



Cocoa

BAKING AND CEREALS

BEVERAGES

CONFECTIONERY

DAIRY

SAUCES



ADM Cocoa offers a comprehensive range of chocolate and cocoa products through its Ambrosia®, DE ZAAAN® and Merckens® brands. **RESOURCEFUL BY NATURE™**

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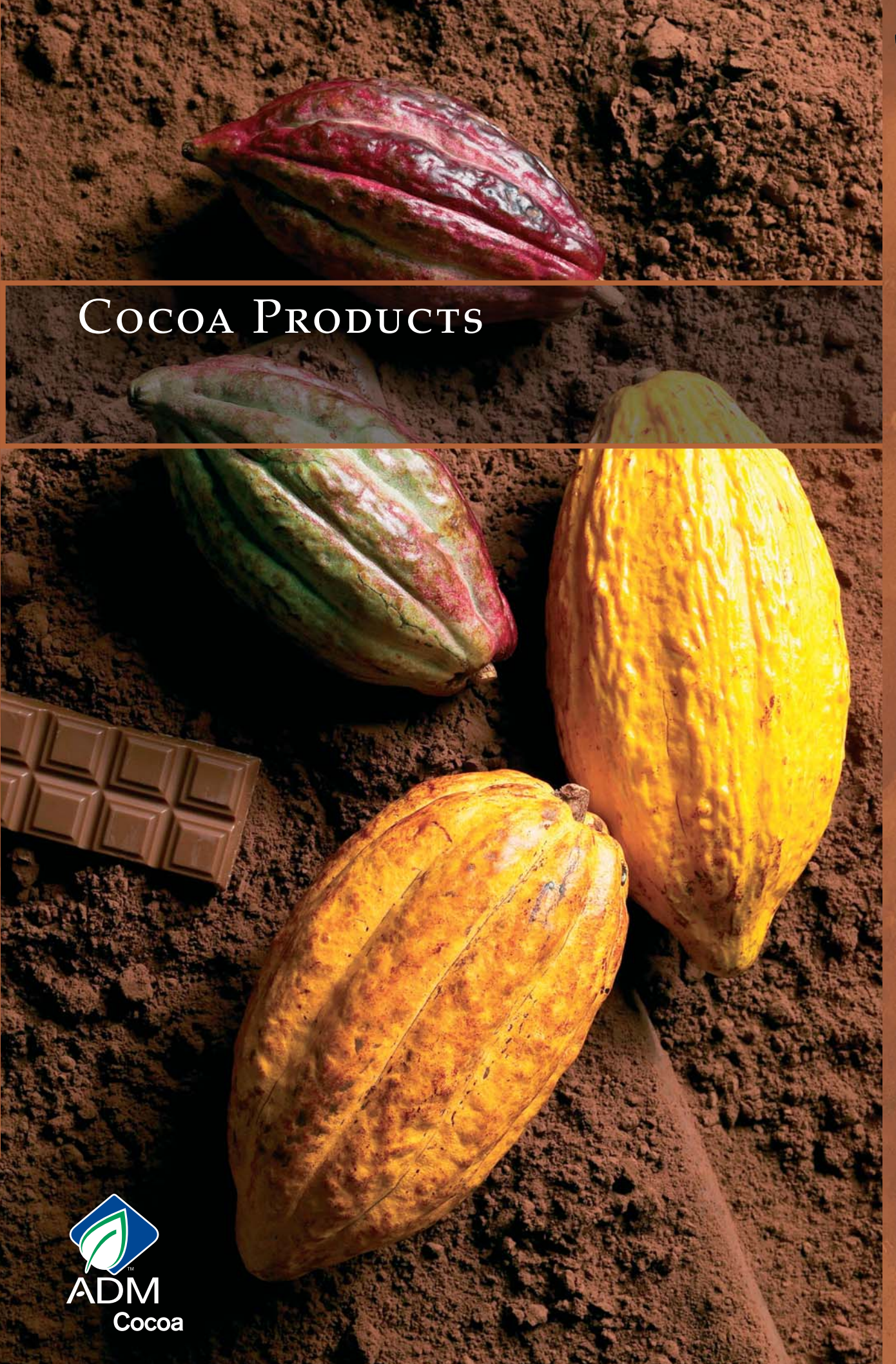
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# THINKING OF COCOA?

## THINK DE ZAAN®

Think about cocoa and chocolate. During the time of the Aztecs, it was thought of as the food of the gods. Today, ever-increasing numbers of consumers are deriving pleasure from eating or drinking cocoa products. That delicious and satisfying experience is dependent almost entirely on one vital ingredient – cocoa. Cocoa's extraordinarily complex flavour profile, comprising more than 400 components, blended with its unique mouthfeel, create an unequalled feeling of indulgence.

It takes an experienced and dedicated supplier to gather cocoa from around the world, process it with care to bring out a wide range of flavours and colours, and then deliver it with quality and service guaranteed. ADM Cocoa is such a supplier.

Formed in 1997, ADM Cocoa has integrated and implemented the technologies and expertise from fifteen cocoa and industrial chocolate operations in eight countries. Part of the world-leading Archer Daniels Midland Company, ADM Cocoa benefits fully from the acknowledged operational and organisational excellence of its parent company.

ADM Cocoa's global expertise together with manufacturing and marketing know-how is founded on more than 100 years' experience.

The heritage of the DE ZAAN brand is alive and strong, at ADM Cocoa.

If you are not already one of the many thousands around the world enjoying these benefits, then we invite you to start working with us now.

## DELIVERING THE BEST SOLUTIONS

The cocoa story begins in the countries growing cocoa beans. ADM's local presence, knowledge and experience assist the procurement of optimum bean characteristics which, under careful quality control, are transported to ADM's own plants in Africa, Europe, the Americas and Asia for processing into cocoa powder, liquor and butter.

For our customers, this means the widest choice of quality cocoa powders, the finest selection of cocoa liquors and the purest prime pressed cocoa butters – delivered to a consistent quality anywhere in the world.



Through the knowledge and imagination of our Product Support and Development (PSD) teams, the diverse demands of new product concepts are matched with the right ingredient solution. These are often very complex formulation problems, but our PSD groups have the breadth of understanding and experience to solve even the most demanding challenges, sometimes with the help of other ADM ingredients as well.

Through its support of the World Cocoa Foundation, the European Cocoa Association, the US Chocolate Manufacturers Association and other programmes, ADM is actively involved in long-term efforts to ensure that cocoa is grown responsibly and sustainably. Such efforts include research into environmentally sound crop management practices, plant breeding work to develop disease-resistant varieties and farmer field schools to transfer the latest know-how into the hands of millions of cocoa farmers around the world.

Starting from the cocoa growers through to the world's top food and beverage manufacturers, ADM Cocoa is committed to delivering the best in product quality and service at every stage.





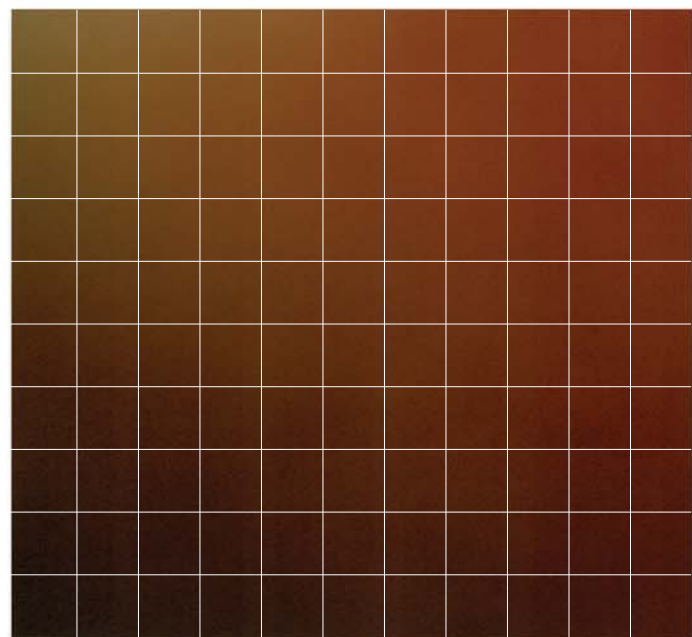
## SEE THE DIFFERENCE



**Cocoa powder** is a unique food ingredient – with no substitute. The flavour, texture and mouthfeel of the finished product are all influenced by it. Its colour is important, because it prompts certain taste and other sensory perceptions. DE ZAAAN cocoa powders are available in a variety of colour shades, from vibrant reds to very dark browns and even black, with different taste profiles and intensities.

Our expertise in processing and blending enables us to fine-tune powders to achieve precisely the colour required. The colour matrix to the left provides an indication of some of the cocoa powder colours available. The schematic diagram includes only cocoa powders with fat contents of between 10% and 12%, and is based on the powder colours in their dry form. The horizontal axis depicts the colour changes from brown to red, whereas the vertical axis represents the lightness or colour intensity.

It is impossible in printed form to reproduce the true-to-nature brilliance of the DE ZAAAN powders; the colour range in this matrix is only indicative. You are invited to contact us and discuss your specific needs.



## INGREDIENTS OF QUALITY

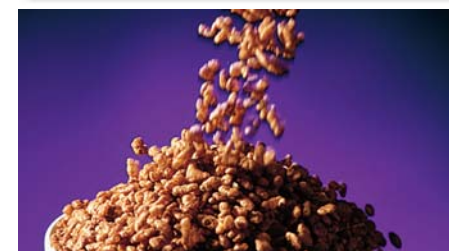
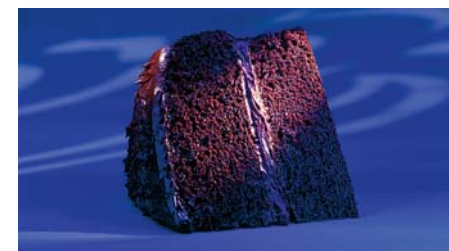
Our wide range of DE ZAAAN **cocoa liquors**, regarded by many today as the industry standard, enables you to develop chocolate and premium-brand confectionery to satisfy even the most sophisticated chocolate lovers. Making full use of different bean blends, roasting intensities, colour shades, fineness, pre-conching treatments and flavour profiles, our skilled technicians can tailor-make liquors to meet your specific requirements.

Finally, our prime pressed **cocoa butters** bring a significant benefit to chocolate manufacturers through improved flavour release, mouthfeel, solidification, mould contraction, hardness and snap.

Here are just some of the numerous applications for cocoa products:

- Baked goods
- Beverages
- Cake mixes
- Cereals
- Chocolate
- Compound coatings
- Dairy products
- Desserts
- Fillings
- Frostings
- Ice cream
- Icings
- Instant drinks
- Sauces
- Sprinkles
- Syrups
- Toppings

The interchangeability of cocoa products from our plants in the Netherlands (Koog aan de Zaan and Wormer) and the UK (Hull), along with other plants around the world, and the support of our sophisticated logistics systems, have established ADM Cocoa as a proven and reliable supplier.





# THE COCOA PRODUCTION PROCESS

The flow chart opposite illustrates the various steps in ADM Cocoa's vertically-integrated production process – from cocoa beans to liquor, butter and powder. The system, used by our global network of plants, is in compliance with the US FDA Good Manufacturing Practice. In our press operations, there is also an organisation-wide Total Quality Management (TQM) programme based on ISO 9001:2000.

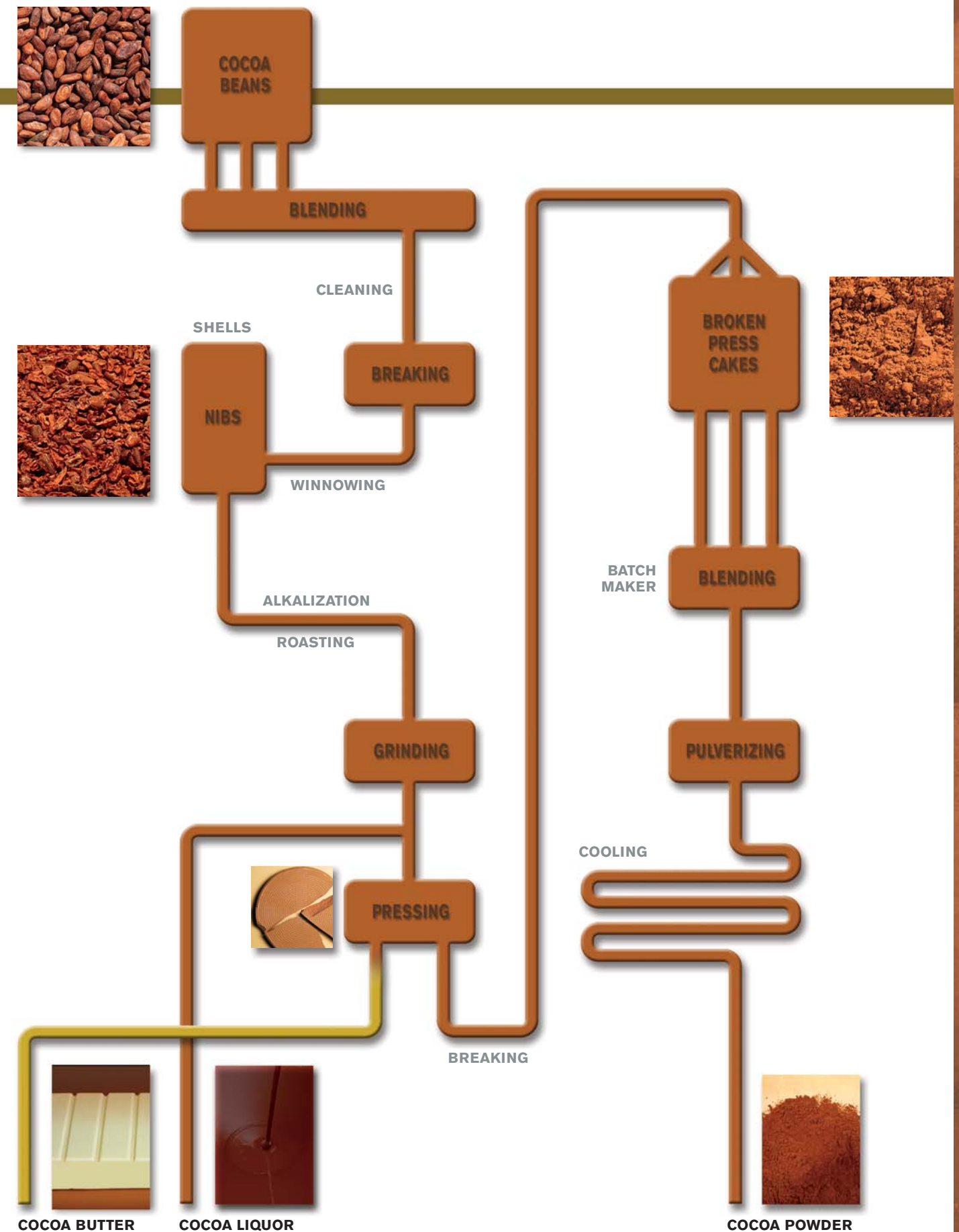
ADM Cocoa has unrivalled knowledge of the characteristics of diverse bean types available from around the world and expertise in processing techniques and equipment. All these factors enable us to understand and control the key manufacturing parameters.

Processing cocoa in a continuous, uninterrupted flow, starting from a carefully selected bean mix with known characteristics allows ADM Cocoa to monitor critical control points during the process. As a consequence, compliance with the tightest specifications can be attained.

The key features of flavour and colour are largely developed and enhanced during the roasting and processing of the broken cocoa kernel, the nib. After roasting, the nib is ground into a liquid mass, called cocoa liquor.

Some of the cocoa liquor is pressed into cocoa cake and cocoa butter. Natural to fully deodorized butters are available, in liquid form and in cartons. By blending and subsequently grinding the cake, cocoa powders with tightly-controlled colour, flavour, fat content and pH are obtained.

After production, great care is taken to ensure that packaging, storage conditions and transportation protect product integrity right through to our customers' facilities.



DE ZAAK® is a registered Trade Mark of Archer Daniels Midland Company.

The use of the words "cocoa powder" as a general indication of a product category in this brochure does not imply that this is a legally-required designation.

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