



COLLABORATIVE COFFEE SOURCE

LIVING OUR VALUES

2018

COLLABORATIVE COFFEE SOURCE

OUR VISION

Radically transform trade to create quality, community and prosperity for everyone in coffee.

OUR MISSION

Source the right coffee the right way.

OUR VALUES

1. We seek the right quality

We collaborate with carefully chosen partners at origin to source and develop distinguished coffees for our roasters.

2. We work with the right people

We invest in relationships with coffee professionals we respect and cherish.

We create community by connecting, learning and sharing.

3. We do business the right way

We commit to long term business relationships.

We recognise and reward value.

We strive to achieve transparency in the coffee supply chain.

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1. THE RIGHT QUALITY

At CCS, we don't just present an inventory of spot coffees, we seek to connect the right coffee producer to the right roaster. Our intention at origin is to find the coffee and the producer whose profile and vision aligns perfectly with yours. We hope every new sample you cup from our selection is the beginning of a long-term relationship with a farmer and their crop.

This means finding the right people to work with at origin, those operating transparently, and committed to working closely with their coffee growing community to improve quality and livelihoods with each harvest.

In 2018 we have strengthened relationships with our long-time partners, and begun some new relationships with young companies that will grow with us. We are excited to present more delicious, sustainably sourced coffees from these partners in 2019.



ORIGIN COFFEE LAB, PERU: THE RIGHT COFFEE AT THE RIGHT TIME

Right: Pepe and
Alex from Origin
Coffee Lab





By Robert William Thoresen

Peru has been on the CCS radar from the beginning. Since 2012, when CCS first started, we have been searching and researching, and delicious coffees were to be found. However, there were always a couple of links missing. There hasn't been a tradition of handling micro-lots transparently, and the cooperative trading model that is supposed to work in the farmers' interest and for a common good, wasn't, so it had to be worked around.

Before we add any new region or country to our offering, we need to find the right partner on the ground, one who can introduce us to dedicated individuals, families and their communities, people with whom we can collaborate and positively impact, together and for the long term. When we finally met the team at Origin Coffee Lab (OCL) based in Jaen, we realized that we could achieve our goals of finding outstanding coffee from the Cajamarca region of Northern Peru.

OCL was established last year by Alex Julca, and José Rivera, aka Pepe. Alex is the son of coffee farmers and a seasoned copper. He has many years of experience in coffee, working for one of the largest

cooperatives in the region. Pepe is the son of a coffee exporter and he grew up with a dry mill as his playground. He brings roasting experience to the team, having worked for several renowned roasteries in the US.

Most importantly, Cajamarca is Alex and Pepe's home turf, and they are striving to help their farming peers find a market for specialty coffee abroad. CCS is lucky to have met these fine people – professionals that have the highest ambitions on behalf of their community. So do we.

This year CCS sourced from this incredibly varied and interesting coffee region and found homes in North America and Europe for some true gems; micro-lots and Rise Series blends from farmers we were introduced to by OCL. Containers will land early 2019, and we can't wait to share these coffees with you.

Thanks OCL!

LA PALMA Y EL TUCÁN, COLOMBIA: QUALITY SUSTAINING A COMMUNITY

Right: The LPET
Processing
Facility





By Nicolas Pourailly

La Palma y El Tucán (LPET) have a well-deserved reputation for producing stunning coffees. I was lucky to travel to the LPET farm in August to discover the strategy, science and effort behind these exceptional profiles.

How it began

Felipe Sardi and Elisa María Madriñan bought the LPET farm in 2012. Located in Cundinamarca at 1600 masl, two hours from Bogota, their goal from the outset was produce the highest possible quality whilst creating a sustainable financial, social and economic model. CCS distributes two LPET coffee series:

1. Heroes:

The Heroes Series coffees are 25kg nano-lots of coffees grown on LPET's own farm. Fourteen hectares of land in coffee production is separated into five plots: Typica, SL28, Sidra, Geisha and Java.

2. Neighbors & Crops (N&C):

This project is focused on LPET's neighbors, approximately 200 coffee producers in their region. Farmers here are smallholders, most owning one hectare of land or less, so they don't have sufficient space to build a processing facility that will result in high quality coffee. They cultivate varieties that are known for their hardiness and disease resistance, but not for their cup quality, specifically Castillo. Plus, the region suffers a dearth of young coffee producers, as younger generations flock to the cities in search of better economic opportunities.

To combat these issues, LPET pay up to double the amount a farmer could earn by selling locally, through quality, loyalty and environmental premiums. They send their own teams of highly-trained

pickers to the farms to catch the cherries at their ripest, and they transport the cherries, at no cost to the producer, to their processing facility on the LPET farm.

Rigorous research and state-of-the-art processing

To continue the chain of quality from selective picking, to timely transport, and of course those gorgeous varieties, LPET built a state-of-the-art processing facility which manages washed, natural and lactic (anaerobic) processes.

For N&C coffees, innovative processing is key to creating high-end specialty lots from disease resistant varieties. In the case of Heroes, the magic of the craft lies in LPET's mission to match the perfect process for each varietal.

To achieve such a result, LPET developed a meticulous tracking and measurement process. At the farm gate they note the weight of cherries. At the station gate they measure the pH and sugar content. For this year's harvest, the team reviewed every cupping sheet from the last five years. They identified the best cup profiles and scores, and noted the brics, pH, and time spent fermenting. With this data they created several "recipes" which they applied to cherries delivered this year.

If you get a chance to cup the incoming fresh crops from LPET, you will understand the positive impact this rigorous approach has on quality.

For more information about LPET's dedication to sustainability and quality, read the three-part blog series [on our website](#).



SNAP, ETHIOPIA: NEW PARTNERS IN AN EVER-CHANGING ORIGIN

Right: Abenezer
Asfaw, Supply Chain
Manager for Snap





By Robert William Thoresen

Some of CCS' strongest and longest standing partnerships were built in East Africa, and in Ethiopia specifically. Laws and trading parameters, restrictions and possibilities, they are changing all the time. As much as we want to hold onto things that work, we keep a dynamic approach and curious mind, always holding the door open for change and improvement.

A recent transparency reform at the ECX, plus an easing of restrictions on export licenses for coffee suppliers, has opened the market. While new opportunities are great, opportunism is not, so we were cautious when it came to meeting new partners taking advantage of these new trading arrangements.

On the streets of Addis, beyond dusty air and traffic jams, behind construction sites, piles of gravel and hordes of goats, we were introduced to the mild-mannered and helpful Abenezer Asfaw. Abenezer is the Supply Chain Manager for Snap, one of those new specialty coffee companies taking advantage of a more open market.

Snap was established by Negusse D. Weldyes, for whom Abenezer is the right and left hand. The company has its own washing stations in Guji, Gedeo and West Arsi, and it also manages coffees on behalf

of other washing station owners such as Daniel Mijane in Gedeb, and the Jebril brothers in Uraga, to name a few. Their coffees are meticulously processed, washed and naturals alike. Starting next season, all coffees exported by Snap will be hulled, screened, sorted and bagged at their own dry milling facility in Addis.

It was clear from the outset that Snap is a company with a long-term commitment to producing well-crafted coffees, not out to make a quick buck before the export license system changes again. Controlling and following up on the last and final steps of the coffee's journey out of Ethiopia is key, and Snap have proved they have the know-how and infrastructure to make that happen. That is why we have partnered with them.

Since last harvest, and going forward, CCS is working closely with Abenezer and his team, sharing cupping tables, lab functions and offices in the Snap building on Bole Road, Addis. Come and visit us, be welcomed, to Ethiopia, to Addis, to The New!

~~~~~ CARMO COFFEES, BRAZIL: FORGET WHAT YOU THINK YOU KNOW ABOUT BRAZIL

Right: Ivan Solis and Alessandro "Viola" with the adapted cheese tank used for anaerobic coffee processing on Carmo Coffees' farms





By Veronika Galova Vesela

We have always been impressed by coffees produced and exported by our Brazilian partners in Carmo de Minas, Carmo Coffees. They are consistently clean and fruity, every harvest. This year however, it was the coffees from their new project, Santuario Sul, that had us all mesmerized.

The farm, which began almost five years ago, is a collaboration with Camilo Merizalde, the Colombian behind the Santuario project, plus the fermentation expert, Ivan Solis, from Costa Rica. Santuario Sul currently has 30 hectares in coffee production, and they aim to expand to 70 hectares very soon.

"We are bringing together Brazilian terroir with Central and South American styles," said Luiz Paolo Pereira, the pioneer behind the farm and co-founder of Carmo Coffees.

The team began by planting different varietals, 25 in total, making it the biggest coffee garden in Brazil. Last year they harvested their first crop of Sudan Rume. This year saw the first harvest of SL28.

The next step was to experiment with processing, specifically anaerobic fermentation. Carmo de Minas is dairy country – Luiz Paulo's grandmother is as famous for her cows as she is for her coffee – so the team bought a fermentation tank used for cheese

making, and Ivan Solis adapted the thermometer to the exact range required for coffee processing. The tank used on Santuario Sul can process 2000 liters of cherries – around ten bags of green coffee.

I visited the Santuario Sul farm in early November, a quiet time of the year for this part of Brazil. The team were preparing the land for another season while cupping and reviewing this year's harvest. While things might have been chill on the farm, they were very exciting on the table. Clean, bright with candy-intense fruitiness, the coffees I cupped possessed none of the notes I have come to expect from Brazilian coffees. We cupped several exotic varieties: Sudan Rume, Geisha, SL28, Yirgacheffe, Laurina, and Tanzania, featuring new fermentation methods like anaerobic.

These new profiles have caught the attention of competitors, who presented Brazilian beans on the world stage during the World Brewers Cup 2018 with great success. The winning brew, presented by Emi Fukahori from Switzerland, was a Brazilian Laurina, a variety famous for its lower caffeine content.

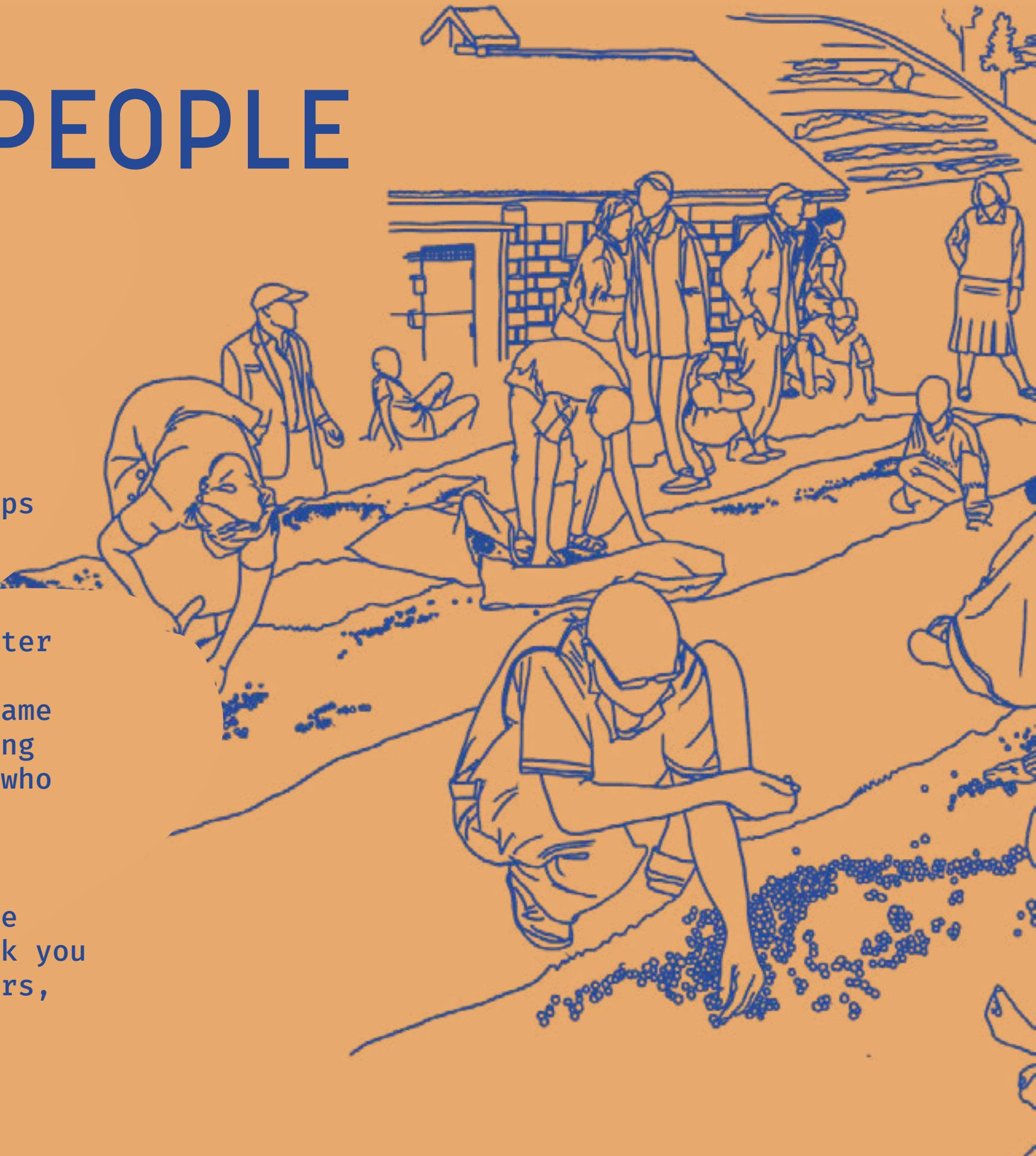
We are so excited for the coming harvest from Carmo Coffees. We are expecting the unexpected!

2. THE RIGHT PEOPLE

Relationships are the very core of our business. We seek always to build strong, mutually beneficial, long-term relationships with coffee professionals who share our values.

When it comes to roasters, it doesn't matter how long the relationship has existed, it matters that we are working towards the same goal: to radically transform trade to bring quality, community and prosperity to all who work in coffee.

The roasters highlighted on the following pages are just examples of the many coffee professionals we cherish and admire. Thank you for supporting CCS, our partners, exporters, washing stations and producers.





SEY COFFEE, USA: WHY LONG-TERM RELATIONSHIPS MAKE BUSINESS SENSE



This page: Benjamin Paz,
producer and exporter from
Santa Barbara, Honduras:
“Producers always aspire
to ongoing relationships.”



By Matt Hassell

“For a farmer to know that their coffee is being showcased in some of the top cafes in Paris and New York is like their son playing for the Barcelona Football Club,” said Benjamin Paz, producer and exporter from San Vicente, Honduras.

In my early years as a roaster I thought green coffee buying was like going to the supermarket and picking out the best available produce. I blamed the farmer if a coffee wasn’t tasting right. My roast profiles were working well, so they must be the problem. When I started receiving birthday wishes from farmers on social media, or their mother’s chicken recipe, I stopped seeing “SKU #780 Espresso” and started seeing “Raul Perez from La Soledad.” From that moment, I hoped every time I dropped a roast that Raul would be proud of the result.

Raul and I began a collaboration. If the roast was successful it was because of his input, and I shared some roast feedback with Raul which he applied to his production. The experience was immensely rewarding and changed how I approached buying.

Lance Schnorenberg of Sey Coffee roasters In Brooklyn, NY said currently 25% of his menu coffee is “relationship coffee” and he hopes to increase this to 75%.

“To have a relationship and exclusivity with a farmer means we can have a known product year to year. We’re able to market that farmer’s face and story along with the coffee, and have our customers build a familiarity with it. People become more educated, and producer names become synonymous with quality. People start to seek out their favorite farmer,” Lance said.

“A long term relationship also allows us to run experiments with varietal separations, different processing methods to emphasize the effect of processing. I can commit to buying that coffee prior to the picking, minimizing risk to the farmer, who otherwise might be hesitant to commit to big changes.”

Of course, committing to buying coffee before the harvest has its risks. Harvest yields may be bigger or smaller than anticipated, and quality can vary. Lance agrees, but said “the benefits greatly outweigh the potential difficulties.”

Benjamin Paz echoed these sentiments.

“Farmers definitely aspire to have a consistent customer year to year. They want support in their efforts to increase quality, and to better understand the market. They know this is the easiest way to succeed,” he said.

“For us, coffee is a way of living, generations of families have relied on coffee to put food on the table. There is an obvious economic benefit to knowing who your customers are and that they’ll come back,” Benjamin explained. But an ongoing relationship offers so much more than that, it provides recognition for their efforts.

“Pride in your name is so important,” Benjamin said. “Farmers want to see their hard work paying off. Having your friends as your customers is the best way for that to happen.”



REVEILLE COFFEE CO, USA: CONNECTIONS IN COLOMBIA

Right: Prestin
Yoder of Reveille
Coffee Co





Interview by Colleen King

At CCS, one our core tasks is to create community in coffee by connecting, learning and sharing. Traveling with roasters at origin is the most effective and powerful way to achieve this. Prestin Yoder from Reveille in San Francisco took his first origin trip this year. We are honored that it was with CCS on our Colombia trip in September.

Prestin talks about his experience, and what can only be learned when you visit the place where coffee begins.

Where and when did you travel with us to origin?

Reveille Coffee went all over The Andes with CCS this September. We cupped through Nariño, Acevedo and San Augustin.

Why did you choose to take this trip in particular?

We chose this trip because we are invested in Colombia. We buy annually from the same farming partners. CCS has made it possible for us to track down our partners and re-invest in their work.

What was the most valuable thing you learned on this trip?

There was so much that I learned personally and professionally. Much of it was putting a face to a name, as it were, and how hard it is to get one's coffee harvested, dried, milled and graded highly and then selected. One thing that stuck with me was how basically the majority

of farmers milled and dried their coffees. It got me thinking more intently on farming as the reflection in the cup. Even the simplest of tasks have their challenges in Colombia, it was important to understand and see the hard work it takes. Also, I need to learn Spanish.

Was there any coffee that you fell in love with and were able to secure for yourself?

One that stood out for me was Radik Yurkin Ramires' coffee. I was taken by its syrupy fruit train rolling over the palate. It had a refined sweetness that transformed with each pass on the cupping table - a small lot, though unique in its clean tropical and floral characteristics. We are excited to showcase this coffee in our shops this year.

Where would you like to travel with us next?

It was such a great travel experience with CCS and Fairfield Trading! Especially for my first origin trip, I was humbled and grateful to all of those who were so kind along the way. The hospitality and planning was on point. It's in the books to travel again with you folks!



TANDEM COFFEE ROASTERS, USA: FAMILIAR TRAVEL COMPANIONS

Right: Emily Pappo of Tandem with producer Ivan Molano in Acevedo, Huila





Interview by Sal Persico

Tandem Coffee Roasters from Portland, Maine, are long time collaborators and friends of CCS. Emily Pappo is their Production Manager and Green Coffee Buyer, and a very frequent traveler to origin. We are always thrilled to learn that Emily will be joining us on a trip, as her positive attitude and love of coffee are so infectious. Emily tells us about her experience traveling in January to the CCS Acevedo Cup 2018.

Where and when did you travel with us to origin?

I've been super fortunate to travel with the good people at CCS several times through Central and South America. I've gone with them over the past four years to Guatemala, Honduras, Costa Rica and Colombia to visit with farmers, cup loads of coffees, and hang out with friends old and new.

What has been your favorite trip this year?

My favorite trip of the last few years was probably to the CCS Acevedo Cup in Huila, Colombia. I was stoked to participate in the judging of this competition of coffees from great producers in the region. I felt like by being there I was not only getting great coffees for Tandem but also had the opportunity to make a real difference for the producers who worked so hard to create high quality coffees. It was a serious job that we were there to do but the group also had a good time, which makes all the difference.

What was the most valuable thing you learned on this trip?

This trip was my first time to Colombia. It was immensely valuable

for me because I had the opportunity to meet with a ton of coffee producers through the competition and get a better sense of the realities of Acevedo's coffee production. For me, being able to chat with folks, ask a bunch of questions, and actually see farms and processing facilities gives me a much better sense of what is happening on the ground and helps me to better educate our team back in Maine.

Was there any coffee that you fell in love with and were able to secure for yourself?

I was especially blown away by a coffee from Carlos Calderon which ended up placing 3rd with a score of 88.44, just .06 points behind 2nd place and .5 points behind first. I LOVED this coffee. It was sooo juicy, with lemon candy and watermelon acidity and with the rounded sweetness of marshmallow and butterscotch and complex pineapple and floral notes. I was super excited to be able to share it with the Tandem community.

Where would you like to travel with us next?

I'm pretty darn excited to return to Acevedo for next year's competition. I'm so interested to see how everyone has been improving and to be able to continue building relationships with the community there. It'll be great.

Right: Ving Lim and Chiam Tow Jin,
founders of The Roast Things,
with CCS founders Robert William
Thoresen and Bjørnar Hafslund at
CCS HQ in Oslo



THE ROAST THINGS, MALAYSIA: PIONEERS IN SOUTH EAST ASIA





By Julia Richardson

Malaysian roasters face more obstacles than most. Dated import regulations and complicated bureaucracy place significant costs on fledgling businesses seeking the best green coffee in the world.

Chiam Tow Jin and Ving Lim charged ahead regardless. Coffee professionals with experience in roasting and Q grading, they opened their roastery, The Roast Things, in Petaling Jaya two years ago. Last year they opened a sister café, Cream. Like others in the burgeoning specialty coffee scene in Malaysia, they were inspired by the recent boom in micro roasteries in Singapore and Australia.

These coffee pioneers have inspired many peers, and Malaysians are following their Asian neighbors to dominate on the world stage. This year Irvine Quek Siew Lhek from 103 Coffee Workshop won first place in the World Latte Art Championship, and Regine Wai Yee Beng from Page 2 Café took home second place in the World Brewers Cup.

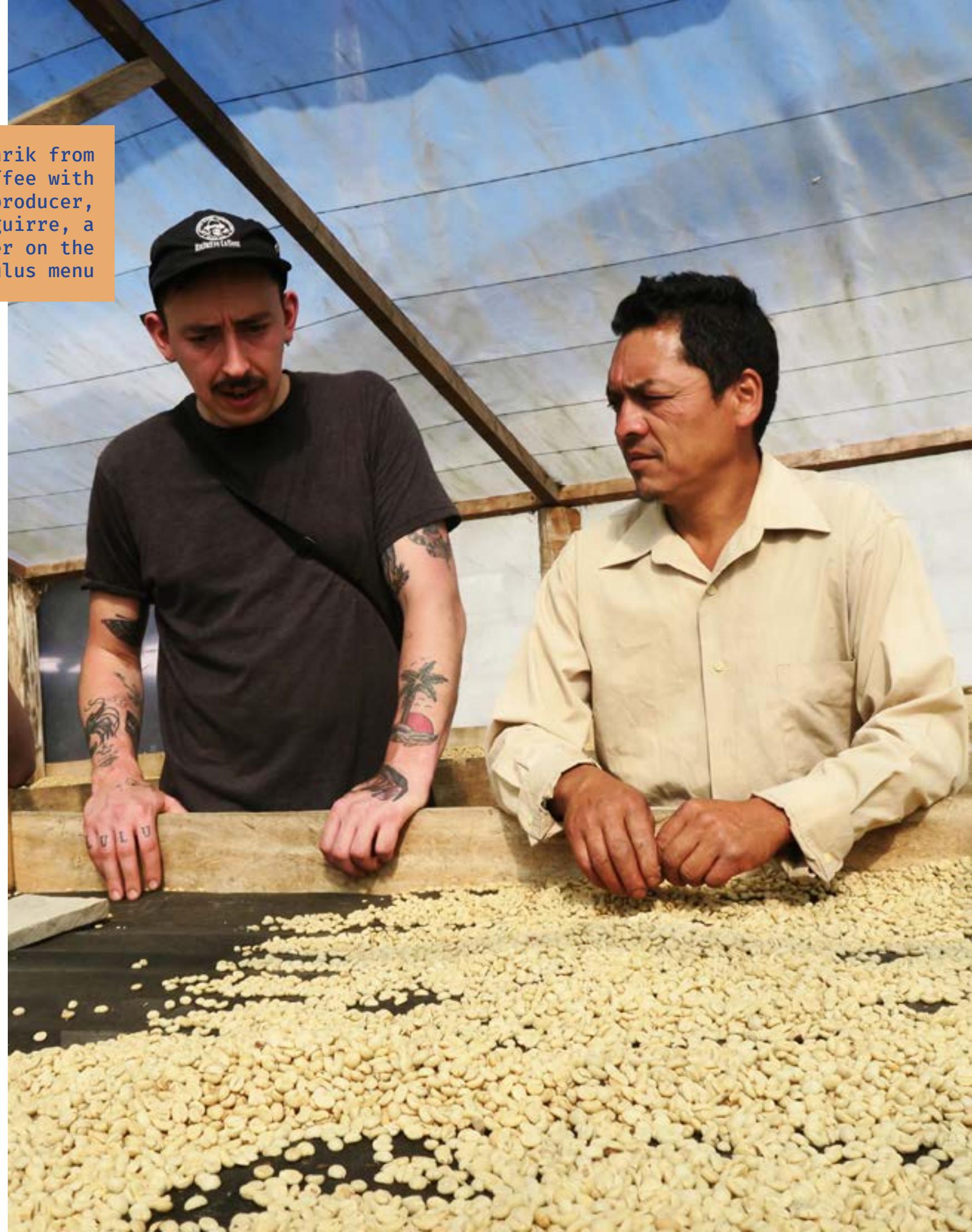
In May this year Malaysia's government changed for the first time in 61 years, fueling hope that importing green coffee may get a little easier. Already the industry is petitioning the newly sworn-in government for changes to its strict import laws.

The Roast Things search for unique lots, clean cups, nice acidity and great balance, just what CCS discovers at origin. We're proud to have been working with these coffee professionals for the past few years, genuine influencers within their coffee community, seeking to educate customers on quality coffee, grow the Malaysian specialty coffee market and create more opportunities for everyone.



POPULUS COFFEE, GERMANY: NORDIC ROASTERS IN BERLIN

Right: Henrik from Populus Coffee with Honduran producer, Cresencio Izaguirre, a regular producer on the Populus menu





By Bjørnar Hafslund

Sari and Henrik Haavisto are so much a part of the CCS family, they even brought their daughter to our Summer's End Celebration cupping event in Oslo this September.

When I first met Henrik of Populus Coffee he was working on a book about coffee. He traveled to Honduras and Guatemala with us and met some of our treasured friends and producers in Santa Barbara and Antigua. Immersed in the love and dedication of the Morenos and the great people of Buena Vista mill, Henrik decided then and there to pursue a professional life in coffee.

As Finns, the Haavisto's approach to coffee has always been distinctly Nordic. Henrik even learned to roast with us here in Oslo, back when I was Production Manager for our sister roastery, KAFFA. However they wanted a different market than their home town of Helsinki could offer, so they headed to Berlin, opening Populus Coffee in February 2016.

"Specialty coffee to us means relationships and people, and exceptional coffees of course," Sari said. "That's why we chose the name Populus, which means 'people' in Latin. It also refers to our

family name, since this is a family business – in Latin, *Populus* refers to aspen trees, and Haavisto means 'a forest of aspens' in Finnish."

In May, Populus hosted CCS on a road trip of Germany. Henrik and Nicolas toured Munich, Frankfurt, Dortmund, Hamburg, and of course, Berlin, forging new relationships in this growing specialty coffee market. This Finnish pair have also created lasting relationships with farmers, buying season after season from producers like Cresencio Izaguirre in Honduras, and from the Buena Vista mill in Antigua.

"Pretty early on we made a decision to buy from CCS exclusively," Sari said, "because of the way you do business, your fabulous selection in coffees and of course, our personal relationship."



THE FLECK, SLOVAKIA: GROWING A BUSINESS TOGETHER

Right: Martin Karabinos of The Fleck Roastery in Slovakia. Photo by Ján Chmelík





By Veronika Galova Vesela

The Slovak coffee scene will get an early Christmas gift this year – a new roastery and café called The Fleck. The name comes from the Slovak word “flak” meaning stein. Owner, Martin Karabinos, is well-known barista on the national and international stage. His story is similar to many of us working with coffete, he wasn’t planning it either. The two-time Slovakian national barista champion graduated from a mechanical high school, wandered into gastronomy and soon found his way to the coffee machine.

The individual approach is our specialty at CCS. We invest in relationships with coffee professionals we respect and genuinely care about. Martin attended our Summer’s End Celebration in Oslo, met the team, cupped with us, and learned more about our coffees. It was a natural step to begin an exclusive collaboration with our company.

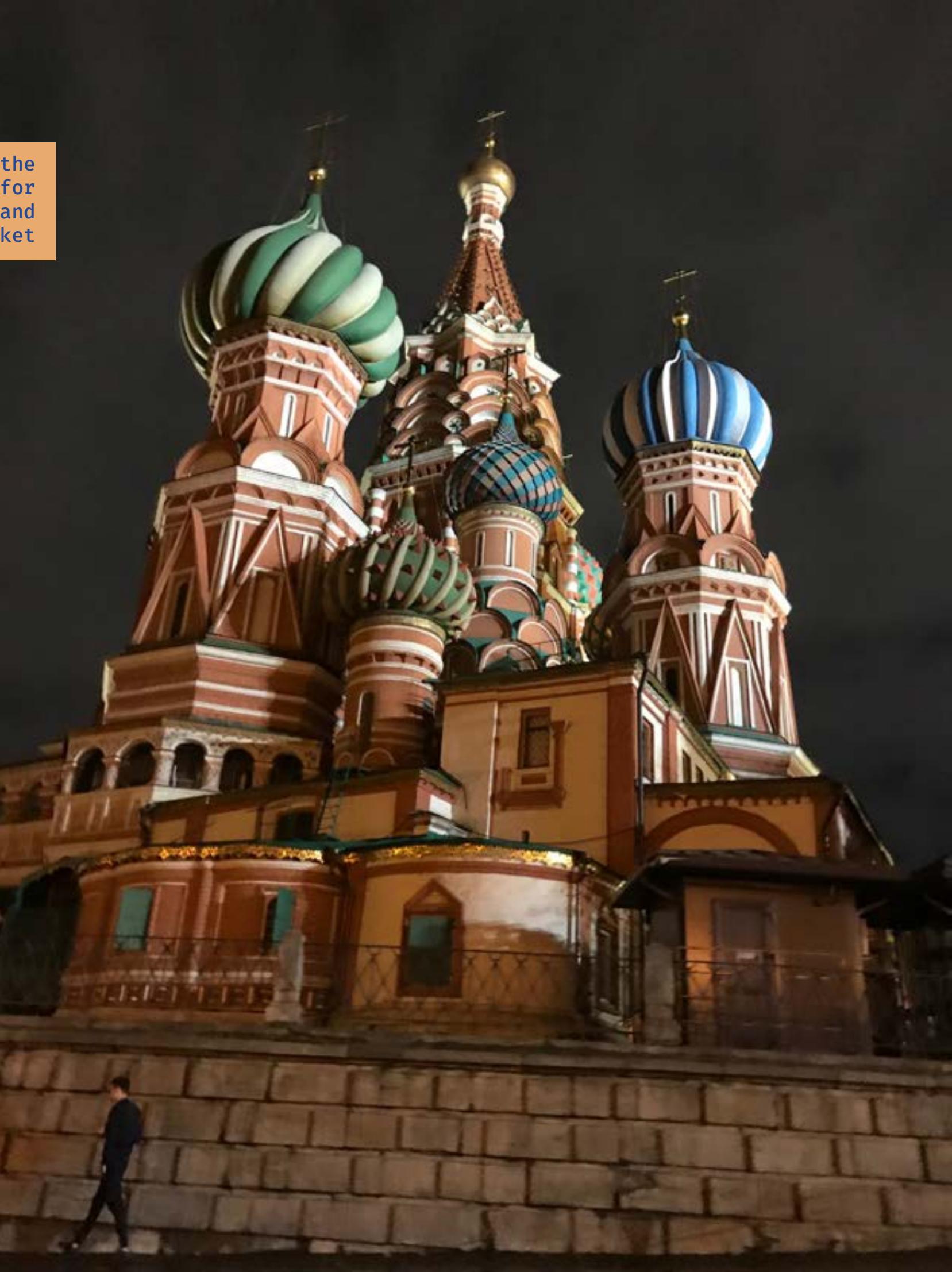
“The biggest advantage of working with CCS is the personal touch, their extensive experience, and an honest and transparent collaboration,” Martin said.

His plan as his company grows is to travel to origin with us, meet the producers and better understand the story behind the cup. It is our pleasure to welcome Martin to our family, and to grow his business together.



KLD, RUSSIA: ONE MARKET, ELEVEN TIME ZONES

Right: KLD are the ideal partners for Russia, a large and complex market



**By Nicolas Pourailly**

We are really happy to have grown our market in Russia. This year we began a partnership with KLD to import CCS coffee directly into Russia and offer some of the best lots in the world to our Russian roaster friends.

We are so thankful to the KLD team for their professionalism in representing us, their experience and knowledge about the vast Russian market and the warm welcome they always have for us.

Russia is an amazing coffee market and it is beautiful to see how Russian coffee professionals are simultaneously humble and ambitious. Their taste for funky coffee demonstrates the open-minded attitude towards specialty coffee. They know how to identify quality, even though no book tells you.

Thanks to the whole KLD team for helping us develop this market and for introducing us to passionate and dedicated coffee professionals in your country.

3. THE RIGHT BUSINESS

“The Right Business” is about more than paying high prices for quality coffee, although that is a good place to start. It includes understanding the complexities of the coffee supply chain, seeking solutions, analog and digital, to making that supply chain more transparent and efficient. It also includes highlighting and addressing issues we see in the coffee world, such as low wages for those at the very beginning of the coffee supply chain: farm laborers.

We are in the business of sourcing and distributing finely-crafted delicious coffees. In order for us, our producers, partners and customers to continue operating, that business must be sustainable.





AN ANALOG SUPPLY CHAIN IN A DIGITAL WORLD

Right: CCS is seeking technological solutions,
but coffee remains largely a manual process





By Travis Clark

Today's modern supply chains have a string of integrated technologies that help managers keep track of a product's progress through the supply chain from start to finish. Tracking from the raw material to manufacturing and processing to warehousing and final delivery to the end user, is key in evaluation of the value chain. This is however not the case for specialty coffee.

As tech savvy as we and many of our customers are, there is still a long way to go before that technology permeates the coffee supply chain. Specialty coffee is produced in areas often with unstable electricity and internet, therefore it is hard to automate processes and have instant updates. Even after so many years the pen and paper still rules.

This is why it is so important to work with the right suppliers. Having relationships with our exporters for many years gives us an understanding of the process and the way we each work – an automation based on trust. This helps move things along even when electricity and internet are not available.

There is great discussion about emerging technologies and how they will improve the supply chain of coffee. However, until the fundamentals of stable internet and technology like smart phones are put in the hands of the farmer, it will be some time before the skies are filled with blockchain controlled drones lifting coffee bags out of difficult areas to an awaiting container.

We are working on several fronts to implement technological solutions to issues in the coffee supply chain. Until the day digitally traceable coffee is the norm, we will be constantly re-evaluating our processes to help make things smoother and more efficient for everyone involved in our supply chain. We are planning ahead so our suppliers know what is going to happen even when email and WhatsApp break down. This provides continuity and stability for our suppliers and customers.



SUPPORTING FARM LABOR: THE REMA 1000 FUND

Right: Roneide Ferreira R,
employee of San Jacinto farm
in Brazil, receives her bonus
from Norwegian consumers of
Kolonihagen coffee, delivered
by Erik Rosendahl, CEO of
KAFFA Oslo.



**By Suzie Hoban**

Last year we reported on The Rema 1000 Fund, an initiative with our sister roastery, KAFFA Oslo and Rema 1000, a supermarket chain in Norway. As part of its mission to become one of Norway's leading suppliers of organic and sustainable food products, Rema 1000 bought a farm-to-table restaurant chain in Norway called Kolonihagen. KAFFA now supplies Rema 1000 with specialty roasted coffee under the Kolonihagen brand, and CCS is sourcing the green coffee.

The clear advantage of supermarket distribution is that KAFFA can sell specialty coffee at a lower price than ever before. "Early in the planning stage we said that we would do that on one condition: we would pay more to the producers and their workers," said Erik Rosendahl, CEO of KAFFA.

From the outset of the project, all four companies involved agreed to charge an additional 2 Norwegian Kroner (NOK) per bag (approx. \$0.23 USD) to support the people employed on the farms where we source the coffee. This year, Erik had the enviable task of delivering this bonus to workers on a farm and a mill in Brazil.

At Pedra Branca mill, the workers producing the Kolonihagen Brazil Espresso coffee, Antonio Carlos dos Santos, Bruno de Assis Silva, Bruno Henrique Machado Gonzaga, Paulo Cesar Tibae and Sebastião Adilson Gonzaga received 1452.65 Brazilian Reals (BRL) each (approx. \$372 USD).

At São Joaquim farm, workers producing the Kolonihagen Brazil Filter coffee, Jesimar Oliveira Sandi, Luiz Gustavo da Silva, Roneide Ferreira R and Josdair Vicente Sandi each received 7,391 BRL each (approx. \$1890 USD).

Erik said the farmers and workers had been informed of the project when we first purchased the coffee, but still couldn't really believe they were receiving a bonus. In their many years of working in coffee, they had never experienced anything like this. "They immediately began making plans for how to invest the money. They talked about how they would give their kids a gift that very day, and fix the roof of their house." The thing that touched them most was the connection created between their work and the customer's experience in Norway.

Erik will travel to Kenya this December, then Guatemala and Costa Rica in early 2019, to distribute funds to workers on farms and mills in these origins.

"This project shows that it is possible to distribute through supermarkets, and deliver a higher price to the producers and their staff," Erik said. "I am certain we can improve the model in many ways going forward. I feel a great responsibility to build on what we have started."



TRANSPARENCY
IS HARD (BUT WE
HAVE TO START
SOMEWHERE)



By **Suzie Hoban**

No one is crying for the poor Napa Valley vineyard owner," said Peter W. Roberts, speaking at the Transparent Trade Coffee Colloquium in Hamburg in June. Peter is a professor at the Goizueta Business School, Emory University and he began his academic career investigating the wine market, which he says functions well.

"Markets work best when there is a lot of information, and a lot of opportunity," Peter explained. "A vineyard owner can deliver their grapes to the back door of a winemaker, then walk around to the front door to find out how much their wine sells for," he explained. As a result, "Napa Valley vineyard owners are paid well. Coffee farmers are not."

Several industry veterans attended the colloquium, and all agreed that after twenty years working in this business, little has changed for coffee producers. They still struggle to make a living, they work at the mercy of the market, and they remain at the bottom of the supply chain.

Part of the solution is to increase the amount of information available, or in other words, increase transparency. Those of us working in green coffee purchasing need to be the conduit of information, providing negotiating power to producers, the kind enjoyed by Napa Valley vineyard owners.

Sounds easy enough. So why is it so hard?

Firstly, we worry about competition. Will customers complain when they see the margin we earn for our labor? Will our competitors steal our coffees by offering producers slightly more money?

Secondly, there is the question of which numbers to share: FOB, FOT, Farm Gate? Do our customers understand what these numbers mean? Do we have time to explain them? Alternatively, should we put our prices in the context of the C-Price or the Fair Trade price floor? Twenty percent above...? Double the...?

Ultimately, the biggest obstacle to transparency is context. A single number cannot communicate the long and complicated supply chain of coffee, and the costs associated with delivering it. Nor can it account for variations in cost of production, cost of living, currency fluctuations or volumes produced.

But we cannot wait until we have perfect data, because we never will. If we hope to change this industry for the better, we must begin with what we have.

For more details about the complexities of transparency, [read this blog post.](#)


CCS
TRANSPARENCY
REPORT

By Charlotte Dourneau and Robyn Randle

The following data was compiled for the Data-Backed and Anonymous Coffee Transaction Guide by Emory University, for which CCS is a proud data donor. Here is some context for the numbers you will find in this spreadsheet.

How our price is constructed:

The FOB represents the price we pay our export partners at origin. To calculate the cost we charge to roasters, we add the following:

- 1. Financing and logistics, on average USD \$0.3/lb** (USD \$0.4/lb for inland coffees such as Burundi.) We work with financing partners as we are an independent sourcing company without the capital to finance coffee. Logistics covers shipping, insurance and other costs to transport coffee from ports at origin to our warehouses located in Oslo, Hamburg, New Jersey and Oakland. This price is only for full containers. When we ship smaller quantities of coffee, like from Panama for example, financing and logistics costs are much higher.
- 2. Our markup, to cover our costs** The markup varies, depending on the FOB, volumes purchased, and the need to remain competitive in the market. For example, we take a lower margin on our most expensive coffees. On average, in 2018, our markup is 20%.

So the equation for all origins, except Burundi, looks something like this:

$$\begin{aligned} \text{Price to roasters per pound} &= (\text{FOB} + \text{US\$0.3}) \times 1.2 \\ \text{Price to roasters per kilo} &= (\text{FOB} + \text{US\$0.66}) \times 1.2 \end{aligned}$$

The equation for Burundi looks like this:

$$\begin{aligned} \text{Price to roasters per pound} &= (\text{FOB} + \text{US\$0.4}) \times 1.2 \\ \text{Price to roasters per kilo} &= (\text{FOB} + \text{US\$0.88}) \times 1.2 \end{aligned}$$

Please remember, these are averages.

The coffees listed in the following spreadsheets are spot or forward purchase lots shipped to CCS warehouses in the United States and Europe. This report excludes full containers shipped directly to partner warehouses in Russia, Taiwan and Japan. The customer price listed is before loyalty and volume discounts.

If you have any questions or concerns about the numbers presented in these spreadsheets, please [contact us](#). We love to talk openly and honestly about transparency in our industry.



CCS TRANSPARENCY REPORT, 2018

EU / ASIA / MIDDLE EAST: COFFEES STRIPPED IN TO CCS WAREHOUSES BETWEEN JAN 1 AND DEC 6, 2018

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Container ID	Origin	Lot Name	Exporter	Stripped In	Warehouse	Quantity of bags / boxes	Volume per bag / box (kg)	Total weight (kg)	FOB (\$/kg)	Transport, insurance and finance cost (\$/kg)	CCS margin (\$/kg)	Customer price, before loyalty and volume discounts (\$/kg)	Year we began buying from producer / washing station or exporter
CO1703	Colombia	Gesha 798	LPET	21-01-2018	Pacorini - Antwerp	1	13	13	US\$ 184,75	US\$ 0,99	US\$ 6,85	US\$ 192,59	2014
CO1703	Colombia	Typica 805	LPET	21-01-2018	Pacorini - Antwerp	2	13	25	US\$ 123,02	US\$ 0,99	US\$ 6,85	US\$ 130,86	2014
CO1703	Colombia	Sidra 832	LPET	21-01-2018	Pacorini - Antwerp	2	13	25	US\$ 184,75	US\$ 0,99	US\$ 6,85	US\$ 192,59	2014
CO1703	Colombia	Gesha 741 745	LPET	21-01-2018	Pacorini - Antwerp	1	13	13	US\$ 184,75	US\$ 0,99	US\$ 6,85	US\$ 192,59	2014
CO1703	Colombia	#252 Miguel Castro Marín	LPET	21-01-2018	Pacorini - Antwerp	10	35	350	US\$ 15,12	US\$ 0,99	US\$ 2,45	US\$ 18,56	2014
CO1703	Colombia	#253 Ricardo Torres	LPET	21-01-2018	Pacorini - Antwerp	10	35	350	US\$ 15,12	US\$ 0,99	US\$ 2,45	US\$ 18,56	2014
CO1703	Colombia	#255 Nubia Sanchez	LPET	21-01-2018	Pacorini - Antwerp	10	35	350	US\$ 15,12	US\$ 0,99	US\$ 2,45	US\$ 18,56	2014
CO1703	Colombia	#257 Brenda Pinzon	LPET	21-01-2018	Pacorini - Antwerp	10	35	350	US\$ 15,12	US\$ 0,99	US\$ 2,45	US\$ 18,56	2014
CO1703	Colombia	#258 Miguel C. Cubillos	LPET	21-01-2018	Pacorini - Antwerp	10	35	350	US\$ 15,12	US\$ 0,99	US\$ 2,45	US\$ 18,56	2014
CO1703	Colombia	#261 Dario Corredor	LPET	21-01-2018	Pacorini - Antwerp	10	35	350	US\$ 15,12	US\$ 0,99	US\$ 2,45	US\$ 18,56	2014
CO1703	Colombia	#262 Alvaro Rodriguez	LPET	21-01-2018	Pacorini - Antwerp	10	35	350	US\$ 15,12	US\$ 0,99	US\$ 2,45	US\$ 18,56	2014
CO1703	Colombia	#263 Jose Alfonso	LPET	21-01-2018	Pacorini - Antwerp	10	35	350	US\$ 15,12	US\$ 0,99	US\$ 2,45	US\$ 18,56	2014
CO1703	Colombia	#264 Gladys Cruz	LPET	21-01-2018	Pacorini - Antwerp	10	35	350	US\$ 15,12	US\$ 0,99	US\$ 2,45	US\$ 18,56	2014
CO1703	Colombia	#267 Efrain Barrera	LPET	21-01-2018	Pacorini - Antwerp	10	35	350	US\$ 15,12	US\$ 0,99	US\$ 2,45	US\$ 18,56	2014
CO1703	Colombia	#268 Vilma Amado	LPET	21-01-2018	Pacorini - Antwerp	10	35	350	US\$ 15,12	US\$ 0,99	US\$ 2,45	US\$ 18,56	2014
CO1703	Colombia	#269 Faustino Reyes	LPET	21-01-2018	Pacorini - Antwerp	10	35	350	US\$ 15,12	US\$ 0,99	US\$ 2,45	US\$ 18,56	2014
CO1703	Colombia	#276 Carlos Gaviria	LPET	21-01-2018	Pacorini - Antwerp	10	35	350	US\$ 15,12	US\$ 0,99	US\$ 2,45	US\$ 18,56	2014
CO1703	Colombia	#281 Dioselina Piñeros	LPET	21-01-2018	Pacorini - Antwerp	10	35	350	US\$ 15,12	US\$ 0,99	US\$ 2,45	US\$ 18,56	2014
CO1703	Colombia	#279 Adriana Suarez & Henry Leon	LPET	21-01-2018	Pacorini - Antwerp	10	35	350	US\$ 15,12	US\$ 0,99	US\$ 2,45	US\$ 18,56	2014
CO1703	Colombia	#291 Julio Cortez & Alfredo Garcia	LPET	21-01-2018	Pacorini - Antwerp	5	35	175	US\$ 15,12	US\$ 0,99	US\$ 2,45	US\$ 18,56	2014
CO1703	Colombia	SL28	LPET	21-01-2018	Ryen - Oslo	1	13	13	US\$ 167,11	US\$ 0,99	US\$ 6,85	US\$ 174,95	2014
CO1703	Colombia	Sidra	LPET	21-01-2018	Ryen - Oslo	1	13	13	US\$ 184,75	US\$ 0,99	US\$ 6,85	US\$ 192,59	2014
BU1701	Burundi	Mikuba 30	Longmiles	26-01-2018	Pacorini - Antwerp	7	60	420	US\$ 9,41	US\$ 0,88	US\$ 2,70	US\$ 12,99	2013
BU1701	Burundi	Mikuba 29	Longmiles	26-01-2018	Pacorini - Antwerp	9	60	540	US\$ 9,41	US\$ 0,88	US\$ 2,70	US\$ 12,99	2013
BU1701	Burundi	Munyinya 24	Longmiles	26-01-2018	Pacorini - Antwerp	15	60	900	US\$ 9,41	US\$ 0,88	US\$ 2,70	US\$ 12,99	2013
BU1701	Burundi	Gaharo 20	Longmiles	26-01-2018	Pacorini - Antwerp	10	60	600	US\$ 9,41	US\$ 0,88	US\$ 2,70	US\$ 12,99	2013
BU1701	Burundi	Munyinya 13	Longmiles	26-01-2018	Pacorini - Antwerp	5	60	300	US\$ 9,41	US\$ 0,88	US\$ 2,70	US\$ 12,99	2013
BU1701	Burundi	Munyinya 22	Longmiles	26-01-2018	Pacorini - Antwerp	10	60	600	US\$ 9,41	US\$ 0,88	US\$ 2,70	US\$ 12,99	2013
BU1701	Burundi	Munyinya 15	Longmiles	26-01-2018	Pacorini - Antwerp	13	60	780	US\$ 9,41	US\$ 0,88	US\$ 2,70	US\$ 12,99	2013
BU1701	Burundi	Nkonge 39	Longmiles	26-01-2018	Pacorini - Antwerp	11	60	660	US\$ 12,13	US\$ 0,88	US\$ 2,69	US\$ 15,70	2013
BU1701	Burundi	Mikuba 33	Longmiles	26-01-2018	Pacorini - Antwerp	12	60	720	US\$ 9,41	US\$ 0,88	US\$ 2,70	US\$ 12,99	2013
BU1701	Burundi	Nkonge 31	Longmiles	26-01-2018	Pacorini - Antwerp	20	60	1 200	US\$ 9,41	US\$ 0,88	US\$ 2,70	US\$ 12,99	2013
BU1701	Burundi	Mikuba 23	Longmiles	26-01-2018	Pacorini - Antwerp	11	60	660	US\$ 12,13	US\$ 0,88	US\$ 2,69	US\$ 15,70	2013
BU1701	Burundi	Mikuba 32	Longmiles	26-01-2018	Pacorini - Antwerp	16	60	960	US\$ 12,13	US\$ 0,88	US\$ 2,69	US\$ 15,70	2013
BU1701	Burundi	Mutana 25	Longmiles	26-01-2018	Pacorini - Antwerp	12	60	720	US\$ 12,13	US\$ 0,88	US\$ 2,69	US\$ 15,70	2013
BU1701	Burundi	Musumba 21	Longmiles	26-01-2018	Pacorini - Antwerp	3	60	180	US\$ 9,41	US\$ 0,88	US\$ 2,70	US\$ 12,99	2013
BU1701	Burundi	Munyinya 9	Longmiles	26-01-2018	Pacorini - Antwerp	10	60	600	US\$ 9,41	US\$ 0,88	US\$ 2,70	US\$ 12,99	2013
BU1701	Burundi	Mikuba 35	Longmiles	26-01-2018	Pacorini - Antwerp	15	60	900	US\$ 9,41	US\$ 0,88	US\$ 2,70	US\$ 12,99	2013
BU1701	Burundi	Gishubi 29	Longmiles	26-01-2018	Pacorini - Antwerp	11	60	660	US\$ 9,41	US\$ 0,88	US\$ 2,70	US\$ 12,99	2013
BU1701	Burundi	Mutana 42	Longmiles	26-01-2018	Pacorini - Antwerp	18	60	1 080	US\$ 10,36	US\$ 0,88	US\$ 2,70	US\$ 13,94	2013
BU1701	Burundi	Mutana 29	Longmiles	26-01-2018	Pacorini - Antwerp	11	60	660	US\$ 9,41	US\$ 0,88	US\$ 2,70	US\$ 12,99	2013
BU1701	Burundi	Gitwe 2/LMC Farm	Longmiles	26-01-2018	Pacorini - Antwerp	12	60	720	US\$ 9,41	US\$ 0,88	US\$ 2,70	US\$ 12,99	2013
BU1701	Burundi	Gitwe 3/LMC Farm	Longmiles	26-01-2018	Pacorini - Antwerp	16	60	960	US\$ 12,13	US\$ 0,88	US\$ 2,70	US\$ 15,71	2013
BU1701	Burundi	Village Health Works	Longmiles	26-01-2018	Pacorini - Antwerp	47	60	2 820	US\$ 5,73	US\$ 0,88	US\$ 1,89	US\$ 8,50	2013
BU1701	Burundi	Ozone Kibira	Longmiles	26-01-2018	Pacorini - Antwerp	5	60	300	US\$ 5,73	US\$ 0,88	US\$ 2,70	US\$ 9,31	2013



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Container ID	Origin	Lot Name	Exporter	Stripped In	Warehouse	Quantity of bags / boxes	Volume per bag / box (kg)	Total weight (kg)	FOB (\$/kg)	Transport, insurance and finance cost (\$/kg)	CCS margin (\$/kg)	Customer price, before loyalty and volume discounts (\$/kg)	Year we began buying from producer / washing station or exporter
BU1701	Burundi	Nkonge 45	Longmiles	26-01-2018	Pacorini - Antwerp	11	60	660	US\$ 10,36	US\$ 0,88	US\$ 2,76	US\$ 14,00	2013
BU1702	Burundi	Butegana 1677	Greenco	7-02-2018	Pacorini - Antwerp	10	60	600	US\$ 7,72	US\$ 0,88	US\$ 2,71	US\$ 11,31	2013
BU1703	Burundi	Gitwe 24	Longmiles	10-04-2018	Vollers - Hamburg	11	60	660	US\$ 12,13	US\$ 0,88	US\$ 2,69	US\$ 15,70	2013
BU1703	Burundi	Gitwe 1	Longmiles	10-04-2018	Vollers - Hamburg	28	60	1 680	US\$ 9,41	US\$ 0,88	US\$ 2,70	US\$ 12,99	2013
BU1703	Burundi	Mikuba 40	Longmiles	10-04-2018	Vollers - Hamburg	8	60	480	US\$ 9,41	US\$ 0,88	US\$ 2,70	US\$ 12,99	2013
BU1703	Burundi	Munyinya 43 Honey	Longmiles	10-04-2018	Vollers - Hamburg	7	60	420	US\$ 10,36	US\$ 0,88	US\$ 2,76	US\$ 14,00	2013
BU1703	Burundi	Munyinya 24	Longmiles	10-04-2018	Vollers - Hamburg	9	60	540	US\$ 9,41	US\$ 0,88	US\$ 2,70	US\$ 12,99	2013
BU1703	Burundi	NKonge PB	Longmiles	10-04-2018	Vollers - Hamburg	29	60	1 740	US\$ 9,41	US\$ 0,88	US\$ 2,70	US\$ 12,99	2013
BU1703	Burundi	Mikuba 25	Longmiles	10-04-2018	Vollers - Hamburg	7	60	420	US\$ 12,13	US\$ 0,88	US\$ 2,69	US\$ 15,70	2013
BU1703	Burundi	Mutana 24	Longmiles	10-04-2018	Vollers - Hamburg	7	60	420	US\$ 12,13	US\$ 0,88	US\$ 2,69	US\$ 15,70	2013
BU1703	Burundi	Musumba 24	Longmiles	10-04-2018	Vollers - Hamburg	9	60	540	US\$ 9,41	US\$ 0,88	US\$ 2,70	US\$ 12,99	2013
BU1703	Burundi	Gishubi 2	Longmiles	10-04-2018	Vollers - Hamburg	6	60	360	US\$ 9,41	US\$ 0,88	US\$ 2,70	US\$ 12,99	2013
BU1703	Burundi	Munyinya 13	Longmiles	10-04-2018	Vollers - Hamburg	10	60	600	US\$ 9,41	US\$ 0,88	US\$ 2,70	US\$ 12,99	2013
BU1703	Burundi	Nyamuzi 5	Longmiles	10-04-2018	Vollers - Hamburg	7	60	420	US\$ 10,36	US\$ 0,88	US\$ 2,76	US\$ 14,00	2013
CO1801	Colombia	Frontera de Acevedo	Fairfield	19-04-2018	Vollers - Hamburg	100	70	7 000	US\$ 6,15	US\$ 0,66	US\$ 2,79	US\$ 9,60	2016
CO1801	Colombia	Decaf Frontera de Acevedo	Fairfield	19-04-2018	Vollers - Hamburg	10	70	700	US\$ 7,25	US\$ 0,66	US\$ 2,79	US\$ 10,70	2016
CO1801	Colombia	Jhon Wilson Poveda (#11)	Fairfield	19-04-2018	Vollers - Hamburg	10	70	700	US\$ 7,80	US\$ 0,66	US\$ 2,78	US\$ 11,24	2016
CO1801	Colombia	Wilmer Cuellar (#15)	Fairfield	19-04-2018	Vollers - Hamburg	9	70	630	US\$ 7,36	US\$ 0,66	US\$ 2,79	US\$ 10,81	2016
CO1801	Colombia	Mariano Leal	Fairfield	19-04-2018	Vollers - Hamburg	6	70	420	US\$ 7,36	US\$ 0,66	US\$ 2,79	US\$ 10,81	2016
CO1801	Colombia	Luis Vargas	Fairfield	19-04-2018	Vollers - Hamburg	5	70	350	US\$ 7,36	US\$ 0,66	US\$ 2,79	US\$ 10,81	2016
CO1801	Colombia	Maria Bercelia Martinez	Fairfield	19-04-2018	Vollers - Hamburg	11	70	770	US\$ 7,36	US\$ 0,66	US\$ 2,79	US\$ 10,81	2016
CO1801	Colombia	Maria Bercelia Martinez #12	Fairfield	19-04-2018	Vollers - Hamburg	13	70	910	US\$ 7,80	US\$ 0,66	US\$ 2,78	US\$ 11,24	2016
CO1801	Colombia	Carmelo Carmelo (#4)	Fairfield	19-04-2018	Vollers - Hamburg	8	24	192	US\$ 10,10	US\$ 0,66	US\$ 2,79	US\$ 13,55	2017
CO1801	Colombia	Rio Suaza - 3 Producer Blend (#5)	Fairfield	19-04-2018	Vollers - Hamburg	7	24	168	US\$ 10,10	US\$ 0,66	US\$ 2,79	US\$ 13,55	2017
CO1801	Colombia	Gillermo Rojas (#9)	Fairfield	19-04-2018	Vollers - Hamburg	12	24	288	US\$ 8,77	US\$ 0,66	US\$ 2,79	US\$ 12,22	2016
CO1801	Colombia	El Tesoro - 5 Producers Blend (#10)	Fairfield	19-04-2018	Vollers - Hamburg	11	24	264	US\$ 8,77	US\$ 0,66	US\$ 2,79	US\$ 12,22	2017
CO1801	Colombia	Jair Caicedo (#1)	Fairfield	19-04-2018	Vollers - Hamburg	10	24	240	US\$ 11,88	US\$ 0,66	US\$ 3,14	US\$ 15,68	2016
CO1801	Colombia	Carlos Calderon (#3)	Fairfield	19-04-2018	Vollers - Hamburg	16	24	384	US\$ 10,10	US\$ 0,66	US\$ 2,79	US\$ 13,55	2016
ET1803	Ethiopia	Duromina Lot 8	Kata Maduga	7-05-2018	Vollers - Hamburg	50	60	3 000	US\$ 7,39	US\$ 0,66	US\$ 2,80	US\$ 10,85	2017
ET1803	Ethiopia	Yukro Lot 8	Kata Maduga	7-05-2018	Vollers - Hamburg	50	60	3 000	US\$ 7,50	US\$ 0,66	US\$ 2,80	US\$ 10,96	2013
ET1803	Ethiopia	Hunda Oli Lot 4	Kata Maduga	7-05-2018	Vollers - Hamburg	50	60	3 000	US\$ 7,50	US\$ 0,66	US\$ 2,80	US\$ 10,96	2017
ET1803	Ethiopia	Nano Challal Lot 5	Kata Maduga	7-05-2018	Vollers - Hamburg	50	60	3 000	US\$ 7,50	US\$ 0,66	US\$ 2,80	US\$ 10,96	2017
ET1803	Ethiopia	Dalecho Lot 5	Kata Maduga	7-05-2018	Vollers - Hamburg	50	60	3 000	US\$ 7,17	US\$ 0,66	US\$ 2,80	US\$ 10,63	2017
BR1802	Brazil	IP 9	Carmo	8-05-2018	Transexpress - Oslo	20	60	1 200	US\$ 6,61	US\$ 0,66	US\$ 2,78	US\$ 10,05	2014
BR1802	Brazil	IP 10	Carmo	8-05-2018	Transexpress - Oslo	10	60	600	US\$ 6,61	US\$ 0,66	US\$ 2,78	US\$ 10,05	2014
BR1802	Brazil	Sitio Sampaio (#11 - #10)	Carmo	8-05-2018	Transexpress - Oslo	5	60	300	US\$ 6,61	US\$ 0,66	US\$ 2,78	US\$ 10,05	2014
BR1802	Brazil	Pinheirinho	Carmo	8-05-2018	Transexpress - Oslo	115	60	6 900	US\$ 5,31	US\$ 0,66	US\$ 2,78	US\$ 8,75	2014
BR1802	Brazil	Sao Joaquim	Carmo	8-05-2018	Transexpress - Oslo	170	60	10 200	US\$ 5,31	US\$ 0,66	US\$ 2,78	US\$ 8,75	2014
BR1803	Brazil	Santa Ines (T5 P7)	Carmo	8-05-2018	Ryen - Oslo	12	60	720	US\$ 4,90	US\$ 0,66	US\$ 2,79	US\$ 8,35	2011
BR1803	Brazil	Sertao (T5 P16)	Carmo	8-05-2018	Transexpress - Oslo	35	60	2 100	US\$ 4,90	US\$ 0,66	US\$ 2,79	US\$ 8,35	2010
BR1803	Brazil	Sertao (T1 P8)	Carmo	8-05-2018	Transexpress - Oslo	90	60	5 400	US\$ 4,90	US\$ 0,66	US\$ 2,79	US\$ 8,35	2010
BR1803	Brazil	Sertao (T2 P15)	Carmo	8-05-2018	Transexpress - Oslo	80	60	4 800	US\$ 4,90	US\$ 0,66	US\$ 2,79	US\$ 8,35	2010
BR1803	Brazil	Sertao	Carmo	8-05-2018	Transexpress - Oslo	108	60	6 480	US\$ 4,90	US\$ 0,66	US\$ 2,79	US\$ 8,35	2010
GT1802	Guatemala	Los Santos	Zelcafe	8-05-2018	Vollers - Hamburg	86	46	3 956	US\$ 6,39	US\$ 0,66	US\$ 2,80	US\$ 9,85	2012
GT1802	Guatemala	Hunapu Belleville 2	Zelcafe	8-05-2018	Vollers - Hamburg	55	46	2 530	US\$ 7,17	US\$ 0,66	US\$ 2,80	US\$ 10,63	2012



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Container ID	Origin	Lot Name	Exporter	Stripped In	Warehouse	Quantity of bags / boxes	Volume per bag / box (kg)	Total weight (kg)	FOB (\$/kg)	Transport, insurance and finance cost (\$/kg)	CCS margin (\$/kg)	Customer price, before loyalty and volume discounts (\$/kg)	Year we began buying from producer / washing station or exporter
GT1802	Guatemala	Hunapu Belleville 1	Zelcafe	8-05-2018	Vollers - Hamburg	50	46	2 300	US\$ 7,17	US\$ 0,66	US\$ 2,80	US\$ 10,63	2012
GT1802	Guatemala	Buena Vista Populus	Zelcafe	8-05-2018	Vollers - Hamburg	15	46	690	US\$ 7,72	US\$ 0,66	US\$ 2,80	US\$ 11,18	2012
GT1802	Guatemala	Hunapu Dario	Zelcafe	8-05-2018	Vollers - Hamburg	12	46	552	US\$ 7,72	US\$ 0,66	US\$ 2,80	US\$ 11,18	2012
GT1802	Guatemala	Antigua Soledad Belleville	Zelcafe	8-05-2018	Vollers - Hamburg	21	46	966	US\$ 7,50	US\$ 0,66	US\$ 2,80	US\$ 10,96	2012
GT1802	Guatemala	Antigua Buena Vista	Zelcafe	8-05-2018	Vollers - Hamburg	37	46	1 702	US\$ 7,50	US\$ 0,66	US\$ 2,80	US\$ 10,96	2012
GT1802	Guatemala	Antigua Folie	Zelcafe	8-05-2018	Vollers - Hamburg	15	46	690	US\$ 7,50	US\$ 0,66	US\$ 2,80	US\$ 10,96	2012
GT1802	Guatemala	El Bosque	Zelcafe	8-05-2018	Vollers - Hamburg	20	46	920	US\$ 7,72	US\$ 0,66	US\$ 2,80	US\$ 11,18	2012
GT1802	Guatemala	Antigua Hunapu Duenas	Zelcafe	8-05-2018	Vollers - Hamburg	13	46	598	US\$ 7,17	US\$ 0,66	US\$ 2,80	US\$ 10,63	2012
GT1802	Guatemala	Antigua Hunapu	Zelcafe	8-05-2018	Vollers - Hamburg	89	46	4 094	US\$ 7,17	US\$ 0,66	US\$ 2,80	US\$ 10,63	2012
ET1810	Ethiopia	Hallo Fuafuate	SNAP	13-06-2018	Vollers - Hamburg	125	60	7 500	US\$ 7,83	US\$ 0,66	US\$ 2,80	US\$ 11,29	2017
ET1810	Ethiopia	Gotiti Mijani Lot 2	SNAP	13-06-2018	Vollers - Hamburg	30	60	1 800	US\$ 7,72	US\$ 0,66	US\$ 2,80	US\$ 11,18	2017
ET1810	Ethiopia	Hambela Dimtu	SNAP	13-06-2018	Vollers - Hamburg	110	60	6 600	US\$ 7,72	US\$ 0,66	US\$ 2,80	US\$ 11,18	2017
ET1810	Ethiopia	Guji Hambela Titiro Goyo	SNAP	13-06-2018	Vollers - Hamburg	20	60	1 200	US\$ 7,83	US\$ 0,66	US\$ 2,80	US\$ 11,29	2017
ET1810	Ethiopia	West Arsi Refisa Nensebo	SNAP	13-06-2018	Vollers - Hamburg	35	60	2 100	US\$ 7,61	US\$ 0,66	US\$ 2,80	US\$ 11,07	2017
KE1801	Kenya	Karuhiu Utheri AA	Kenyacof	13-07-2018	Vollers - Hamburg	20	30	600	US\$ 9,94	US\$ 0,66	US\$ 3,06	US\$ 13,66	2015
KE1801	Kenya	Kamuchuni AA	Kenyacof	13-07-2018	Vollers - Hamburg	34	30	1 020	US\$ 10,43	US\$ 0,66	US\$ 3,06	US\$ 14,15	2015
KE1801	Kenya	Kahindu AB	Kenyacof	13-07-2018	Vollers - Hamburg	30	30	900	US\$ 9,35	US\$ 0,66	US\$ 3,06	US\$ 13,07	2015
KE1801	Kenya	Gaikundo PB	Kenyacof	13-07-2018	Vollers - Hamburg	14	30	420	US\$ 8,53	US\$ 0,66	US\$ 3,06	US\$ 12,25	2015
KE1801	Kenya	Karani PB	Kenyacof	13-07-2018	Vollers - Hamburg	14	30	420	US\$ 9,92	US\$ 0,66	US\$ 3,06	US\$ 13,64	2015
KE1801	Kenya	Ruthagati AB	Kenyacof	13-07-2018	Vollers - Hamburg	30	30	900	US\$ 9,59	US\$ 0,66	US\$ 3,06	US\$ 13,31	2015
KE1801	Kenya	Karimkui AA	Kenyacof	13-07-2018	Vollers - Hamburg	38	30	1 140	US\$ 11,31	US\$ 0,66	US\$ 3,06	US\$ 15,03	2015
KE1801	Kenya	Kii AA	Kenyacof	13-07-2018	Vollers - Hamburg	42	30	1 260	US\$ 11,49	US\$ 0,66	US\$ 3,06	US\$ 15,21	2015
KE1801	Kenya	Karimkui AB	Kenyacof	13-07-2018	Vollers - Hamburg	60	30	1 800	US\$ 9,74	US\$ 0,66	US\$ 3,06	US\$ 13,46	2015
KE1801	Kenya	Karimkui PB	Kenyacof	13-07-2018	Vollers - Hamburg	14	30	420	US\$ 10,08	US\$ 0,66	US\$ 3,06	US\$ 13,80	2015
KE1801	Kenya	Karogoto AA	Kenyacof	13-07-2018	Vollers - Hamburg	30	30	900	US\$ 11,51	US\$ 0,66	US\$ 3,06	US\$ 15,23	2015
KE1801	Kenya	Kiangombe AA	Kenyacof	13-07-2018	Vollers - Hamburg	30	30	900	US\$ 10,08	US\$ 0,66	US\$ 3,06	US\$ 13,80	2015
KE1801	Kenya	Gatombaya AA	Kenyacof	13-07-2018	Vollers - Hamburg	10	30	300	US\$ 13,01	US\$ 0,66	US\$ 3,06	US\$ 16,73	2015
KE1801	Kenya	Karogoto AB	Kenyacof	13-07-2018	Vollers - Hamburg	30	30	900	US\$ 8,95	US\$ 0,66	US\$ 3,06	US\$ 12,67	2015
KE1801	Kenya	Karani PB	Kenyacof	13-07-2018	Vollers - Hamburg	16	30	480	US\$ 9,92	US\$ 0,66	US\$ 3,06	US\$ 13,64	2015
KE1801	Kenya	Kihuri AB	Kenyacof	13-07-2018	Vollers - Hamburg	24	30	720	US\$ 7,94	US\$ 0,66	US\$ 3,06	US\$ 11,66	2015
KE1801	Kenya	Gaturiri AA	Kenyacof	13-07-2018	Vollers - Hamburg	40	30	1 200	US\$ 12,13	US\$ 0,66	US\$ 3,06	US\$ 15,85	2015
KE1801	Kenya	Guama/XAD03F07 PB	Kenyacof	13-07-2018	Vollers - Hamburg	24	30	720	US\$ 10,56	US\$ 0,66	US\$ 3,06	US\$ 14,28	2015
KE1802	Kenya	Kevote AA	Dormans	13-07-2018	Vollers - Hamburg	40	30	1 200	US\$ 11,02	US\$ 0,66	US\$ 3,06	US\$ 14,74	2008
KE1802	Kenya	Gatchatha PB	Dormans	13-07-2018	Vollers - Hamburg	4	30	120	US\$ 11,55	US\$ 0,66	US\$ 3,06	US\$ 15,27	2008
KE1802	Kenya	Riakiberu PB	Dormans	13-07-2018	Vollers - Hamburg	10	30	300	US\$ 9,99	US\$ 0,66	US\$ 3,27	US\$ 13,92	2008
KE1802	Kenya	Kiunyu AB	Dormans	13-07-2018	Vollers - Hamburg	106	30	3 180	US\$ 13,12	US\$ 0,66	US\$ 3,06	US\$ 16,84	2008
KE1802	Kenya	Kiunyu AA	Dormans	13-07-2018	Vollers - Hamburg	60	30	1 800	US\$ 15,21	US\$ 0,66	US\$ 3,06	US\$ 18,93	2008
KE1802	Kenya	Riakiberu AA	Dormans	13-07-2018	Vollers - Hamburg	60	30	1 800	US\$ 11,02	US\$ 0,66	US\$ 3,06	US\$ 14,74	2008
KE1802	Kenya	Kiamugomo AA	Dormans	13-07-2018	Vollers - Hamburg	60	30	1 800	US\$ 13,12	US\$ 0,66	US\$ 3,05	US\$ 16,83	2008
KE1802	Kenya	Kevote AB	Dormans	13-07-2018	Vollers - Hamburg	56	30	1 680	US\$ 9,55	US\$ 0,66	US\$ 3,06	US\$ 13,27	2008
KE1802	Kenya	Kiunyu PB	Dormans	13-07-2018	Vollers - Hamburg	20	30	600	US\$ 13,12	US\$ 0,66	US\$ 3,06	US\$ 16,84	2008
KE1802	Kenya	Kihuyu PB	Dormans	13-07-2018	Vollers - Hamburg	2	30	60	US\$ 9,99	US\$ 0,66	US\$ 3,06	US\$ 13,71	2008
KE1802	Kenya	Kagumo PB	Dormans	13-07-2018	Vollers - Hamburg	20	30	600	US\$ 9,99	US\$ 0,66	US\$ 3,06	US\$ 13,71	2008
KE1802	Kenya	Kianjuki PB	Dormans	13-07-2018	Vollers - Hamburg	14	30	420	US\$ 9,55	US\$ 0,66	US\$ 3,06	US\$ 13,27	2008
KE1802	Kenya	Ndunduri PB	Dormans	13-07-2018	Vollers - Hamburg	8	30	240	US\$ 7,28	US\$ 0,66	US\$ 5,25	US\$ 13,19	2008



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Container ID	Origin	Lot Name	Exporter	Stripped In	Warehouse	Quantity of bags / boxes	Volume per bag / box (kg)	Total weight (kg)	FOB (\$/kg)	Transport, insurance and finance cost (\$/kg)	CCS margin (\$/kg)	Customer price, before loyalty and volume discounts (\$/kg)	Year we began buying from producer / washing station or exporter
KE1802	Kenya	Kieni SL504 AA	Dormans	13-07-2018	Vollers - Hamburg	20	30	600	US\$ 10,52	US\$ 0,66	US\$ 3,06	US\$ 14,24	2008
KE1802	Kenya	Auction 1393 Karatina AA	Dormans	13-07-2018	Vollers - Hamburg	20	30	600	US\$ 10,16	US\$ 0,66	US\$ 3,06	US\$ 13,88	2008
ET1801	Ethiopia	Guji Highlands, Allona	Guji Highlands	8-08-2018	Vollers - Hamburg	140	60	8 400	US\$ 7,50	US\$ 0,66	US\$ 2,80	US\$ 10,96	2016
ET1801	Ethiopia	Mormora, Chekata	Guji Highlands	8-08-2018	Vollers - Hamburg	55	60	3 300	US\$ 7,83	US\$ 0,66	US\$ 2,80	US\$ 11,29	2016
ET1801	Ethiopia	Guji Highlands, Sawana	Guji Highlands	8-08-2018	Vollers - Hamburg	50	60	3 000	US\$ 7,61	US\$ 0,66	US\$ 2,80	US\$ 11,07	2016
ET1801	Ethiopia	Guji Highlands, Hangadhi	Guji Highlands	8-08-2018	Vollers - Hamburg	10	60	600	US\$ 7,61	US\$ 0,66	US\$ 2,80	US\$ 11,07	2016
ET1801	Ethiopia	Guji Highlands, Wolena	Guji Highlands	8-08-2018	Vollers - Hamburg	10	60	600	US\$ 7,72	US\$ 0,66	US\$ 2,80	US\$ 11,18	2016
GT1803	Guatemala	Candelaria RISE	Zelcafe	8-08-2018	Vollers - Hamburg	77	46	3 542	US\$ 5,51	US\$ 0,66	US\$ 2,33	US\$ 8,50	2012
GT1803	Guatemala	Antigua Hunapu - DS	Zelcafe	8-08-2018	Vollers - Hamburg	45	46	2 070	US\$ 7,17	US\$ 0,66	US\$ 2,80	US\$ 10,63	2012
GT1803	Guatemala	Antigua Hunapu 2	Zelcafe	8-08-2018	Vollers - Hamburg	58	46	2 668	US\$ 7,17	US\$ 0,66	US\$ 2,80	US\$ 10,63	2012
GT1803	Guatemala	Antigua Hunapu CV	Zelcafe	8-08-2018	Vollers - Hamburg	35	46	1 610	US\$ 7,17	US\$ 0,66	US\$ 2,80	US\$ 10,63	2012
GT1803	Guatemala	Antigua Hunapu Bourbon CV	Zelcafe	8-08-2018	Vollers - Hamburg	32	46	1 472	US\$ 7,50	US\$ 0,66	US\$ 2,80	US\$ 10,96	2012
GT1803	Guatemala	Antigua Potrero	Zelcafe	8-08-2018	Vollers - Hamburg	33	46	1 518	US\$ 7,50	US\$ 0,66	US\$ 2,80	US\$ 10,96	2012
GT1803	Guatemala	Antigua San Juan	Zelcafe	8-08-2018	Vollers - Hamburg	73	46	3 358	US\$ 7,50	US\$ 0,66	US\$ 2,80	US\$ 10,96	2012
GT1803	Guatemala	Antigua Santa Cruz	Zelcafe	8-08-2018	Vollers - Hamburg	17	46	782	US\$ 7,50	US\$ 0,66	US\$ 2,80	US\$ 10,96	2012
GT1803	Guatemala	Antigua Soledad	Zelcafe	8-08-2018	Vollers - Hamburg	26	46	1 196	US\$ 7,50	US\$ 0,66	US\$ 2,80	US\$ 10,96	2012
GT1804	Guatemala	Candelaria Rise	Zelcafe	8-08-2018	Vollers - Hamburg	23	46	1 058	US\$ 5,51	US\$ 0,66	US\$ 2,33	US\$ 8,50	2012
GT1804	Guatemala	Antigua Hunapu 3	Zelcafe	8-08-2018	Vollers - Hamburg	221	46	10 166	US\$ 7,17	US\$ 0,66	US\$ 2,80	US\$ 10,63	2012
GT1804	Guatemala	Antigua Hunapu San Antonio 1	Zelcafe	8-08-2018	Vollers - Hamburg	13	46	598	US\$ 7,50	US\$ 0,66	US\$ 2,80	US\$ 10,96	2012
GT1804	Guatemala	Antigua Hunapu San Antonio 2	Zelcafe	8-08-2018	Vollers - Hamburg	18	46	828	US\$ 7,50	US\$ 0,66	US\$ 2,80	US\$ 10,96	2012
GT1804	Guatemala	Antigua La Folie	Zelcafe	8-08-2018	Vollers - Hamburg	15	46	690	US\$ 7,50	US\$ 0,66	US\$ 2,80	US\$ 10,96	2012
GT1804	Guatemala	Antigua Pulcal	Zelcafe	8-08-2018	Vollers - Hamburg	27	46	1 242	US\$ 7,72	US\$ 0,66	US\$ 2,80	US\$ 11,18	2012
GT1804	Guatemala	La Florida	Zelcafe	8-08-2018	Vollers - Hamburg	24	46	1 104	US\$ 7,72	US\$ 0,66	US\$ 2,80	US\$ 11,18	2012
GT1804	Guatemala	El Pilar	Zelcafe	8-08-2018	Vollers - Hamburg	40	46	1 840	US\$ 7,94	US\$ 0,66	US\$ 2,80	US\$ 11,40	2012
GT1804	Guatemala	HH Las Palomas US	Zelcafe	8-08-2018	Vollers - Hamburg	15	46	690	US\$ 7,94	US\$ 0,66	US\$ 2,80	US\$ 11,40	2012
GT1804	Guatemala	HH San Jacinto US	Zelcafe	8-08-2018	Vollers - Hamburg	10	46	460	US\$ 7,94	US\$ 0,66	US\$ 2,80	US\$ 11,40	2012
GT1803	Guatemala	Antigua Chuito	Zelcafe	15-08-2018	Vollers - Hamburg	17	46	782	US\$ 7,50	US\$ 0,66	US\$ 2,80	US\$ 10,96	2012
GT1808	Guatemala	El Injerto	El Injerto	27-08-2018	Vollers - Hamburg	3	35	105	US\$ 47,44	US\$ 4,41	US\$ 19,00	US\$ 70,85	2008
CR1801	Costa Rica	Granitos - Joyce	Exclusive	5-09-2018	Vollers - Hamburg	6	23	138	US\$ 17,64	US\$ 0,66	US\$ 2,80	US\$ 21,10	2018
CR1801	Costa Rica	Helsar - Santa Lucia	Exclusive	5-09-2018	Vollers - Hamburg	30	23	690	US\$ 9,48	US\$ 0,66	US\$ 2,80	US\$ 12,94	2009
CR1801	Costa Rica	Don Oscar - La Montana	Exclusive	5-09-2018	Vollers - Hamburg	30	23	690	US\$ 8,38	US\$ 0,66	US\$ 2,80	US\$ 11,84	2009
CR1801	Costa Rica	Genesis - Oscar	Exclusive	5-09-2018	Vollers - Hamburg	15	23	345	US\$ 10,58	US\$ 0,66	US\$ 2,80	US\$ 14,04	2012
CR1801	Costa Rica	Herbazu - La Planada	Exclusive	5-09-2018	Vollers - Hamburg	45	23	1 035	US\$ 8,38	US\$ 0,66	US\$ 2,80	US\$ 11,84	2009
CR1801	Costa Rica	Granitos - Ortiz 2000	Exclusive	5-09-2018	Vollers - Hamburg	30	23	690	US\$ 9,48	US\$ 0,66	US\$ 2,80	US\$ 12,94	2010
CR1801	Costa Rica	Helsar - Rola	Exclusive	5-09-2018	Vollers - Hamburg	60	23	1 380	US\$ 8,16	US\$ 0,66	US\$ 2,80	US\$ 11,62	2009
CR1801	Costa Rica	Don Mayo - La Loma	Exclusive	5-09-2018	Vollers - Hamburg	30	23	690	US\$ 8,38	US\$ 0,66	US\$ 2,80	US\$ 11,84	2009
CR1801	Costa Rica	Montes do Oro - Carrizal	Exclusive	5-09-2018	Vollers - Hamburg	50	60	3 000	US\$ 8,16	US\$ 0,66	US\$ 2,80	US\$ 11,62	2009
CR1801	Costa Rica	Montes do Oro - Montes do Oro	Exclusive	5-09-2018	Vollers - Hamburg	100	60	6 000	US\$ 8,16	US\$ 0,66	US\$ 2,80	US\$ 11,62	2009
CR1801	Costa Rica	Volcanic Treasures SHB Blender	Exclusive	5-09-2018	Vollers - Hamburg	35	60	2 100	US\$ 5,51	US\$ 0,66	US\$ 2,80	US\$ 8,97	2018
HN1801	Honduras	Amado Fernandez	San Vicente	5-09-2018	Vollers - Hamburg	9	69	621	US\$ 8,82	US\$ 0,66	US\$ 2,80	US\$ 12,28	2008
HN1801	Honduras	Benjamin Paz - Caturra	San Vicente	5-09-2018	Vollers - Hamburg	2	69	138	US\$ 9,92	US\$ 0,66	US\$ 2,80	US\$ 13,38	2016
HN1801	Honduras	Benjamin Paz - Pacas	San Vicente	5-09-2018	Vollers - Hamburg	4	69	276	US\$ 8,82	US\$ 0,66	US\$ 2,80	US\$ 12,28	2016
HN1801	Honduras	Daniel Moreno - El Campo - Lot 1	San Vicente	5-09-2018	Vollers - Hamburg	6	69	414	US\$ 9,92	US\$ 0,66	US\$ 2,80	US\$ 13,38	2008
HN1801	Honduras	Daniel Moreno - El Campo - Lot 2	San Vicente	5-09-2018	Vollers - Hamburg	5	69	345	US\$ 8,82	US\$ 0,66	US\$ 2,80	US\$ 12,28	2008
HN1801	Honduras	Daniel Moreno - La Sierra	San Vicente	5-09-2018	Vollers - Hamburg	8	69	552	US\$ 8,82	US\$ 0,66	US\$ 2,80	US\$ 12,28	2008



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HN1801	Honduras	Danny Moreno - El Filo	San Vicente	5-09-2018	Vollers - Hamburg	5	69	345	US\$ 8,82	US\$ 0,66	US\$ 2,80	US\$ 12,28	2008
HN1801	Honduras	David Munoz - Nueva Esperanza	San Vicente	5-09-2018	Vollers - Hamburg	6	69	414	US\$ 9,92	US\$ 0,66	US\$ 2,80	US\$ 13,38	2013
HN1801	Honduras	David Munoz - Las Flores - Lot 1	San Vicente	5-09-2018	Vollers - Hamburg	5	69	345	US\$ 9,92	US\$ 0,66	US\$ 2,80	US\$ 13,38	2013
HN1801	Honduras	David Munoz - Las Flores - Lot 2	San Vicente	5-09-2018	Vollers - Hamburg	1	69	69	US\$ 8,82	US\$ 0,66	US\$ 2,80	US\$ 12,28	2013
HN1801	Honduras	Isaias Fernandez	San Vicente	5-09-2018	Vollers - Hamburg	5	69	345	US\$ 9,92	US\$ 0,66	US\$ 2,80	US\$ 13,38	2015
HN1801	Honduras	La Orquidia - Lot 1	San Vicente	5-09-2018	Vollers - Hamburg	9	69	621	US\$ 9,92	US\$ 0,66	US\$ 2,80	US\$ 13,38	2008
HN1801	Honduras	La Orquidia - Lot 2	San Vicente	5-09-2018	Vollers - Hamburg	12	69	828	US\$ 8,82	US\$ 0,66	US\$ 2,80	US\$ 12,28	2016
HN1801	Honduras	Mabel Moreno - La Sierra	San Vicente	5-09-2018	Vollers - Hamburg	21	69	1 449	US\$ 8,82	US\$ 0,66	US\$ 2,80	US\$ 12,28	2017
HN1801	Honduras	Manuel Vallecillo	San Vicente	5-09-2018	Vollers - Hamburg	6	69	414	US\$ 8,82	US\$ 0,66	US\$ 2,80	US\$ 12,28	2014
HN1801	Honduras	Mario Moreno - El Filo	San Vicente	5-09-2018	Vollers - Hamburg	5	69	345	US\$ 9,92	US\$ 0,66	US\$ 2,80	US\$ 13,38	2008
HN1801	Honduras	Mario Moreno - La Sierra	San Vicente	5-09-2018	Vollers - Hamburg	9	69	621	US\$ 8,82	US\$ 0,66	US\$ 2,80	US\$ 12,28	2008
HN1801	Honduras	Mario Moreno - Piedra St Maria	San Vicente	5-09-2018	Vollers - Hamburg	1	69	69	US\$ 8,82	US\$ 0,66	US\$ 2,80	US\$ 12,28	2008
HN1801	Honduras	Miguel Moreno	San Vicente	5-09-2018	Vollers - Hamburg	11	69	759	US\$ 8,82	US\$ 0,66	US\$ 2,80	US\$ 12,28	2008
HN1801	Honduras	Dolmin Moreno - Quebrada Lot 2	San Vicente	5-09-2018	Vollers - Hamburg	5	69	345	US\$ 8,82	US\$ 0,66	US\$ 2,80	US\$ 12,28	2012
HN1801	Honduras	Nelson Ramirez	San Vicente	5-09-2018	Vollers - Hamburg	11	69	759	US\$ 8,82	US\$ 0,66	US\$ 2,80	US\$ 12,28	2012
HN1801	Honduras	Walter Bautista - Parainema	San Vicente	5-09-2018	Vollers - Hamburg	3	69	207	US\$ 7,72	US\$ 0,66	US\$ 2,80	US\$ 11,18	2018
HN1801	Honduras	Neptaly Bautista Lot 1	San Vicente	5-09-2018	Vollers - Hamburg	4	30	120	US\$ 10,30	US\$ 0,66	US\$ 2,80	US\$ 13,76	2010
HN1801	Honduras	Neptaly Bautista Lot 3	San Vicente	5-09-2018	Vollers - Hamburg	12	30	360	US\$ 9,19	US\$ 0,66	US\$ 2,80	US\$ 12,65	2010
HN1801	Honduras	Neptaly Bautista Lot 2	San Vicente	5-09-2018	Vollers - Hamburg	12	30	360	US\$ 9,19	US\$ 0,66	US\$ 2,80	US\$ 12,65	2010
HN1801	Honduras	Neptaly Bautista - Jazmin	San Vicente	5-09-2018	Vollers - Hamburg	8	30	240	US\$ 11,40	US\$ 0,66	US\$ 2,80	US\$ 14,86	2010
HN1801	Honduras	Crecenzo Izzaguirre	San Vicente	5-09-2018	Vollers - Hamburg	17	30	510	US\$ 9,19	US\$ 0,66	US\$ 2,80	US\$ 12,65	2010
HN1801	Honduras	Dolmin Moreno - Lot 1	San Vicente	5-09-2018	Vollers - Hamburg	8	30	240	US\$ 9,19	US\$ 0,66	US\$ 2,80	US\$ 12,65	2012
HN1801	Honduras	Eulogio Martinez - Catuai	San Vicente	5-09-2018	Vollers - Hamburg	5	30	150	US\$ 9,19	US\$ 0,66	US\$ 2,80	US\$ 12,65	2010
HN1801	Honduras	Eulogio Martinez - Paraneima	San Vicente	5-09-2018	Vollers - Hamburg	34	30	1 020	US\$ 9,19	US\$ 0,66	US\$ 2,80	US\$ 12,65	2010
HN1801	Honduras	Gerardo Moreno - El Filo	San Vicente	5-09-2018	Vollers - Hamburg	5	30	150	US\$ 9,19	US\$ 0,66	US\$ 2,80	US\$ 12,65	2013
HN1801	Honduras	Jesus Moreno - El Filo	San Vicente	5-09-2018	Vollers - Hamburg	1	30	30	US\$ 11,40	US\$ 0,66	US\$ 2,80	US\$ 14,86	2008
HN1801	Honduras	Jesus Moreno - Guayabo	San Vicente	5-09-2018	Vollers - Hamburg	4	30	120	US\$ 8,09	US\$ 0,66	US\$ 2,80	US\$ 11,55	2008
HN1801	Honduras	Luis Delcid - Catuai	San Vicente	5-09-2018	Vollers - Hamburg	4	30	120	US\$ 10,30	US\$ 0,66	US\$ 2,80	US\$ 13,76	2012
HN1801	Honduras	Luis Delcid - Paraneima	San Vicente	5-09-2018	Vollers - Hamburg	7	30	210	US\$ 10,30	US\$ 0,66	US\$ 2,80	US\$ 13,76	2012
PA1801	Panama	Elida Catuai Natural	Elida	26-09-2018	Vollers - Hamburg	40	23	907	US\$ 13,78	US\$ 2,67	US\$ 3,51	US\$ 19,96	2009
PA1801	Panama	Elida Green Tip Geisha Washed	Elida	26-09-2018	Vollers - Hamburg	2	23	45	US\$ 110,23	US\$ 2,67	US\$ 30,10	US\$ 143,00	2009
PA1801	Panama	El Burro Geisha Natural	Elida	26-09-2018	Vollers - Hamburg	3	23	68	US\$ 88,18	US\$ 2,67	US\$ 24,15	US\$ 115,00	2009
PA1801	Panama	Jose Candenado Washed	Elida	26-09-2018	Vollers - Hamburg	6	23	136	US\$ 33,07	US\$ 2,67	US\$ 8,26	US\$ 44,00	2017
PA1801	Panama	Elida Green Tip Geisha Natural	Elida	26-09-2018	Vollers - Hamburg	4	23	91	US\$ 110,23	US\$ 2,67	US\$ 30,10	US\$ 143,00	2009
PA1801	Panama	Private Collection Natural	La Esmeralda	26-09-2018	Vollers - Hamburg	1	23	23	US\$ 66,14	US\$ 2,67	US\$ 31,19	US\$ 100,00	2008
PA1801	Panama	Private Collection Washed	La Esmeralda	26-09-2018	Vollers - Hamburg	2	23	46	US\$ 55,12	US\$ 2,67	US\$ 12,22	US\$ 70,01	2008
PA1801	Panama	Trapiche Natural	La Esmeralda	26-09-2018	Vollers - Hamburg	1	23	23	US\$ 132,28	US\$ 2,67	US\$ 25,06	US\$ 160,01	2008
BR1803V	Brazil	Santuário Sul #7 Natural	Carmo	5-11-2018	Vollers - Hamburg	18	30	540	US\$ 11,02	US\$ 0,44	US\$ 3,01	US\$ 14,47	2018
BR1803V	Brazil	Santuário Sul #8 Anaerobic	Carmo	5-11-2018	Vollers - Hamburg	38	30	1 140	US\$ 11,02	US\$ 0,44	US\$ 3,01	US\$ 14,47	2018
BR1803V	Brazil	Sao Joaquim Natural	Carmo	5-11-2018	Vollers - Hamburg	5	60	300	US\$ 4,08	US\$ 0,44	US\$ 3,34	US\$ 7,86	2014
BR1803V	Brazil	Santa Lucia Natural	Carmo	5-11-2018	Vollers - Hamburg	65	60	3 900	US\$ 4,08	US\$ 0,44	US\$ 3,34	US\$ 7,86	2012
BR1803V	Brazil	Santa Ines Natural	Carmo	5-11-2018	Vollers - Hamburg	55	60	3 300	US\$ 4,08	US\$ 0,44	US\$ 3,34	US\$ 7,86	2011
BR1803V	Brazil	IP Natural	Carmo	5-11-2018	Vollers - Hamburg	70	60	4 200	US\$ 4,08	US\$ 0,44	US\$ 3,34	US\$ 7,86	2014
BR1803V	Brazil	Sertao Natural	Carmo	5-11-2018	Vollers - Hamburg	45	60	2 700	US\$ 4,08	US\$ 0,44	US\$ 3,34	US\$ 7,86	2010
BR1803V	Brazil	Sertao Natural	Carmo	5-11-2018	Vollers - Hamburg	25	60	1 500	US\$ 4,08	US\$ 0,44	US\$ 3,34	US\$ 7,86	2010



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Container ID	Origin	Lot Name	Exporter	Stripped In	Warehouse	Quantity of bags / boxes	Volume per bag / box (kg)	Total weight (kg)	FOB (\$/kg)	Transport, insurance and finance cost (\$/kg)	CCS margin (\$/kg)	Customer price, before loyalty and volume discounts (\$/kg)	Year we began buying from producer / washing station or exporter
BR1803V	Brazil	Pinheirinho Natural - Icatu	Carmo	5-11-2018	Vollers - Hamburg	10	60	600	US\$ 7,72	US\$ 0,44	US\$ 3,01	US\$ 11,17	2014
BR1803V	Brazil	Pinheirinho Natural - Catuai	Carmo	5-11-2018	Vollers - Hamburg	16	60	960	US\$ 6,61	US\$ 0,44	US\$ 3,01	US\$ 10,06	2014
ET1802	Ethiopia	Virgacheffe	Moplaco	8-11-2018	Vollers - Hamburg	50	60	3 000	US\$ 15,43	US\$ 0,66	US\$ 2,80	US\$ 18,89	2012
ET1802	Ethiopia	Sidamo (Kokosa)	Moplaco	8-11-2018	Vollers - Hamburg	3	60	180	US\$ 15,43	US\$ 0,66	US\$ 2,80	US\$ 18,89	2012
ET1802	Ethiopia	Sidamo Washed WR368	Moplaco	8-11-2018	Vollers - Hamburg	100	60	6 000	US\$ 7,83	US\$ 0,66	US\$ 2,80	US\$ 11,29	2012
ET1802	Ethiopia	Guji Highlands, Cana	Guji Highlands	8-11-2018	Vollers - Hamburg	120	60	7 200	US\$ 7,50	US\$ 0,66	US\$ 2,80	US\$ 10,96	2016
ET1802	Ethiopia	Kochere (Birehanu Mulatu Berso)	Moplaco	8-11-2018	Vollers - Hamburg	30	60	1 800	US\$ 7,39	US\$ 0,66	US\$ 2,80	US\$ 10,85	2012
ET1802	Ethiopia	Kaffa (Ondimu Chena)	Moplaco	8-11-2018	Vollers - Hamburg	10	60	600	US\$ 6,61	US\$ 0,66	US\$ 2,80	US\$ 10,07	2012
ET1807	Ethiopia	Mormora, Chekata	Guji Highlands	8-11-2018	Vollers - Hamburg	120	60	7 200	US\$ 7,83	US\$ 0,66	US\$ 2,80	US\$ 11,29	2016
ET1807	Ethiopia	Guji Highlands, Dambi Uddo	Guji Highlands	8-11-2018	Vollers - Hamburg	90	60	5 400	US\$ 7,83	US\$ 0,66	US\$ 2,80	US\$ 11,29	2016



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NORTH AMERICA: COFFEES STRIPPED IN TO CCS WAREHOUSES BETWEEN JAN 1 AND DEC 6, 2018

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Container ID	Origin	Lot Name	Exporter	Stripped In	Warehouse	Quantity of bags / boxes	Volume per bag / box (lb)	Total weight (lb)	FOB (\$/lb)	Transport, insurance and finance cost (\$/lb)	CCS margin (\$/lb)	Customer price, loyalty and volume discounts (\$/lb)	Year we began buying from producer / washing station or exporter
BR1801	Brazil	Capim Seco - #12	Carmo	2018-02-16	Continental - New Jersey	150	130	19511	US\$ 1,58	US\$ 0,35	US\$ 0,82	US\$ 2,75	2017
BR1801	Brazil	Capim Seco - #13	Carmo	2018-02-16	Continental - New Jersey	150	130	19511	US\$ 1,58	US\$ 0,35	US\$ 0,82	US\$ 2,75	2017
BI1701	Burundi	Muninya 17	Longmiles	2018-04-24	Continental - New Jersey	17	132	2249	US\$ 4,27	US\$ 0,40	US\$ 0,95	US\$ 5,62	2013
BI1701	Burundi	Muninya 14	Longmiles	2018-04-24	Continental - New Jersey	16	132	2116	US\$ 4,27	US\$ 0,40	US\$ 0,95	US\$ 5,62	2013
BI1701	Burundi	Muninya 7	Longmiles	2018-04-24	Continental - New Jersey	9	132	1190	US\$ 4,27	US\$ 0,40	US\$ 0,95	US\$ 5,62	2013
BI1701	Burundi	Ninga 8	Longmiles	2018-04-24	Continental - New Jersey	13	132	1720	US\$ 4,27	US\$ 0,40	US\$ 0,95	US\$ 5,62	2013
BI1701	Burundi	Ninga 6	Longmiles	2018-04-24	Continental - New Jersey	2	132	265	US\$ 4,27	US\$ 0,40	US\$ 0,95	US\$ 5,62	2013
BI1701	Burundi	Gitwe 30	Longmiles	2018-04-24	Continental - New Jersey	10	132	1323	US\$ 4,27	US\$ 0,40	US\$ 0,95	US\$ 5,62	2013
BI1701	Burundi	Gitwe 1 - LMF	Longmiles	2018-04-24	Continental - New Jersey	4	132	529	US\$ 5,50	US\$ 0,40	US\$ 0,95	US\$ 6,85	2013
BI1701	Burundi	Gitwe 2 - LMF	Longmiles	2018-04-24	Continental - New Jersey	14	132	1852	US\$ 5,50	US\$ 0,40	US\$ 0,95	US\$ 6,85	2013
BI1701	Burundi	Gitwe 3 - LMF	Longmiles	2018-04-24	Continental - New Jersey	10	132	1323	US\$ 4,27	US\$ 0,40	US\$ 0,95	US\$ 5,62	2013
BI1701	Burundi	Gitwe 1 - LMF	Longmiles	2018-04-24	Continental - New Jersey	16	132	2116	US\$ 4,27	US\$ 0,40	US\$ 0,95	US\$ 5,62	2013
BI1701	Burundi	Gitwe 50	Longmiles	2018-04-24	Continental - New Jersey	13	132	1720	US\$ 4,27	US\$ 0,40	US\$ 0,95	US\$ 5,62	2013
BI1701	Burundi	Mikuba 39	Longmiles	2018-04-24	Continental - New Jersey	10	132	1323	US\$ 5,50	US\$ 0,40	US\$ 0,95	US\$ 6,85	2013
BI1701	Burundi	Gishubi 22	Longmiles	2018-04-24	Continental - New Jersey	9	132	1190	US\$ 4,27	US\$ 0,40	US\$ 0,95	US\$ 5,62	2013
BI1701	Burundi	Gaharo 10	Longmiles	2018-04-24	Continental - New Jersey	7	132	926	US\$ 4,27	US\$ 0,40	US\$ 0,95	US\$ 5,62	2013
BI1701	Burundi	Gaharo 16	Longmiles	2018-04-24	Continental - New Jersey	4	132	529	US\$ 5,50	US\$ 0,40	US\$ 0,95	US\$ 6,85	2013
BI1701	Burundi	Gitwe 29 - AGED	Longmiles	2018-04-24	Continental - New Jersey	11	132	1455	US\$ 4,27	US\$ 0,40	US\$ 0,95	US\$ 5,62	2013
BI1701	Burundi	Gitwe 1	Longmiles	2018-04-24	Continental - New Jersey	41	132	5423	US\$ 4,27	US\$ 0,40	US\$ 0,95	US\$ 5,62	2013
BI1701	Burundi	Gishubi 1	Longmiles	2018-04-24	Continental - New Jersey	26	132	3439	US\$ 4,27	US\$ 0,40	US\$ 0,95	US\$ 5,62	2013
BI1701	Burundi	Mikuba 40	Longmiles	2018-04-24	Continental - New Jersey	9	132	1190	US\$ 4,27	US\$ 0,40	US\$ 0,95	US\$ 5,62	2013
BI1701	Burundi	Muninya PB	Longmiles	2018-04-24	Continental - New Jersey	24	132	3175	US\$ 4,27	US\$ 0,40	US\$ 0,95	US\$ 5,62	2013
BI1701	Burundi	Nkonge PB	Longmiles	2018-04-24	Continental - New Jersey	16	132	2116	US\$ 4,27	US\$ 0,40	US\$ 0,95	US\$ 5,62	2013
BI1701	Burundi	Mikuba 27	Longmiles	2018-04-24	Continental - New Jersey	11	132	1455	US\$ 5,50	US\$ 0,40	US\$ 0,95	US\$ 6,85	2013
BI1701	Burundi	Gitwe 1 - LMF	Longmiles	2018-04-24	Continental - New Jersey	7	132	926	US\$ 4,70	US\$ 0,40	US\$ 0,95	US\$ 6,05	2013
BI1701	Burundi	Mutana 4	Longmiles	2018-04-24	Continental - New Jersey	14	132	1852	US\$ 4,27	US\$ 0,40	US\$ 0,95	US\$ 5,62	2013
BI1701	Burundi	Nkonge 54	Longmiles	2018-04-24	Continental - New Jersey	7	132	926	US\$ 4,70	US\$ 0,40	US\$ 0,95	US\$ 6,05	2013
CO1803	Colombia	Frontera de Acevedo	Fairfield	2018-05-02	Continental - New Jersey	160	154	24692	US\$ 2,79	US\$ 0,30	US\$ 0,29	US\$ 3,38	2016
CO1803	Colombia	Maria Bercelia (#12)	Fairfield	2018-05-02	Continental - New Jersey	14	154	2161	US\$ 3,54	US\$ 0,30	US\$ 0,90	US\$ 4,74	2016
CO1803	Colombia	Wilmer Cuellar (#13)	Fairfield	2018-05-02	Continental - New Jersey	5	154	772	US\$ 3,54	US\$ 0,30	US\$ 0,90	US\$ 4,74	2016
CO1803	Colombia	Luis Vargas (#17)	Fairfield	2018-05-02	Continental - New Jersey	5	154	772	US\$ 3,34	US\$ 0,30	US\$ 0,90	US\$ 4,54	2016
CO1803	Colombia	Carlos Calderon (#19)	Fairfield	2018-05-02	Continental - New Jersey	7	154	1 080	US\$ 3,34	US\$ 0,30	US\$ 0,90	US\$ 4,54	2016
CO1803	Colombia	Jair Caicedo (#20)	Fairfield	2018-05-02	Continental - New Jersey	11	154	1698	US\$ 3,34	US\$ 0,30	US\$ 0,90	US\$ 4,54	2016
CO1803	Colombia	Jesus Montanches	Fairfield	2018-05-02	Continental - New Jersey	7	154	1080	US\$ 3,54	US\$ 0,30	US\$ 0,90	US\$ 4,74	2016
CO1803	Colombia	Julio Olaya	Fairfield	2018-05-02	Continental - New Jersey	6	154	926	US\$ 3,34	US\$ 0,30	US\$ 0,90	US\$ 4,54	2016
CO1803	Colombia	Astrid Medina	Fairfield	2018-05-02	Continental - New Jersey	9	154	1389	US\$ 3,54	US\$ 0,30	US\$ 0,66	US\$ 4,50	2016
CO1803	Colombia	Ivan Molano	Fairfield	2018-05-02	Continental - New Jersey	11	154	1698	US\$ 3,54	US\$ 0,30	US\$ 0,90	US\$ 4,74	2016
CO1803	Colombia	Marlenis Imbachí	Fairfield	2018-05-02	Continental - New Jersey	1	53	53	US\$ 3,58	US\$ 0,30	US\$ 0,90	US\$ 4,78	2016
CO1803	Colombia	Ciro Lugo - 27	Fairfield	2018-05-02	Continental - New Jersey	3	154	463	US\$ 3,13	US\$ 0,30	US\$ 0,90	US\$ 4,33	2016
CO1803	Colombia	Alexander Ordóñez - 31	Fairfield	2018-05-02	Continental - New Jersey	5	154	772	US\$ 3,13	US\$ 0,30	US\$ 0,90	US\$ 4,33	2016
CO1802	Colombia	Decaf Frontera de Acevedo	Fairfield	2018-05-10	Continental - New Jersey	111	154	17130	US\$ 3,29	US\$ 0,30	US\$ 0,91	US\$ 4,50	2016
CO1802	Colombia	Jair Caicedo (#1)	Fairfield	2018-05-10	Continental - New Jersey	13	53	688	US\$ 5,39	US\$ 0,30	US\$ 0,90	US\$ 6,59	2016
CO1802	Colombia	Alberto Calderon (#2)	Fairfield	2018-05-10	Continental - New Jersey	22	53	1164	US\$ 4,98	US\$ 0,30	US\$ 0,55	US\$ 5,83	2016
CO1802	Colombia	Carlos Calderon (#3)	Fairfield	2018-05-10	Continental - New Jersey	9	53	476	US\$ 4,98	US\$ 0,30	US\$ 0,90	US\$ 6,18	2016
CO1802	Colombia	Jhon Wilson Poveda (#6)	Fairfield	2018-05-10	Continental - New Jersey	11	53	582	US\$ 3,98	US\$ 0,30	US\$ 0,90	US\$ 5,18	2016
CO1802	Colombia	Jhon Wilson Poveda (#7)	Fairfield	2018-05-10	Continental - New Jersey	23	53	1217	US\$ 3,98	US\$ 0,30	US\$ 0,90	US\$ 5,18	2016
CO1802	Colombia	Maria Bercelia (#8)&(#14) Blend	Fairfield	2018-05-10	Continental - New Jersey	93	53	4921	US\$ 3,91	US\$ 0,30	US\$ 0,55	US\$ 4,76	2016



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Container ID	Origin	Lot Name	Exporter	Stripped In	Warehouse	Quantity of bags / boxes	Volume per bag / box (lb)	Total weight (lb)	FOB (\$/lb)	Transport, insurance and finance cost (\$/lb)	CCS margin (\$/lb)	Customer price, loyalty and volume discounts (\$/lb)	Year we began buying from producer / washing station or exporter
CO1802	Colombia	El Tesoro - 5 Producer Blend (#10)	Fairfield	2018-05-10	Continental - New Jersey	11	53	582	US\$ 3,98	US\$ 0,30	US\$ 0,90	US\$ 5,18	2017
CO1802	Colombia	Carmelo Carmelo (#4)	Fairfield	2018-05-10	Continental - New Jersey	8	53	423	US\$ 4,58	US\$ 0,30	US\$ 0,90	US\$ 5,78	2017
CO1802	Colombia	Rio Suaza - 3 Producer Blend (#5)	Fairfield	2018-05-10	Continental - New Jersey	8	53	423	US\$ 4,58	US\$ 0,30	US\$ 0,90	US\$ 5,78	2017
CO1802	Colombia	Guillermo Rojas (#9)	Fairfield	2018-05-10	Continental - New Jersey	13	53	688	US\$ 3,98	US\$ 0,30	US\$ 0,90	US\$ 5,18	2016
GT1801	Guatemala	Candelaria	Zelcafe	2018-06-13	Continental - New Jersey	152	101	15415	US\$ 2,90	US\$ 0,30	US\$ 0,90	US\$ 4,10	2012
GT1801	Guatemala	Antigua Hunupu Tandem	Zelcafe	2018-06-13	Continental - New Jersey	34	101	3 448	US\$ 3,40	US\$ 0,30	US\$ 0,75	US\$ 4,45	2012
GT1801	Guatemala	Los Santos	Zelcafe	2018-06-13	Continental - New Jersey	63	101	6389	US\$ 2,90	US\$ 0,30	US\$ 0,90	US\$ 4,10	2012
GT1801	Guatemala	Antigua Folie Tandem	Zelcafe	2018-06-13	Continental - New Jersey	19	101	1927	US\$ 3,40	US\$ 0,30	US\$ 0,90	US\$ 4,60	2012
GT1801	Guatemala	Buena Vista Bourbon Tandem	Zelcafe	2018-06-13	Continental - New Jersey	12	101	1217	US\$ 3,40	US\$ 0,30	US\$ 0,90	US\$ 4,60	2012
GT1801	Guatemala	Todos Santos Cuchumantanes HH Tandem	Zelcafe	2018-06-13	Continental - New Jersey	21	101	2130	US\$ 3,50	US\$ 0,30	US\$ 0,90	US\$ 4,70	2012
GT1801	Guatemala	HH San Jacinto	Zelcafe	2018-06-13	Continental - New Jersey	13	101	1318	US\$ 3,50	US\$ 0,30	US\$ 0,90	US\$ 4,70	2012
GT1801	Guatemala	HH Las Palomas	Zelcafe	2018-06-13	Continental - New Jersey	6	101	608	US\$ 3,60	US\$ 0,30	US\$ 0,90	US\$ 4,80	2012
GT1801	Guatemala	Antigua Hunupu Bourbon - Small Planes	Zelcafe	2018-06-13	Continental - New Jersey	20	101	2 028	US\$ 3,25	US\$ 0,30	US\$ 0,65	US\$ 4,20	2012
GT1801	Guatemala	Hunupu Guayo	Zelcafe	2018-06-13	Continental - New Jersey	37	101	3752	US\$ 3,40	US\$ 0,30	US\$ 0,90	US\$ 4,60	2012
GT1801	Guatemala	Antigua Pulcal	Zelcafe	2018-06-13	Continental - New Jersey	26	101	2637	US\$ 3,50	US\$ 0,30	US\$ 0,90	US\$ 4,70	2012
GT1801	Guatemala	Buena Vista Villa Sarchi - Tandem	Zelcafe	2018-06-13	Continental - New Jersey	10	101	1014	US\$ 3,40	US\$ 0,30	US\$ 0,90	US\$ 4,60	2012
ET1805	Ethiopia	Duromina Site 1, Lot 9	Kata Maduga	2018-07-03	Continental - New Jersey	50	132	6614	US\$ 3,35	US\$ 0,30	US\$ 1,10	US\$ 4,75	2016
ET1805	Ethiopia	Hunda Oli Lot 4	Kata Maduga	2018-07-03	Continental - New Jersey	20	132	2646	US\$ 3,40	US\$ 0,30	US\$ 1,00	US\$ 4,70	2016
ET1805	Ethiopia	Nano Challa Lot 5	Kata Maduga	2018-07-03	Continental - New Jersey	50	132	6614	US\$ 3,40	US\$ 0,30	US\$ 1,05	US\$ 4,75	2016
ET1805	Ethiopia	Dalecho Lot 5	Kata Maduga	2018-07-03	Continental - New Jersey	50	132	6614	US\$ 3,25	US\$ 0,30	US\$ 1,10	US\$ 4,65	2016
ET1805	Ethiopia	Yachi Kachise Lot 1	Kata Maduga	2018-07-03	Continental - New Jersey	50	132	6614	US\$ 3,35	US\$ 0,30	US\$ 1,00	US\$ 4,65	2016
ET1805	Ethiopia	Yukro Lot 8	Kata Maduga	2018-07-03	Continental - New Jersey	50	132	6614	US\$ 3,40	US\$ 0,30	US\$ 1,00	US\$ 4,70	2013
ET1805	Ethiopia	Elbu Lot 1	Kata Maduga	2018-07-03	Continental - New Jersey	50	132	6614	US\$ 3,15	US\$ 0,30	US\$ 1,20	US\$ 4,65	2016
HN1802	Honduras	Amado Fernandez	San Vicente	2018-07-11	Continental - New Jersey	5	152	761	US\$ 4,00	US\$ 0,30	US\$ 1,10	US\$ 5,40	2008
HN1802	Honduras	Cricenizio Izzaguire	San Vicente	2018-07-11	Continental - New Jersey	5	66	331	US\$ 4,67	US\$ 0,30	US\$ 1,24	US\$ 6,21	2010
HN1802	Honduras	Danny Moreno - El Filo - Lot 1	San Vicente	2018-07-11	Continental - New Jersey	11	152	1673	US\$ 4,00	US\$ 0,30	US\$ 1,10	US\$ 5,40	2008
HN1802	Honduras	Danny Moreno - El Filo - Lot 2	San Vicente	2018-07-11	Continental - New Jersey	4	152	608	US\$ 4,50	US\$ 0,30	US\$ 1,20	US\$ 6,00	2008
HN1802	Honduras	Danny Moreno - El Tanque	San Vicente	2018-07-11	Continental - New Jersey	5	66	331	US\$ 4,67	US\$ 0,30	US\$ 1,24	US\$ 6,21	2008
HN1802	Honduras	Danny Moreno - La Sierra	San Vicente	2018-07-11	Continental - New Jersey	5	66	331	US\$ 4,17	US\$ 0,30	US\$ 1,13	US\$ 5,60	2008
HN1802	Honduras	Danny Moreno - Los Andes	San Vicente	2018-07-11	Continental - New Jersey	3	152	456	US\$ 4,00	US\$ 0,30	US\$ 1,10	US\$ 5,40	2008
HN1802	Honduras	Danny Moreno - Los Tucanes	San Vicente	2018-07-11	Continental - New Jersey	5	66	331	US\$ 4,67	US\$ 0,30	US\$ 1,24	US\$ 6,21	2008
HN1802	Honduras	David Munoz - Nueva Esperanza	San Vicente	2018-07-11	Continental - New Jersey	10	152	1 521	US\$ 4,00	US\$ 0,30	US\$ 1,10	US\$ 5,40	2013
HN1802	Honduras	Dolmin Moreno - Quebrada	San Vicente	2018-07-11	Continental - New Jersey	4	66	265	US\$ 4,67	US\$ 0,30	US\$ 1,24	US\$ 6,21	2012
HN1802	Honduras	Eulogio Martinez (Catuai)	San Vicente	2018-07-11	Continental - New Jersey	2	152	304	US\$ 4,00	US\$ 0,30	US\$ 1,10	US\$ 5,40	2010
HN1802	Honduras	Eulogio Martinez (Paraneima)	San Vicente	2018-07-11	Continental - New Jersey	2	152	304	US\$ 4,00	US\$ 0,30	US\$ 1,10	US\$ 5,40	2010
HN1802	Honduras	Geovany Rivera	San Vicente	2018-07-11	Continental - New Jersey	7	152	1 065	US\$ 4,00	US\$ 0,30	US\$ 1,10	US\$ 5,40	2016
HN1802	Honduras	Isaias Fernandez	San Vicente	2018-07-11	Continental - New Jersey	9	152	1369	US\$ 4,00	US\$ 0,30	US\$ 1,10	US\$ 5,40	2015
HN1802	Honduras	Javier Fernandez	San Vicente	2018-07-11	Continental - New Jersey	2	66	132	US\$ 4,17	US\$ 0,30	US\$ 1,13	US\$ 5,60	2015
HN1802	Honduras	Kedvin Moreno - Lot 1	San Vicente	2018-07-11	Continental - New Jersey	10	152	1 521	US\$ 4,00	US\$ 0,30	US\$ 1,10	US\$ 5,40	2016
HN1802	Honduras	Kedvin Moreno	San Vicente	2018-07-11	Continental - New Jersey	6	152	913	US\$ 4,50	US\$ 0,30	US\$ 1,20	US\$ 6,00	2016
HN1802	Honduras	La Orquidia - Lot 1	San Vicente	2018-07-11	Continental - New Jersey	9	152	1 369	US\$ 4,50	US\$ 0,30	US\$ 1,20	US\$ 6,00	2008
HN1802	Honduras	La Orquidia - Lot 2	San Vicente	2018-07-11	Continental - New Jersey	11	152	1 673	US\$ 4,00	US\$ 0,30	US\$ 1,10	US\$ 5,40	2016
HN1802	Honduras	Manuel Valleccillo	San Vicente	2018-07-11	Continental - New Jersey	5	152	761	US\$ 5,00	US\$ 0,30	US\$ 1,00	US\$ 6,30	2014
HN1802	Honduras	Mario Moreno - El Filo	San Vicente	2018-07-11	Continental - New Jersey	5	152	761	US\$ 4,50	US\$ 0,30	US\$ 1,20	US\$ 6,00	2008
HN1802	Honduras	Mario Moreno - La Sierra	San Vicente	2018-07-11	Continental - New Jersey	2	66	132	US\$ 4,67	US\$ 0,30	US\$ 1,24	US\$ 6,21	2008
HN1802	Honduras	Mario Moreno - Los Andes	San Vicente	2018-07-11	Continental - New Jersey	4	152	608	US\$ 4,50	US\$ 0,30	US\$ 1,20	US\$ 6,00	2008
HN1802	Honduras	Mario Moreno - Piedras Amarillas	San Vicente	2018-07-11	Continental - New Jersey	5	66	331	US\$ 4,67	US\$ 0,30	US\$ 1,24	US\$ 6,21	2008



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Container ID	Origin	Lot Name	Exporter	Stripped In	Warehouse	Quantity of bags / boxes	Volume per bag / box (lb)	Total weight (lb)	FOB (\$/lb)	Transport, insurance and finance cost (\$/lb)	CCS margin (\$/lb)	Customer price, loyalty and volume discounts (\$/lb)	Year we began buying from producer / washing station or exporter
HN1802	Honduras	Miguel Moreno - Lot 1	San Vicente	2018-07-11	Continental - New Jersey	4	152	608	US\$ 4,00	US\$ 0,30	US\$ 1,10	US\$ 5,40	2008
HN1802	Honduras	Miguel Moreno - lot 2	San Vicente	2018-07-11	Continental - New Jersey	6	152	913	US\$ 4,50	US\$ 0,30	US\$ 1,20	US\$ 6,00	2008
HN1802	Honduras	Olvín Moreno - El Filo	San Vicente	2018-07-11	Continental - New Jersey	6	152	913	US\$ 4,50	US\$ 0,30	US\$ 1,00	US\$ 5,80	2012
HN1802	Honduras	Pedro Moreno	San Vicente	2018-07-11	Continental - New Jersey	4	66	265	US\$ 4,17	US\$ 0,30	US\$ 1,12	US\$ 5,59	2014
HN1802	Honduras	Pedro Sagastume - Quetzal Plantilla	San Vicente	2018-07-11	Continental - New Jersey	8	152	1 217	US\$ 4,00	US\$ 0,30	US\$ 1,10	US\$ 5,40	2015
HN1802	Honduras	Roberto Figuroa	San Vicente	2018-07-11	Continental - New Jersey	4	66	265	US\$ 4,67	US\$ 0,30	US\$ 1,24	US\$ 6,21	2014
HN1802	Honduras	Salvador Guzman (Pacás)	San Vicente	2018-07-11	Continental - New Jersey	7	152	1 065	US\$ 4,00	US\$ 0,30	US\$ 1,10	US\$ 5,40	2013
HN1802	Honduras	Salvador Guzman (Paraneima)	San Vicente	2018-07-11	Continental - New Jersey	6	152	913	US\$ 4,00	US\$ 0,30	US\$ 1,10	US\$ 5,40	2013
HN1802	Honduras	Alexis Pineda	San Vicente	2018-07-11	Continental - New Jersey	3	152	456	US\$ 4,00	US\$ 0,30	US\$ 1,10	US\$ 5,40	2017
HN1802	Honduras	Nelson Ramirez	San Vicente	2018-07-11	Continental - New Jersey	29	152	4 411	US\$ 4,00	US\$ 0,30	US\$ 1,10	US\$ 5,40	2012
HN1802	Honduras	RISE Las Cabanas	San Vicente	2018-07-11	Continental - New Jersey	50	152	7606	US\$ 2,50	US\$ 0,30	US\$ 0,90	US\$ 3,70	2018
ET1809	Ethiopia	Hambela Dimtu	SNAP	2018-07-18	Annex - Oakland	25	132	3 307	US\$ 3,50	US\$ 0,30	US\$ 0,70	US\$ 4,50	2017
ET1809	Ethiopia	Gedo Kochere Shifo	SNAP	2018-07-18	Annex - Oakland	55	132	7275	US\$ 3,35	US\$ 0,30	US\$ 0,90	US\$ 4,55	2017
ET1809	Ethiopia	Guji Urage Yabitu Koba	SNAP	2018-07-18	Annex - Oakland	50	132	6614	US\$ 3,60	US\$ 0,30	US\$ 0,90	US\$ 4,80	2017
ET1809	Ethiopia	West Arsi Nensebo Refisa	SNAP	2018-07-18	Annex - Oakland	89	132	11773	US\$ 3,45	US\$ 0,30	US\$ 0,90	US\$ 4,65	2017
ET1809	Ethiopia	Gedo Gedeb Hallo Fuafuate	SNAP	2018-07-18	Annex - Oakland	50	132	6614	US\$ 3,55	US\$ 0,30	US\$ 0,80	US\$ 4,65	2017
ET1809	Ethiopia	Guji Hambela Titiro Goyo	SNAP	2018-07-18	Annex - Oakland	50	132	6 614	US\$ 3,55	US\$ 0,30	US\$ 0,95	US\$ 4,80	2017
GT1806	Guatemala	Candelaria	Zelcafe	2018-07-20	Continental - New Jersey	120	101	12 170	US\$ 2,90	US\$ 0,30	US\$ 0,90	US\$ 4,10	2012
GT1806	Guatemala	HH San Pedro Necta	Zelcafe	2018-07-20	Continental - New Jersey	34	101	3 448	US\$ 3,10	US\$ 0,30	US\$ 0,90	US\$ 4,30	2012
GT1806	Guatemala	Antigua Hunapú Bourbon	Zelcafe	2018-07-20	Continental - New Jersey	138	101	13995	US\$ 3,25	US\$ 0,30	US\$ 0,90	US\$ 4,45	2012
GT1806	Guatemala	Antigua Hunapú Caturra	Zelcafe	2018-07-20	Continental - New Jersey	9	101	913	US\$ 3,25	US\$ 0,30	US\$ 1,05	US\$ 4,60	2012
GT1806	Guatemala	Antigua Chuito	Zelcafe	2018-07-20	Continental - New Jersey	10	101	1014	US\$ 3,40	US\$ 0,30	US\$ 0,90	US\$ 4,60	2012
GT1806	Guatemala	Antigua Potrero Tandem	Zelcafe	2018-07-20	Continental - New Jersey	20	101	2028	US\$ 3,40	US\$ 0,30	US\$ 0,90	US\$ 4,60	2012
GT1806	Guatemala	Antigua Hunapú Guayo	Zelcafe	2018-07-20	Continental - New Jersey	30	101	3042	US\$ 3,50	US\$ 0,30	US\$ 0,90	US\$ 4,70	2012
GT1806	Guatemala	Antigua El Pilar - Tandem	Zelcafe	2018-07-20	Continental - New Jersey	20	101	2028	US\$ 3,60	US\$ 0,30	US\$ 0,90	US\$ 4,80	2012
GT1806	Guatemala	HH San Jacinto US - Lot 1	Zelcafe	2018-07-20	Continental - New Jersey	11	101	1116	US\$ 3,60	US\$ 0,30	US\$ 0,90	US\$ 4,80	2012
GT1806	Guatemala	Antigua El Pilar	Zelcafe	2018-07-20	Continental - New Jersey	5	101	507	US\$ 3,60	US\$ 0,30	US\$ 0,90	US\$ 4,80	2012
GT1806	Guatemala	Buena Vista Antigua Red Honey	Zelcafe	2018-07-20	Continental - New Jersey	2	101	203	US\$ 3,60	US\$ 0,30	US\$ 0,90	US\$ 4,80	2012
GT1806	Guatemala	Buena Vista Antigua White Honey	Zelcafe	2018-07-20	Continental - New Jersey	13	101	1 318	US\$ 4,00	US\$ 0,30	US\$ 0,90	US\$ 5,20	2012
KE1803	Kenya	Kamuchumi-AA	Kenyacof	2018-07-27	Continental - New Jersey	8	66	529	US\$ 4,73	US\$ 0,30	US\$ 0,90	US\$ 5,93	2015
KE1803	Kenya	Karogoto-AB	Kenyacof	2018-07-27	Continental - New Jersey	38	66	2513	US\$ 4,06	US\$ 0,30	US\$ 1,29	US\$ 5,65	2015
KE1803	Kenya	Karani-PB	Kenyacof	2018-07-27	Continental - New Jersey	8	66	529	US\$ 4,50	US\$ 0,30	US\$ 1,05	US\$ 5,85	2015
KE1803	Kenya	Gatombaya-AA	Kenyacof	2018-07-27	Continental - New Jersey	8	66	529	US\$ 5,90	US\$ 0,30	US\$ 1,05	US\$ 7,25	2015
KE1803	Kenya	Kahindu-AB	Kenyacof	2018-07-27	Continental - New Jersey	32	66	2 116	US\$ 4,24	US\$ 0,30	US\$ 1,21	US\$ 5,75	2015
KE1803	Kenya	Karogoto-AA	Kenyacof	2018-07-27	Continental - New Jersey	30	66	1 984	US\$ 5,22	US\$ 0,30	US\$ 1,08	US\$ 6,60	2015
KE1803	Kenya	Koirara-AA	Kenyacof	2018-07-27	Continental - New Jersey	8	66	529	US\$ 4,51	US\$ 0,30	US\$ 1,14	US\$ 5,95	2015
KE1803	Kenya	Koirara-AB	Kenyacof	2018-07-27	Continental - New Jersey	16	66	1058	US\$ 4,05	US\$ 0,30	US\$ 1,30	US\$ 5,65	2015
KE1803	Kenya	Koirara-PB	Kenyacof	2018-07-27	Continental - New Jersey	2	66	132	US\$ 4,05	US\$ 0,30	US\$ 1,30	US\$ 5,65	2015
KE1803	Kenya	Koirara-C	Kenyacof	2018-07-27	Continental - New Jersey	2	66	132	US\$ 3,10	US\$ 0,30	US\$ 1,30	US\$ 4,70	2015
KE1803	Kenya	Karimikui-AB	Kenyacof	2018-07-27	Continental - New Jersey	48	66	3175	US\$ 4,42	US\$ 0,30	US\$ 1,53	US\$ 6,25	2015
KE1803	Kenya	Kii-AA	Kenyacof	2018-07-27	Continental - New Jersey	20	66	1323	US\$ 5,21	US\$ 0,30	US\$ 1,24	US\$ 6,75	2015
KE1803	Kenya	Kaguyu-AB	Kenyacof	2018-07-27	Continental - New Jersey	40	66	2646	US\$ 3,78	US\$ 0,30	US\$ 1,12	US\$ 5,20	2015
KE1803	Kenya	Karimikui-PB	Kenyacof	2018-07-27	Continental - New Jersey	12	66	794	US\$ 4,57	US\$ 0,30	US\$ 1,23	US\$ 6,10	2015
KE1803	Kenya	Karani-PB	Kenyacof	2018-07-27	Continental - New Jersey	10	66	661	US\$ 4,50	US\$ 0,30	US\$ 0,90	US\$ 5,70	2015
KE1803	Kenya	Gaikundo-PB	Kenyacof	2018-07-27	Continental - New Jersey	8	66	529	US\$ 3,87	US\$ 0,30	US\$ 1,38	US\$ 5,55	2015
KE1803	Kenya	Ichamara-AA	Kenyacof	2018-07-27	Continental - New Jersey	40	66	2 646	US\$ 4,91	US\$ 0,30	US\$ 1,29	US\$ 6,50	2015
KE1803	Kenya	Guama-PB	Kenyacof	2018-07-27	Continental - New Jersey	18	66	1190	US\$ 4,79	US\$ 0,30	US\$ 1,21	US\$ 6,30	2015



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Container ID	Origin	Lot Name	Exporter	Stripped In	Warehouse	Quantity of bags / boxes	Volume per bag / box (lb)	Total weight (lb)	FOB (\$/lb)	Transport, insurance and finance cost (\$/lb)	CCS margin (\$/lb)	Customer price, loyalty and volume discounts (\$/lb)	Year we began buying from producer / washing station or exporter
KE1803	Kenya	Karimikui-AA	Kenyacof	2018-07-27	Continental - New Jersey	44	66	2910	US\$ 5,13	US\$ 0,30	US\$ 1,27	US\$ 6,70	2015
KE1803	Kenya	Gatomboya-AB	Kenyacof	2018-07-27	Continental - New Jersey	36	66	2 381	US\$ 5,20	US\$ 0,30	US\$ 1,45	US\$ 6,95	2015
KE1803	Kenya	Gaturiri-AA	Kenyacof	2018-07-27	Continental - New Jersey	72	66	4 762	US\$ 5,50	US\$ 0,30	US\$ 0,95	US\$ 6,75	2015
GT1807	Guatemala	Candelaria RISE	Zelcafe	2018-08-01	Continental - New Jersey	120	101	12 170	US\$ 2,50	US\$ 0,30	US\$ 0,90	US\$ 3,70	2012
GT1807	Guatemala	La Folie	Zelcafe	2018-08-01	Continental - New Jersey	15	101	1 521	US\$ 3,40	US\$ 0,30	US\$ 0,90	US\$ 4,60	2012
GT1807	Guatemala	La Soledad	Zelcafe	2018-08-01	Continental - New Jersey	24	101	2 434	US\$ 3,40	US\$ 0,30	US\$ 0,90	US\$ 4,60	2012
GT1807	Guatemala	Pulcal	Zelcafe	2018-08-01	Continental - New Jersey	25	101	2 535	US\$ 3,40	US\$ 0,30	US\$ 0,90	US\$ 4,60	2012
GT1807	Guatemala	El Pilar	Zelcafe	2018-08-01	Continental - New Jersey	20	101	2 028	US\$ 3,40	US\$ 0,30	US\$ 0,90	US\$ 4,60	2012
GT1807	Guatemala	La Encenada	Zelcafe	2018-08-01	Continental - New Jersey	16	101	1 623	US\$ 3,40	US\$ 0,30	US\$ 0,90	US\$ 4,60	2012
GT1807	Guatemala	San Jacinto US2	Zelcafe	2018-08-01	Continental - New Jersey	17	101	1 724	US\$ 3,40	US\$ 0,30	US\$ 1,10	US\$ 4,80	2012
GT1807	Guatemala	La Encenada	Zelcafe	2018-08-01	Continental - New Jersey	5	101	507	US\$ 3,50	US\$ 0,30	US\$ 0,90	US\$ 4,70	2012
GT1807	Guatemala	Las Palomas	Zelcafe	2018-08-01	Continental - New Jersey	20	101	2 028	US\$ 3,50	US\$ 0,30	US\$ 0,90	US\$ 4,70	2012
GT1805	Guatemala	Candelaria	Zelcafe	2018-08-27	Annex - Oakland	80	101	8113	US\$ 2,90	US\$ 0,30	US\$ 0,70	US\$ 3,90	2012
GT1805	Guatemala	Antigua Hunapu Caturra	Zelcafe	2018-08-27	Annex - Oakland	22	101	2231	US\$ 3,25	US\$ 0,30	US\$ 0,35	US\$ 3,90	2012
GT1805	Guatemala	Antigua Hunapu Ciudad Vieja	Zelcafe	2018-08-27	Annex - Oakland	8	101	811	US\$ 3,35	US\$ 0,30	US\$ 0,95	US\$ 4,60	2012
GT1805	Guatemala	Antigua La Folie	Zelcafe	2018-08-27	Annex - Oakland	14	101	1 420	US\$ 3,40	US\$ 0,30	US\$ 0,93	US\$ 4,63	2012
GT1805	Guatemala	El Pilar	Zelcafe	2018-08-27	Annex - Oakland	18	101	1 825	US\$ 3,60	US\$ 0,30	US\$ 0,98	US\$ 4,88	2012
GT1805	Guatemala	La Encenada	Zelcafe	2018-08-27	Annex - Oakland	6	101	608	US\$ 3,50	US\$ 0,30	US\$ 0,95	US\$ 4,75	2012
GT1805	Guatemala	Chuito	Zelcafe	2018-08-27	Annex - Oakland	16	101	1 623	US\$ 3,40	US\$ 0,30	US\$ 0,93	US\$ 4,63	2012
GT1805	Guatemala	Potrero	Zelcafe	2018-08-27	Annex - Oakland	17	101	1 724	US\$ 3,40	US\$ 0,30	US\$ 0,93	US\$ 4,63	2012
GT1805	Guatemala	Santa Cruz	Zelcafe	2018-08-27	Annex - Oakland	18	101	1 825	US\$ 3,40	US\$ 0,30	US\$ 0,93	US\$ 4,63	2012
GT1805	Guatemala	El Pilar	Zelcafe	2018-08-27	Annex - Oakland	17	101	1 724	US\$ 3,60	US\$ 0,30	US\$ 0,98	US\$ 4,88	2012
GT1805	Guatemala	Las Palomas	Zelcafe	2018-08-27	Annex - Oakland	10	101	1 014	US\$ 3,50	US\$ 0,30	US\$ 0,95	US\$ 4,75	2012
GT1805	Guatemala	San Jacinto	Zelcafe	2018-08-27	Annex - Oakland	19	101	1 927	US\$ 3,50	US\$ 0,30	US\$ 0,95	US\$ 4,75	2012
GU1809	Guatemala	Pacamara Pandora - Reserva de la Finca Washed	El Injerto	2018-08-29	Continental - New Jersey	5	66	331	US\$ 19,25		US\$ 4,00	US\$ 23,25	2008
PA1803	Panama	Elida Green Tip Gesha	Elida	2018-08-29	Continental - New Jersey	2	50	100	US\$ 50,00		US\$ 15,00	US\$ 65,00	2009
PA1803	Panama	Elida Catuai	Elida	2018-08-29	Continental - New Jersey	3	132	397	US\$ 6,25		US\$ 3,25	US\$ 9,50	2009
PA1803	Panama	Esmeralda Private Collection	La Esmralda	2018-08-29	Continental - New Jersey	1	50	50	US\$ 25,00		US\$ 4,00	US\$ 29,00	2008
PA1803	Panama	Esmeralda Private Collection	La Esmralda	2018-08-29	Continental - New Jersey	1	50	50	US\$ 30,00		US\$ 4,00	US\$ 34,00	2008
PA1803	Panama	Cabana	La Esmralda	2018-08-29	Continental - New Jersey	1	50	50	US\$ 60,00		US\$ 15,00	US\$ 75,00	2008
KE1804	Kenya	Kiria-ini-AA	Dormans	2018-09-07	Annex - Oakland	20	66	1 323	US\$ 4,90	US\$ 0,32	US\$ 0,88	US\$ 6,10	2008
KE1804	Kenya	Kieni SL504 - FOR SEY-AA	Dormans	2018-09-07	Annex - Oakland	20	66	1 323	US\$ 4,77	US\$ 0,32	US\$ 1,16	US\$ 6,25	2008
KE1804	Kenya	Kevote-PB	Dormans	2018-09-07	Annex - Oakland	22	66	1 455	US\$ 4,33	US\$ 0,32	US\$ 1,05	US\$ 5,70	2008
KE1804	Kenya	Gatchathaini-AB	Dormans	2018-09-07	Annex - Oakland	50	66	3307	US\$ 5,00	US\$ 0,32	US\$ 0,88	US\$ 6,20	2008
KE1804	Kenya	Kiunyu-AB	Dormans	2018-09-07	Annex - Oakland	68	66	4497	US\$ 5,95	US\$ 0,32	US\$ 0,98	US\$ 7,25	2008
KE1804	Kenya	Kithiria-AA	Dormans	2018-09-07	Annex - Oakland	20	66	1323	US\$ 4,53	US\$ 0,32	US\$ 1,10	US\$ 5,95	2008
KE1804	Kenya	Kiunyu-AA	Dormans	2018-09-07	Annex - Oakland	30	66	1 984	US\$ 6,90	US\$ 0,32	US\$ 0,88	US\$ 8,10	2008
KE1804	Kenya	Riakiberu-AA	Dormans	2018-09-07	Annex - Oakland	54	66	3571	US\$ 5,00	US\$ 0,32	US\$ 0,58	US\$ 5,90	2008
KE1804	Kenya	Kiagugomo-AA	Dormans	2018-09-07	Annex - Oakland	46	66	3042	US\$ 5,95	US\$ 0,32	US\$ 1,18	US\$ 7,45	2008
KE1804	Kenya	Kevote-AB	Dormans	2018-09-07	Annex - Oakland	58	66	3836	US\$ 4,33	US\$ 0,32	US\$ 1,00	US\$ 5,65	2008
KE1804	Kenya	Mugaga-PB	Dormans	2018-09-07	Annex - Oakland	20	66	1323	US\$ 4,19	US\$ 0,32	US\$ 0,88	US\$ 5,39	2008
KE1804	Kenya	Kiunyu-PB	Dormans	2018-09-07	Annex - Oakland	14	66	926	US\$ 5,00	US\$ 0,32	US\$ 0,88	US\$ 6,20	2008
KE1804	Kenya	Kiri-AB	Dormans	2018-09-07	Annex - Oakland	20	66	1323	US\$ 4,53	US\$ 0,32	US\$ 0,78	US\$ 5,63	2008
KE1804	Kenya	Karatina-AA	Dormans	2018-09-07	Annex - Oakland	58	66	3836	US\$ 4,61	US\$ 0,32	US\$ 0,88	US\$ 5,81	2008
ET1804	Ethiopia	Mormora/Guji Highlands Chekata Guji GR1	Guji Highlands	2018-10-05	Continental - New Jersey	200	132	26455	US\$ 3,55	US\$ 0,30	US\$ 0,90	US\$ 4,75	2016
ET1804	Ethiopia	Mormora/Guji Highlands Allona Guji	Guji Highlands	2018-10-05	Continental - New Jersey	25	132	3307	US\$ 3,40	US\$ 0,30	US\$ 0,90	US\$ 4,60	2016



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ET1804	Ethiopia	Moplaco Was Sidamo A	Moplaco	2018-10-05	Continental - New Jersey	68	132	8 995	US\$ 3,35	US\$ 0,30	US\$ 0,90	US\$ 4,55	2012
ET1804	Ethiopia	Moplaco Mitiku Guji Uraga	Moplaco	2018-10-05	Continental - New Jersey	28	132	3704	US\$ 3,50	US\$ 0,30	US\$ 0,90	US\$ 4,70	2012
HN1805	Honduras	Mas Moreno Blend	San Vicente	2018-10-09	Continental - New Jersey	36	152	5476	US\$ 3,00	US\$ 0,30	US\$ 0,70	US\$ 4,00	2008
HN1805	Honduras	El Rincon Del Sabor	San Vicente	2018-10-09	Continental - New Jersey	89	152	13539	US\$ 2,50	US\$ 0,30	US\$ 0,90	US\$ 3,70	2017
HN1805	Honduras	Jose Esteban - Cristal	San Vicente	2018-10-09	Continental - New Jersey	4	152	608	US\$ 4,00	US\$ 0,30	US\$ 0,60	US\$ 4,90	2018
HN1805	Honduras	Pedro Sagastume RISE	San Vicente	2018-10-09	Continental - New Jersey	34	152	5172	US\$ 2,60	US\$ 0,30	US\$ 0,60	US\$ 3,50	2015
HN1805	Honduras	Crecencio Izzaguire	San Vicente	2018-10-09	Continental - New Jersey	1	66	66	US\$ 3,55	US\$ 0,30	US\$ 1,05	US\$ 4,90	2010
HN1805	Honduras	Daniel Moreno - El Campo	San Vicente	2018-10-09	Continental - New Jersey	3	66	198	US\$ 4,55	US\$ 0,30	US\$ 1,21	US\$ 6,06	2008
HN1805	Honduras	Danny Moreno - El Tanque	San Vicente	2018-10-09	Continental - New Jersey	3	152	456	US\$ 4,00	US\$ 0,30	US\$ 0,90	US\$ 5,20	2008
HN1805	Honduras	Danny Moreno - El Tanque	San Vicente	2018-10-09	Continental - New Jersey	1	152	152	US\$ 3,50	US\$ 0,30	US\$ 1,00	US\$ 4,80	2008
HN1805	Honduras	David Munoz - Las Flores	San Vicente	2018-10-09	Continental - New Jersey	3	152	456	US\$ 3,50	US\$ 0,30	US\$ 1,00	US\$ 4,80	2013
HN1805	Honduras	Jose Maria Lopez - La Leona	San Vicente	2018-10-09	Continental - New Jersey	1	66	66	US\$ 4,05	US\$ 0,30	US\$ 1,15	US\$ 5,50	2016
HN1805	Honduras	Maria Galeas - El Mango	San Vicente	2018-10-09	Continental - New Jersey	5	152	761	US\$ 3,50	US\$ 0,30	US\$ 0,95	US\$ 4,75	2018
HN1805	Honduras	Mario Moreno - El Guayabo	San Vicente	2018-10-09	Continental - New Jersey	4	66	265	US\$ 4,05	US\$ 0,30	US\$ 1,45	US\$ 5,80	2008
HN1805	Honduras	Manuel Valleclillo	San Vicente	2018-10-09	Continental - New Jersey	6	152	913	US\$ 4,00	US\$ 0,30	US\$ 1,10	US\$ 5,40	2014
HN1805	Honduras	Olivin Moreno - El Filo	San Vicente	2018-10-09	Continental - New Jersey	4	66	265	US\$ 4,05	US\$ 0,30	US\$ 1,25	US\$ 5,60	2012
HN1805	Honduras	Orlando Carbajal	San Vicente	2018-10-09	Continental - New Jersey	7	66	463	US\$ 5,00	US\$ 0,30	US\$ 0,90	US\$ 6,20	2018
HN1805	Honduras	San Vicente Peaberry	San Vicente	2018-10-09	Continental - New Jersey	6	152	913	US\$ 2,50	US\$ 0,30	US\$ 0,90	US\$ 3,70	2018
HN1805	Honduras	Pedro Moreno - El Cedral	San Vicente	2018-10-09	Continental - New Jersey	1	152	152	US\$ 4,00	US\$ 0,30	US\$ 0,90	US\$ 5,20	2014
HN1805	Honduras	Pedro Sagastume - Quetzal	San Vicente	2018-10-09	Continental - New Jersey	3	152	456	US\$ 4,00	US\$ 0,30	US\$ 1,00	US\$ 5,30	2015
HN1805	Honduras	Geovany Rivera	San Vicente	2018-10-09	Continental - New Jersey	3	152	456	US\$ 4,00	US\$ 0,30	US\$ 1,10	US\$ 5,40	2016
HN1805	Honduras	Pedro Moreno	San Vicente	2018-10-09	Continental - New Jersey	4	152	608	US\$ 4,00	US\$ 0,30	US\$ 0,90	US\$ 5,20	2014
HN1805	Honduras	Jose Maria Lopez - La Leona	San Vicente	2018-10-09	Continental - New Jersey	2	152	304	US\$ 4,00	US\$ 0,30	US\$ 1,10	US\$ 5,40	2016
HN1805	Honduras	Nelson Ramirez CoE	CoE Auction	2018-10-09	Continental - New Jersey	4	66	265	US\$ 9,15	US\$ 0,30	US\$ 2,55	US\$ 12,00	2012
HN1805	Honduras	Jeydi Dominguez - Lt 2	Raga	2018-10-09	Continental - New Jersey	12	152	1825	US\$ 3,50	US\$ 0,30	US\$ 0,85	US\$ 4,65	2018
HN1805	Honduras	Victoria Conception Aguirre	Raga	2018-10-09	Continental - New Jersey	10	152	1521	US\$ 3,50	US\$ 0,30	US\$ 0,85	US\$ 4,65	2018
HN1805	Honduras	Hipolito Silva Calix	Raga	2018-10-09	Continental - New Jersey	3	152	456	US\$ 4,00	US\$ 0,30	US\$ 1,10	US\$ 5,40	2018
HN1805	Honduras	Marcelo Olvan Ventura	Raga	2018-10-09	Continental - New Jersey	12	152	1825	US\$ 3,50	US\$ 0,30	US\$ 1,05	US\$ 4,85	2018
HN1805	Honduras	Antonio Juarez	Raga	2018-10-09	Continental - New Jersey	10	152	1521	US\$ 3,75	US\$ 0,30	US\$ 1,05	US\$ 5,10	2018
ET1806	Ethiopia	Moplaco Tadese Yonka Gemedu	Moplaco	2018-10-24	Continental - New Jersey	100	132	13228	US\$ 3,18	US\$ 0,30	US\$ 0,72	US\$ 4,20	2012
ET1806	Ethiopia	Moplaco Mangesha Derese Boru - Kochere	Moplaco	2018-10-24	Continental - New Jersey	30	132	3968	US\$ 3,18	US\$ 0,47	US\$ 1,05	US\$ 4,70	2012
ET1806	Ethiopia	Moplaco Kedir Bergicho G2	Moplaco	2018-10-24	Continental - New Jersey	180	132	23 810	US\$ 2,68	US\$ 0,30	US\$ 0,90	US\$ 3,88	2012
ET1806	Ethiopia	Guji Highlands Sawana GR1	Guji Highlands	2018-10-24	Continental - New Jersey	10	132	1323	US\$ 3,45	US\$ 0,30	US\$ 0,90	US\$ 4,65	2016
BR1801	Brazil	Capim Seco Blend	Carmo	2018-11-16	Continental - New Jersey	320	132	42 329	US\$ 1,57	US\$ 0,30	US\$ 0,88	US\$ 2,75	2017
PA1801	Panama	Elida Green Tip Geisha	Elida	26-09-2018	Vollers - Hamburg	4	23	91	US\$ 110,23	US\$ 0,00	US\$ 19,00	US\$ 129,23	2009
PA1801	Panama	Private Collection	La Esmeralda	26-09-2018	Vollers - Hamburg	1	23	23	US\$ 66,14	US\$ 2,67	US\$ 31,19	US\$ 100,00	2008
PA1801	Panama	Private Collection	La Esmeralda	26-09-2018	Vollers - Hamburg	2	23	46	US\$ 55,12	US\$ 2,67	US\$ 12,22	US\$ 70,01	2008
PA1801	Panama	Trapiche	La Esmralda	26-09-2018	Vollers - Hamburg	1	23	23	US\$ 132,28	US\$ 2,67	US\$ 25,06	US\$ 160,01	2008
BR1803V	Brazil	Santuário Sul #7 Natural	Carmo	5-11-2018	Vollers - Hamburg	18	30	540	US\$ 11,02	US\$ 0,44	US\$ 3,01	US\$ 14,47	2018
BR1803V	Brazil	Santuário Sul #8 Anaerobic	Carmo	5-11-2018	Vollers - Hamburg	38	30	1140	US\$ 11,02	US\$ 0,44	US\$ 3,01	US\$ 14,47	2018
BR1803V	Brazil	Sao Joaquim Natural	Carmo	5-11-2018	Vollers - Hamburg	5	60	300	US\$ 4,08	US\$ 0,44	US\$ 3,34	US\$ 7,86	2014
BR1803V	Brazil	Santa Lucia Natural	Carmo	5-11-2018	Vollers - Hamburg	65	60	3900	US\$ 4,08	US\$ 0,44	US\$ 3,34	US\$ 7,86	2012
BR1803V	Brazil	Santa Ines Natural	Carmo	5-11-2018	Vollers - Hamburg	55	60	3 300	US\$ 4,08	US\$ 0,44	US\$ 3,34	US\$ 7,86	2011
BR1803V	Brazil	IP Natural	Carmo	5-11-2018	Vollers - Hamburg	70	60	4 200	US\$ 4,08	US\$ 0,44	US\$ 3,34	US\$ 7,86	2014
BR1803V	Brazil	Sertao Natural	Carmo	5-11-2018	Vollers - Hamburg	45	60	2 700	US\$ 4,08	US\$ 0,44	US\$ 3,34	US\$ 7,86	2010
BR1803V	Brazil	Sertao Natural	Carmo	5-11-2018	Vollers - Hamburg	25	60	1500	US\$ 4,08	US\$ 0,44	US\$ 3,34	US\$ 7,86	2010
BR1803V	Brazil	Pinheirinho Natural - Icatu	Carmo	5-11-2018	Vollers - Hamburg	10	60	600	US\$ 7,72	US\$ 0,44	US\$ 3,01	US\$ 11,17	2014



CCS TRANSPARENCY REPORT, 2018

NORTH AMERICA: COFFEES STRIPPED IN TO CCS WAREHOUSES BETWEEN JAN 1 AND DEC 6, 2018

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Container ID	Origin	Lot Name	Exporter	Stripped In	Warehouse	Quantity of bags / boxes	Volume per bag / box (lb)	Total weight (lb)	FOB (\$/lb)	Transport, insurance and finance cost (\$/lb)	CCS margin (\$/lb)	Customer price, loyalty and volume discounts (\$/lb)	Year we began buying from producer / washing station or exporter
BR1803V	Brazil	Pinheirinho Natural - Catuai	Carmo	5-11-2018	Vollers - Hamburg	16	60	960	US\$ 6,61	US\$ 0,44	US\$ 3,01	US\$ 10,06	2014
ET1802	Ethiopia	Yirgacheffe	Moplaco	8-11-2018	Vollers - Hamburg	50	60	3 000	US\$ 15,43	US\$ 0,66	US\$ 2,80	US\$ 18,89	2012
ET1802	Ethiopia	Sidamo (Kokosa)	Moplaco	8-11-2018	Vollers - Hamburg	3	60	180	US\$ 15,43	US\$ 0,66	US\$ 2,80	US\$ 18,89	2012
ET1802	Ethiopia	Sidamo Washed WR368	Moplaco	8-11-2018	Vollers - Hamburg	100	60	6000	US\$ 7,83	US\$ 0,66	US\$ 2,80	US\$ 11,29	2012
ET1802	Ethiopia	Guji Highlands, Cana	Guji Highlands	8-11-2018	Vollers - Hamburg	120	60	7200	US\$ 7,50	US\$ 0,66	US\$ 2,80	US\$ 10,96	2016
ET1802	Ethiopia	Kochere (Birehanu Mulatu Berso)	Moplaco	8-11-2018	Vollers - Hamburg	30	60	1800	US\$ 7,39	US\$ 0,66	US\$ 2,80	US\$ 10,85	2012
ET1802	Ethiopia	Kaffa (Ondimu Chena)	Moplaco	8-11-2018	Vollers - Hamburg	10	60	600	US\$ 6,61	US\$ 0,66	US\$ 2,80	US\$ 10,07	2012
ET1807	Ethiopia	Mormora, Chekata	Guji Highlands	8-11-2018	Vollers - Hamburg	120	60	7200	US\$ 7,83	US\$ 0,66	US\$ 2,80	US\$ 11,29	2016
ET1807	Ethiopia	Guji Highlands, Dambi Uddo	Guji Highlands	8-11-2018	Vollers - Hamburg	90	60	5400	US\$ 7,83	US\$ 0,66	US\$ 2,80	US\$ 11,29	2016

CCS IMPACT 2018



ORIGINS

9

2017: 10



EXPORTERS

19

2017: 15



KG GREEN COFFEE IMPORTED

628 329

2017: 499 105



ROASTERS WHO PURCHASED FROM CCS

177

2017: 139

EXPORT COUNTRIES

2017: 27

34



EUROPE

23

2017: 17



ASIA & MID EAST

9

2017: 8



AMERICAS

2

2017: 2



AVERAGE FOB PRICE PER KG

7,83

2017: 7,30



AVERAGE MARGIN PER KG

2,46

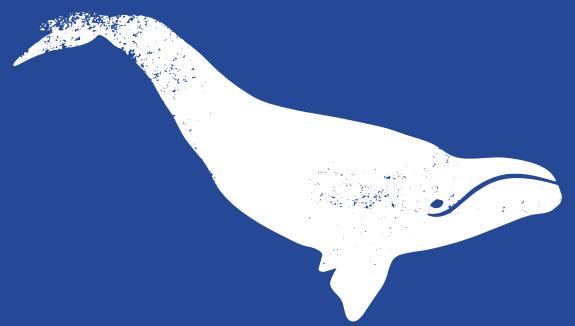
2017: 2,65

Export countries, Europe: Austria, Croatia, Czech Republic, Denmark, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Lithuania, Norway, Poland, Portugal, Romania, Russia, Slovakia, Slovenia, Spain, Sweden, UK, Ukraine

Export countries, Asia & Middle East: Japan, Malaysia, Singapore, South Korea, Taiwan, UAE, Dubai, Kazakhstan, Saudi Arabia

Export countries, Americas: US & Canada

FOB: Our weighted average FOB for all of our coffees. The average Arabica market price in 2018 was \$2.6/kg.



COLLABORATIVE
COFFEE SOURCE

SOURCE THE
RIGHT COFFEE
THE RIGHT WAY.