

# CREATING VALUE FROM THE WASTE: FOCUS on AVOCADO OIL

**MACFRUIT 2022**



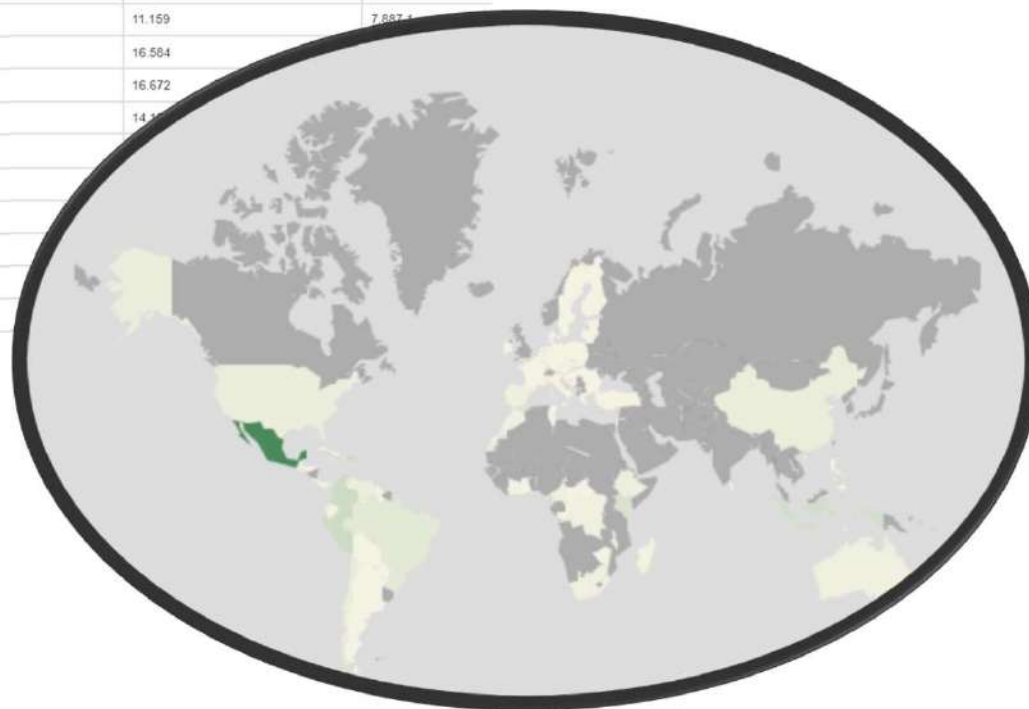
*Aldo Pesce - Export Sales Manager*

For further info please write to  
[export@amenduni.it](mailto:export@amenduni.it)

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# Worldwide production > 5,5 Mln Tons

Nazione	Produzione (tonnellate)	Produzione per persona (kg)	Acreage (Ettare)	Resa (Kg / Ettare)
Messico	1.889.354	15,147	180.536	10.465,2
Repubblica Dominicana	601.349	58,576	13.375	44.960,7
Perù	455.394	14,578	37.871	12.024,8
Colombia	309.431	6,197	35.114	8.812,2
Indonesia	304.938	1,151	23.957	12.728,5
Brasile	195.492	0,933	10.855	18.009,4
Kenya	176.045	3,455	10.305	17.083,5
Stati Uniti d'America	172.630	0,527	23.241	7.427,8
Cile	137.365	7,816	29.933	4.589,1
Cina	122.942	0,088	20.065	6.127,1
Guatemala	122.184	7,062	11.602	10.531,6
Israele	101.500	11,394	8.180	12.408,3
Haiti	93.201	8,387	15.767	5.911,3
Venezuela	90.196	2,634	7.990	11.288,6
Spagna	88.011	1,886	11.159	7.887,1
Sudafrica	86.468	1,498	16.584	
Camerun	69.794	2,933	16.672	
Australia	67.600	2,699	14.111	
Repubblica Democratica del Congo	65.459	0,805		
Etiopia	64.982	0,604		
Marocco	42.256	1,215		
Costa d'Avorio	36.462	1,464		
Repubblica Centrafricana	30.126	6,359		
Nuova Zelanda	27.003	5,51		
Madagascar	26.433	1,006		



# *Manual harvest of the fruit*







# *Every avocado deserves a chance*



- Aesthetic or ripeness issues
- Logistic complexity, restrictions, rapidly changing regulations and conflicts
- Oil is a valid alternative: easier to manage and with a longer shelf life
- Fair value on international markets
- Creating value from the waste: sustainability is a key



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# *Constantly growing Demand*

- Avocado oil global market value increased more than 80 Mln USD, more than 500 Mln USD in 2020
- New Avocado groves worldwide (mostly near Equator line)



- The growing awareness of the nutritional and health benefits is pushing the demand
- A soft and delicate taste makes avocado oil appreciated



# *Amenduni for Avocado oil*



# *Amenduni's experience in Avocado Oil*

- Made in Italy since 1905. More than 15 years of specific experience in the sector
- More than 60 installations successfully running with different capacities, for «crude» and «extra virgin» extraction.
- Worldwide present technical support for installation and post-sales service.
- Strong focus on efficiency, with an attention on the benchmark of best practices
- Our references are between the biggest players in avocado oil market located in Mexico, USA, Kenya, Perù, Colombia, Ethiopia, etc.

*Amenduni is probably the most experienced company  
to provide solutions for avocado oil extraction*

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# Why Amenduni?



- Amenduni's group, totally owned by Amenduni family, is one of the biggest producer of special stainless steel with several branches all over the world.
- Acciaierie Valbruna has a turnover of over 1 B EUR per year, counting more than 2500 employees for a production of more 200.000 tons of high-quality stainless steel.
- A solid financial structure
- Amenduni is the only company in the sector able to control completely the production process from raw material to final product

# *Example of Avocado Oil Extraction Lines*



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# *Example of Avocado Oil Extraction Line*

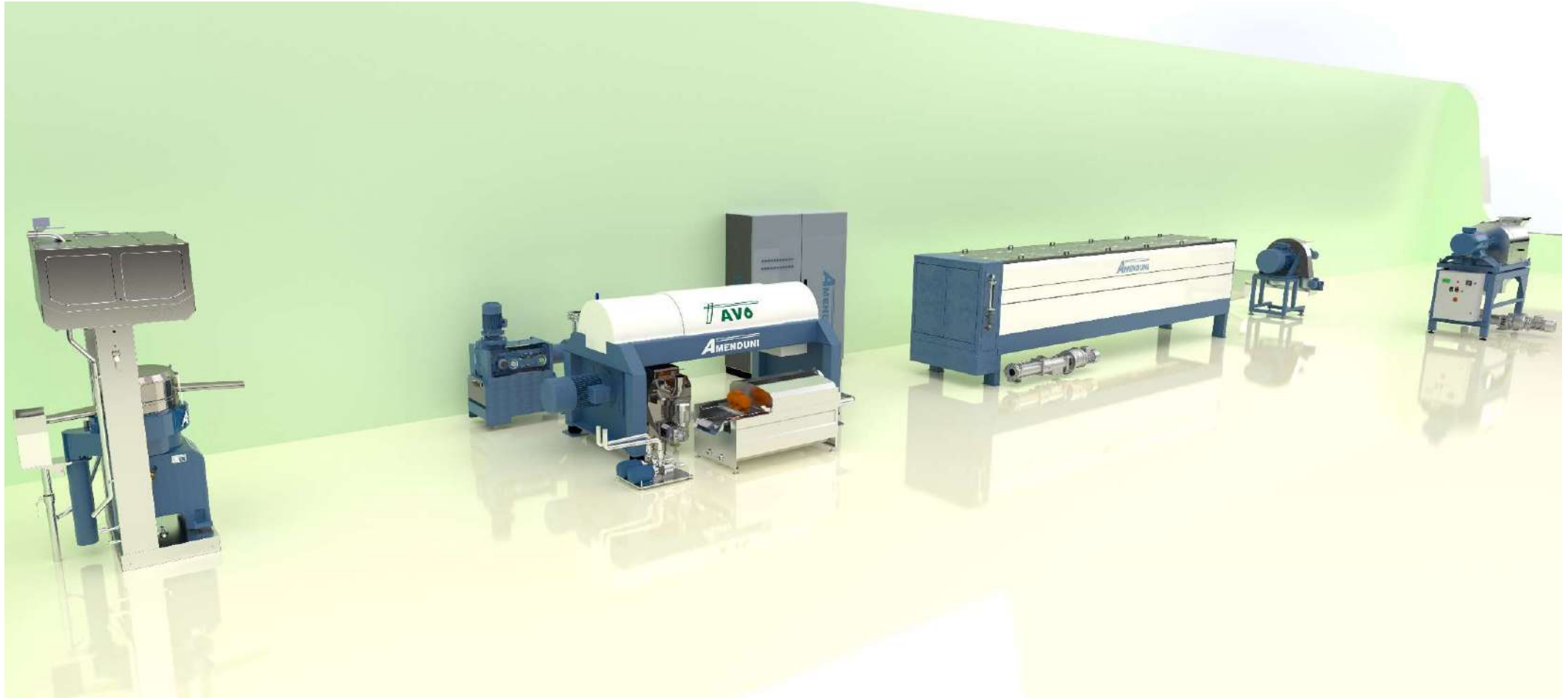


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# *Example of Avocado Oil Extraction Line*



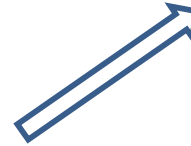
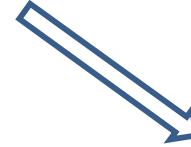
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# FLOW CHART



EXTRA



CRUDE



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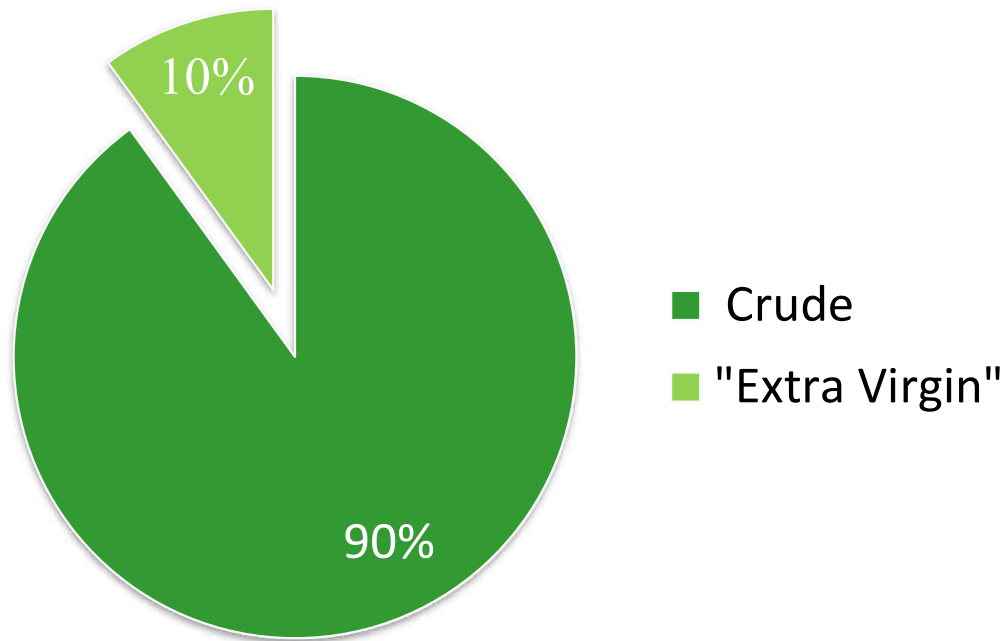
# «Crude» and «Extra Virgin» Avocado Oil

- The type and quality of the fruit used obviously affects the quality (flavor and acidity) of the avocado oil produced.
- “**crude**” avocado oil is the oil produced using fruits with major defects (very ripen avocado, with mud, etc.), while “**extra virgin**” avocado oil is produced using the second/third quality of fruit (fruit not very ripe, with aesthetic defects, etc.).
- In general, the avocados used for oil production are the waste of the harvest, fruits that cannot be sold as fresh on national/international markets.
- Both the types of extraction processes begin after a controlled ripening (at environment temperature or in cold storage) of the fruit at constant temperatures.



# Crude avocado oil and «Extra Virgin»

## World production of Avocado oil



- The crude avocado oil is typically sold in bulk  $\approx$  **5-5,5 USD/Kg**.
- Extra-virgin avocado oil is usually sold as bottled oil (0.25 L, 0.5 L).
- The hypothetical price of sale for extra-virgin in bulk can be **10-11 USD/kg**.

*The prices are merely indicative*

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# *The process in frames*



*From the fruit...*



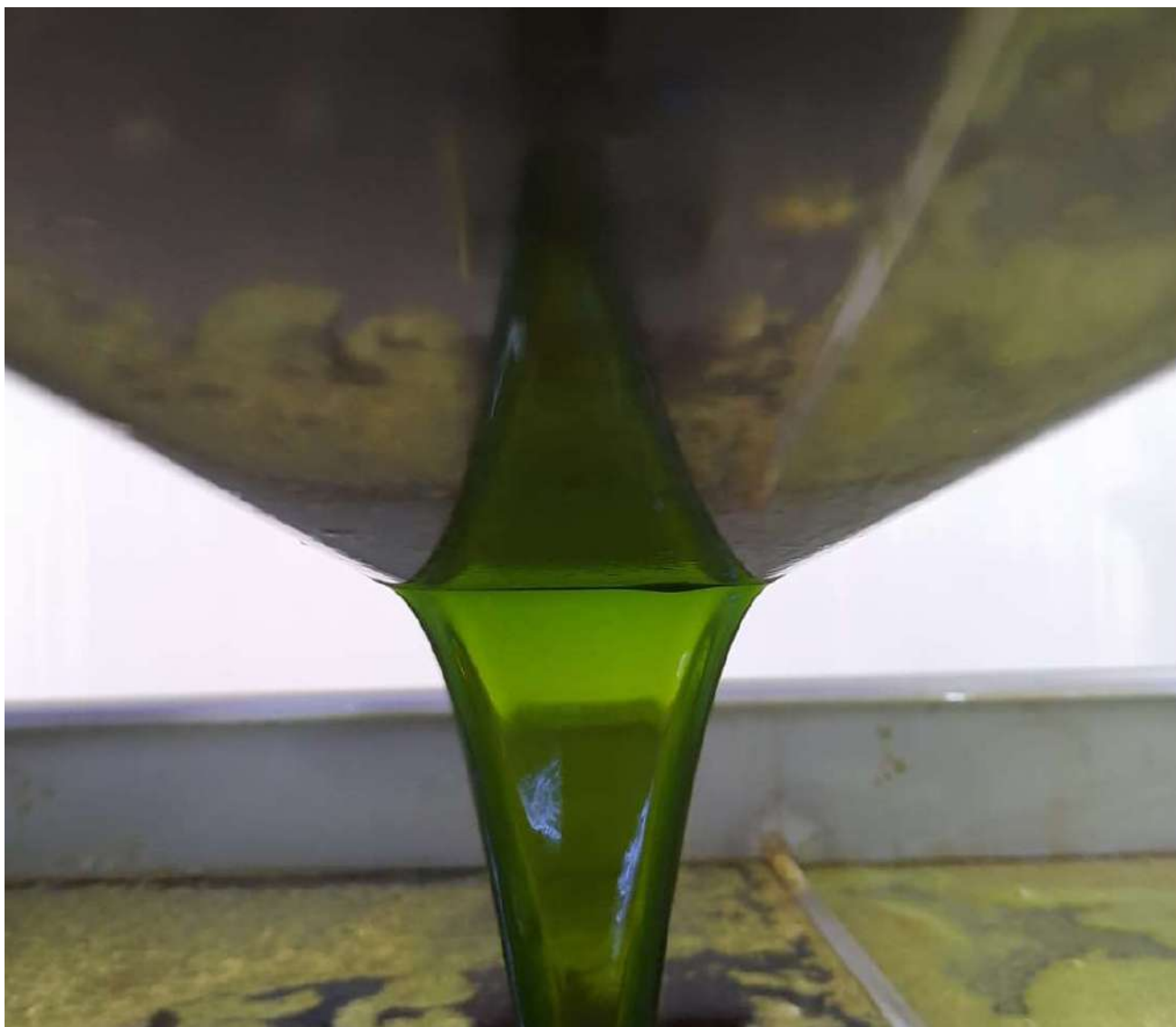
*... to the oil*



Oil yield can vary  
depending on  
fruit variety



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