

# Green Coffee Buyer's Calendar

Contract Jan-April

Sample May-Aug

Ship Sept-Oct

Deliver Nov-Dec

## January

Plan your Peruvian coffee inventory needs through August '23. Request type samples to find the best fit for your inventory.

## February

Harvest projections begin. Buyers secure contracts for March and later shipments. Import services are discussed.

## March

For early crop arrivals in July, contracts should be secured in March or April. Request bid samples (Approve PSS in May).

## April

Guarantee contracts for May shipment will provide for possible July/August arrivals. With global supply chain issues, assume and plan for extended delays.

## May

Start of lower zone coesha in full swing. Bidding begins for higher elevations. PSS and shipments for May begin. Request samples for June shipments with August arrival.

## June

Harvesting begins in mid-elevation areas. Samples of the July shipment offer are now available.

## July

Harvest is in full swing for the middle and Upper elevations. Upper elevation contracts are secured for August/September shipment. PSS approvals are required for July shipping. Shipping lines are often booked due to high volume shipping season.

## August

Start sampling from the highest elevation and micro-batch offer. Discover the most suitable coffees for booked NANS SAS contracts. Diligently approve PSS samples for timely shipment. August shipment possible.

## September

Bids are being limited. Avoid difficulties by securing contracts in early September with PPS approved before the end of the month. September delivery may arrive by November/December.

## October

Between 30 and 60 days of stockpiling are expected in the cooperatives' warehouses to comply with the contracts for the coming months.

## November

Coffee plantations are being recovered through agronomic management (fertilization, pruning, etc.). Export of special crops with high altitude coffees +1600 m.a.s.l. Export of the purchases for the months of September and October.

## December

Most of the cafés are booked and the offers are scarce. The latest offers of specialty coffees.



PERU  
2023

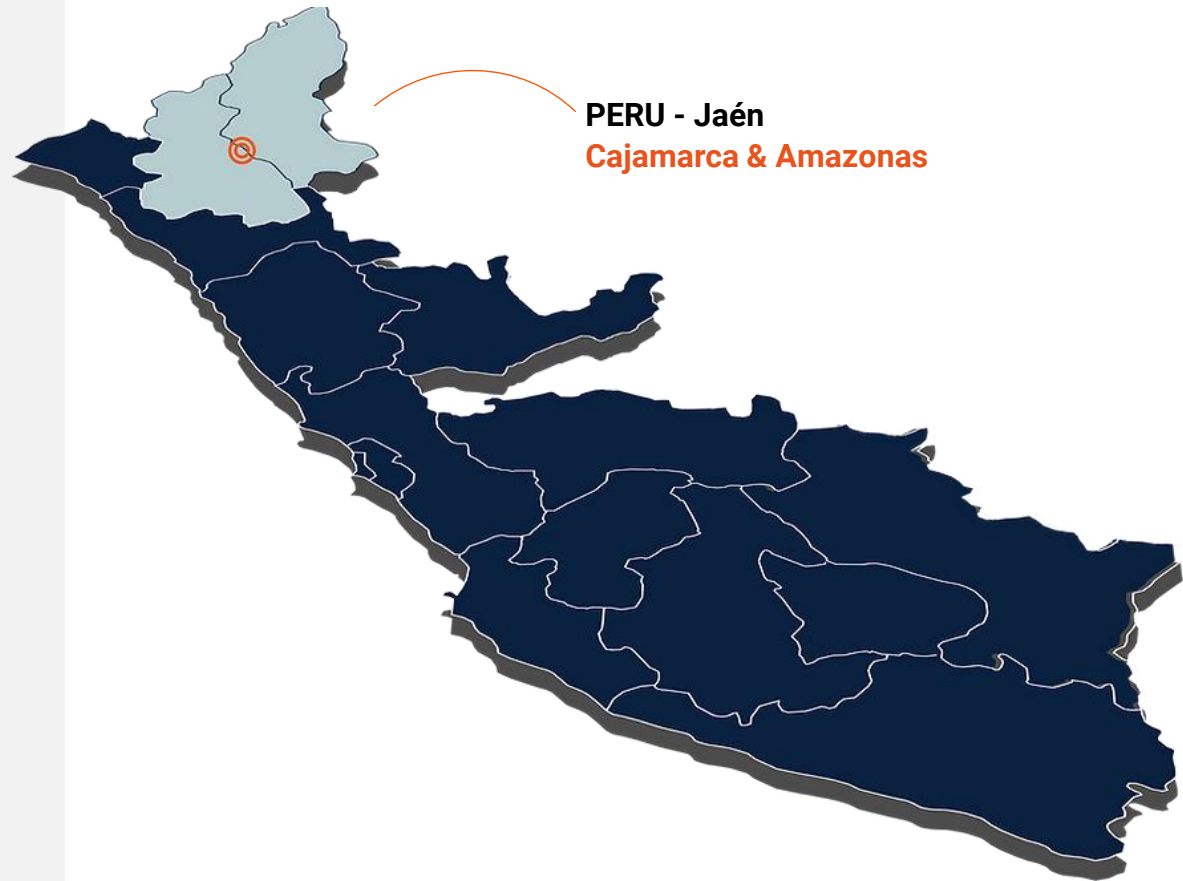


Café Selva Norte

Project Partners



***The Green Coffee Buyer's Calendar*** should be received with some flexibility, as there are many factors that can suddenly change expectations and delivery times, as we all have witnessed in the past few years. We cannot overlook the impact a volatile market price might have on the slowing or expediting of delivery of coffee parchment to cooperatives or dry mills. As we near the beginning of the harvest in Peru this year, we can learn from the past and ensure we are prepared for what is ahead.



## January – February

### Contract Period: Planning & Offers

For most roasters and importers, January is a time to take a break for planning out next year's inventory coming from Peru. Most roasters are still receiving fresh crop coffees from Peru, especially this year when delays in shipment are more common than ever. If roasters or importers are developing new partnerships in Peru or with new clients of their own, January is a great month to arrange for type samples to identify cup qualities and certification needs for the 2022 harvest season. This will provide cooperatives and exporters the necessary time to find the best producer, producer group, or cooperative to best suite your requests.



If you are planning to continue relationships from a previous year with similar volume, quality, and delivery terms from the same producer or cooperative, it is highly advisable to begin discussing these needs as early as February. This could be as simple as an email or phone call to start planning forward. This will put your request and interest on their radar, especially when cooperatives and producers are making their first harvest projections for the coming year.

**March - April**

## **Contract Period: Offers & Contracts**

Although the main harvest for higher elevation coffees are months away, harvesting at lower elevations begins much sooner. Many of these coffees can ship as early as late-April or early-May, which requires pre-ship samples to be approved by the end of the defined shipping month, although it is preferred to have this approval completed well in advance if possible. If you are looking for coffee to arrive to a domestic port in July of '22, contracts are best secured in March or April with shipment booked no later than May.



### FOB Offers Include:

- Cooperative / Producer Group
- Required Certifications or Conventional
- Cup Quality
- NYC + Diff
- Shipping Month

## May – August

### Sample Period: Contracts, Harvest, & Samples

Securing contracts for coffee to be shipped in May allows for possible arrivals in late July or early August to domestic ports. By the middle of May, coffees grown at lower elevations are harvesting in full swing. Producers and cooperatives are delivering parchment to export warehousing by the end of May or early June. Producers and coops begin to forecast yield projections from higher elevations and begin to send offers. Late May is a great time to request offer samples for June shipment, which will often result in August arrivals to most domestic ports.



In the month of June, early crop shipments are hopefully in transit and on the water to arrival domestic ports. Coffee harvesting throughout the middle elevation zones are now in full swing. Offer samples for July shipment are becoming more available. This is a prime time to secure contracts for shipment in late July through August. These shipments should be expected for domestic port arrival by October or possibly even early November. August is a popular month for booking out micro-lot offerings as the availability quickly disappears by the end of September.

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**September – October**

## Shipping Period: Shipping Instructions

Harvesting coffees at higher elevations are coming to completion with most areas having micro-lot selections ready for cupping! By the end of August and throughout September, offers become more limited and shipments begin to face possible difficulties with shipping lines. To keep coffee from sitting too long at origin, the ability to diligently approve your offer and pre-shipment samples will help achieve a timely shipment. Perishable exportable items often prioritize bookings, delaying coffee exports via Paita on the coast.



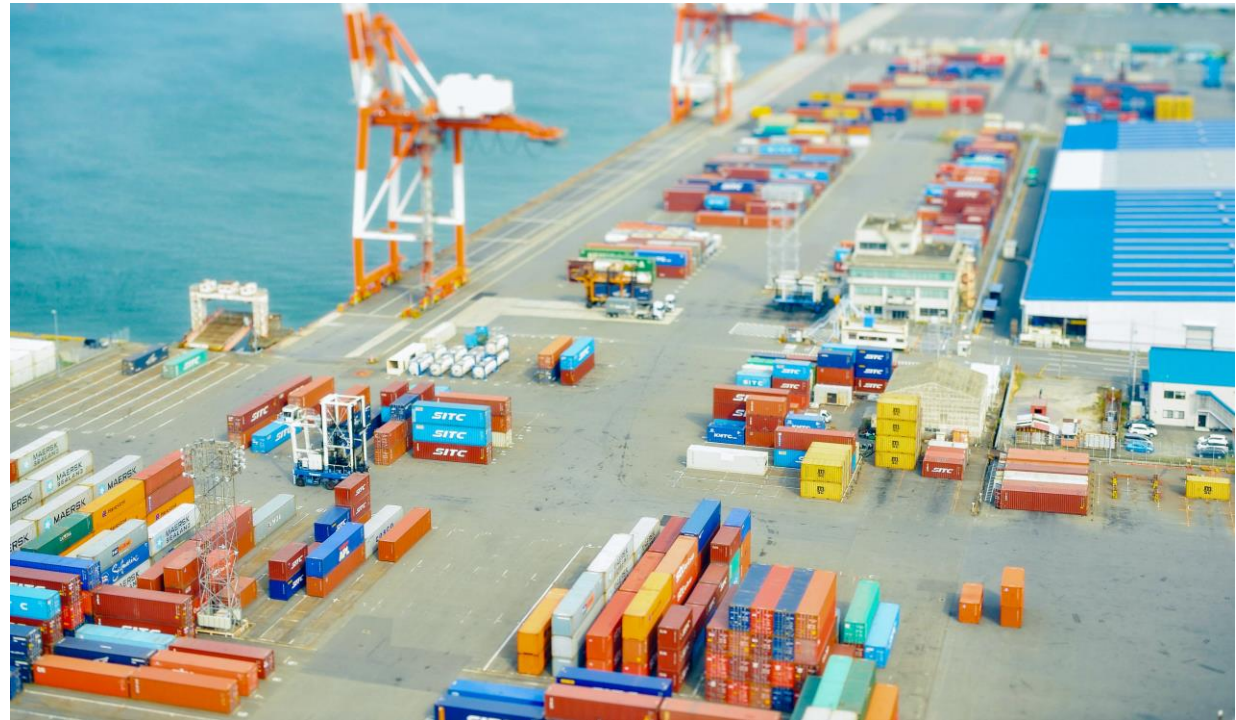
To avoid difficulties, securing contracts in early September with pre-shipment samples approved before end of the month is ideal. Due to the increasing scarcity of available shipping lines, even with a scheduled September shipment and (PSS) approvals confirmed by mid-September, arrivals to domestic ports could still be as late as December.

## November – December

### Delivery Period: Domestic Port Arrivals

During the last quarter of 2022, most of the coffee in Peru and smaller cooperatives are booked and few remaining inventories are available. The holiday season begins with most shipments seeing a possible one-to-two-month delay. The continuing global supply chain crisis may likely impact shipments.

December shipments may lead into '23 January shipments with late-February '23 arrivals. By the end of December, offers are very scarce and most coffee has been booked for shipments. If Peru is needed to bridge or fill inventory requirements, please contact Eleva Finca for spot positions which may be available through domestic importer partnerships.



#### FOR MORE INFO

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