

COOMAP NEWS

AS WE HAD PROMISED ON OUR LAST EDITION, THIS TIME WE ARE GOING TO INTRODUCE YOU TO OUR WAREHOUSES AND COFFEE QUALITY DEPARTMENT:

WAREHOUSES AND TRACEABILITY

We all know how important it is to be able to know exactly where coffee comes from, however really being able to do it, is a really different ball game, after all it demands individual storing and detailed attention during each stage, from receiving coffee from the farm until the time it's sent to our clients abroad! However, we sure are able to do it! And this is not just salespeople talk.

Here's how it works:

When one of our members wants to bring coffee to COOMAP, our coffee department issues an **INVOICE**, in order to provide insurance for transportation, and our system has got a register of each field of each of our members' farms. This info is included in the **INVOICE** and as soon as this specific coffee lot gets to the co-op this info is transferred to an electronic label that is inserted in each big bag.



Our warehouses are fully equipped with sensors that are able to track each big bag in real time, including all detailed info about that specific lot, the farm where it came from and the grower's history. This is the so-called **RFID technology** (Radio-Frequency Identification).



Our co-op has got more than **8 thousand square meters of warehouses**, that are 4C, UTZ, Fairtrade and CONAB certified and count with the before mentioned technology, constant pests control and very high cleaning standards, all of it to guarantee the best storage conditions and consequently the food security demanded by **our clients**.



COFFEE QUALITY DEPARTMENT

Have you ever received a container of coffee which didn't really match PSS quality?

Well, since we are really focused on having long-term partnerships, we really worry very much about the quality of our exports, thus in order to guarantee our accurate deliveries we have a complete coffee quality department that counts with 2 experienced Q-graders and a structure detailedly designed to find great lots of specialty coffee and make sure that every single container that leaves our co-op will be able to provide all the quality and reliability that **our clients** need so much.



Every single lot is cupped with **12 cups** in order to find any discrepancies in the cupping and make sure that the coffee shipped to our clients matches exactly what's in the contract. Check out the pictures of our coffee quality department.

GROWER OF THE MONTH!

Think about this shy, easy smiling and welcoming person. This is **Mr. Domingos Sávio Araújo**, a very humble 60-year-old grower who's been married for 38 years and has got 4 children and 9 grandchildren.

Our soft-spoken member has worked with coffee since he was 15 years old and this time doesn't really bring gre-

at memories to him because at about this same period, we had very severe frosts that destroyed the family's first coffee fields two times, the first one in 1970 and once again on the next year, however these obstacles weren't strong enough to stop him, because as he said, in a very docile way: **"Well, we just had to start it all over again!"**.



His grandfather was used to growing garlic and that was how he raised Mr. Domingos and his brothers. By the time our timid member got married, when he was 22 years old, he managed to have his first coffee crop. Regarding this time, he said: *"It was a hard beginning because we used to do everything 'on the chest' (an expression in Portuguese meaning that there was no financial support or*

financing, thus all the costs had to be paid in cash), only with our arms (meaning that there were no machines available) but always with a great hope that it would all work out. We had no technology and no guidance at all, and because of this, yield was little. Only after we started having technical assistance from the co-op that I started doing progress".

Nowadays Mr. Araújo and his children have got 23 hectares of land used for growing coffee and pasture for cattle. His average production is 30 bags per hectare and his two sons and two sons'-in-law do all the work around the property, including the harvest.

In order to finish his story, we quote his own words: *"Even facing lots of difficulties, I was able to raise my four children and acquired my farm. Nowadays all my children are involved with coffee, continuing what I have taught them, and this is something that makes me really happy!"*



ON NEXT MONTH'S EDITION WE'RE GOING TO TALK ABOUT OUR TECHNICAL ASSISTANCE. SEE YOU!

