COMMERCIAL
OFFER

2025

WE PRODUCE AND EXPORT COFFEES WITH A DIFFERENTIATED VALUE OFFER

FARM “EL EUCALIPTO”
ACEVEDO HUILA COLOMBIA



www.exportandocafe.com



ABOUT US.

What do we do?

We produce and export our coffee directly from the El Eucalipto farm, where we develop anaerobic fermentation processes, co-fermentation with tropical fruits, and honey, natural, and washed methods. All of this with the goal of enhancing the cup profile and offering a high-value coffee for international markets.

How do we do it?

We deliver our coffee directly to roasters around the world, offering a selection of exotic and traditional specialty coffee varieties. We ship in small quantities, with all the required export permits and licenses. Thanks to our logistics partner FedEx, we can deliver the coffee to your doorstep, hassle-free, with less paperwork and full traceability. We guarantee fresh, single-origin coffee, produced by innovative coffee farmers who are transforming the supply chain from the source.

Important note:

The minimum order quantity for **conventional or regional/blend coffees is 60 kg**, and for **specialty coffees, it is 60K, ggreen coffee./50K, Roasted Coffee**. Prices may vary based on the market exchange rate (US dollars). **A 2.99% bank fee will apply.** To process your order, we require a 50% down payment of the total value. The remaining 50% must be paid upon presentation of the FedEx shipping waybill. The final value includes direct shipping to your business through our logistics partner, FedEx. Any import requirements beyond our scope must be handled by the importer with the support of FedEx and local customs authorities.



QUALITY STRUCTURE

Specialty Coffee in Exotic Micro-lots.

- The SCA score **(86-90)** corresponds to a specialty coffee. Humidity: (10-12%)%. Processes: **Honey, Natural, Washed, and Anaerobic Fermentation.** This quality range includes micro-lots of exotic varieties. Gesha, Laurina, Chiroso, Java, Bourbon Sidra, Pick Bourbon, Pacamara, Bourbon Ají, Papayo/Ombligon. Orders are subject to storage availability.

Conventional Varieties.

- The SCA score **(80-85)** corresponds to a "regional or conventional" coffee. Humidity: (10-12%). Process: **"Traditional Washing."** In this quality range, customers can choose between a single-variety lot or a blend of traditional varieties. These include Caturra, Colombia, Castillo, and Catimor.



www.exportandocafe.com

WE PERSONALIZE YOUR EXPERIENCE



Are you looking for some special coffee?

We offer our personalized service, subject to pre-sale. But how does it work?

"We can make your dreams a reality. If you need a specific variety, we process it directly at the El Eucalipto farm with professional and customized processes. Would you like to define the fermentation times? Choose between a honey or natural process? Add co-fermentation with tropical fruits (within the technical feasibility)? Receive green or roasted coffee at origin? We can tailor all this and more to your needs."

Sincerely,

Edilson Arley Portilla Vargas

- **Third Generation Coffee Producer.**
- **Specialty Coffee Production Technician.**
- **Market Management and International Business Technologist.**
- **CEO - Founder of www.exportandocafe.com**

+57 322 8239465

mercadeo@exportandocafe.com

www.exportandocafe.com