



Information

ITC Publication on Coffee

The International Trade Centre released the publication, *Coffee: An exporter's guide*, in late 2002. It is a completely updated version of one of ITC's most popular publications. The new guide provides clear, concise practical information, of use to a wide range of readers in all sectors of the coffee industry.

The 330-page guide emphasizes trade practices of relevance to exporters in coffee-producing countries, but the contents are also of interest to many others, including coffee producers, coffee authorities, importers, commercial banks, customs authorities and shipping companies. The guide reviews the international coffee standard contracts (Europe and United States) currently in use and provides detailed information on contract execution, logistics, insurance, dispute resolution, futures markets, risk management and hedging, trade financing and collateral management issues. It extensively covers coffee quality with special emphasis on quality control and related issues.

The guide contains statistics and comments on the trade in coffee for both producing and consuming countries. It also covers new trends in the coffee trade: electronic commerce, niche markets, organic and fair trade labeling, codes of conduct and environmental issues. The guide comes with a bookmark listing useful web site addresses for the coffee sector.

Almost one hundred organizations, companies and individuals assisted with the preparation of the guide in the form of text, data and illustrations. Key authors are:

- **Jan van Hilten**, former Chairman of the Mild Coffee Trade Association of Eastern Africa;
- **Paul J. Fisher**, Chairman of the GCA (Green Coffee Association) Contracts Development Committee;
- **Mick Wheeler**, former Chairman of the Specialty Coffee Association of Europe and Overseas Representative of Papua New Guinea Coffee Industry Corporation; and
- **Morten Scholer**, Senior Market Development Adviser for coffee and cocoa at ITC.

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The price is US\$ 70, plus US\$ 10 for shipping and handling. The guide is free of charge in limited numbers to institutions and firms in developing countries and economies in transition. For a larger number of guides, customers in developing countries and transition economies can buy the guide at a price of US\$ 28, plus US\$ 10 for shipping and handling.

The publication can be ordered:

Online with credit card from: <http://www.intracen.org/eshop>

By mail:

For Europe: UN Publications Sales Section, Palais des Nations, CH 1211, Geneva 10, Switzerland.

E-mail: unpubli@unog.ch

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About ITC

The International Trade Centre is the technical cooperation agency of the United Nations Conference on Trade and Development (UNCTAD) and the World Trade Organization (WTO) for operational and enterprise-oriented aspects of international trade development. As the United Nations focal point for technical cooperation in trade promotion, ITC works with developing countries and economies in transition to set up effective trade promotion programmes to expand their exports and improve their import operations.

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