

**THREE
PENCE**
— ROASTERS —

COFFEE.

WHAT DOES IT MEAN TO YOUR CUSTOMERS?




To them, it's a *treasured daily ritual*. A non-negotiable must-have before hopping on the train, at brunch, to get through their kids' soccer practice during the thick of winter, to keep them awake through a university lecture or to make that work deadline.

Coffee is the *fuel that keeps them going fast* and also brings them together when they need to slow down.

Addictive, delicious, social and *deserving of loyalty* once they've found the right one.

WHAT DOES IT MEAN TO YOU?

A cultural staple, conversation starting, loyalty earning and paying in dividends once you've found the right one. Your establishment lives and dies by its coffee profile. *It's your bloodline*. It's the difference between a one-time-customer and every-time-they-have-the-urge-to-caffeinate. *Make sure they choose you every time.*



**WE'RE MARK
AND ANTHONY,
BETTER KNOWN
AS THREE PENCE
ROASTERS.**

We're coffee lovers turned coffee roasters. Originally influenced by the *hectic pace* and *eclectic culture* of hospitality, we soon realised we were most attracted to the beating heart of the industry: *caffeine*.



The modern coffee drinker was evolving. Customers were no longer satisfied with a quick caffeine fix, but were more discerning in their preference, interested in where the coffee came from and its tasting notes. A love affair with coffee began and our mission became to produce consistently excellent, sustainable and ethical coffee. We started roasting coffee in Anthony's garage in Cronulla, Sydney back in 2014, and *Three Pence* was born in 2017.



SPILLING THE BEANS... OUR PROCESS

Three Pence coffee is purchased through *direct trade*, is *sustainable and traceable*. We'll break it down for you. We don't source beans from the one coffee broker. We're *directly involved with individual farmers* across the globe and are able to trace exactly which farmer has produced each cup of coffee you're drinking. Three Pence coffee is *sustainable* in that it's *grown ethically*, and also that the profile of coffee doesn't change and therefore the supply of your chosen blend is sustainable. To guarantee this, before every weekly delivery we conduct cupping to make sure every single batch from each blend is producing the right tasting notes and boasts the right profile before it leaves our warehouse. We use *multiple roasters* with our production roaster being a 60kg IMF roaster, a recent addition to the Three Pence family.



THREE
PENCE

DARK
CARNIVAL

PARAMOUR

BIG TOP

ESPRESSO

YOUR
VENUE'S
PERSONALITY.

PICK YOUR THREE PENCE BLEND.

We'll let you know what Three Pence blend is likely to suit your demographic best. *City folk* generally crave a kick-in-the-face and wake-me-up-already fix, while *suburbanites* tend to enjoy a more balanced profile with floral notes.

If you tell us about your typical customers, we'll match you with the perfect blend.



OUR RANGE INCLUDES A WHOLE LATTE MORE THAN COFFEE.



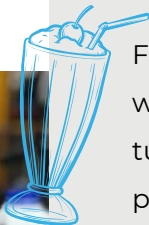
To support your coffee profile, we supply a range of barista equipment and hot and beverage condiments that can be purchased with your coffee order. We stock café *favourites* that keep your existing customer base happy as well as *trend setting* beverage concepts that attract new customers.

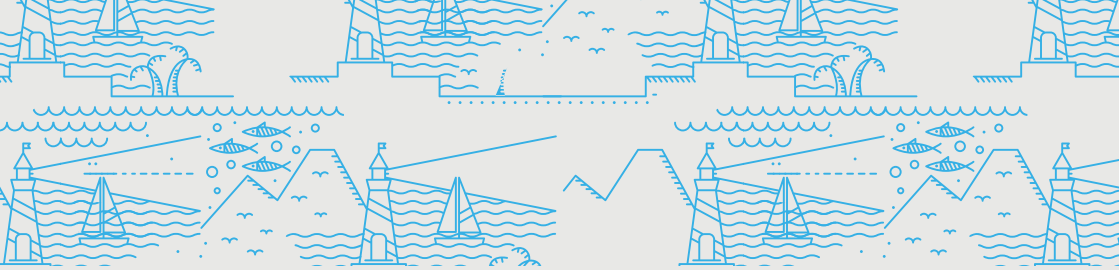


To compliment our speciality coffee, we supply only excellent milk and milk alternatives, working with the likes of Milk Lab®, Macamilk® and other market leaders to regularly test our coffee and make sure the flavour and texture of our coffee is supported by a *quality milk product*.



For the non-coffee drinkers (*blasphemy!*) we supply T-Bar® loose leaf tea, chai, turmeric elixir and T-Bar® macha latte powder and tea syrups. We're also the exclusive distributors of Supreme® milkshake syrups and supply *The Goodness* Specialty Coffee Syrups.





IT'S A BREWTFUL DAY

TO BECOME A THREE PENCE RETAILER.

HOW DO WE WHOLESAL?

Get in touch and we'll let you know how it all works, from minimum quantity to delivery day and our onboarding program. We're dedicated to setting our wholesale partners up for *success* and *offer extensive training* and onboarding so we know that you and your staff are doing the coffee and your customers justice.

WHO DO WE WHOLESAL TO?

We're proud to supply coffee to some of the most famed cafes and restaurants in Sydney.

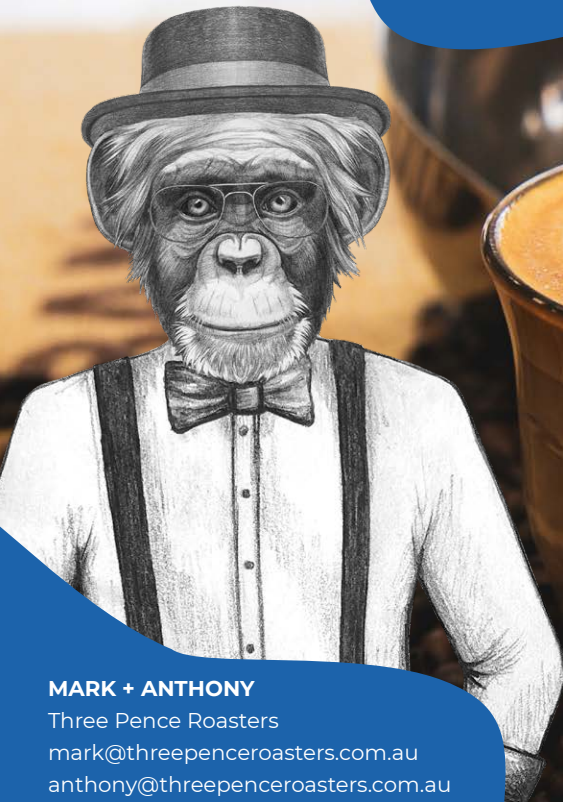
QUALITY COFFEE AND BRAND EXPOSURE

We won't just improve your coffee profile. Partnering with our brand means *increased loyalty from existing customers*, as well as new from customers who *will-travel-for-their-Three-Pence coffee*. We also offer you quality brand exposure through exposure on our website, feature in our blog and continued exposure on social media. *Jump on board this coffee fuelled train and grow with us!*

SIP SIP, HOORAY

It's time to make sure your coffee profile earns you that must-have-from-this-one-place status from your loyal, local customer base and drivers-by alike.

Please enjoy sampling the blends we've chosen for you and then let's get a coffee, and talk over your coffee supply, shall we?



MARK + ANTHONY

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