

№ 05 THE GROWER

Rodolfo Ruffatti Batlle, *on the north face.*

The estate

PRODUCER	<i>Rodolfo Ruffatti Batlle</i>
ESTATE	<i>Finca El Salvador (FES)</i>
REGION	<i>Cerro El Águila, Santa Ana</i>
COUNTRY	<i>El Salvador</i>
RANGE	<i>Apaneca-Ilamatepec, north face</i>
WORKING SINCE	<i>Third generation</i>

A short biography

Rodolfo was born into six generations of Salvadoran coffee, but the commodity rollercoaster never interested him. The shift came in Berlin, around 2010, where he saw roasters putting producers' names on bags and treating sourcing as a relationship. A Sidamo Natural, brewed on a V60 at home, showed him what coffee could become when it is treated as discovery.

The decisive cup was Juana's Kenya in 2014: his second natural ever, dried on raised beds under the watch of a woman named Candy, with an accidental one-day maceration that deepened the fruit. Rubens Gardelli chose it for the Italian Brewers Cup, won, then placed second at the World Finals in Rimini. Rodolfo was there. The coffee was so juicy he loved just holding it and smelling it.

That lot convinced him to start Productor Coffee in Berlin — not to be everything for everyone, but to find a small group of people who believe in the work, and to be the best he can be for them.

№ 06 THREE PLOTS · ONE ESTATE

Cerro El Águila, north face.

i. Lote Alto

ALTITUDE	<i>1,600 – 1,700 m</i>
ASPECT	<i>North face, upper canopy</i>
VARIETY	<i>Pacamara, experimental hybrids</i>
SOIL	<i>Volcanic loam, high mineral</i>
HARVEST	<i>February — late</i>

The coldest of the three. Slow ripening and long fermentations. Where the experimental lots begin.

ii. Lote Medio

ALTITUDE	<i>1,500 – 1,600 m</i>
ASPECT	<i>North face, mid-slope</i>
VARIETY	<i>Red Bourbon, Pacamara</i>
SOIL	<i>Volcanic loam, well-drained</i>
HARVEST	<i>January — February</i>

The workhorse. Consistent ripening, the source of most commercial lots.

iii. Lote Bajo

ALTITUDE	<i>1,400 - 1,500 m</i>
ASPECT	<i>North face, lower slope</i>
VARIETY	<i>Red Bourbon, Anacafé 14</i>
SOIL	<i>Volcanic loam, deeper soils</i>
HARVEST	<i>January — early</i>

The warmest and earliest to ripen. The daily-cup coffees begin here.