

Index

- Brazil,
parallel imports, 3.22, 7.63
- Brooke Bond Foods,
coffee bean purchase, 3.45
general background, 2.28, 3.44
market shares, 2.34-2.36, Tables 2.3-2.4, 2.35-2.38,
2.43-2.48, 7.1
packing, 3.46
patents, 3.48
profitability, 4.34-4.58, Tables 4.21-4.38
research and development, 3.47
soluble coffee, varieties, 2.29, 2.42-2.48, Table 2.6
- Co-operative Wholesale Society,
stocking policy, soluble coffee, 6.35-6
- Coffee,
consumer trends, 2.4
production, 2.8, 2.78-2.79, 5.21, Appendix 2.1
soluble (*see* Soluble coffee)
trade, 2.16
varieties, 2.12
- Coffee bean,
prices, 1.5, 2.5, 2.84-2.87, Figures 2.3-2.4, 2.90-2.97,
5.27-5.32, 7.5, 7.41-7.46, 7.81-7.86, Appendix 2.2
producers, 2.81-2.83
purchase,
Brooke Bond Foods, 3.45
GFL, 3.30-3.31
Lyons Tetley, 3.39-3.40
Nestlé, 3.7-3.14, Table 3.1
- Coffee brands (*see* Coffee, varieties)
- Colombia,
parallel imports, 3.21, 7.63
- Competition,
GFL, 6.3-6.20, 7.67-7.68, 7.71
Nestlé, 1.6, 5.3-5.15, 5.19-5.26, 7.63-7.80, 7.87
soluble coffee,
retail market, 2.113, 2.119-2.125, 6.3-6.20, 6.23-6.26,
6.32-6.34, 6.36-6.38, 6.43-6.48, 6.52-6.56, 7.31-7.35,
7.64-7.80
- Consumer trends,
coffee, 2.4, 2.16
drinks, Figure 2.2, 6.21
soluble coffee, 2.2-2.4, 2.6-2.7, 2.11, 2.13-2.15, Tables
2.1-2.2, 2.47-2.48, Tables 2.7-2.8
Nestlé, 2.22, 5.3-5.5
tea, 2.3-2.4, 2.6
- Consumption (*see* Consumer trends)
- CWS (*see* Co-operative Wholesale Society)
- Drinks,
consumer trends, Figure 2.2, 6.21
- Financial position (*see* Profitability)
- Gateway Foodmarkets,
stocking policy, soluble coffee, 6.45-6.46
- General Foods Ltd (*see* GFL)
- GFL,
coffee bean purchase, 3.30-3.31
competition, 6.3-6.20, 7.67-7.68, 7.71
general background, 2.25, 3.23-3.29, Appendix 3.1
market shares, 2.35-2.38, Tables 2.3-2.4, 2.43-2.48, 2.124,
Table 7.1, 7.7, 7.15-7.16
marketing policy, 2.53, 2.56, 2.59-2.61, 6.14-18
- GFL-*contd*
monopoly, 6.2
patents, 3.35
pricing policy, 6.3-6.12, 6.19, 6.34, 7.32, 7.36-7.40, 7.82,
7.84
profitability, 4.18-4.26, Tables 4.10-4.16, 4.39-4.58, Tables
4.25-4.38, 7.15, 7.23, 7.28,
research and development, 3.34
restrictive agreements, 3.36
soluble coffee,
production, 3.32-3.33
varieties, 2.26-2.27, 2.42-2.48, Table 2.6, 2.115-2.116,
7.16
Gold blend,
prices, 2.112, Figure 2.11, Tables 2.5 & 2.11, 7.36-7.38
- Green beans (*see* Coffee bean)
- Gross retail margins (*see* Retail margins)
- ICA (*see* International Coffee Agreement)
- Importers,
soluble coffee, 2.31, 2.118
- Imports (parallel), 7.63
from Brazil, 3.22
from Colombia, 3.21
- Instant coffee (*see* Soluble coffee)
- International Coffee Agreement, 2.82-2.85, 3.12, 5.32
- Kenco, prices, 2.112, Figure 2.11, Tables 2.5 & 2.11,
7.36-7.38
- Lyons Tetley,
coffee purchase, 3.39-3.40
general background, 2.30, 3.37-3.38
market shares, 2.35-2.38, Tables 2.3-2.4, 2.43-2.46, 7.18,
Table 7.1
patents, 3.43
profitability, Tables 4.17-4.20 & 4.25-4.38, 4.39-4.58,
7.18-7.19, 7.23,
research and development, 3.42
soluble coffee,
production, 3.41
varieties, 2.42, Table 2.6
- Market research,
soluble coffee, 2.63-2.64, Table 2.10
- Market shares, 2.35-2.38, Tables 2.1-2.4, 2.43-2.48, 7.1
Brooke Bond, 2.34-2.36
GFL, 2.124, 7.7, 7.15-7.16
Lyons Tetley, 7.7, 7.18
Nestlé, 1.1, 2.124, 7.6-7.8
- Marketing, 2.49-2.62, Table 2.9, 2.119-2.125, 5.19, 6.21,
7.50, 7.77,
- Marketing policy,
GFL, 2.53, 2.56, 2.59-2.61, 6.6-6.9, 6.14-6.18
Nestlé, 2.24, 2.52, 2.55, 2.59-2.60, 2.62, 5.3-5.14,
5.27-5.32, 7.35
- Maxwell House,
prices, Tables 2.5 & 2.11-2.12, 2.106-2.107, 2.109, 2.111,
Figures 2.9(a) & 2.10, 7.36-7.40,
- Ministry of Agriculture Fisheries and Food, 6.63-6.64
- Monopolies and Mergers Commission,
reference, 1.1, Appendix 1.1
- Monopoly,
GFL, 6.2
Nestlé, 5.1-5.44, 7.3, 7.88-7.89

(References are to paragraph numbers, not page numbers)

- Nescafé,
 Gold Blend (*see* Gold Blend)
 prices 2.5, Figure 2.1, Table 2.5 & 2.11-2.12, 2.90-2.100,
 Figures 2.5-2.9(a), 2.106-2.112, Figures 2.10-2.11,
 7.32-7.33, 7.36-7.40, 7.46,
- Nestlé,
 coffee bean purchase, 3.7-3.14, Table 3.1
 competition, 1.6, 5.3-5.15, 5.19-5.26, 7.63-7.80, 7.87
 general background, 2.21, 3.1-3.14
 market research, 2.63-2.64
 market shares, 1.1, 2.124, 7.6-7.8
 marketing policy, 2.24, 2.52, 2.55, 2.59-2.60, 2.62,
 5.3-5.14,
 5.27-5.32, 7.35
 monopoly, 5.1-5.44, 7.3, 7.88-7.89
 patents, 3.19
 pricing policy, 2.94, 2.100-2.102, 2.113, 5.6-5.10,
 5.27-5.32,
 5.34, 5.39-5.44, 6.19, 6.34, 7.32-7.33, 7.36-7.46,
 7.81-7.86
 profitability, 1.2, 1.4, 2.98, 4.1-4.17, Tables 4.1-4.9,
 4.39-4.71, Tables 4.25-4.38, 5.15-5.18, 7.22, 7.24-7.27,
 7.53-7.62, 7.78-7.80,
 research and development, 3.17-3.18
 restrictive agreements, 3.20
 soluble coffee,
 consumer trends, 2.22, 2.47-2.48, Tables 2.7-2.8, 5.3-5.5
 production, 2.8, 2.117, 3.15-3.16
 varieties, 2.23, 2.42-2.48, Table 2.6, 7.14
- Packing,
 Brooke Bond Foods, 3.46
 Parallel imports, 7.63
 from Brazil, 3.22
 from Colombia, 3.21
- Patents,
 Brooke Bond Foods, 3.48
 GFL, 3.35
 Lyons Tetley, 3.43
 Nestlé, 3.19
- Performance (*see* Profitability)
- Preparation,
 coffee (*see* Production, coffee)
 soluble coffee (*see* Production, soluble coffee)
- Prices,
 coffee bean, 1.5, 2.5, 2.84-2.87, Figures 2.3-2.4, 2.90-2.97,
 5.27-5.32, 7.5, 7.41-7.46, 7.81-7.86, Appendix 2.2
 Maxwell House, 2.106-2.107, 2.109, 2.111, Figure 2.9(a)
 Nescafé, 2.5, Figure 2.1, 2.90-2.100, 2.106-2.112, Figures
 2.5-2.9(a), 7.32-7.33, 7.46,
 Red Mountain, 2.106-2.107, 2.110, Figure 2.9(b)
 soluble coffee, Table 2.5, 2.66-2.69, 2.90-2.114, Figures
 2.10-2.11, Tables 2.11-2.12, 7.36-7.40, Appendix 2.2
- Pricing policy,
 soluble coffee, 2.65, 2.74-2.77, 2.101-2.105, 2.113-2.114,
 5.34, 5.39-5.44, 6.19, 6.34, 7.32-7.33, 7.36-7.46,
 7.81-7.86
 GFL, 6.3-6.12
 Nestlé, 2.94, 2.100-2.102, 5.6-5.10, 5.27-5.32
- Producers,
 coffee bean, 2.81-2.83
- Production,
 coffee, 2.78-2.79, 5.21
 soluble coffee, 2.8-2.10, 2.80, 2.88, 2.117, 6.15-6.16, 6.22,
 7.48, Appendix 2.1
 GFL, 3.32-3.33
 Lyons Tetley, 3.41
 Nestlé, 2.8, 3.15-3.16
- Profitability, 4.39-4.71, Tables 4.25-4.38
 Brooke Bond Foods, 4.34-4.38, Tables 4.21-4.24
 GFL, 4.18-4.26, Tables 4.10-4.16, 7.15, 7.23, 7.28
 Lyons Tetley, 4.27-4.33, Tables 4.17-4.20, 7.18-7.19, 7.23
 Nestlé, 1.2, 1.4, 2.98, 4.1-4.17, Tables 4.1-4.9, 5.15-5.18,
 7.22, 7.24-7.27, 7.53-7.62, 7.78-7.80
- Red Mountain,
 prices, Tables 2.5 & 2.11, 2.106-2.107, 2.110, 2.112,
 Figures 2.9(b), 2.10, & 2.11
- Research and development,
 Brooke Bond, 3.47
 GFL, 3.34
 Lyons Tetley, 3.42
 Nestlé, 3.17-3.18
- Restrictive agreements,
 GFL, 3.36
 Nestlé, 3.20
- Retail margins,
 soluble coffee, 2.70-2.73, 2.95, Figure 2.7, 2.97, 5.24, 6.18,
 6.36-6.37, 7.73-7.75
- Retail market,
 soluble coffee, 1.3, 2.1, 2.17-2.20
 competition, 2.113, 2.119-2.125, 5.19-5.26, 6.23-6.26,
 6.32-6.34, 6.36-6.38, 6.43-6.48, 6.52-6.56, 7.31-7.35,
 7.64-7.80
- Sainsbury,
 stocking policy, soluble coffee, 6.42
- Sol Tenco (*see* Lyons Tetley)
- Soluble coffee,
 consumer trends, 2.2-2.4, 2.6-2.7, 2.11, 2.13-2.15,
 2.47-2.48
 Nestlé, 2.22, 5.3-5.5
 importers, 2.31, 2.118
 market research, 2.63-2.64, Table 2.10
 market shares, Tables 2.1-2.4, 2.35-2.38, 2.43-2.48,
 7.6-7.8, Table 7.1
 marketing, 2.49-2.62, Table 2.9, 2.119-2.125, 5.19, 6.21,
 7.50
 monopoly, 5.1-5.44
 prices, 2.5, 2.40, Table 2.5, 2.66-2.69, Table 2.11,
 2.90-2.114, 7.36-7.38, Appendix 2.2
 pricing policy, 2.65, 2.74-2.77, 2.94, 2.101-2.105,
 2.113-2.114, 5.6-5.10, 5.27-5.32, 5.34, 5.39-5.44,
 6.3-6.12,
 6.19, 6.34, 7.32-7.33, 7.36-7.46, 7.81-7.86
 GFL, 6.3-6.12, 6.19, 6.34, 7.32, 7.36-7.40, 7.82, 7.84
 Nestlé, 2.94, 2.100-2.102, 2.113, 5.6-5.10, 5.27-5.32,
 5.34, 5.39-5.44, 6.19, 6.34, 7.32-7.33, 7.36-7.46,
 7.81-7.86
 production, 2.8-2.10, 2.80, 2.88, 2.117, 6.15-6.16, 6.22,
 7.48, Appendix 2.1
 GFL, 3.32-3.33
 Lyons Tetley, 3.41
 Nestlé, 2.8, 3.15-3.16
- retail margins, 2.70-2.73, 2.95, Figure 2.7, 2.97, 5.24, 6.18,
 6.36-6.37, 7.73-7.75
- retail market, 1.3, 2.1, 2.17-2.20
 competition, 1.6, 2.113, 2.119-2.125, 5.3-5.15, 5.19-5.26,
 6.3-6.20, 6.23-6.26, 6.32-6.34, 6.36-6.38, 6.43-6.48,
 6.52-6.56, 7.31-7.35, 7.64-7.80
 policy, 2.32-2.33
 stocking policy, 6.50
 Co-operative Wholesale Society, 6.35-6.36
 Gateway Foodmarkets, 6.45-6.46
 Sainsbury, 6.42
 varieties, 2.42-2.48, Table 2.6, 2.115-2.116
 Brooke Bond Foods, 2.29
 GFL, 2.26-2.27, 7.16
 Nestlé, 2.23, 7.14
- Soluble coffee brands (*see* Soluble coffee, varieties)
- Stocking policy,
 soluble coffee, 6.50
 Co-operative Wholesale Society, 6.35-6.36
 Gateway Foodmarkets, 6.45-6.46
 Sainsbury, 6.42
- Tea,
 consumer trends, 2.3-2.4, 2.6
 prices, 2.5
- Trade,
 coffee, 2.16
- Trade Unions, 6.58-6.61