

# The 2018-2019 Harvest Is Just Beginning

A brief “newsletter” for December, 2018 and January, 2019  
from Grupo Terruño Nayarita (GTNay)

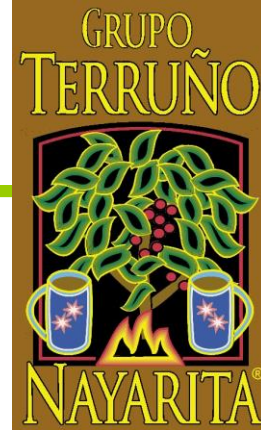
- Anticipated harvest quality and volume
- Fruit quality refocused .....

The word of the day is: **SUGAR**

- A Brazilian producer visits Mexico and attends CSM’s Posada (the company Christmas party)

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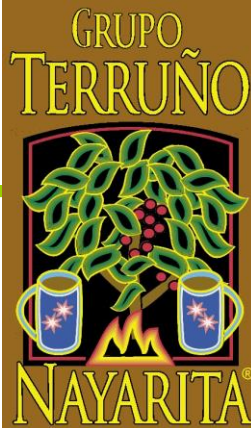
San Cristobal Coffee Importers, Cafes Sustentables de Mexico



# In The Coming Harvest....Think SUGAR!

- Cool weather has delayed the onset of the harvest by more than five weeks; the main “ramp up” has moved from late November to January.
- Continued Investigations have confirmed GTN’s harvest volume estimate of 11 - 12 containers as well as the continued presence of La Roya in 30-50% of our farms.
- Although we have made substantial progress against La Roya in the last year, its continued presence requires us to seek ways to better identify and separate quality fruit at the moment of reception
- To this end we have initiated a series of experiments designed to establish the relationship between various measurable aspects of the coffee cherry (or the freshly pulped parchment) and the quality of the resulting beverage.
  - Cherry sugar content
  - Cherry density
  - Parchment density
- These experiments clearly demonstrate fruit quality cannot be determined solely by visual examination; the data show measurement of fruit sugar at the moment of reception appears to have the greatest potential as a discriminator.
- Fruit Sugar measurements are now part of the FincaLab® reception process.

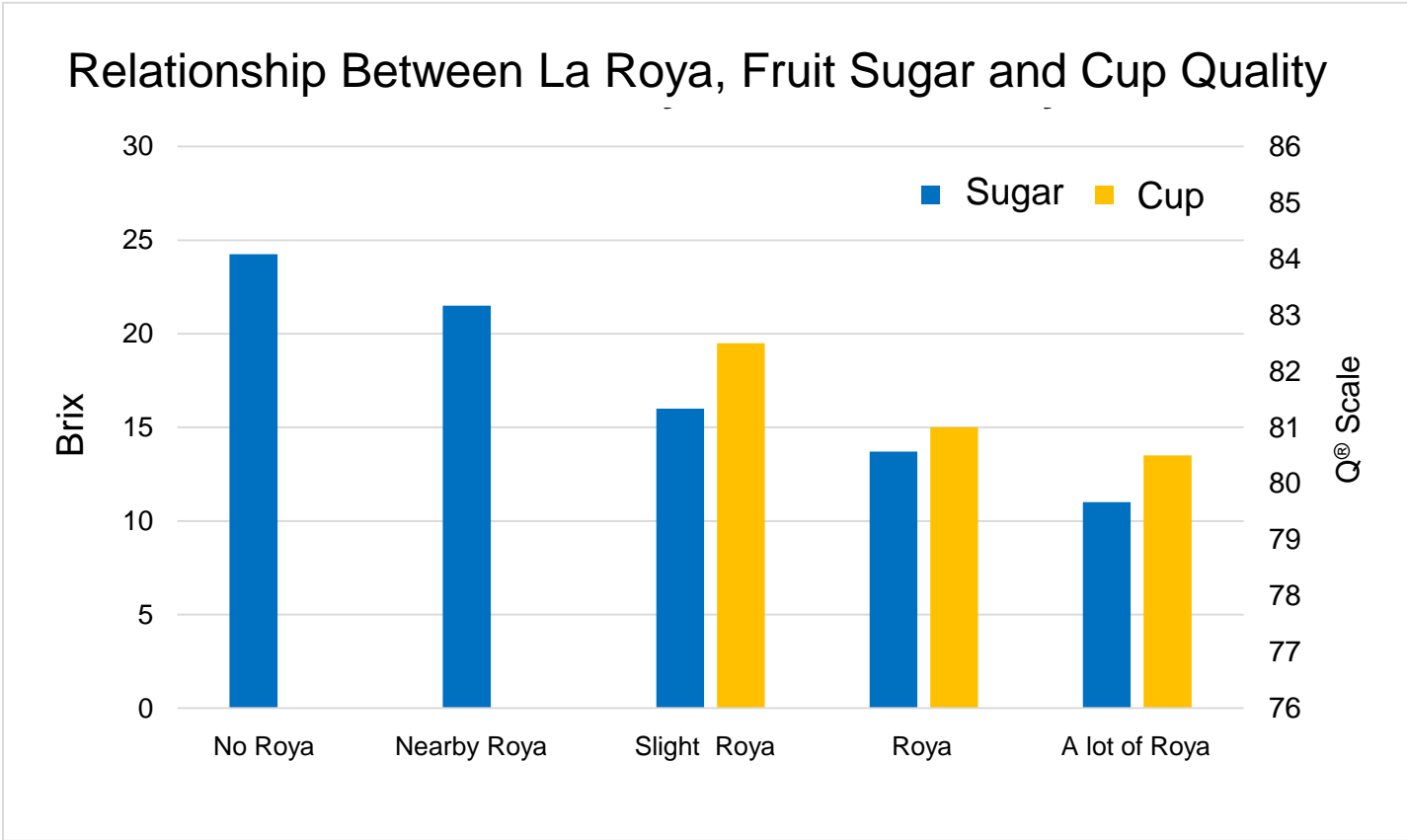




# Test Results

Although we have very little data, what we have shows clear trends:

- 1) La Roya reduces fruit sugar
- 2) Fruit sugars are related to cup quality





# Our New Tools For Reception Of Fruit

Fruit Sugar Measurement Is Now Part Of The FincaLab® Fruit Reception Procedure!



# Promoting International Integration

- In addition to our developing relationships in Ethiopia and Peru, we have recently begun discussions with Rosiane and David Boyko, who are coffee producers in Brazil. Rosie produces about 16 containers of coffee on her farm Fazenda Santa Inacia in South Minas Gerais, much Utz Certified.
- We contemplate a partnership where Rosie brings her spectacular coffee to the party and we use the FincaLab® to help her maximize value and sell everything into the appropriate market.
- Rosie and David visited us in Mexico and had the opportunity to meet the team, learn about our quality management work, visit our facilities, see a few parcelas and talk to producers. They also attended our company Christmas party: most assuredly “a good time was had by all!”



At the “SANDIA” wet mill in El Cuarenteño



At the “DUENDE” dry mill in Compostela



After learning David and Rosie were on a “see food” diet, we took them to Miramar on the beach for lunch





# La Posada

- Our company Christmas party (La Posada) was on 7 December, 2018. Money being VERY tight after our disastrous 2018 harvest, all agreed we would host the party in our office and use a portion of the money saved to distribute needed household gifts in a lottery.
- The party was enjoyed by all and the team was strengthened by the camaraderie.



Who knew our Laboratory could be converted into a party court?



With delicious traditional Mexican food supplied by some friends



And of course there was a Piñata!



The lottery/gift exchange was enjoyed by all !!