



Kiri Kalenko – Senior Chocolatier
Joe Fisher – Hotel Chocolat Amsterdam

Rabot Estate, *Saint Lucia*

HOTEL
Chocolat.
BRITISH
COCOA GROWER & CHOCOLATIER



Engaged *Ethics*

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Engaged *Ethics Program*

SAINT LUCIA	PRE 2008	POST 2008
Middlemen?	Yes	No
Price?	Bulk price less deductions (about \$1 to \$1.5 per kilo)	\$5.15 per kilo, no deductions
Guarantee?	None	Entire Crop
Payment Time?	6-9 Months	2 Weeks
Technical Support	None	Subsidised seedlings of correct quality



Boucan *by Hotel Chocolat*

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Single Côte *Chocolat*

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Rabot Estate Côtes

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Marcial

Bois Nef

Malthide

Rameau

Ti Jardin

Polka

Cacao

Bernadin

The Nursery

Fond Gonzague

Mamac

Fond Mathurin

Cotes du Lac

Hermitage



Picking, Drying & *Fermenting*

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Roast & Conch

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The Rabot Estate *Research Centre*

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Thank you

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