

SHIPMENT

Sales are made for three monthly shipment period, e.g. October/December, November/January, December/February etc for cocoa beans. Sales are made on UK port basis. Differentials are chargeable on all European and some Asia ports and the company reserves the right to reject declared ports which are not easily accessible. Contracts in such cases are converted to F.O.B. terms to enable buyers arrange shipment. For all contracts in which the Seller book the Freight and the ports of discharge is/are at the Buyer's option, the Buyer must declare his option not later than (15) fifteen day before the First day of the shipment period failing which the option shall be exercised by the seller.

COCOA MARKETING COMPANY (GH.) LTD.

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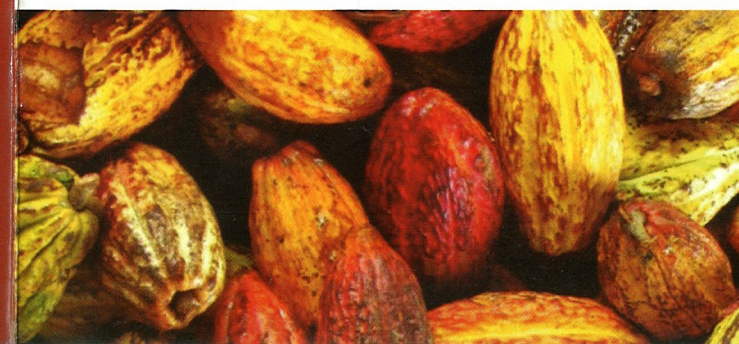
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COCOA MARKETING COMPANY (GH) LTD.



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Cocoa Marketing Company (GH) Ltd. is world's largest single seller and exporter of good fermented Ghana cocoa beans. Our customers are assured of cocoa beyond industry standards.

CMC has offices in Tema, Takoradi and Kumasi that gives up-to-minute information and control over the supply chain. We also operate a global standard logistics and documentation system in cocoa taking-over, cocoa warehousing, shipping and collection of proceeds for Ghana's cocoa. The superior quality specification of our product and technical skill of our staff keep the CMC at the forefront of Marketing in the international area.

To maintain effective contact with buyers overseas, the company has established an office in London to serve essentially as an additional trading channel and medium of marketing information but has no authority to enter into binding contracts.



SALES POLICY

Sales of Ghana cocoa beans are done by a group of traders, who monitor price movements on the International Cocoa Futures Markets in London and New York.

Selling decisions are made on the basis of internal strategy towards obtaining the best achievable prices in the Market. Sales are done directly to firms, registered as buyer of Ghana cocoa beans and delivered directly to designated ports. Our clientele base include international and local cocoa processing companies, chocolate manufactures and trade houses across the globe.

All sales by the Cocoa Marketing Company (GH) Ltd. are made on Cost, Insurance and Freight (C.I.F.) terms without any commission whatsoever. In special circumstances, however, the Company can make sales on such other terms as Cost and Insurance (C&I) and Free On Board (F.O.B) basis.

Registration

Firms wishing to be registered as buyers for Ghana cocoa beans are required to:

1. Apply in writing to Cocoa Marketing Company through the Managing Director.
2. Provide evidence of business registration and business activities.
3. Furnish the Company with the name(s) and address(es) of their bankers to enable it ascertain the firm's financial capability.
4. Provide evidence of their membership of the Federation of Cocoa Commerce Ltd. (F.C.C.) and or

the Cocoa Merchants Association of America, New York, even if they are members of other Cocoa Associations.

Fees

New Application	-	\$1,000.00
Renewal of Buyers Licence	-	\$500.00

Negotiation

Sales by the Cocoa Marketing Company (GH) Ltd. are made by private treaty on the basis of the world market values at the best prices obtainable, and negotiations are governed by normal commercial considerations only, without any kind of discrimination in favour of or against any individual firm or particular company. All sales by the Cocoa Marketing Company (GH) Ltd. are negotiated on a net bases and all bank charges shall comply with terms of the Uniform Rules for collections 522 (1995).

Payment

Sales by the Cocoa Marketing Company (Ghana) Limited are effected on the basis of Cash Against Documents via documentary collection. The Company, however, reserves the right to insist on the establishment of Letters of Credit whenever it deems it necessary.

Contract Quantity

The minimum quantity for a contract of cocoa beans to all the main ports of discharge is 50 metric tones. In certain circumstances, however, the Company could insist on a larger tonnage to ascertain ports of discharge if that would serve as an inducement to Carriers.