

## Part 1

- Customer:** Hi, I'd like this box of chocolates, please.
- Chocolatier:** Certainly. That'll be £14.90.
- Customer:** What? That's expensive!
- Chocolatier:** Yes, well unfortunately, the price of chocolate is going up, sir. Soon only the rich will be able to afford it!
- Customer:** Why's that?
- Chocolatier:** Well, cocoa beans – that's what chocolate is made from – are getting more and more expensive. The price has gone up 40% in the past two years. My customers complain all the time, but really, how can I keep my prices down?

## Part 2

- Customer:** So what's the problem? Why are cocoa beans getting more expensive?
- Chocolatier:** Well, most of the world's cocoa is grown in West Africa, in Ghana and the Ivory Coast. The farmers there are struggling to survive – it's hard work and they hardly make any money. A lot of farmers, especially younger ones, are replacing their cocoa trees with more profitable crops.
- Customer:** So the world is running out of cocoa ... I suppose it makes sense that the price would go up. But that doesn't make it any easier for people who have a sweet tooth!
- Chocolatier:** That's not all. There's also a lot more *demand* for chocolate than there used to be.
- Customer:** Really? I hadn't noticed that people are eating more chocolate than they used to.
- Chocolatier:** Not here – in places like China and India. Chocolate isn't part of their traditional cuisine, but the younger generation is open to new tastes and they've discovered that chocolate is a real treat.
- Customer:** Well, there might not be enough chocolate for all those millions of people if farmers are growing less and not more.
- Chocolatier:** That's right. Everyone in the business knows there's going to be a massive shortage in the next few years. Chocolate may become very hard to get!

## Part 3

- Customer:** A massive shortage? That's terrible. I get real chocolate cravings sometimes.
- Chocolatier:** You're not the only one!
- Customer:** Maybe I should buy a lot of chocolate now and store it.
- Chocolatier:** That might not be a bad idea, but remember chocolate's shelf life isn't that long – you can't keep it for more than a few months at best.
- Customer:** Oh, so that won't help!