



**THEO CHOCOLATE COCOA PRICING SPECIFICATIONS**

Cocoa Pricing Specifications

Characteristics				Fermentation				
Bean Size (beans/100g)	Mold (%)	Purple Beans (%)	Slaty Beans (%)	80% - 85%	75% - 79%	70% - 74%	65% - 69%	60% - 64%
<75	0	0-9	0	\$ 4,500	\$ 4,350	\$ 4,250	\$ 4,150	\$ 4,000
<75	0	0-9	1-2	\$ 4,475	\$ 4,325	\$ 4,225	\$ 4,075	\$ 3,875
<75	0	0-9	3-5	\$ 4,450	\$ 4,300	\$ 4,200	\$ 4,050	\$ 3,850
<75	0	10-15	0	\$ 4,450	\$ 4,300	\$ 4,200	\$ 4,050	\$ 3,850
<75	0	10-15	1-2	\$ 4,425	\$ 4,275	\$ 4,175	\$ 4,025	\$ 3,825
<75	0	10-15	3-5	\$ 4,400	\$ 4,250	\$ 4,150	\$ 4,000	\$ 3,800
<75	1	0-9	0	\$ 4,400	\$ 4,250	\$ 4,150	\$ 4,000	\$ 3,800
<75	1	0-9	1-2	\$ 4,375	\$ 4,225	\$ 4,125	\$ 3,975	\$ 3,775
<75	1	0-9	3-5	\$ 4,350	\$ 4,200	\$ 4,100	\$ 3,950	\$ 3,750
<75	1	10-15	0	\$ 4,350	\$ 4,200	\$ 4,100	\$ 3,950	\$ 3,750
<75	1	10-15	1-2	\$ 4,325	\$ 4,175	\$ 4,075	\$ 3,925	\$ 3,725
<75	1	10-15	3-5	\$ 4,300	\$ 4,150	\$ 4,050	\$ 3,900	\$ 3,700
<75	2	0-9	0	\$ 4,250	\$ 4,100	\$ 4,000	\$ 3,850	\$ 3,650
<75	2	0-9	1-2	\$ 4,225	\$ 4,075	\$ 3,975	\$ 3,825	\$ 3,625
<75	2	0-9	3-5	\$ 4,200	\$ 4,050	\$ 3,950	\$ 3,800	\$ 3,600
<75	2	10-15	0	\$ 4,200	\$ 4,050	\$ 3,950	\$ 3,800	\$ 3,600
<75	2	10-15	1-2	\$ 4,175	\$ 4,025	\$ 3,925	\$ 3,775	\$ 3,575
<75	2	10-15	3-5	\$ 4,150	\$ 4,000	\$ 3,900	\$ 3,750	\$ 3,550
<75	3	0-9	0	\$ 4,100	\$ 3,950	\$ 3,850	\$ 3,700	\$ 3,500
<75	3	0-9	1-2	\$ 4,075	\$ 3,925	\$ 3,825	\$ 3,675	\$ 3,475
<75	3	0-9	3-5	\$ 4,050	\$ 3,900	\$ 3,800	\$ 3,650	\$ 3,450
<75	3	10-15	0	\$ 4,050	\$ 3,900	\$ 3,800	\$ 3,650	\$ 3,450
<75	3	10-15	1-2	\$ 4,025	\$ 3,875	\$ 3,775	\$ 3,625	\$ 3,425
<75	3	10-15	3-5	\$ 4,000	\$ 3,850	\$ 3,750	\$ 3,600	\$ 3,400
76 - 80	0	0-9	0	\$ 4,300	\$ 4,150	\$ 4,050	\$ 3,900	\$ 3,700
76 - 80	0	0-9	1-2	\$ 4,275	\$ 4,125	\$ 4,025	\$ 3,875	\$ 3,675
76 - 80	0	0-9	3-5	\$ 4,250	\$ 4,100	\$ 4,000	\$ 3,850	\$ 3,650
76 - 80	0	10-15	0	\$ 4,250	\$ 4,100	\$ 4,000	\$ 3,850	\$ 3,650
76 - 80	0	10-15	1-2	\$ 4,225	\$ 4,075	\$ 3,975	\$ 3,825	\$ 3,625
76 - 80	0	10-15	3-5	\$ 4,200	\$ 4,050	\$ 3,950	\$ 3,800	\$ 3,600
76 - 80	1	0-9	0	\$ 4,200	\$ 4,050	\$ 3,950	\$ 3,800	\$ 3,600
76 - 80	1	0-9	1-2	\$ 4,175	\$ 4,025	\$ 3,925	\$ 3,775	\$ 3,575
76 - 80	1	0-9	3-5	\$ 4,150	\$ 4,000	\$ 3,900	\$ 3,750	\$ 3,550
76 - 80	1	10-15	0	\$ 4,150	\$ 4,000	\$ 3,900	\$ 3,750	\$ 3,550
76 - 80	1	10-15	1-2	\$ 4,125	\$ 3,975	\$ 3,875	\$ 3,725	\$ 3,525
76 - 80	1	10-15	3-5	\$ 4,100	\$ 3,950	\$ 3,850	\$ 3,700	\$ 3,500
76 - 80	2	0-9	0	\$ 4,100	\$ 3,950	\$ 3,850	\$ 3,700	\$ 3,500
76 - 80	2	0-9	1-2	\$ 4,075	\$ 3,925	\$ 3,825	\$ 3,675	\$ 3,475
76 - 80	2	0-9	3-5	\$ 4,050	\$ 3,900	\$ 3,800	\$ 3,650	\$ 3,450
76 - 80	2	10-15	0	\$ 4,050	\$ 3,900	\$ 3,800	\$ 3,650	\$ 3,450
76 - 80	2	10-15	1-2	\$ 4,025	\$ 3,875	\$ 3,775	\$ 3,625	\$ 3,425
76 - 80	2	10-15	3-5	\$ 4,000	\$ 3,850	\$ 3,750	\$ 3,600	\$ 3,400
76 - 80	3	0-9	0	\$ 3,950	\$ 3,800	\$ 3,700	\$ 3,550	\$ 3,350
76 - 80	3	0-9	1-2	\$ 3,925	\$ 3,775	\$ 3,675	\$ 3,525	\$ 3,325
76 - 80	3	0-9	3-5	\$ 3,900	\$ 3,750	\$ 3,650	\$ 3,500	\$ 3,300
76 - 80	3	10-15	0	\$ 3,900	\$ 3,750	\$ 3,650	\$ 3,500	\$ 3,300
76 - 80	3	10-15	1-2	\$ 3,875	\$ 3,725	\$ 3,625	\$ 3,475	\$ 3,275
76 - 80	3	10-15	3-5	\$ 3,850	\$ 3,700	\$ 3,600	\$ 3,450	\$ 3,250
81 - 85	0 - 1	0-9	0	\$ 4,100	\$ 3,850	\$ 3,700	\$ 3,600	\$ 3,400
81 - 85	0 - 1	0-9	1-5	\$ 4,075	\$ 3,825	\$ 3,675	\$ 3,525	\$ 3,375

81 - 85	0 - 1	10-15	0	\$ 4,050	\$ 3,800	\$ 3,650	\$ 3,500	\$ 3,350
81 - 85	0 - 1	10-15	1-5	\$ 4,025	\$ 3,775	\$ 3,625	\$ 3,475	\$ 3,325
81 - 85	2 - 3	0-9	0	\$ 4,000	\$ 3,750	\$ 3,600	\$ 3,450	\$ 3,300
81 - 85	2 - 3	0-9	1-5	\$ 3,975	\$ 3,725	\$ 3,575	\$ 3,425	\$ 3,275
81 - 85	2 - 3	10-15	0	\$ 3,950	\$ 3,700	\$ 3,550	\$ 3,400	\$ 3,250
81 - 85	2 - 3	10-15	1-5	\$ 3,925	\$ 3,675	\$ 3,525	\$ 3,375	\$ 3,225
86 - 94	0 - 1	0-9	0	\$ 3,700	\$ 3,550	\$ 3,400	\$ 3,350	\$ 3,250
86 - 94	0 - 1	0-9	1-5	\$ 3,675	\$ 3,525	\$ 3,375	\$ 3,325	\$ 3,275
86 - 94	0 - 1	10-15	0	\$ 3,650	\$ 3,500	\$ 3,350	\$ 3,300	\$ 3,250
86 - 94	0 - 1	10-15	1-5	\$ 3,625	\$ 3,475	\$ 3,325	\$ 3,275	\$ 3,225
86 - 94	2 - 3	0-9	0	\$ 3,600	\$ 3,450	\$ 3,300	\$ 3,250	\$ 3,200
86 - 94	2 - 3	0-9	1-5	\$ 3,575	\$ 3,425	\$ 3,275	\$ 3,225	\$ 3,175
86 - 94	2 - 3	10-15	0	\$ 3,550	\$ 3,400	\$ 3,250	\$ 3,200	\$ 3,150
86 - 94	2 - 3	10-15	1-5	\$ 3,525	\$ 3,375	\$ 3,225	\$ 3,175	\$ 3,125
95 - 100	0 - 3	0 - 15	0 - 5	\$2,800	\$2,800	\$2,800	\$2,800	\$2,800

Theo Chocolate **will only accept** the following:

- |  |   |
|--|---|
| 1) Mold 3% or less                     | 6) Shrunken/flat beans 2% or less       |
| 2) Insect content 4% or less           | 7) Well fermented beans 60% or greater  |
| 3) Combined Insect + Mold less than 6% | 8) Beans larger than 100 beans per 100g |
| 4) Moisture content 7% or less         | 9) Absence of off or negative flavors   |
| 5) Purple less than 15%                | 10) Foreign material less than 5%       |

**Representative Sampling Procedures:** The total number of bags to be sampled is determined by taking the square root of the total number of bags in the lot. The bags will be chosen randomly from the entire lot and approximately 200g of beans pulled from each bag. Once collected, all of the beans will be mixed and a minimum of four 50-bean-cut-tests shall be performed from the composite sample to determine overall bean quality and pricing.

Beans outside of the Theo Chocolate Quality Specs will be accepted, rejected or priced on a case by case basis relative to quality or exceptional characteristics. Material that meets the cut test requirements but contains negative aromas or flavors may be rejected on a case by case basis.  
All cocoa must be NOP Organic and Fair Trade certified. Respective premiums are built into the above pricing. All prices listed in \$USD per Metric Ton, FOB at the port nearest to cocoa production, around the world. Prices listed above are current as of January 1st, 2014 and are subject to change.

Please contact [info@theochocolate.com](mailto:info@theochocolate.com) with any questions.