



# Wholesale Pricing Guide

2019

Derek Sips

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## **About Us**

Derek Sips began with my fascination and love of coffee. In 2012, I began roasting coffee because of multiple friends who claimed fresh roasted beans make a more flavorful cup. Well...they were right. As I continued to learn and grow, others began to ask for coffee. As the demand grew, Derek Sips was formed.

I, Derek Robinson, do all of the roasting personally, and my wife, Pamela, helps with the packaging when time permits. It is only the two of us managing and running the business. We have 5 kids all under the age of 7 and we want them to learn from this experience as well. Please know we will always do our best to help ensure we communicate and provide great service and coffee beans to you in a timely manner.

## **What to Expect from Us**

We are a small family run business and desire to stay that way. We will provide fresh roasted coffee for every order. The pricing guide is just that...a guide. We want to provide high quality coffee at a beneficial price for all parties.

## **What we Expect from You**

We want open communication and dialogue. Let us know what you need and we can see if we can do it. We know we can't be everything to everyone, but we hope to find solid partners in this journey.

Looking forward to working with you!  
grace and peace,

A handwritten signature in black ink, appearing to read 'Derek Robinson', with a stylized flourish at the end.

Derek Robinson  
Owner | Roaster

## Current Coffees

The below pricing is available for businesses purchasing a minimum of 3lbs per order.

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### Brazilian Bean

The roasting process allows for a cup which reminds me of the complexity of a deep red wine. Personally I think it makes a phenomenal espresso that gives deep chocolate/cocoa notes mixed with undertones of fresh roasted nuts or toast.

**Region:** Cerrado and Sul de Minas

**Flavor:** Cocoa, Raisin, Strawberry

**Body:** Medium      **Acidity:** Mild

**3-9lbs**

\$6.00/lb

**10+ lbs**

\$5.50/lb

### Honduran Blend

Our Honduran blend carries all of the wonder of our single origin Honduran without the earthy aftertaste. The best way to describe this cup is sweet. The blend enhances the nougat and plum flavors with a slight addition of strawberry jam. Imagine trail mix fruit in a cup as coffee, enjoy!

**Flavor:** Chocolate, Plum, Nougat, Strawberry Jam, Dried Apricot

**Body:** Medium      **Acidity:** Medium

**3-9lbs**

\$7.00/lb

**10+ lbs**

\$6.50/lb

### Honduran Bean

Our Honduran bean is a flavorful mix of sweet and sour dessert with an earthy aftertaste. It is a robust coffee that gives a much stronger cup than you may expect. If your preference is usually a darker bean this is my recommendation because it tastes smooth yet strong, without being acidic or pungent.

**Region:** Central

**Flavor:** Chocolate, Plum, Nougat, Brown Sugar, Almond

**Body:** Medium      **Acidity:** Medium

**3-9lbs**

\$7.50/lb

**10+ lbs**

\$7.00/lb

## Guatemalan Bean

This is my absolute favorite coffee to have as a daily sipper. It is incredibly smooth, with a light and even finish. You will have notes of chocolate, and slight hints of nuts and fruit within it. In my personal opinion, the Guatemalan Huehuetenango region makes one of the best cups of coffee you can enjoy.

**Region:** Huehuetenango

**Flavor:** Milk Chocolate, Almond, Red Fruit, Raspberry

**Body:** Medium      **Acidity:** Medium

**3-9lbs**

\$11.00/lb

**10+ lbs**

\$10.00/lb

## Ethiopian Bean

This bean has complex flavors throughout the cup. It will subtly change as the coffee cools while still leaving you satisfied with every sip. Frankly, I could sit and just smell the beans without ever drinking it, maybe a slight exaggeration, but they truly are an aromatic delight.

**Region:** Sidamo

**Flavor:** Chocolate, Blueberry, Lavender, Vanilla

**Body:** Medium      **Acidity:** Bright

**3-9lbs**

\$11.00/lb

**10+ lbs**

\$10.00/lb

## Bourbon Bean

This I have hand selected and crafted. I specifically chose a quality bourbon to pair with the flavor profile of a single-origin coffee. The two make a wonderful flavor profile which pair excellently together. Consider this a dessert or special treat coffee...if you generally enjoy the rich, sweet, caramel and vanilla flavors of bourbon, you'll enjoy this special treat!

**3-9lbs**

\$17.50/lb

**10+ lbs**

\$15.00/lb