



Q Certified Coffee

SUMMARY OF RESULTS



Coffee Quality Institute®

| | | | |
|----------------------------|---|-------------------|-------------|
| Country of Origin: | El Salvador | Number of Bags: | 275 |
| Farm Name/Nombre Finca: | LAS MERCEDES | Bag Weight: | 69 Kg |
| Lot Number/Numero de lote: | 92 | Grading Location: | SCC Lab |
| Mili/Beneficio: | SAN MIGUEL | Coffee Year: | 2010/11 |
| ICO Number: | 09-032-82 | Grading Date: | Feb/04/2011 |
| Exporter: | Comercial Exportadora S.A. de C.V. Other Sample # (optional): | | |

DIFFERENTIATION AND QUALIFICATION

| | BASELINE | SAMPLE | | BASELINE | SAMPLE |
|--------------------|----------|--------|-------------------------------|----------|--------|
| Fragrance/Aroma | 7.14 | 7.67 | Uniformity | 10.00 | 10.00 |
| Flavor/Sabor | 7.14 | 7.50 | Clean Cup/Limpieza | 10.00 | 10.00 |
| Aftertaste/Resabio | 7.14 | 7.67 | Sweetness/Dulzor | 10.00 | 10.00 |
| Acidity/Acidez | 7.14 | 7.33 | Cupper Points/Puntaje Catador | 7.18 | 7.67 |
| Body/Cuerpo | 7.14 | 7.83 | TOTAL CUP POINTS | BASELINE | SAMPLE |
| Balance | 7.14 | 7.50 | | 80.00 | 83.17 |

Cup Grade

Classification Q Grade/Specialty

| | | |
|---------------|---------------------|-------|
| Green Grading | Moisture | 11.0% |
| | Category 1 Defects | 0 |
| | Category 2 Defects | 5 |
| | Total Green Defects | 5 |

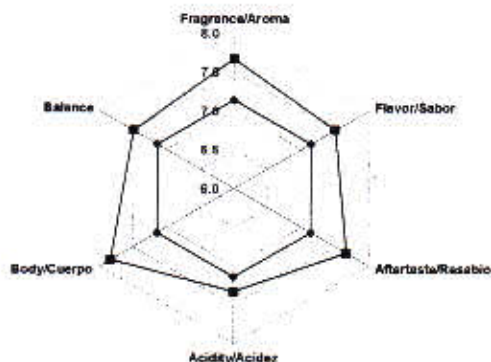
Classification Q Grade/Specialty

Roasted Coffee

#of Quakers 0

Classification Q Grade/Specialty

Final Classification Q Grade/Specialty



Additional notes:

Good, clean and chocolate aroma, chocolate flavor, citric acidity, creamy body, balanced cup, long and clean aftertaste

Green Grading: Color greenish and clean odor, 89.4% above screen 16.

ICP Contact: Salvadoran coffee council, cscc@consejocafe.org.sv, www.consejocafe.org.sv

The Definition of Q

The Q is synonymous with the term Specialty Coffee. To be considered a Q Certified Coffee, coffee must meet certain minimum requirements, as defined by the Specialty Coffee Association of America (SCAA). All coffees that meet the specialty grade are considered Q.

| | Q GRADE/SPECIALTY | BELOW Q GRADE |
|------------------|--|--|
| CUP | 80+ | < 80 |
| GREEN | Coffee can have 0 Primary defects and no more than 5 Secondary defects | > 8 defects, including and Secondary defects |
| ROASTED | 0 Quakers | > 3 Quakers |
| MOISTURE CONTENT | 10-12% upon import | |