



**To:** Amanda Plant - ICE Futures U.S.  
**From:** Jenn Ellek - National Confectioners Association  
**Date:** July 19, 2012  
**Subject:** Release of Second Quarter Cocoa Grindings for 2012

This letter confirms the Second quarter statistics given to the ICE Futures US.

|                                      | In Metric Tons |         | Increase (Decrease) |         |
|--------------------------------------|----------------|---------|---------------------|---------|
|                                      | 2012           | 2011    | Amount              | %       |
| Cocoa Beans Ground                   | 112,768        | 124,970 | (12,202)            | (9.76)  |
| Aggregate Number of Plants Reporting | 17             | 19      | (2)                 | (10.53) |

The Cocoa Grinds Report supplied by The National Confectioners Association has changed. Beginning with the report for the First Quarter 2009, the report will cover grinds for North America, including Canada, Mexico and the USA. In addition, the reports no longer include Liquor and Butter Melted. New reporting companies and plants have been added (see attached).

Quarterly Grindings Report Release Date Schedule for Remainder of 2012:

3rd Quarter 2012      Report release date is 10/18/2012  
 4th Quarter 2012      Report release date is 01/17/2013

Attached is a list of companies who responded to the survey this quarter.



**LIST OF COMPANIES RESPONDING TO SECOND QUARTER OF 2012  
COCOA PRODUCTS USE SURVEY**

ADM Cocoa

Barry Callebaut

The Blommer Chocolate Co.

Cargill Cocoa & Chocolate Co.

ECOM

Ghirardelli Chocolate Co.

Guittard Chocolate Co.

The Hershey Company

Mars Chocolate North America

Nestle Chocolate & Confections

World's Finest Chocolate, Inc.