

Glossary

Barry	Barry SA, the holding company for the Barry group; or the Barry group itself, depending on the context.
Barry UK	Cacao Barry (UK) Limited, Barry's UK subsidiary.
BCCCA	Biscuit, Cake, Chocolate and Confectionery Alliance.
Callebaut	Callebaut AG, or the group of companies which it owns as a whole, depending on the context.
Chocolate crumb	A dried mixture of sugar, milk powder and cocoa liquor commonly used in the manufacture of UK milk chocolate.
Cocoa butter	One of the products produced by pressing cocoa liquor .
Cocoa liquor	The product produced by the roasting and grinding of cocoa beans.
Cocoa mass	An alternative name for cocoa liquor .
Cocoa paste	An alternative name for cocoa liquor .
Cocoa powder	One of the products produced by pressing cocoa liquor .
Compound	Chocolate substitute which contains a higher level of non-cocoa fats (such as palm kernel oil) and a lower level of cocoa butter than is required by the EC Directive for products sold as chocolate.
Couverture	In this report, 'couverture' is used to describe industrial chocolate. This includes couverture chocolate as defined in the EC Directive and also related products fulfilling similar functions in the food manufacturing industry. It does not include any intermediate product or finished product, but encompasses the basic material from which bars, tablets and other finished chocolate products are made and also the chocolate or chocolate-type material which is used in the manufacture of confectionery, biscuits, ice-cream and cakes. It includes fillings for confectionery derived from chocolate or chocolate-type products, white chocolate in the sense of the material from which finished products are made, and compound . It is supplied in liquid, solid or chip form.
Dual sourcing	The practice of obtaining supplies of a particular product group from two suppliers at the same time.
EC Directive	Council directive 73/241/EEC (OJ No L228, 16.8.73, p23) on the approximation of the laws of the member states relating to cocoa and chocolate products intended for human consumption. It requires products sold as 'chocolate' to contain specified minima of cocoa butter and of dry non-fat cocoa solids. Similarly, it requires 'couverture chocolate' to contain specified minima of these substances.
Industrial chocolate	Another term for couverture .
Intermediate products	Cocoa liquor, cocoa butter and cocoa powder.
KJJH	Klaus J Jacobs Holding AG, the parent company of Callebaut .

Open market	The market in which producers and users of couverture are independent of each other, that is not vertically integrated.
Producer-users	Producers of couverture which use their own output of couverture to make finished products (that is, vertically integrated producers).
SALC	S&A Lesme-Callebaut Limited, Callebaut's UK operating subsidiary.
Semi-finished products	Another term for intermediate products .
SCIA	Société Centrale d'Investissements et Associés, the parent company of Barry SA .
White chocolate	A product consisting of cocoa butter , sugar, milk and flavourings (that is, without cocoa liquor or cocoa powder).