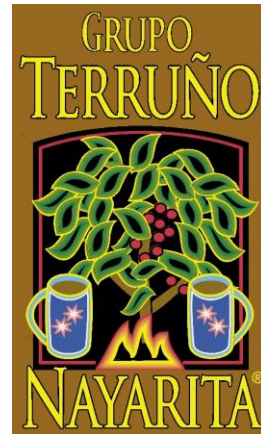


Preparing For The 2018-2019 Harvest



A brief “newsletter” from Grupo Terruño Nayarita (GTNay)

- Anticipated harvest quality and volume
- Training for the fruit reception team
- In search of cupping skills

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San Cristobal Coffee Importers, Cafes Sustentables de Mexico

Substantial Recovery Anticipated In 2018-19

The Roya crept up and dealt us a crippling blow in the 2017-18 harvest; there were only 300 bags of coffee to export; quality ok but not exceptional.

Thanks to agro-diversity, the group's producers were able to feed their families with income from avocados, mangos, bananas and citrus crops.

Our battle with the Roya has shown us that it is not necessary to replace our cafetos with resistant varieties that don't cup well, it is "only" necessary to restore the soil's biodiversity. The cafetos thrive on soil alive with microorganisms, worms and insects, and best of all, our treasured old varieties are able to withstand the Roya's attacks.

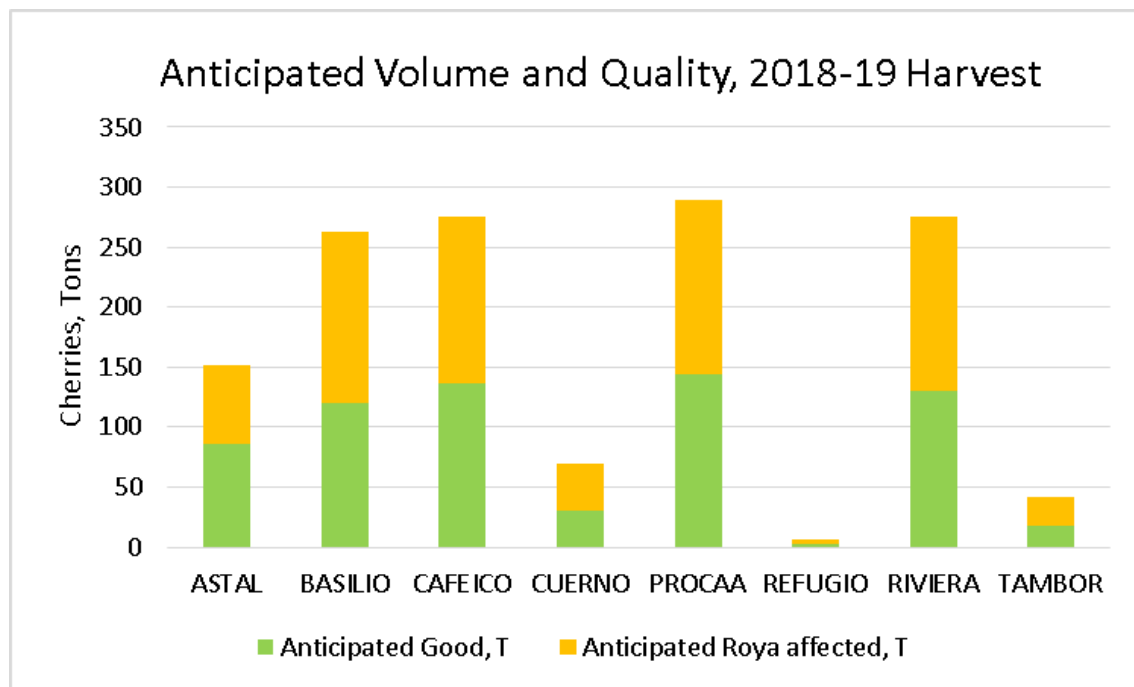
With the help of a consultant and a local university the group is now building a Bio-fabricator facility to produce our own version of the fermented culture that we have been buying to replenish the soil.

In the last three months Fredy Flores (GTN agronomist), with the help of Carlos Bustamante (GTN QA), and Jacob Frankel (GTN Intern), was able to visit nearly half of the group's nearly 500 farms to assess the quality of the ripening fruit. The team was able to refine the group's harvest volume estimates and confirm that roughly half the farms were free of the Roya; better yet, these farms had large, juicy coffee cherries!!!!

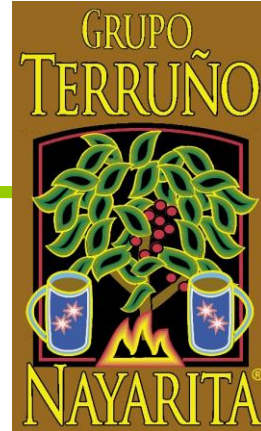
The Group anticipates about 11 containers of coffee with roughly half of them of competition quality. We are on the road to recovery!



E. Fredy Flores Lucas, recent Agronomy graduate whose family belongs to GTN's CUERNO sociedad



Harvest Preparation: Training For Fruit Reception



Since consistently high quality coffee is born of consistently ripe, juicy coffee cherries, the most important step in the production of this coffee, by far, comes at the very first moment the coffee cherries enter the process. It is here where the fruit is evaluated and segregated by ripeness and/or certification. And it is here where data for GTN's fruit quality premiums are gathered.

Precision in reception is also a critical part of GTN's harvest funding cycle. GTN's customers rely on the group's process controls to establish a reception based coffee inventory that then becomes the collateral for low risk prepayments.

This FincaLab® data driven and collateral based funding system is unique in the coffee industry and allows GTN associates to access harvest funding with relatively low interest rates.

The leaders and receptors from each of GTN's producing members met for training on Monday, 5 November, in our Tepic offices.



Our Team Is Ready For The Harvest!!

Everyone is smiling at the end of the training session.

The smiles may signify the general level of friendliness in our organization, relief the training session is over, or may represent the lingering effects of the terrific Mexican traditional food that was brought in for lunch!



More Cuppers at GTNay?

We are ever alert for those who have the sensory skills necessary to assist with the season's cupping tasks.

As much as we'd prefer to deny it, there are those of us who are unable to distinguish beef and chicken hamburgers. The SCAA and FincaLab® Sensory Skills Tests provide needed insights. The SCAA test is very basic; it uses varying intensity and variously blended solutions of salt, citric acid and sugar to rank sensory skills. The FincaLab® test uses coffee precisely roasted to five different bean development levels along exactly the same profile; The development levels are separated by 2°C bean temperature and are used in a series of increasingly difficult triangulations with decreasing bean temperature differences.

The FincaLab® test provides more sensory resolution specifically for coffee tasting, but is only available to those using the FincaLab® sample roaster; there is no other sample roaster with the needed controllability and consistency.

Jacob Frankel, GTN intern from California in the US, scored highest amongst those tested. He and Carlos Bustamante, here the proctor of the exam, will be this year's principal cuppers.

This was fortunate for us as Edwin Medina, Carlos Valdez, and their boss, Candelario Bañuelos, although all avid coffee drinkers, best keep their focus on FincaLab® Software development!



Left to right, Jacob Frankel, Edwin Medina, Fredy Flores, Carlos Valdez, and Candelario Bañuelos, take the FincaLab Sensory skills test supervised by Carlos Bustamonte.