

Premium & Specialty-Grade Brazilian Green Coffee – For High-Quality Roasting

1. Coffee Type

- **Species:** 100% *Arabica*
 - **Preferred Regions:**
 - *Cerrado Mineiro* (traceable micro-lots)
 - *Sul de Minas, Chapada de Minas, Mogiana, Espírito Santo (Arabica)*
 - **Varieties:** Yellow and Red Bourbon, Catuaí, Mundo Novo, Arara, Topázio, IPR, etc.
 - **Processing Methods:**
 - *Natural*
 - *Pulped Natural*
 - *Washed* (less common in Brazil but accepted for select micro-lots)
 - **Fermentation styles** (if applicable): Controlled anaerobic or carbonic maceration — *only if clean and well-documented*
-

2. Quality Standards

- **Screen Size:** 17/18
 - **Grade:** *Specialty Grade – SCA standard*
 - **Cup Score:**
 - *Premium:* 83–84.99
 - *Specialty:* 85+
 - **Moisture Content:** 10.0% – 11.5%
 - **Defects:**
 - *Zero Primary Defects*
 - Max 5 secondary defects per 350g
 - **Cup Profile** (varies by lot):
 - Sweet, clean, high clarity
 - Notes: chocolate, caramel, stone fruits, citrus, red berries, florals
 - Medium to high body
 - Balanced or complex acidity, depending on region
-

3. Traceability & Farm Info

- Full traceability required: farm name, altitude, region, variety, processing
 - Prefer family farms or cooperatives with established QC protocols
 - Altitude: ideally 900–1300m+
-

4. Packaging

- Vacuum-sealed or *GrainPro* inside jute bags
 - Bag weight: 30 kg (preferred for microlots) or 60 kg
 - Clean, moisture-proof bags for long-distance transport
-

5. Volumes & Delivery

- **Micro-lots:** 5–50 bags (for rotating seasonal offerings)
 - **Main Premium Line:** 100–300 bags per shipment
 - **Annual Forecast:** 3–4 containers of mixed specialty & premium coffees
 - **Shipping Terms:** FOB Santos or Varginha, CIF Poti (preferred)
-

6. Required Documentation

- Certificate of Origin
- Phytosanitary Certificate
- Full cupping report from certified Q-grader
- Photos of farm, processing, and green coffee
- Moisture & water activity test
- Export documents: invoice, packing list, bill of lading

Other Notes

- Coffees should meet *SCA specialty standards*
- Cup quality must be **clean, stable, and true to origin**
- Price should reflect quality but be competitive for long-term partnership
- Cupping samples required before each shipment
- Preference for partners who can consolidate lots and manage small-volume microlots

Commercial-Grade Brazilian Green Coffee – For Mass Market Production

1. Coffee Type

- Species: *Arabica*
 - Preferred Regions: Cerrado Mineiro, Sul de Minas, Mogiana
 - Varieties: Catuaí, Mundo Novo, Bourbon, Icatú (mixed varieties acceptable)
 - Processing Method: *Natural (dry)* — standard for Brazil; *Pulped Natural* also accepted
-

2. Quality Standards

- Screen Size: 16/17 or 17/18
 - Grade: *Fine Cup (FC)* or *Good Cup (GC)*
 - Cup Score: 80–82 (SCA scale)
 - Moisture Content: Max 12%
 - Defects: Max 12 full defects per 300g
 - Cup Profile:
 - Clean and balanced
 - Notes of chocolate, nuts, mild fruitiness
 - Medium body, low to medium acidity
 - No rioy, fermented, moldy, or phenolic taints
-

3. Packaging

- Jute bags with *GrainPro* liner preferred (optional for price flexibility)
 - Bag Weight: 60 kg (Brazil standard)
-

4. Volumes & Delivery

- Trial Order: 1 container = ~320 bags (~19.2 MT)
 - Annual Plan: 5–10 containers/year
 - Use Case: Branded mass-market products, capsules, Horeca blends, private label
 - Shipping Terms: CIF Poti, Georgia (or FOB Santos/Varginha optional)
-

5. Required Documentation

- Certificate of Origin
 - Phytosanitary Certificate
 - Commercial Invoice
 - Packing List
 - Bill of Lading
 - Basic cupping/QC report with SCA score and defect count
-

Other Notes

- Must be from reliable cooperatives or exporters with experience in stable commercial quality
- Price-to-quality ratio is key — not aiming for specialty, but consistent, clean, and pleasant cup
- Long-term sourcing relationship preferred
- Option for pre-shipment samples and regular container cupping

Low-Grade Brazilian Green Coffee – Internal Market / Secondary Grade (For Mass Production Use)

1. Coffee Type

- Species: *Arabica*
 - Accepted Varieties: Mixed regional types — Mundo Novo, Catuaí, Bourbon, etc.
 - Processing Method: *Natural (Dry)* — standard in Brazil; fermentation risk higher
-

2. Quality Standards

- Screen Size: Mixed; includes 13/14 and broken beans
 - Grade: *Rio Minas, Bica corrida, Descarte* (industrial grade)
 - Cup Score: Below 80 (typically 75–79), not suitable for specialty
 - Moisture Content: Max 12.5%
 - Defects:
 - Up to 30 defects per 300g accepted
 - Includes blacks, sours, shells, partial ferment
 - Cup Profile: Harsh, nutty, or woody. *Rioy taints tolerated* (iodine, medicinal, fermented notes). Acceptable for instant coffee or blending with higher grades.
-

3. Packaging

- Standard jute bags (no inner lining)
 - Bag weight: 60 kg (Brazil standard)
-

4. Volumes & Delivery

- Initial Order: Minimum 1 container (≈ 320 bags x 60 kg = ~19.2 MT)
 - Annual Plan: 10–15 containers/year
 - Use Case: Instant coffee production, bulk Horeca blends, supermarket private label
 - Shipping Terms: FOB Santos or Varginha (or CIF Poti, Georgia)
 - Export Mode: Through cooperative or aggregator; non-certified exporters acceptable
-

5. Documentation (Minimal)

- Commercial invoice
 - Packing list
 - Basic quality report (optional)
 - Photos of loading and coffee condition
 - No Q-grader analysis required
 - Certificate of Origin – optional for low-cost contracts
-

Additional Notes

- Focus on *volume and pricing*, not flavor
- Consistent supply from Cerrado, Sul de Minas, or Mogiana regions preferred
- Blending ability and price stability are key purchase factors