry regulator reached 255,883 tonnes between Oct. 19 and Nov. 15, up from 162,953 a year earlier, the source said.

Ghana, the world's second biggest cocoa grower after neighbouring Ivory Coast, operates a semi-liberalised marketing system under which private buyers purchase beans from farmers and sell them to Cocobod for export or sale to local grinders. About 40,000 tonnes of purchases were declared for the week ending Nov. 15, compared with 32,746 tonnes for the same week in the 2006/07 season, the industry source said.

Cocobod has projected purchases for the 2006/07 season, which runs from October to September, to total at least 650,000 tonnes, up from 614,469 last season, including 600,000 tonnes from the 33-week main crop harvest. High cocoa volumes have caused congestion in the country's ports, as has been common in recent years during the peak season from late November to January, industry operators said.

The Cocoa Marketing Company, a Cocobod subsidiary in charge of external marketing and shipment of Ghana's cocoa, said its officials at Takoradi port were receiving at least 90 trucks, well above their average 70 trucks daily. Truckers were spending longer than usual waiting to offload consignments, sometimes several days, industry sources said.

Officials said congestion had worsened because some licensed buyers were sending bean consignments directly to the port instead of delivering them to storage facilities on the outskirts of Takoradi. A senior official at the port said Cocobod had increased staffing levels for administrative services supervising exports at Takoradi to help clear the congestion.

Ghana, whose beans enjoy a quality premium on international markets, harvested a record 740,000 tonnes in 2005/06 and plans to ramp up cocoa output to 1 million tonnes by 2010, helped by plans to increase fertiliser use. "We're upbeat about this target. The hi-tech (fertiliser) programme, which is the main booster, has taken off in earnest this season," said an industry source who declined to be identified.

Robert Kwabena Poku Kyei, government advisor on cocoa at the Finance Ministry, told Reuters last week cocoa acreage would also be "greatly" expanded in order to meet the 2010 target. "It is achievable and we're on course," he said.

Farmers are being helped to improve farm husbandry and cocoa tree maintenance under a regional sustainable tree crop programme funded by the European Union, he said.

## **US-funded project offers blueprint to expand cocoa cultivation areas**

Viet Nam News, Vietnam

(01-12-2007)

HCM CITY — A project to improve cocoa farming with assistance from two American NGOs, which successfully expanded cocoa cultivation areas by over six times to 10,000 hectares, has wrapped up. The Sustainable Cocoa Enterprise Solutions for Small Holders, or SUCCESS Alliance project, began three years ago in Ben Tre, Ba Ria - Vung Tau, Binh Phuoc, and Tien Giang provinces with support from Agricultural Co-operative Development International and Volunteers in Overseas Co-operative Assistance (ACDI/VOCA).

Pham Van Du, deputy head of the Agricultural and Rural Development ministry's Cultivation Department, told yesterday's valedictory ceremony in HCM City: "The project has contributed to the development of cocoa cultivation in Viet Nam by providing training, introducing new cultivation and processing technologies, quality management, and, especially, developing a market for cocoa products." Earlier, in 1998, the Government had sought to expand area under cocoa to 80,000 hectares in four regions — the Mekong Delta, south-eastern region, Central Highlands, and south-central coast — but failed.

SUCCESS Alliance project, sponsored by the US Department of Agriculture, has trained 277 trainers and 16,315 farmers, set up 383 cocoa clubs, supplied 3 million cocoa plants, and set up 75 model farms and 19 nurseries to provide seedlings and technologies to farmers. ACDI/VOCA helped find consumers for the cocoa and now the quality of cocoa grown in Viet Nam is accepted globally.

It also set up a system to collect the cocoa grown in the four provinces. This is considered the key factor in ensuring continued success after the winding up of the project. "Viet Nam is a viable cocoa producer with the potential to be a top-quality producer as all systems are in place," Ross Jaax, chief representative of SUCCESS Alliance Viet Nam, said. "Vietnamese cocoa is being well received by the world market and quality planting material is widely available," he added. He predicted that by 2012 Vietnamese cocoa would achieve commercial viability.

To sustain these results, the Cultivation Department suggested that the project should be expanded to other localities with greater focus on investment, planning, and technology assistance for new cocoa farmers. — VNS The project, which was sponsored by the US Department of Agriculture, has led to Viet Nam's Agricultural and Rural Development ministry approving a project to develop 60,000 hectares of cocoa by 2015 and achieve exports of US\$50 - 60 million. — VNS

## **Markets**

### **Nigerian cocoa price falls on strong bean supply**

Reuters South Africa, South Africa

Tume Ahemba

Fri 7 Dec 2007

LAGOS, Dec 7 (Reuters) - The upcountry price of Nigeria's graded cocoa beans fell by 2 percent to 220,000 naira (\$1,865) per tonne on average in the last three weeks on increased supply, exporters and farmers said on Friday. Despite the slight drop, traders in the world's number five cocoa grower said the local price was still strong when compared to international market prices, making export unattractive. "When you compare the local price to the international price it is still high so it is difficult to break margins if you are exporting," one exporter told Reuters.

Prices in the main cocoa export cities of Lagos and Calabar in the southeast were stable at 230,000 naira a tonne on average, exporters said.

London cocoa futures were little changed just below Thursday's 4-month high in brisk volumes as operators cleared up positions before expiry of the December <LCCZ7> contract on Dec. 12, dealers said.

December was up 2 pounds at 1,010 pounds per tonne while March <LCCH8> was down 1 pound at 1,037 pounds.

Improved quality of Nigerian cocoa with mould level at a 5 percent average and good bean weight also helped sustain demand, farmers and buyers said. Most exporters accept mould levels not higher than 5-7 percent so traders have to dry the beans mechanically before shipping them to Europe.

Supply has increased because drier weather with long sunny spells in the key growing zones after months of above-average rainfall made it easier for farmers to ferment and dry their beans, growers and buyers said.

STRUGGLING TO BUY

More transporters are moving beans from the bush to grading centres as roads that were potholed quagmires due to rains are passable thanks to the drier weather, they added.

Traders said the local price has remained strong due to the stiff competition for beans between exporters and local grinders whose capacity has grown sharply in the last few years largely as a result of favourable government policies. "Even local processors are struggling to buy beans at the current price level," said another exporter, who is also involved in local processing.

Farmgate prices for ungraded beans also eased slightly to 210,000 naira a tonne in the southwest region and 212,000 naira in the southeast, from 215,000 naira three weeks ago, Licensed Buying Agents (LBAs), who buy beans upcountry for exporters, said.

Exporters in the southeast cocoa hub of Ikom in Cross River state attributed the strong price of graded beans to the influx of banks in the area. Ikom, a 15-minute drive to the Cameroon border, has seen a boom in business in the last few years due to the rapid rise in its output.

"The banks are giving money to traders who used to depend on exporters for cash, so everybody is just buying directly from the bush," one exporter told Reuters by telephone from Ikom. Following is a table of estimated Nigerian cocoa prices in naira as quoted by farmers, LBAs and exporters:

LOCATION	Dec 7	NOV 16
Farmgate	210,000	215,000
Upcountry from LBAs	220,000	225,000
Lagos ports from LBAs	230,000	230,000

## **Processing and Manufacturing**

### **Sucso opens cocoa processing plant in Ivory Coast**

By Ange Aboa

Wed Dec 5, 2007

SAN PEDRO, Ivory Coast, Dec 5 (Reuters) - Family-owned cocoa exporter SUCSO has opened a \$7 million cocoa processing plant in southwest Ivory Coast with a capacity of up to 14,000 tonnes of cocoa liquor per year, the company's director said on Tuesday. The plant will push up grinding capacity in the world's top cocoa grower to around 374,000 tonnes, of which around 50,000 tonnes is in San Pedro where a plant owned by the Barry Callebaut (BARN.S: Quote, Profile, Research) group is also located. "This processing factory will produce on average between 12,000 and 14,000 tonnes (of cocoa liquor) each season and it was entirely developed by Ivorians without help from outside," said Martial Yace, director of SUCSO. Cocoa liquor is mixed with sugar and cocoa butter to produce dark chocolate.

SUCSO management say that because of tax benefits on such investments, they will be able to pay farmers higher prices for beans than merchants working for exporters. They plan to double grinding capacity at the plant by 2010. The plant was inaugurated in the presence of President Laurent Gbagbo on Wednesday as part of the 35th anniversary celebrations of San Pedro's port, the smaller of two harbours in the West African state which ships nearly half its cocoa.

## **Business & Economy**

### **Ghana Bans Transit of Foreign Cocoa across Country**

Source: Reuters

30/11/2007

Accra, Nov 30 - Ghana has banned the overland transit of cocoa and cocoa waste from neighbouring states across its territory to stop this being used as a cover for smuggling Ghanaian beans out of the country, officials said on Friday.

Stephen Ntim, deputy chief executive of industry regulator Cocobod, told Reuters some foreign cocoa merchants who obtained customs permits to transport cocoa from the Ivory Coast through Ghana to Togo were found to have been smuggling beans produced in Ghana's high-yielding Western cocoa region. "We did our search and found that these people were operating along the borders in the Brong Ahafo region and part of the western region," he said.

Cocobod's Ntim said significant volumes of Ghanaian cocoa had been trafficked out of the world's No. 2 cocoa producer through what he called this "cunning way of smuggling". But he declined to give an estimate of the amount involved. Recently, Ghana's Commissioner of Customs ordered the cancellation of permits granted to foreign companies engaged in the overland transit of foreign cocoa beans and cocoa waste, but the government was now transforming this into an all-out ban.

Ntim said although Ghana paid higher farm-gate prices than its neighbours, including the world's leading cocoa grower, Ivory Coast, merchants in those countries often preferred to have Ghana's cocoa to mix with their stock and improve its value. Ghanaian cocoa is ranked among the world's best in terms of quality and enjoys a high premium.

#### ANTI-SMUGGLING DRIVE

Robert Kwabena Poku Kyei, the government's advisor on cocoa, said the ban was part of a general crackdown on smuggling. "We're concerned about the activities of these people who all along had operated under the transit permit. They used it as an incentive for our cocoa to be smuggled outside," he said.

Local authorities in the eastern Volta Region, which shares a border with Togo, said smuggling of cocoa was on the increase and they were setting up a task force of farmers, local chiefs and young people to combat the illicit trade. "The region's future in terms of cocoa production is threatened and there is a need for us to rise up and combat the menace," District Chief Executive Solomon Donkor said. He mentioned the Jasikan, Hohoe and Kadjebi growing areas as the main focus of the proposed taskforce in the east.

As part of the anti-smuggling efforts, Cocobod has been providing vehicles and incentives to a unit of the armed forces that patrols the country's borders to stop smuggling of cocoa from high yielding areas such as Western, Brong Ahafo and Ashanti regions. Ghana now pays a farm-gate price of 950 new Ghana cedis (\$990) per tonne of cocoa, higher than the equivalent farm-gate prices in neighbouring countries, including Ivory Coast.

#### **Cocoa rises as officials begin strike in Ivory Coast**

International Herald Tribune, France

Pauline Bax Bloomberg

December 5, 2007

Cocoa officials in Ivory Coast, the world's biggest producer of cocoa beans, began a 48-hour strike Tuesday to demand better working conditions. The officials are from the Bourse du Café et du Cacao, which registers exports of cocoa, said a spokesman, Marc Bozou. Workers at other cocoa organizations, including the Farmers' Development Fund and the Control and Regulatory Fund, are also striking, Bozou said from Abidjan. No one was available to comment at those organizations. The strike has not so far affected shipments, some exporters said.

Ivory Coast, which produces 40 percent of the world's cocoa, began harvesting its main crop in October. Farmers have also threatened twice since September to protest a lack of government financing and low prices. The country's chief prosecutor began an investigation last month into suspected corruption and fraud among industry organizations.

The International Cocoa Organization, which is based in London, said Friday that global consumption surpassed supplies by 242,000 metric tons in the season that ended in September. Cocoa harvests are being damaged by disease and adverse weather. So-called black pod fungus is damaging beans, analysts have said. Dry weather and winds have damaged crops in West Africa, which accounts for 70 percent of the global crop.

#### **African cocoa workers want more**

Malaysia Sun, Malaysia

Tuesday 4th December, 2007

Cocoa harvesters in Cote d'Ivoire in Africa are concerned they are not being paid fair rates. Up to four million of Cote d'Ivoire's 17 million inhabitants who work in some aspect of the cocoa trade are also suffering from underpayment. Shady organisations set up by both the government and rebels, use middlemen who only pay about 90 cents per kilogram, selling it to international exporters in Abidjan.

Cote d'Ivoire is the world's largest producer of cocoa, a distinction that remained even during the political crisis that has engulfed the West African country over recent years. Cocoa is also Cote d'Ivoire's main export, representing some 35 percent of goods sent abroad, translating into about 1.4 billion dollars of revenue.

## **Environmental**

### **Study finds the environment low on the consumer agenda**

By Ahmed ElAmin

Decision News Media

23/11/2007 - Consumers do not seem to consider environmental and sustainability issues when purchasing food and drink, according to a UK government study released today.

The report gives the lie to recent efforts by major processors and retailers to appeal to so-called "conscious consumers" by changing their sourcing, processing and business practices relating to economic, social and environmental issues.

However the study is a preliminary step toward launching campaigns to change consumer's behaviour toward purchasing products from processors that have invested in such programmes as water conservation, pollution reduction and ethical sourcing.

The study, conducted by Opinion Leader on behalf of the Department for Environment, Food and Rural Affairs (Defra), specifically polled consumers about their purchasing decisions relating to food and sustainability issues.

"Sustainable consumption and production of food are not the kinds of issues which participants think about," the final report states. "A small minority of the more environmentally aware participants actively consider issues such as seasonality and supporting local farmers. However, this is not necessarily driven by a desire to consume food sustainably - some prefer to purchase seasonally for taste reasons."

As a result, food purchasing is a difficult area in which to intervene to encourage more sustainable behaviour, Opinion Leader concludes.

In order to promote consumer awareness Defra said it has identified five key behaviour goals it would like to influence.

These are:

- Switching to a diet with lower environmental and social impacts;
- Wasting less food in the home;
- Avoid fishing from uncertified or unsustainable stocks;
- Switching to more seasonal and local food; and,
- Increasing consumption of organic or certified / assured food and drink (including Fairtrade).

"The way that participants purchase food is a complex process involving many influencing factors, including convenience, cost, health, habit, offers, taste and availability," the report stated. "Similarly, participants' aspirations are not straightforward and often contradictory, influenced by three key drivers -- health, quality and indulgence."

Of the five goals, the options receiving the most positive response are those that require a change in purchasing habits rather than a change in people's diets, the analysts stated.

"Participants are most open to changing their behaviour to waste less food and buy more seasonal and local food, immediately," Opinion Leader stated. "There is also a willingness to buy more organic, certified or assured food and some commitment to increase the purchase of fish from certified stocks, but these have more niche appeal. Eating a lower impact diet is the least acceptable of the five goals."

Based on the findings, Opinion Leader's advises Defra to:

- Use existing health and taste levers to achieve behaviour change;
- Develop information based on life-cycle to lay out all the impacts of wasting food;
- Intervene with supermarkets to reduce offers which encourage increased purchasing;
- Encourage supermarkets to prioritise stocking and promoting seasonal, local produce;
- Ask supermarkets to make organic, certified and assured schemes clearly visible, accessible and cost-neutral, to promote quality meat and dairy products - focusing on quality over quantity;
- Support local outlets and markets for farm produce;
- Accredite organic, certified and assured schemes and promote them;
- Consider means of improving the cost of certified options - or the provision of tax breaks;

- Focus on one certification scheme and explicitly promote this;
- Intervene with suppliers and processors to ensure sustainable produce;
- Promote local fish; and,
- Conduct further research with consumers.

Across the EU, food and drink production and consumption is one of the highest contributors to environmental impact, the report noted.

About one-third of households' total environmental impacts can be related to food and drink consumption according to a 2002 study commissioned by Denmark's government.

"However, the largest impact is indirect - that is under the control of the consumer -- as it is incurred during food production and processing," Defra stated in the report. "Direct negative environmental effects of food and drink consumption are on an upward trend, that is travel to shops, storing and cooking, and waste."

The study on the food sector is one of five released today as Defra attempts to develop a programme to raise consumer awareness of sustainability issues.

The five independent reports include those polling consumers about their attitudes toward energy consumption, finance and investment, leisure and tourism, and transport.

"The research also shows that many myths surround public understanding of what they can do to reduce their impact on the environment," Defra stated in summary. "These include an assumption that 'good' daily behaviour legitimises occasional 'bad' behaviour and that pro-environmental behaviour often involves higher cost and poorer quality."

Earlier this month Nestlé, Bunge, Danisco, Green Mountain Coffee Roasters, and Tyson Foods became the first food processors to join a programme to develop global reporting standards on sustainability projects in the sector.

The four joined the Global Reporting Initiative (GRI). All have extensive sustainability programmes already underway, including projects on water and forest conservation, pollution controls and ethical sourcing.

Food processors are increasingly seeking to communicate the progress of such programmes, launched as a means of meeting heightened consumer awareness of issues general grouped under the 'sustainability' label.

## **Labour Issues**

### **Most Ivorian child cocoa workers not slaves – govt**

Peter Murphy

Mon 3 Dec 2007

ABIDJAN, Dec 3 (Reuters) - Children working on Ivory Coast's cocoa farms carry out dangerous and difficult tasks but are mostly helping their parents, according to a government study which denied accusations of child slavery on the farms. The study, published at the weekend, responded to concerns expressed by foreign governments and international organisations which have said thousands of children are toiling on cocoa farms in the world's No. 1 cocoa producer.

A 2002 survey by the International Institute for Tropical Agriculture said 284,000 children were working in dangerous conditions on West African cocoa farms, mainly in Ivory Coast. The concerns have led to heavily-publicised campaigns by some rights groups calling for boycotts of "blood chocolate" or other goods produced by "child slaves" on West African cocoa plantations. "We didn't find slaves on farms. We found children working with their parents," said Amouan Acquah Assouan, a senior member of an Ivorian government committee that monitors child labour in the cocoa sector.

The committee's pilot study surveyed 184 children involved in cocoa production from 120 households in three rural districts between April and July when the second smaller annual harvest is under way. It found nearly half did not attend school. The study showed most of the children performed tasks defined as forms of dangerous child labour by an international convention and Ivorian law: carrying heavy loads, burning brush, or applying chemical fertilisers and pesticides.

### **"READY TO CHANGE"**

Most had suffered pains or eye and skin irritation.

Assouan said changing farmers' ideas was the biggest task. Many of them grew up cultivating cocoa and see nothing wrong with putting their own children to work to prepare them to take over the farm, even if that means they cannot attend school. "Things have been this way for generations and you can't change that overnight," Assouan added. "The cause of this is farmers' ignorance and illiteracy ... once they understand the risks to their child, they are ready to change."

The survey will be extended to at least half of the country's cocoa zones as part of efforts to comply with a U.S.-proposed July 2008 deadline for Ivory Coast and neighbouring Ghana to show they are working to ensure their cocoa is not being produced by child labour in its worst forms.

Both countries say they expect to meet the deadline.

U.S. legislators could impose a ban on Ivorian or Ghanaian cocoa purchases if monitoring and corrective schemes are not in place. Of the three localities surveyed, the nearest secondary school was 12 km (7 miles) away and Assouan said opening more rural schools was another key to ending child labour.

During peak harvest times, some children were sent down from neighbouring Mali or Burkina Faso to work on relatives' farms, but an unknown number were also sold by their parents to traffickers who profit from supplying cheap labour. Nearly all the children in the survey were related to the head of the farm household and more than two thirds were their own children.

### **Ivorian Cocoa Industry Workers to Strike Today**

Source: Reuters

04/12/2007

San Pedro, Dec 3 - Workers at Ivory Coast's cocoa industry management bodies will strike from Tuesday after talks to avert a stoppage over demands for improved pay and conditions failed to take place. "We've decided to strike from (Tuesday) morning and stop work because discussions that were planned did not happen. Nobody came, neither our superiors or (government labour officials)," said Augustin Kouassi N'Goran, secretary general of the SYNASGFICC workers' union.

The world's top cocoa grower has been shaken since the start of the 2007/2008 season by a power struggle for control of the various farmer-controlled structures that manage the industry. The SYNASGFICC union, which groups workers and agents of the Coffee and Cocoa Bourse (BCC) and other industry bodies, is one of several organisations to have threatened strike action over the past week. Employees and agents of the BCC and affiliated industry bodies are responsible for registering and checking deliveries of cocoa beans to ports and exports, so any stoppage by them could cause chaos. "Tomorrow and the next day there will be no work, that's for sure. For the other days, we'll see," said one worker who performs quality control checks on exports and registers cocoa for shipment.

### FARMER UNION DELAYS BLOCKADE

Farmers union SAPICOCI delayed a separate blockade it had threatened in the southwestern port of San Pedro until Wednesday to avoid disrupting a visit by President Laurent Gbagbo. SAPICOCI had threatened to block main roads into San Pedro town from Monday unless farmers were paid a guaranteed price of 600 CFA francs (\$1.35) per kg. Ivory Coast's cocoa farmer unions make frequent threats to strike but rarely carry them out. "We're not striking today because the authorities asked us to wait until the president finishes his visit tomorrow," said Joseph Yao Kouame, SAPICOCI's chairman. "We're going to start on Wednesday after the president's visit."

Gbagbo is due to visit San Pedro port, the smaller of two harbours in the world's top cocoa grower from where around half the crop is shipped, to celebrate its 35th anniversary. Ivory Coast's farm-gate cocoa price has fluctuated with world prices and local demand since a system of guaranteed prices ended when the sector was liberalised in 1999-2000. The government set a guideline price of 450 CFA francs in September but it is not binding. Farm-gate rates are now much higher than at the same time last year and sometimes even surpass the guideline price.

Last week, ANAPROCI, the largest farmer association, suspended a threatened strike until the end of November to work out a deal with the government to finance farmer cooperatives. ANAPROCI wants grants and loans to enable cooperatives to buy more beans at this peak stage of the October-March main crop season, when cooperatives' cash flow is tight due to the high volumes of cocoa they are buying. The union had threatened to block cocoa exports from the West African country if the government did not unlock funding for the farmers' cooperatives.

### **Ivorian cocoa industry staff strike for second day**

Loucoumane Coulibaly

Wed 5 Dec 2007

ABIDJAN (Reuters) - Workers at Ivory Coast's Coffee and Cocoa Bourse and other structures managing the sector began a second day of strike action over pay and conditions on Wednesday, a senior workers' union official said. "The strike is carrying on today. No worker will be at his post. No cocoa will be registered (for export) today," said Augustin Kouassi N'Goran, secretary general of the SYNASGFICC workers' union. He said the heads of the farmer-controlled structures managing the cocoa industry had agreed to meet with union officials on Thursday and that meetings with government technical advisers were planned for later on Wednesday. "Work will start again Thursday," he told Reuters, while meeting with other union officials at the offices of the BCC in Abidjan.

A Reuters reporter confirmed there were no workers at an office controlling exports in Abidjan port. The world's top cocoa grower has been shaken since the start of the 2007/2008 season by a power struggle for control of the various farmer-controlled structures that manage the industry. Employees and agents of the BCC and affiliated industry bodies register and check deliveries of cocoa to ports and exports, so any prolonged stoppage by them could cause chaos for those trying to ship beans from the West African country.

Farmers in the western port town of San Pedro belonging to the SAPICOCI union had promised to strike and block roads there from Wednesday, demanding they be paid a fixed farm gate price of 600 CFA francs per kg of cocoa. However, a senior union official told Reuters they would delay the blockade in the hope of presenting their demands to President Laurent Gbagbo, who has been visiting the town for the 35th anniversary of the local port.

### **Ivorian Cocoa Industry Staff to Resume Work Today**

Source: Reuters

06/12/2007

Abidjan --- Workers at Ivory Coast's Coffee and Cocoa Bourse and other structures managing the sector will resume work on Thursday after agreeing to end a 48-hour strike to allow further talks, a union official said on Wednesday. "We have just met the adviser of the civil service minister and we have agreed to negotiate tomorrow with the sector authorities," said Augustin Kouassi N'Goran, secretary general of the SYNASGFICC workers' union. "After this 48-hour strike, which has been well observed, we will call our comrades to restart work tomorrow," he said.

## **Others**

### **Côte d'Ivoire: The Bitter Taste of Cocoa**

AllAfrica.com, Washington

Michael Deibert

3 December 2007

Hacking his way through the lush forest with a machete, his rubber boots sinking into the moist earth, Lambert Kwame surveys the plot of land that his family has worked for over 30 years, harvesting cocoa. "We know that the national price for cocoa is very high," Kwame says, as he stands under a fecund canopy about an hour north of Côte d'Ivoire's commercial capital, Abidjan. Fat orange and yellow cacao pods from which cocoa beans are extracted cling to the trees. "But the obstacles set up between the farmers and the harbour take all the profit that we could make from the crop."

Hundreds of beans from Kwame's cocoa crop lie drying in the sun on a modest wooden stand before his home, along the highway that leads to Abidjan. For this harvest he will be paid about 90 cents per kilogramme by middlemen who will sell it to international exporters in Abidjan. Côte d'Ivoire is the world's largest producer of cocoa, a distinction that remained even during the political crisis that has engulfed this West African country over recent years (a 2002-2003 civil war sparked by political and economic instability, as well as tensions over regional discrimination and immigration, led to Côte d'Ivoire being split into government and rebel zones). The nation's crop currently accounts for nearly 40 percent of global cocoa production. Cocoa is also Côte d'Ivoire's main export, representing some 35 percent of goods sent abroad. This translates into about 1.4 billion dollars of revenue annually in the south, controlled by the government of President Laurent Gbagbo, according to official figures. In the northern sector, overseen by the rebel New Forces (Forces Nouvelles, FN), yearly cocoa revenues are thought to hover around 30 million dollars. In addition, up to four million of Côte d'Ivoire's 17 million inhabitants work in some aspect of the cocoa trade.

But, concern been growing for several years as to how revenues generated by the crop are used by the maze of overlapping and often opaque organisations set up by both the government and rebels to manage cocoa. Following the installation of Gbagbo as head of state in 2000, the government established a quartet of institutions, in addition to an existing body, to regulate the cocoa

trade and ostensibly support the country's cocoa farmers. The multiplication of taxes levied on cocoa exports by these additional organisations has, however, cut deeply into the ability of Côte d'Ivoire's cocoa farmers to make a living. Dues in the south for the 2006-2007 harvest amounted to 10 cents per kilogramme, up sharply from three cents in 1999.

Far from improving the lives of farmers, cocoa profits have in fact gone elsewhere.

"On the government side, the national cocoa institutions, the majority of which were set up after President Gbagbo came to power in 2001, have directly contributed at least 10.6bn CFA (US\$20.3m) to the war effort," notes a Jun. 8 report from Global Witness, 'Hot Chocolate - How Cocoa fuelled the conflict in Côte d'Ivoire'. Global Witness is a London-based grouping that seeks to demonstrate how natural resources are used to fund conflict.

The government has itself admitted as much. At the height of Côte d'Ivoire's civil war in December 2002, Gbagbo thanked the country's cocoa institutions for their 20.3 million dollar contribution to the government war effort. That month, 40 people -- many of them civilians -- were killed during a government Mi-24 helicopter attack on the central town of Vavoua, while the previous month a mass grave containing 120 corpses was found after government forces retook the town of Monoko-Zohi.

The situation is scarcely more promising with revenues generated by cocoa harvested in the rebel-held north. Still forbidden from passing south, these yields are exported via Togo, Guinea and other neighboring countries -- with taxes being levied en route by members of the New Forces. "Given the importance of the cocoa trade in the FN held areas and the significant amounts of money it enables the FN to raise, it is likely that some of the money derived from the cocoa trade has contributed, and could still be contributing, to funding the purchase of weapons and other means for the FN to boost its military capability," says the Global Witness report.

However, Andre Ouattara, the director of the Centrale, as the economic management structure of the New Forces zone is known, was non-committal on these matters, saying the rebel group did not oversee the cultivation and export of cocoa. "My role consists of implementing models of economic policy that allow businesspeople to operate, (and) allows the Centrale to make some money so it can carry out its mission," he noted during an interview given in the rebel stronghold city of Bouaké.

#### **Produce Buying Company awards cocoa farmers**

Joy Online, Ghana

3-Dec-2007

The government spent 776 million cedis in mass spraying cocoa in the Asunafo North District in 2006, Mr. Ignatius Baffour-Awuah, Brong-Ahafo Regional Minister, has said. The amount was in respect of wages and allowances for 2,044 people engaged as gang supervisors, sprayers and mechanics. He said three rounds of spraying took place this year in which 158,883 hectares of cocoa farms were covered. Mr. Baffour-Awuah was speaking at the best farmer and staff award of the Produce Buying Company at Dominase.

The Regional Minister said as a result of the mass spraying exercise, the production level of cocoa nationwide rose from 300,000 to 740,000 tones this year and that efforts were being made to achieve the national target of 1,000,000 tones. Mr. Baffour-Awuah said the government was aware of the incidence of the black pod disease that had destroyed a lot of cocoa pods and said COCOBOD was distributing fungicides to places where the mass spraying exercise did not cover. He expressed concern about the alarming rate of child labour in cocoa production areas and appealed to the farmers to take advantage of the capitation grant and the feeding programmes to send their children to school. Mr. Baffour-Awuah said government intended to construct the Ayumso-Fawoyeden and Bediako-Dominase-Kasapin roads and also rehabilitate Goaso-Hwideim-Tepa road.

In a speech read on his behalf Mr. Anthony Osei-Boakye, Managing Director of PBC, said PBC had embarked on a systematic revamping of the haulage unit through acquisition of several cargo trucks for primary as well as articulator trucks for secondary evacuations. Mr. Osei-Boakye said the company, from the next crop season, intended to sponsor the drilling of boreholes fitted with hand pumps in distressed catchments areas throughout the cocoa regions of the country. He said PBC was also in the process of diversifying into the internal and external sheanut trade this season and that the company would operate in the three northern regions in the coming sheanut season starting from March 2008. In all, 148 loyal cocoa farmers and 20 dedicated staff of PBC were awarded with prizes including television sets, standing fans, cooking utensils, Wellington boots, wax prints and cutlasses.

#### **Ogun burns 1.7 tons of adulterated cocoa beans**

The Tide, Nigeria

• Wednesday, Dec 5, 2007

The Produce Services Department of the Ogun Ministry of Agriculture, Monday in Abeokuta destroyed 1.7 tonnes of adulterated cocoa beans worth about N370,000. The Director, Agricultural Services, Alhaji Adeleke Saka, who supervised the

exercise, said part of the 28 bags of cocoa were seized in December 2005, from an “unscrupulous” produce merchant. He said that the truck in which the produce was being smuggled out was involved in an accident, but by the time his men arrived at the scene, the owner had escaped.

Adeleke explained: “The adulterated cocoa beans were seized in two separate operations. Twenty-three bags from Imeko in Imeko/Afon Local Government Area, and five bags at another location. “It took this long time for us to burn the produce because of the court proceedings on the seized items.” In line with the Produce Inspection Regulation, 1951., 12 (2), the Director of Produce Services is empowered to direct the manner in which produce would be destroyed, after a magistrate has granted an order of forfeiture. He explained the department had the responsibility of ensuring quality control and anti-smuggling of produce from the state. He said that the exercise would serve as a deterrent to produce merchants who engaged in sharp practices that affected the overall quality of Nigerian cocoa in the international market.

### **Nigeria: CSOS Seek to Halt EU-ACP Economic Partnership Agreement**

AllAfrica.com, Washington

This Day (Lagos)

Senator Iroegbu, Abuja

5 December 2007

A coalition of civil society organisations (CSOs) in Nigeria have called on the Federal Government and other members of the West Africa region to refrain from agreeing with the European Commission (EC) on the Economic Partnership Agreements (EPAs) in their current state; in a bid to redress the current global trade relations that have been described as being unfavorable to the developing countries. Above call was made by the Trade Network Initiative (TNI), a coalition of twelve CSOs which focuses on trade issues, at a forum in Abuja last week. At the event, the Chairperson of Trade Network Initiative (TNI), Hauwa Mustapha advocated for restraint in signing the EU-ACP Economic Partnership Agreements (EPAs).

Mustapha opined that the current economic woes besetting Nigeria and other African countries were the effect of slave trade and colonialism, through which the Africans were forced into unequal trade relations with the West; and warned that Nigeria and the rest of Africa would be mortgaging their future if they sign the ACP document as it stands. TNI, she explained, is a coalition of CSOs centered on trade issues joined forces to voice their opposition to an unfavorable partnership championed by the Western countries through their neo-liberal intuitions in the name of free trade.

Similarly, developing countries have protested this trend of socio-economic exploitation enshrined in the World Trade Organisation (WTO) and its off-shoots like EPA, which accounts for their reluctance to sign the ACP come December, 2007 deadline. Free trade is the major crop of EPA and is expected to be WTO compliant anchored on import liberalisation of general goods and services.

The CSOs' view is that Nigeria may not sign the agreement as originally conceived. Against this backdrop, the European Commission (EC) has requested the African Caribbean and Pacific (ACP) countries to endorse an interim EPAs on goods to comply with WTO Article 24 of GATT, allowing current market access for ACP to continue, while postponing other complex and sensitive issues to 2008. However, many at the forum have expressed fear of possibility of most ACP countries being intimidated into signing at the last minute; with so much pressure and threats from the European Commission (EC), that even if the EPA as it stand now is not signed, there may be some sort of lighter agreement. Until recently, the EC has threatened to end trade privileges to the ACP countries if a comprehensive EPAs agreement is not signed by the end of the year. However, some CSOs championed by TNI have faulted the rationale. According to Mustapha, "this approach could also mean that the ACP countries could risk signing an agreement that may never deliver on development oriented objectives".

She questioned the sincerity of the EU whose essential trade strategy behind EPA has always remained a desire to secure a reciprocal deal to coincide with the end of the WTO Cotonou waiver. "Once a reciprocal free area is established and WTO compatibility is achieved, ACP countries stand the risk of losing any legal leverage to push for the completion of sensitive and complex areas in the second stage", she warned.

Furthermore, she said commitment to market access without a complementary improvement in ACP nations' competitiveness in the global economy cannot deliver on the developmental objectives. "This is because there cannot be fair competitions between the two unequal, with the EU goods flooding our markets, and killing our economy with attendant massive unemployment. The EPA offered a generalised system of trading including general goods and services at a reciprocal levels with negotiations keyed in favor of EU countries with lack of alternatives on the part of ACP".

Reiterating their stand on EPA, TNI claimed the West is not interested in developing ACP countries just like that without necessarily gaining in quantum leaps in return. To the group, the way EU is pushing the ACP countries to sign the document when they know they are not ready underscores a hidden motive. "What goods are we going to export in the name of free trade except raw materials? They want us to export raw cocoa and cotton in exchange to a more expensive chocolate and textile

materials that we may not even need", Mustapha queried. There is a general perception among the CSOs that the hard-line stand and 'no plan B' attitude of the EC, coupled with lack of technical capacity of ACP countries accounts for the continued drag of the EPA negotiations.

Their view is that negotiations have remained skewed in favor of the EU just as ACP regional groups and countries have not dedicated time to create viable alternatives to the Cotonou agreement; while the region has all through the process merely reacted to plans put forward by EU. Meanwhile, the EC has offered a Generalised System of Preference (GSP) for non-LDC ACP regions which are unable to sign an interim market in goods; and if by January 2008, this is applied, the Commission will become the first to increase tariffs for many of the world poorest countries.

Reacting to the issue, TNI recommended that EC seek an extension of WTO waiver or fine tune its GSP to avoid raising tariffs in the middle of EPA negotiations, while more time is given for the completion of a detailed and comprehensive deal that will contain EU's commitment to development, aid, and measures to increase competitiveness. For as long as these issues are not settled, the coalition said it would be unrealistic for any ACP region or country to sign any agreement with the EU, the coalition insisted. ACP countries were encouraged to develop pragmatic policy strategies that would assist the regions diversify production and export market in an ever-changing global economy in order to stimulate economic growth that will impact positively on the livelihoods of the people.

In a related development, the National Association of Nigerian Traders (NANTS) have flayed the absence of officials of the European Commission at a recent meeting between the ECOWAS-EU Chief negotiators was scheduled to hold in Abuja in the last week of November. In a statement by Mr. Edwin Ikhuoria, NANTS' Advocacy and Communications Officer, the organisation revealed that up till the last moment, the European Commission (EC), did not respond officially to the correspondence in confirmation of the meeting, neither did they turn up for the meeting.

NANTS said the meeting was essential to the negotiations of Economic Partnership Agreement between the parties, against a background of a meeting in Abidjan, the Ivorian capital, by the West African Ministerial Monitoring Committee to examine the feasibility or otherwise of concluding the negotiations by 2007 in view of outstanding tasks facing the region. The Ministers resolved that the conclusion of the EPA within the stated deadline of December 2007 is not realistic. This was communicated the European Commission (EC) which immediately rejected the decision.

The EU is currently insisting on a 'goods only agreement' with ECOWAS or what some call a 'partial EPA' to be in place. ECOWAS on her own part is asking that the EC seeks for the extension of the WTO waiver in order to ensure that none of her member states is left worse-off than they were under the Cotonou preference. To NANTS, headed by Barrister Ken Ukaoha, the EC's withdrawal from the meeting has created an indelible impression in the minds of West Africans in confirming that the EC has a secret agenda with the EPA.

### **Ivory Coast Cocoa Tax Hinders EU Trade Deal**

Source: Reuters

06/12/2007

Abidjan --- Top cocoa grower Ivory Coast is likely to finalise an interim trade deal with the European Union this week, but will have to modify the way it taxes cocoa exports, a source following the negotiations said on Thursday. The West African state is seeking a provisional agreement with the 27-member European bloc before preferential trade terms the EU has granted for decades to former colonies expire on Dec. 31, after being deemed illegal by the World Trade Organisation.

An export tax known by its French acronym DUS and levied at a rate of 220 CFA franc (\$0.49) on each kg (2.2 lb) of cocoa it ships is a major source of revenue for the former French colony, but it does not comply with WTO rules. A source close to the negotiations, which have been underway for more than a week, said the Ivorian government needed to find a way to continue taxing cocoa to maintain vital income in a way that was compliant with WTO rules.

"The rules of the WTO forbid export taxes and the DUS looks a lot like a tax," the source told Reuters by telephone.

"We know that (cocoa taxes) are vital for the Ivorian economy. It's a question of finding a way to comply with WTO rules while leaving the door open to taxes on cocoa," he said. "We could make it an excise (tax). You can tax the cocoa, but not when you export. It would be necessary to do it at an early stage," he said, adding Ivorians were seeking alternative means of taxation.

The source said without an interim deal, cocoa would be subject to a 6 percent import duty at EU ports. An interim deal will seek to abolish tariffs on goods imported into Ivory Coast from Europe except for a limited list of sensitive products the Ivorian government has been preparing.

By signing an interim trade deal, the former French colony will break ranks with the Economic Community of West African States (ECOWAS), which is seeking as a group to extend current preferential trade terms until a full regional Economic Partnership Agreement is finalised.

The European Union, which previously secured WTO permission to continue the preferential trade terms for its members' former African, Caribbean and Pacific (ACP) colonies until the end of 2007, has said it will not seek a further waiver.

Ivory Coast, Ghana and Nigeria would be hit hardest within the ECOWAS bloc once the preferential trade terms end because they do not qualify for continued tariff-free or reduced-tariff access to the EU market under the Europe's "Everything but Arms" initiative granted to poor countries.

### **The trouble with chocolate**

The Globe and Mail

Marina Strauss and Paul Waldie

Friday, December 07, 2007

Brookside Foods Ltd. is enjoying strong sales on its first holiday gift packages of Chocolate Bowl and Clodhoppers chocolates, but that hasn't been enough to bring much cheer to the B.C. chocolate maker. That's because its profit margins - and those at other chocolate makers - are being squeezed by skyrocketing costs of cocoa, milk and other expenses tied to the goods, said Alan Whitteker, vice-president of sales at the company. Brookside can't raise prices to cover cost increases because pricing was set 10 months ago.

"Every company in the chocolate industry today is facing a lot of pain and problems," Mr. Whitteker said. "Commodity prices are a killer ... Your margins are greatly eroded because of the increases. You're not able to pass them along [in retail price increases] like you would like."

It may be chocolate makers' high season, but spirits are low these days in the sector. Spiralling costs, fickle consumers and sluggish sales in many quarters are all conspiring to leave a bitter taste in the mouths of many producers. The cost squeeze facing Brookside is playing out the same way for the major players, which have already seen sales come under pressure from shifting consumer tastes largely driven by health concerns. And to top off the list of pressures, Canadian divisions of the four biggest U.S. companies - Hershey Co. Cadbury Schweppes PLC, Mars Inc. and Nestlé SA - last month became the subject of a Competition Bureau price-fixing investigation.

Whatever becomes of the probe, the industry is hurting and the few companies that are thriving tend to be those that have capitalized on a growing demand for dark chocolate. Chocolate bar sales fell by 4 per cent in Canada for the year ended Oct. 27, according to figures from market researcher Nielsen. Meanwhile, some key milk ingredient prices have jumped as much as 60 per cent over the past year, industry sources said. Cocoa prices hit a four-year high last summer, reaching \$2,130 (U.S.) a ton in New York. They have since fallen back slightly to about \$2,000. "Conventional, everyday chocolate hasn't been doing all that well," said Curtis Vreeland, a chocolate industry consultant based in Hershey, Pa. "Current attitudes toward sugar and obesity are also working against them."

Despite the challenges, there are still sweet spots in the sector. Some companies (including Brookside) are cashing in on consumers' burgeoning craving for dark chocolate and premium products because of their much touted health benefits, said Svetlana Uduoslivaia, an analyst at market researcher Euromonitor. Prices of premium bars, at about \$4 (Canadian), can be four times the price of a regular bars. Dark chocolate contains less sugar, no saturated fats and more antioxidants, compounds that are said to help reduce heart disease and blood pressure. The cocoa content in premium bars is as high as 88 per cent but as low as 2 per cent in regular bars.

Companies have also shrunk the size of their packages without dropping prices as a veiled way to essentially raise prices, she said. For instance, Nestlé's Kit Kat now costs an average of 99 cents for a 45-gram bar, compared with the same price for 55 grams in 2006. And some chocolate makers have expanded their reach by selling their products at a wider array of drugstore chains, supermarkets and convenience stores.

Lindt & Sprungli AG is a clear winner in these efforts, enjoying an almost 108-per-cent jump in sales in Canada - to \$69.9-million in 2006 from five years earlier, Euromonitor data shows. It has been shelling out extra fees to retailers to ensure that its smaller offerings are strategically placed at the checkout, analysts said.

Nestlé has also profited from shifting trends, seeing its sales lift 35.4 per cent over the past five years, according to Euromonitor. Aside from introducing smaller "portion-controlled" sized bars, Nestlé concentrates on the "inherent lightness" of its core Kit Kat, Aero and Coffee Crisp brands, said Elizabeth Frank, a vice-president of marketing at Nestlé. The company has also introduced dark chocolate versions of its biggest-selling bars.

Mars, however, stands out as a chocolate maker caught in the crossfire of all the changes. It's been unable to boost prices much because it hasn't introduced enough new products to justify increases, Ms. Uduoslivaia said. "It doesn't seem to have done enough to reverse the trend and bring people back." It suffers from core bars - Mars, Snickers and Twix - that contain what is perceived as heavier fillings, she said. In a bid to recapture lost ground, Mars recently launched a premium-priced protein bar. But the popularity of energy bars peaked a few years ago as consumers resist the extra sugar and calories, she said.

Mars' challenges are reflected in its numbers: Its sales in Canada fell almost 42 per cent to \$83.3-million last year from 2001, Euromonitor data says. The buzz on chocolate

#### TOP 10 CHOCOLATE MAKERS IN 2006

1. The Hershey Co.
2. Nestlé SA
3. Cadbury Schweppes PLC
4. Gordon Bros Group, LLC
5. Mars Inc.
6. Lindt & Sprüngli AG
7. Ferrero Group
8. Ganong Bros Ltd.
9. Campbell Soup Co.
10. Krave's Candy Co.

#### **Snack bars outsell confectionery, report**

By Charlotte Eyre

Decision News Media

03/12/2007 - Thanks to the health and organic trends, sales of cereal bars in the EU will experience average compound annual growth of 7.2 per cent up to 2010, far outstripping sales of candies and chocolate, a new report claims.

According to a new report from Global Business Insights, the European market for snack bars will be worth \$4bn (€2.7bn) over the next three years.

By contrast, sales of chocolate, gum and sugar candies will experience slow annual compound growth of 1.7 per cent, 2.5 per cent and 2.1 per cent respectively, dampened by negative connotations with obesity and health problems.

While not good news for confectionery companies, the results indicate that cereal bar manufacturers are swiftly gaining ground in the snack market, traditionally dominated by chocolate and candy products. "Although cereal, energy and sports bars may be relatively new compared to confectionery products such as chocolate bars and bubblegum, the category stands head and shoulders above in terms of forecast growth and market value," said author Helen Lewis.

Successful marketing of the 'healthy' properties of snack bars will result in compound annual growth of 8.7 per cent for sport and energy bars, 1.2 per cent for muesli bars, and 9.1 per cent for other bars.

According to Lewis, many global cereal companies are now waking up to the opportunities presented by the current market, and are developing numerous new product combinations. Flavours not normally associated with snacks are becoming more prevalent, and products with natural additives such as fruit juice are flying off shelves across Europe, she added.

On the other side of the Atlantic, the market will fall short of the expansion rates in Europe, predicted to grow 3.9 per cent annually up to 2010, to reach a total of \$3.2bn (€2.2bn). However, manufacturers in the US are still aware that developing new snack bar products is a primary growth strategy, Lewis said.

"Kellogg North America, for example, launched Yogos Rollers in January 2007 to capitalise on consumer interest in products with perceived health benefits, which can replace traditional confectionery purchases," she said. "The fruit flavoured rolls are made with real fruit and yoghurt and are targeted at children."

Lewis added that while other snacks are currently lagging behind in terms of innovation and sales growth, there are still opportunities for manufacturers in a range of categories. Two products named in the report as having potential for high new product development (NDP) are pretzels and real fruit snacks.

Manufacturers should exploit the fact that consumers see these products as 'healthy', even when they contain high amounts of sugar, fat or chocolate, Lewis said. Manufacturers should also create healthier cookie brands, instead of promoting mainly indulgent chocolate flavours, she added.

Several food companies worldwide have this year attributed increased profits to strong snack or cereal bar sales.

In September, UK-based manufacturer Glisten said that net fruit and cereal snack sales for the year ending 30 June 2007 were up to £28.4m (€40m) from £23.7m (€33.4m) last year, while sales within the confectionery division were down to £30.4m (€42.8m) from £31.9m (€44.9m).

Similarly, US-based General Mills said that increased market share of some of its healthier snacks, such as Nature Valley grain snacks and Fiber One bars, helped boost overall sales in the US during the first quarter ended 26 August. Sales went up 16 per cent in the US retail segment snack division in the company's first fiscal quarter, adding to an overall net sales increased of \$3.07bn (€2.2bn).

#### **Confectioners look to exotic, functional flavours**

By Charlotte Eyre

Decision News Media

05/12/2007 - Manufacturers will increasingly turn to unusual confectionery flavours such as pomegranate, eucalyptus and goji in order to make their products stand out from the competition on supermarket shelves, according to a new report.

With rising commodity costs squeezing margins across the food industry, manufacturers can no longer rely on sales of traditional chocolate and candy products to keep the company in profit,

Report author Helen Lewis of Global Business Insights told ConfectioneryNews.com that sales of original and unique confectionery flavours have grown over the 2005 - 2007 period, while the majority of the top 15 confectionery flavours, for example lemon and hazelnut, have decreased in popularity.

"Manufacturers are choosing to introduce more exotic and unusual ingredients into products to increase experimentation and trial, and to appeal to a wider range of consumers," she said. "Incorporating a unique or new flavour into a product can boost interest and help it stand out from the competition."

Exotic fruits are becoming more and more common in confectionery products, as consumers are often drawn to a "taste of the unusual" if they see ingredients such as grape or ginseng on the wrapper. These flavours are often promoted for their 'unusual' qualities in Asia, where consumers are particularly responsive to new product development (NDP) experimentation, Lewis said.

In Western chocolate eating nations, these exotic fruits are also used to promote the health boosting properties of a chocolate or candy product.

Superfruits - those with high antioxidant levels or nutrient content - will help companies to dispel ideas that chocolate is an unhealthy and fatty food, as "confectionery that seemingly offers health benefits is viewed as a permissible treat by consumers", Lewis said.

Pomegranate, and goji are two of the "fruits to watch", she added. Other functional ingredients that will become more prevalent include green tea, said to contain high levels of polyphenols and flavonoids, and eucalyptus, often promoted as being able to fight infections. So far this year several firms have moved into the superfruit and functional flavour arena.

In May, Danisco Flavours, now part of Firmenich, said it had developed an acai berry flavour for use in dairy, ice cream, beverage and confectionery products.

Meanwhile France-based flavours firm Aromatech has developed a new range of superfruit flavours, that it says combines a popular taste trend with antioxidants and a connotation of health.

Aromatech's range includes acai flavour, pomegranate, cranberry, blueberry, acerola, goji and mangosteen.

In the UK, Mastertaste, the flavour and fragrance division of Kerry, recently unveiled its new active botanicals range of natural flavours such as black and green tea, rooibos, chamomile and citrus.

While older, traditional flavours will not prove so popular in coming years, many will increasingly be used to bring an indulgent taste to new products.

According to the report, chocolate, the most popular flavour for confectionery over the 2005 - 2007 period, will become common in products such as low calorie chewing gum and sugar sweets, as they will be used to encourage consumers to think they are still buying a treat, Lewis said.

Furthermore, companies will not drop entirely drop popular fruit flavours such as lemon and cherry, but promote the natural additives as "bringing an element of healthfulness that allows the product to be more permissible."

#### Business Insights' top ten flavours to watch

Pomegranate	Coffee	Grape	Cranberry	Green tea
Chilli	Cinnamon	Ginseng	Eucalyptus	Goji

#### Business Insights' top 15 flavours 2005 - 2007

Chocolate	Milk chocolate	Strawberry	Dark chocolate	Orange
Mint	Lemon	Hazlenut	Caramel	Almond
White chocolate	Cherry	Fruit	Apple	
Raspberry				

#### It's all about sweets & snacks and so much more at the 2008 EXPO

Buyers at the 2007 EXPO represented more than \$150 billion in buying power for confectionery and snack products worldwide. More than 500 confectionery and snack exhibitors participated in the 2007 EXPO representing companies from the largest multi-national to the smallest niche gourmet and specialty companies. The ALL CANDY EXPO® offers access to more confectionery and snack buyers from more trade channels than any other consumer products show in North America.

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Wide-reaching International presence – Nearly 70 countries were in attendance at the 2007 EXPO which also featured five country pavilions.

Gourmet Marketplace featuring "A Taste of Gourmet" – Gourmet, specialty and premium products are the fastest-growing segments in the confectionery and snack category. More than 60 gourmet exhibitors showcased their products in one location on the show floor, and thousands of specialty and gourmet buyers came to the show and found the products they were looking for!

## **Choices makes progress as global healthy foods mark**

By Jess Halliday

Decision News Media

28/11/2007 - A food industry initiative launched this year is promoting one standard, easily recognisable symbol to aid identification of healthy foods across the world and encourage manufacturers to reformulate products along healthier lines.

The Choices International Foundation was formally founded this July year by Campina, Freisland Foods and Unilever. Its Choices Programme is a front-of-pack symbol for healthy food products.

The Dutch founding companies had been working on a labelling scheme to make healthy food choices more apparent to consumers since 2006, when the Health Minister told industry that either it come up with a scheme, or he would impose legislation.

The foundation now has 70 partners in The Netherlands, from all levels of the food industry, including manufacturers, retailers and caterers, and the stamp appears on 1,500 products. But international roll out is already underway, since Choices launched in Belgium last week with five partners (and more expected next year), and will kick off in Poland with four partners next year.

Interest has also been piqued from the food industry in Chile, South Africa and Asia.

A number of different labelling schemes have already been devised by industry and retailers across Europe and the world. Jup van 't Veld, secretary of Choices International, told FoodNavigator.com that the organisation would like to avoid this scenario, and the confusion it could engender, as much as possible.

Rather, he would prefer to see one credible, reliable and science-based scheme that is applicable the world over.

On the other hand, however, the founding companies do see scope for a complementary approach with some other schemes - particularly those that are text-based, such as the CIAA guidance daily amount (GDA) scheme.

This scheme, he explained, involves supplying objective information on all products, and applies to all foods.

The Choices symbol, on the other hand, applies only to foods that meet certain qualifying criteria. This means it can be used as an easy, visual way to flag up healthy choices, without consumers having to peer closely at the small print and make value judgements for themselves.

The criteria upon which the Choices scheme is based are drawn up by a scientific committee, and an accredited certifying agency evaluates whether products are eligible to bear the stamp.

Van 't Veld explained that the starting point for the criteria is World Health Organisation guidelines nutrients that have a very direct relations with obesity and chronic diseases: saturated fat, trans fatty acids, sodium and added sugar.

While content of these govern the generic qualifying criteria, these are cross referenced with beneficial nutrient categories, such as dietary fibre. "The idea is to limit intake of problem nutrients, and ensure intake of beneficial nutrients."

The committee recognises, however, that it can be impossible to meet all the criteria on generic criteria, due to technical or taste reasons. For instance, a packaged soup product with low salt levels would be unpalatable to consumers.

In such cases, the levels are adjusted and a best in class approach, for the healthiest 10 per cent of products, is adopted.

When it comes to basic food group like bread and dairy that significantly contribute to daily intake of beneficial nutrients, the criteria are even more flexible and the 20 per cent best in class are deemed applicable for the Choices stamp.

Over time, it is expected that the specific criteria will become stricter, as the food industry is stimulated to innovate. But if the goalposts are too far in the first instance, they will prove too prohibitive and reform will not come about.

The Choices criteria are to be reviewed every two years, with the first review scheduled for 2008 by "a very international panel". This means that they will be able to take account of the new scientific insights, technical developments and changes in consumer preferences.

Moreover, once products are on the market, an independent auditing company checks composition and on-pack information. A science-led programme evaluates the scheme's effects on consumer awareness, purchasing behaviour, sales, product reformulation and innovation by industry, and the impact on diet and health.

Other visual schemes, such as the traffic light labelling scheme devised by the UK's Food Standards Agency, have been criticised for the criteria that underpin them. The traffic light scheme, for instance, uses a nutrient profiling that detractors have claimed is unscientific.

In fact, the European Commission is expected to come up with a proposal on nutritional labelling for the EU soon, but van 't Veld he does not expect this to limit the possibilities for the Choices scheme.

"There is still much development in the field, and we are looking for the right way," he said.

Last month Choices International co-hosted a Café Crossfire debate in Brussels with friends of Europe. Following this event, Cees 't Hart, chairman of the foundation, said that the food industry has a key responsibility in fighting obesity by improving products and helping consumers identify healthy choices.

"Credibility and measuring effectiveness are crucial," he said.

Basil Mathioudakis, responsible for food law and nutrition at DG Sanco reportedly praised the programme as an integrated approach that is consistent with the European Commission's views set out in its White Paper on Nutrition, Overweight and Obesity related health issues.

Tackling obesity is recognised as requiring a multi-level approach that also includes educational efforts and promotion of exercise, whether by schools, health care practitioners or at a government levels.

### **Confectioners face health and indulgence challenges**

By Charlotte Eyre

Decision News Media

30/11/2007 - The seemingly opposing trends of health and indulgence will dominate the confectionery market over the next few years, and manufacturers who do not target both risk losing market share, says a new report.

Consumers demand more from the confectionery market than ever before, and manufacturers will have to invest heavily in new product development (NPD) to meet their changing demands, according to consumer analyst Global Business Insights. "Confectionery is intrinsically indulgent, but the future growth of the market will rely on a move away from a sole reliance on indulgence," said author Helen Lewis. "Natural will be the most important trend in confectionery over the next five years, in line with growing health and nutrition awareness," she added.

According to the survey, 45.6 per cent of consumers feel that "natural" products will be the most important health trend over the next few years, closely followed by low-fat and functional goods. Dark chocolate made containing 70 per cent or more cocoa, will sell particularly well, along with products containing flavours such as raspberry and hazelnut, the report says.

Lewis added that indulgent and gourmet treats will continue to sell, with "premiumization" being a vital future strategy for the industry, closely followed by regional or authentic products.

### Europe

According to the report, Europe is the number one region worldwide for NPD, as more than one third, or 36 per cent, of new confectionery products were launched in the bloc in 2007. Europe's contribution to global NPD has increased by 4.9 percentage points between 2004 and 2007, and the region's dominant position is not expected to change over the next few years, Lewis said.

Chocolate is the biggest segment of the confectionery industry within the EU, taking up a 49.7 per cent of the overall market in terms of volume sales.

By 2010, the European chocolate market will account for €35.4bn of the wider €61.2bn confectionery market value in the region, making the area potentially one of the most segments for new product development.

While the market share of sugar confectionery has fallen five percentage points over the last few years, pulling the number of new product launches down, certain sub sectors of this category are still experiencing important innovations for the industry. Key areas in this division are medicated confectionery, caramels and toffees, Lewis said.

According to the report, medicated confectionery will experience compound annual growth rates of 2.4% between 2006 and 2010, to reach \$2.5bn, while caramels and toffees will be worth \$3.5bn by 2010.

#### North America

In the US, the overall confectionery market will experience stronger average annual growth compared to Europe to reach a value of \$33bn by 2010, according to the report. The fastest growing category in this area is gum, with an annual compounds growth rate of 5.2 per cent, offering manufacturers huge scope for innovation in the area of functional chewing gum.

Power mints - mints containing added value ingredients such as caffeine, guarana or ginseng - will also grow in popularity in the US, with annual growth rates of 2.1 per cent in terms of value and 2.2% for volume sales.

As witnessed in the German the UK markets, US consumers will also lean towards organic and natural trends, with ethically sourced products growing in popularity, Lewis said.

#### Emerging Markets

In the Asia-Pacific region, growing economic prosperity is boosting sales of confectionery products of all kinds. The gift or celebration market, however, is one area to keep tabs on, with about 40 per cent of confectionery bought in the area destined to be offered as gifts for weddings and festivals, Lewis said.

"Government statistics estimate that 20m couples get married every year in China, and if each couple received an average of \$63 of confectionery and chocolates as gifts, it would create a market worth \$1.3bn," she added.

Latin American is also experiencing strong growth in NPD share, albeit from a small market base of 3.2 per cent. While consumers in this area are gradually interested in purchasing new products, manufacturers should note that traditional confectioneries, or products made with regional ingredients, are also very popular, Lewis said.

Examples cited in the report include Dulce Tamarindo, launched in Mexico in 2006, a type of traditional rolled candy.

#### **News briefs: Healthy cocoa and confectionery games**

By Charlotte Eyre

Decision News Media

30/11/2007 - Cocoa made with Chinese herbs is launched in the US; and two new games bring an extra layer of fun to chocolate and snacks.

#### Fortified cocoa fights colds, manufacturer claims

A new cocoa product with added Chinese herbs can help protect against colds and flu, the manufacturer claims. According to Enerhealth Botanicals, Cocoa Mojo is the first product of its kind to contain Cordyceps, traditionally used to treat respiratory disorders and chronic fatigue, as well as Ganoderma, which strengthens the immune system.

"Since most consumers are fighting colds and flue during the winter months it makes sense to provide a healthier herbal hot cocoa that boosts immune systems during the flu season," the US based company said.

The product is totally natural, the company added, as the cocoa is organic and sweetened with Rapadura, a sugar cane crystal sweetener. Cocoa has for some time been promoted as health benefits, with nutritional experts claiming the product lowers cholesterol, boosts blood flow and reduces hypertension.

According to Barry Callebaut scientist Hans Vriens, chocolate contains 750 different components identified by the company, of which 230 can contribute to better human health - be it antioxidant capacity, brain health, relaxation or any number of other benefits.

#### New board game gives positive spin to confectionery

Eat It!'s new trivia game, re-launched this week for the Christmas season, explores the fun and nostalgic side to chocolate, candy and snacks, providing a real marketing boost for manufacturers.

First launched on the market three years ago, the Eat It! company's new board game grew from an idea that there should be a fun trivia game on chocolate, candy and sweets, as it is a topic everyone knows and can enjoy, chief executive officer Tim Ash told ConfectioneryNews.com.

During the game, players must respond correctly to questions such as "What fruity, chewy candy was originally called the Dancing Bear?" before moving around the board. This game has been such a success in the US that several companies have this year agreed to provide vouchers, worth approximately \$5, for this year's version that can be exchanged for various confectionery products.

"Most companies agreed to get involved straight away, as they like being associated with the fun side of confectionery," Ash said. "This game has nothing to do with anything like obesity, calories or trans fats."

If the game again proves popular this Christmas - 50,000 examples have been sold to date - next year's edition will include game pawns shaped like confectionery and snacks products, as part of "the third phase of our branding strategy", Ash said.

#### Fairtrade launches online cocoa game

Dubble Fairtrade chocolate has announced the winner of its DubbleClick computer game competition, designed to promote ethical chocolate buying amongst children in the UK.

The winning Chocomonkey game, created by 13 year old Grace Conium, requires players to help a monkey character collect cocoa beans through several different levels, and then finally sell them to a Fairtrade stall. "DubbleClick was a big success - giving young people a great opportunity to put their game expertise to good use.....focusing on a Fairtrade theme," said Dubble spokesperson Sara Barron.

The game will be officially launched 14 December, and the company hopes that young players will pass on the links to their friends.

Chocomonkey has already been forwarded along the Fairtrade supply chain, Barron said, from the children of Ghanaian cocoa farmers to leading figures from retailers Sainsburys, Co-op and Oxfam.

## TIT BITS

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

### **London cocoa and sugar up; coffee down**

LONDON (December 05, 2007): London cocoa futures settled off a four-month peak on fund buying on Tuesday, although a strike in top grower Ivory Coast appeared to have no impact, while coffee focused on rollover business underpinned by trade buying.

### **US MIDDAY: cocoa and coffee up**

NEW YORK (December 05, 2007): New York cocoa jumped on higher prices in London buoyed by the cocoa workers' strike in Ivory Coast early on Tuesday, while coffee was slightly higher in quiet dealings, traders said.

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

LONDON (December 06, 2007): London cocoa futures rose to a four-month high on Wednesday, driven up mainly by fund buying while a strike in top producer Ivory Coast provided background support, dealers said. Robusta coffee futures also ended higher as the market regained ground lost earlier this week while white sugar moved near the top of its recent range on speculative buying.

### **US MIDDAY: cocoa down; coffee up**

NEW YORK (December 06, 2007): New York cocoa rose from early losses on Wednesday to be slightly lower from Wednesday's close, while coffee was slightly lower, traders said. "The markets are getting good system fund buying on the back of the strong technicals, so it looks to have more upside potential," one cocoa trader said.

### **New York cocoa gains**

NEW YORK (December 06, 2007): US cocoa futures finished sharply higher on Tuesday for the second session in a row, with speculative buying lifting prices as a strike began in top cocoa grower Ivory Coast, dealers said. "There's more strength as the strike in the Ivory Coast is pushing prices higher here," one trader said.

### **Drier weather may help Nigeria's cocoa pod growth**

LAGOS (December 06, 2007): Nigeria's main cocoa regions are enjoying drier weather with long sunny spells after months of higher-than-average rainfall and farmers said on Wednesday the change would help sustain pod growth.

### **London cocoa high, coffee down; sugar rangebound**

LONDON (December 07, 2007): London cocoa futures set a fresh four-month high on Thursday although the advance stalled in late trading with the market set for a period of consolidation, dealers said. Robusta coffee ended lower with prospects of large crops in both Vietnam and Brazil weighing on the market while sugar ended little changed and remained rangebound.

### **US MIDDAY: coffee falls, cocoa down**

NEW YORK (December 07, 2007): New York coffee was sharply lower early on Thursday over another report estimating a bigger Brazilian crop, while cocoa was a tad down, traders said. Brazil's 2008/09 coffee crop was projected at 47.6 million to 49.9 million 60-kg bags, up from the 36.5 million bags in 2007/08, independent analysts Safras e Mercado said in its first estimate of the new crop.

### **cocoa futures move higher**

NEW YORK (December 07, 2007): US cocoa futures ended slightly up after a session of mixed trade, but gains were capped by the stronger dollar against the pound sterling. The market was sharply lower in the session, but system funds fuelled a technical rally that pushed prices back into positive territory.



# Cocoa Producers' Alliance (COPAL)



*Season Greetings*

*From the heart for the heart  
Give a gift of chocolate for health  
and vitality*





# L' Alliance des pays producteurs de cacao (COPAL)



*Joyeux Noël et Bonne  
Année*

*Du fond du cœur pour le cœur,  
Offrez du chocolat pour la santé  
et la vitalité*

