

## WHOLESALE COFFEE | SPECIALTY GRADE

Orlando's First & Only Organic Certified Coffee Roaster







# About Javatino

**The Estorino Coffee Company, LLC dba JAVATINO, is a Central Florida-based manufacturing company established in 2011.** Privately owned and certified as a **Minority Business Enterprise (MBE)**, Javatino specializes in coffee roasting and coffee beverage production. All of our products are made using Specialty Grade, Organic 100% Arabica Beans. The product line consists of USDA Organic Certified beans and Fair Trade Certified™ coffees.

Javatino roasts coffee from every growing region in the world, allowing all types of flavor profiles and roast levels, and bringing out the best each coffee bean has to offer. We are members of the **Specialty Coffee Association (SCA), the National Coffee Association (NCA), Fair Trade Certified™ coffee producers and distributors, and we are Orlando's first and only USDA Organic Certified coffee roaster.** We test our products using SCA standards, including "cupping" procedures.



We pride ourselves on following the highest food safety standards, and have been issued the **Good Manufacturing Practices Certification (GMP)** by an independent state-certified auditor. Our roasting and beverage processing equipment is state of the art; and our production staff is highly trained in all matters related to coffee, from sourcing green beans to creating the finest brew.

Javatino currently operates two coffee roasting machines and a brand new beverage production facility. Developed in 2018, this new cold brew coffee facility has given us the possibility of introducing a new line of products into the marketplace, including cold brew coffee in kegs, jugs, **Ready-to-Drink Cold Brewed Iced Coffee bottles, and NITRO coffee.** These improvements have created additional revenue for our clients, and allowed us to attract new business opportunities.

Javatino's brand is associated with quality, shown not only in our coffees, but also in our packaging. We use quad-sealed foil bags with gas valves. As soon as the coffee is roasted, our beans are packaged in these high-quality foil bags. The bags are flushed with inert food-grade nitrogen gas to displace all oxygen, and then the bag is vacuum sealed. The gas valve allows the freshly roasted coffee gases to leak out without allowing air to enter the bag.

Our manufacturing facility team oversees every step in the process, from roasting the green beans to labeling the bags, and finally the case packaging. We also accommodate the processing of other private-label brands at our facility.

All products are labeled with a use-by date, have barcodes and are shelf ready. Our vacuum-sealed coffee bags can last a long time, however, we recommend usage within six months. Our cold-brewed products are also tagged and they have a 60-day refrigerated shelf life.

## Central Florida Business – “Buy Local”

Located just off I-4 in Orlando, our manufacturing facility services clients in numerous Central Florida counties including Brevard, Flagler, Indian River, Lake, Osceola, Orange, Seminole and Volusia.

Our business model is based on wholesale sales, consumer direct sales, and e-commerce through our website [javatino.com](http://javatino.com)

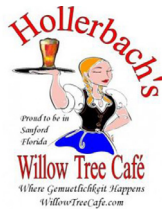
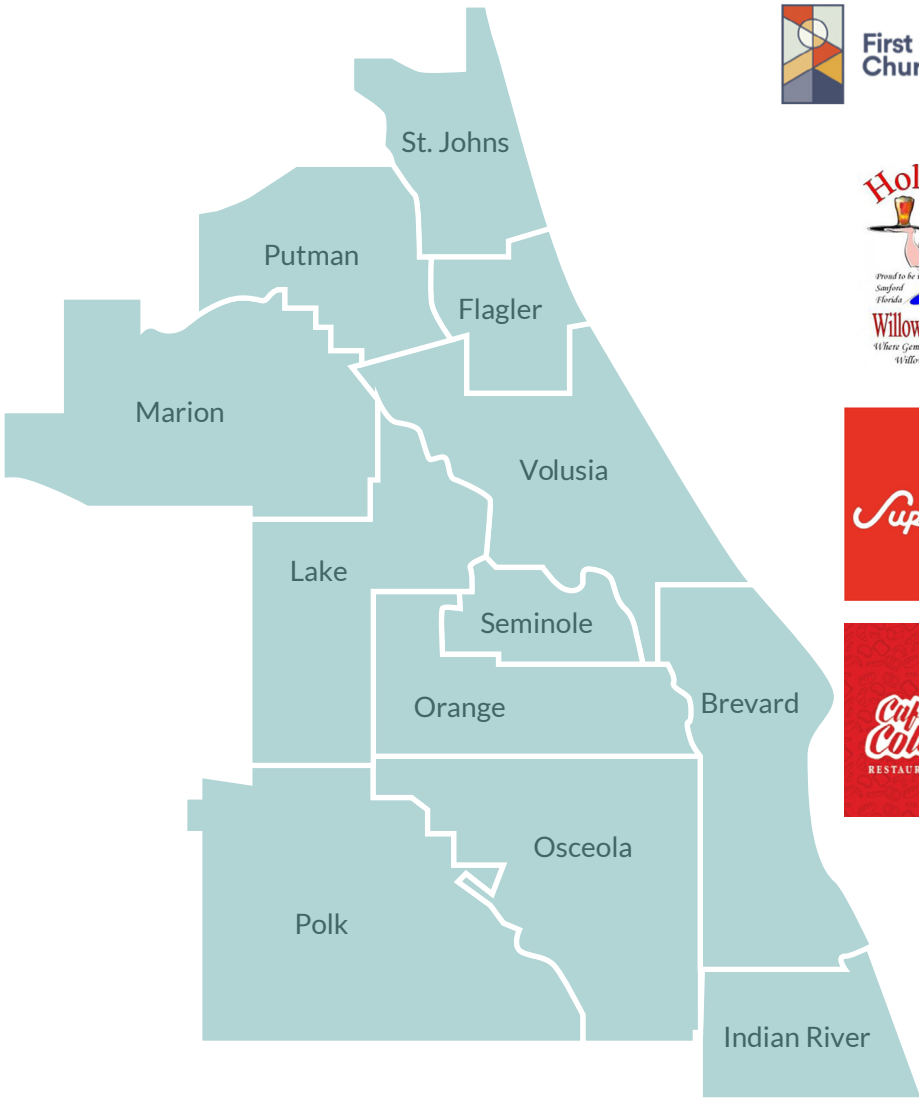
Our wholesale sales consist of a variety of clients, including coffee shops, hotels and restaurants. Our client list also includes well-known venues like the Hollerbach's Willow Tree Cafe in Sanford; Donnie's Donut Shops in Volusia County; Rock & Brews in

Central Florida; the Bohemian Hotel in Celebration; Chatham's Place in Dr. Phillips; Marriott Grande Vista Vacation Club; Walmart Health Services Center; Café Colombia Bakery in Kissimmee; Allyson A Bake Shop in Mount Dora; and Vitality Bowls in Central Florida.

We also offer roasting and private-label packaging for a number of coffee companies.

**So, what makes us different and more attractive to quality clients? Our “Roasting on Demand” means we roast your coffee only after we’ve received the order, ensuring the freshest and most enjoyable coffee possible.**

### Sample of our wholesale clients





# Our Profile

## Javatino

Established in 2011  
Coffee Product and Beverage Manufacturer  
Good Manufacturing Practices Certification (GMP)  
Minority Business Enterprise Certified (MBE)  
USDA Organic Certified 100% Arabica Beans

## Target

Gourmet Coffee Market  
Healthier Products - Vegan and Organic  
Socially Responsible - Fair Trade Certified™  
Hispanic Gourmet Coffee Market  
Cold Brew Ready-to-Drink Market

## Product Range

Specialty Grade Coffee  
Organic 100% Arabica Coffee  
Fair Trade Certified™  
Espresso Blend  
Seasonal Coffee Products  
Bulk Coffee  
Cold Brew Beverages  
Private Label



## Qualifications and Experience

Javatino has been happily servicing the Central Florida food service industry since 2011. We aid and act as a guide for businesses to start or improve their coffee and tea services/products. Our experience goes beyond a single retail location. We've worked with numerous locations of varying sizes, types and complexities. **Our range of clients includes everything from mom-and-pop coffee shops, to large business enterprises with multiple locations that serve hundreds of clients daily.**

Our staff is highly committed and qualified. The Operations Manager and the Production Manager are

both experienced coffee experts and roasters. We've learned the coffee business from the ground up through hands-on experience and professional training, including compliance coaching and training through the Specialty Coffee Association (SCA).

We've used our knowledge to create a diverse list of coffee offerings from around the world. First, we create the perfect roast profile and then determine the best brewing method for the coffee or blends we produce. At Javatino, we pride ourselves in using our expertise to help a large number of local companies get started or improve their coffee offerings.





# Cold Brew Facility and Food Safety

Javatino is one of the first specialty coffee roasters in Orlando to service the entire Central Florida region, and to sell their products online to every corner of the nation.

We've created one of the first cold brew coffee processing facilities in Central Florida with a Good Manufacturing Practices certification.

We have taken the necessary steps to ensure product quality and safety.

**Our food safety certification is extremely important and requires an extensive step by step process throughout the cold brew production, and including the cleaning and sanitation.**



## Customer Experience

Here at Javatino, we adapt to our clients' goals and needs. We evaluate the opportunity, provide consultation and suggestions on equipment, equipment layout, brewing methods, coffees, and specialized additional products or services. Our recommendations and training are based on the selected tools, the type of business we are servicing, the existing mood/environment, and the experience our clients wish to provide to their customers.

We are available to train individuals or new staff members either at our own facility or at the client site using existing equipment. At our facility, we can conduct extended or advanced training on coffee production, providing cupping and tasting

opportunities, coffee roasting processes and beverage production processes.

**Javatino is highly qualified to provide services and products for any type of experience you are planning to create.**

We deliver coffee services and supplies to a variety of businesses, and we know that our greatest strength is the diversity of our portfolio. From a hair salon to a large-volume restaurant or vacation hotel, we assist the large and the small with the same level of commitment and confidence in our products and customer service.



# Wholesale Coffee Products

As a wholesale coffee supplier in Orlando and Central Florida, **we offer clients quality, customization and simplicity.** We provide locally roasted fresh coffee that can be customized to suit your business’s needs. Our coffee is **roasted by artisan coffee roasters** in our facility and put on a truck shortly thereafter to be delivered to our clients.

Brewed coffee providers in Orlando looking for a way to differentiate their product offering should visit our roasting facility as we provide coffee that is impressionable to any patron. Our combinations are limitless and our taste, delectable.

We understand that owning and operating a business requires very long hours and a lot of hard work. **To better serve our clients, we strive to provide superior customer service to make your**

**experience simple and complete.** As an optional part of our wholesale coffee supply service, we offer accompanying products such as utensils, creamers and other equipment. This allows our partnering business owners to focus on making their company superior to the rest.

Clients who are new to offering coffee to their patrons or restaurants/hotels with new employees can take further advantage of Javatino’s staff training.

Partnering with a local coffee roaster is ideal for any business looking to turn their coffee service into a profit center and a point of differentiation. You will benefit from **quick access to coffee and supply replenishment, on-demand equipment maintenance, and local training services.**



Hotels



Restaurants



Bars



Coffee Shops



Meetings & Conventions





# Sample of Our Offerings

## Specialty Grade Gourmet Coffee

Organic 100% Arabica Coffee | 100% Fair Trade Certified™

### Blends

- 1. **Cuba Joe's Espresso - Dark Roast**  
Fair Trade Certified™ and Organic 100% Arabica Beans
- 2. **French - Dark Roast**  
Fair Trade Certified™ and Organic 100% Arabica Beans
- 3. **Signature Blend - Medium/Dark Roast**  
Fair Trade Certified™ and Organic 100% Arabica Beans
- 4. **House Blend - Medium Roast**  
Fair Trade Certified™ and Organic 100% Arabica Beans
- 5. **Breakfast Blend - Light/Medium Roast**  
Fair Trade Certified™ and Organic 100% Arabica Beans

### Single Origin

- 1. **Brazil - Medium/Dark Roast**  
Fair Trade Certified™ and Organic 100% Arabica Beans
- 2. **Colombia - Medium Roast**  
Fair Trade Certified™ and Organic 100% Arabica Beans
- 3. **Ethiopia - Light/Medium Roast**  
Fair Trade Certified™ and Organic 100% Arabica Beans
- 4. **Guatemala - Medium Roast**  
Fair Trade Certified™ and Organic 100% Arabica Beans
- 5. **Java - Medium/Dark Roast**  
RainForest Alliance, Fair Trade Certified™ and Organic 100% Arabica Beans
- 6. **Sumatra - Medium/Dark Roast**  
Fair Trade Certified™ and Organic 100% Arabica Beans

### Decaf

- 1. **Peru Decaf - Medium/Dark Roast**  
Fair Trade Certified™ and Organic 100% Arabica Beans



# Cold Brew Coffee

The healthier, freshest choice in ready to drink

## Specialty Grade Gourmet Beverage

Organic 100% Arabica Beans | 100% Fair Trade Certified™

No Preservatives | Low in Calories | No Refined Sugars | 12 oz bottle  
Natural sweeteners: Agave & Monk Fruit | 60-day Refrigerated Shelf Life



Straight Black



Vegan  
w/Almond Milk



Creamy White  
w/Dairy Products







# Have a Javatino!