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AGRICULTURE AND RURAL DEVELOPMENT TECHNICAL SERVICES PROJECT  
AID/LAC/DR/RD, CHEMONICS INTERNATIONAL, U.S. DEPT. OF AGRICULTURE

**A LAC TECH Report**

**COCOA: SITUATION AND TRENDS**

**Susan L. Corning**  
**LAC TECH Project (LAC/DR/RD)**  
**U.S. Agency for International Development**  
**Washington, D.C. 20523, USA**

**September 1992**

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Mr. Franklin Hokana, FAS/USDA  
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## COCOA: SITUATION AND TRENDS

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### A. Introduction

This report was prepared in response to a request for market information submitted by an AID mission in the Latin American and Caribbean (LAC) region. Other regions have requested information on potential cocoa bean "niche" markets, e.g., the organic market and the "fine" or "flavor" market. This report addresses these queries and gives an overview of trends in worldwide supply and demand as well as price projections. Because many countries assisted by AID are producers of cocoa beans, this report is expected to have broad application.

### B. Summary of Worldwide Situation

Despite predictions that they would rise dramatically this year, cocoa prices are currently at an all-time low. Traders based their earlier optimism on a January report by London-based Gill and Duffus PLC which predicted a current-year cocoa deficit of 115,000 metric tons (MT) in 1992. This current-year deficit would have followed seven years of surplus production.

The current-year deficit (98,000 MT, according to a *Journal of Commerce* article on 7/27/92) has not been sufficient to counterbalance the estimated 1.5 million MT in stock, an all-time high and seven month supply. If prices were to rise significantly due to tighter supply, manufacturers would utilize stocks before paying higher prices.

Worldwide demand has lessened dramatically because of an unanticipated decline in imports by the former Soviet Union and Eastern bloc countries.

#### B1. Consumption Trends

The major consumers of cocoa beans and products have historically been the United States, the Soviet Union and Eastern bloc countries, Germany, the Netherlands, and the United Kingdom (see Figure 1).

U.S. imports of cocoa beans in 1991 were up 16 percent in volume over 1990, primarily reflecting large shipments from Côte d'Ivoire, Ghana, and Indonesia. Shipments from Brazil, the Dominican Republic, and Ecuador were down. U.S. imports of chocolate liquor and cocoa butter in 1991 were relatively unchanged; imports of unsweetened cocoa powder and cake fell seven percent in volume. Imports of other cocoa and chocolate products dropped by nearly eight percent.

The process of integrating the former Soviet bloc countries into the international economy has significantly reduced worldwide demand. This is due to the decline of

subsidized production of chocolate products and economic disarray in the area. In fact, Soviet grind is estimated at just 75,000 MT for 1990/91, compared with 200,000 MT in 1988/89. Soviet imports of cocoa beans the first half of 1991 were about 45,441 MT, compared with 84,770 MT imported during the first half of 1990.

German grindings appeared to have recently increased, but this was partly due to the transfer of cocoa and chocolate production from East Germany manufacturers. Slower German growth is expected this year. Dutch and U.K. grind increased 11 and 19 percent respectively over 1990/91. Growth rates this year, at least for the UK, are expected to lessen.

Worldwide grind of cocoa beans in 1991-92 are estimated to have decreased, but are still expected to reach a record 2.2 million MT. (Source: USDA/FAS—subject to revision to be published in October 1992 Circular Report).

## B2. Production Trends

Cocoa production is largely in the hands of a few producing countries. Therefore, the actions of one producer can effect the world market. Côte d'Ivoire is the largest producer of cocoa (820,000/MT in 1991/92), followed by Brazil (275,000/MT in 1991/92). Currently, Côte d'Ivoire maintains that it will double production to maintain stable export revenue, if necessary. This is unfortunate for producing countries and was a snag in recent International Cocoa Agreement negotiations, which sought to curb production to reduce surplus and raise prices.

Figure 1 -- Cocoa bean grindings by country (1,000 tons)

|                | Five Year Average |                   | Annual Forecast |         |         |         |
|----------------|-------------------|-------------------|-----------------|---------|---------|---------|
|                | 1980/81 – 1984/85 | 1985/86 – 1989/90 | 1988/89         | 1989/90 | 1990/91 | 1991/92 |
| United States  | 197.8             | 236.0             | 245.0           | 273.0   | 267.0   | 295.0   |
| Germany        | 179.5             | 229.5             | 243.9           | 272.6   | 294.2   | 305.0   |
| Netherlands    | 105.3             | 113.2             | 233.9           | 240.7   | 267.7   | 285.0   |
| United Kingdom | 85.7              | 101.7             | 112.3           | 120.0   | 144.5   | 150.0   |
| USSR           | 140.8             | 149.3             | 200.9           | 106.2   | 83.3    | 75.0    |

Note: Germany includes former E. Germany beginning October 1990.

Source: ICCO cited in World Cocoa Directory 1992, London.

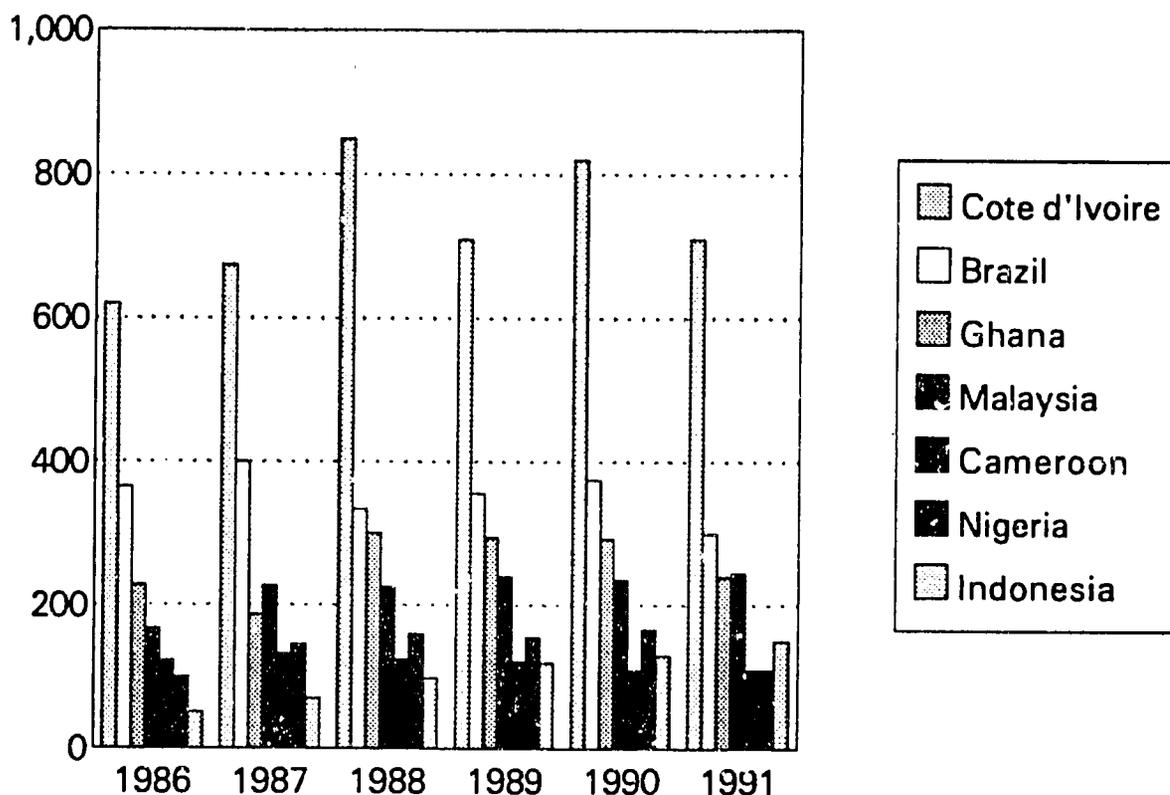
Predictions for the current crop year are that production will fall by 50,000 MT in Côte d'Ivoire (due to weather) and by at least 68,000 MT in Brazil (partly due to Black Pod Rot disease). Malaysia and Indonesia will probably increase production; Malaysia by 4,000 MT and Indonesia by 25,000 MT over the 1990/91 crop year. Projected production for the major producers for the 1991/92 crop year are:

- Côte d'Ivoire, 710,000/MT;
- Brazil, 300,000/MT;
- Malaysia, 245,000/MT;
- Ghana, 240,000/MT;
- Indonesia, 150,000/MT;
- Cameroon, 110,000/MT;
- Nigeria, 110,000/MT;
- Ecuador, 100,000/MT.

(Source, FAS/USDA Production Estimates and Crop Assessment Division.)

World 1991/92 production is estimated to fall 10 percent from the record 1990/91 crop.

Figure 2-Cocoa Production  
(1,000 metric tons)



### B3. Prices

Despite the production decline in the 1990/91 crop year, prices are expected to remain low through 1994. Prices have been decreasing since the mid-80s to reach the current all-time low (see Figure 3). The aggregate average price worldwide, expressed in 1990 constant dollars, was \$2,559/MT in 1986 and \$1267/MT in 1990. Despite the trend in declining prices, production grew at a faster rate than consumption until the current crop year (1991/92).

Based on worldwide production and consumption projections, the outlook for prices is dismal. Prices in constant 1990 dollars are projected to reach \$1,201/MT in the year 2000, an increase of only 1.4 percent over the current average price. (IBRD, *Market Outlook for Major Primary Commodities*, October 1992).

### C. Distribution and Storage

The European and U.S. cocoa bean markets differ greatly. In Europe, major industrial buyers contract directly with importers on a CIF or FOB basis. In the United States, importers source the product at origin and arrange for transportation and importation, where they sell on ex-dock or ex-warehouse terms. This is believed to accomplish two things. First, it precludes manufacturer risk. Second, it guarantees importers a reliable, flexible, and less expensive source of beans. U.S. manufacturers, primary producers, and chocolate makers often require a mix of beans from different parts of the world to achieve their unique flavor.

Figure 3 -- U.S. average cocoa bean spot prices (\$/metric ton) for selected countries, crop years 1982/83 to 1991/92

| Crop Year            | Cote d'Ivoire | Brazil | Domin. Repub. | Ecuador | Malaysia | Indonesia |
|----------------------|---------------|--------|---------------|---------|----------|-----------|
| 1982/83              | 2031          | 1999   | 1815          | 1886    | N/A      | N/A       |
| 1983/84              | 2569          | 2612   | 2361          | 2477    | N/A      | N/A       |
| 1984/85              | 2435          | 2407   | 2197          | 2239    | N/A      | N/A       |
| 1985/86              | 2281          | 2207   | 2020          | 2046    | N/A      | N/A       |
| 1986/87              | 2155          | 2087   | 1942          | 1975    | N/A      | N/A       |
| 1987/88              | 1952          | 1807   | 1664          | 1700    | N/A      | N/A       |
| 1988/89              | 1773          | 1669   | 1442          | 1466    | 1364     | N/A       |
| 1989/90              | 1307          | 1259   | 1142          | 1250    | 1162     | N/A       |
| 1990/91              | 1289          | 1222   | 1091          | 1168    | 1131     | N/A       |
| 1991/92 <sup>a</sup> | 1259          | 1234   | 953           | 1135    | 1109     | 913       |

<sup>a</sup> - 1991/92 data averaged through 7/92

Source: The Cocoa Merchants Association, cited in FAS/USDA Report, 10/88 and 8/92.

Cocoa beans are highly perishable, much more so than green coffee beans. If not handled properly, insect infestation or internal mold can render them ineligible for importation to the United States. Unlike green coffee, which comes into many U.S. ports from all over the world, cocoa beans come from relatively few countries and arrive at only a few ports. Norfolk is the principal port for cocoa beans, while Philadelphia serves as the principal port for cocoa and chocolate products. The importer generally absorbs all transit and dock handling risk and must also absorb costs of detention, reconditioning, and loss of cargo. Many of these costs are not covered by insurance.

## **D. Niche Markets**

### **D1. Organic Markets**

Cocoa has generally lacked a substitution product, particularly for manufacturing chocolate.<sup>1</sup> In the health food market, however, carob confections are usually substituted for chocolates. The "organic" cocoa market, consisting of beans cultivated with little or no chemical inputs, is minuscule with little projected growth. There is virtually no market for organic beans in the United States. This is partly because market requirements, particularly those of the U.S., preclude the possibility of a developed market for organic chocolate. Stored cocoa beans are vulnerable to insect infestation and beans are usually fumigated as a de facto export/import requirement. A substantial percentage of all FDA cocoa bean detentions last year were due to "insect filth." There is a small market for organic chocolate bars produced from imported processed cocoa products.

### **D2. "Fine" or "Flavor" Chocolate**

The most widely recognized market niche for cocoa is known as the "fine" or "flavor" chocolate varieties. This type of cocoa results from a combination of factors, including variety (usually Criollo, Trinitario, or Nacional), fermentation and drying techniques, and other postharvest handling considerations.

Although these beans can bring a 40 to 50 cent premium over bulk varieties, this is not considered a growth area because of shifting consumer demand. Fine cocoa beans produce a distinct flavor that is exploited in the production of high-quality solid bars of chocolate. The trend in consumption, however, is moving away from solid bars to bars with ingredients such as creams, nuts, and fruits which overpower the subtle flavors of fine cocoa.

Although demand for fine cocoa beans has declined (see Figure 4), the potential for supplying this market remains strong where these beans are currently produced—specifically parts of Central America and the Caribbean, a few Pacific islands, and Asia. Production of the fine bean is best suited to small-scale operations. Further, the marketing and distribution system is different, as only a small number of processors use these beans. Manufacturers often buy directly from established producers. Demand is for beans that are

<sup>1</sup> Recent developments have provided a vegetable fat product to substitute for cocoa butter in the manufacture of chocolate products.

highly consistent in color, flavor, and size. The fallback position for fine cocoa producers is resale of the beans on the bulk market without the premium price, if requirements are not met or demand for fine cocoa falls. Under this marketing strategy, the premiums are generally captured by the re-seller rather than by the producer.

**Figure 4 -- Imports of fine or flavor beans into major markets  
1987-89 (metric tons)**

|                       | 1987    | 1988    | 1989    |
|-----------------------|---------|---------|---------|
| <b>United States</b>  |         |         |         |
| Total bean imports    | 262,613 | 236,745 | 266,146 |
| fine or flavor        | 49,367  | 38,198  | 38,023  |
| % of total            | 19      | 16      | 14      |
| <b>Japan</b>          |         |         |         |
| Total bean imports    | 37,178  | 40,973  | 445,150 |
| fine or flavor        | 4,986   | 6,108   | 6,814   |
| % of total            | 13      | 15      | 15      |
| <b>Germany</b>        |         |         |         |
| Total bean imports    | 213,813 | 247,004 | 250,082 |
| fine or flavpr        | 7,551   | 9,836   | 8,101   |
| % of total            | 4       | 4       | 3       |
| <b>Switzerland</b>    |         |         |         |
| Total bean imports    | 19,505  | 20,439  | 20,993  |
| fine or flavor        | 4,487   | 5,364   | 4,342   |
| % of total            | 23      | 26      | 21      |
| <b>France</b>         |         |         |         |
| Total bean imports    | 44,288  | 47,349  | n.a.    |
| fine or flavor        | 1,710   | 2,065   | n.a.    |
| % of total            | 4       | 4       | n.a.    |
| <b>United Kingdom</b> |         |         |         |
| Total bean imports    | 104,136 | 108,972 | 130,004 |
| fine or flavor        | 2,676   | 2,630   | 1,469   |
| % of total            | 3       | 2       | 1       |

Source: *Fine or Flavor Cocoa, ITC UNCTAD/GATT 1991*

The major importers of fine cocoa beans are the U.S., Germany, Japan, Switzerland, the United Kingdom, and France (see Annex D). A brief discussion of each country's market excerpted from the United Nation's International Trade Center's *Fine or Flavor Cocoa: An Overview of World Production and Trade*, follows:

U.S. supply comes largely from Ecuador, with smaller quantities from Trinidad and Tobago, the Leeward & Windward Islands, and Samoa. Due to the low quality of Ecuadorean beans however, U.S. fine prices are lower than bulk bean prices. By contrast, other fine suppliers receive a premium price. In contrast to the bulk beans market, many processors contract directly with producers.

Germany is a modest, declining market for fine beans. Ecuador is its main supplier. Buyers of fine cocoa beans in Germany are generally trading houses.

Japan may be a growth market for fine cocoa. In the past, it has imported from Ecuador, Trinidad and Tobago, Jamaica, Grenada, Venezuela, and Samoa paying a premium to all but Ecuador and Samoa. Japanese manufacturers and processors purchase beans from trading houses rather than directly from producers.

Switzerland uses fine cocoa beans in the formulation of many chocolate products, including popular consumer blends. Both large and small firms use this kind of bean. Migros is probably the most important user. Nestle is committed to the long-range development and use of fine beans, but Jacobs-Suchard is reportedly phasing out fine beans in chocolate formulations.

Most U.K. buyers are large-scale processors, unlike other European markets for fine cocoa beans. In general, smaller manufacturers do not buy it. Rowntree is reported to be a significant user of fine beans.

French fine cocoa demand is low. Imports of fine cocoa are only about four percent of total imports.

### **D3. Light-breaking Beans**

According to the International Trade Center, one market niche that has not been exploited fully is the market for cocoa beans with a light-colored cotyledon (when processing produces a light-colored product). Such beans are usually sold at a premium over bulk, and supply is limited. This type of bean is used to produce a chocolate product with the taste of semi-sweet dark chocolate, but the appearance of milk chocolate for gourmet chocolate assortments. The variety that usually produces this light bean is the *Criollo* and is generally found in Trinidad, some parts of Central America, and Venezuela. The *Catongo* cocoa from Bahia, Brazil is also light-breaking and is an albino *Forastero* type. *Trinitario* cocoa will also produce a light bean, but not consistently. Europe (Switzerland and Germany) and to some extent the United States are important buyers. Again, the premium paid for this type of cocoa bean is collected by the importer rather than the producer.

## **E. Value-added Processing**

**Two-thirds of all cocoa bean imports go to producers of intermediate products in developed countries.** Although it is possible for a producing country to "add-value" by processing its raw materials, value-added processing should be studied carefully before proceeding. U.S. and European imports of processed products such as powder and cake have decreased. Chocolate manufacturers tend to develop unique proprietary requirements for beans, intermediate products, and finished products and to blend beans from different producing countries. Processing equipment in most developing countries does not have the ability to meet specific manufacturers' criteria, and these countries are unable to import beans to formulate special blends. Therefore, cocoa products from producing countries usually bring low prices and net losses from processing (negative value-added). By contrast, cocoa processors in developed countries have sophisticated equipment which is easily adjusted to meet unique requirements. Importers in these countries have the ability and storage capacity to acquire beans on the international market.

For LAC cocoa producers, markets for intermediate products such as cocoa cake and liquor may exist in neighboring countries that produce chocolate products, rather than in developed countries.

## **F. Future Developments**

### **F1. Bulk Bean Market**

Brazil's 1991/92 crop faces a severe threat from a record black pod-rot epidemic and excessive rains. Brazil is expected to have the smallest harvest in over a decade in the coming season. Due to low world prices, Brazilian producers are unwilling to invest in the expensive copper-based solution, the only effective treatment against the fungus.

Low world prices have caused producers to withhold investment in cultural practices. This has already resulted in lower yields in many producing areas and/or outbreaks of disease or pests. Continued low return on investment will decrease care of cocoa stands unless governments or other agencies intervene to bolster farmer programs. Manufacturing industry representatives are expressing concern that the quality of beans will decline as a result of low international prices.

However, 34,000 hectares of cocoa planted in Malaysia in 1984 are reaching maturity and 9,000 additional hectares are forecast to begin bearing this season. It should be noted that Malaysian cocoa production costs are among the highest in the world. Indonesia, the second largest supplier of cocoa beans to the U.S. in 1991, shows a record increase in supply due to new areas coming into production.

Grinding in the former Soviet Union and Eastern bloc has fallen to less than half the levels of the previous year due to shortages of foreign exchange and decreased demand. Capacity exists in the region for processing cocoa and manufacturing chocolate products, and it is possible that as economic conditions improve these activities will resume. The

efficiency of production capacity is uncertain, however, as is the region's ability to be competitive in the international market for chocolate products. Therefore, it is not certain that the region will increase its cocoa beans imports.

Cocoa and chocolate consumption in Western Europe has grown in recent years despite the global economic slowdown.

## **F2. Flavor Market**

It is unlikely that Ecuador will remain the major supplier of fine variety cocoa beans in the future. At least 60 percent of the country's cocoa trees are over 40 years old. Also, Ecuadorean farmers are successfully diversifying into nontraditional agricultural exports (NTAEs) and are planting less cocoa. Much of the new cocoa plantings are with unimproved seed.

## **G. Conclusion**

Currently, cocoa supply exceeds demand worldwide. In fact, production has exceeded supply for seven consecutive years. The International Cocoa Organization (ICO) meeting in Geneva has broken off discussions, but a new round of talks is scheduled to begin November 2. Issues to be addressed include the oversupply situation with an emphasis on management of buffer stocks.

Industry spokespersons express concern that low world prices will cause a decline in the quality of cultural practices and a subsequent decline in both quality and, eventually, quantity. A possible strategy for cocoa producers is to support quality production through proper cultivation and postharvest handling practices, although the return on investment will not be positive in the short-run. Given the trend in prices, however, it does not seem advisable to increase area under cultivation, either of bulk varieties or fine types. Although the latter can bring a premium in the world market, there is little growth forecast for the product. It is not considered advisable to switch from producing the fine type to bulk type, as selling fine beans in bulk is already considered a fallback position.

The niche markets lie in the fine and light-breaking beans. The largest supplier to the United States of fine beans is Ecuador, which has a declining quality and quantity. Although the worldwide market is on a slightly downward trend, the decrease in Ecuador's supply may provide an opportunity for other producers. Manufacturers of chocolate, primary cocoa products, and importers should be contacted for future interest in sourcing from new suppliers. Importers in the United States should be contacted about interest in light-breaking beans. There is not currently an organic market for cocoa beans due to difficulties involved with importing beans that are not fumigated.

It appears unadvisable for producing countries to make intermediate cocoa products, due to rigorous requirements of manufacturers in developed countries. If installed capacity exists for these products, regional markets should be investigated. LAC countries that have developed chocolate industries include Mexico, Colombia, Argentina, and Chile, although

production of beans in many of these appears to be sufficient for domestic processors and manufacturers. See the annexes for partial lists of buyers or sources of information in these countries.

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**ANNEX A**

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Note: In presenting all lists of importers, manufacturers and processors, no discrimination is intended and no guarantee of reliability of the firms mentioned is implied.

**Partial Listing of Major U.S. Cocoa Importers, Dealers & Brokers**

Cargill Cocoa  
150 Allen Road, Allen Center  
Liberty Corner, NJ 07938  
(201) 604-5534 TLX 420270

Lonray, Inc.  
77 Water Street  
New York, NY 10005  
(212) 837-9310 TLX RCA 226201

Woodhouse, Drake & Cary, Inc.  
127 John Street  
New York, NY 10038  
(212) 820-1000 TLX 640099

Sime Darby Commodities, Inc.  
47 Maple Street  
Summit, NJ 07901  
(201) 277-6300

General Cocoa Company, Inc.  
(Tardivat International)  
161 Maiden Lane  
New York, NY 10038  
(212) 422-7520  
FAX (212) 422-7528

Transmar Commodity Group Ltd.  
1 World Trade Center, Suite 5301  
New York, NY 10048  
(212) 938-0680 TLX 422251 TCGLTD

E.D. & F. Mar Cocoa, Inc.  
2 World Trade Center, Suite 3050  
New York, NY 10048  
(212) 912-8900 FAX (212) 912-6832

Woodward & Dickerson, Inc.  
937 Haverford Road  
Bryn Mawr, PA 19010  
(215) 527-5200 TLX 84-5244

Philipp Bros. Inc.  
1221 Avenue of the Americas  
New York, NY 10020  
(212) 790-6954 TWX 710-581-5943

The Otto Gerdau Company  
82 Wall Street  
New York, NY 10005  
(212) 709-9600 TLX RCA 232749

Westway Merkuria Corporation  
464 Hudson Terrace  
Englewood Cliffs, NJ 07632  
(201) 569-1700 TLX TRT-178353

Westway Merkuria Corporation  
464 Hudson Terrace  
Englewood Cliffs, NJ 07632  
(201) 569-1700 TLX TRT-178353

Volkart Brothers, Inc.  
120 Wall Street  
New York, NY 10005  
(212) 422-9400 TLX RCA 235293

Fehr Brothers Commodities, Inc.  
110 Wall Street  
New York, NY 10005  
(212) 825 0850 TLX 420189

Machado & Company, Inc.  
120 Wall Street  
New York, NY 10005  
(212) 344-4155 TLX RCA 232932

Barretto Peat, Inc.  
Wall Street Plaza, 7th Floor  
New York, NY 10005  
(212) 747-0180 TLX WUI640341

De Zaan, Inc.  
1 Bridge Plaza North  
Fort Lee, NJ 07024  
(201) 592-8388 TLX 134622

Balfour, Maclaine Int'l. Ltd.  
Wall Street Plaza  
New York, NY 10005  
(212) 425-2100 TLX 126985

Better Commodities Trading, Inc.  
P.O. Box 7 (2774 Brady Drive)  
Bloomfield Hills, MI 48303  
(313) 334-1206 TLX 235717-WU

Daarnhouwer (New York) Inc.  
520 main Street  
Fort Lee, NJ 07024  
(201) 585-0100 TLX 226018

Equator Limited  
111 Charter Oak Avenue  
hartford, CT 06106  
(203) 249-7777 TLX 4436036

Cocoa Barry U.S. Inc.  
1500 Suckle Highway  
Pennsauken, NJ 08110  
(800) 836-2626 FAX (609) 665-0474

E.D. & F. Man Cocoa Products  
600 Ellis Road  
Glassboro, NJ 08028  
(609) 881-4000 FAX (609) 881-3549

Gerkens (Holland) Cocoa Products  
737 North La Salle Street  
Suite 300  
Chicago, IL 60610  
(312) 649-9700 TLX 255183

Cocoa Barry Merch. Dist., Inc.  
540 Madison Avenue  
New York, NY 10022  
(212) 751-9214 TLX 429077

Marcel Aubry & Company, Inc.  
111 John Street  
New York, NY 10038  
(212) 732-0910 TLX 226576

V. Berg International Ltd.  
30 Broad Street, 28th Floor  
New York, NY 10004  
(212) 344-5900 TLX 425536

CIC International  
P.O. Box 11557  
Reno, NV 89510  
(702) 826-7701 TLX 170004

Draxel Burnham Lambert, Inc.  
60 Broad Street, 17th Floor  
New York, NY 10004  
(212) 480-7860 TLX 429211

Mitsubishi Int'l Corporation  
520 Madison Avenue  
New York, NY 10022  
(212) 605-2553 TLX 420368 MICNUI

Roseville Corporation  
580 College Avenue  
Palo Alto, CA 94306  
(415) 494-6264 TLX 140777

Simkat Ltd., Inc.  
2100 South Ocean Lane, PA 1-408  
Fort Lauderdale, FL 33316  
(305) 525-4048 TLX 523753 SIMKAT

### Partial Listing of Major U.S. Chocolate Manufacturers

M&M Mars  
High Street  
Hackerstown, NJ 07840  
(201) 852-1000 TLX 136-437

Hershey Foods Corporation  
14 East Chocolate Avenue  
Hershey, PA 17033  
(717)54-4200  
TLX 67110079 HERSH UV

Nestle Foods Corporation  
100 Manhattansville Road  
Purchase, NY 10577  
(914) 251-3000 TLX 137470  
FAX (914) 251-2904  
(Peter's Chocolate Co.)

Kraft General Foods Corporation  
250 North Street  
White Plains, NY 10625  
(914) 335-2500

Grace Cocoa  
1133 N. 5th Street  
Milwaukee, WI 53203  
(414) 271-2089  
TLX 910-262-3337

The Blommer Chocolate Company  
600 West Kinzie Street  
Chicago, IL 60610  
(312) 226-7700 TLX WU-253871

Cadbury Corporation  
Schweppes House  
1200 High Ridge Road  
Stamford, CT 06905

Cocoline Chocolate Company, Inc.  
689 Myrtle Avenue  
Brooklyn, NY 11205  
(718) 522-4500 TLX 426-937

Ghiradelli Chocolate Company  
1111 139th Avenue  
San Leandro, CA 94578  
(415) 483-6970  
TLX 335320

Guitard Chocolate Company  
10 Guitard Road  
Burlingame, CA 94010  
(415) 697-4427 TLX 910-375-2038  
(800) 468-2462 FAX (415) 692-2761

L.S. Heath & Sons, Inc.  
Box 251  
Robinson, IL 62454

Hooton Chocolate Company  
364 North Fifth Street  
Newark, NJ 07107  
(201) 485-5385

Peter Paul, Cadbury Inc.  
Mount Joy Division  
Mount Joy, PA 17552

Van Leer Chocolate Corporation  
110 Hoboken Avenue  
Jersey City, NJ 07302  
(201) 798-8080

Washington Chocolate Company  
1064 So.  
Seattle, WA 98134

E.J. Brach Corporation  
4656 West Kinzie  
Chicago, IL 60644  
(312) 626-1200

Whitman's Chocolate  
Division Pet, Inc.  
P.O. Box 6070  
Philadelphia, PA 19114

Wilbur Chocolate Company  
48 North Broad Street  
Lititz, PA 17543  
(717) 626-1131  
FAX (717) 626-4227

U.S. Cocoa Corporation  
1615 Suckle Highway  
Pennsauken, NJ 08110  
(609) 663-2260  
TLX 83-1557

Merckens Chocolate Company  
150 Oakland Street  
Nansfield, MA 02048  
(800) 637-2536  
FAX: (508) 261-8939

C.J. Van Houten & Zoone, Inc.  
RFD #2 Box 7, Industrial Park  
St. Albans, VT 05478  
(802) 524-9711  
TLX WU957058

Burke Chocolate Products Co.  
4541 N. Ravenswood Avenue  
Chicago, IL 60640  
(312) 878-7462

World's Finest Chocolate Co.  
4801 South Lawndale  
Chicago, IL 06032  
(312) 847-4600 TLX 25276

New England Confectionery Co.  
254 Massachusetts Avenue  
Cambridge, MA 02139

Da Zaan, Inc.  
One Bridge Plaza North  
Fort Lee, NJ 07024  
(201) 592-8388 TLX 134622

Luden's Inc  
200 N. 8th Street  
Reading, PA 19601

Ward Chocolate Company, Inc.  
Margaret & James Streets  
Philadelphia, PA 19137  
(215) 535-7766

ED&F Man Cocoa Products  
600 Ellis Road  
Glassboro, NJ 08028  
(609) 881-4000  
TLX 831442

Cook Chocolate Company  
4801 S. Lawndale Avenue  
Chicago, IL 60632-9987  
(312) 847-4600  
TLX 25276 WORFINCHO

Leaf, Inc.  
2355 Waukegan, IL 60015  
(708) 940-7500

## **Organic Manufacturers**

Barat Chocolate  
P.O. Box 609  
112 Main Road  
Montville, NJ 07045  
(201)263-1013  
FAX (201) 263-2287

Rapunzel U.S.A.  
8060 Valencia Street  
Aptos, CA 95003  
1 (800) 743-7840

## **U.S. Cocoa Associations & Exchanges**

Coffee, Sugar & Cocoa  
Exchange, Inc.  
4 World Trade Center  
New York, NY 10048  
(212) 938-2800

The Cocoa Merchants' Association  
of America, Inc.  
26 Broadway, Suite 707  
New York, NY 10004  
FAX (212) 363-7678  
(212) 363-7334 TLX 256610 YMS UR

Chocolate Manufacturers Assoc.  
of the United States of America  
7900 West Park Drive  
Suite A-320  
McLean, VA 22101  
(703) 790-5011 TWX 710-883-0898  
FAX (703) 790-5752

National Confectioners Association  
7900 West Park Drive  
Suite A-320  
McLean, VA 22101  
(703) 790-5750

National Candy Wholesalers Assoc.  
1120 Vermont Avenue, N.W.  
Suite 1120  
Washington, D.C. 20005  
(202) 463-2124

Association of Manufacturers of  
Confectionary & Chocolate, Inc.  
P.O. Box 68  
Mineola, NY 11501  
(516) 741-6309

American Assoc. of Candy  
Technologists  
P.O. Box 60  
Ridgewood, NJ 07452  
(201) 652-2655

Penna. Manufacturing Confect. Assoc.  
P.O. Box 68  
Perkiomenville, PA 18074  
(215) 234-8111

Retail Confectioners International  
1807 Glenview Road  
Glenview, IL 60025  
(312) 724-6120

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**ANNEX B**

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**LAC Region Processors, Manufacturers and Exporters**

**Colombia: Cocoa Processors and Exporters**

Mr. Miguel Uribe, Manager  
FEDECACAO  
(Cocoa Growers Association)  
Apartado (P.O. Box) 717  
Bogota, D.C.  
FAX 571-288-4424

Gerente  
Chocolate Santandereano  
Calle 11 No. 26-77  
Tel. 45-5463  
Bucaramanga

Mr. Javier Jaramillo  
Depto. Comercial  
Compania Nacional  
de Chocolate, S.A.  
Apartado (P.O. Box) 717  
Tel. (574) 266-1500  
Medellin

Gerente  
Exportaciones Optima  
Carrera 16 No. 20-45  
Tel. 33-1420  
Bucaramanga

Mr. Rodrigo Romero  
Chocolate Luker  
Apartado 5061  
Tel (571) 290-0055  
Bogota, D.C.

Gerente  
Procacao, S.A.  
Carrera 17 No. 24-06  
Tel. 42-7096  
Bucaramanga

Mr. Hernan Sanchez  
Carrera 7 No. 26-20, 24th Flr.  
Tel. (571) 232-5172  
Bogota, 1 D.C.

Gerente  
Chocolateria Colombiana  
Carrera 5 No. 8-34, 2nd floor  
Tel. (573) 80-2686  
Cali

Gerente  
Industria Colombiana de  
Chocolate, S.A.  
Calle 21 No. 68A-25  
Tel. 261-6666  
Bogota, D.C.

Gerente  
Comercial Agropecuaria  
Calle 11 No. 10B-30  
Tel. 24-0617  
Cienaga, Colombia

Gerente Comercializadora de Cacao  
Santander  
Carrera 18 No. 22-20  
Tel. 33-8900  
Bucaramanga

Gerente  
Chocolate Comunero, Ltda.  
Calle 13 No. 15-57  
Tel. 33-6978  
Bucaramanga

Gerente  
Chocolate de Caldas, S.A.  
Calle 48 No. 37-30  
Tel. 85-6721  
Manizales

Chile: Cacao Importers

Imp. Cafe Do Brasil S.A.I.C.  
Wenceslao Sanchez 060  
Santiago, Chile  
Phone: (562) 676-2611  
Fax: (562) 676-2057 (DO BRASIL)

Pibamour Ltda.  
Avda. Salvador 1794  
Santiago, Chile  
Phone: (562) 205-1037, 205-1480  
Fax: (562) 223-4887

Cia. Chilena De Granos Ltda.  
Los Conquistadores 1700, Piso 21  
Santiago, Chile  
Phone: (562) 232-4663  
Fax: (562) 232-6340

Gerente  
Cacaotera del Oriente de Caldas  
Carrera 23 No. 20-40  
Tel. 83-5749  
Manizales

Gerente  
Cafeca, Ltda.  
Parque Industrial Juanchito  
Tel. 85-7782  
Manizales

Nestle Chile S.A.  
Roger de Flor 2800  
Santiago, Chile  
Phone: (562) 233-3030  
Fax: (562) 231-6953

Soc. Rep. Com. Exterior  
Bravarco Ltda  
Agustinas 853, Of. 803  
Santiago, Chile  
Phone: (562) 633-1255  
Fax: (562) 639-4321

**Argentina: Chocolate Manufacturers**

**Nestle**

Carlos Pellegrini 887  
(1009) Capital Federal  
Tel.: (54-1) 322-7445

**Suchard**

Avda. Cnel. Roca 3220  
(1437) Capital Federal  
Tel.: (54-1) 924-3832/3804/3827

**-Noel**

Avda. Patricios 1750  
(1266) Capital Federal  
Tel. (54-1) 21-3650/28-0443/0304

**Arcor**

Esmeralda 130  
(1035) Capital Federal  
Tel.: (54-1) 325-7394/7396/7398

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## ANNEX C

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### International Major Users of Cocoa and Cocoa Products (Source: *Cocoa: A Trader's Guide*, ITC)

#### **BELGIUM:**

- Callebaut (Jacobs)
- Côte d'Or
- Jacques
- General Biscuits

#### **CANADA:**

- Neilson's
- Standard Brands
- Cadbury
- Rowntree
- General Foods

#### **FINLAND:**

- Fazer
- Hellas
- Chymos
- Panda

#### **FRANCE:**

- Cacao Barry
- Menier
- Poulain
- SOPAD
- Suchard-Tobler

#### **FEDERAL REPUBLIC OF GERMANY:**

- Hamester
- van Houten (Jacobs)
- Ludwig Kascho
- Sprengel
- Jacobs Suchard
- Sarotti

- Stollwerck
- Storck

#### **JAPAN:**

- Fuji
- Daito
- Cooperative Association
- Nihon
- Meji
- Morinaga
- Fujiya
- Glico
- Lotte

#### **NETHERLANDS:**

- de Zaan
- Berisford
- Bendsrop
- Gerkens
- Blooker
- Droste
- Mars
- Verkade

#### **SWEDEN:**

- Marabou
- Cioetta
- Nordchoklad
- Mazetti

#### **SWITZERLAND:**

- Migros
- Nestle
- Suchard-Tobler
- Lindt

#### **UNITED KINGDOM:**

- Cadbury
- Rowntree
- Mars
- Gill & Duffus

- United Biscuits
- Nestle

### **International Organizations**

International Cocoa Organization  
22 Berners Street  
London, W1P 3DB, United Kingdom  
- Telephone 071-637-3211  
FAX 071-631 0114

Association française du commerce du cacao (AFCC)  
Bourse du commerce  
75001 Paris  
Telephone: 142-331500

The Cocoa Association of London (CAL)  
Cereal House  
58 Mark Lane  
London EC3R 7NE  
Telephone: 4471-481-2080

The Cocoa Merchants Association of America, Inc. (CMA)  
Post Office Box 5476  
Grand Central Station  
New York, NY 10163  
Telephone: (212) 883-9523

Cocoa Producers Alliance  
Western House 8-10  
Broad Street  
Lagos  
Nigeria

**ANNEX D: COCOA BEAN IMPORTS BY COUNTRY OF ORIGIN**  
(in metric tons)

| <b>United States: Imports of cocoa beans, by origin, 1986-1989</b> |                |                |                |                |
|--|----------------|----------------|----------------|----------------|
| <b>Origin</b>  | <b>1986</b>    | <b>1987</b>    | <b>1988</b>    | <b>1989</b>    |
| <b>Total</b>   | <b>209,301</b> | <b>262,613</b> | <b>236,745</b> | <b>266,146</b> |
| Belize   | 84             | 69             | 66             | 48             |
| Colombia   | 30             | 2,638          | 4,030          | 2,555          |
| Costa Rica   | 482            | 18             | 257            | 302            |
| Ecuador  | 14,898         | 44,649         | 31,911         | 29,520         |
| Indonesia  | 1,674          | 580            | 1,993          | 11,653         |
| Mexico   | 674            | 1,276          | 1,188          | 0              |
| Panama   | 41             | 67             | 55             | 0              |
| Papau New Guinea   | 6,576          | 4,059          | 7,635          | 10,495         |
| Samoa  | 88             | 85             | 158            | 337            |
| Suriname   | 0              | 87             | 0              | 0              |
| Trinidad & Tobago  | 401            | 566            | 872            | 814            |
| Venezuela  | 1,034          | 480            | 170            | 795            |
| Windward & Leeward Islands   | 592            | 318            | 632            | 426            |
| <b>Germany: Imports of cocoa beans by origin, 1986-1989</b>        |                |                |                |                |
| <b>Origin</b>  | <b>1986</b>    | <b>1987</b>    | <b>1988</b>    | <b>1989</b>    |
| <b>Total</b>   | <b>210,819</b> | <b>213,813</b> | <b>247,004</b> | <b>250,082</b> |
| Colombia   | 304            | 782            | 1,000          | 327            |
| Costa Rica   | 258            | 254            | 198            | 222            |
| Ecuador  | 3,243          | 2,709          | 2,806          | 3,398          |
| Indonesia  | 11,712         | 16,075         | 15,367         | 15,768         |
| Mexico   | 368            | 389            | 499            | 0              |
| Grenada  | 211            | 0              | 32             | 54             |
| Jamaica  | 268            | 0              | 0              | 0              |
| Madagascar   | 30             | 223            | 838            | 357            |
| Panama   | 0              | 0              | 0              | 0              |
| Papua New Guinea   | 13,104         | 10,638         | 19,607         | 11,490         |
| Sao Tome and Principe  | 1,037          | 1,340          | 3,837          | 2,249          |
| Samoa  | 390            | 198            | 267            | 117            |
| Sri Lanka  | 234            | 224            | 0              | 0              |
| Suriname   | 904            | 89             | 0              | 0              |
| Trinidad & Tobago  | 0              | 0              | 23             | 26             |
| Venezuela  | 103            | 155            | 269            | 56             |

**ANNEX D: COCOA BEAN IMPORTS BY COUNTRY OF ORIGIN**  
(in metric tons)

| <b>Japan: Imports of cocoa beans, by origin, 1987-1989</b>          |                |                |                |
|---|----------------|----------------|----------------|
| <b>Origin</b>   | <b>1987</b>    | <b>1988</b>    | <b>1989</b>    |
| <b>Total</b>  | <b>37,178</b>  | <b>40,973</b>  | <b>44,510</b>  |
| Colombia  | 0              | 30             | 0              |
| Ecuador   | 1,555          | 2,507          | 3,133          |
| Indonesia   | 556            | 546            | 686            |
| Mexico  | 0              | 0              | 0              |
| Grenada   | 131            | 48             | 215            |
| Jamaica   | 239            | 369            | 252            |
| Papua New Guinea  | 60             | 112            | 54             |
| Samoa   | 20             | 0              | 10             |
| Saint Lucia   | 0              | 6              | 0              |
| Sri Lanka   | 331            | 86             | 0              |
| Trinidad & Tobago   | 68             | 214            | 176            |
| Venezuela   | 1,560          | 1,522          | 1,534          |
| <b>France: Imports of cocoa beans, by origin, 1986-1988</b>         |                |                |                |
| <b>Origin</b>   | <b>1986</b>    | <b>1987</b>    | <b>1988</b>    |
| <b>Total</b>  | <b>43,664</b>  | <b>44,288</b>  | <b>47,349</b>  |
| Colombia  | 0              | 101            | 0              |
| Ecuador   | 1,677          | 1,710          | 2,065          |
| Madagascar  | 1,828          | 2,331          | 1,987          |
| Papua New Guinea  | 1,754          | 549            | 1,788          |
| Sao Tome and Principe   | 0              | 143            | 0              |
| <b>United Kingdom: Imports of cocoa beans, by origin, 1987-1989</b> |                |                |                |
| <b>Origin</b>   | <b>1987</b>    | <b>1988</b>    | <b>1989</b>    |
| <b>Total</b>  | <b>104,136</b> | <b>108,972</b> | <b>130,004</b> |
| Ecuador   | 302            | 113            | 274            |
| Indonesia   | 695            | 274            | 1,503          |
| Grenada   | 870            | 918            | 202            |
| Jamaica   | 706            | 780            | 345            |
| Papua New Guinea  | 1,512          | 3,545          | 3,175          |
| Sri Lanka   | 0              | 20             | 0              |
| Trinidad & Tobago   | 420            | 350            | 171            |

**ANNEX D: COCOA BEAN IMPORTS BY COUNTRY OF ORIGIN**  
(in metric tons)

| <b>Netherlands: Imports of cocoa beans, by origin, 1986-1989</b> |                |                |                |                |
|--|----------------|----------------|----------------|----------------|
| <b>Origin</b>  | <b>1986</b>    | <b>1987</b>    | <b>1988</b>    | <b>1989</b>    |
| <b>Total</b>   | <b>198,351</b> | <b>206,786</b> | <b>234,106</b> | <b>230,107</b> |
| Colombia   | 100            | 510            | 2,588          | 410            |
| Ecuador  | 93             | 129            | 34             | 0              |
| Indonesia  | 4,915          | 6,179          | 12,990         | 10,072         |
| Jamaica  | 35             | 0              | 0              | 0              |
| Mexico   | 802            | 904            | 200            | 0              |
| Madagascar   | 40             | 0              | 0              | 0              |
| Panama   | 0              | 0              | 170            | 0              |
| Papua New Guinea   | 905            | 33             | 598            | 487            |
| Sao Tome and Principe  | 1,036          | 56             | 501            | 514            |
| Samoa  | 20             | 0              | 0              | 0              |
| Suriname   | 0              | 38             | 0              | 0              |
| <b>Switzerland: Imports of cocoa beans, by origin, 1987-1989</b> |                |                |                |                |
| <b>Origin</b>  | <b>1987</b>    | <b>1988</b>    | <b>1989</b>    |                |
| <b>Total</b>   | <b>19,505</b>  | <b>20,439</b>  | <b>21,084</b>  |                |
| Colombia   | 738            | 740            | 834            |                |
| Ecuador  | 2,204          | 2,576          | 2,665          |                |
| Indonesia  | 131            | 261            | 398            |                |
| Mexico   | 0              | 33             | 0              |                |
| Grenada  | 444            | 312            | 447            |                |
| Jamaica  | 149            | 100            | 109            |                |
| Madagascar   | 0              | 0              | 11             |                |
| Papua New Guinea   | 10             | 50             | 0              |                |
| Sao Tome and Principe  | 75             | 58             | 53             |                |
| Samoa  | 20             | 30             | 24             |                |
| Sri Lanka  | 10             | 0              | 0              |                |
| Trinidad & Tobago  | 91             | 26             | 50             |                |
| Venezuela  | 1,319          | 1,863          | 648            |                |

Data compiled by ITC, published in "Fine or Flavor Cocoa, UNCTAD/GATT, Geneva 1991.

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**ANNEX E**  
**REPORTS AND PUBLICATIONS AVAILABLE ON WORLD COCOA SITUATION**

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**Cocoa Products and Processing: Challenges and Opportunities in the 1990s**

Published by Landell Mills Studies, Inc.

1841 Broadway

New York, NY 10023

**The Gill & Duffus Cocoa Market Report**

Gill & Duffus Ltd.

Sugar Quay

Lower Thames Street

London EC3R 6DU

United Kingdom

attn: Mr Steve Waterage

**Cocoa: A Trader's Guide (1987)**

International Trade Centre UNCTAD/GATT

Palais des Nations

1211 Geneva 10

Switzerland

**Fine or Flavor Cocoa: An Overview of World Production  
and Trade**

International Trade Centre UNCTAD/GATT

Palais des Nations

1211 Geneva 10

Switzerland

**World Cocoa Situation**

Circular Series -- FCB 1-92, March 1992

Information Division,

FAS, USDA

Room 4644-South Building

Washington, D.C. 20250-1000

**World Cocoa Directory**

International Cocoa Organization

22 Berners Street

London W1P 3DB