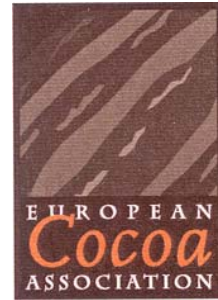




2002 International Cocoa Event
a joint ECA/FCC Event to take place on
September 13 & 14, 2002 in Strasbourg, France.

The event benefits from the participation of the
Cocoa Producers Alliance, CAOBISCO & CMA



2002 INTERNATIONAL COCOA EVENT
*combining the FCC Contracts Convention
and the ECA Cocoa Concoction*

1. GENERAL CONCEPT

- *A get together of*
 - the international cocoa community
 - FCC/ECA members and non-members
 - with broad representation of the cocoa supply chain
 - spouses/guests more than welcome
- *The first of its kind in Europe*
 - indicative of the trend in the international cocoa market
 - representative of the ECA and the FCC
 - with an air of novelty
- *Informative as well as relaxing.*
 - a cocoa contracts convention
 - a forum for discussion and exchange
 - a series of invited speakers
 - topical presentations
 - a wonderful social programme to build relationships
- *Individual bookings*
- *Location: at the heart of the European Community, Strasbourg, France.*
- *Directions: <http://www.strasbourg.com>*
- *In summary : a must for the Who's Who in the cocoa trade and industry,
in the broadest sense of both terms relating to the cocoa chain*

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2. PROGRAMME OUTLINE

- **Business**
 - FCC Cocoa Contracts Convention
 - ECA Cocoa-Chain Forum
 - Cocoa Gala Dinner
 - ECA General Members Meeting - for ECA members only
 - ECA Board and FCC Council meetings (Thursday p.m.) - for ECA Board & FCC Council members
 - Joint ECA Board & FCC Council Dinner (Thursday evening) - for ECA Board & FCC Council members
 - GIG plenary session (Monday, 16th September) - for GIG members only - separate agenda

- **Social**
 - Ladies Programme (Friday p.m.)
 - FCC Cocktail Reception followed by:
 - Buffet dinner including folkloric attraction (Friday evening)
 - Boat Tour and Wine Cellar (Saturday, late morning to mid-afternoon)

3. SOME SPECIFICS

- Friday 13th September 2002
 - 09.00: **FCC Cocoa Contracts Convention** (agenda attached)
 - 14.00: **ECA Cocoa-Chain Forum** (conference session - agenda attached)
 - 14.00: *Ladies programme: discovering Strasburg,*
 - 19.30: FCC Cocktail reception
 - 20.30: *Alsatian Evening* - Dress code: "smart casual" (no tie)
 - late eve: Churchill Bar: drinks & famous cigar humidor (optional, not included in package)

- Saturday 14th September 2002
 - 08.30: **ECA General Members Meeting**
 - 09.00: FCC Cocoa Contracts Convention - Results analysis (agenda to be notified)
 - 10.00: *Boat tour* on the Ill river, to include the European Parliament setting
 - 13.00: *Klipfel Wine Cellar*: wine tasting, lunch and visit of the largest Alsatian wine cellars
 - 19.30: Gala Dinner, Rohan Palace** - Dress code: black tie/dinner jacket

Rohan Palace:

Strasburg's Episcopal palace, built in 1727, is one of the most consummate architectural realizations of the French XVIIIth century. Built for cardinal de Rohan, prince-bishop of Strasburg, the masterly edifice characterizes his combined ecclesiastic, political and worldly functions.

The property became an imperial residence then royal palace.

Nowadays, usually reserved for official functions/reception of State dignitaries. (A dinner in honour of the Conference of Head of E.U. States recently took place in the same rooms)

Entrance through the Honour Court. Champagne will be served in the Salon des Evêques/ Antichambre du Roi, before dinner is announced in the Chambre du Synode.

- Sunday 15th September 2002
 - 07.30-09.30: breakfast
 - End of event

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4. FCC Contracts Convention & ECA Cocoa Chain Forum Agendas

See separate pages

5. Registration

All registration forms to be submitted to ECA by latest 1st August 2002.

The all-inclusive *2002 International Cocoa Event package* starts Friday 9 a.m. to end Sunday morning after breakfast.

It includes the Gala Dinner, accommodation for 2 nights (Friday 13/09 and Saturday 14/09), ECA Cocoa-chain Forum and the FCC Cocoa Contracts Convention participation, all other meals (5), guided visits, wine tasting, coffee breaks, etc., VAT. Only optional activities (Churchill bar/corporate functions) excluded.

Due to the early start on Friday morning, participants may wish to arrive on Thursday evening, in which case they will need to book an additional hotel night, breakfast included (see registration form #2)

Registration (per room)

FCC & ECA Members	€	100
ECA Contributors & Non-FCC/ECA Members	€	150

Full-Event Package (Friday to Sunday)

Delegate (single room)	€	1,100
Accompanying Person (including double room supplement)	€	400

Additional nights (breakfast included)

Delegate (single room per night)	€	175
Accompanying Person (including double room supplement)	€	200

Important note: *Registration only valid upon receipt of payment – space limited.*

Cancellation: up to July 15 : 25 % refundable
after July 15 : non-refundable
note: the registration fee is NEVER refundable

N.B. Whilst we encourage interested participants to enjoy the whole programme we understand that for practical reasons some may wish to attend only certain parts of the event. Therefore we offer the following as an alternative to FCC members. (see registration form #3)

Registration (per room)

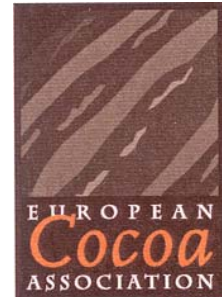
FCC Members	€	100
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Alternative Business Package (Thursday to Saturday)

Delegate (single room), Thursday 12 th September	€	175
Delegate (single room), Friday 13 th September	€	175
Attendance at Friday, Saturday business sessions Including Friday evening event	€	500



**2002 INTERNATIONAL COCOA EVENT
FCC Cocoa Bean and Cocoa Products Contracts
- responding to the new challenges for the
cocoa supply chain**



The merger of the CAL and the FCC and the harmonisation of their respective contracts included a series of meetings between the Contracts and Regulations representatives of the two associations. During this harmonisation process the joint contracts committee identified a number of key areas within the market rules which needed to be addressed post merger.

At the same time as the contract harmonisation was progressing, allegations were made that cocoa production can entail the use of the worst forms of child labour. These allegations and the corresponding demand for labelling of products made from cocoa became crucial challenges for the cocoa and chocolate industry.

The Industry Protocol concluded in October 2001 with a variety of parties for the purpose of eliminating the worst forms of child labour has brought participants in the cocoa supply chain closer together. **The question is - how do we truly place the cocoa world in a better position to deal not only with allegations of bad working practices in relation to labour standards, but also the increasing concerns for food safety and demands for regulation and identity preservation?** Buyers can claim that such a regime of supply chain control is not feasible for cocoa - pointing to lack of infrastructure and systems at origin, the origins can blame buyers for low prices and both sides frequently cite liberalisation as a major contributor to cocoa's problems.

In Strasbourg the FCC will consider the wider issues involved in trying to reform the cocoa supply chain and the impact this may have upon cocoa bean and cocoa product contracts. The child labour issues have simply served to focus minds on a particular aspect of the attributes that make up cocoa beans and products. **The fundamental issues are much deeper and very much go to the strategy of the chocolate industry in both its' perception of cocoa as a commodity on the one hand and on the other as a high quality ingredient** - what is the message that should be conveyed to consumers and producers and also to those that urge the promotion and protection of the interests of farmers?

The progressive outsourcing of bean processing from chocolate manufacturer's own premises to those of the specialist processing industry is critical to our consideration of the challenges facing cocoa. This leads us into the increased pressure on margins that have been exerted upon the cocoa trade and processing industry resulting in what can be seen on one level as efficiency gains and at another the ability and willingness by the industry to work with lower quality cocoas. The extent to which cocoa bean and product specifications of the future need to reflect the emerging new standards will also need to be assessed. How will this bring about a meaningful change in the supply chain? How do we adapt the cocoa contracts to play a part in encouraging production of high quality cocoa and indeed just what is the standard that the end users require?

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We should also note that for many years the chocolate manufacturer's associations have sought changes to the specifications for cocoa bean purchases under the physical cocoa contracts operated by the physical cocoa associations principally: limit on FFA of 1.25% of the fat content of the bean, moisture level on arrival at port of discharge 7.5%, absence of off flavours, bean size distribution, homogeneity of parcels. The response of the physical trade associations on these points has been that because, within origin, the necessary general conditions and quality controls are not in place at the farm and internal supply chain level, special arrangements are always required to be able to commit to a contract containing these more specific quality requirements i.e. the desired quality and contractual conditions can be met through special clauses and not through the standard physical cocoa framework contract. Agreement upon standard methods for determination of cocoa quantity are also vitally important in this debate.

The FCC Contracts and Regulations Committee is already committed to reviewing these issues taking into account the interests of all members and to address the need for comprehensive products contracts sought by ECA and CAOBISCO.

We hope that members will actively participate in the discussions in Strasbourg in the long term interests of cocoa and the cocoa contracts.

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2002 INTERNATIONAL COCOA EVENT
FCC COCOA CONTRACTS CONVENTION



Friday Morning, 13 September 2002

09.00 'Cocoa Contracts for the Future - the Chocolate Industry position'

09.45 'Cocoa Contracts for the Future - the Cocoa Processing position'

10.30 - 11.00 *'Cocoa Break'*

11.00 'Cocoa Contracts for the Future - the Producing Countries position'

11.45 'Cocoa Contracts for the Future - the Trade position'

12.30 'Conclusions followed by lunch'

N.B. The speakers and the format for the FCC Cocoa Contracts Convention will be finalised with participating organisations and associations over the next few weeks.

2002 INTERNATIONAL COCOA EVENT
FCC COCOA CONTRACTS CONVENTION - RESULTS ANALYSIS

Saturday, 14 September 2002

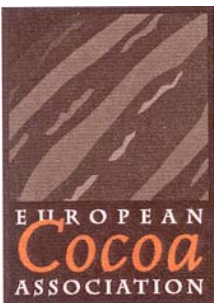
09.00 - 11:30 A review of the results from the first day of the FCC Cocoa Contracts Convention

11:30 Bus departure for Klipfel (full package participants only)

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2002 INTERNATIONAL COCOA EVENT

FULL EVENT - REGISTRATION FORM # 1 (only valid upon receipt of payment) DELEGATE

Surname: First name(s): (for name card)

Title:

Company: VAT:

Address: City/Post Code: Country:

Tel: Fax: E-mail:

Want a smoking/Non smoking room (please select one)

ACCOMPANYING PERSON

Surname: First name(s): (for name card)

English spoken: Yes / No If No: other languages spoken:

REGISTRATION COSTS: Payment by bank transfer to CITIBANK # 953-0517273-38

Registration fee per delegate: € (refer to page 3)

Delegate Package (single room): € 1,100

Accompanying Person Package: € 400 (delete if not applicable)

_____ **I confirm prompt payment in advance**

Total: €

Signature:

Registration Coordination and Payment :

European Cocoa Association, aisbl ("ECA") - Blvd du Souverain 207 box 9 – B-1160 Brussels, Belgium

Tel. +32 2 662 00 06 - Fax +32 2 662 00 08 - E-mail: info@cocoa-eu.com - VAT: BE 472 920 332

Bank Details: Citibank, rue du Pont du Christ 21, B-1300 Wavre, Belgium – Account # 953-0517273-38 - Swift code CTBKBEBX

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2002 INTERNATIONAL COCOA EVENT

REGISTRATION FORM # 2

(EXTRAS AND/OR ADDITIONAL NIGHTS FOR FULL PACKAGE PARTICIPANTS)

DELEGATE

Surname: First name(s): (for name card)

Company: VAT:

Address: City/Post Code: Country:

Tel: Fax: E-mail:

Will participate to the full Event (arrival Friday 13, 1.30 p.m., departure Sunday 15 a.m.: YES / NO

Will attend from(day + date + time) to (day+ date +time)

ACCOMPANYING PERSON

Surname: First name(s): (for name card)

English spoken: Yes / No If No: other languages spoken:

EXTRAS/OVERNIGHTS: Payment by bank transfer to CITIBANK # 953-0517273-38

Hilton (Bed & Breakfast) rate per night: Single: € 175,- Double: € 200,-

Hilton (Bed & Breakfast) per night: € x (# nights) = €

Other extras, specify: €

I confirm prompt payment in advance

Total: €

Signature:

Registration Coordination and Payment:

European Cocoa Association, aisbl ("ECA") - Blvd du Souverain 207 box 9 - B-1160 Brussels, Belgium

Tel. +32 2 662 00 06 - Fax +32 2 662 00 08 - E-mail: info@cocoa-eu.com - VAT: BE 472 920 332

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2002 INTERNATIONAL COCOA EVENT

ALTERNATIVE BUSINESS PACKAGE - REGISTRATION FORM # 3

DELEGATE

Surname: First name(s): (for name card)

Title:

Company: VAT:

Address: City/Post Code: Country:

Tel: Fax: E-mail:

Want a smoking/Non smoking room (please select one)

REGISTRATION COSTS: Payment by bank transfer to CITIBANK # 953-0517273-38

Registration fee per delegate: € (refer to page 3)

Delegate (single room), Thursday 12/09/02 € 175

Delegate (single room), Friday 13/09/02

including attendance to Friday,

Saturday morning business sessions

& Friday evening event € 675

_____ I confirm prompt payment in advance

Total: €

Signature:

Registration Coordination and Payment :

European Cocoa Association, aisbl ("ECA") - Blvd du Souverain 207 box 9 – B-1160 Brussels, Belgium

Tel. +32 2 662 00 06 - Fax +32 2 662 00 08 - E-mail: info@cocoa-eu.com - VAT: BE 472 920 332

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