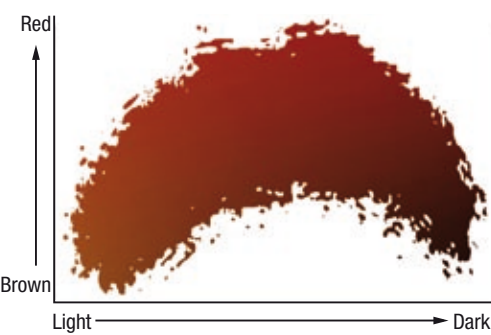


# Our products

	Classics		Specialities				Packaging	
	Low fat content	High fat content	Wettability	Single origin	Customised	Organic	Available in 25kg, 50lb & big bag	Available in 1kg, 5kg and bulk
Gerken's® Holland	X	X	X	-	X	-	X	X
Gerken's® France	X	X	-	-	-	X	X	-
Gerken's® Ivory Coast	X	-	-	X	-	-	X	-
Gerken's® Ghana	X	-	-	X	-	-	X	-
Gerken's® Brazil	X	-	X	X	X	-	X	-



The full colour spectrum of the range of Gerken's® cocoa powder. The Gerken's® range offers our customers a choice of more than 100 types of powder with a large variety in colours for every imaginable application.

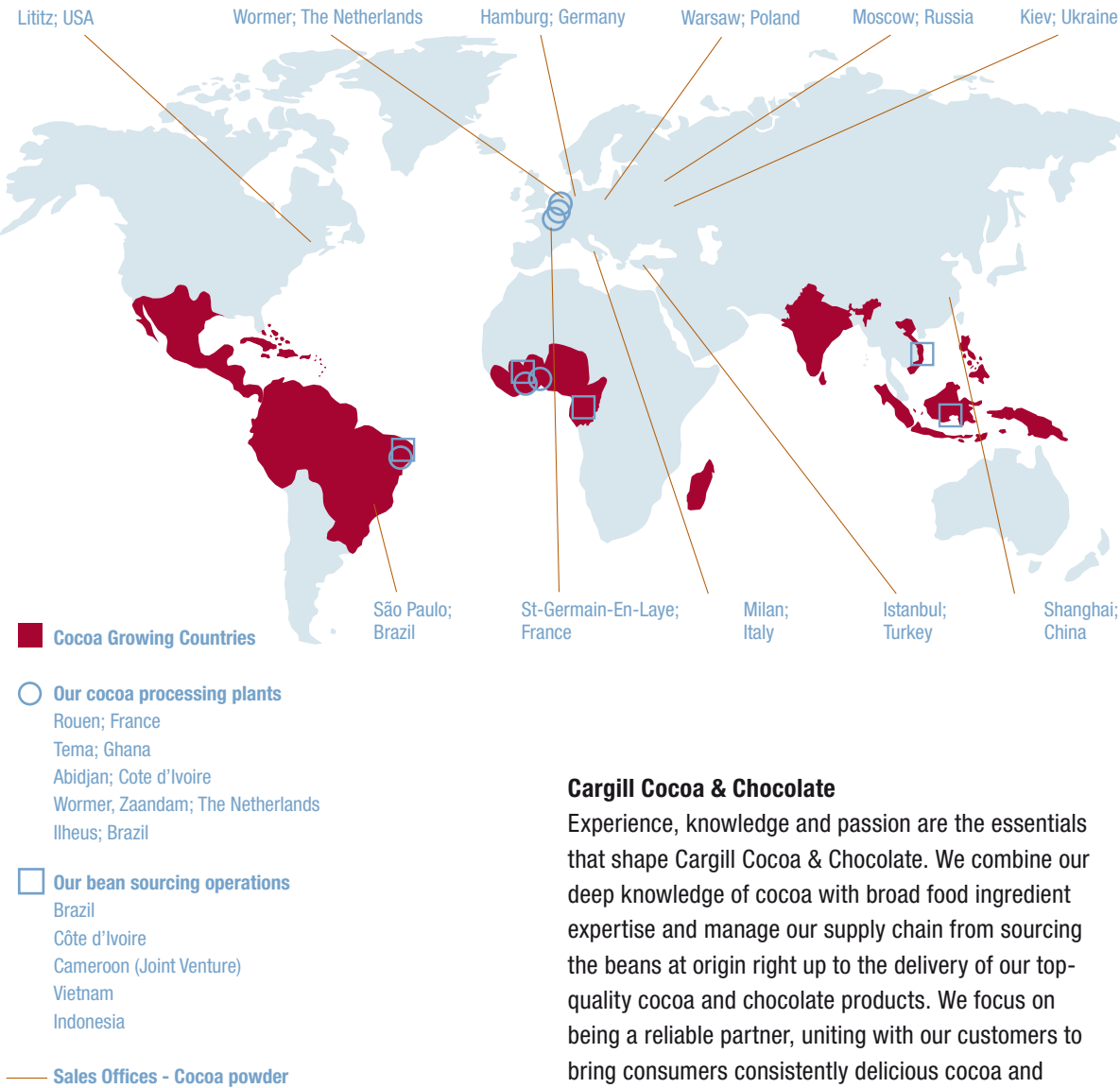
## History

The history of cocoa powder begins in Holland, where, in 1828, chemist Casparus van Houten invented a process to make chocolate drinks smoother and better-tasting by pressing some of the cocoa butter out of cacao beans. The result was the first cocoa powder. Later, Casparus's son Coenraad van Houten discovered that he could neutralize the bitter taste cocoa powder by treating it with alkali, a process that is still known as 'dutching'. These technological innovations were the start of the world of cocoa powder as we know it today.

At Cargill Cocoa & Chocolate, we follow in the footsteps of the early innovators. More than 50 years of experience in processing cocoa beans and producing cocoa powders form the basis of the quality and diversity of our Gerken's® cocoa powder brand.



# Cargill's world-wide locations for cocoa sourcing, processing and sales



## Cargill Cocoa & Chocolate

Experience, knowledge and passion are the essentials that shape Cargill Cocoa & Chocolate. We combine our deep knowledge of cocoa with broad food ingredient expertise and manage our supply chain from sourcing the beans at origin right up to the delivery of our top-quality cocoa and chocolate products. We focus on being a reliable partner, uniting with our customers to bring consumers consistently delicious cocoa and chocolate, today and tomorrow.

## For more information

Please contact your account manager at Cargill Cocoa & Chocolate or e-mail [cocoa\\_chocolate@cargill.com](mailto:cocoa_chocolate@cargill.com).

[www.cargillcocoachocolate.com](http://www.cargillcocoachocolate.com)

# Gerken's® cocoa powder a powerful ingredient

Over 50 years of experience in producing cocoa powder

Cargill Cocoa & Chocolate



*A small ingredient with a distinctive impact in many applications.*





# Cocoa powder: a powerful ingredient

Cocoa powder is used in nearly all food categories and is consumed –and enjoyed– around the world. Its popularity is not surprising. In a recipe a small percentage of cocoa powder has a dramatic effect on the two most important characteristics of food products: colour and flavour. Yet compared to many other flavours, the price

impact of cocoa on consumer products is relatively low. The many types of cocoa powder available on the market allow food manufacturers to distinguish themselves. And last but not least, consumers never get tired of the rich chocolate taste in chocolate milk, desserts, bakery products and other delicious applications.



# Quality from beginning to end

At Cargill Cocoa & Chocolate, we have positioned our cocoa business in the high-quality segment of the market. This implies a high level of excellence in all the individual elements that contribute to quality – from sourcing beans to offering customer services.

- In West Africa, our products’ journey begins at our extensive cocoa sourcing operations deep in the cocoa heartlands, allowing us to secure the highest quality cocoa beans early in the supply chain. We have an unrivalled infrastructure in the growing areas of the main cocoa producing countries. This allows us to select the best beans available.
- Our plants operate under the most rigid quality standards, including:
  - Rigorous sampling procedures to ensure that our

- QA analysis truly reflects the condition of lots produced.
- Intensive third party audit programs with high scores to ensure continuous improvement (AIB, ISO, BRC and more).
- Impressive product protection methods and procedures (prevention of metal, wood, glass and other contamination).
- Where possible closed production systems and professional, intensive cleaning procedures, rodent and pest control programs.
- A high level of customer service, including market information and technical and logistics services.



# Our expertise



Nynke Hopmans  
Food Technologist  
Wormer, The Netherlands

Our cocoa expertise is based on more than 50 years of experience in production, product development and market research. In addition, we at Cargill can draw on our company's broad-based knowledge of agricultural commodities trading and of processing techniques.

We have created the Gerken's® cocoa powder to meet the requirements of all the customers in the markets we operate in. This range offers our customers a choice of more than 100 types for every imaginable application and preference. Whether you prefer to focus on colour or flavour or both, you will find the powder of your choice in our range.

We are always happy to put our technical expertise at the service of our customers. Our technical service specialists know how the different powders will react with other ingredients in your application. Their help can give you new ideas, save time and solve problems. In addition we have an experienced taste panel in place for sensory evaluations.

# Our products

**Gerken's® powders from around the globe:** Each one of our cocoa plants delivers a unique range of products.

**Gerken's® Holland:** Our plant in Wormer produces a full range of high fat (> 20%) and low fat powders (<12%), both natural and alkalisied. Cocos with light brown colours or warm, intense red and dark varieties are available to suit your preference and application. Several powders can be lecithinated for better wettability properties in drink mixes. All powders are well known for their impressive consistency.

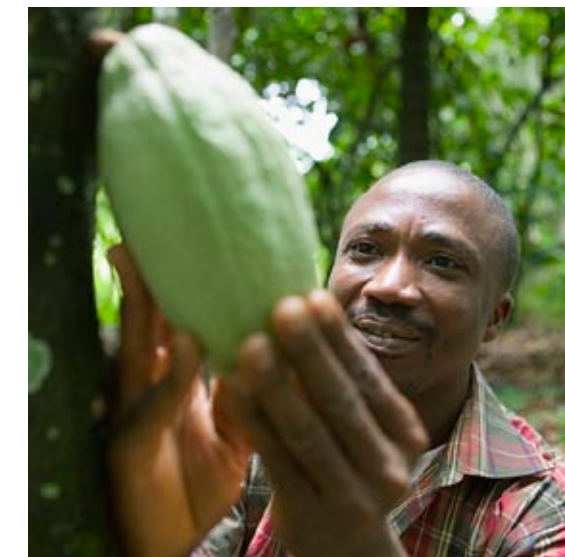
**Gerken's® France:** Our plant in Rouen offers a limited yet interesting line of cocoa powders, both high and low fat. This plant is mainly geared towards serving large users but is also equipped to produce specialities such as organic powders.

**Gerken's® Ivory Coast:** The plant is located near the capital of Abidjan. The powder range is limited and covers 4 to 5 types. Efficiency of production enables us to offer attractive price/quality options. All Côte d'Ivoire powders are single-origin based.

**Gerken's® Ghana:** This brand-new facility is located in Tema, the main port of Ghana. Here, the excellent quality of the Ghanaian beans is coupled with the latest technology in cocoa processing to provide a selection of excellent powders. These varieties are distinguished by their soft and chocolaty flavour profiles.

**Gerken's® Brazil:** Cargill's cocoa plant in Brazil is located in the main cocoa growing area in the state of Bahia. This plant primarily serves the Brazilian and South American markets but also exports to North America and Mexico. Brazil offers a great range of choices with a focus on dark types. It also offers two single-origin powders.

# Specialities



## Single-origin

We can supply several single-origin powders from Ghana, Côte d'Ivoire and Brazil. In our Brazilian range we have 'Amazone', produced from 100% Amazonian beans, and 'Ocean', produced from 100% Bahia beans. Each has a unique flavour profile.

## Organic

Our organic powders enable our customers to back their products with organic claims. The entire production process for both natural and alkalisied cocoa powders is fully certified according to organic standards.

## Customised

For large users we can also customise powders to meet specific requirements.