



# Wholesale Pricing Guide

2020

Derek Sips

WWW.DEREKSIPS.COM | 480.253.9714 | DEREK@DEREKSIPS.COM

## **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 long horizontal flourish extending to the right.

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+ lbs**

\$6.00/lb

### Brazilian Bean (Fine Cup)

This Brazil is such a delight and makes a stunning cup. Honestly, I can just sit and smell the bag all day long because of the strong peanut butter and raisin aroma. This makes for an excellent daily cup with just the right sweetness while still having those earthy bold flavors you want in your coffee.

**Region:** Cerrado Mineiro

**Flavor:** Milk Chocolate, Peanut Butter, Raisin, Nuts

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

**3+ lbs**

\$7.00/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+ lbs**

\$7.00/lb

## Ugandan Bean

Chocolate, upon chocolate, upon more chocolate. Each cup reminds me of drinking warm chocolate milk. Perfect balance of sweetness while being a heavy or full bodied coffee, so it feels like you are drinking a strong cup of coffee. Great coffee for hosting, and makes a great single-origin espresso pull!

**Region:** Mt. Elgon

**Flavor:** Dark Chocolate, Sweet Berry, Cherry, Cinnamon

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

**3+ lbs**  
\$8.00/lb

## Guatemalan Bean

This is my absolute favorite coffee to have as a daily sipper. It is incredibly smooth, with an even finish. You will have notes of chocolate, with sweetness of caramel and pecans with faint hints of herb. In my opinion, Guatemala consistently produces some of the best cups of coffee you can enjoy.

**Region:** Antigua – La Pastores

**Flavor:** Chocolate, Caramel, Pecan, Fresh Herbs

**Body:** Full      **Acidity:** Bright

**3+ lbs**  
\$8.00/lb

## B.E.G. Espresso Blend

It took a while, but we have finally perfected our espresso blend. We wanted to ensure you taste rich and bold flavors of a traditional espresso while retaining the smoothness of our coffee. This is not a dark roast. The beans will all be medium and medium dark roast.

**Region:** Brazil, Ethiopian, Guatemala

**Flavor:** Chocolate, Berry, Nutty

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

**3+ lbs**  
\$9.00/lb

## Colombian Decaf Bean

This Colombian is fantastic and does not compromise on taste or body! It is naturally decaffeinated using the sugarcane decaf process. The process removes 95-97% of the caffeine without compromising the flavor of the bean.

**Region:** Cundinamarca

**Flavor:** Chocolate, Nougat/Marzipan, Raspberry

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

**3+ lbs**  
\$9.00/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+ lbs**

\$9.00/lb

## Ethiopian Premium Bean

The aromatics on this bean are ridiculous and complex. These are Grade 1 premium beans from the Guji region. Sere Saba Mill does natural processing of the coffee with traditional practices of the Oromo people. Unripe and overripe beans are hand selected and discarded. The coffee itself has distinct "tea" like characteristics while still maintaining the body of coffee. As the cup cools the flavors change as well making it subtle mystery what you'll taste next.

**Region:** Guji

**Flavor:** Raspberry, Caramel, Black Tea, Citrus

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

**3+ lbs**

\$10.00/lb