



# CHERRY MILL

AYARZA







## ABOUT AYARZA

Laguna de Ayarza (Lake Ayarza) is a crater lake in the Santa Rosa department of Guatemala. It is known locally as Laguna Azul (Blue Lake). Lake Ayarza was formed around 20,000 years ago by a volcanic eruption. The lake has a surface area of 14km<sup>2</sup> and is located at 1,400masl. According to local legend, the true nature of the lake is far more mysterious. Some say it is connected to ocean, the actual depth is unknown and that an expedition to find the bottom ended in tragic failure. We do know Lake Ayarza is in a remote location and access is difficult. This means it has remained in pristine condition with only around 10 houses built around its edge. The lake is only 30 minutes from the Olam's Cherry mill and is a must-see after visiting our facility. Olam buys coffee from more than 1000 small producers in the area. Some bring full truckloads of cherries; others arrive with a single sack on the back of a donkey.

## WHY AYARZA?

Olam invested in Ayarza because of the opportunity to buy cherries directly from smallholders who live in the mountains around the lake. We did a trial in 2017 and were surprised by the quality of the cherries in the region. We began full operation in 2018. For the 2019-20 crop we increased the capacity of the mill by almost 50%. The mill has delivered consistent quality year on year with many Specialty lots.







Carlos Moller is the manager of the Ayarza Cherry Mill. He works hard to keep everything running smoothly. You usually find him on the move, checking equipment and making sure each employee has what they need.

# AYARZA CHERRY MILL



## WASHED CUP

Flavour: Sweet tartaric acidity and a milk chocolate cup with a crisp finish.

### BODY



### SCA SCORE



### ACIDITY



### GRADE SHB-EP



## VARIETALS

Bourbon, pache rojo, pache verde, pache colis, caturra & sarchimor



## PRODUCERS

1000 small producers deliver coffee to Ayarza Wet Mill



## ALTITUDE

1,200-1,900masl

## FARM SIZE

1 ha (avg)



## SUSTAINABILITY

**AtSource**

**AtSource+**

RFA/UTZ (upon request)

Water use up to 50% lower than traditional mills thanks to mechanical mucilage remover

Pilot for 20/21: processing waste water to produce methane gas, and liquid fertilizer.



## OLAM DIRECT APP

Around 500 producers use the app to sell their coffee to us and get daily price and market updates



# AYARZA'S COFFEE HARVEST

Every coffee has a story. Those we process at Ayarza are no different. The season begins in November when we mill commercial-grade (hard bean) cherries that have been transported from lower altitudes.

In late December the SHB EP standard quality starts to arrive from the farms near the mill. Shortly after we’ve welcomed the new year, the farmers bring the first few lots of Blue Ayarza. These are the crown jewel of the specialty offer from Ayarza Cherry Mill.

Between January and April, we use various processes to produce specialty coffee or standard washed coffee, depending on the quality of the cherries.

	Nov	Dec	Jan	Feb	Mar	Apr
Grade HB	Harvest					
Grade SHB		Harvest				
Grade SHB EP Blue Ayarza			Harvest			

Harvest







# BLUE AYARZA PROCESSES



## 01 WASHED

We produce washed coffee either using either mechanical fruit removal or traditional fermentation. Both methods follow the same strict de-pulping and drying process. Once picked, the cherries are floated, de-pulped and screen sorted to remove any that are unripe. With the traditional method, the cherries are fermented for 14 hours using a Fermaestro. Then they're washed, sun-dried on the patio and finished in a mechanical dryer.

CUP: Sweet tartaric acidity and a milk chocolate cup with a crisp finish.



## 03 NATURAL

The finest cherries delivered by local smallholders in their own trucks first to the Ayarza Cherry Mill for quality verification. Second the cherries are sent to Amatitlan where the drying conditions are superior. There they spend 10-15 days on the patio drying in the sun. To finish the cherries are mechanically dried to remove the last couple points of moistures from the beans.

CUP: Sweet fresh fruit, mango, star fruit, chocolate and a creamy body.



## 02 HONEY

Using the some of the best cherries from the region, we de-pulp dry on a dedicated pulper and then patio dry for 5-10 days. This is followed by a short period in a mechanical dryer.

CUP: Warm milky sweet with stone fruit notes and a long finish.



## 04 CARBONIC MACERATION

Following a process borrowed from wine production, the cherries spend 40 hours fermenting anaerobically. Then they are sun-dried on the patio for between one and two weeks.

CUP: Fresh white grape juice with brilliant tartaric acidity and a lush body.







#### USA

East Coast U.S: (914) 920-2710  
West Coast U.S: (707) 431-9500  
[sales-osc@olamnet.com](mailto:sales-osc@olamnet.com)

#### EUROPE

[osceurope@olamnet.com](mailto:osceurope@olamnet.com)  
+44 (0) 151 498 6500

#### GUATEMALA

[byron.holcomb@olamnet.com](mailto:byron.holcomb@olamnet.com)  
+502 3014-4518