



**Survey on conversion factors
for roasted, decaffeinated,
liquid and soluble coffee**

The Executive Director presents his compliments and wishes to request Members and observers, as well as members of the Private Sector Consultative Board (PSCB), to provide their expert opinion on conversion factors used by the Secretariat to transform coffee data into green bean equivalent.

Article 2 of the 2007 Agreement (Definitions) provides that the Council shall, at intervals of three years, review the conversion factors for roasted, decaffeinated, liquid and soluble coffee. The last review took place in March 2016, in consultation with the PSCB, as described in document [SC-91/19](#).

The Statistics Committee at its 16th meeting in March 2019 requested the Secretariat to conduct a survey to collect information on current conversion factors and to present its conclusions at the next Statistics Committee meeting in September 2019.

To this end, the Executive Director requests your participation in the survey on conversion factors contained in the attached Annex. Responses should preferably be submitted online via <https://www.surveymonkey.co.uk/r/ed-2306e-survey-conversion-factors> or in writing to the Executive Director at stats@ico.org.

Members and observers are also requested to disseminate the survey to the private sector coffee industry representatives within their country. The deadline for responses is **31 July 2019**. The results of the survey will be anonymized and presented to the Statistics Committee at its meeting in September 2019.



Survey to the Private Sector

Conversion Factors for Roasted, Decaffeinated, Liquid and Soluble Coffee

The Executive Director presents his compliments and wishes to request Members and observers, as well as members of the Private Sector Consultative Board (PSCB), to provide their expert opinion on conversion factors used by the Secretariat to transform coffee data into green bean equivalent.

The deadline for responses is **31 July 2019**.

CONFIDENTIALITY

In order to ensure the validity of the survey results, submissions will only be accepted if the respondent can be identified. Information provided will be used to bring the ICO's conversion factors in line with the latest technological progress in coffee processing. The collected data will not be used in a manner that will allow identification of individual responses. Any contact details submitted in this survey will remain confidential, and only anonymised data will be published or presented.

Please provide the following information:

- Name of the responder
- Responder's role in the company/organization
- Company/Organization name
- Country
- Address
- Contact name, if different from responder
- Email
- Phone

If you are responding on behalf of a Member country or an association/body, please skip to question 5.

1. What segment of the coffee value chain does your company represent?
 Roaster
 Soluble coffee manufacturer
 Manufacturer of coffee processing equipment
 Other, please specify
2. On average, how many tons of coffee does your company process in a year?
3. What is the average age in years of your coffee processing equipment?
4. Please list all countries where your company operates.
5. Please enter your recommended conversion factors to convert the listed forms of coffee to green bean equivalent.

Form of Coffee	Current Conversion Factor	Recommended conversion factor
<i>Roasted coffee</i> , meaning green coffee roasted to any degree and including ground coffee	multiply the net weight of roasted coffee by 1.19	
<i>Decaffeinated coffee</i> meaning green, roasted or soluble coffee from which caffeine has been extracted	multiply the net weight of the green decaffeinated coffee by 1.05	
<i>Liquid coffee</i> meaning the water-soluble solids derived from roasted coffee and put into liquid form (such as ready-to-drink coffees). The Secretariat assumes that the dried weight is 10% of the liquid weight.	multiply the net weight of the dried coffee solids contained in the liquid coffee by 2.6	
<i>Soluble coffee</i> meaning the dried water-soluble solids derived from roasted coffee	multiply the net weight of the soluble coffee by 2.6	

6. For most countries, the Secretariat assumes that the net weight of dried coffee solids in liquid coffees is 10%. Is this assumption in line with your observations?
 If not, please provide an alternative rate.

7. For most countries, the Secretariat assumes that the net weight of dried coffee solids in coffee preparations (such as 3-in-1 coffees) is 10%. Is this assumption in line with your observations?
If not, please provide an alternative rate.
8. For the purposes of the records held in the Organization's statistical database, would you recommend applying the rates supplied above retroactively?
If yes, from what year?
9. Please use the space below to provide any additional information about coffee conversion factors not captured by the previous questions.