Our black background minimizes energy, reducing climate change Coffee Path is maintained by Cooperative Coffees

STEP 1.

WHAT EACH DOCUMENT MEANS

FARMER CONTRACT



This shows that our purchase price is always a minimum of \$1.50 a lb. We raised our price independent of the established Fair Trade price based on feedback from growers at our 2005 Annual General Meeting in Xela, Guatemala. The contract also indicates that the coffee must first pass our sampling and quality analyses. This is important to us as roasters, because it ensures our quality. But it's a two-way street. At the core of our Fair Trade system is long-term partnerships between farmer and roaster. We do not walk away from our cooperative partners. We roast the beans. They grow the cherries and process them into beans. By applying our expertise on the market side to the farmer's capacities on the growing/processing side, we work with them to create coffees that are higher quality and more desirable. This helps them gain other customers. In fact, all the cooperatives we began buying from have eventually built followings among other importers. There are instances, when it has taken over a year for a cooperative to meet



PRE-FINANCING CONTRACT



key element of our Fair Trade system is pre-financing, which we offer via loans up to the amount of 60% of our ultimate purchase price from Eco Logic, our financing partner. This means, we loan a portion of the purchase price of the coffee in advance of taking delivery, enabling farmers to get through the growing season. As an absolute rule, we always offer pre-financing to our farming partners. This is critical because most cooperatives are uncomfortable about seeking pre-financing. Although pre-financing

America and Europe. This is not the case for small farmers in remote coffee-growing regions. A

is a standard tenet of Fair Trade practices and partnerships in general, most importers do not ple contract by clicking the thumbnail photo. And you'll see a cooperative's pre-finance status

when you use Coffee Path to trace a lot # from a farming cooperative



PRE-SHIPMENT CUPPING EVALUATION



be that cuppings were only done by im-

porters -- a practice that facilitates an uneven balance of power between farmers and importers. Since XXXX, our members have been working with farmers to train them to cup their own cofers cupping their own coffee is now increasingly common.





to be paid.

family farmers to have invoices, because they could not export directly. Over 70% of the world's coffee comes from small family farmers of X hectares or less. It's not possible for a farm of this size to fill a container for export. The Fair Trade system encourages farmers to form cooperatives that enable them to export their coffee themselves, substantially increasvices in the remote regions where coffee is grown. Fair Trade cooperatives frequently do what the government does not. For example, Cacocafen in Nicaragua has built village schools and even roads, both of which are open to their entire communities, not just the coffee farmers.



FARMER BILL OF LADING

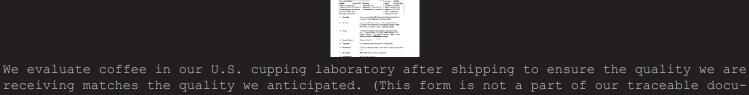


and U.S. destination port, which in our case is our warehouse in New Orleans. To give you a sense of the importance of long-term partnerships, on this site under each coop-

Documents the original shipper of the coffee, who it is being shipped to, weight of the coffee

erative's information, we have indicated the total pounds we have purchased over the duration of our partnership.





ment bundle. See sample by clicking thumbnail photo.)





organic farming is better for the environment as well as the health of the farmers and their families. It's also highly beneficial to their business as it adds XX cents per pound to their revenue. As a result, nearly all of our coffee is organic-certified as well as Fair Trade.

The most critical way we support Organic certification is to purchase coffee from cooperatives during the transition process -- a time when they must adhere to the practices of organic farming without being able to demand the price premium associated with organic certification (fre-

quently termed "transitional organic").



This is Cooperative Coffees invoice to the individual member for its portion of the shipment.

export, we use our cooperative to empower us to directly import. As communities that prioritize common interests over mere profits, cooperatives represent alternatives to corporations. We try to support this concept in every way possible.

Just as farming cooperatives enable farmers to form communities of common interest to directly



ROASTER BILL OF LADING

Documents delivery of the coffee to our warehouse. It closes the loop.

TRACE LOT # FROM CO-OP • TRACE LOT # FROM ROASTER • LEARN WHAT DOCUMENTS MEAN

STEP 2. ENTER THE LOT # YOU WANT TO TRACE.