

A house espresso worth the queue.

Wholesale roasting for cafés, restaurants and offices from Portland to Bellingham. Roasted Tuesday, on your bar Thursday — grinder, training and recipe cards included.

PORTLAND, OREGON · ROASTING SINCE 2014

WHAT IT COSTS YOU

\$13.40 / lb

Ferry Street Espresso, 20-lb case rate. Delivered, no fuel surcharge.

48 hours

From roast drum to your back door, every week of the year.

\$0

Grinder, hopper and quarterly calibration at 40 lb a month.

Net 15

One invoice a month per location. No order minimum, no delivery fee.

WHY BARS LEAVE THEIR ROASTER

Four things owners tell us in the first month

Roasted to order, never warehoused

Your beans leave the roastery inside 48 hours of the date stamped on the bag. Nothing sits in a distributor's pallet rack for six weeks.

One rep, not a call centre

Sam Ortiz handles every account west of the Cascades. Same number, same day, and he has pulled shots behind a bar for nine years.

The kit comes with the coffee

Grinder on loan from 40 lb a month, calibrated quarterly and swapped free if it fails mid-service. No lease, no schedule of charges.

Training on your bar, before open

Two four-hour sessions a year with your team, on your machine, plus dialled-in recipe cards for every blend you pour.

214

Cafés and restaurants pouring Northwind

48 hrs

Roast to delivery, I-5 corridor

94%

Accounts still with us past year two

6

Origins on direct contract, prices published

WHOLESALE LIST — EFFECTIVE APRIL 2025

Delivered price · net 15 · order by Sunday 6pm

COFFEE	ROAST	IN THE CUP	5-LB BAG	20-LB CASE
Ferry Street Espresso	Medium	Cocoa, brown sugar, dried cherry	\$14.80	\$13.40
Alder House Blend	Medium-dark	Molasses, toasted walnut, clove	\$12.20	\$11.05
Kirinyaga AA	Light	Blackcurrant, bergamot, cane sugar	\$18.60	\$17.20
Swiss Water Decaf	Medium	Baker's chocolate, plum, almond	\$15.40	\$14.10

Prices per pound, delivered inside the I-5 corridor between Portland and Bellingham. Program starts at 20 lb a month; equipment is included from 40 lb. Single-origin lots rotate every eight weeks and are held at contract price for the season.

ALSO ON THE TRUCK

Retail bags, 12 oz

\$7.60 to you, \$14.00 on your shelf — 46% margin

Cold brew concentrate

\$46 a jug, 64 oz, sold by the twelve-jug case

Papers, tampers, cloths

At cost on the same invoice, no minimum order

Machine service

Backflush and burr checks each quarter, included

STRAIGHT ANSWERS

"We're locked into a contract."

Send us the end date. We hold today's pricing and start the morning it lapses — no overlap, no buy-out invoice.

"Our volume is too small."

Twenty pounds a month is a full account here. Three of our best bars order 24 lb and have done for six years.

"The changeover will cost us a week."

We run it over one shift: dial-in Monday before open, staff tasting after close, new cards on the bar Tuesday.

"Espresso complaints went to zero the month we switched, and the grinder finally holds a setting through a Saturday. **Our ticket average is up 40 cents.**"

Riley Thompson

Co-owner, Staple & Oak — four locations, Portland. Pouring Ferry Street Espresso since 2021.

Sam Ortiz · Wholesale

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trade

Book a bar tasting. **We bring the grinder.**

Two-week trial: 10 lb of Ferry Street, invoiced only if you keep pouring it. Tastings run Tuesday to Thursday, before or after service.