

# NYBOT State-of-of-the-Art Trading Facility

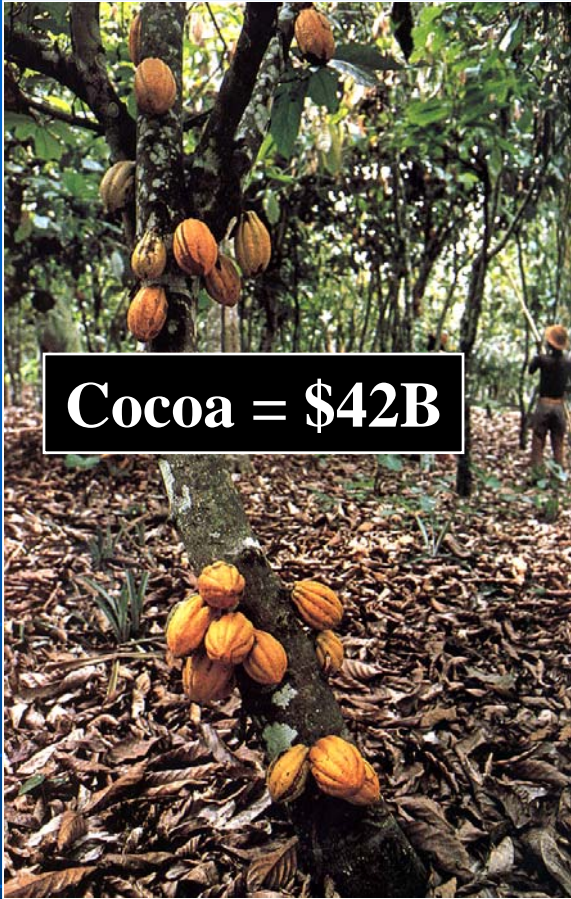




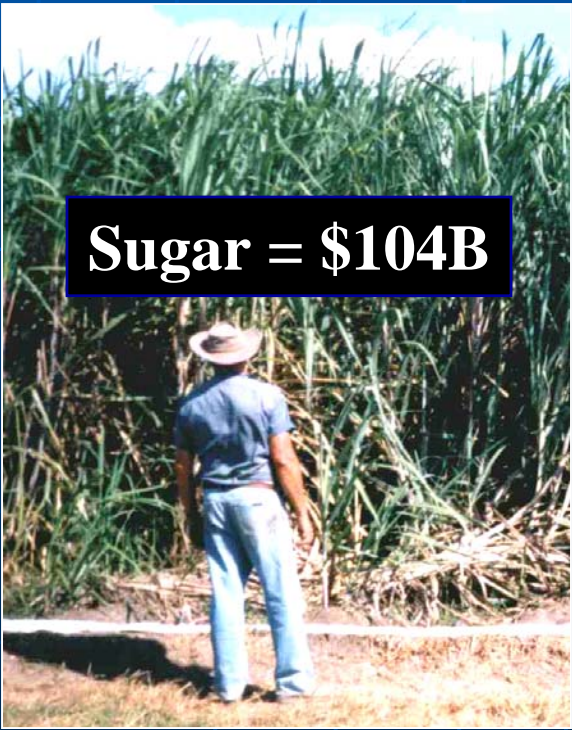
**FCOJ = \$17B**

**NEW YORK**  
BOARD OF TRADE®

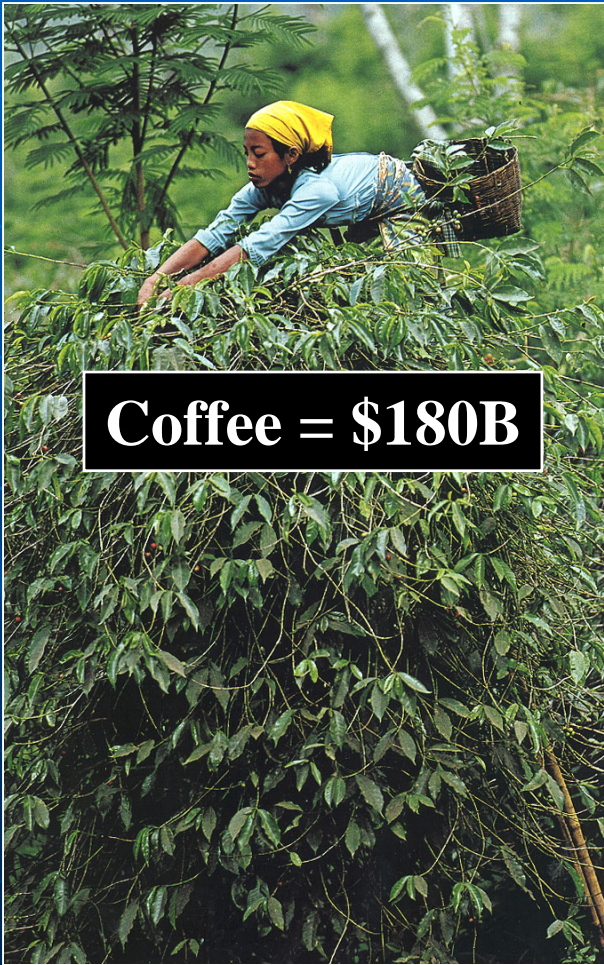
**NYBOT Ags \$468 Billion**



**Cocoa = \$42B**



**Sugar = \$104B**



**Coffee = \$180B**



**Cotton = \$125B**

*NYBOT --- eCOPS*

*Cash Meets Futures*

# Agenda

- What is eCOPS?
- Cash Market
- Futures Markets
- Relationships
- Q & A



# Coffee Cash Market Structure

## The GCA Contract

## The ECF Contract

### Importance of:

- ❖ Used for 95% coffee imported into the North America
- ❖ Similar to ECF contract
- ❖ First with XML standards

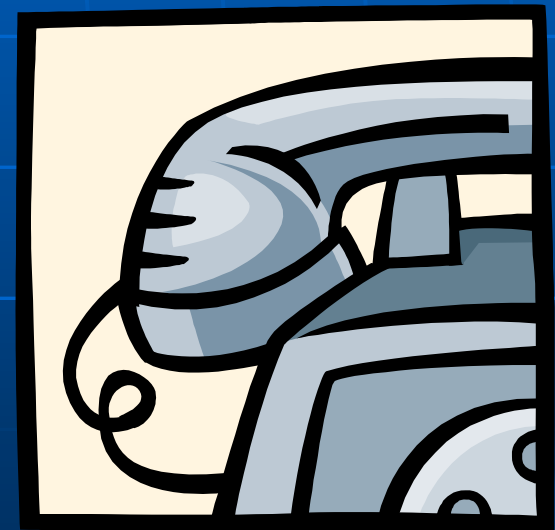
### Importance of:

- ❖ Used for 90% of coffee imported into Europe and Asia
- ❖ Similar to GCA contract
- ❖ XML standards now under development

# Coffee Communications



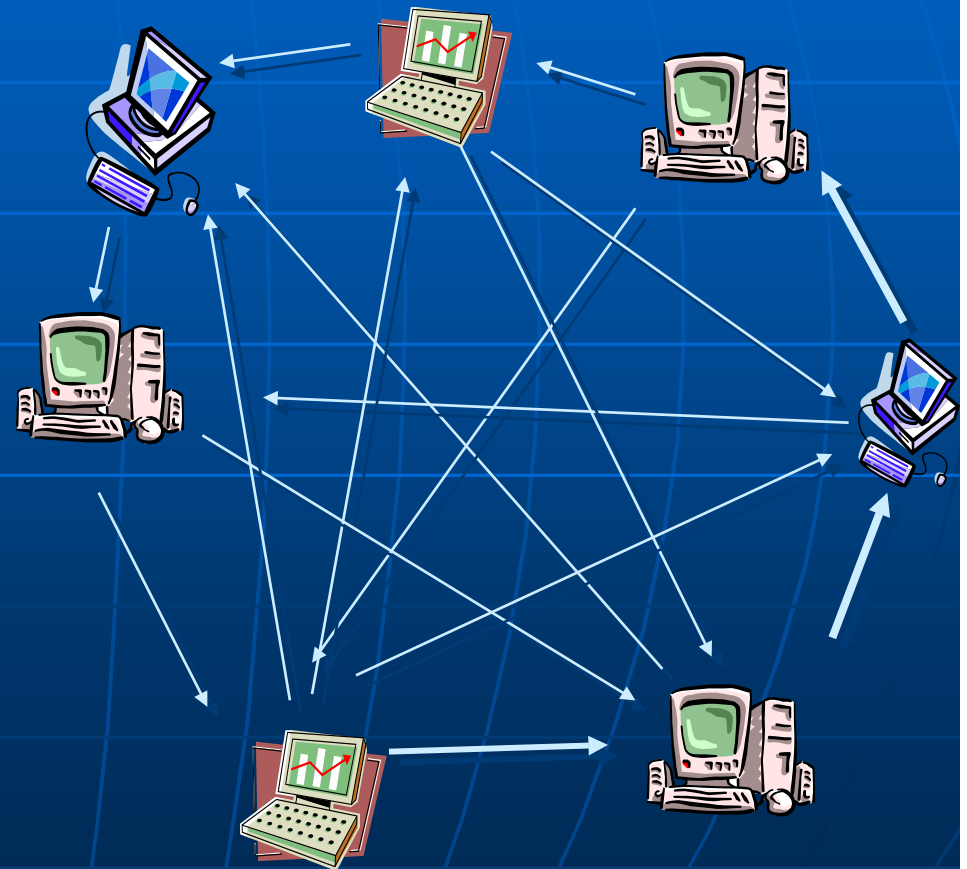
1. Personal relations
2. Telephone Communications



3. Fax
4. Email
5. Data Transfer.

# Current Data Transmission Methods

- Corporate Web Sites
- Carrier Systems
- Dealer E-Mail
- Paper Title Documents



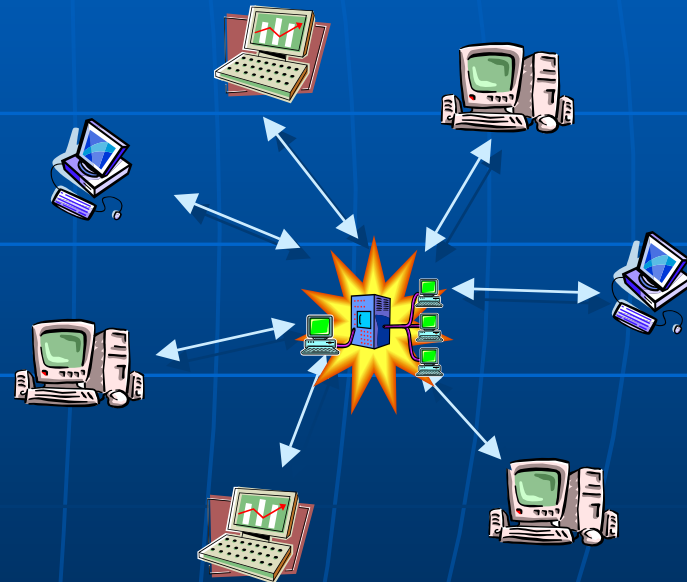
# What is eCOPS?

- Electronic Commodity Operations Processing System
- Platform built on the latest technology.
- Establishing standards of service, licensing, electronic data stream and documentation for the Industry.
- Internet based, web services functionality to document and streamline the delivery process.

# eCOPS

## Data Transmission

- XML Data Standards
- Web Based
- Operational Standards



# Registered Users

- 29 Warehouses globally located
- 36 Samplers globally located
- 26 Weighers globally located
- 35 Clearing Members
- 15 Dealers globally located
- 11 Banks globally located
- Overland Carrier – Pending addition
- Ocean Carriers – Pending addition

# Roles Played

- Warehouse – Issues the Electronic Warehouse Receipt.
- Sampler – Receives sampling orders to draw samples of the product.
- Weigher – Weighs the product and issues Weight Certificates.
- Dealer – Owner of the EWR's. Issues delivery orders, sampling orders, title transfers for collateral financing and delivery.

# Roles Played

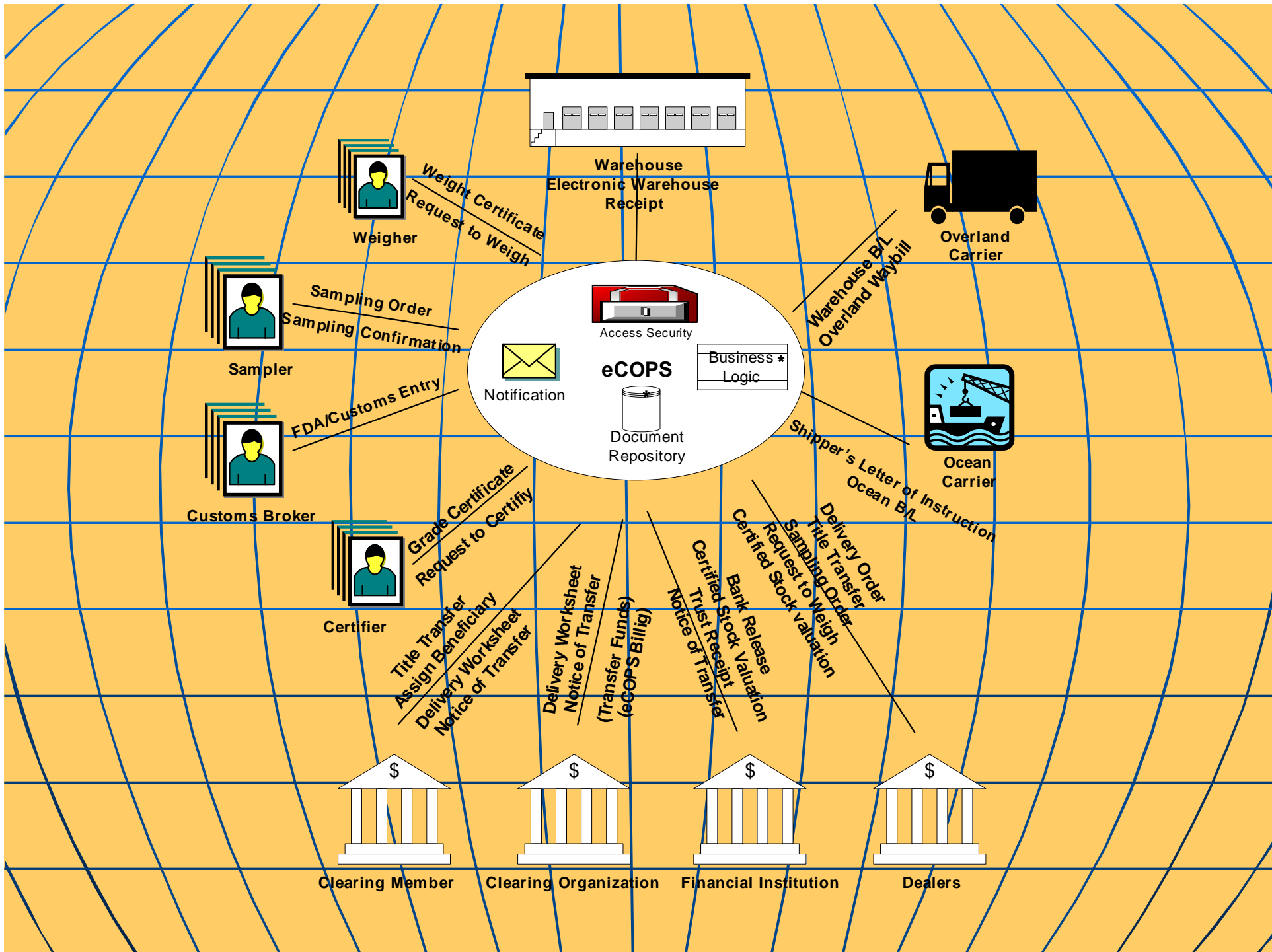
- Bank – Receives collateral assignment notices and releases title for collateralized goods.
- Clearing Member - Performs Exchange delivery functions.

# ***SYNERGIES***

## ***eCOPS***

## ***Metals***

- |                      |   |                    |
|----------------------|---|--------------------|
| ■ Warehouses         | → | Depositories       |
| ■ Graders /Samplers  | → | Assayers           |
| ■ Weighers           | → | Weight Masters     |
| ■ Grade Certificates | → | Assayers Report    |
| ■ Growths of Coffee  | → | Brands / Producers |
| ■ Ownership Changes  | → | Transfer Letters   |
| ■ Financing          | → | Financing          |
| ■ Delivery Invoices  | → | Street Invoices    |
| ■ Overland Carriers  | → | Armored Carriers   |
| ■ Ocean Carriers     | → | Ocean Carriers     |



Warehouse  
Electronic Warehouse  
Receipt



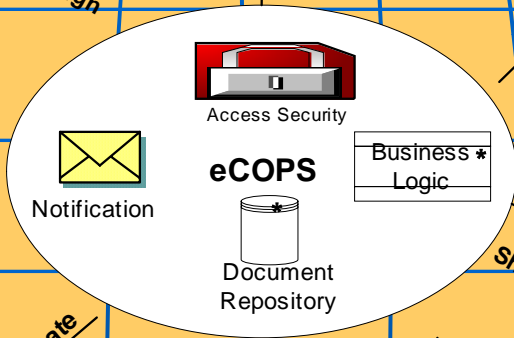
Weigher

Weight Certificate  
Request to Weigh



Overland  
Carrier

Warehouse B/L  
Overland Waybill



Access Security



Notification



Document  
Repository

Business \*  
Logic

eCOPS



Sampler

Sampling Order  
Sampling Confirmation



Customs Broker

FDA/Customs Entry



Certifier

Grade Certificate  
Request to Certify

Title Transfer  
Assign Beneficiary  
Delivery Worksheet  
Notice of Transfer

Delivery Worksheet  
Notice of Transfer

(Transfer Funds)  
(eCOPS Billing)

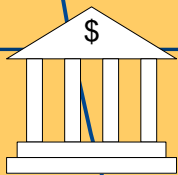
Notice of Transfer  
Certified Stock Valuation  
Trust Receipt  
Bank Release

Request to Weigh  
Sampling Order  
Title Transfer  
Delivery Order

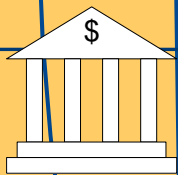


Ocean  
Carrier

Shipper's Letter of Instruction  
Ocean B/L



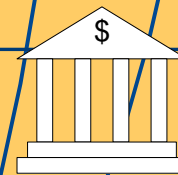
Clearing Member



Clearing Organization



Financial Institution



Dealers

# Q & A

