



## WESTWOOD

**A blend of the following coffees:**

### **MEXICO CHIAPAS GRAPOS – ORGANIC**

- REGION: Chiapas, Mexico
- GROWER: Grupo de Asesores de Producción Orgánica y Sustentable (GRAPOS)
- PROCESSING: Fully washed and sun-dried
- GROWING ALTITUDE: 1200 – 1500 masl
- PLANT VARIETIES/CULTIVAR: Bourbon, Caturra, Catuai, and Typica
- HARVEST PERIOD: October – March
- CERTIFICATIONS: Organic

This coffee is sourced from family owned farms organized around the Organic and Sustainable Production Advisory Group (Grupo de Asesores de Producción Orgánica y Sustentables, or GRAPOS) - a farmers group operating in the municipalities of Unión Juárez, Cacahoatan, and Tapachula located within the state of Chiapas, Mexico. Members of GRAPOS are mainly smallholder farmers with an average of 3 hectares of land.

GRAPOS provides essential services to its members including access to finance, technical assistance and community development programs. It has invested in nurseries to support farm renovation, and diversification initiatives including a handmade textiles production program and mushroom cultivation project aimed at creating other sources of income.



# GUATEMALA HUEHUETENANGO – ORGANIC

- REGION: Huehuetenango
- GROWER: ASDECAFE
- PROCESSING: Fully washed
- GROWING ALTITUDE: 1400–1800 masl
- PLANT VARIETIES/CULTIVAR: Catuai, Bourbon, Pache, Catimor
- HARVEST PERIOD: December–March
- CERTIFICATIONS: Organic

This coffee is produced by ASDECAFE (La Asociacion Sostenible de Café de Guatemala), a sustainable, second-level coffee association founded in Guatemala in 2013. ASDECAFE works with over 1,000 active producer members including seven co-ops in the Huehuetenango and El Quiche regions in the northwest of the country.

The association is committed to sustainability and environmental protections, the equitable distribution of all generated income, transparency in business and long-term relationships with customers and suppliers. It's also intently focused on using good agricultural and post-harvest practices to improve its members' coffee quality and access to international markets.

By coming together under the umbrella of ASDECAFE, smaller cooperatives can experience savings, such as through shared transportation costs and splitting certification fees. ASDECAFE also offers services including technical assistance, trainings and pre-financing. Working together also gives them more bargaining strength and enables them to build relationships with importers that can offer better prices and longterm stability.



# ETHIOPIA NIGUSSE LEMMA NATURAL

- REGION: Limu Gennet Woreda District in Western Ethiopia
- GROWER: Lemma Edeto and his family
- PROCESSING: Full natural and dried in raised beds
- GROWING ALTITUDE: 1850 – 2000 masl
- PLANT VARIETIES/CULTIVAR: Indigenous heirloom cultivars
- HARVEST PERIOD: October - December
- CERTIFICATIONS: Conventional

Ethiopia Limu 3 Natural Nigusse Lemma is sourced from a family-owned farm in Meto Gundb, in the Limu region of southwestern Ethiopia. The owner, Lemma Edeto, began working in coffee 60 years ago and has passed down his knowledge to his sons, Nigusse and Haile, who operate the farm which their father recovered after it had been confiscated by the Derg regime in the 1970's. The farm sits at the highest elevation in the region with old growth shade trees, naturally spring-fed streams, and native varietals of heirloom coffee that grow organically by default. The family also mills the coffee, giving them full control of the processing up to the final export stage.



# SUMATRA GAYO MANDHELING RKG WOMEN'S CO-OP – ORGANIC

- REGION: Aceh, Sumatra, Indonesia
- GROWER: Ratu Ketiara Gayo Cooperative (RKG)
- PROCESSING: Wet hulled and dried in the sun
- GROWING ALTITUDE: 1200 – 1600 masl
- PLANT VARIETIES/CULTIVAR: Regional catimor & typica cultivars
- HARVEST PERIOD: September – June
- CERTIFICATIONS: Fair Trade, Organic

Aceh (pronounced AH-CHEY) is the northernmost province of Sumatra. Its highland territory, surrounding Lake Laut Tawar and the local city of Takengon, is considered to be the epicenter of one of the world's most unique coffee terroirs due to its isolated heirloom set of typica and catimor-based cultivars, its uniquely fertile microclimates, land husbandry, and tradition of wet-hulled processing. Coffee farms in this area are managed with the experience of many generations of cultivation, while also harmoniously woven into their surrounding tropical forests. The canopies are loud and fields are almost impenetrably thick with coffee and fruit trees and vegetables, all of which are constantly flushing with new growth. Year-round mists and rain showers never cease, farm floors are spongy and deep with compost, and almost every square meter of the region seems to exude life. Nothing is ever still.

PT Ketiara is an umbrella group in this area that was founded in 2009 by Ms. Rahmah, who began in coffee as a local cherry collector more than 20 years ago, and who by now is one of Indonesia's most respected coffee entrepreneurs. As a woman coming up in the male-dominated, largely conservative Muslim industry of Sumatra coffee, Ms. Rahmah learned to be assertive in negotiations, tend endlessly to the happiness of the farmers she represents, and to make her business a collective representation of the true gender diversity and talent of her community.

The original cooperative was Fair Trade certified in 2011 and has grown from 38 original farmer members to almost 2000, and into multiple different sub-companies to service different qualities, processing styles, and certifications. Ms. Rahmah and her leadership team are in constant communication with their members. The price of coffee in Sumatra, while somewhat protected due to the limited supply of its terroir, is still extremely volatile between farmers and collectors, and the Ketiara group is as transparent with their farmers as they are with their buyers when it comes to navigating local cherry markets, exporter competition, and quality expectations.

Ratu Ketiara Gayo (RKG) is the Ketiara group's newest business unit: a women's cooperative established in 2017 and co-lead by three of Ms. Rahmah's young protégés: Ms. Indayana as chairwoman; Ms. Dini as quality control; and Ms. Murul Kemala as treasurer. RKG represents a younger generation of farmers, 971 in total, 80% of whom are women, and all of whom are focused on top quality. Together RKG members farm a total of 1,234 hectares of coffee.

Regional coffee distinctions in the northern provinces of Sumatra are interestingly all based on human ethnicity, rather than geography itself. "Mandheling" for example, is a broad label for a widespread cultural group in Sumatra and Malaysia and subsequently the most common coffee trading term, applying to almost any chosen blend of wet-hulled coffees from across the northern half of the island. "Batak" is a Mandheling sub-ethnicity based around Lake Toba and considered a regional coffee pedigree to itself, and often marketed as such. These terms are malleable, and it is often difficult to pinpoint a coffee's exact origin without direct partnerships that allow buyers to travel the entire value chain themselves. "Gayo" is Ketiara's declaration, used to proudly signify a pure microregion and society of coffee from the center of Aceh, handmade by the Gayo people. Ketiara undoubtedly captures their community's best qualities through careful logistics. The cooperative centrally controls transport, final drying, and sorting for all members' coffee. It also conducts all export business from their headquarters in the

mountains, avoiding any further consolidation or exposure of their shipments to Sumatra's humid, balmy coastal climate, where many exporters tend to hold green coffee for sale.



Roast: medium

Tasting notes: citrus, chocolate, mellow