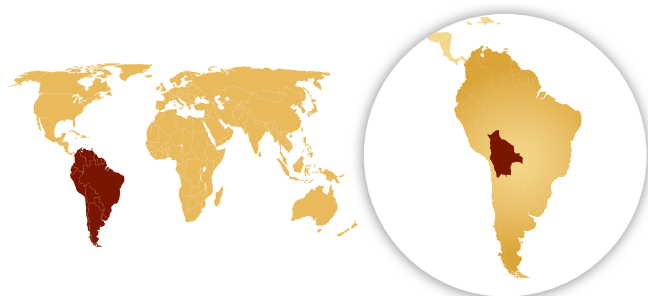


El Ceibo

Bolivia



NAME	Cooperativa El Ceibo
FOUNDED	1977
LOCATION	Alto Beni, Bolivia
ENTITY	Cooperative (1,200 members)
PRODUCTS	Cocoa
CERTIFICATES	Organic, Fair Trade
PARTNER SINCE	1991

www.elceibo.org

General

El Ceibo helps farming families to earn a living through the cultivation of cocoa. Improvements to transport routes, the construction of infrastructures and the direct marketing of raw materials have allowed the living conditions of producers to be improved significantly within a few years. In addition, El Alto has seen the establishment of the world's first small-holder-managed processing plant for cocoa butter, cocoa powder and chocolate for national and international markets. As the families of members live scattered over a radius of 90 km, each cooperative sends delegates to El Alto where they work and receive training over four years either in production or administration.

First Fair Trade chocolate

In 1991 Chocolat Stella Bernrain in partnership with claro fair trade launched the first chocolate made from fairly-traded commodities – Mascao Chocolate – with the aim of finding new market outlets for commodities from producers in the Global South. Stella Bernrain has sourced cocoa from El Ceibo for over 20 years.

Direct support from Chocolat Stella Bernrain

Chocolat Stella Bernrain conducts regular training courses directly on site on the various stages of processing so as to better qualify both members and employees. The profits, on the one hand go into the health insurance and pension funds, but a large portion also goes to the PIAF-El Ceibo Foundation which in turn uses these funds to support producers in technical matters.

«Our objective is to employ transparency and efficiency as a means to improve continually the entire cocoa production chain and to use unity and partnership, as well as justice and equality, to better the lives of all members.»

**Bernardo Apaza Llusco, Cocoa farmer
with responsibility for cocoa sales**

Inside

The cultivation of cocoa still remains a task that is traditionally undertaken by men. However the cooperative also wishes to promote the role of women and facilitate their presence at a management level in addition to the administrative and processing tasks they carry out. Each of the 50 cooperatives is therefore also obliged to appoint one woman to the General Assembly.