



Bridazul

Mario and his family work closely with our local partners in Nicaragua, Bridazul. 'Brid' commonly refers to a cable tie or clamp, but a more general meaning is 'to tie' or 'to connect'. 'Azul' means blue and is the dominant colour on the Nicaraguan flag. The combination of these words is used to symbolise the connection between what happens at a coffee farm with the end user and being able to trace and understand every step along the way.

Bridazul is committed to securing fair value for producers through considering the cost of production and quality of the coffee and commits to not selling coffees in a way that loses money for the producers, as this is not sustainable long term. Simultaneously, where coffee quality is high but cost of production is not, the pricing is not exaggerated unnecessarily. This helps build relationships between buyers and producers that are mutually beneficial long term, where both parties can feel secure and justified in their part of the sale.

Founders of Bridazul, Claudia and Tim, work with producers such as Mario to encourage connection, community and information sharing. By doing this, they aim to help producers throughout Dipilto to increase the quality of their coffees and provide more for their communities.



Coffee cherries - Nicaragua



Las Marias

Producer	Mario Ajenor Moncada Salgado
Altitude	1200 m
Region	Buena Vista, Jalapa
Harvest	November - January

About Las Marias

The story of Mario and his family is long and humble. Mario has grown up as a farmer, living in the countryside his whole life. Unfortunately, during the war, Mario's family was heavily effected, and had to leave everything behind to live in exile. But the war ended, and when they returned, they started work from scratch, lifting their farm from the ground up. Mario and his wife decided to take this opportunity for a new start to grow their farm organically, and so with the help of local cooperatives, they prepared their own fertilisers and fungicides, and used chicken and cow manures for composting their plants. To begin with, coffee from Las Marias financed the family well, but as the prices of coffee dropped while the market simultaneously demanded higher quality, the ability to provide a steady income for the family slowed down.

It was through a friend that Mario and his wife were introduced to Claudia and Tim at Bridazul. The first tasting of Las Marias coffee showed great potential, and so Claudia and Tim began sharing the information Mario needed to maintain the quality of the coffee, and how to grow within a new market: the specialty coffee market. The relationship between Mario and Bridazul is young, but it is promising. This is the first time Mario has sold his coffee to the specialty market, and he views this direction as a new motivation for keeping his family close and enabling his daughters to carry on the farm in the future. Mario's hard work ethic could not be described better than through his own words: "If we have good prices we motivate ourselves to work better and we continue working as coffee farmers."

Las Marias

Varietal: Lempira

Process: Washed



Processing Details

- o Picking of only red cherries
- o Cherries are floated as part of the pulping process to separate low density cherries
- o Cherries pulped and dry fermented for 10-14 hours in concrete pillas under shade
- o After fermentation is complete coffee is washed in concrete channels to remove any remaining mucilage
- o Coffee is then laid on raised beds until moisture reaches 10-12%
- o Drying takes typically 12-15 days
- o Beans are stored in parchment until milling for export