

WAREHOUSE RELEASES SPOT OFFERS

6

YEAR-ROUND

- Forward contracts specify terms for storage and release.
- Spot coffee purchases are ideal for roasters who are less comfortable committing to a coffee in advance. Options and availability are limited.



TYPE SAMPLES AVAILABLE

1

Ethiopia OCT to JAN
Rwanda DEC to APRIL

Available for customers to decide which coffee has the flavor profile they would like.

COFFEE ARRIVES TO USA

5

Ethiopia LATE SEPTEMBER
Rwanda LATE NOVEMBER

Arrivals to warehouses on both coasts: Oakland, CA (Annex) and New York/New Jersey (Conti NJ)
Arrival samples available on request to confirm no tampering / serious shipping damage.
Contract terms guide timing of release.
Artisan can arrange LTL shipping at cost for orders of 5+ bags.



ARTISAN'S ANNUAL CYCLE

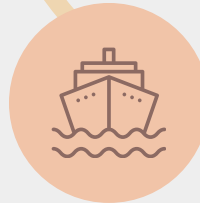
What to expect when forward contracting your coffee from East Africa to your roastery!

CONTRACTS ARE SIGNED

2

Ethiopia & Rwanda
JANUARY to MARCH

Forward contracting allows a roaster to secure a specific quality and quantity of coffee, based on a type sample. A fresh crop sample must be approved in order for the commitment to proceed.



PRESHIPMENT SAMPLES

4

Ethiopia MAY/JUNE
Rwanda AUGUST

Roasters with high quantity orders (10+ bags) may receive a PSS sample to confirm the quality of the coffee just before it is loaded on a container. Quality differences to fresh crop are expected. This step helps roasters understand what the flavors will be like on arrival and allow an important check to avoid tampering. Roasters must commit to relatively fast feedback loop. *

FRESH CROP SAMPLES AVAILABLE

3

Ethiopia JAN to APRIL
Rwanda LATE MAY/JUNE

First samples of the harvest season!
Roasters evaluate these samples to confirm their interest in the quantity and price agreed in the contracting stage.