



International Coffee Organization

Overview of electronic commerce and coffee

by Pablo Dubois, Head of Operations

Workshop on E-commerce and Coffee
London, 2 October 2001



Main Internet areas

- **Communications**
- **Electronic trading**
 - **Retail (B2C) + (C2B)**
 - **Trading (B2B)**
- **Information services**
- **Cybercafés**



Communications

- **Low cost**
- **High quality print**
- **Machine manipulable**
- **Multiple addresses**
- **Zipping/PDF**



Electronic trading

Principles of e-commerce

- Technical knowledge available at low cost
- Early days
- Low labour cost countries have potential advantage
- Advice site: www.success-at-e-business.com
- E-trade and conventional trade: a member not a restructure



Retailing

Business to Consumer (B2C)

- Keep content dynamic
- Credit card number is secure
- Online chat



Trading

Business to Business (B2B)

- Reduction of costs (75% saving in transaction costs claimed)
- Balance between buyers and sellers
- Cut time-tables
- Information (Physical markets opaque)
- Full transaction audit





Thanksgiving Coffee e-store

Search:

[CUSTOMER SERVICES](#) [CONTACT](#) [Thanksgiving Coffee site](#) [Song Bird site](#)

[Home](#)

Other Selections

[Complete Catalog](#)

[Assistance](#)

[Song Bird](#)

[Fair Trade](#)

[Organic](#)

[Decaf](#)

[Stuff & Gifts](#)

[Teas](#)



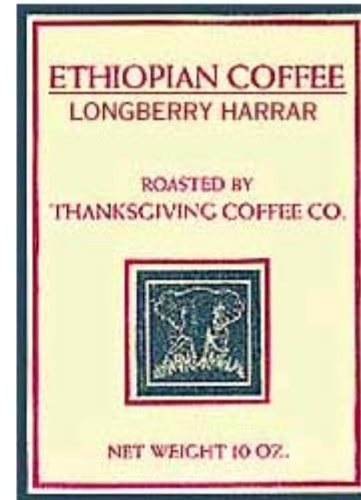
Ethiopian Longberry Harrar

Copper's Award winner from Coffee Review !

Named for its long pointed beans, Longberry Harrar is considered to be the best coffee grown in Ethiopia.

It has a soft and slightly wild flavor. Full bodied, with a fine acidity.

Light/medium roast.



\$11.50 — 10 oz.

To order this product, please —

Select your grind:

Then click Order:



Variations in coffee platform

- **Auctions**
- **Trading boards**
- **Negotiating mechanisms**
- **Preferred companies (chicken or egg) - propose preferred categories**
- **Ancillary services integration**
 - **Freight**
 - **insurance**



- **Comdaq** (www.comdaq.net)
Commodity dealers automated quotation network
- **Inter Commercial** (www.intercommercial.com)
Internet centre for the global green coffee trade
- **Commodities One** (www.commoditiesOne.com)
A comprehensive commodities supply chain management service
- ***Bolero.net*** (www.bolero.net)
A wide-scope Internet trading platform



HOME

Active Sites

COFFEE

SUGAR

COCOA

NEW FIBRES & YARNS

Internal Markets

COMDAQ INDIA SUGAR

New Releases

GRAINS

MEALS & SOFT SEEDS

SOYA

RICE

PRECIOUS METALS

PLATINUM GROUP
METALS

Comdaq

PEOPLE@COMDAQ

NEW PRESS COMMENT

CONTACT US

JOBS@COMDAQ

Comdaq.net, the Commodity Dealers Automated Quotations Network is the Internet based Exchange for trading in commodities. Plans are developing fast to extend the coverage of the exchange and interested parties are encouraged to bookmark this page in order to keep up with developments.



Comdaq Fibres and Yarns

has launched the polyester filament yarn site and invites traders to register and commence trading. The polyester yarn exchange is the first of a series of 'live' trading exchanges allowing full on-line negotiation of domestic and international orders in polyester, nylon, spun and elastane yarns for the textile industry. Your company is invited to become a pioneer in the online trading of polyester yarn. You can negotiate and confirm orders with your preferred suppliers and customers on our neutral, confidential and secure trading platform.



Internet Explorer 5 The site is best viewed through Internet Explorer 5. Earlier versions are likely to have problems because the viewer does not support the code we use.

Comdaq.net, the global online business to business exchange for the trading of commodities, has signed Heads of Agreement with the Procom Group, the Netherlands based independent brokers in Soya, Grains, Rape Meal, Sun Meal, Soft Seeds and Freight, to merge Procom with Comdaq's business. [Read More](#)





- Trader Home
- Tenders
- BUY / SELL ORDERS**
- Trade Entry
- Open Bids And Offers
- Search
- My Portfolio
- Edit Orders
- Renew Expired Orders
- TRADES**
- My Trades
- List Recent Trades
- ADMINISTRATION**
- Counter Party
- Preferences
- Approve/Restrict
- Members
- Change Responsibility
- GENERAL**

You are entering a Buy Order for Washed Arabica

Quantity

Origin

Coffee Grade

Trade Type Shipment Afloat Instore

Price Fixed Differential **Exchange** LIFFE NYBoT

Price to be Fixed in option against 4 Lots

month NYBoT Arabica coffee contract

of

Price to be fixed prior to first notice day of relevant delivery month.

Price Basis

Shipment/Delivery Start - -

Shipment/Delivery End - -

Destination Point

Basis

Weights

Payment and Terms

Arbitration

Contract

Additional Clauses

Validity - - : **London Time**





Commodity Dealers Automated Quotation Network - The Exchange for Physicals **NEW** Comdaq Commodity sites

- Trader Home
- Tenders
- BUY / SELL ORDERS**
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- My Trades
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- Counter Party Preferences
- Approve/Restrict Members
- Change Responsibility
- GENERAL**

Open Bids, Offers and Negotiations

Here is a list of the valid bids and offers present on the Exchange. To see the details click on the **Order ID (Ref)** the number at the far left of the entry that you wish to view. Fixed Price bids and offers are not firm until reconfirmed by the seller or buyer at the start of negotiation.

Open Orders (Colour coding) - **BUY ORDERS** **SELL ORDERS** **NEGOTIATING**

^ Trade SHP = Shipment AFL = Afloat IS = In Store

(Select column heading to sort by that column)

Ref.	Qty	Grade	Trade*	Shipment	Destination	Price	Basis	Wts.
ARABICA WASHED								
Guatemala								
619	500 69 Kilo Bags	Hard Bean EP 99/00 crop	SHP	10 Oct 2000 To 31 Oct 2000	WWO	NYBoT Dec 2000 Less 5.5 USc/Lb	FOB	NSW
India								
618	600 60 Kilo Bags	Plantation AA	SHP	1 Jan 2001 To 31 Jan 2001	Open	NYBoT Mar 2001 Plus 5 USc/Lb	FOB	NSW
Kenya								
615	1200 60 Kilo Bags	AB FAQ	SHP	10 Oct 2000 To 31 Oct 2000	EBP	NYBoT Dec 2000 Less 5 USc/Lb	FOB	NSW
616	1200 60 Kilo Bags	AB FAQ	SHP	1 Nov 2000 To 30 Nov 2000	EBP	NYBoT Dec 2000 Less 5 USc/Lb	FOB	NSW
Mexico								
617	250 69 Kilo Bags	Organic Demeter Certified	SHP	10 Oct 2000 To 30 Nov 2000	WWO	NYBoT Dec 2000 Plus 27 USc/Lb	FOB	NSW
ROBUSTA UNWASHED								
Cote d'Ivoire								
621	200 Metric Tonnes (bags)	Grade 2	SHP	1 Mar 2001 To 30 Mar 2001	Open	LIFFE May 2001 Less 80 USD/Mts	CIF	NDW
622	200 Metric Tonnes (bags)	Grade 2	SHP	1 Apr 2001 To 30 Apr 2001	Open	LIFFE May 2001 Less 80 USD/Mts	CIF	NDW
623	200 Metric Tonnes (bags)	Grade 2	SHP	1 May 2001 To 31 May 2001	Open	LIFFE Jul 2001 Less 80 USD/Mts	CIF	NDW
Uganda								
620	100 Metric	Screen 45	SHP	10 Oct 2000 To	Open	LIFFE Nov 2000	FOB	NSW





Commodity Dealers Automated Quotation Network - The Exchange for Physicals NEW Comdaq Commodity sites

(For proper comparisons between the bid and the offer, please use your Browser Full Screen Mode(Press F11) in 800x600)

- Trader Home
- Tenders
- BUY / SELL ORDERS**
- Trade Entry
- Open Bids And Offers
- Search
- My Portfolio
- Edit Orders
- Renew Expired Orders
- TRADES**
- My Trades
- List Recent Trades
- ADMINISTRATION**
- Counter Party
- Preferences
- Approve/Restrict
- Members
- Change Responsibility
- GENERAL**

Color Codes: Unchanged Changed

Stop Negotiating

Send Message

Accept Current Offer

Send Counter Bid

	THEIR SELL ORDER	YOUR BUY ORDER
Quality:	Arabica Washed	Arabica Washed
Quantity:	600 60 kilo bags	<input type="text" value="1200"/> 60 kilo bags
Origin:	Kenya	Kenya
Grade:	AB FAQ	AB FAQ
Trade Type:	Shipment	Shipment
Price:	Price to be fixed on Buyers option against 2 lots December 2000 NYBOT Arabica Coffee Contract Less Discount of 1 US Cents/LB. Price to be fixed prior to first notice day of relevant delivery month.	Price to be fixed on Buyers option against 4 lots <input type="text" value="Dec - 2000"/> NYBOT Arabica Coffee Contract - Discount of <input type="text" value="5"/> US Cents/LB. Price to be fixed prior to first notice day of relevant delivery month.
Price Basis:	USc/Lb	USc/Lb
Shipment Start:	October-10-2000	<input type="text" value="October"/> - <input type="text" value="10th"/> - <input type="text" value="2000"/>
Shipment End:	October-31-2000	<input type="text" value="October"/> - <input type="text" value="31st"/> - <input type="text" value="2000"/>
Destination Point:	EBP	<input type="text" value="EBP"/>
Basis:	FOB	<input type="text" value="FOB"/>
Weights:	NSW	<input type="text" value="Net Shipped Weights"/>
Payment Terms:	NCAD	<input type="text" value="Net Cash Against Document"/>
Arbitration:	London	<input type="text" value="London"/>
Contract:	ECC	<input type="text" value="ECC"/>
Additional Clauses:	Quality at shipment final	<input type="text"/>



e-mail updates

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If you have any questions about our services or our organization, please click [here](#) to ask us by e-mail.

Welcome to InterCommercial, the Internet's complete news, trading and communications center for the global green coffee trade. Very soon, everything you need to track and trade both physicals and futures will be in one convenient Web site.

If you are a coffee roaster, exporter, dealer, broker or producer, or if you trade coffee futures for your own or others' account, read on for more information. Membership will be free during our introductory period and we charge no commissions on physical transactions, so sign up for [e-mail updates](#) to stay informed.



Live physical coffee quote boards

Wondering at what price physicals are trading right now? Check out our physical Quote Board and its powerful search, filtering and alarm features. Use it for reference only or sign up for trading privileges and respond to bids, offers and inquiries on line.

Industry-specific e-mail, instant messaging, chat and on-line forums

Communicate with your suppliers, customers and peers over our green-coffee-specific e-mail and one-on-one instant message systems. Save time finding e-mail addresses and "user names" as well as money on long-distance calls and faxes.

Have a question or comment you'd like to put to fellow green-coffee professionals? Post it on one of our Member Forum pages. Or go live and join in a Members-only green coffee chat room, where you can also see what the rest of the coffee world is talking about.



advertising

If you market to the green coffee or futures industries and are interested in reaching a targeted audience of coffee professionals, please click [here](#) to receive information by e-mail.

Search by keywords:



A real two-way neutral market in physical green coffee

With a Trading Membership you can place bids or offers as inquiries, or for firm reply on line. You can do business more efficiently with your traditional trading partners and control on a case-by-case basis who can see your Quotes and who can accept them on line. Use the market to negotiate privately with one or more parties at a time or to broadcast your interest to the world. The system even lets you act as a buyer or sellers' broker. All without transaction commissions.

Spend hours less time discovering prices and communicating your trading interest. Have hours more time to spend on the market contacts you really want to hear from.

You decide how to use the market and InterCommercial tracks all your Quotes and trades, produces position reports and prints contracts ready for signature.

Futures Prices

Full New York, London and Sao Paulo coffee futures price feeds are free to Members with a 30-minute delay. With Membership, real-time prices are only \$50 per month plus exchange fees. All prices are "pushed" onto your screen with no need to "refresh".

A futures price box like the one at right remains in view no matter where you are in the site. Complete New York, London and Sao Paulo futures quotes are available on our Market Summary and Futures Prices pages.

NYC Market

Symbol	Futures	Change	Time
KCHO	96.75	+ .10	12:33
KCNO	98.50	+ .05	12:34

London Liffe

Symbol	Futures	Change	Time
LKHO	1335	+5	12:33
LKNO	1330	+5	12:32

News and Analysis

InterCommercial Membership includes free access to Futures World green coffee news, including coverage by AP and Bridge News. Headlines are "pushed" automatically onto your screen. Just click on a headline to see the full story.



Welcome to **Commodities One**TM



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Our comprehensive auction based system allows you to harness the power of the worldwide web to reach out to a global community of buyers and sellers.

Have greater autonomy over your supply chain functions and organize transportation, finance, quality control and insurance for your shipment all without having to leave the site.

See how today's market leaders are already benefiting from the future of efficient commodities trading today.....

with



User ID

Password

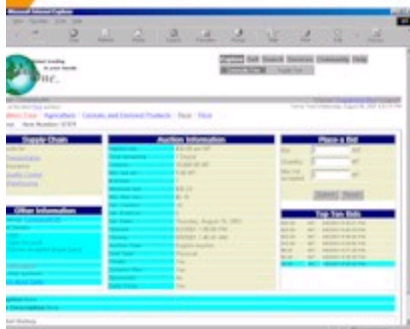
Member Login

Go!

| [English](#) | [Españoles](#) |



Web Auctions



Auction types

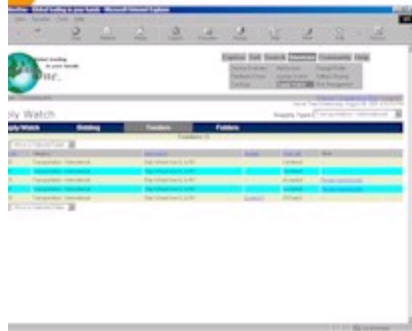
CommoditiesOne offers four market based auction formats:

- **English Auction:** This traditional bidding format allows sellers to secure the highest bid for an item. Perfect for members with large volumes to sell!
- **Modified English Auction:** This new auction type has all winning bidders paying the amount of the lowest winning bid. Ideal for members with large volumes requiring a single sales price!
- **Sealed Bid Auction:** With this auction type, bidders are not informed of the winning bid until the close of the auction. Perfect for sellers who do not want other members to see other posted bids!
- **Modified Sealed Bid Auction:** This new auction type allows bidders to submit a price and almost instantaneously know if they have been successful. Ideal for members who have excess inventory and need to move it quickly!





Supply Chain Management



Transportation

Through our transportation services members can leverage their existing carrier relationships or take advantage of preferred negotiated rates with our logistics partners.

Services include:

- **Surface and Air Freight shipments**
- **Complete International shipping**
- **"Single Source" logistics management**
- **Online freight tracking**

Members need visibility of their freight from the time it leaves their dock to the time it arrives at their customer's location. Using state-of-the-art technology, CommoditiesOne members are able to track shipments, down to the item level, in a real-time environment.





bolero.net
the electronic trade community



bolero.Net Is a Totally Electronic Network That Establishes a Fully Functional Standard and Resolves the Security and Legal Issues That Inhibit Other Global Trade Chain Solutions.



✓ Total Electronic Interaction	All Aspects of the Bolero.Net Solution Are Electronically Enabled Through Standard Internet Protocols. The Cost of Entry and Participation Are Scalable for Even the Smallest Trade Chain
✓ Security	The Bolero.Net Solution Uses PKI (Public Key Infrastructure) and RSA Algorithms to Provide the Highest Level of Commercially Available Security.
✓ Global Standards	The Bolero.Net Solution, Focusing on Simplicity and Ease of Use, Has Brought Together Many of the World's Leading Trading Partners to Establish Standards That Will Accelerate the speed of trade
✓ Legal Framework	Bolero.Net Is the Only Electronic Global Network That Provides the Same Legally Binding Infrastructure of the Currently Accepted Paper Based Solutions.



Getting started in e-commerce

- Become aware
- Pilots
- Adapt processes to acquired technology
- Priority, not necessarily major focus
- Value of e-commerce forecast at US\$1,234 billion by 2002



E-commerce: Benefits to coffee-producing countries

- **Skipping technology stages**
- **Access to expertise**
- **Entry to new suppliers**
- **Less reliance on intermediaries**
- **Access to wider competitive market place**
- **Access to information**



Information services

- **Free**
- **Paid**
- **Real time**
- **Consumer**
- **Health/scientific**
- **Business**



INTERNATIONAL
COFFEE ORGANIZATION



[About ICO](#)

[ICO activities](#)

[About Coffee](#)

[Market information](#)

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"Working for the World Coffee Community"



www.ico.org

- **Information about**
 - The ICO
 - The ICO activities
 - Coffee in general
- **Market information**
 - Statistics
 - Historical data series
- **Useful contacts and links**
 - Coffee associations/organizations
 - Electronic trading sites
 - Research institutions
 - News services providers





PLS

Search



Describe what you are looking for. [[Searching tips](#)]

Number of results . Sorting

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- [Concept Search](#)
- [Relate](#)
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PLS



Search Results



| [Search Screen](#) | [Previous](#) | [Next](#) |

23216 documents found for query: coffee as fuel

Displaying documents 1 - 25

Score	Document Title	Database	Size
665	Fuel from coffee husks now available Kenya Coffee, Nairobi, 46(539): 36. Feb 1981	coffdb2	416
641	(Process steam from coffee grounds:an alternative energy source) Prozessdampf aus Kaffeesatz: eine alternative Energiequelle Ernahrungswirtschaft No.9, 28 1983	coffdb2	953
624	(Coffee pulp and other fuels as a source of energy for coffee drying, an economic evaluation) Pulpa de cafe y otros combustibles como fuentes de energia para el secado de cafe,	coffdb2	1081
619	Coffee industry wastes Wat. Sci. Tech., 24(1): 53-60. 1991. Figures. References	coffdb2	1506
619	(Coal and coffee grounds) Charbon et marc de cafe Revue de l'Energie, 384: 339-341. 1986	coffdb2	963
611	El Nino fuels Colombia coffee export fears Reuters, 14 Jan 1998	coffdb2	552
611	Cutting fuel costs in coffee drying World Coffee and Tea, West Haven, Ct., 23(2): 33. Jun 1982	coffdb2	553

**PLS**

Document

| [Search Screen](#) | [Results Screen](#) | [Previous](#) | [Next](#) | [First Hit Word](#) |



This document, ranked number *1* in the hitlist, was retrieved from the *coffdb2* database.

8106

Fuel from **coffee** husks now available

Kenya **Coffee**, Nairobi, 46(539): 36. Feb 1981

By-products; **Fuel**; Hulls

12/P

The Kenya Planters' Co-operative Union (KPCU) has started to market charcoal briquettes made by carbonising **coffee** wastes from parchment husks. The ex-factory wholesale price is 4.40 shillings per 2kg. packets.



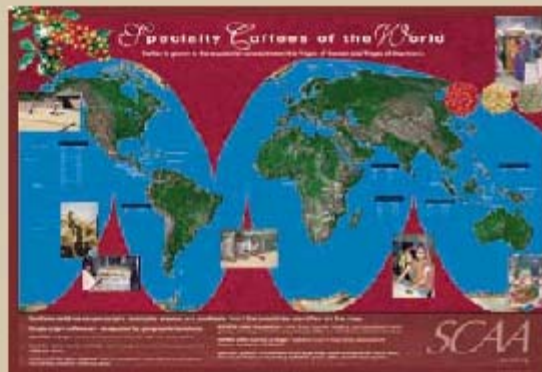
Resources

Jobs, Jobs, Jobs

New! Employers, post your employment openings in our [searchable database](#).

New! SCAA [Events Database](#)

Search all upcoming events or members can [post new events](#).



Specialty Coffee of the World 2000 Poster. View [this poster](#) and our other on-line products in the [SCAA Resource Center](#).

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Top Stories

**Coffeehouse Tour
October 5-12, 2000**

What is a Coffeehouse?

The simple answer is a place large enough and intended for people to gather, with a full menu of coffee beverages and a limited food menu. But that is not a complete answer, and it falls far short of explaining the potential power that a coffeehouse wields for catalyzing a community.

Cultural, political and social changes have been fomented in coffeehouses. They have the power to bring a people together, a conduit and environment that hosts public communication and interaction unrivaled by any other business place.

[More info](#)

[Daily Travel Log](#)





Information & Resources for the coffee industry

COFFEE UNIVERSE

Virtual Coffee | Coffee Quiz | World of Coffee | Coffee Tips | Coffee Resources | Coffee Universe-ity

<p>Friends of the Universe</p>  <p>Western Foodservice & Hospitality Expo 2000 and Coffee Fest Seattle</p>	<p>What's New</p>  <p>The Passionate Harvest: Just released video chronicles Coffee from Seed to Cup</p>	<p>Virtual Coffee</p>  <p>The Web's Hottest Coffee 'Zine</p>	<p>Also New on 101</p>  <p>Everything BUT Coffee & Customer Service</p>
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[Blast Off To Over 3000 Industry-Related Resources!](#)



[Bellissimo Coffee InfoGroup](#) has developed Coffee Universe as a service for the specialty coffee industry and coffee lovers worldwide. Our mission is to boldly go where no other coffee Web site has gone before. Our out-of-this-world site contains information about every aspect of coffee, and our intent is to elevate appreciation and awareness of quality coffee globally.



The Coffee Science Information Centre

Welcome to the Coffee Science Information Centre site on Coffee and Health



We provide reliable, balanced and up-to-date information on coffee, caffeine and health based on our extensive database of published scientific studies. Information is also provided through CoSIC's pan-European network of National Operators across 19 countries in greater Europe.

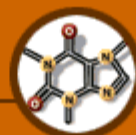
About CoSIC



Background on Coffee



Caffeine



Coffee and Health



Coffee Newsbrief

Questions & Answers



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If you don't know how to change your monitor's resolution and color settings, please [click here](#) and follow the instructions.

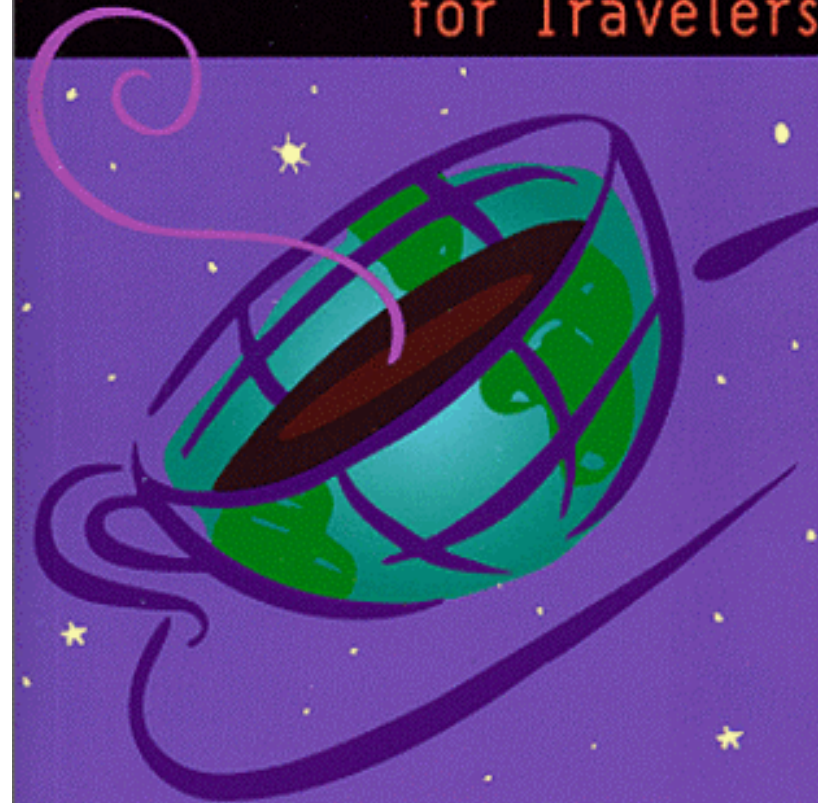
If you have any questions regarding the information contained on this site, please send an email to: CoSIC@BTlink.net.com



3rd edition

CYBERCAFES

A Worldwide Guide
for Travelers



cyberkath@traveltales.com





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Welcome to the October 11, 2000 edition, updated daily, of...

The Cybercafe Search Engine

Find a Cybercafe Near You!

As of October 2000, the database contains listings for 5704 verified cybercafes, public internet access points and kiosks in 154 countries.

The cybercafe database was last updated:

Oct 11 02:41 EST 2000

1. Select a Search Field for finding cybercafes or internet cafes.
2. Enter a Search Location (either a city OR a state OR a country. (for states in the US and provinces in Canada, use two letter abbreviation, i.e. NY, BC)

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The Cybercafe Search Engine

Search Results: city = Oxford

Mices.com

118 High St
Oxford, England OX1 4BX
UK
4401865726364
info@mices.com

The Internet Centre

193 Cowley Rd
Oxford, England OX4 1UT
UK
44 1865 295 066
<http://www.cts-group.co.uk/>

Virgin Space

18/20 Cornmarket
Oxford, England OX1 3EY
UK
01865 723 971
<http://www.virgin.com/space/>
space@virginmega.co.uk

Due to instability within the cybercafe industry, this information represents a snapshot in time; it is current as of Mon Oct 1 10:57:45 EDT 2001.

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