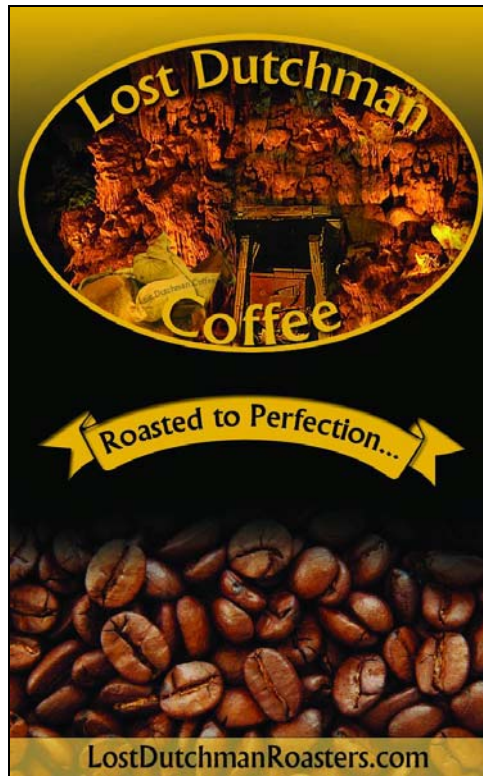


## ***Lost Dutchman Coffee Roasters***



### ***Welcome to the Lost Dutchman Coffee Company - A Small Batch Coffee Roastery***

Where coffee is the basis of a business, superb quality coffee will help make that business a success. Here at Lost Dutchman Coffee Roasters, we have teamed up with a variety of coffee importers, and in some cases directly with the coffee farmers themselves, that specialize in coffees from specific regions. By doing this we are able to develop personal business relationships with our coffee suppliers and are able to buy what we feel is best available coffee on the market

## ***2009 Wholesale Product Catalog***

*Prices are subject to change without notice*  
[www.lostdutchmanroasters.com](http://www.lostdutchmanroasters.com)

*Prices are subject to change without notice*  
[www.lostdutchmanroasters.com](http://www.lostdutchmanroasters.com)

### Lost Dutchman Coffee Roasters

- Wholesale pricing for 5 pound minimum orders.
- All coffee orders of 12 pounds and under will be charged a flat rate shipping fee of \$10.00. Coffee orders of over 12 pounds will be charged a flat rate shipping fee of \$20.
- The shipping method we choose is based on order size, cost and expediency of delivery. If you are ordering from the Eastern half of the U.S., expect USPS. If you are ordering from the Western half of the U.S, expect FedEx Ground unless you specify otherwise.
- All coffees are roast-to-order and packed in one-way valve sealed bags to lock in freshness.
- Custom Blends and Private Labeling is available upon request.
- 4% cash and carry discount on all orders
- Quantity discount for “bulk” packaged coffee (5 lb bags):  
25 lbs - 10 CENTS PER POUND DISCOUNT  
50 lbs OR MORE -15 CENTS PER POUND DISCOUNT
- For more information about our company, products and services please email us at: [info1@lostdutchmanroasters.com](mailto:info1@lostdutchmanroasters.com), or call us at 623-217-1304
- Phone in orders are welcome

*Prices are subject to change without notice*  
[www.lostdutchmanroasters.com](http://www.lostdutchmanroasters.com)

### Espresso Blends

#### **Jacob’s Dynamite Shack Espresso \$32.00/5 lb bag (\$6.40/lb)**

"Dynamite" says it all. This is our signature espresso. A lighter style espresso roast which is perhaps the most challenging creation for us to roast, Precise temperature and airflow control is required throughout the roasting process to bring out the delicate flavors of the beans that would not otherwise be possible with darker roasts while at the same time eliminating the bitter taste sometimes associated with lighter espresso roasts. Latin American beans are combined to create this awesome blend.

#### **Gold Nugget Espresso \$32.00/5 lb bag (\$6.40/lb)**

Carefully blended to yield an intensely sweet espresso with a rich, long lasting crema and deep, syrupy body. 3 single origins from Indonesia, Africa, and Asia combine to make this sweet tasting blend. Medium Dark roast.

#### **Red Sea Espresso \$32.00/5 lb bag (\$6.40/lb)**

A soft Indonesian and two East African varietals blend together to create a full-bodied, complex cup. Red Sea Espresso has light acidity, is exotic and spicy - a great espresso for people who like a unique demitasse or a memorable latte. North Italian-style roast.

#### **Sumatran Decaf Espresso \$32.00/5 lb bag (\$6.40/lb)**

This single-origin coffee works well for either espresso or drip brewing. Decaffeinated espressos are typically smooth and less acidic than their caffeinated counterparts making them great for after-dinner coffee.

*Prices are subject to change without notice*  
[www.lostdutchmanroasters.com](http://www.lostdutchmanroasters.com)

## Blends for Drip or French-Press Brewing

### **Classic Blend** **\$30.00/5lbs (\$6.00/lb)**

We designed this coffee to complement a good meal. Comprised of mild Latin American beans, Lost Dutchman's Classic Blend offers body without being heavy and smooth texture without being overly rich. Chefs, caterers, and restaurateurs love this blend for its universal appeal. Medium roast.

### **Prospector's Blend** **\$30.00/5lbs (\$6.00/lb)**

A combination of South and Central American beans roasted medium-light to emphasize their complementary flavors. Bright, smooth and bold. This brew wakes up your mouth in the morning.

### **Mocca Java** **\$30.00/5lbs (\$6.00/lb)**

All Mocca Java's are not created equal. Ours is definitely unique. Named for the Indonesian island of Java and a port city in Yemen, Lost Dutchman's Mocca Java uses beans from neither place! The reason is, beans from these two regions are wildly unpredictable, making it impossible to maintain a consistent flavor profile over time. Instead, we use high quality beans from Ethiopia (very close to the port city in Yemen) and from Sulawesi (very close to the island of Java).

### **Kona Blend** **\$45.00/5 lb bag (\$9.00/lb)**

Hawaiian Kona coffee's unmistakable flavor and aroma shines brilliantly in this custom blend. Our blend contains 15% Kona. If a customer wants 100% Kona, please call us for pricing as it varies considerably over relatively short periods of time. Expect wholesale pricing to be \$19-\$23 per pound.

*Prices are subject to change without notice*  
[www.lostdutchmanroasters.com](http://www.lostdutchmanroasters.com)

## **Single Origins Almost Always In Stock: \$30.00/5lbs (\$6.00/lb)**

**Sumatran (various types plus organic)**

**Guatemalan**

**Brazil (various types plus organic)**

**Kenyan**

**Colombian**

**Costa Rican Tarrazu**

**El Salvador**

**Nicaraguan**

**Panama Boquete**

**Ethiopian Harrar (organic is available upon request)**

**Ethiopian Yirgacheffe**

**Hawaiian Kona**

### **Decaf – Costa Rica or Sumatran**

We frequently obtain coffees from other origins not listed here; just ask about them when ordering. This is great way to offer exotic "featured coffee of the week/month". Pricing is the same, except for Kona.

*Prices are subject to change without notice*  
[www.lostdutchmanroasters.com](http://www.lostdutchmanroasters.com)

### Retail Bags

#### A Quick Word about Retail Coffee Bags for Your Coffee Bar

If you are not currently selling fresh roasted coffee in generic, Kraft paper tin-tie bags or fancy sealed one-way valve bags, you are missing out on an excellent opportunity to make additional sales. We also offer private label.



Retail bags are packaged in attractive metallic bags with one-way valves to insure freshness. Available in all coffee varieties and blends listed on previous pages. For whole cases, customers may mix two varieties (12+12) at no extra charge. All retail bags are roast-to-order, meaning we don't roast it until you order it to ensure maximum freshness. See next page for case pricing.

*Prices are subject to change without notice*  
[www.lostdutchmanroasters.com](http://www.lostdutchmanroasters.com)

### Wholesale Retail Bags Pricing For 8 - 12 oz. Bags

We offer a single price for:

**Whole Bean**  
**Regular**  
**Decaf**

Ground Coffee is 25 cents extra per bag

Please specify blend, origin, and grind type when ordering.

**Whole Bean Regular or Decaf**  
**Full Case Qty: 24 Bags**

**1/2 Case Qty: 12 Bags**

**One Case of 16 oz Bags = \$155, 1/2 Case (12 - 16oz bags) = \$80**  
**One Case of 12 oz Bags = \$125, 1/2 Case (12- 12oz bags) = \$65**  
**One Case of 8oz Bags = \$105, 1/2 Case (12- 8oz bags) = \$55**

*12 oz Suggested Retail \$9.95/bag*

*8 oz Suggested Retail \$6.95/bag*

Note: for Hawaiian Kona Blend retail bag pricing, multiply any of the above prices by 1.2 (% 20).

\$10.00 flat rate shipping fee for 12 lbs and under.

\$20.00 flat rate shipping fee for over 12 lbs.

*Prices are subject to change without notice*  
[www.lostdutchmanroasters.com](http://www.lostdutchmanroasters.com)

### 2.0 oz Point of Purchase Coffee

Packaged in attractive metallic bags. Ground or Whole Bean (please specify). There are 40 bags per case. 5% discount on 2 or more cases. Currently available in any combination of Gold, or Cobalt Red bags.

Note: 2 oz of coffee will make approximately 6 cups.

Can Mix 2 varieties/case (20+20), please specify which varieties when ordering.

**Whole Bean or Ground (regular or decaf).**

**Case Qty: 40 2oz bags**

**Wholesale Case Price: \$40** Suggested Retail Price: \$1.95/bag

### Flavoring Syrups

We carry a variety of 1883 de Philibert Routin syrups. Prices are generally around \$6.00/bottle.

<b>Chocolate</b>	<b>White Chocolate</b>	<b>Black Chery</b>
<b>Hazelnut</b>	<b>Irish Crème</b>	<b>Macadamia Nut</b>
<b>Amaretto</b>	<b>Tiramisu</b>	<b>Vanilla</b>
<b>Butterscotch</b>		<b>French Vanilla</b>

*Prices are subject to change without notice*

[www.lostdutchmanroasters.com](http://www.lostdutchmanroasters.com)

*Prices are subject to change without notice*

[www.lostdutchmanroasters.com](http://www.lostdutchmanroasters.com)

### Brewing and Grinding Equipment

While we don't lease equipment to businesses, we do offer our customers large discounts on Bunn and Fetco brewing products. We also are an Arizona distributor for La Marzocco, Franke, and Falcon Grimac Espresso machines and equipment and are able to offer great prices to our wholesale customers. We will be happy to assist you in determining your needs and quoting some low prices for you.



La Vittoria Compact 2 Group machine  
(1 and 3 group machines also available)



La Marzocco

GB/5 2AV - \$12,600



Rio

SME-2 Vania \$6,970

*Prices are subject to change without notice*  
[www.lostdutchmanroasters.com](http://www.lostdutchmanroasters.com)



Rio Grinders

Great espresso begins with the perfect grind. All Astoria/Rio grinders (made by Mazzer in Italy) feature a durable cast metal body, rugged motor for continuous demand and large capacity grinding burrs.

*Prices are subject to change without notice*  
[www.lostdutchmanroasters.com](http://www.lostdutchmanroasters.com)

### **Private Labeling**

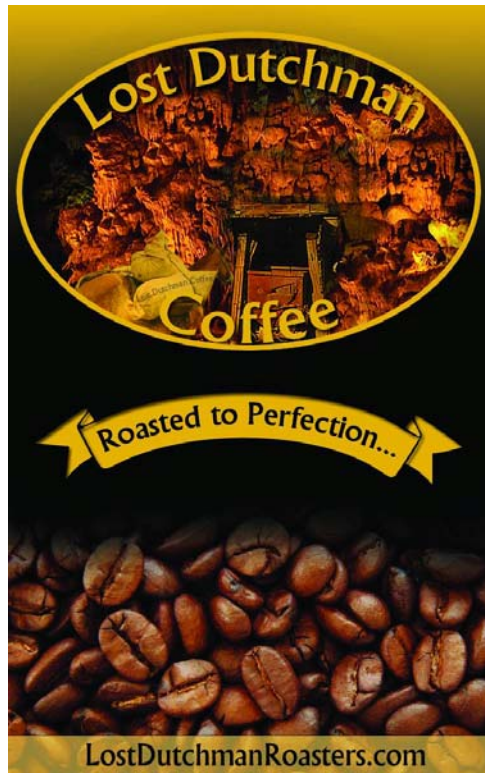
We can help you create your own custom blends and private labels with your café's business name and logo on it. If you supply an image of your own ready-made artwork, we can create labels for you and apply them to coffee bags at no extra charge (we will make small formatting adjustments if necessary). If you require help creating the artwork, there is a one time fee of \$75. Any custom blends developed for your shop will be considered proprietary by us, and not sold to other customers.

### **Barista Training**

Lost Dutchman Coffee Roasters offers an excellent training program for your baristas at no additional cost. We will also come out and help you calibrate the espresso extraction temperature for your particular machine. Simply put, we go through great pains to ensure our coffee is sourced and roasted to be the best that it can be and want to make sure you, the café owner, have properly trained baristas that can take 'the bean' through it's final journey from seed to cup.

We do more than deliver roasted coffee. We realize if you don't succeed, neither do we.

**Lost Dutchman Coffee Roasters 623-217-1304**



Our beans are roasted in a traditional small batch drum roaster. If you'd like to visit our facility in Tempe, Arizona, please call us at 623-217-1304 to set up a time to stop by.

*Prices are subject to change without notice*  
[www.lostdutchmanroasters.com](http://www.lostdutchmanroasters.com)